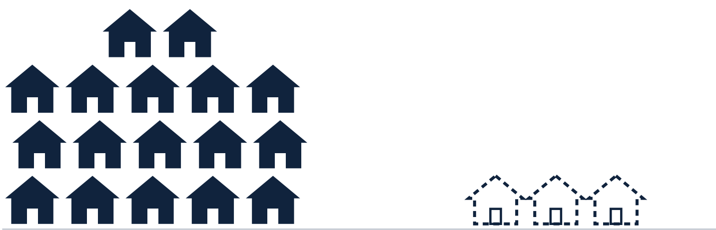
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27858 · Greenville

Greenville's 27858: 1 in 7 Listings Never Sold

In ZIP 27858, homes that were priced right from the start sold in a median of 9 days. Homes that needed price cuts took 59 days and still sold for less, at 92.8% of asking. Over the last 12 months, 93 listings out of 652 didn't sell at all, and 14% of contracts that did go under fell apart before closing.



17 sold
out of every 20 listed

3 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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

652
homes finished on the market

24
median days to sell
from the first day listed

559
sold

97.7%
sold vs. first asking price

93 (14%)
didn't sell

$295,000
median sold price

What waiting costs

A typical $295,000 home, per month	
Mortgage (principal + interest)	$1,575
Property taxes	$139
Homeowners insurance	$250
Upkeep	$246
Utilities	$250
Total	**$2,460**

About $2,460 every month the home sits.

Listings that didn't sell stayed on the market a median of 112 days — roughly $9,100 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); Pitt County rate 0.5663 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

9
median days to sell when priced right
303 homes that sold at 97%+ of first asking

59
median days when price cuts were needed
256 homes · sold for 92.8% of first asking

What this means if you're selling

- Price it right from day one: right-priced homes sold in 9 days versus 59 days for homes that needed cuts.
- Listings that never sold sat a median of 112 days and still carried a 2.4% price cut before giving up.
- 1 in 7 contracts fell apart before closing. Most often that's inspection, appraisal or financing issues, so be ready for those steps.
- If your contract does fall apart, homes that later sold took a median of 91 days and closed at 94.4% of asking, versus 98.1% on a clean first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	321	275	**14%**	19	97.5%
$300–400K	146	126	**14%**	35	96.9%
$400–500K	80	67	**16%**	39	97.1%
$500–750K	84	72	**14%**	26	99.1%
$750K–1M	13	13	**0%**	56	98.0%

When contracts fall apart

14%
of contracts fell apart before closing
95 of about 662

68%
of those homes later sold

24%
never sold

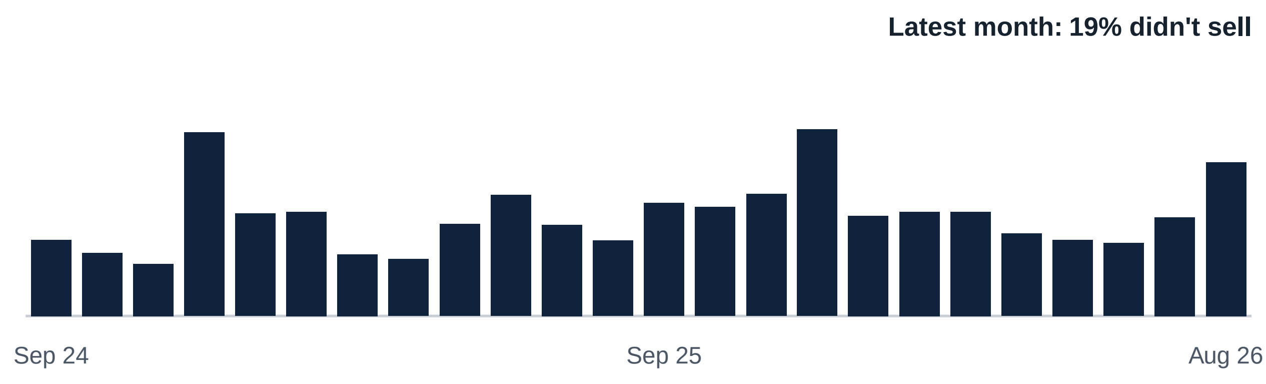
94.4%
sold vs. first ask after a fall-through
vs. 98.1% on the first contract

91
median days to sell after a fall-through
vs. 19 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 53% · cash 27% · VA 7% · FHA 10% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home in 27858 sold for 97.7% of the first asking price, and 63% of homes sold below that first ask. There's room to negotiate.
- Homes that sat without selling lingered a median of 112 days. If a listing's been up a while, that's your leverage.
- Financing mix here: 53% conventional, 27% cash, 10% FHA, 7% VA. Cash isn't required to compete.

Did you know?

- Median sold price in 27858 over the last 12 months was $295,000.
- On a $295,000 home at 7.03%, estimated monthly carrying cost runs about $2,460.
- A home that sits unsold can cost an estimated $9,100 in carrying costs before it ever closes.

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.