MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 29, 2026

Bolivia

Bolivia: 1 in 4 Listings Didn't Sell Last Year

In Bolivia, 538 homes sold over the last 12 months and 165 didn't sell, a 24% rate. Homes priced right from the start sold in a median of 41 days, while homes that needed price cuts sat a median of 113 days before selling at 92.5% of asking.

15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

Which pile do you want to be in?
Solid houses sold. Outlined houses expired, were withdrawn or were canceled.

699
homes finished on the market

76
median days to sell
from the first day listed

533
sold

96.1%
sold vs. first asking price

166 (24%)
didn't sell

$343,900
median sold price

What waiting costs

A typical $345,000 home, per month	
Mortgage (principal + interest)	$1,827
Property taxes	$98
Homeowners insurance	$250
Upkeep	$288
Utilities	$250
Total	**$2,710**

About $2,710 every month the home sits.

Listings that didn't sell stayed on the market a median of 126 days — roughly $11,200 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

43
median days to sell when priced right
233 homes that sold at 97%+ of first asking

113
median days when price cuts were needed
300 homes · sold for 92.5% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 41 days versus 113 days for homes that needed cuts.
- The $750K-1M range struggled most, with 31% not selling. The $300-400K range did best, with only 19% not selling.
- Waiting costs money. Unsold homes sat a median of 126 days, and carrying an unsold home an estimated $11,200 over that time.
- 1 in 5 contracts fell apart in Bolivia. Most often this comes down to inspection, appraisal or financing issues, so being prepared matters.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	158	120	**24%**	70	97.5%
$300–400K	282	227	**20%**	81	95.3%
$400–500K	106	83	**22%**	74	97.2%
$500–750K	114	78	**32%**	84	95.2%
$750K–1M	32	22	**31%**	102	96.9%

When contracts fall apart

20%
of contracts fell apart before closing
135 of about 670

77%
of those homes later sold

20%
never sold

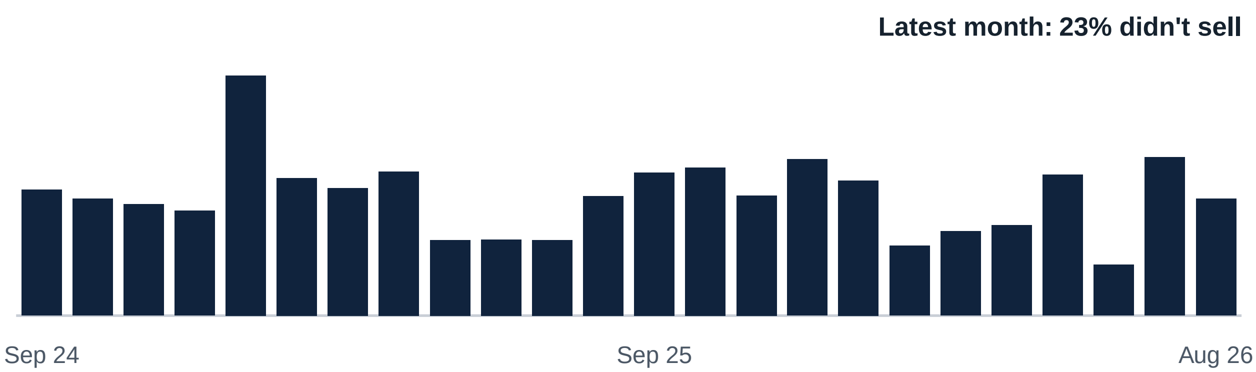
93.4%
sold vs. first ask after a fall-through
vs. 96.6% on the first contract

170
median days to sell after a fall-through
vs. 59 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 46% · cash 21% · VA 8% · FHA 20% · other 5%.

Share of listings that didn't sell, by month



What this means if you're buying

- 24% of listings in Bolivia didn't sell, and 76% of sales went below the first asking price. That's room to negotiate.
- Homes that needed a price cut still sold, just at 92.5% of asking after sitting a median of 113 days.
- Buyers are financing in different ways: 46% conventional, 21% cash, 20% FHA, and 9% VA.

Did you know?

- Median sold price in Bolivia was $345,000 over the last 12 months.
- On a $345,000 home, estimated monthly carrying costs run about $2,710 at a 6.95% mortgage rate.
- When a contract fell through, 78% of those homes later sold, but it took a median of 167 days.

Neighborhoods in Bolivia

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Winding River Plantation	67	47	**30%**	57	96.6%
Riversea Plantation	65	47	**28%**	108	95.6%
Palmetto Creek	64	57	**11%**	131	97.3%
Bella Point	62	50	**19%**	42	95.3%
Middle Creek Village	59	47	**20%**	60	100.0%
Avalon	51	32	**37%**	68	93.7%

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.