**Buddy Blake Team**
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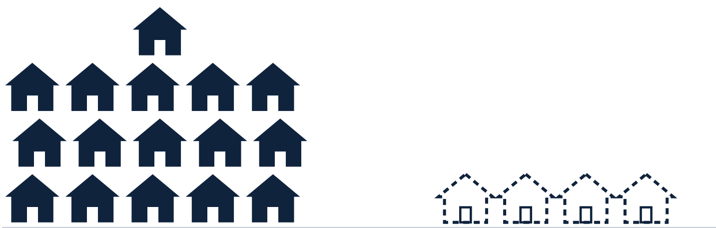
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

# Carolina Colours, New Bern

## Carolina Colours: Priced Right Sells in 46 Days, Not 169

In Carolina Colours, homes that were priced right from the start sold in a median of 46 days. Homes that needed price cuts sat a median of 156 days, and 1 in 6 homes didn't sell at all in the last 12 months. Median sold price was $454,900, at 98.2% of first asking price.



**16 sold**
out of every 20 listed

**4 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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

**67**
homes finished on the market

**106**
median days to sell
*from the first day listed*

**55**
sold

**98.2%**
sold vs. first asking price

**12 (18%)**
didn't sell

**$454,900**
median sold price

## What waiting costs

| A typical $454,900 home, per month | |
|---|---|
| Mortgage (principal + interest) | $2,429 |
| Property taxes | $169 |
| Homeowners insurance | $250 |
| Upkeep | $379 |
| Utilities | $250 |
| **Total** | **$3,480** |

### About $3,480 every month the home sits.

Listings that didn't sell stayed on the market a median of 169 days — roughly $19,300 in holding costs, and the home still didn't sell.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); Craven County rate 0.4448 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

**46**
median days to sell when priced right
*34 homes that sold at 97%+ of first asking*

**156**
median days when price cuts were needed
*21 homes · sold for 91.7% of first asking*

## What this means if you're selling

- Price it right from day one: pricedright listings sold in 46 days versus 156 days for ones that needed cuts
- 18% of listings didn't sell this year, up from 7% the year before, so overpricing has a real cost
- Listings that never sold typically cut price by 4.9% and still sat a median of 169 days before ending
- 21% of contracts fell apart before closing, most often inspection, appraisal or financing issues in general industry experience — homes that sold after a fall-through took a median of 192 days

## Price range matters

| Starting price | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|---|---|---|---|---|---|
| **$300–400K** | 10 | 9 | **10%** | 102 | 98.8% |
| **$400–500K** | 34 | 25 | **27%** | 128 | 98.8% |
| **$500–750K** | 17 | 15 | **12%** | 74 | 96.8% |

## When contracts fall apart

**21%**
of contracts fell apart before closing
*15 of about 70*

**80%**
of those homes later sold

**20%**
never sold

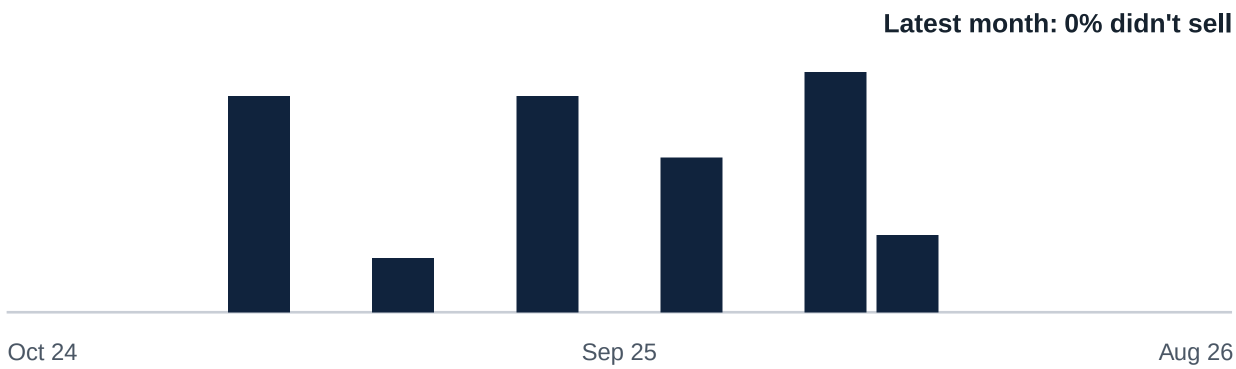
**92.2%**
sold vs. first ask after a fall-through
*vs. 98.8% on the first contract*

**192**
median days to sell after a fall-through
*vs. 76 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 35% · cash 35% · VA 29% · FHA 0% · other 2%.

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




## What this means if you're buying

- 76% of homes in Carolina Colours sold below the first asking price, so there's room to negotiate
- If a home has sat past the typical 46 days, that can be a sign of room to talk price
- Buyers are paying a mix of ways: 35% cash, 35% conventional loans, and 29% VA loans

## Did you know?

- Homes priced right from the start sold in a median of 46 days in Carolina Colours
- 1 in 5 contracts fell apart before closing, but 80% of those homes went on to sell later, at a median of 92.2% of asking
- Carrying a typical $454,900 home here costs an estimated $3,480 a month, or about $19,300 over a typical unsold stretch

## 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.