Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Carolina Shores North, Calabash

Carolina Shores North: Priced Right Homes Sell in 9 Days

In the last 12 months, Carolina Shores North in Calabash saw 65 listings end, with 55 selling and 10 that didn't sell. Homes priced right from the start sold in a median of 9 days, while those needing price cuts sat a median of 113 days before selling. Typical sold price was $445,000, at 98.9% of first asking price.

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

65
homes finished on the market

27
median days to sell
from the first day listed

55
sold

98.9%
sold vs. first asking price

10 (15%)
didn't sell

$445,000
median sold price

What waiting costs

A typical $445,000 home, per month	
Mortgage (principal + interest)	$2,357
Property taxes	$127
Homeowners insurance	$250
Upkeep	$371
Utilities	$250
Total	**$3,350**

About $3,350 every month the home sits.

Listings that didn't sell stayed on the market a median of 157 days — roughly $17,300 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

9
median days to sell when priced right
38 homes that sold at 97%+ of first asking

113
median days when price cuts were needed
17 homes · sold for 95.3% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in a median of 9 days versus 113 days for homes that needed cuts.
- 10 listings, or 15%, didn't sell in the last 12 months. Listings that never sold sat a median of 157 days and still needed a median 6.2% price cut.
- 19% of contracts fell apart, about 1 in 5. Most often that's inspection, appraisal or financing issues.
- If your contract falls apart, don't panic. 77% of those homes later sold anyway, though it added a median of 40 days and buyers came in at 98.2% of asking versus 98.9% on first contracts.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	17	11	**35%**	127	98.8%
$400–500K	47	44	**6%**	12	98.9%

When contracts fall apart

19%
of contracts fell apart before closing
13 of about 68

77%
of those homes later sold

23%
never sold

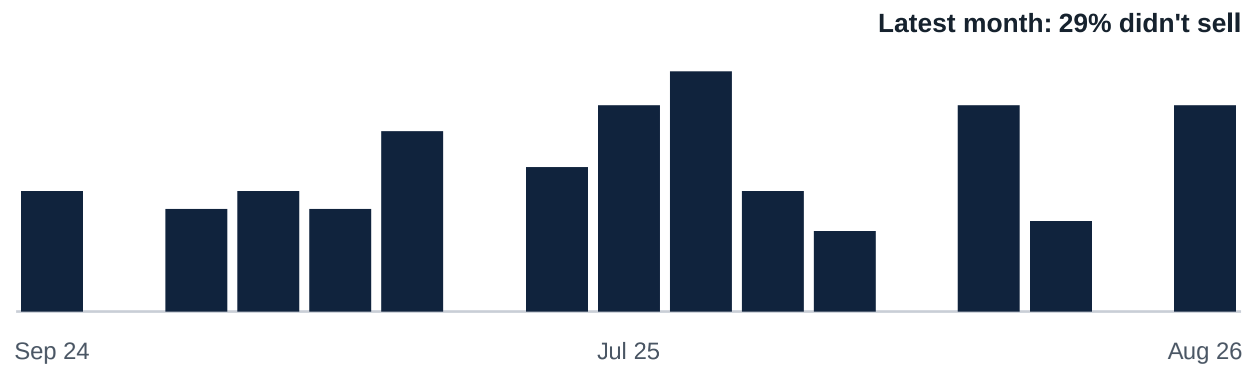
98.2%
sold vs. first ask after a fall-through
vs. 98.9% on the first contract

40
median days to sell after a fall-through
vs. 23 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 42% · VA 2% · FHA 6% · other 6%.

Share of listings that didn't sell, by month



What this means if you're buying

- Median sold price is $445,000, with typical homes selling at 98.9% of asking. 67% of homes sold below the first asking price, so there's room to negotiate.
- Homes that sit tend to need real price cuts. Listings that eventually sold after a price drop needed a median 6.2% reduction and still took 113 days.
- Cash isn't the only way in. 42% of buyers paid cash, 46% used conventional financing, 6% FHA, and 2% VA.

Did you know?

- A typical home in Carolina Shores North carries an estimated $3,350 a month, based on a $445,000 price and a 6.95% mortgage rate.
- Sitting unsold for a typical stretch costs an estimated $17,300 in carrying costs.
- Homes that sold after a contract fell apart took a median of 40 days to close the next deal, compared to 23 days for homes that sold on the first contract.

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.