



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 28333 · Dudley

In ZIP 28333, 1 in 4 homes listed didn't sell

In the last 12 months, 63 homes finished their time on the market in ZIP code 28333 (Dudley area): 48 sold and 15 did not — about 1 in 4. The ones that sold took a median of 47 days, counted from the first day listed, and closed at 98.3% of their first asking price.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

63

homes finished on the market

48

sold

15 (24%)

didn't sell

47

median days to sell
from the first day listed

98.3%

sold vs. first asking price

\$235,000

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 Outlined houses expired, were withdrawn or were canceled.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 \$235,000 home, per month

Mortgage (principal + interest)	\$1,255
Property taxes	\$123
Homeowners insurance	\$250
Upkeep	\$196
Utilities	\$250
Total	\$2,070

About \$2,070 every month the home sits.

Listings that didn't sell stayed on the market a median of 103 days — roughly \$7,000 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

47

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

44

median days when price cuts were needed
16 homes · sold for 89.3% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 47 days. Homes that needed price cuts took 44 days and sold for 89.3% of their first price.
- Waiting costs money. A \$235,000 home runs about \$2,070 a month to hold — roughly \$7,000 over the time a typical unsold listing sat.
- About 1 in 6 contracts fell apart before closing. Homes that went back on the market sold for 89.7% of first asking, versus 100.0% 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	52	39	25%	34	98.3%
\$300–400K	10	8	20%	92	98.2%

When contracts fall apart

16%

of contracts fell apart before closing
9 of about 57

89%

of those homes later sold

11%

never sold

89.7%

sold vs. first ask after a fall-through
vs. 100.0% on the first contract

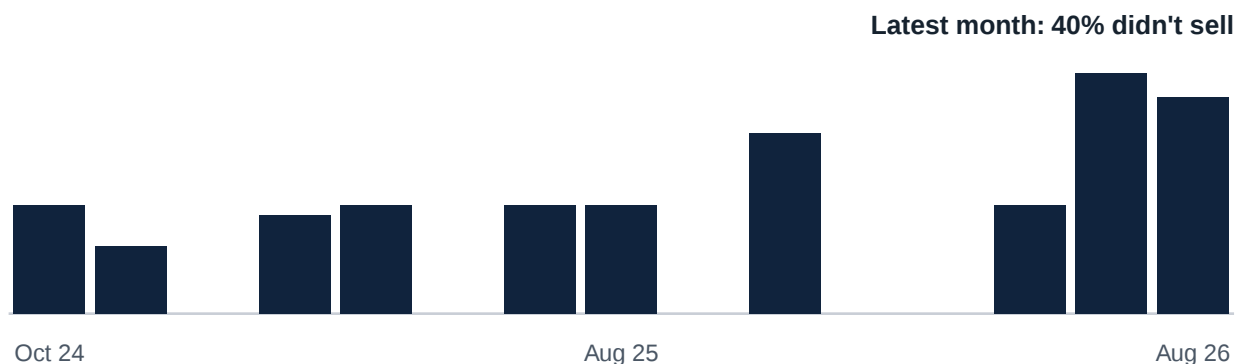
97

median days to sell after a fall-through
vs. 33 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 27% · cash 10% · VA 35% · FHA 23% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 56% 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 103 days.

Did you know?

- 10% of buyers paid cash, and 35% used VA loans.
- A year earlier, 13% of listings didn't sell; now it's 24%.
- When a contract fell apart, 11% 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.