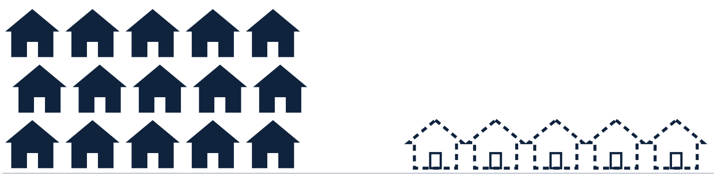
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Boiling Spring Lakes, Southport

Boiling Spring Lakes: 1 in 4 Listings Didn't Sell

In the Boiling Spring Lakes neighborhood in Southport, 148 homes wrapped up their listing in the last 12 months, and 113 of those sold. The typical home that sold went for $305,000, took 44 days, and sold at 97.2% of first asking price. Homes priced right from the start sold in 24 days, while those that needed price cuts took 96 days and still sold at 93.6%.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

148
homes finished on the market

44
median days to sell
from the first day listed

113
sold

97.2%
sold vs. first asking price

35 (24%)
didn't sell

$305,000
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 Outlined houses expired, were withdrawn or were canceled.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 $305,000 home, per month	
Mortgage (principal + interest)	$1,615
Property taxes	$87
Homeowners insurance	$250
Upkeep	$254
Utilities	$250
Total	**$2,460**

About $2,460 every month the home sits.

Listings that didn't sell stayed on the market a median of 126 days — roughly $10,200 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

24
median days to sell when priced right
58 homes that sold at 97%+ of first asking

96
median days when price cuts were needed
55 homes · sold for 93.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in 24 days. Homes that needed cuts took 96 days and sold for less, at 93.6% of asking.
- The $400-500K range struggled most, with 33% not selling. Under $300K did best, with only 20% not selling.
- Listings that never sold sat a median of 126 days before ending expired, withdrawn or canceled.
- 16% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Homes that had a contract fall through and later sold took 113 days and sold at 90.3%, compared to 40 days and 97.8% for homes that sold on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	59	47	**20%**	39	98.7%
$300–400K	50	38	**24%**	59	97.3%
$400–500K	27	18	**33%**	40	95.2%
$500–750K	11	9	**18%**	56	95.7%

When contracts fall apart

16%
of contracts fell apart before closing
22 of about 136

68%
of those homes later sold

27%
never sold

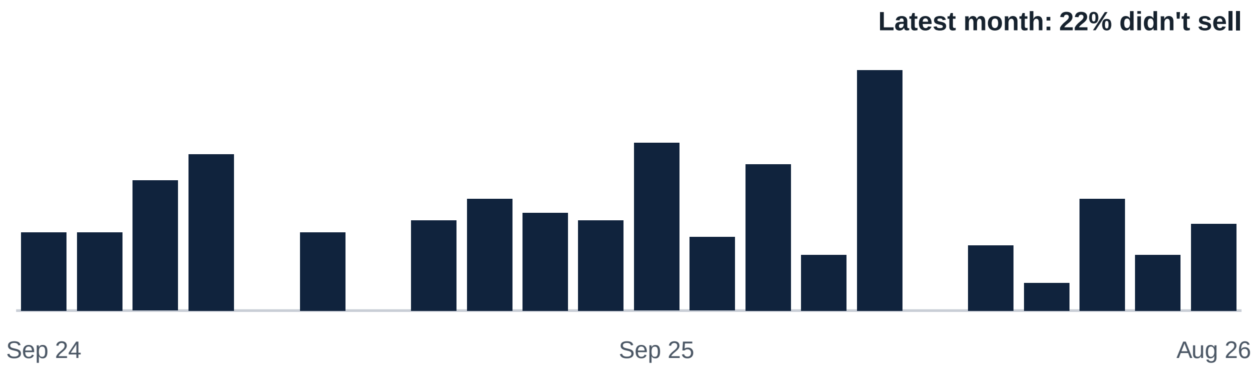
90.3%
sold vs. first ask after a fall-through
vs. 97.8% on the first contract

113
median days to sell after a fall-through
vs. 40 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 53% · cash 22% · VA 9% · FHA 14% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- 24% of listings in Boiling Spring Lakes didn't sell in the last 12 months, and 74% of homes that did sell went for less than the first asking price. There's room to negotiate.
- Homes that sat and needed price cuts took 96 days to sell versus 24 days for homes priced right. Watch for listings sitting past that 44-day typical mark.
- Of buyers who purchased, 53% used conventional financing, 22% paid cash, 14% used FHA, and 9% used VA loans.

Did you know?

- At $305,000 with a 6.95% mortgage rate, the estimated monthly carrying cost for a typical home here is about $2,460.
- A home that sits unsold for the median 44 days to sell carries an estimated $10,200 in carrying costs while waiting.
- The didNotSell rate ticked up from 22% a year ago to 24% in the last 12 months.

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.