



MARKET INSIGHTS · LAST 12 MONTHS THROUGH OCTOBER 1, 2026

Kingfish Bay, Calabash

1 in 3 Kingfish Bay Listings Didn't Sell Last Year

In Kingfish Bay, 43 listings ended in the last 12 months, and 27 of them sold. The typical sale took 102 days and closed at 96.1% of the first asking price, with 85% of sales going for less than that first number.



13 sold

out of every 20 listed



7 didn't

expired, withdrawn or canceled

43

homes finished on the market

27

sold

16 (37%)

didn't sell

102

median days to sell
from the first day listed

96.1%

sold vs. first asking price

\$567,999

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 Outlined houses expired, were withdrawn or were canceled.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 \$567,999 home, per month

Mortgage (principal + interest)	\$3,032
Property taxes	\$162
Homeowners insurance	\$250
Upkeep	\$473
Utilities	\$250
Total	\$4,170

About \$4,170 every month the home sits.

Listings that didn't sell stayed on the market a median of 175 days — roughly \$23,900 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); Brunswick County rate 0.342 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

22

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

111

median days when price cuts were needed
16 homes · sold for 93.8% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 22 days. Listings that needed price cuts took a median of 111 days and still only got 93.8% of asking.
- Listings that never sold sat on the market a median of 175 days before coming off.
- 1 in 4 contracts in Kingfish Bay fell apart before closing. Most often that's inspection, appraisal or financing issues. Being ready for those steps matters.
- If a contract does fall through, homes that later sold anyway closed at 98.0%. Buyers are still out there.

When contracts fall apart

25%

of contracts fell apart before closing
9 of about 36

33%

of those homes later sold

67%

never sold

98.0%

sold vs. first ask after a fall-through
vs. 96.1% on the first contract

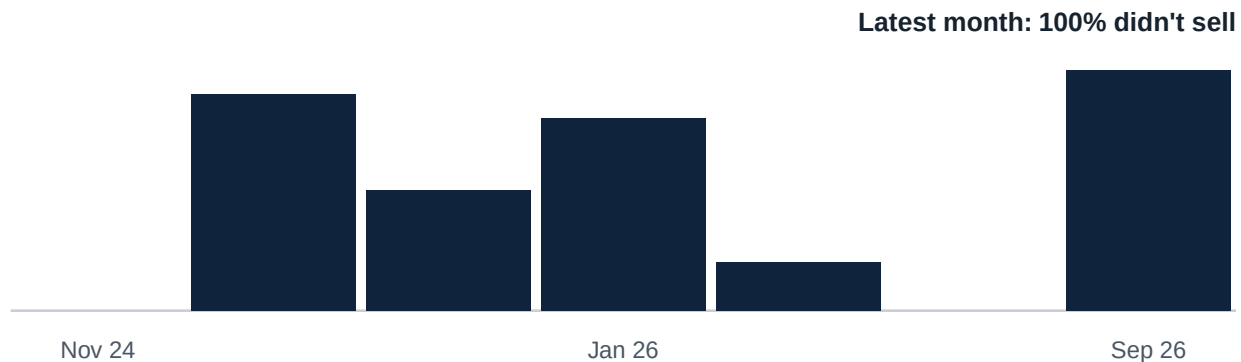
98

median days to sell after a fall-through
vs. 103 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 59% · cash 41% · VA 0% · FHA 0% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sales price is \$567,999, and the typical home sells for 96.1% of first asking price. 85% of sales closed below that first number, so there's room to talk price.
- Homes that didn't sell sat a median of 175 days first. If a listing's been up a while, that's a sign there may be flexibility.
- 41% of buyers in Kingfish Bay paid cash. 59% used conventional financing. No VA or FHA buyers recorded.

Did you know?

- Carrying a typical \$567,999 home in Kingfish Bay runs about an estimated \$4,170 a month at a 7.03% mortgage rate.
- A home that sits unsold for the median 175 days racks up an estimated \$23,900 in carrying costs.
- Last year's didn't-sell rate in Kingfish Bay was 37%, same as the year before.



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.