Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27882 · Spring Hope

Spring Hope: 1 in 3 Listings Didn't Sell This Year

In the Spring Hope area, 56 of 89 listings sold over the last 12 months, and 33 didn't sell. Homes priced right from the start sold in a median of 29 days, while ones that needed price cuts took 112 days and still sold at 94.4% of asking.

13 sold
out of every 20 listed

7 didn't
expired, withdrawn or canceled

89
homes finished on the market

74
median days to sell
from the first day listed

56
sold

97.6%
sold vs. first asking price

33 (37%)
didn't sell

$357,400
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 Outlined houses expired, were withdrawn or were canceled.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 $357,400 home, per month	
Mortgage (principal + interest)	$1,908
Property taxes	$188
Homeowners insurance	$250
Upkeep	$298
Utilities	$250
Total	**$2,890**

About $2,890 every month the home sits.

Listings that didn't sell stayed on the market a median of 104 days — roughly $9,900 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

29
median days to sell when priced right
29 homes that sold at 97%+ of first asking

112
median days when price cuts were needed
27 homes · sold for 94.4% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 29 days. Homes that needed cuts took 112 days.
- The $300-400K range struggled most, with a 44% didn't-sell rate. Homes under $300K did best, at 27%.
- 1 in 5 contracts fell apart before closing. That's most often inspection, appraisal or financing issues, based on general industry experience.
- Homes that fell through and later sold took 127 days and sold at 92.2% of asking, versus 47 days and 98.3% for homes that held their first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	26	19	**27%**	10	97.6%
$300–400K	25	14	**44%**	124	95.2%
$400–500K	26	18	**31%**	107	96.6%
$500–750K	10	3	**70%**	120	100.0%

When contracts fall apart

22%
of contracts fell apart before closing
16 of about 72

56%
of those homes later sold

44%
never sold

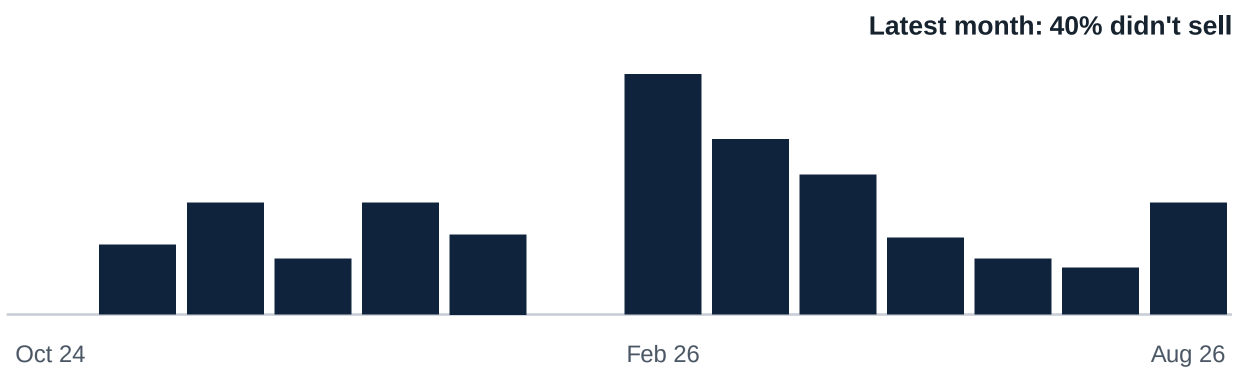
92.2%
sold vs. first ask after a fall-through
vs. 98.3% on the first contract

127
median days to sell after a fall-through
vs. 47 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 52% · cash 20% · VA 5% · FHA 20% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sold price was $357,400, at 97.6% of first asking price. 64% of homes sold below the original asking price.
- Listings that never sold sat on the market a median of 104 days before coming off. That's a sign to look at pricing history before you offer.
- Financing mix: 52% conventional, 20% cash, 20% FHA, 5% VA. Cash offers make up a real share of the competition.

Did you know?

- Estimated monthly carrying cost on a $357,400 home at 7.03% is about $2,890.
- Sellers whose homes didn't sell in this period carried an estimated $9,900 in costs while waiting.
- 37% of listings in the Spring Hope area didn't sell this year, up from 17% the year before.

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.