

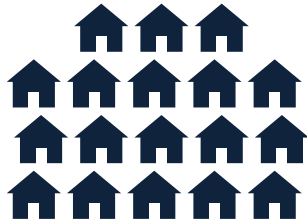


MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Coastal Club of the Carolinas, Calabash

In Coastal Club of the Carolinas, 1 in 12 homes listed didn't sell

In the last 12 months, 59 homes finished their time on the market in the Coastal Club of the Carolinas neighborhood in Calabash: 54 sold and 5 did not — about 1 in 12. The ones that sold took a median of 6 days, counted from the first day listed, and closed at 99.7% of their first asking price.



18 sold

out of every 20 listed



2 didn't

expired, withdrawn or canceled

59

homes finished on the market

6

median days to sell from the first day listed

54

sold

99.7%

sold vs. first asking price

5 (9%)

didn't sell

\$484,004

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 Outlined houses expired, were withdrawn or were canceled.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 \$484,004 home, per month

Mortgage (principal + interest)	\$2,563
Property taxes	\$138
Homeowners insurance	\$250
Upkeep	\$403
Utilities	\$250
Total	\$3,600

About \$3,600 every month the home sits.

Listings that didn't sell stayed on the market a median of 120 days — roughly \$14,200 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

3

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

224

median days when price cuts were needed
21 homes · sold for 94.6% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 3 days. Homes that needed price cuts took 224 days and sold for 94.6% of their first price.
- Waiting costs money. A \$484,004 home runs about \$3,600 a month to hold — roughly \$14,200 over the time a typical unsold listing sat.
- About 1 in 10 contracts fell apart before closing. Homes that went back on the market sold for 95.0% of first asking, versus 100.0% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
\$300–400K	10	10	0%	192	96.6%
\$400–500K	20	17	15%	79	98.5%
\$500–750K	25	23	8%	4	100.0%

When contracts fall apart

10%

of contracts fell apart before closing
6 of about 60

83%

of those homes later sold

17%

never sold

95.0%

sold vs. first ask after a fall-through
vs. 100.0% on the first contract

376

median days to sell after a fall-through
vs. 5 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 57% · cash 26% · VA 15% · FHA 2% · other 0%.

What this means if you're buying

- 56% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 120 days.

Did you know?

- 26% of buyers paid cash, and 15% used VA loans.
- A year earlier, 0% of listings didn't sell; now it's 9%.
- When a contract fell apart, 17% of those homes never sold at all.

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.