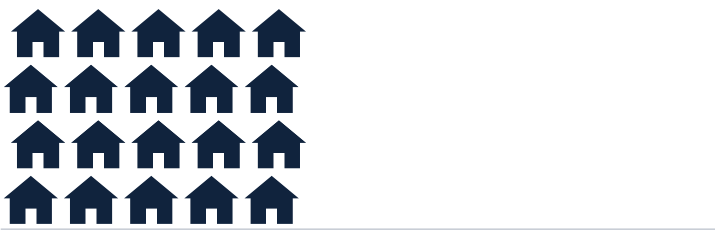
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Jack's Branch Townhomes, Hubert

What really happens to homes listed in Jack's Branch Townhomes

In the last 12 months, 48 homes finished their time on the market in the Jack's Branch Townhomes neighborhood in Hubert: 48 sold and 0 did not. The ones that sold took a median of 92 days, counted from the first day listed, and closed at 100.0% of their first asking price.



20 sold
out of every 20 listed

0 didn't
expired, withdrawn or canceled

48
homes finished on the market

92
median days to sell
from the first day listed

48
sold

100.0%
sold vs. first asking price

0 (0%)
didn't sell

$196,900
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 Outlined houses expired, were withdrawn or were canceled.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 $196,900 home, per month	
Mortgage (principal + interest)	$1,043
Property taxes	$107
Homeowners insurance	$250
Upkeep	$164
Utilities	$250
Total	**$1,810**

About $1,810 every month the home sits.

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

What this means if you're selling

- Waiting costs money. A $196,900 home runs about $1,810 a month to hold.
- About 1 in 5 contracts fell apart before closing. Homes that went back on the market sold for 100.0% of first asking, versus 100.0% for homes that closed on the first contract.

When contracts fall apart

19%
of contracts fell apart before closing
11 of about 59

100%
of those homes later sold

0%
never sold

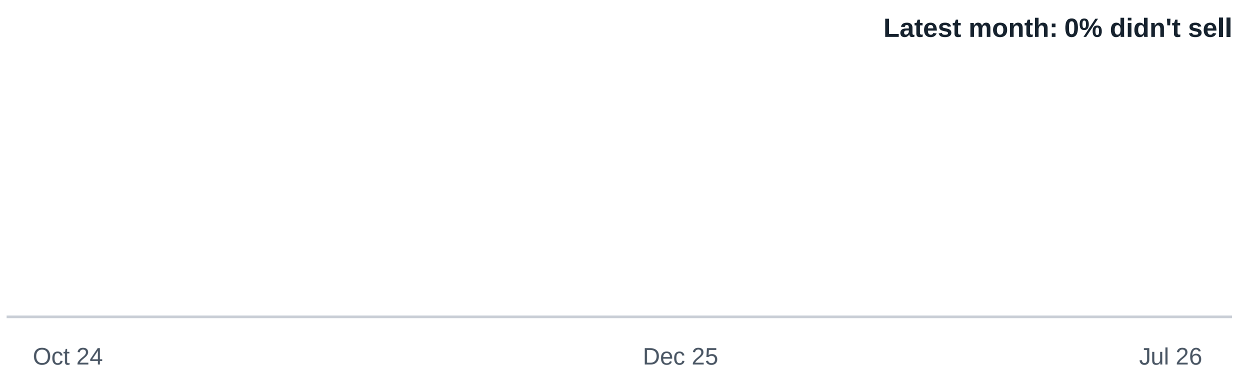
100.0%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

146
median days to sell after a fall-through
vs. 77 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 25% · cash 10% · VA 40% · FHA 13% · other 13%.

Share of listings that didn't sell, by month



What this means if you're buying

- 2% of homes sold below their first asking price — the first price is often a starting point.

Did you know?

- 10% of buyers paid cash, and 40% used VA loans.
- A year earlier, 0% of listings didn't sell; now it's 0%.
- When a contract fell apart, 0% of those homes never sold at all.

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.