MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

New Bern Downtown Historic, New Bern

New Bern Downtown Historic: 1 in 3 Listings Didn't Sell

Over the last 12 months in the New Bern Downtown Historic neighborhood, 54 homes ended and 35 sold. Homes priced right sold in a typical 23 days at 98.5% of asking, while the 19 that didn't sell sat a median of 122 days before giving up.

13 sold
out of every 20 listed

7 didn't
expired, withdrawn or canceled

54
homes finished on the market

23
median days to sell
from the first day listed

35
sold

98.5%
sold vs. first asking price

19 (35%)
didn't sell

$425,900
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 Outlined houses expired, were withdrawn or were canceled.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 $425,900 home, per month	
Mortgage (principal + interest)	$2,274
Property taxes	$158
Homeowners insurance	$250
Upkeep	$355
Utilities	$250
Total	**$3,290**

About $3,290 every month the home sits.

Listings that didn't sell stayed on the market a median of 122 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); 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

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

70
median days when price cuts were needed
14 homes · sold for 92.5% of first asking

What this means if you're selling

- Price it right from day one: homes that sold needed just 17 days and 21 sellers got it right, versus 70 days and a 2.6% cut for the 14 that needed price changes.
- Waiting has a cost: an unsold home carries an estimated $13,200 while it sits.
- 13% of contracts fell apart (1 in 8) — most often inspection, appraisal or financing issues.
- If your contract falls apart, 80% of those homes go on to sell later, at a median 96.1% of asking, but it takes about 138 days.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	10	7	**30%**	49	98.9%
$500–750K	20	12	**40%**	18	98.8%

When contracts fall apart

13%
of contracts fell apart before closing
5 of about 40

80%
of those homes later sold

20%
never sold

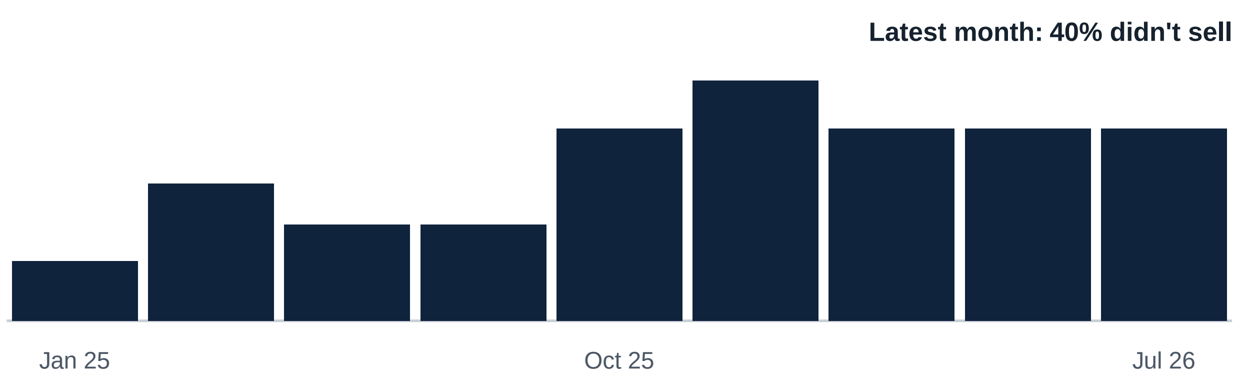
96.1%
sold vs. first ask after a fall-through
vs. 98.6% on the first contract

138
median days to sell after a fall-through
vs. 20 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 54% · cash 37% · VA 6% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical sold price is $425,900, and homes are going for 98.5% of the first asking price, with 69% selling below it — there's room to negotiate.
- Listings that don't sell sit a median of 122 days before coming off the market.
- Buyers are paying in a mix of ways: 37% cash, 54% conventional loans, and 6% VA.

Did you know?

- The typical sold price in New Bern Downtown Historic is $425,900.
- At a 7.03% mortgage rate, the estimated monthly carrying cost on a typical home here is $3,290.
- Last year the didn't-sell rate was 21% — this year it's up to 35%, or 1 in 3 listings.

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.