

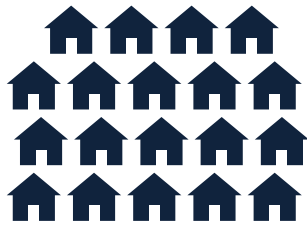


MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Blake Farm, Wilmington

In Blake Farm, 1 in 40 homes listed didn't sell

In the last 12 months, 80 homes finished their time on the market in the Blake Farm neighborhood in Wilmington: 78 sold and 2 did not — about 1 in 40. The ones that sold took a median of 44 days, counted from the first day listed, and closed at 98.3% of their first asking price.



19 sold

out of every 20 listed



1 didn't

expired, withdrawn or canceled

80

homes finished on the market

78

sold

2 (3%)

didn't sell

44

median days to sell
from the first day listed

98.3%

sold vs. first asking price

\$396,395

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 Outlined houses expired, were withdrawn or were canceled.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 \$396,395 home, per month

Mortgage (principal + interest)	\$2,099
Property taxes	\$244
Homeowners insurance	\$250
Upkeep	\$330
Utilities	\$250
Total	\$3,170

About \$3,170 every month the home sits.

Listings that didn't sell stayed on the market a median of 56 days — roughly \$5,800 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); Pender County rate 0.7375 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

28

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

52

median days when price cuts were needed
31 homes · sold for 94.9% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 28 days. Homes that needed price cuts took 52 days and sold for 94.9% of their first price.
- Price range matters: 5% of homes starting at \$400–500K didn't sell, compared with 0% at \$300–400K.
- Waiting costs money. A \$396,395 home runs about \$3,170 a month to hold — roughly \$5,800 over the time a typical unsold listing sat.
- About 1 in 4 contracts fell apart before closing. Homes that went back on the market sold for 97.9% of first asking, versus 98.6% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
\$300–400K	37	37	0%	52	96.1%
\$400–500K	37	35	5%	30	100.0%

When contracts fall apart

26%

of contracts fell apart before closing
27 of about 105

96%

of those homes later sold

4%

never sold

97.9%

sold vs. first ask after a fall-through
vs. 98.6% on the first contract

59

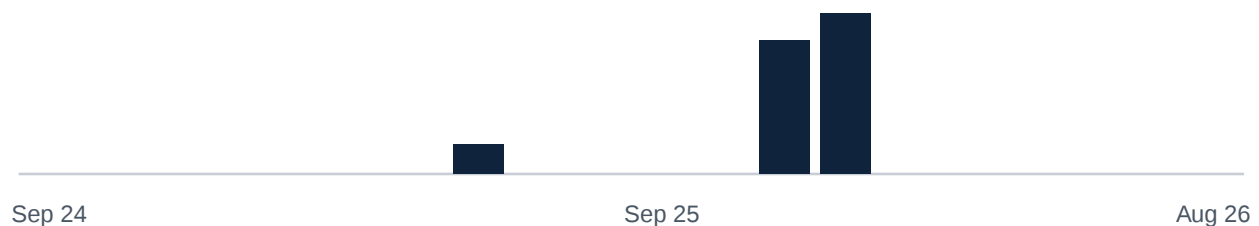
median days to sell after a fall-through
vs. 28 on the first contract

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 40% · cash 9% · VA 18% · FHA 33% · other 0%.

Share of listings that didn't sell, by month

Latest month: 0% didn't sell



What this means if you're buying

- 67% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 56 days.



Did you know?

- 9% of buyers paid cash, and 18% used VA loans.
- A year earlier, 1% of listings didn't sell; now it's 3%.
- When a contract fell apart, 4% of those homes never sold at all.

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.