MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 28463 · Tabor City

Tabor City Area: 1 in 3 Listings Didn't Sell

In the last 12 months, 85 homes in ZIP 28463 finished up, and 59 sold while 26 didn't sell. Typical time to sell was 57 days, and homes that did sell went for 92.9% of the first asking price.

14 sold
out of every 20 listed

6 didn't
expired, withdrawn or canceled

85
homes finished on the market

57
median days to sell
from the first day listed

59
sold

92.9%
sold vs. first asking price

26 (31%)
didn't sell

$225,000
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 Outlined houses expired, were withdrawn or were canceled.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 $225,000 home, per month	
Mortgage (principal + interest)	$1,201
Property taxes	$151
Homeowners insurance	$250
Upkeep	$188
Utilities	$250
Total	**$2,040**

About $2,040 every month the home sits.

Listings that didn't sell stayed on the market a median of 205 days — roughly $13,700 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); Columbus County rate 0.805 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

37
median days to sell when priced right
15 homes that sold at 97%+ of first asking

69
median days when price cuts were needed
44 homes · sold for 90.4% of first asking

What this means if you're selling

- Homes priced right from day one sold in a typical 37 days. Those that needed price cuts sat a typical 69 days before selling.
- 31% of listings didn't sell this year, up from 14% the year before. That's about 1 in 3.
- 44 listings needed a price cut, and those still sold at 90.4% of asking, so cutting worked, just later.
- 30% of contracts fell apart before closing, about 1 in 3. Most often inspection, appraisal or financing issues cause that industry-wide. Of those, 64% later sold anyway, but it took a typical 180 days total.

When contracts fall apart

30%
of contracts fell apart before closing
25 of about 84

64%
of those homes later sold

32%
never sold

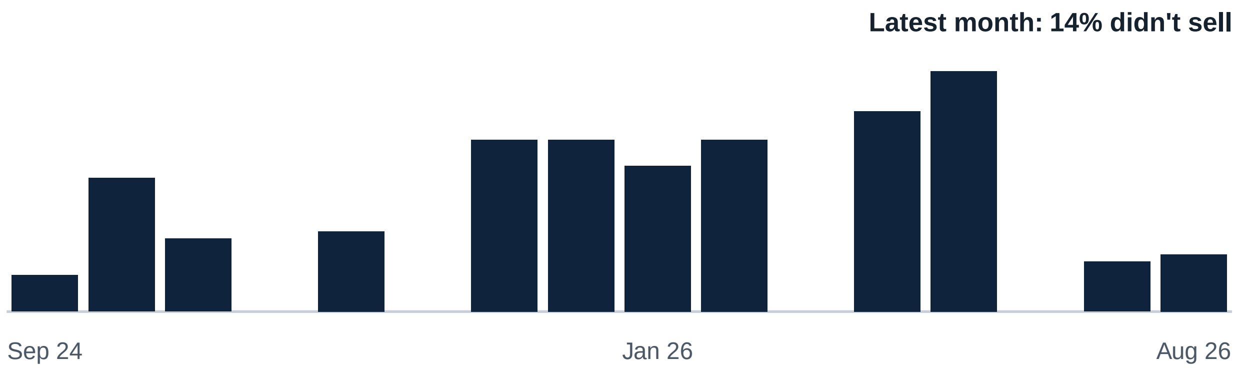
90.4%
sold vs. first ask after a fall-through
vs. 94.8% on the first contract

180
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 39% · cash 22% · VA 10% · FHA 24% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes here are selling at a median 92.9% of asking price, and 90% of sales closed below the first asking price. There's room to negotiate.
- Homes that didn't sell sat a median 205 days before the listing ended. If a home has been sitting, that's leverage.
- Buyers are paying different ways: 39% conventional loans, 24% FHA, 22% cash, and 10% VA.

Did you know?

- At the current 7.03% mortgage rate, carrying a $225,000 home runs an estimated $2,040 a month.
- A home that sits unsold for a while can cost an estimated $13,700 in carrying costs while it waits.
- When a first contract makes it to closing, homes sold at 94.8% of asking. After a fall-through, that drops to 90.4%.

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.