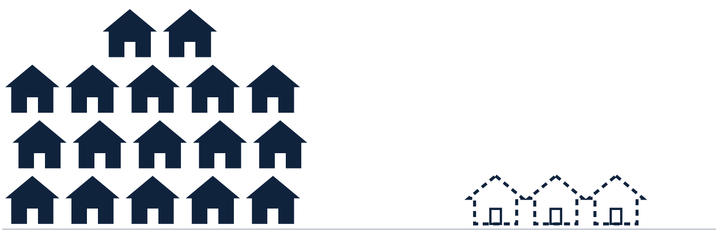
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Anderson Farms, Calabash

Anderson Farms Homes Are Selling in Just 1 Day

In Anderson Farms, homes that are priced right are selling almost as soon as they hit the market, typical days to sell is 1 days. But not every listing gets there: 6 of the 45 homes that ended in the last 12 months didn't sell at all, up from 5% the year before to 13% now, about 1 in 8.



17 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

45
homes finished on the market

1
median days to sell
from the first day listed

39
sold

100.0%
sold vs. first asking price

6 (13%)
didn't sell

$253,340
median sold price

What waiting costs

A typical $253,340 home, per month	
Mortgage (principal + interest)	$1,342
Property taxes	$72
Homeowners insurance	$250
Upkeep	$211
Utilities	$250
Total	**$2,120**

About $2,120 every month the home sits.

Listings that didn't sell stayed on the market a median of 102 days — roughly $7,100 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Brunswick County rate 0.342 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

1
median days to sell when priced right
29 homes that sold at 97%+ of first asking

34
median days when price cuts were needed
10 homes · sold for 91.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in 1 days. Homes that needed a price cut sat for 34 days and still only fetched 91.6% of asking.
- 1.1% is the median price cut on listings that never sold, and those homes sat a median of 102 days before ending without a sale.
- 15% of contracts in Anderson Farms fell apart, about 1 in 7. Industry experience says that's most often inspection, appraisal or financing issues.
- If your contract does fall apart, don't panic: homes that went back on the market here sold again in 17 days at 100.0% of asking.

When contracts fall apart

15%
of contracts fell apart before closing
7 of about 46

100%
of those homes later sold

0%
never sold

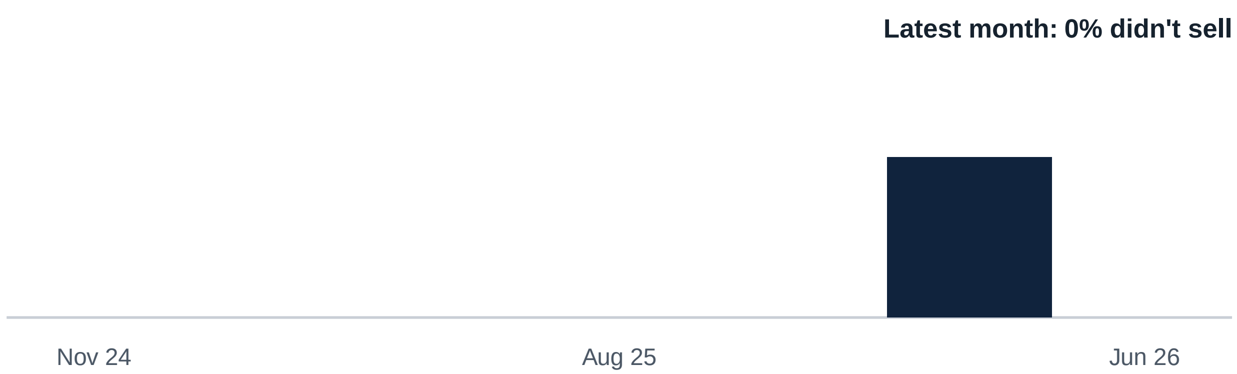
100.0%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

17
median days to sell after a fall-through
vs. 1 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 56% · cash 18% · VA 5% · FHA 21% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 41% of homes in Anderson Farms sold below the first asking price, so there's room to negotiate on some listings.
- Homes here move fast, typical time to sell is 1 days, so be ready to act when you find the right one.
- Most buyers are using financing: 56% conventional, 21% FHA, 5% VA, and 18% paying cash.

Did you know?

- The median sold price in Anderson Farms over the last 12 months was $253,340.
- Carrying a typical Anderson Farms home costs an estimated $2,120 a month at a 6.95% mortgage rate.
- A home that sits unsold in Anderson Farms costs an estimated $7,100 in carrying costs while it waits.

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.