MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Avalon, Bolivia

In Avalon, 1 in 3 Listings Didn't Sell

Over the last 12 months in Avalon, 31 homes sold and 19 didn't, a 38% didn't-sell rate, up from 32% the year before. Homes that were priced right from the start sold in a median of 33 days, while ones that needed price cuts sat a median of 121 days before finding a buyer.

12 sold
out of every 20 listed

8 didn't
expired, withdrawn or canceled

50
homes finished on the market

76
median days to sell
from the first day listed

31
sold

93.5%
sold vs. first asking price

19 (38%)
didn't sell

$327,000
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 Outlined houses expired, were withdrawn or were canceled.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 $327,000 home, per month	
Mortgage (principal + interest)	$1,732
Property taxes	$93
Homeowners insurance	$250
Upkeep	$273
Utilities	$250
Total	**$2,600**

About $2,600 every month the home sits.

Listings that didn't sell stayed on the market a median of 118 days — roughly $10,100 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

33
median days to sell when priced right
8 homes that sold at 97%+ of first asking

121
median days when price cuts were needed
23 homes · sold for 92.5% of first asking

What this means if you're selling

- Homes priced right out of the gate sold in 33 days. Homes that needed cuts sat 121 days before selling.
- Listings that never sold carried a median price cut of 3.3% and still sat 118 days.
- 18% of contracts in Avalon fell apart, most often inspection, appraisal or financing issues. Homes that later went back under contract and sold did so at 97.0% of asking.
- Typical sold price is $327,000, at 93.5% of first asking price. 97% of sales closed below that first ask, so start with a number buyers will actually pay.

When contracts fall apart

18%
of contracts fell apart before closing
7 of about 38

71%
of those homes later sold

29%
never sold

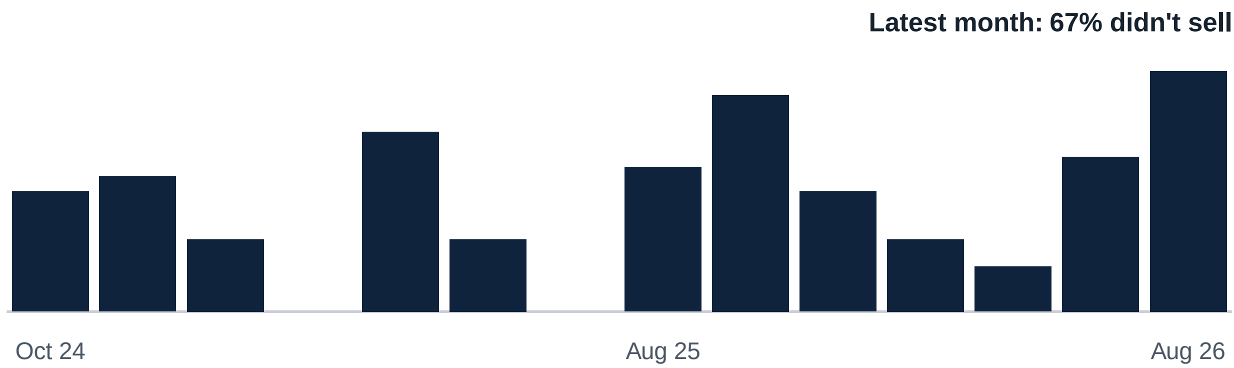
97.0%
sold vs. first ask after a fall-through
vs. 93.3% on the first contract

123
median days to sell after a fall-through
vs. 58 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 45% · cash 36% · VA 10% · FHA 7% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes here typically sell at 93.5% of the original asking price, so there is room to negotiate.
- 19 of the last 50 listings in Avalon didn't sell at all, and homes needing a price cut took a median of 121 days. Patience can pay off.
- Buyers are paying a mix of ways: 36% cash, 45% conventional loans, 10% VA, and 7% FHA.

Did you know?

- An estimated typical monthly carrying cost for a $327,000 home in Avalon runs about $2,600, based on a 6.95% mortgage rate.
- Sellers who saw their contract fall apart and later sold again took a median of 123 days to close, compared to 58 days for a first contract.
- Holding an unsold home in Avalon for the median time it takes carries an estimated cost of about $10,100.

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.