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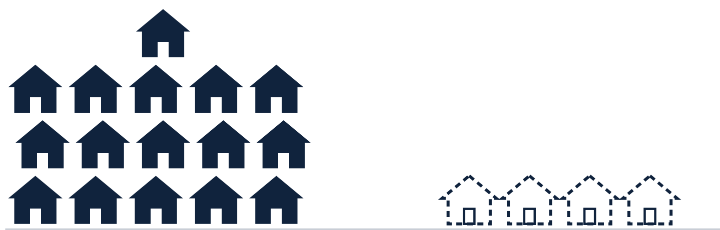
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 28551 · La Grange

In La Grange (ZIP 28551), 1 in 5 Listings Didn't Sell

In ZIP 28551, the La Grange area, 229 listings ended in the last 12 months and 187 sold. Typical time to sell was 102 days, and homes priced right from the start sold in 66 days versus 130 days for the ones that needed price cuts. Homes under $300K struggled most, with a 25% rate of not selling.



16 sold
out of every 20 listed

4 didn't
expired, withdrawn or canceled

229
homes finished on the market

102
median days to sell
from the first day listed

187
sold

98.7%
sold vs. first asking price

42 (18%)
didn't sell

$299,995
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 Outlined houses expired, were withdrawn or were canceled.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 $299,995 home, per month	
Mortgage (principal + interest)	$1,602
Property taxes	$169
Homeowners insurance	$250
Upkeep	$250
Utilities	$250
Total	**$2,520**

About $2,520 every month the home sits.

Listings that didn't sell stayed on the market a median of 161 days — roughly $13,300 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); Lenoir County rate 0.675 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

66
median days to sell when priced right
123 homes that sold at 97%+ of first asking

130
median days when price cuts were needed
64 homes · sold for 93.9% of first asking

What this means if you're selling

- Homes priced right from day one sold in 66 days and closed at 98.7% of first asking price on average for the market.
- Homes that needed a price cut took 130 days and still sold for 93.9% of asking, so getting the price right early matters.
- Listings under $300K had the toughest go, with a 25% didn't-sell rate, compared to 14% in the $300-400K range.
- 1 in 6 contracts fell apart before closing. Most often that's inspection, appraisal or financing issues industry-wide. Homes that got a second contract still sold at 96.8% of asking, just 120 days instead of 98.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	100	75	**25%**	62	98.0%
$300–400K	107	92	**14%**	110	98.9%
$400–500K	19	18	**5%**	174	100.0%

When contracts fall apart

17%
of contracts fell apart before closing
38 of about 225

74%
of those homes later sold

26%
never sold

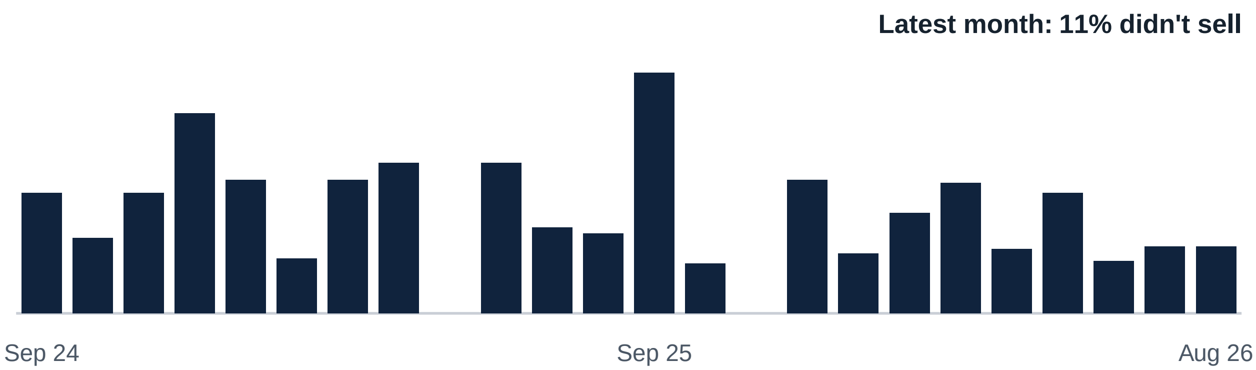
96.8%
sold vs. first ask after a fall-through
vs. 99.3% on the first contract

120
median days to sell after a fall-through
vs. 98 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 17% · cash 12% · VA 43% · FHA 26% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- 56% of homes in ZIP 28551 sold below the first asking price, so there's often room to negotiate.
- Homes that sat without selling lingered a median 161 days before coming off the market, so a slow listing may mean more flexibility.
- Financing varies widely here: 43% VA, 26% FHA, 17% conventional, and 12% cash.

Did you know?

- Listings that never sold still saw a median price cut of only 0.5%.
- Carrying a typical $299,995 home here runs about an estimated $2,520 a month at a 7.03% rate.
- If a home sits unsold for the market's typical time, that's about an estimated $13,300 in carrying costs.

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.