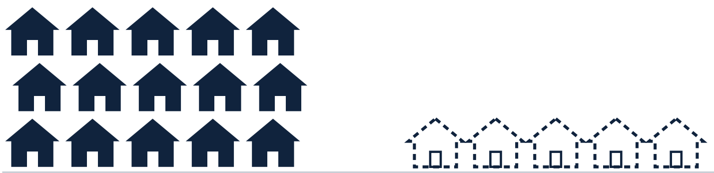
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 29, 2026

Bald Head Island

Bald Head Island: 1 in 4 Listings Didn't Sell

Over the last 12 months, 129 homes on Bald Head Island wrapped up and 99 sold. The typical sale took 99 days and closed at 92.7% of first asking price, with a median sold price of $1,540,000. Homes priced right from the start sold in 15 days, while the ones that needed price cuts sat 123 days.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

130
homes finished on the market

96
median days to sell
from the first day listed

100
sold

92.7%
sold vs. first asking price

30 (23%)
didn't sell

$1,532,500
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 Outlined houses expired, were withdrawn or were canceled.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 $1,540,000 home, per month	
Mortgage (principal + interest)	$8,155
Property taxes	$439
Homeowners insurance	$250
Upkeep	$1,283
Utilities	$250
Total	**$10,380**

About $10,380 every month the home sits.

Listings that didn't sell stayed on the market a median of 199 days — roughly $67,900 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

12
median days to sell when priced right
26 homes that sold at 97%+ of first asking

122
median days when price cuts were needed
74 homes · sold for 89.7% of first asking

What this means if you're selling

- Price it right on day one, homes priced correctly sold in just 15 days
- Homes that needed price cuts took 123 days and still only sold at 89.5% of asking
- Waiting has a cost, unsold homes on the market sat a median of 199 days
- 12% of contracts fell apart, most often inspection, appraisal or financing issues, so be prepared

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$750K–1M	13	8	**39%**	96	94.5%
$1M+	115	90	**22%**	98	92.7%

When contracts fall apart

12%
of contracts fell apart before closing
14 of about 114

86%
of those homes later sold

14%
never sold

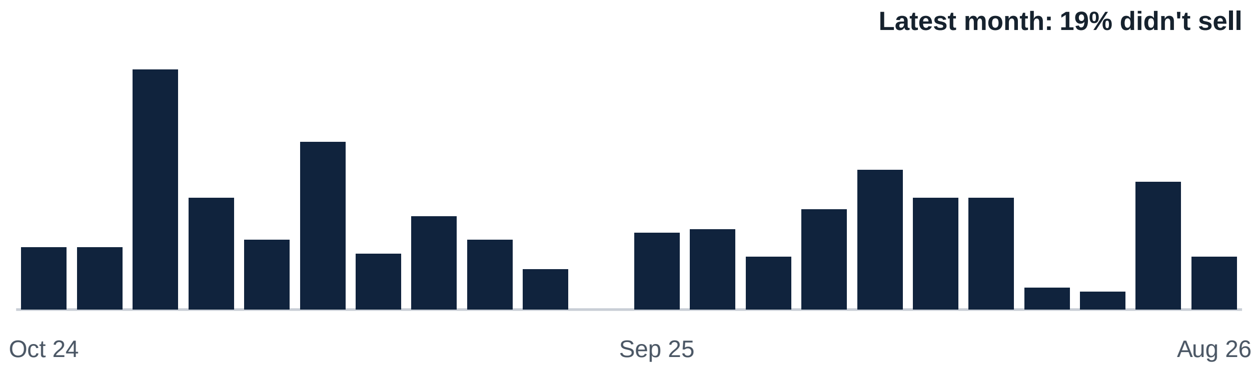
92.3%
sold vs. first ask after a fall-through
vs. 93.0% on the first contract

181
median days to sell after a fall-through
vs. 82 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 50% · cash 44% · VA 0% · FHA 0% · other 6%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 92.7% of first asking price, and 89% of homes sold under first asking, so there's room to negotiate
- If a home has been sitting close to 199 days, that's a sign it may be open to offers
- 43% of buyers paid cash and 52% used conventional financing, worth knowing when you plan your own offer

Did you know?

- 1 in 9 contracts on Bald Head Island fell apart before closing
- When a deal fell apart, 85% of those homes later sold anyway, typically at 91.9% of asking
- Carrying costs on a typical $1,540,000 home run about an estimated $10,380 a month, or about $67,900 while a home sits unsold

Neighborhoods in Bald Head Island

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
BHI (Bald Head Island)	54	44	**19%**	88	92.5%

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.