Buddy Blake Team
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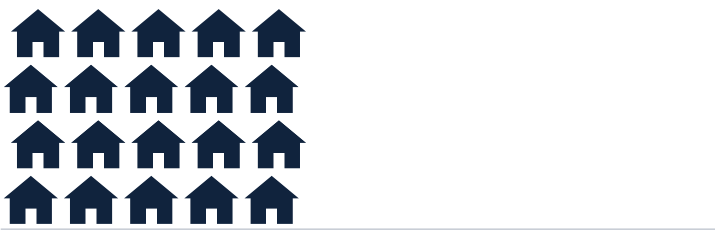
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Indigo at Abbey Preserve, Wilmington

Indigo at Abbey Preserve Homes Sell in 8 Days

Every one of the 65 homes that finished in Indigo at Abbey Preserve over the last 12 months sold, and the typical one took just 8 days. Priced right from the start, homes moved in 2 days, but ones that needed a price cut sat for 114 days before selling.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

65
homes finished on the market

8
median days to sell
from the first day listed

65
sold

100.0%
sold vs. first asking price

0 (0%)
didn't sell

$619,322
median sold price

What waiting costs

A typical $619,322 home, per month	
Mortgage (principal + interest)	$3,280
Property taxes	$381
Homeowners insurance	$250
Upkeep	$516
Utilities	$250
Total	**$4,680**

About $4,680 every month the home sits.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Pender County rate 0.7375 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

2
median days to sell when priced right
43 homes that sold at 97%+ of first asking

114
median days when price cuts were needed
22 homes · sold for 92.7% of first asking

What this means if you're selling

- Price it right on day one. Homes priced correctly sold in a median of 2 days, while ones that needed cuts took 114 days and sold at 92.7% of asking.
- No home in Indigo at Abbey Preserve went unsold this year, down from a 10% did-not-sell rate the year before.
- 7% of contracts fell apart along the way, about 1 in 14. Most often that's inspection, appraisal or financing issues.
- If a contract does fall through, homes here still went on to sell 100% of the time, at 98.1% of asking, though it took about 50 more days.

When contracts fall apart

7%
of contracts fell apart before closing
5 of about 70

100%
of those homes later sold

0%
never sold

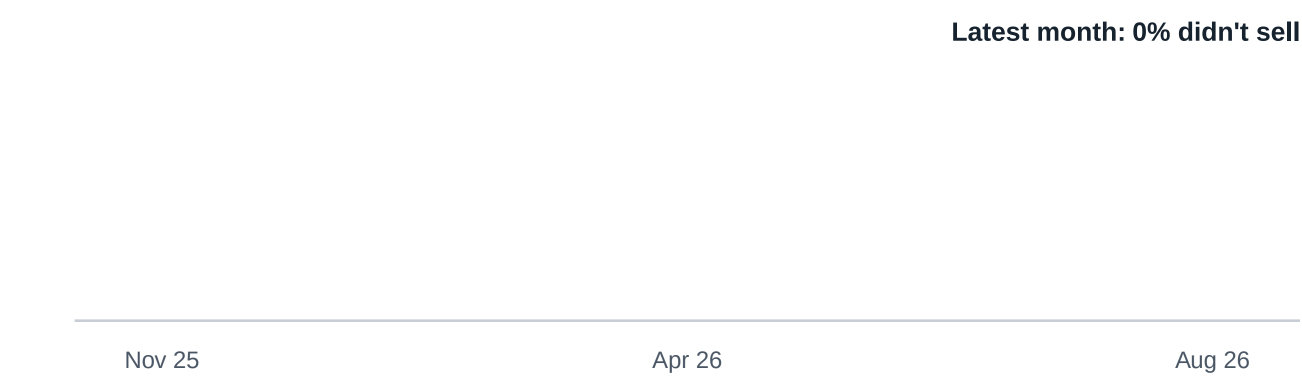
98.1%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

50
median days to sell after a fall-through
vs. 5 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 69% · cash 15% · VA 15% · FHA 0% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 45% of homes sold for less than the first asking price, so there's often room to negotiate.
- 22 homes needed a price cut before selling, so not every listing moves in a week.
- Most buyers used conventional loans (69%), with 15% paying cash and 15% using VA loans.

Did you know?

- The typical sold price in Indigo at Abbey Preserve was $619,322.
- On a home at that price with a 6.95% mortgage rate, estimated monthly carrying costs run about $4,680.
- Homes that sold on the first contract closed at 100.0% of asking, compared to 98.1% for homes that had a contract fall through first.

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.