Buddy Blake Team
Coldwell Banker Sea Coast Advantage

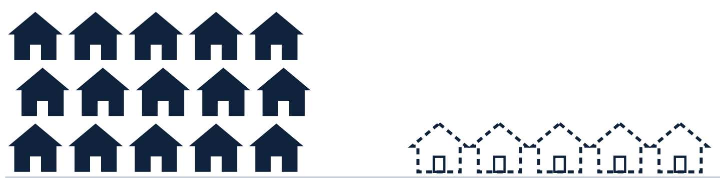
(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27863 · Pikeville

1 in 4 Pikeville Homes Didn't Sell This Past Year

In ZIP 27863, 196 of 267 homes that left the market actually sold, and 71 didn't. Typical seller got 99.0% of asking price, but homes priced right from the start sold in 37 days, while ones needing price cuts sat 86 days and still closed lower.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

267
homes finished on the market

63
median days to sell
from the first day listed

196
sold

99.0%
sold vs. first asking price

71 (27%)
didn't sell

$302,500
median sold price

Which pile do you want to be in?

Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

What waiting costs

A typical $302,500 home, per month	
Mortgage (principal + interest)	$1,615
Property taxes	$158
Homeowners insurance	$250
Upkeep	$252
Utilities	$250
Total	**$2,520**

About $2,520 every month the home sits.

Listings that didn't sell stayed on the market a median of 125 days — roughly $10,400 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); Wayne County rate 0.6259 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

37
median days to sell when priced right
129 homes that sold at 97%+ of first asking

86
median days when price cuts were needed
67 homes · sold for 92.5% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 37 days at closer to full ask. Ones that needed cuts took 86 days and settled for 92.5% of asking.
- The $300-400K range is the toughest right now, with a 32% didn't-sell rate. Under $300K did best at 22%.
- Waiting has a cost. Listings that never sold sat a median of 125 days and still needed a 2.3% price cut before giving up.
- 1 in 6 contracts fell apart before closing here. Most often it's inspection, appraisal or financing issues. Homes that go back on the market after a fall-through take longer, 104 days, but still sell at 98.7% of asking if priced realistically.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	111	87	**22%**	45	99.6%
$300–400K	141	96	**32%**	93	98.8%
$400–500K	13	11	**15%**	40	96.4%

When contracts fall apart

16%
of contracts fell apart before closing
36 of about 232

64%
of those homes later sold

33%
never sold

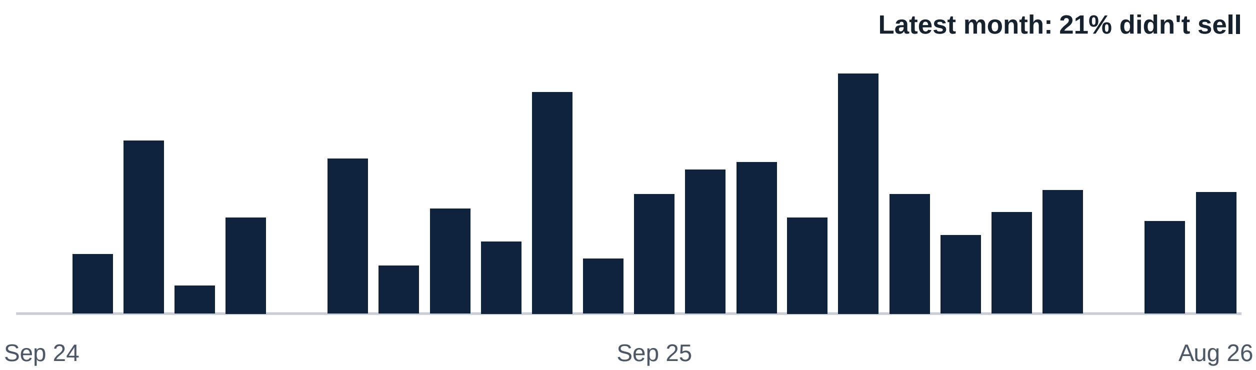
98.7%
sold vs. first ask after a fall-through
vs. 99.1% on the first contract

104
median days to sell after a fall-through
vs. 59 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 30% · cash 9% · VA 36% · FHA 21% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 27% of listings in this ZIP didn't sell at all, and homes needing price cuts took 86 days to move. That's room to negotiate if a home has been sitting.
- VA loans led the way at 36% of purchases, with conventional at 30%, FHA at 21%, and 9% paid cash.
- At the median price of $302,500 and a 7.03% rate, estimated monthly carrying cost runs about $2,520.

Did you know?

- Didn't-sell rate jumped from 15% a year before to 27% this year in ZIP 27863.
- Homes that never sold carried an estimated $10,400 in costs for the typical seller before the listing ended.
- After a contract fell apart, 64% of those homes went on to sell later, while 33% never sold at all.

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.