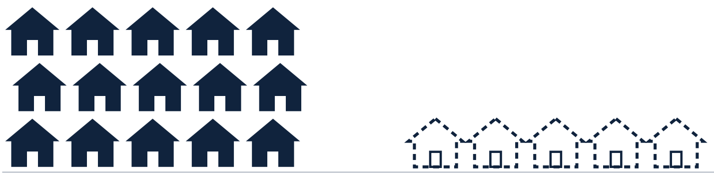
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27886 · Tarboro

Tarboro's 27886: 1 in 4 Listings Didn't Sell This Year

In ZIP 27886, 164 homes wrapped up over the last 12 months, and 120 of them sold. Median sold price came in at $206,888, with typical time to sell at 49 days for homes priced right. But 44 listings, 27%, didn't sell at all, up from 23% the year before.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

164
homes finished on the market

49
median days to sell
from the first day listed

120
sold

94.7%
sold vs. first asking price

44 (27%)
didn't sell

$206,888
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 Outlined houses expired, were withdrawn or were canceled.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 $206,888 home, per month	
Mortgage (principal + interest)	$1,104
Property taxes	$153
Homeowners insurance	$250
Upkeep	$172
Utilities	$250
Total	**$1,930**

About $1,930 every month the home sits.

Listings that didn't sell stayed on the market a median of 135 days — roughly $8,600 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); Edgecombe County rate 0.89 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

18
median days to sell when priced right
43 homes that sold at 97%+ of first asking

66
median days when price cuts were needed
77 homes · sold for 90.5% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of just 18 days, and 43 of them did it. Listings that needed a price cut sat a median of 66 days before selling, and typically settled for 90.5% of asking
- Listings that never sold sat a median of 135 days and still needed a median 4.5% price cut, all for nothing
- 1 in 4 contracts fell apart before closing, most often inspection, appraisal or financing issues in general industry experience. Homes that got back under contract after a fall-through took a median 81 days and closed at 95.9% of asking, close to the 94.7% first contracts see
- Typical sold price landed at 94.7% of first asking, and 73% of homes sold below that first ask, so price it with room to work

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	135	102	**24%**	46	94.9%
$300–400K	15	12	**20%**	87	91.7%

When contracts fall apart

24%
of contracts fell apart before closing
39 of about 162

62%
of those homes later sold

33%
never sold

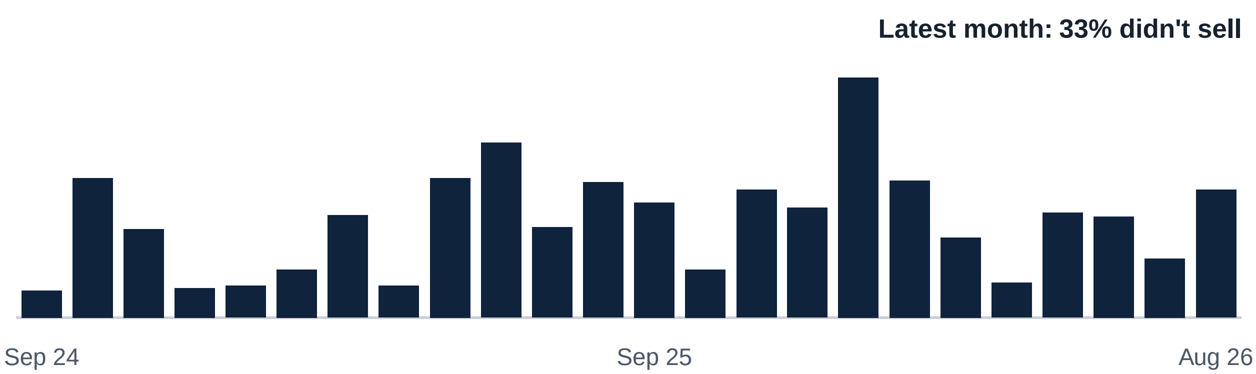
95.9%
sold vs. first ask after a fall-through
vs. 94.7% on the first contract

81
median days to sell after a fall-through
vs. 42 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 42% · cash 23% · VA 9% · FHA 22% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- 73% of homes in 27886 sold below the original asking price, so there's room to negotiate
- Homes that needed a price cut took a median of 66 days to sell and closed around 90.5% of asking, worth watching for a deal
- Buyers here paid a mix of ways: 42% conventional loans, 23% cash, 22% FHA, and 9% VA

Did you know?

- At a $206,888 example price and a 7.03% mortgage rate, the estimated monthly carrying cost for a typical home runs about $1,930
- A home that sits unsold costs an estimated about $8,600 in carrying costs while it waits
- If a contract falls apart, 62% 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.