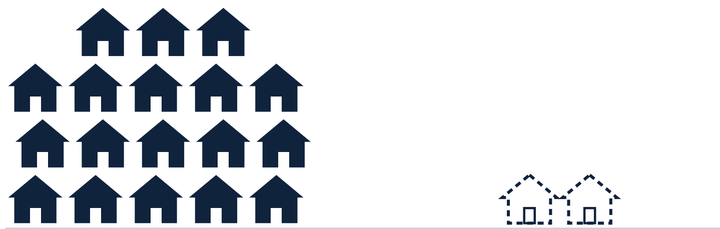
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Palmetto Creek, Bolivia

In Palmetto Creek, 1 in 4 Contracts Fell Apart

Over the last 12 months in the Palmetto Creek neighborhood in Bolivia, 58 of 64 homes that ended actually sold. Typical time to sell was 122 days, and the typical home sold for 97.6% of its first asking price. Homes priced right from the start sold in 68 days, while ones that needed price cuts took 165 days and still landed at 92.4% of ask.



18 sold
out of every 20 listed

2 didn't
expired, withdrawn or canceled

66
homes finished on the market

127
median days to sell
from the first day listed

59
sold

97.4%
sold vs. first asking price

7 (11%)
didn't sell

$451,900
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 Outlined houses expired, were withdrawn or were canceled.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 $451,900 home, per month	
Mortgage (principal + interest)	$2,393
Property taxes	$129
Homeowners insurance	$250
Upkeep	$377
Utilities	$250
Total	**$3,400**

About $3,400 every month the home sits.

Listings that didn't sell stayed on the market a median of 181 days — roughly $20,200 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

68
median days to sell when priced right
33 homes that sold at 97%+ of first asking

168
median days when price cuts were needed
26 homes · sold for 92.3% of first asking

What this means if you're selling

- Price it right from day one — homes priced right sold in 68 days, ones that needed cuts took 165 days
- 6 homes in Palmetto Creek didn't sell this year, and listings that never sold sat a median of 181 days with a 4.1% price cut along the way
- 24% of contracts fell apart before closing, most often inspection, appraisal or financing issues — have your home ready to withstand those checks
- If a contract does fall apart, homes that later sold still closed at 97.8% of asking, so it's not a lost cause, just a longer road at 287 days

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	40	36	**10%**	157	97.6%
$500–750K	18	15	**17%**	57	100.0%

When contracts fall apart

24%
of contracts fell apart before closing
19 of about 78

100%
of those homes later sold

0%
never sold

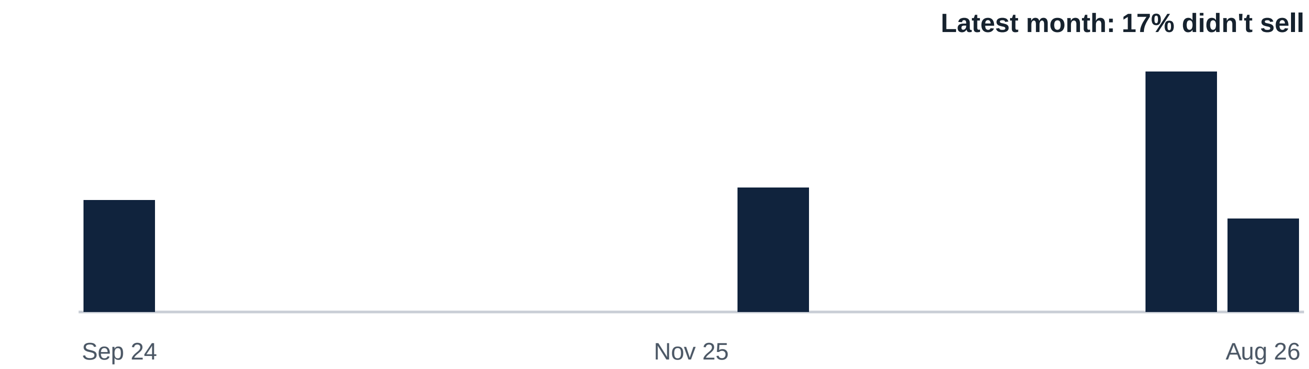
97.8%
sold vs. first ask after a fall-through
vs. 97.3% on the first contract

287
median days to sell after a fall-through
vs. 79 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 61% · cash 25% · VA 7% · FHA 5% · other 2%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home in Palmetto Creek sold for 97.6% of first asking price, and 69% of homes sold below that first ask — there's room to negotiate
- Homes that needed price cuts sat a median of 165 days before selling, so patience can pay off
- Most buyers here used conventional financing (59%), 27% paid cash, 7% used VA and 5% used FHA

Did you know?

- 1 in 11 homes in Palmetto Creek didn't sell in the last 12 months, up from a 5% rate the year before
- Carrying a typical $451,978 home here runs about an estimated $3,400 a month, or about $20,200 while it sits unsold
- After a contract falls apart, homes that go on to sell take a median of 287 days total, compared to 60 days on a first contract that sticks

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.