Buddy Blake Team
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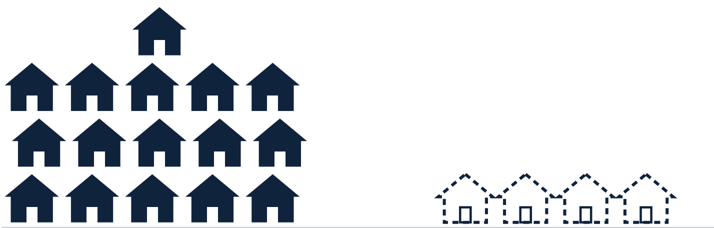
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

New Bern

1 in 6 New Bern Listings Didn't Sell This Year

In New Bern, 1,432 homes sold over the last 12 months, but 311 didn't sell at all. Homes priced right from the start sold in 22 days, while ones that needed price cuts sat for 81 days and still sold for less. The market is telling a clear story: pricing and timing matter more than ever.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

1,743
homes finished on the market

40
median days to sell
from the first day listed

1,432
sold

98.5%
sold vs. first asking price

311 (18%)
didn't sell

$331,870
median sold price

What waiting costs

A typical $331,870 home, per month	
Mortgage (principal + interest)	$1,772
Property taxes	$123
Homeowners insurance	$250
Upkeep	$277
Utilities	$250
Total	**$2,670**

About $2,670 every month the home sits.

Listings that didn't sell stayed on the market a median of 122 days — roughly $10,700 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

22
median days to sell when priced right
907 homes that sold at 97%+ of first asking

81
median days when price cuts were needed
525 homes · sold for 92.9% of first asking

What this means if you're selling

- Price it right from day one: homes that sold quickly took 22 days, needing cuts stretched things to 81 days.
- The $750K-1M range struggled most, with a 33% did-not-sell rate. $300-400K homes did best at 14%.
- Waiting has a real cost: staying on market unsold runs about an estimated $10,700 in carrying costs.
- 1 in 6 contracts fell apart before closing, most often due to inspection, appraisal or financing issues. Homes that found a second contract took 94 days and sold at 95.1% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	546	465	**15%**	25	97.7%
$300–400K	722	619	**14%**	49	99.7%
$400–500K	254	196	**23%**	44	98.5%
$500–750K	161	112	**30%**	47	97.1%
$750K–1M	39	26	**33%**	91	96.0%
$1M+	21	14	**33%**	84	91.3%

When contracts fall apart

18%
of contracts fell apart before closing
307 of about 1,746

75%
of those homes later sold

23%
never sold

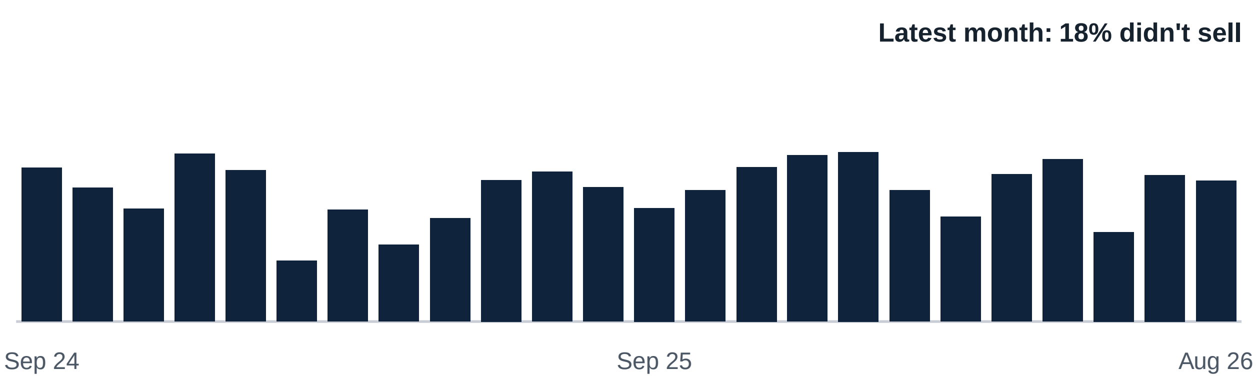
95.1%
sold vs. first ask after a fall-through
vs. 98.9% on the first contract

94
median days to sell after a fall-through
vs. 32 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 32% · cash 22% · VA 36% · FHA 9% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Sellers are negotiating: typical sale price is 98.5% of first asking price, and 61% of homes sold below that first ask.
- Homes that sat too long, a median 122 days, saw price cuts of about 1.5%.
- Financing varies: 36% of buyers used VA loans, 32% conventional, 22% paid cash, and 9% used FHA.

Did you know?

- The typical New Bern home took 40 days to sell.
- After a contract fell apart, 75% of those homes later sold, at a median 95.1% of asking.
- At today's 7.03% rate, a home at the median price of $331,870 runs about $2,670 a month estimated.

Neighborhoods in New Bern

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Fairfield Harbour	218	143	**34%**	74	96.8%
Bluewater Rise	115	109	**5%**	71	100.0%
River Bend	94	72	**23%**	37	97.2%
Madeline Farm	73	67	**8%**	46	100.0%
Tyler, Home on the Lake	72	67	**7%**	43	100.0%
Carolina Colours	67	55	**18%**	106	98.2%
West New Bern	67	58	**13%**	57	100.0%
New Bern Downtown Historic	54	35	**35%**	23	98.5%
Carolina Pines	45	39	**13%**	15	98.6%
Taberna	41	35	**15%**	36	97.1%

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.