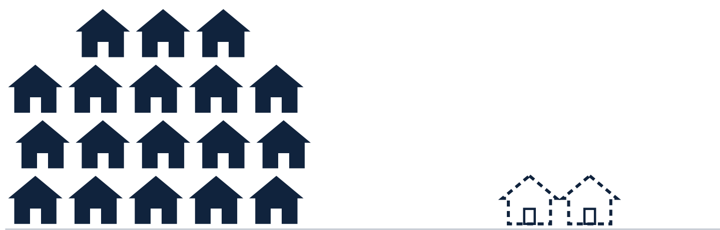
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Madeline Farm, New Bern

Madeline Farm: 77% of Buyers Use VA Loans

Over the last 12 months in Madeline Farm, 67 of 73 homes that ended sold, with a typical 46 days to sell. Median sold price was $336,950, and the typical home sold at 100.0% of first asking price. Most buyers here are using VA loans, at 77%.



18 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

73
homes finished on the market

46
median days to sell
from the first day listed

67
sold

100.0%
sold vs. first asking price

6 (8%)
didn't sell

$336,950
median sold price

What waiting costs

A typical $336,950 home, per month	
Mortgage (principal + interest)	$1,799
Property taxes	$125
Homeowners insurance	$250
Upkeep	$281
Utilities	$250
Total	**$2,700**

About $2,700 every month the home sits.

Listings that didn't sell stayed on the market a median of 21 days — roughly $1,900 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); Craven County rate 0.4448 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

46
median days to sell when priced right
64 homes that sold at 97%+ of first asking

90
median days when price cuts were needed
3 homes · sold for 95.5% of first asking

What this means if you're selling

- Homes priced right from day one sold in a typical 46 days, and 64 of them got there.
- Homes that needed price cuts took 90 days and sold at 95.5% of asking, so pricing right the first time pays off.
- 6 listings, or 8% (about 1 in 12), didn't sell at all in the last 12 months, up from 1% the year before.
- 7% of contracts fell apart (about 1 in 15) — most often inspection, appraisal or financing issues. Of those, 80% later sold, but it took 163 days and typically at a lower 97.8% of asking.

When contracts fall apart

7%
of contracts fell apart before closing
5 of about 73

80%
of those homes later sold

20%
never sold

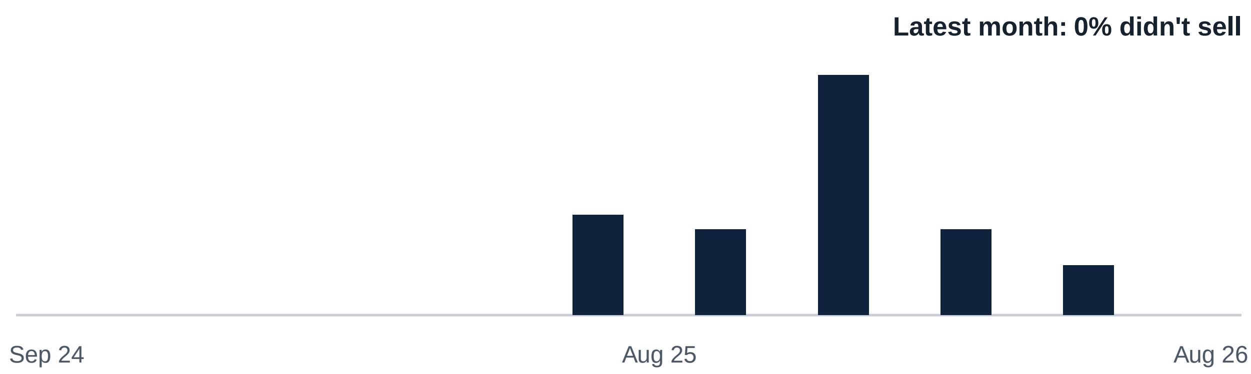
97.8%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

163
median days to sell after a fall-through
vs. 46 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 3% · VA 77% · FHA 6% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 51% of homes here sold below the first asking price, so there is room to negotiate.
- Listings that never sold sat a median of 21 days before coming off market, so if a home is lingering past that, ask why.
- Most buyers in Madeline Farm are using VA loans (77%), with conventional financing at 10% and cash at just 3%.

Did you know?

- A typical home here sold for $336,950.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a typical home here is about $2,700.
- Homes that sat unsold carried an estimated cost of about $1,900 a month while waiting.

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.