



MARKET INSIGHTS · LAST 12 MONTHS THROUGH OCTOBER 5, 2026

# Castle Hayne

## Castle Hayne: 1 in 6 Listings Didn't Sell Last Year

Over the last 12 months, 325 homes in Castle Hayne finished up, and 273 of them sold. Homes priced right from day one typically sold in 15 days, while ones that needed price cuts took 79 days and still sold for less.



**332**  
homes finished on the market

**29**  
median days to sell  
from the first day listed

**280**  
sold

**98.4%**  
sold vs. first asking price

**52 (16%)**  
didn't sell

**\$400,000**  
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 Outlined houses expired, were withdrawn or were canceled.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 \$399,999 home, per month

|                       |                         |
|-----------------------|-------------------------|
| Property taxes        | \$102                   |
| Homeowners insurance  | \$250                   |
| Upkeep                | \$333                   |
| Utilities             | \$250                   |
| Your mortgage payment | if any                  |
| <b>Total</b>          | <b>\$935 + mortgage</b> |

### About \$935 every month the home sits — plus your mortgage payment.

Listings that didn't sell stayed on the market a median of 147 days — roughly \$4,507 in taxes, insurance, upkeep and utilities alone, and the home still didn't sell.

An example, not a quote: New Hanover County rate 0.306 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.

## Priced right from day one vs. chasing the market

**15**

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

**79**

median days when price cuts were needed  
102 homes · sold for 92.9% of first asking



## What this means if you're selling

- Price it right from day one — homes priced correctly sold in 15 days versus 79 days for those needing cuts.
- The \$500–750K range struggled most, with 23% not selling. Under \$300K was the best spot, at only 9%.
- Listings that never sold sat a median of 147 days before being pulled, with a median price cut of 2.1%.
- 16% of contracts fell apart — that's 1 in 6. Most often it's inspection, appraisal or financing issues. Homes that had a contract fall through and later resold took 53 days and sold at 97.0% of asking, versus 23 days and 98.7% for those that sold on the first contract.

## Price range matters

| Starting price | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|----------------|----------|------|-------------|--------------|---------------|
| Under \$300K   | 43       | 39   | 9%          | 30           | 97.1%         |
| \$300–400K     | 94       | 85   | 10%         | 30           | 98.7%         |
| \$400–500K     | 120      | 107  | 11%         | 20           | 99.6%         |
| \$500–750K     | 39       | 30   | 23%         | 103          | 95.0%         |
| \$750K–1M      | 23       | 9    | 61%         | 88           | 98.8%         |
| \$1M+          | 13       | 10   | 23%         | 63           | 98.2%         |

## When contracts fall apart

**16%**

of contracts fell apart before closing  
54 of about 334

**85%**

of those homes later sold

**13%**

never sold

**97.2%**

sold vs. first ask after a fall-through  
vs. 98.7% on the first contract

**59**

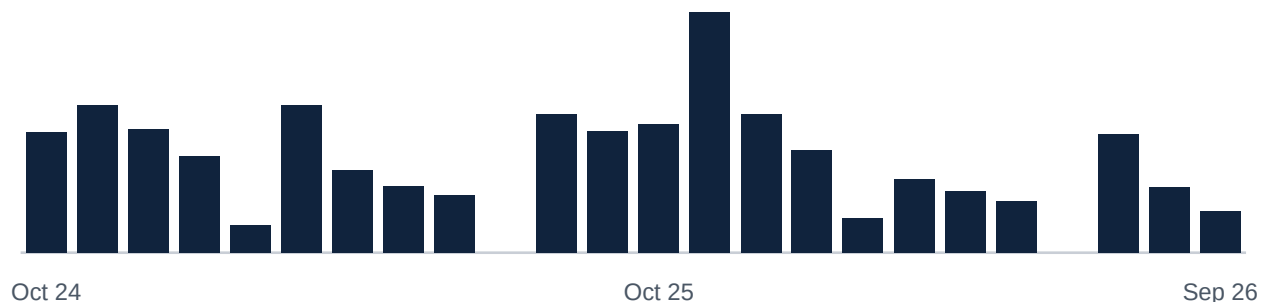
median days to sell after a fall-through  
vs. 26 on the first contract

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 41% · cash 16% · VA 9% · FHA 30% · other 4%.

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

Latest month: 8% didn't sell





## What this means if you're buying

- Typical sale price was \$399,999, at 98.4% of the first asking price — 62% of homes sold below that first ask, so there's room to negotiate.
- Homes that sat on the market or needed price cuts sold at 92.7% of asking — worth watching for a longer-sitting listing.
- Buyers paid a mix: 41% conventional loans, 30% FHA, 16% cash, and 9% VA.

## Did you know?

- The didNotSell rate actually improved slightly, from 18% the year before to 16% this year.
- After a contract fell apart, 87% of those homes went on to sell anyway — only 12% never sold.
- At a \$399,999 price with a 7.03% mortgage rate, estimated monthly carrying cost runs about \$3,070 — and a home that sits unsold can rack up an estimated \$14,800 in carrying costs.

## Neighborhoods in Castle Hayne

| Neighborhood    | Finished | Sold | Didn't sell | Days to sell | vs. first ask |
|-----------------|----------|------|-------------|--------------|---------------|
| Sidbury Station | 138      | 132  | 4%          | 21           | 100.0%        |
| River Bluffs    | 49       | 33   | 33%         | 88           | 98.3%         |

## 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](https://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.