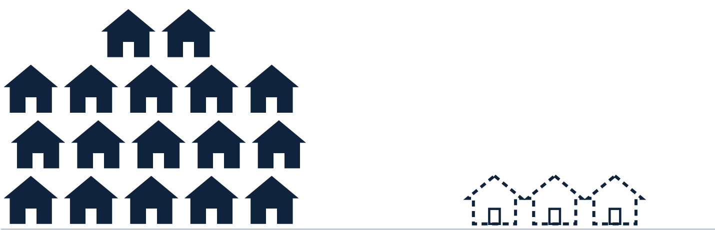
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Magnolia Greens, Leland

Magnolia Greens Homes Sell in 27 Days Typical

In Magnolia Greens, the typical home sold in 27 days over the last 12 months, at 97.6% of asking price. About 1 in 7 listings didn't sell at all, and homes priced right from the start moved in 17 days versus 85 days for those needing price cuts.



17 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

62
homes finished on the market

27
median days to sell
from the first day listed

52
sold

97.6%
sold vs. first asking price

10 (16%)
didn't sell

$515,000
median sold price

What waiting costs

A typical $515,000 home, per month	
Mortgage (principal + interest)	$2,727
Property taxes	$147
Homeowners insurance	$250
Upkeep	$429
Utilities	$250
Total	**$3,800**

About $3,800 every month the home sits.

Listings that didn't sell stayed on the market a median of 148 days — roughly $18,500 in holding costs, and the home still didn't sell.

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

17
median days to sell when priced right
33 homes that sold at 97%+ of first asking

85
median days when price cuts were needed
19 homes · sold for 94.0% of first asking

What this means if you're selling

- Price it right from day one: homes priced correctly sold in 17 days, others sat 85 days before selling
- 19 listings needed a price cut and still sold at 94.0% of asking
- Waiting has a cost: estimated carrying cost while unsold runs about $20,900
- 15% of contracts fell apart before closing, most often inspection, appraisal or financing issues, but 78% of those homes went on to sell later at 98.3% of asking

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	16	14	**13%**	23	98.0%
$500–750K	29	25	**14%**	24	97.6%

When contracts fall apart

15%
of contracts fell apart before closing
9 of about 61

78%
of those homes later sold

22%
never sold

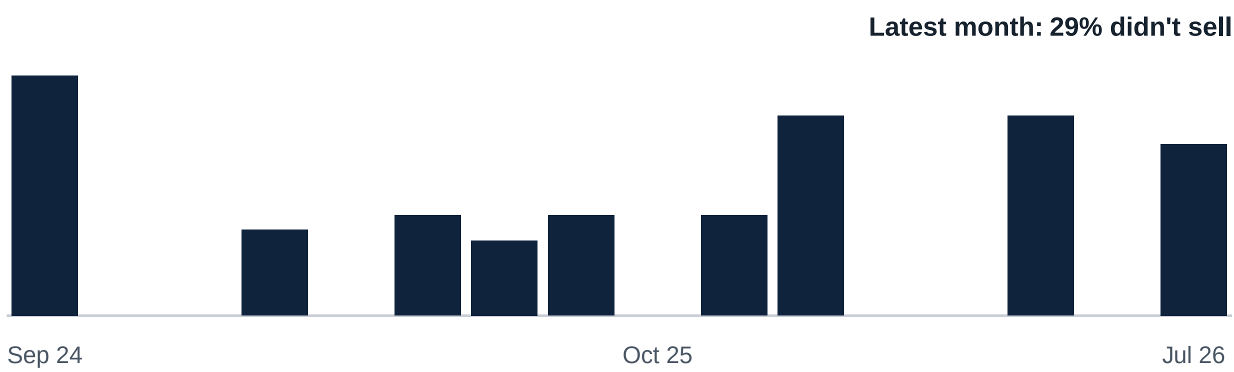
98.3%
sold vs. first ask after a fall-through
vs. 97.6% on the first contract

61
median days to sell after a fall-through
vs. 22 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 67% · cash 27% · VA 4% · FHA 2% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home sells at 97.6% of asking, and 75% of homes sold below the first asking price
- Listings that never sold sat a median of 167 days, so watch for stale listings
- 67% of buyers used conventional financing, 27% paid cash

Did you know?

- 1 in 7 listings in Magnolia Greens didn't sell in the last 12 months
- 1 in 7 contracts fell apart before closing
- Estimated monthly carrying cost on a $515,000 home is about $3,800 at a 6.95% mortgage rate

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.