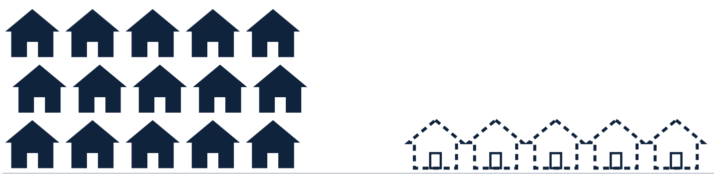
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Ocean Ridge Plantation, Ocean Isle Beach

Ocean Ridge Plantation: 1 in 4 Listings Didn't Sell

Over the last 12 months in Ocean Ridge Plantation, 83 listings ended and 63 sold, but 20 didn't sell, a 24% rate, up from 20% the year before. Homes priced right from the start sold in a median of 20 days, while ones that needed price cuts sat a median of 99 days before selling. The typical sold home fetched 96.2% of its first asking price, with a median sold price of $652,000.



15 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

83
homes finished on the market

74
median days to sell
from the first day listed

63
sold

96.2%
sold vs. first asking price

20 (24%)
didn't sell

$652,000
median sold price

What waiting costs

A typical $652,000 home, per month	
Mortgage (principal + interest)	$3,453
Property taxes	$186
Homeowners insurance	$250
Upkeep	$543
Utilities	$250
Total	**$4,680**

About $4,680 every month the home sits.

Listings that didn't sell stayed on the market a median of 181 days — roughly $27,900 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

20
median days to sell when priced right
28 homes that sold at 97%+ of first asking

99
median days when price cuts were needed
35 homes · sold for 93.3% of first asking

What this means if you're selling

- Price it right on day one. Listings priced correctly sold in a median of 20 days versus 99 days for ones that needed cuts.
- The $750K-1M range struggled most, with a 31% rate of not selling. The $500-750K range did better, at 20%.
- Listings that never sold typically had a 3.7% price cut and still sat a median of 181 days before coming off market.
- If a contract falls apart, most often inspection, appraisal or financing issues are to blame. 11% of contracts here fell apart, but 38% of those homes later sold anyway, at a median 95.8% of asking.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$500–750K	46	37	**20%**	74	96.0%
$750K–1M	26	18	**31%**	33	97.1%
$1M+	10	7	**30%**	145	93.6%

When contracts fall apart

11%
of contracts fell apart before closing
8 of about 71

38%
of those homes later sold

63%
never sold

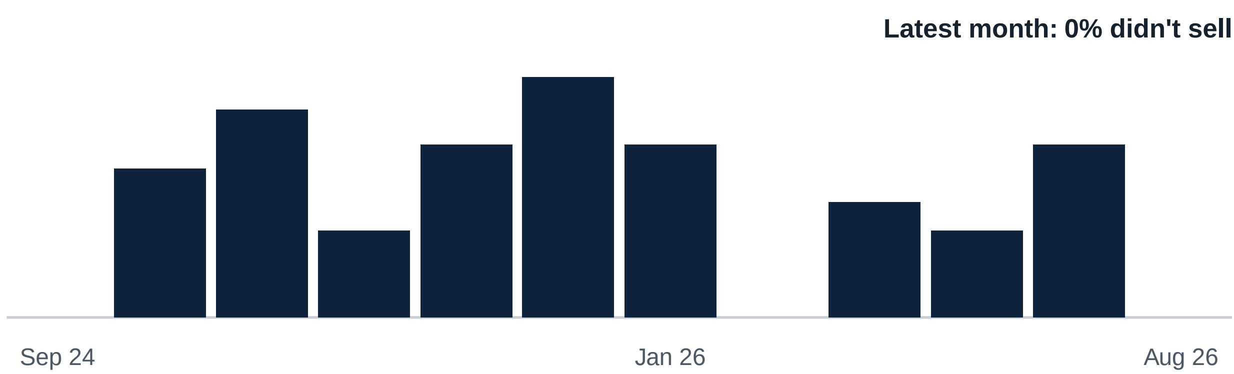
95.8%
sold vs. first ask after a fall-through
vs. 96.3% on the first contract

77
median days to sell after a fall-through
vs. 74 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 62% · cash 37% · VA 0% · FHA 0% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- 76% of homes here sold below the first asking price, so there's usually room to negotiate.
- Homes that needed a price cut sat a median of 99 days before selling. If you find one of these, you may have more leverage.
- Most buyers here paid conventional financing (62%) or cash (37%).

Did you know?

- The typical sold home in Ocean Ridge Plantation went for $652,000, taking a median of 74 days to sell.
- On a home priced at $652,000, with today's 6.95% mortgage rate, estimated monthly carrying costs run about $4,680.
- A home that sits unsold for the median 181 days could cost its seller an estimated $27,900 in carrying costs.

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.