MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Beaufort County

Beaufort County: 1 in 3 Listings Didn't Sell

In Beaufort County, 636 listings ended in the last 12 months, and 446 sold. Homes priced right from day one sold in 13 days, while homes that needed price cuts sat for 77 days, so the starting price matters a lot here.

14 sold
out of every 20 listed

6 didn't
expired, withdrawn or canceled

636
homes finished on the market

41
median days to sell
from the first day listed

446
sold

95.2%
sold vs. first asking price

190 (30%)
didn't sell

$308,500
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 Outlined houses expired, were withdrawn or were canceled.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 $308,500 home, per month	
Mortgage (principal + interest)	$1,647
Property taxes	$114
Homeowners insurance	$250
Upkeep	$257
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 173 days — roughly $14,300 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); Beaufort County rate 0.445 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

13
median days to sell when priced right
162 homes that sold at 97%+ of first asking

77
median days when price cuts were needed
284 homes · sold for 90.6% of first asking

What this means if you're selling

- Price it right from day one. Listings priced correctly sold in 13 days. Listings that needed cuts took 77 days, and there were 284 of them.
- Homes priced under $300K sold at the best rate. Homes at $1M+ struggled most, not selling 44% of the time.
- 30% of listings didn't sell in the last 12 months, up from 27% the year before. That's 1 in 3.
- 21% of contracts fell apart, most often inspection, appraisal or financing issues. Homes that later found a new buyer took 134 days and sold at 89.4% of asking, versus 32 days and 95.8% for homes that held their first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	255	199	**22%**	33	94.3%
$300–400K	115	80	**30%**	41	95.6%
$400–500K	94	61	**35%**	53	94.1%
$500–750K	108	66	**39%**	48	95.9%
$750K–1M	37	25	**32%**	72	95.4%
$1M+	27	15	**44%**	56	93.2%

When contracts fall apart

21%
of contracts fell apart before closing
120 of about 571

63%
of those homes later sold

35%
never sold

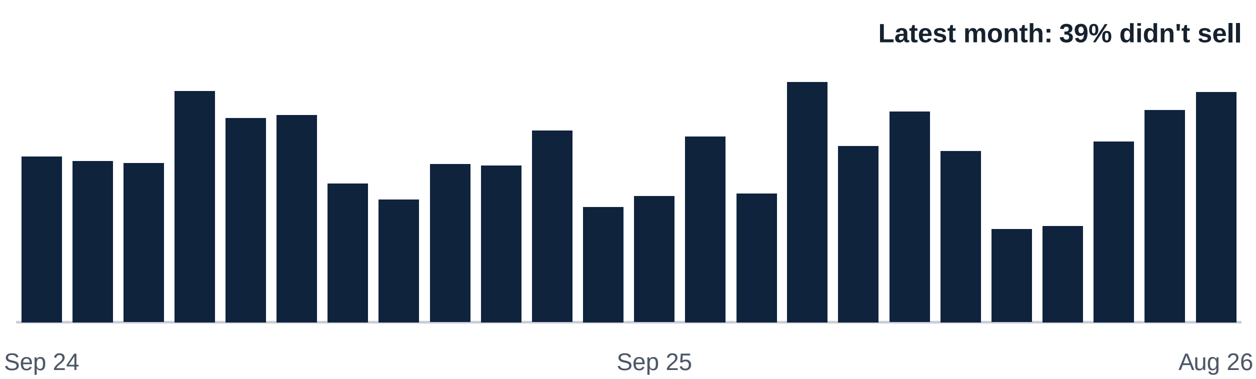
89.4%
sold vs. first ask after a fall-through
vs. 95.8% on the first contract

134
median days to sell after a fall-through
vs. 32 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 42% · cash 39% · VA 8% · FHA 9% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 95.2% of first asking price, and 79% of homes sold below that first asking price, so there's room to negotiate.
- Homes that never sold sat a median of 173 days before coming off market, so a home sitting a while is a sign, not a red flag by itself.
- Buyers paid cash 39% of the time, used conventional loans 42%, VA 8%, and FHA 9%.

Did you know?

- At the median sold price of $308,500 and a 7.03% mortgage rate, the estimated monthly carrying cost for a typical Beaufort County home is about $2,520.
- Homes that sat unsold racked up an estimated $14,300 in carrying costs before coming off market.
- Listings that never sold still had a median price cut of 2.6% along the way.

Towns in Beaufort County

Town	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Washington	312	219	**30%**	34	95.9%
Chocowinity	106	77	**27%**	32	95.5%
Belhaven	77	51	**34%**	68	91.7%

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.