MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Cedar Point

1 in 3 Cedar Point Listings Didn't Sell This Year

In Cedar Point, 78 listings ended in the last 12 months and 52 sold. That's a 33% rate of homes that didn't sell, up from 23% the year before. Typical sale took 81 days and homes priced right sold in just 12 days.

13 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

78
homes finished on the market

81
median days to sell
from the first day listed

52
sold

93.8%
sold vs. first asking price

26 (33%)
didn't sell

$467,000
median sold price

What waiting costs

A typical $467,000 home, per month	
Mortgage (principal + interest)	$2,493
Property taxes	$88
Homeowners insurance	$250
Upkeep	$389
Utilities	$250
Total	**$3,470**

About $3,470 every month the home sits.

Listings that didn't sell stayed on the market a median of 147 days — roughly $16,700 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

12
median days to sell when priced right
18 homes that sold at 97%+ of first asking

125
median days when price cuts were needed
34 homes · sold for 90.5% of first asking

What this means if you're selling

- Price it right from day one: homes priced right sold in 12 days, while ones needing cuts sat 125 days before selling
- Waiting has a cost: an unsold home in Cedar Point runs about $16,700 in estimated carrying costs while it sits
- 17% of contracts fell apart before closing, most often inspection, appraisal or financing issues in general industry experience
- If a contract falls apart, re-sold homes typically closed at 84.0% of asking versus 94.5% for homes that sold on the first contract

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	19	11	**42%**	25	93.4%
$300–400K	13	9	**31%**	57	97.2%
$500–750K	26	19	**27%**	119	95.8%
$750K–1M	10	5	**50%**	99	91.0%

When contracts fall apart

17%
of contracts fell apart before closing
11 of about 64

55%
of those homes later sold

46%
never sold

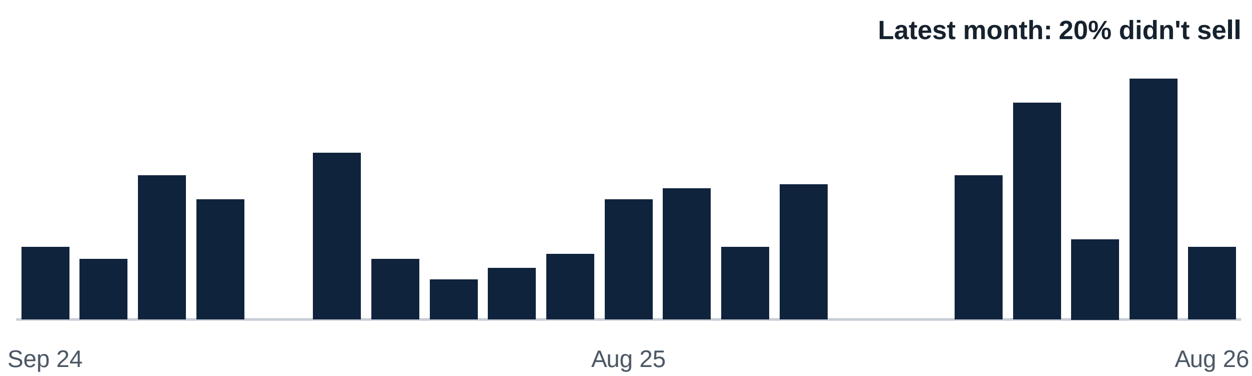
84.0%
sold vs. first ask after a fall-through
vs. 94.5% on the first contract

219
median days to sell after a fall-through
vs. 55 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 43% · cash 36% · VA 17% · FHA 2% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sold at 93.8% of first asking price, and 83% of homes sold below that first asking price
- Homes that didn't sell sat a median 147 days before coming off the market
- Buyers are paying different ways: 36% cash, 43% conventional loans, 17% VA, 2% FHA

Did you know?

- Did you know the median sold price in Cedar Point is $467,000
- Did you know at a 7.03% mortgage rate, the estimated monthly carrying cost on a $467,000 home is about $3,470
- Did you know listings that never sold had a median price cut of 3.2%

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.