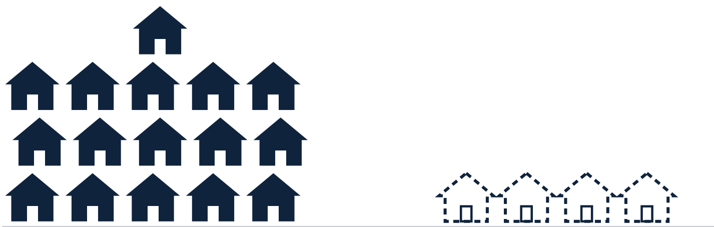
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 28327 · Carthage

In ZIP 28327, 1 in 5 homes listed didn't sell

In the last 12 months, 413 homes finished their time on the market in ZIP code 28327 (Carthage area): 324 sold and 89 did not — about 1 in 5. The ones that sold took a median of 31 days, counted from the first day listed, and closed at 99.3% of their first asking price.



16 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

413
homes finished on the market

31
median days to sell
from the first day listed

324
sold

99.3%
sold vs. first asking price

89 (22%)
didn't sell

$471,145
median sold price

What waiting costs

A typical $471,145 home, per month	
Mortgage (principal + interest)	$2,515
Property taxes	$116
Homeowners insurance	$250
Upkeep	$393
Utilities	$250
Total	**$3,520**

About $3,520 every month the home sits.

Listings that didn't sell stayed on the market a median of 107 days — roughly $12,400 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); Moore County rate 0.295 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

12
median days to sell when priced right
215 homes that sold at 97%+ of first asking

72
median days when price cuts were needed
109 homes · sold for 94.2% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 12 days. Homes that needed price cuts took 72 days and sold for 94.2% of their first price.
- Price range matters: 27% of homes starting at $400–500K didn't sell, compared with 18% at $300–400K.
- Waiting costs money. A $471,145 home runs about $3,520 a month to hold — roughly $12,400 over the time a typical unsold listing sat.
- About 1 in 8 contracts fell apart before closing. Homes that went back on the market sold for 97.3% of first asking, versus 99.4% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	60	48	**20%**	69	96.1%
$300–400K	62	51	**18%**	28	99.4%
$400–500K	117	85	**27%**	30	99.0%
$500–750K	144	116	**19%**	24	100.0%
$750K–1M	22	17	**23%**	45	98.8%

When contracts fall apart

12%
of contracts fell apart before closing
45 of about 369

64%
of those homes later sold

33%
never sold

97.3%
sold vs. first ask after a fall-through
vs. 99.4% on the first contract

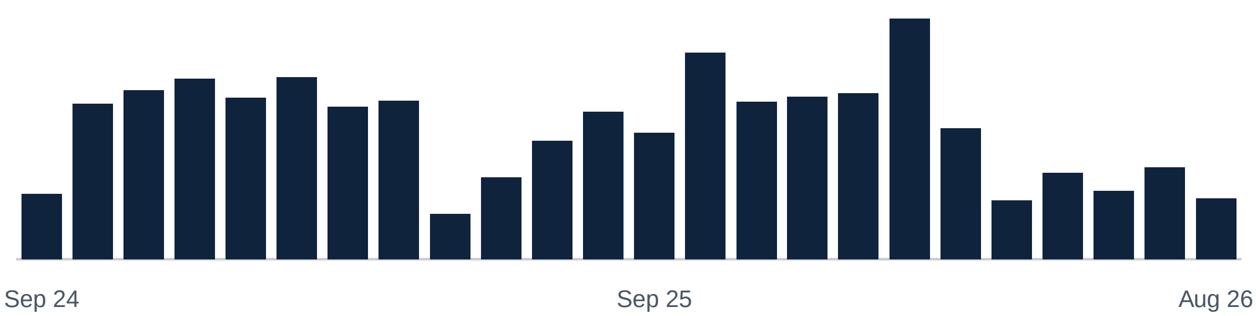
108
median days to sell after a fall-through
vs. 26 on the first contract

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 31% · cash 19% · VA 41% · FHA 7% · other 3%.

Share of listings that didn't sell, by month

Latest month: 10% didn't sell



What this means if you're buying

- 54% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 107 days.

Did you know?

- 19% of buyers paid cash, and 41% used VA loans.
- A year earlier, 22% of listings didn't sell; now it's 22%.
- When a contract fell apart, 33% of those homes 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.