**Buddy Blake Team**
Coldwell Banker Sea Coast Advantage

**(910) 395-1000**
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 29, 2026

# Calabash

## Calabash: 1 in 4 Listings Didn't Sell

In Calabash, 717 of 993 homes that finished in the last 12 months actually sold, and 276 didn't sell. Homes priced right from day one moved in a typical 13 days, while ones that needed price cuts sat a typical 80 days before selling. Typical sale price landed at $353,900, with buyers paying a median 96.0% of the first asking price.

**14 sold**
out of every 20 listed

**6 didn't**
expired, withdrawn or canceled

**994**
homes finished on the market

**50**
median days to sell
*from the first day listed*

**720**
sold

**96.0%**
sold vs. first asking price

**274 (28%)**
didn't sell

**$353,400**
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 Outlined houses expired, were withdrawn or were canceled.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 $353,900 home, per month | |
|---|---|
| Mortgage (principal + interest) | $1,874 |
| Property taxes | $101 |
| Homeowners insurance | $250 |
| Upkeep | $295 |
| Utilities | $250 |
| **Total** | **$2,770** |

### About $2,770 every month the home sits.

Listings that didn't sell stayed on the market a median of 159 days — roughly $14,400 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

**12**
median days to sell when priced right
*299 homes that sold at 97%+ of first asking*

**81**
median days when price cuts were needed
*421 homes · sold for 92.7% of first asking*

## What this means if you're selling

- Price it right at listing: homes priced right sold in a typical 13 days versus 80 days for ones that needed cuts
- The $500-750K range struggled most, with a 34% rate of not selling, while $400-500K homes did best at 19%
- Waiting costs money: homes that sat unsold carried an estimated $14,400 in costs before finally selling
- 18% of contracts fell apart before closing, most often inspection, appraisal or financing issues; homes that later sold anyway took a typical 90 days and closed at 93.9% of asking

## Price range matters

| Starting price | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|---|---|---|---|---|---|
| **Under $300K** | 324 | 217 | **33%** | 39 | 95.3% |
| **$300–400K** | 285 | 220 | **23%** | 55 | 96.0% |
| **$400–500K** | 195 | 158 | **19%** | 36 | 96.4% |
| **$500–750K** | 151 | 100 | **34%** | 91 | 96.2% |
| **$750K–1M** | 32 | 22 | **31%** | 66 | 96.3% |

## When contracts fall apart

**18%**
of contracts fell apart before closing
*160 of about 883*

**71%**
of those homes later sold

**27%**
never sold

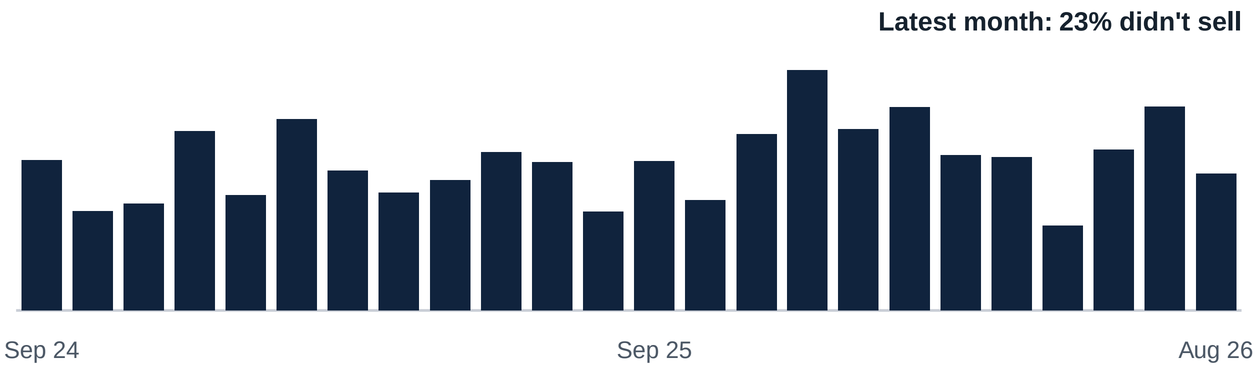
**94.3%**
sold vs. first ask after a fall-through
*vs. 96.3% on the first contract*

**90**
median days to sell after a fall-through
*vs. 41 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 50% · cash 37% · VA 6% · FHA 5% · other 1%.

## Share of listings that didn't sell, by month




## What this means if you're buying

- 80% of Calabash homes sold below the first asking price, and the typical sale was 96.0% of asking, so there's room to negotiate
- Homes that needed price cuts sat a typical 159 days, so patience can pay off on longer-sitting listings
- 37% of buyers paid cash, 50% used conventional financing, 6% used VA and 5% used FHA

## Did you know?

- A typical Calabash home at $353,900 with a 6.95% mortgage rate runs an estimated $2,770 a month to carry
- 1 in 5 contracts in Calabash fell apart before closing this past year
- Of the homes whose contracts fell apart, 71% later sold anyway, while 28% never sold at all

## Neighborhoods in Calabash

| Neighborhood | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|---|---|---|---|---|---|
| **Brunswick Plantation** | 232 | 167 | **28%** | 41 | 94.3% |
| **Crow Creek** | 86 | 46 | **47%** | 92 | 93.8% |
| **Carolina Shores North** | 67 | 57 | **15%** | 29 | 98.9% |
| **Coastal Club of the Carolinas** | 60 | 55 | **8%** | 5 | 99.5% |
| **Anderson Farms** | 47 | 40 | **15%** | 1 | 100.0% |
| **Allston Park** | 43 | 40 | **7%** | 48 | 98.7% |

## 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.