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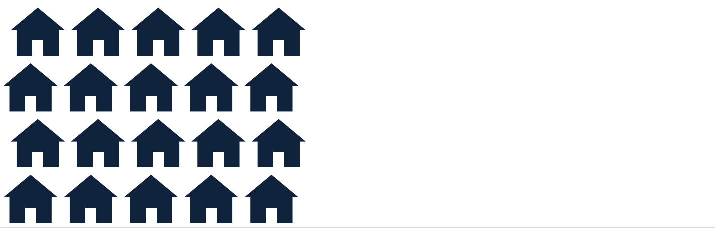
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Citadel Point at Southbridge, Sneads Ferry

Citadel Point at Southbridge: Every Listing Sold This Year

In Citadel Point at Southbridge, all 61 homes that ended in the last 12 months sold. Typical time to sell was 46 days, and the median sold price was $379,558, with typical homes fetching 99.4% of asking.



20 sold
out of every 20 listed

0 didn't
expired, withdrawn or canceled

61
homes finished on the market

46
median days to sell
from the first day listed

61
sold

99.4%
sold vs. first asking price

0 (0%)
didn't sell

$379,558
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 Outlined houses expired, were withdrawn or were canceled.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 $379,558 home, per month	
Mortgage (principal + interest)	$2,010
Property taxes	$207
Homeowners insurance	$250
Upkeep	$316
Utilities	$250
Total	**$3,030**

About $3,030 every month the home sits.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Onslow County rate 0.655 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

21
median days to sell when priced right
38 homes that sold at 97%+ of first asking

88
median days when price cuts were needed
23 homes · sold for 92.8% of first asking

What this means if you're selling

- Homes priced right from day one sold in a typical 21 days — 38 sold that way.
- Homes that needed price cuts took a typical 88 days and sold at 92.8% of asking, so pricing matters.
- 10% of contracts fell apart (1 in 10), most often inspection, appraisal or financing issues, but 100% of those homes went on to sell later, at a typical 97.2% of asking.
- 54% of homes sold below the first asking price, so set your first number carefully.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	32	32	**0%**	40	100.0%
$400–500K	29	29	**0%**	49	97.1%

When contracts fall apart

10%
of contracts fell apart before closing
7 of about 68

100%
of those homes later sold

0%
never sold

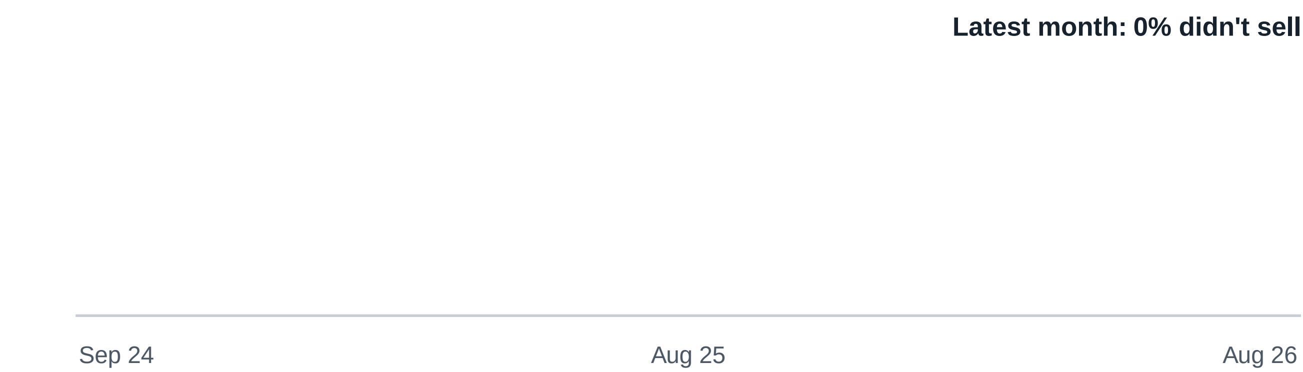
97.2%
sold vs. first ask after a fall-through
vs. 99.4% on the first contract

49
median days to sell after a fall-through
vs. 46 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 21% · cash 2% · VA 67% · FHA 10% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes here sold at a typical 99.4% of first asking price, so there's not a lot of room to negotiate.
- If a contract falls apart, most of those homes go back on the market and sell again — 100% did, at a typical 97.2% of asking.
- Most buyers in Citadel Point at Southbridge used VA loans (67%), with 21% conventional, 10% FHA and 2% cash.

Did you know?

- In Citadel Point at Southbridge, 0% of listings didn't sell in the last 12 months, same as the year before.
- At a mortgage rate of 6.95%, the estimated monthly carrying cost on a $379,558 home is about $3,030.
- Homes that sold on the first contract took a typical 46 days, while those that fell through and sold again took a typical 49 days.

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.