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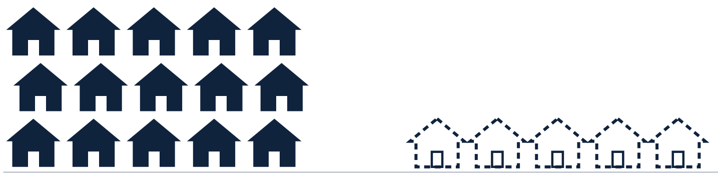
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27856 · Nashville

In ZIP 27856, 1 in 4 Listings Didn't Sell This Year

In ZIP code 27856, the Nashville area, 120 of 157 homes that ended in the last 12 months actually sold. Typical days to sell was 47 days, and the typical sold price was $322,500. Homes priced right from the start moved in 22 days, while ones that needed price cuts sat 93 days before selling.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

Which pile do you want to be in?
Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

157
homes finished on the market

47
median days to sell
from the first day listed

120
sold

98.2%
sold vs. first asking price

37 (24%)
didn't sell

$322,500
median sold price

What waiting costs

A typical $322,500 home, per month	
Mortgage (principal + interest)	$1,722
Property taxes	$169
Homeowners insurance	$250
Upkeep	$269
Utilities	$250
Total	**$2,660**

About $2,660 every month the home sits.

Listings that didn't sell stayed on the market a median of 84 days — roughly $7,300 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); Nash County rate 0.63 per $100 (NC Department of Revenue, 2025-26 county rates); town taxes add more inside town limits; insurance, upkeep (1% of value a year) and utilities are typical estimates. If your home is paid off, the mortgage line drops out — the rest still adds up.

Priced right from day one vs. chasing the market

22
median days to sell when priced right
74 homes that sold at 97%+ of first asking

93
median days when price cuts were needed
46 homes · sold for 92.6% of first asking

What this means if you're selling

- Price it right from day one. Homes priced right sold in 22 days. Ones that needed cuts sat 93 days.
- Under $300K is the toughest range right now, with a 27% rate of not selling. $400-500K is doing best at 11%.
- 1 in 4 contracts are falling apart before closing. Most often that's inspection, appraisal or financing issues.
- If a contract does fall apart, homes that later sold anyway took 114 days and closed at 97.1% of asking. That's worth planning for.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	66	48	**27%**	16	98.1%
$300–400K	52	41	**21%**	75	98.7%
$400–500K	27	24	**11%**	123	98.8%
$500–750K	11	6	**46%**	54	93.6%

When contracts fall apart

24%
of contracts fell apart before closing
38 of about 158

58%
of those homes later sold

40%
never sold

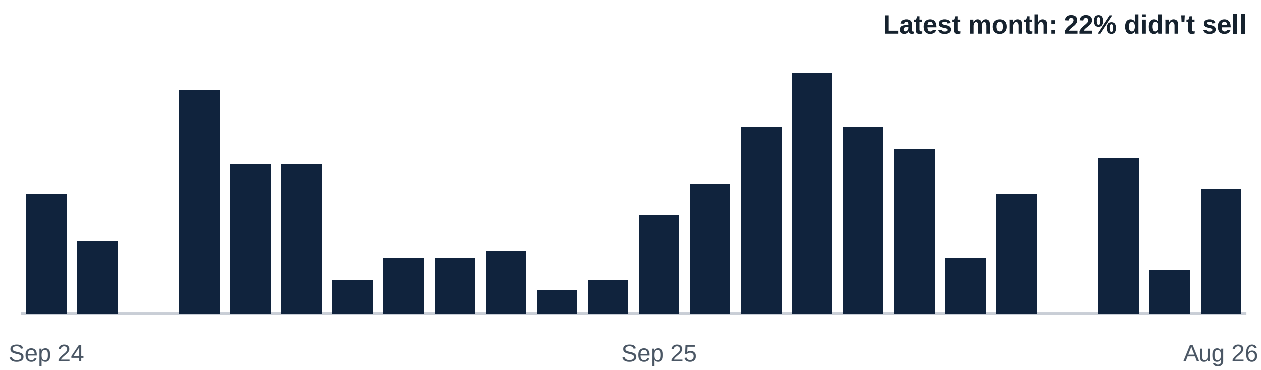
97.1%
sold vs. first ask after a fall-through
vs. 98.8% on the first contract

114
median days to sell after a fall-through
vs. 31 on the first contract

The MLS doesn't record why a contract ends. In our experience the most common reasons are home inspection findings, appraisals that come in below the price, and buyer financing — which is why preparing the home and pricing it to appraise matter before it goes on the market.

How buyers paid on closed sales: conventional loans 44% · cash 13% · VA 16% · FHA 24% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sold price is $322,500, and homes are selling at 98.2% of first asking price. 64% of homes sold for less than the original ask, so there's room to negotiate.
- Homes that needed a price cut before selling still closed at 92.6% of asking. Worth watching for those.
- Financing mix here: 44% conventional, 24% FHA, 16% VA, 13% cash. You're not the only one using a loan.

Did you know?

- Carrying a typical $322,500 home here runs an estimated $2,660 a month at a 7.03% mortgage rate.
- A home that sits unsold is estimated to cost about $7,300 in carrying costs while it waits.
- Listings that never sold typically sat 84 days and still needed a 1.8% price cut along the way.

Want this for your street?

Every home is different. Buddy Blake will walk you through the numbers for your neighborhood and your price range — no pressure. Call or text (910) 395-1000, or visit buddyblake.ai.

How these numbers are counted

Homes only (single-family, townhomes and condos) in the last 12 months. "Didn't sell" means the listing expired, was withdrawn or was canceled; some owners take a home off the market for reasons that have nothing to do with the market. Days to sell count from the first day a home was listed, including relistings. "First asking" is the first list price. Contract fall-throughs are listings that came back on the market after going under contract. Source: Hive MLS data, compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.