MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Carteret County

Carteret County: 1 in 4 Listings Didn't Sell This Year

Over the last 12 months in Carteret County, 1,524 homes sold and 590 didn't, a 28% didn't-sell rate, up from 24% the year before. Homes priced right from the start sold in 13 days, while ones that needed price cuts sat 84 days and still sold for less.

14 sold
out of every 20 listed

6 didn't
expired, withdrawn or canceled

2,114
homes finished on the market

49
median days to sell
from the first day listed

1,524
sold

95.9%
sold vs. first asking price

590 (28%)
didn't sell

$475,000
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 Outlined houses expired, were withdrawn or were canceled.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 $475,000 home, per month	
Mortgage (principal + interest)	$2,536
Property taxes	$89
Homeowners insurance	$250
Upkeep	$396
Utilities	$250
Total	**$3,520**

About $3,520 every month the home sits.

Listings that didn't sell stayed on the market a median of 172 days — roughly $19,900 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); Carteret County rate 0.225 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

13
median days to sell when priced right
627 homes that sold at 97%+ of first asking

84
median days when price cuts were needed
896 homes · sold for 92.2% of first asking

What this means if you're selling

- Price it right from day one: homes priced correctly sold in 13 days, ones that needed cuts sat 84 days
- The $750K-1M range struggled most, with a 38% didn't-sell rate, while $300-400K homes did best at 23%
- 17% of contracts fell apart, about 1 in 6, most often due to inspection, appraisal or financing issues
- Listings that never sold sat a median of 172 days and still needed a 2.3% price cut along the way

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	326	241	**26%**	36	96.2%
$300–400K	358	277	**23%**	36	96.4%
$400–500K	328	251	**24%**	48	96.1%
$500–750K	509	373	**27%**	57	96.5%
$750K–1M	245	152	**38%**	77	95.1%
$1M+	348	230	**34%**	51	93.9%

When contracts fall apart

17%
of contracts fell apart before closing
321 of about 1,856

65%
of those homes later sold

31%
never sold

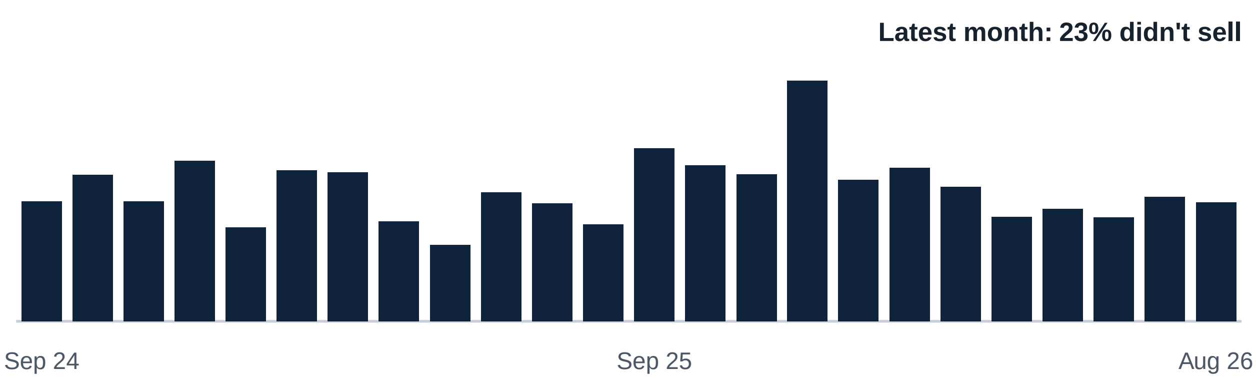
92.3%
sold vs. first ask after a fall-through
vs. 96.2% on the first contract

118
median days to sell after a fall-through
vs. 40 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 48% · cash 34% · VA 10% · FHA 4% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 95.9% of first asking price, and 76% of homes sold below that first ask
- Homes that don't sell right away can sit a median of 172 days, so timing and patience matter
- Buyers paid in different ways: 34% cash, 48% conventional loans, 10% VA, 4% FHA

Did you know?

- 590 Carteret County homes didn't sell in the last 12 months, a 28% rate versus 24% the year before
- When a contract fell apart, 65% of those homes later sold, but 31% never sold at all
- At the median price of $475,000 with a 7.03% rate, estimated monthly carrying cost runs about $3,520, or about $19,900 while a home sits unsold

Towns in Carteret County

Town	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Beaufort	390	286	**27%**	61	96.3%
Newport	351	269	**23%**	36	97.4%
Emerald Isle	317	200	**37%**	63	94.6%
Morehead City	313	248	**21%**	27	95.8%
Atlantic Beach	189	126	**33%**	47	95.0%
Pine Knoll Shores	96	74	**23%**	52	94.9%
Cedar Point	78	52	**33%**	81	93.8%
Indian Beach	72	45	**38%**	88	95.7%

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.