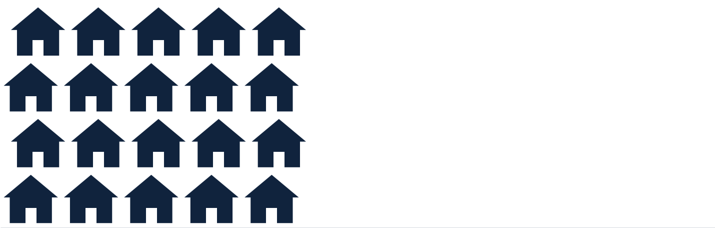
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 25, 2026

Driftwood, Richlands

In Driftwood, every single home sold in 12 months

Driftwood had 40 listings end in the last 12 months and all 40 sold, none expired or got pulled. Typical time to sell was 40 days, and the median sold price was $313,490. Most buyers here used VA financing.



20 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

40
homes finished on the market

40
median days to sell
from the first day listed

40
sold

100.0%
sold vs. first asking price

0 (0%)
didn't sell

$313,490
median sold price

What waiting costs

A typical $313,490 home, per month	
Mortgage (principal + interest)	$1,674
Property taxes	$171
Homeowners insurance	$250
Upkeep	$261
Utilities	$250
Total	**$2,610**

About $2,610 every month the home sits.

An example, not a quote: 20% down, 30-year fixed at 7.03% (Freddie Mac average, 2026-09-24); 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

29
median days to sell when priced right
33 homes that sold at 97%+ of first asking

83
median days when price cuts were needed
7 homes · sold for 93.3% of first asking

What this means if you're selling

- Homes priced right sold in a median of 29 days. Homes that needed price cuts took 83 days and sold at 93.3% of asking.
- 43% of homes in Driftwood sold below the first asking price, so starting price matters.
- 26% of contracts fell apart before closing, about 1 in 4. Most often that's inspection, appraisal or financing issues.
- Homes that had a contract fall through and later sold still got 100.0% of asking, but it took a median of 49 days longer.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	10	10	**0%**	37	100.0%
$300–400K	30	30	**0%**	40	100.0%

When contracts fall apart

26%
of contracts fell apart before closing
14 of about 54

100%
of those homes later sold

0%
never sold

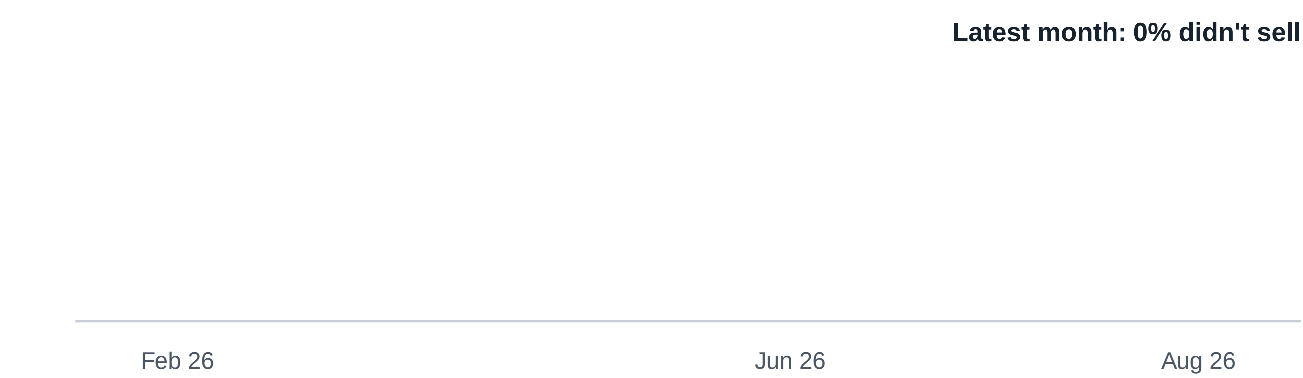
100.0%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

49
median days to sell after a fall-through
vs. 34 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 20% · cash 5% · VA 73% · FHA 3% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 43% of homes sold below the original asking price, so there is room to negotiate.
- 73% of buyers in Driftwood used VA financing, 20% conventional, 5% cash, and 3% FHA.
- Homes that needed a price cut sat for a median of 83 days before selling.

Did you know?

- The typical time to sell in Driftwood is 40 days.
- Estimated monthly carrying cost on a $313,490 home at a 7.03% mortgage rate is about $2,610.
- If a contract fell through, 100% of those homes still sold later, none went unsold.

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.