Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Indian Beach

1 in 3 Indian Beach Listings Didn't Sell This Year

In Indian Beach, 45 of 72 homes that ended in the last 12 months actually sold. The typical sale took 88 days and closed at 95.7% of first asking price. Homes priced right from the start sold in 18 days — the ones that needed price cuts sat for 114 days.

12 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

72
homes finished on the market

88
median days to sell
from the first day listed

45
sold

95.7%
sold vs. first asking price

27 (38%)
didn't sell

$580,000
median sold price

What waiting costs

A typical $580,000 home, per month	
Mortgage (principal + interest)	$3,096
Property taxes	$109
Homeowners insurance	$250
Upkeep	$483
Utilities	$250
Total	**$4,190**

About $4,190 every month the home sits.

Listings that didn't sell stayed on the market a median of 206 days — roughly $28,400 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); Carteret County rate 0.225 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

18
median days to sell when priced right
15 homes that sold at 97%+ of first asking

114
median days when price cuts were needed
30 homes · sold for 93.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in 18 days at 15 listings. Those that needed cuts took 114 days across 30 listings.
- 27 listings didn't sell over the last 12 months, a 38% rate — about 1 in 3.
- Listings that never sold still cut price a median 3.2% and sat 206 days before ending.
- 17% of contracts fell apart before closing, about 1 in 6. When that happens, most often it's inspection, appraisal or financing issues, and only 44% of those homes later sold — the rest, 56%, never did.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$500–750K	47	29	**38%**	89	95.9%
$1M+	13	9	**31%**	46	95.7%

When contracts fall apart

17%
of contracts fell apart before closing
9 of about 54

44%
of those homes later sold

56%
never sold

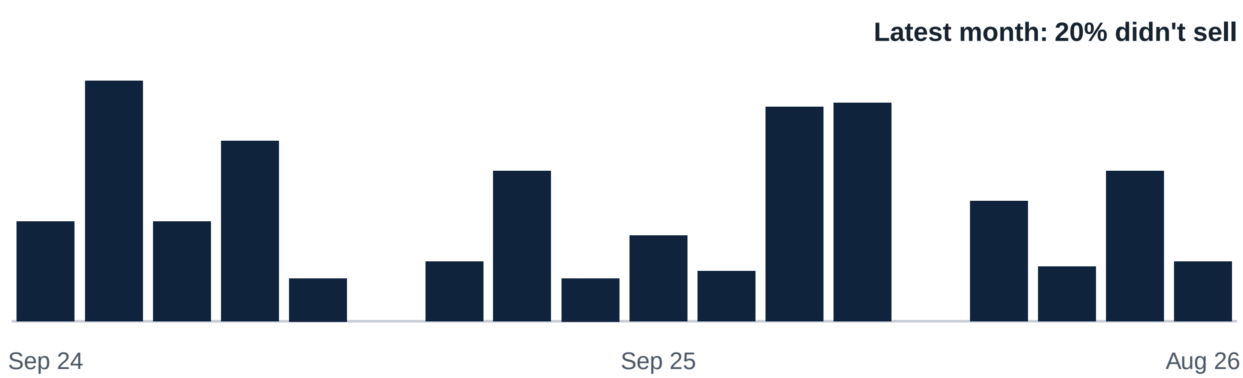
90.6%
sold vs. first ask after a fall-through
vs. 95.9% on the first contract

180
median days to sell after a fall-through
vs. 78 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 47% · cash 44% · VA 0% · FHA 0% · other 9%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sale price is $580,000, and homes are closing at 95.7% of first asking price. 93% sold below the original list price.
- Homes that sit take a while — median 88 days to sell, and the ones that never sold sat around 206 days.
- Buyers are paying their own way in different forms: 44% cash, 47% conventional, and no VA or FHA in this group.

Did you know?

- Carrying a typical $580,000 home comes to an estimated $4,190 a month right now with rates at 7.03%.
- A home that sits unsold for the median stretch could mean about $28,400 in estimated carrying costs.
- When a first contract holds, homes close at 95.9% of asking in about 78 days. When it falls apart and a second contract happens, that stretches to 180 days and drops to 90.6%.

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.