Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Fawn Valley, Wilmington

In Fawn Valley, 1 in 2 homes listed didn't sell

In the last 12 months, 40 homes finished their time on the market in the Fawn Valley neighborhood in Wilmington: 20 sold and 20 did not — about 1 in 2. The ones that sold took a median of 36 days, counted from the first day listed, and closed at 100.0% of their first asking price.

10 sold
out of every 20 listed

10 didn't
expired, withdrawn or canceled

40
homes finished on the market

36
median days to sell
from the first day listed

20
sold

100.0%
sold vs. first asking price

20 (50%)
didn't sell

$587,748
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 Outlined houses expired, were withdrawn or were canceled.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 $587,748 home, per month	
Mortgage (principal + interest)	$3,112
Property taxes	$150
Homeowners insurance	$250
Upkeep	$490
Utilities	$250
Total	**$4,250**

About $4,250 every month the home sits.

Listings that didn't sell stayed on the market a median of 100 days — roughly $14,000 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); New Hanover County rate 0.306 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.

What this means if you're selling

- Waiting costs money. A $587,748 home runs about $4,250 a month to hold — roughly $14,000 over the time a typical unsold listing sat.

What this means if you're buying

- 15% 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 100 days.

Did you know?

- A year earlier, 100% of listings didn't sell; now it's 50%.

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 "Didn't sell" means the listing expired, was withdrawn or was canceled; some owners take a home off the market for reasons that have nothing to do with the market.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.