

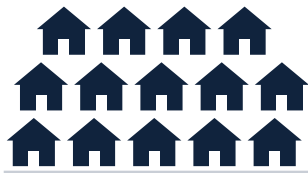


MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 27889 · Washington

In 27889, 1 in 3 Listings Didn't Sell

Over the last 12 months in ZIP code 27889, 312 homes finished, and 93 of them didn't sell, a 30% rate, up from 23% the year before. Homes priced right from the start sold in a median 13 days, while ones that needed price cuts sat a median 82 days before selling at 90.8% of asking. Median sold price landed at \$298,000, with typical homes selling in 34 days at 95.9% of first asking price.



14 sold

out of every 20 listed



6 didn't

expired, withdrawn or canceled

312

homes finished on the market

219

sold

93 (30%)

didn't sell

34

median days to sell from the first day listed

95.9%

sold vs. first asking price

\$298,000

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 Outlined houses expired, were withdrawn or were canceled.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 \$298,000 home, per month

Mortgage (principal + interest)	\$1,591
Property taxes	\$111
Homeowners insurance	\$250
Upkeep	\$248
Utilities	\$250
Total	\$2,450

About \$2,450 every month the home sits.

Listings that didn't sell stayed on the market a median of 160 days — roughly \$12,900 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); Beaufort County rate 0.445 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

13

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

82

median days when price cuts were needed
131 homes · sold for 90.8% of first asking



What this means if you're selling

- Price it right on day one. Homes priced right sold in a median 13 days. Homes that needed cuts sat a median 82 days.
- The \$500-750K range struggled most, with a 41% didn't-sell rate. Under \$300K did best at 19%.
- Listings that never sold carried a median 2.9% price cut and still sat a median 160 days.
- 1 in 5 contracts fall apart after acceptance, most often inspection, appraisal or financing issues. If yours does, re-listed homes still sold 60% of the time, at a median 89.4% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	124	100	19%	29	96.0%
\$300-400K	77	50	35%	35	96.7%
\$400-500K	43	30	30%	44	94.4%
\$500-750K	42	25	41%	68	95.9%
\$750K-1M	16	9	44%	100	95.4%
\$1M+	10	5	50%	64	93.2%

When contracts fall apart

19%

of contracts fell apart before closing
53 of about 275

60%

of those homes later sold

38%

never sold

89.4%

sold vs. first ask after a fall-through
vs. 96.2% on the first contract

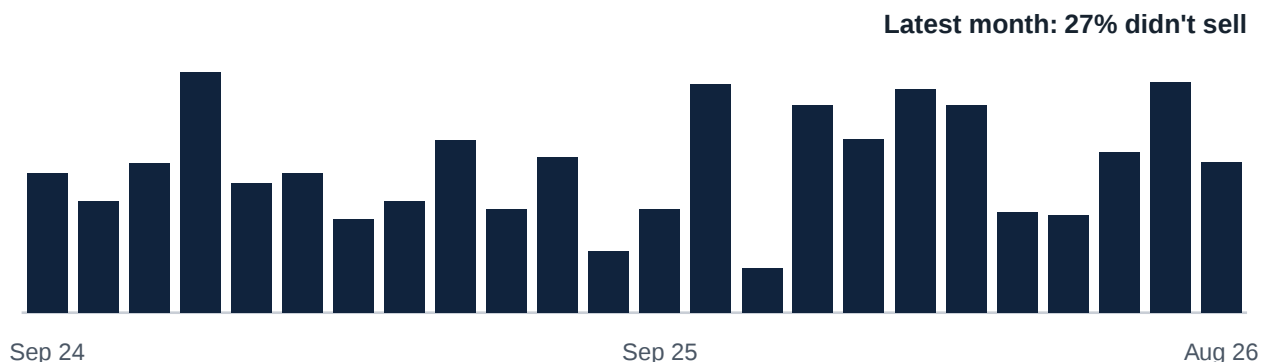
112

median days to sell after a fall-through
vs. 27 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 50% · cash 32% · VA 9% · FHA 8% · other 1%.

Share of listings that didn't sell, by month





What this means if you're buying

- Nearly a third of homes here needed a price cut before selling, so there's room to negotiate, especially in the \$500-750K range where 41% didn't sell at all.
- Typical sold price was \$298,000, with buyers landing homes at 95.9% of first asking price, and 77% of homes sold below the original ask.
- Buyers paid cash 32% of the time, went conventional 50%, VA 9%, and FHA 8%.

Did you know?

- On a \$298,000 home, an estimated monthly carrying cost runs about \$2,450 at a 7.03% mortgage rate.
- Homes that sat unsold for months carried an estimated \$12,900 in extra holding costs.
- When a first contract holds, homes typically close in 27 days at 96.2% of asking. When it falls apart, it takes a median 112 days to get to a later sale.

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.