Buddy Blake Team
Coldwell Banker Sea Coast Advantage

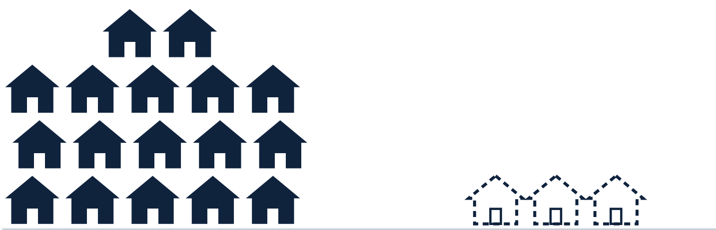
(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Carolina Pines, New Bern

Carolina Pines: Homes Priced Right Sell in 8 Days

In the Carolina Pines neighborhood in New Bern, homes that were priced right from the start sold in a median of 8 days. Homes that needed price cuts sat for 74 days and still sold for less. Over the last 12 months, 39 of 45 listings sold, with a typical sale price of $293,000.



17 sold
out of every 20 listed

3 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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

45
homes finished on the market

15
median days to sell
from the first day listed

39
sold

98.6%
sold vs. first asking price

6 (13%)
didn't sell

$293,000
median sold price

What waiting costs

A typical $293,000 home, per month	
Mortgage (principal + interest)	$1,564
Property taxes	$109
Homeowners insurance	$250
Upkeep	$244
Utilities	$250
Total	**$2,420**

About $2,420 every month the home sits.

Listings that didn't sell stayed on the market a median of 121 days — roughly $9,600 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

8
median days to sell when priced right
23 homes that sold at 97%+ of first asking

74
median days when price cuts were needed
16 homes · sold for 93.0% of first asking

What this means if you're selling

- Price it right from day one: correctly priced homes sold in 8 days versus 74 days for homes needing cuts
- Homes that needed price cuts still sold for 93.0% of asking, versus 98.6% typical for all homes
- 13% of listings didn't sell at all, about 1 in 8
- If your contract falls apart, most homes still sell later, but it can take 94 days versus 15 days the first time

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	20	20	**0%**	11	100.0%
$300–400K	22	16	**27%**	34	96.9%

When contracts fall apart

13%
of contracts fell apart before closing
6 of about 45

83%
of those homes later sold

17%
never sold

94.0%
sold vs. first ask after a fall-through
vs. 99.6% on the first contract

94
median days to sell after a fall-through
vs. 15 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 15% · cash 18% · VA 59% · FHA 8% · other 0%.

What this means if you're buying

- Homes priced right go fast, in a median of 8 days, so be ready to move
- 54% of homes sold below the first asking price, so there's often room to negotiate
- Most buyers here are using VA loans (59%), with cash purchases at 18%

Did you know?

- Listings that never sold sat for a median of 121 days before coming off the market
- If a contract falls apart, 83% of those homes go on to sell later, often at a lower price
- At the median price of $293,000 and a 7.03% rate, estimated monthly carrying cost runs about $2,420

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.