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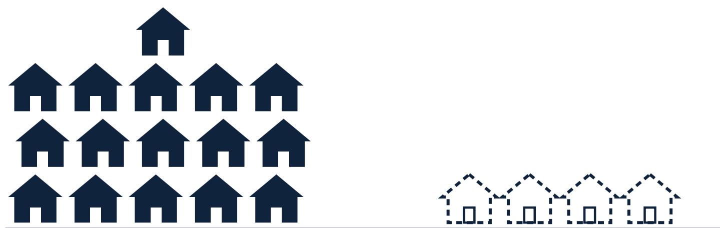
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Morehead City

Morehead City: 1 in 5 Listings Didn't Sell Last Year

In Morehead City, homes that were priced right sold in 8 days. Homes that needed price cuts took 59 days and sold for less. Right now 1 in 5 listings didn't sell at all, and that rate is up from 16% the year before.



16 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

313
homes finished on the market

27
median days to sell
from the first day listed

248
sold

95.8%
sold vs. first asking price

65 (21%)
didn't sell

$435,000
median sold price

What waiting costs

A typical $435,000 home, per month	
Mortgage (principal + interest)	$2,322
Property taxes	$82
Homeowners insurance	$250
Upkeep	$363
Utilities	$250
Total	**$3,270**

About $3,270 every month the home sits.

Listings that didn't sell stayed on the market a median of 162 days — roughly $17,400 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); Carteret County rate 0.225 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

8
median days to sell when priced right
101 homes that sold at 97%+ of first asking

59
median days when price cuts were needed
147 homes · sold for 91.7% of first asking

What this means if you're selling

- Price it right from day one. Listings priced correctly sold in 8 days at 101 homes. Ones that needed cuts took 59 days across 147 homes and sold for 91.7% of asking.
- The $1M+ range struggled most, with a 28% rate of not selling. The $300–400K range did best at 11%.
- Waiting costs money. Homes that sat unsold for a median of 162 days still didn't sell in the end.
- Contracts fall apart 18% of the time, about 1 in 6. Most often it's inspection, appraisal or financing issues. Homes that go back on the market and sell later take a median 91 days and typically sell at 94.0% of asking, versus 96.2% for homes that stick with their first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	50	42	**16%**	25	96.3%
$300–400K	53	47	**11%**	14	96.4%
$400–500K	60	48	**20%**	46	93.5%
$500–750K	72	54	**25%**	31	96.2%
$750K–1M	31	23	**26%**	63	94.5%
$1M+	47	34	**28%**	8	100.0%

When contracts fall apart

18%
of contracts fell apart before closing
54 of about 305

72%
of those homes later sold

20%
never sold

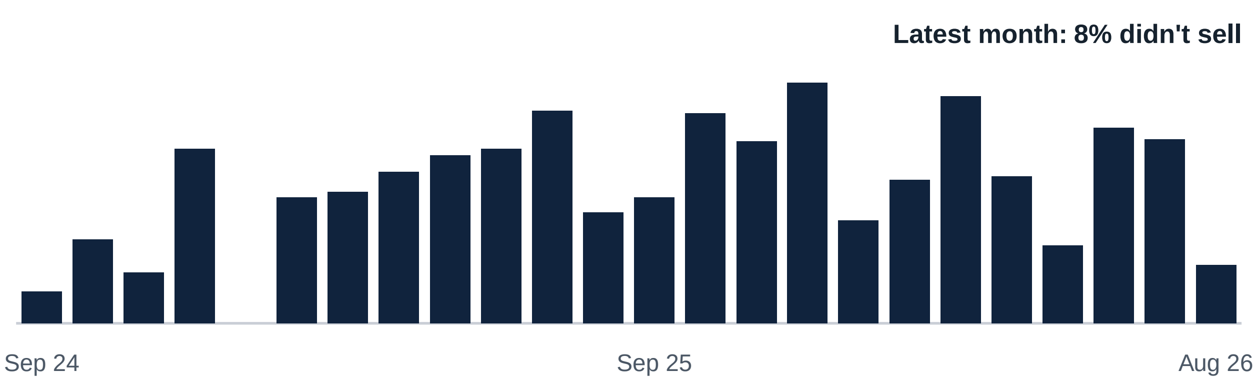
94.0%
sold vs. first ask after a fall-through
vs. 96.2% on the first contract

91
median days to sell after a fall-through
vs. 18 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 45% · cash 41% · VA 8% · FHA 2% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 21% of listings in Morehead City didn't sell this past year, so there's room to negotiate, especially in the $1M+ range where 28% didn't sell.
- Homes needing price cuts sat for a median 59 days. That's a signal for buyers to watch for softening prices.
- Most buyers here aren't stretching with FHA. 41% paid cash, 45% used conventional loans, 8% used VA, and 2% used FHA.

Did you know?

- The typical sold home in Morehead City went for $435,000, at a median 95.8% of the first asking price.
- 75% of homes that sold went for less than the original asking price.
- On a $435,000 home financed at 7.03%, the estimated monthly carrying cost is about $3,270. Sitting unsold adds up to about $17,400 in estimated carrying costs.

Neighborhoods in Morehead City

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Brandywine Bay	42	35	**17%**	19	95.9%

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.