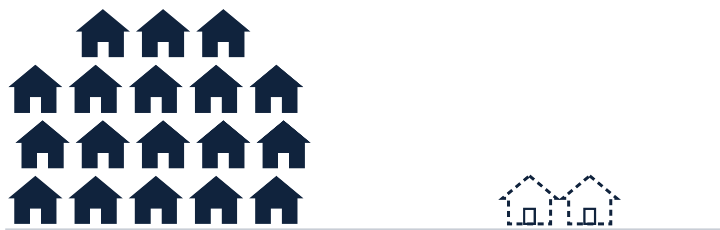
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Carolina Forest, Jacksonville

Carolina Forest Homes Sell in 21 Days Typical

In Carolina Forest, homes that are priced right go under contract in about 21 days and typically sell for 98.9% of the first asking price. Homes that never sold sat a median of 75 days before the listing ended. Most buyers here are using VA loans, and contracts that fall apart still sell 90% of the time on a second try.



18 sold
out of every 20 listed

2 didn't
expired, withdrawn or canceled

76
homes finished on the market

21
median days to sell
from the first day listed

70
sold

98.9%
sold vs. first asking price

6 (8%)
didn't sell

$272,450
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 Outlined houses expired, were withdrawn or were canceled.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 $272,450 home, per month	
Mortgage (principal + interest)	$1,443
Property taxes	$149
Homeowners insurance	$250
Upkeep	$227
Utilities	$250
Total	**$2,320**

About $2,320 every month the home sits.

Listings that didn't sell stayed on the market a median of 75 days — roughly $5,700 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); Onslow County rate 0.655 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

14
median days to sell when priced right
46 homes that sold at 97%+ of first asking

49
median days when price cuts were needed
24 homes · sold for 95.4% of first asking

What this means if you're selling

- Price it right from day one — homes priced correctly sell in a median of 14 days, while those needing cuts sit a median of 49 days.
- Waiting costs you leverage — listings that never sold carried a median price cut of 1.6% and still didn't sell.
- 13% of contracts fall apart here, most often over inspection, appraisal or financing issues — be ready for that possibility.
- If your contract does fall through, most homes (90%) go on to sell, though typically at a slightly lower percent of asking (94.9% vs 99.1%).

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	43	41	**5%**	22	98.6%
$300–400K	25	24	**4%**	15	99.1%

When contracts fall apart

13%
of contracts fell apart before closing
10 of about 80

90%
of those homes later sold

10%
never sold

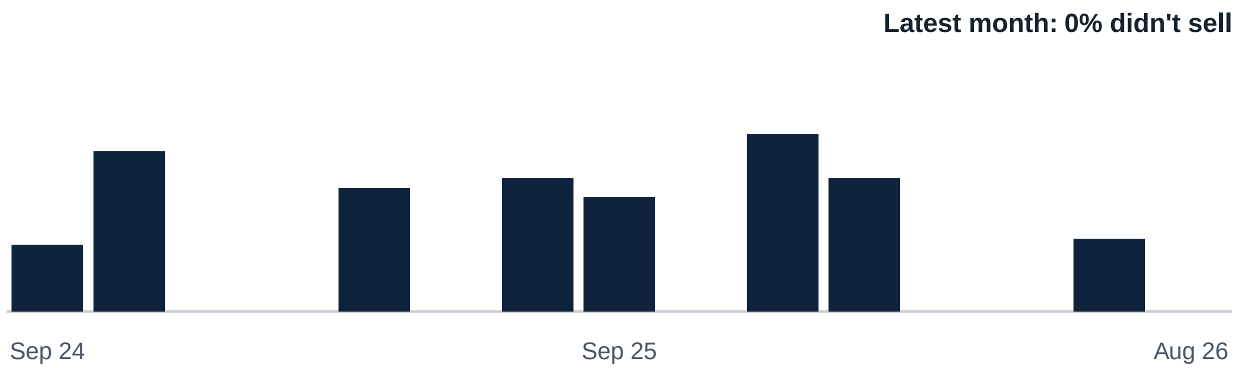
94.9%
sold vs. first ask after a fall-through
vs. 99.1% on the first contract

61
median days to sell after a fall-through
vs. 19 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 20% · cash 10% · VA 57% · FHA 11% · other 1%.

Share of listings that didn't sell, by month



What this means if you're buying

- 61% of Carolina Forest homes sold below the first asking price — there's often room to negotiate.
- Homes that need a price cut sit a median of 49 days, so patience can pay off on those listings.
- Most buyers here are using VA loans (57%), with conventional, cash and FHA making up the rest.

Did you know?

- Only 8% of listings in Carolina Forest didn't sell in the last 12 months — about 1 in 13.
- Carrying a typical $272,450 home here runs an estimated $2,320 a month at a 6.95% mortgage rate.
- A home that sits unsold costs an estimated $5,700 in carrying costs, according to this report.

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.