

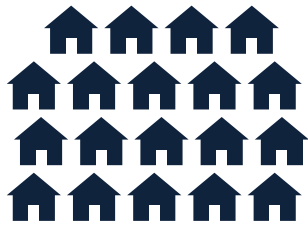


MARKET INSIGHTS · LAST 12 MONTHS THROUGH OCTOBER 1, 2026

Navassa

Navassa Homes Sell Fast: 29 Days Typical

In Navassa, homes that sold over the last 12 months took a typical 29 days and sold at 99.7% of asking price. Price it right from the start and you're looking at 13 days on market. Price it wrong and you're looking at 77 days, plus a bigger discount.



19 sold

out of every 20 listed



1 didn't

expired, withdrawn or canceled

122

homes finished on the market

31

median days to sell from the first day listed

114

sold

99.7%

sold vs. first asking price

8 (7%)

didn't sell

\$359,995

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 Outlined houses expired, were withdrawn or were canceled.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 \$359,990 home, per month	
Mortgage (principal + interest)	\$1,922
Property taxes	\$103
Homeowners insurance	\$250
Upkeep	\$300
Utilities	\$250
Total	\$2,820

About \$2,820 every month the home sits.

Listings that didn't sell stayed on the market a median of 142 days — roughly \$13,200 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

13

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

75

median days when price cuts were needed
31 homes · sold for 93.6% of first asking



What this means if you're selling

- Priced-right listings sold in a typical 13 days. Listings that needed a price cut sat for 77 days and still sold at 93.5% of asking.
- Homes that never sold sat a median 142 days before the listing ended.
- 1 in 8 contracts fell apart before closing here, most often inspection, appraisal or financing issues. Most of those homes (94%) went on to sell later, at 97.7% of asking.
- Waiting on an overpriced listing costs real money: about \$13,200 estimated in carrying costs for a typical home while it sits unsold.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	17	15	12%	36	100.0%
\$300–400K	69	64	7%	39	99.2%
\$400–500K	33	32	3%	26	99.8%

When contracts fall apart

12%

of contracts fell apart before closing
16 of about 130

94%

of those homes later sold

6%

never sold

97.7%

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

61

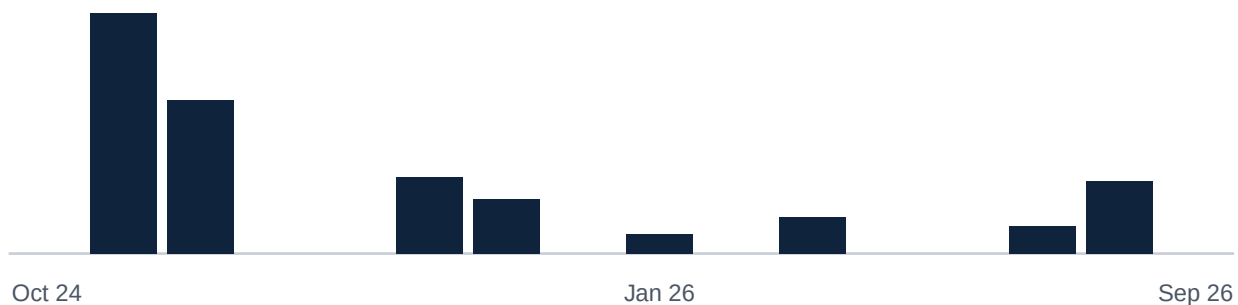
median days to sell after a fall-through
vs. 24 on the first contract

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 47% · cash 6% · VA 11% · FHA 36% · other 1%.

Share of listings that didn't sell, by month

Latest month: 0% didn't sell



What this means if you're buying

- More than half of Navassa homes (52%) sold below the first asking price. There's room to negotiate.
- Homes that don't sell often sit a long time first, a median 142 days, before the listing ends.
- Most buyers here used conventional loans (45%) or FHA (35%). At a 7.03% mortgage rate, estimated monthly carrying cost on a \$359,990 home runs about \$2,820.



Did you know?

- Navassa's median sold price over the last 12 months was \$359,990.
- The rate of listings that didn't sell dropped to 7% this year, down from 16% the year before.
- Only 1 in 15 Navassa listings ended without selling.

Neighborhoods in Navassa

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Cedar Hill Landing	61	60	2%	39	98.9%
Lakes at Riverbend	57	50	12%	13	100.0%

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.