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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Atlantic Beach

Atlantic Beach: 1 in 3 Listings Didn't Sell

Over the last 12 months in Atlantic Beach, 189 listings ended and 126 sold, but 1 in 3 didn't sell at all. Homes priced right from day one sold in a median of 6 days, while homes that needed price cuts took a median of 70 days and still had to cut price 91 times to get there. Typical sold price was $510,000, at 95.0% of first asking price.

13 sold
out of every 20 listed

7 didn't
expired, withdrawn or canceled

189
homes finished on the market

47
median days to sell
from the first day listed

126
sold

95.0%
sold vs. first asking price

63 (33%)
didn't sell

$510,000
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 Outlined houses expired, were withdrawn or were canceled.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 $510,000 home, per month	
Mortgage (principal + interest)	$2,723
Property taxes	$96
Homeowners insurance	$250
Upkeep	$425
Utilities	$250
Total	**$3,740**

About $3,740 every month the home sits.

Listings that didn't sell stayed on the market a median of 201 days — roughly $24,800 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); Carteret County rate 0.225 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

6
median days to sell when priced right
35 homes that sold at 97%+ of first asking

70
median days when price cuts were needed
91 homes · sold for 92.9% of first asking

What this means if you're selling

- Price it right from day one — homes priced correctly sold in a median of 6 days, versus 70 days for homes that needed cuts
- The $300–400K range struggled most, with a 39% rate of not selling — the $500–750K range did best at 26%
- Waiting has a cost: listings that never sold sat a median of 201 days, and an estimated carrying cost of $24,800 while unsold
- 14% of contracts fell apart (1 in 7) — most often inspection, appraisal or financing issues, so be ready to address issues quickly. Homes that had a contract fall apart and later sold still got 95.4% of asking price, just took longer (91 days vs. 37 days)

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	26	16	**39%**	48	94.9%
$300–400K	36	22	**39%**	50	93.0%
$400–500K	27	19	**30%**	37	96.1%
$500–750K	38	28	**26%**	52	95.6%
$750K–1M	18	11	**39%**	82	95.1%
$1M+	44	30	**32%**	22	93.8%

When contracts fall apart

14%
of contracts fell apart before closing
21 of about 147

62%
of those homes later sold

33%
never sold

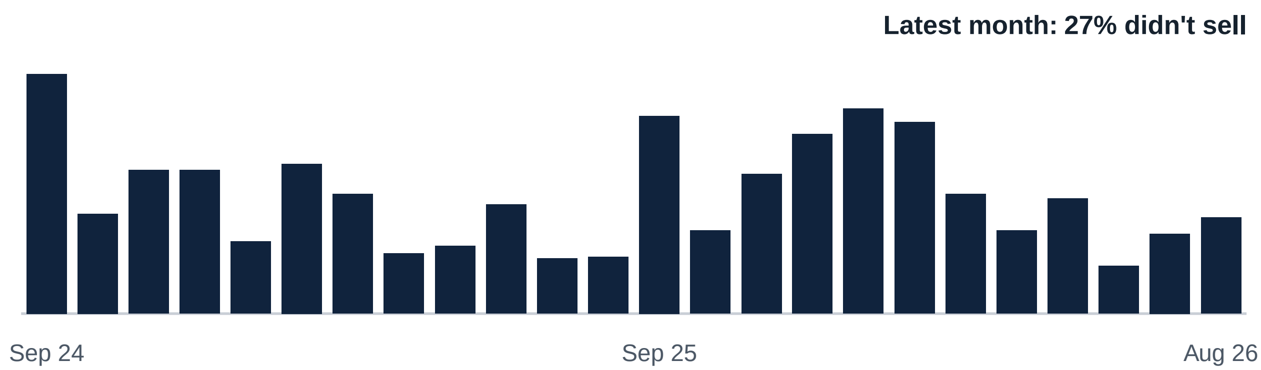
95.4%
sold vs. first ask after a fall-through
vs. 95.0% on the first contract

91
median days to sell after a fall-through
vs. 37 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 46% · cash 50% · VA 1% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 1 in 3 listings in Atlantic Beach didn't sell, and homes needing price cuts took a median of 70 days — there's room to negotiate on those
- Typical sold price was $510,000, with buyers paying a median of 95.0% of first asking price, and 86% of sales closing below the original asking price
- Half of buyers paid cash (50%), 46% used conventional financing; at a $510,000 example price and 7.03% mortgage rate, estimated monthly carrying cost is about $3,740

Did you know?

- The rate of listings not selling in Atlantic Beach was 33% this year, up slightly from 31% the year before
- Homes that had a contract fall apart and later sold still fetched 95.4% of asking price — even better than the 95.0% first-contract homes got
- Only 1% of buyers used VA loans and 0% used FHA loans in Atlantic Beach over the last 12 months

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.