



MARKET INSIGHTS · LAST 12 MONTHS THROUGH OCTOBER 9, 2026

Beulaville

1 in 5 Beulaville Listings Didn't Sell This Year

In Beulaville, 88 of 112 homes that left the market in the last 12 months actually sold. The typical sale took 40 days and went for 98.7% of the first asking price, with a median sold price of \$272,000.



112
homes finished on the market

40
median days to sell
from the first day listed

88
sold

98.7%
sold vs. first asking price

24 (21%)
didn't sell

\$271,000
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 Outlined houses expired, were withdrawn or were canceled.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 \$272,000 home, per month

Property taxes	\$131
Homeowners insurance	\$250
Upkeep	\$227
Utilities	\$250
Your mortgage payment	if any
Total	\$861 + mortgage

About \$861 every month the home sits — plus your mortgage payment.

Listings that didn't sell stayed on the market a median of 75 days — roughly \$2,125 in taxes, insurance, upkeep and utilities alone, and the home still didn't sell.

An example, not a quote: Duplin County rate 0.58 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.

Priced right from day one vs. chasing the market

28

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

73

median days when price cuts were needed
36 homes · sold for 93.8% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 28 days. Those that needed a price cut sat for 73 days before selling at 93.8% of ask.
- The \$300–400K range struggled most, with a 29% rate of not selling. Under \$300K did best, at a 15% rate.
- Listings that never sold carried a median price cut of 1.4% and still sat 75 days before coming off the market.
- Contracts fell apart 15% of the time, about 1 in 7. That's most often inspection, appraisal or financing issues. Homes that went back on the market took a median of 99 days to sell the second time, at 91.3% of ask.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	68	58	15%	32	99.0%
\$300–400K	31	22	29%	72	98.5%

When contracts fall apart

15%

of contracts fell apart before closing
16 of about 105

63%

of those homes later sold

38%

never sold

91.3%

sold vs. first ask after a fall-through
vs. 99.0% on the first contract

99

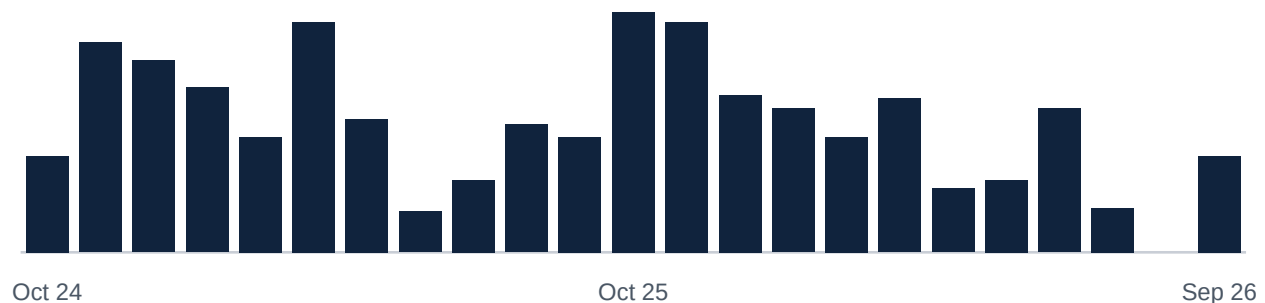
median days to sell after a fall-through
vs. 34 on the first contract

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 17% · cash 10% · VA 54% · FHA 15% · other 5%.

Share of listings that didn't sell, by month

Latest month: 17% didn't sell



What this means if you're buying

- Typical homes sold for 98.7% of the first asking price, and 64% sold below that first ask. There's room to negotiate.
- Homes that sat without a price cut averaged 75 days on market before ending unsold. Watch for stale listings.
- Financing here is heavy on VA loans, 55% of buyers. Conventional made up 17%, FHA 15%, and 10% paid cash.



Did you know?

- Beulaville had 112 listings end in the last 12 months, and 88 of them sold.
- The rate of listings not selling actually improved slightly, from 23% the year before to 21% now.
- Carrying a typical \$272,000 Beulaville home runs about an estimated \$861 a month before the mortgage, rising to about \$2,125 a month while it sits unsold.

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.