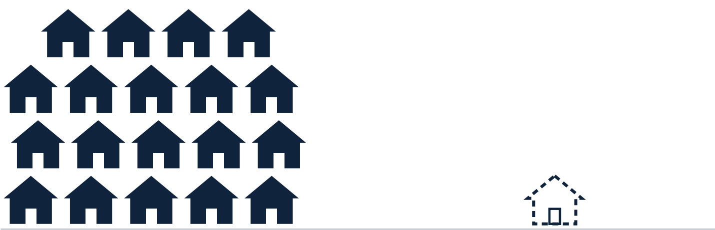
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 25, 2026

Hunters Creek, Jacksonville

Hunters Creek homes sell in 9 days at full asking

In the Hunters Creek neighborhood in Jacksonville, homes that sold over the last 12 months typically went in 9 days at 100.0% of asking price. Price it right and you're looking at 6 days on market. Get the price wrong and you're looking at 57 days and a cut, with the home still closing lower at 94.5%.



19 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

41
homes finished on the market

9
median days to sell
from the first day listed

39
sold

100.0%
sold vs. first asking price

2 (5%)
didn't sell

$299,900
median sold price

What waiting costs

A typical $299,900 home, per month	
Mortgage (principal + interest)	$1,601
Property taxes	$164
Homeowners insurance	$250
Upkeep	$250
Utilities	$250
Total	**$2,510**

About $2,510 every month the home sits.

Listings that didn't sell stayed on the market a median of 25 days — roughly $2,100 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); 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

6
median days to sell when priced right
29 homes that sold at 97%+ of first asking

57
median days when price cuts were needed
10 homes · sold for 94.5% of first asking

What this means if you're selling

- Homes priced right from day one sold in a typical 6 days. Homes that needed a price cut sat a typical 57 days before selling.
- Only 2 listings out of 41 didn't sell this year, a 5% rate. That's down from 17% the year before.
- 11% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Most of those homes, 80%, sold later anyway, but it took a typical 126 days and the price came in at 97.9% of asking.
- Homes that never sold sat a typical 25 days and still saw a median price cut of 0.9%.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	21	19	**10%**	6	100.0%
$300–400K	17	17	**0%**	22	100.0%

When contracts fall apart

11%
of contracts fell apart before closing
5 of about 44

80%
of those homes later sold

20%
never sold

97.9%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

126
median days to sell after a fall-through
vs. 8 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 10% · cash 10% · VA 72% · FHA 3% · other 5%.

What this means if you're buying

- 36% of homes in Hunters Creek sold below the first asking price, so there's room to negotiate.
- 72% of buyers here used VA financing. Only 10% paid cash and 10% used conventional loans.
- If a contract on your target home falls apart, most re-sell, but it can add months. First-time contracts typically close in just 8 days.

Did you know?

- The rate of listings that didn't sell dropped from 17% a year ago to 5% now, about 1 in 20.
- Homes that sold under a first contract closed at 100.0% of asking price, versus 97.9% for homes that had a contract fall through first.
- At the median sold price of $299,900 and a 7.03% rate, estimated monthly carrying cost runs about $2,510, versus about $2,100 while a home sits 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.