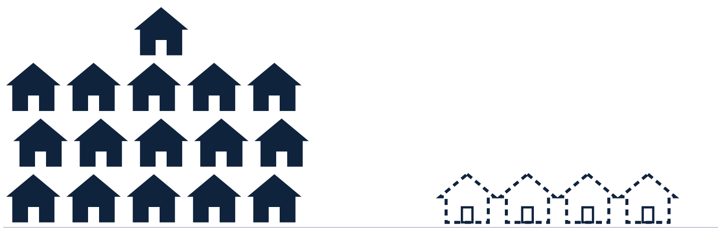
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Craven County

Craven County: 1 in 5 listings didn't sell this year

In Craven County, homes that were priced right sold in 20 days. Homes that needed price cuts sat for 75 days and still sold for less. Buyers are paying close to asking, with the typical sold home going for 98.4% of first list price.



16 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

2,233
homes finished on the market

36
median days to sell
from the first day listed

1,822
sold

98.4%
sold vs. first asking price

411 (18%)
didn't sell

$320,000
median sold price

What waiting costs

A typical $320,000 home, per month	
Mortgage (principal + interest)	$1,708
Property taxes	$119
Homeowners insurance	$250
Upkeep	$267
Utilities	$250
Total	**$2,590**

About $2,590 every month the home sits.

Listings that didn't sell stayed on the market a median of 122 days — roughly $10,400 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); Craven County rate 0.4448 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

20
median days to sell when priced right
1,129 homes that sold at 97%+ of first asking

75
median days when price cuts were needed
693 homes · sold for 92.9% of first asking

What this means if you're selling

- Price it right from day one: pricedright listings sold in 20 days, versus 75 days for ones that needed cuts
- Homes over $1M struggled most, with a 39% did-not-sell rate versus 15% under $300K
- Listings that never sold sat a median of 122 days and still had a 1.8% price cut
- 19% of contracts fell apart, most often inspection, appraisal or financing issues; homes that later re-sold took 92 days and sold at 95.4% of ask, versus 98.8% on a first contract in 30 days

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	833	706	**15%**	24	98.0%
$300–400K	842	707	**16%**	46	99.3%
$400–500K	286	218	**24%**	44	98.2%
$500–750K	191	135	**29%**	49	97.0%
$750K–1M	53	39	**26%**	71	96.0%
$1M+	28	17	**39%**	42	91.6%

When contracts fall apart

19%
of contracts fell apart before closing
420 of about 2,251

74%
of those homes later sold

23%
never sold

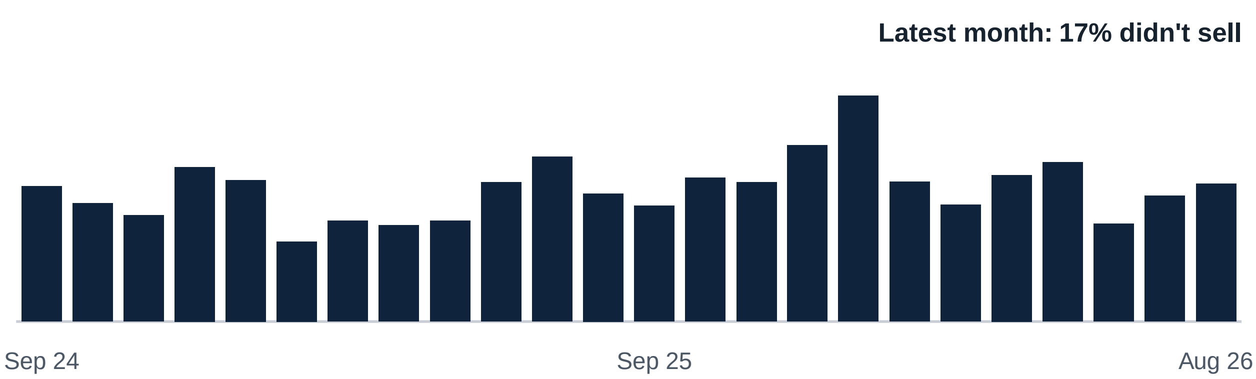
95.4%
sold vs. first ask after a fall-through
vs. 98.8% on the first contract

92
median days to sell after a fall-through
vs. 30 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 31% · cash 21% · VA 37% · FHA 10% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sold home in Craven County went for 98.4% of first asking price, and 62% of homes sold below that first ask
- Homes needing a price cut before selling closed at 92.9% of ask, so there's room to negotiate on listings that have sat a while
- Financing mix: 37% VA, 31% conventional, 21% cash, 10% FHA

Did you know?

- Over the last 12 months, 2,233 listings ended in Craven County, with 1,822 selling and 411 not selling
- At $320,000 and a 7.03% rate, the estimated monthly carrying cost on a typical home runs about $2,590
- A home that sits unsold for a while can rack up an estimated $10,400 in carrying costs

Towns in Craven County

Town	Finished	Sold	Didn't sell	Days to sell	vs. first ask
New Bern	1,743	1,432	**18%**	40	98.5%
Havelock	321	256	**20%**	27	98.4%
Trent Woods	72	56	**22%**	34	95.3%

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.

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.