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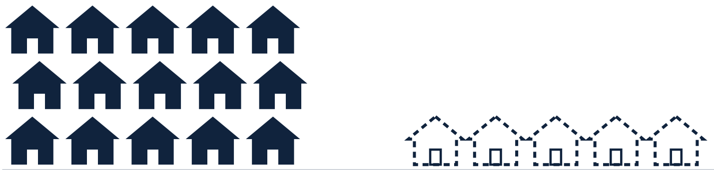
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Pine Knoll Shores

In Pine Knoll Shores, 1 in 4 Listings Didn't Sell

Over the last 12 months in Pine Knoll Shores, 96 homes ended their listing and 74 sold. The typical sale took 52 days and closed at 94.9% of the first asking price, with 81% selling below that first ask.



15 sold
out of every 20 listed

5 didn't
expired, withdrawn or canceled

96
homes finished on the market

52
median days to sell
from the first day listed

74
sold

94.9%
sold vs. first asking price

22 (23%)
didn't sell

$750,000
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 Outlined houses expired, were withdrawn or were canceled.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 $750,000 home, per month	
Mortgage (principal + interest)	$4,004
Property taxes	$141
Homeowners insurance	$250
Upkeep	$625
Utilities	$250
Total	**$5,270**

About $5,270 every month the home sits.

Listings that didn't sell stayed on the market a median of 192 days — roughly $33,300 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); Carteret County rate 0.225 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

9
median days to sell when priced right
25 homes that sold at 97%+ of first asking

83
median days when price cuts were needed
48 homes · sold for 92.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 9 days. Those that needed price cuts took 83 days and still sold for less, 92.6% of ask.
- The $1M+ range struggled most, with a 29% rate of not selling. The $750K-1M range did best at 24%.
- Listings that never sold sat a median of 192 days and still carried a median price cut of 4.5%.
- 13% of contracts fell apart, about 1 in 8. Most often that's inspection, appraisal or financing issues. Homes that had to relist afterward took a median of 170 days and sold for 88.3% of ask, versus 95.2% for a first contract that holds.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	15	11	**27%**	124	94.4%
$500–750K	22	19	**14%**	81	94.5%
$750K–1M	25	19	**24%**	43	95.1%
$1M+	31	22	**29%**	48	95.7%

When contracts fall apart

13%
of contracts fell apart before closing
11 of about 85

64%
of those homes later sold

36%
never sold

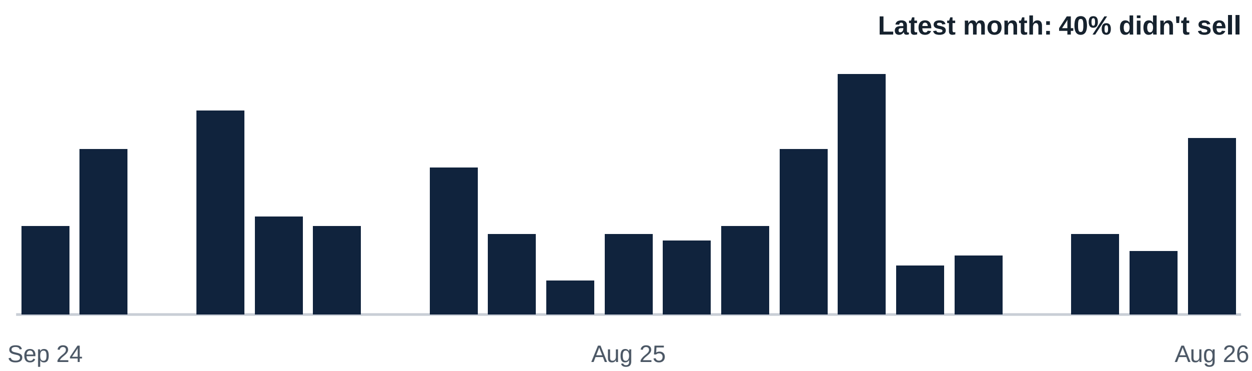
88.3%
sold vs. first ask after a fall-through
vs. 95.2% on the first contract

170
median days to sell after a fall-through
vs. 47 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 60% · cash 36% · VA 3% · FHA 0% · other 1%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes are typically selling for 94.9% of first asking price, and most, 81%, sell below that first ask.
- If a home sat 192 days without selling, that's room to negotiate.
- On a $750,000 home, 36% of buyers paid cash, 60% used conventional financing, and 3% used VA.

Did you know?

- The didNotSell rate ticked up from 20% a year ago to 23% now.
- An estimated monthly carrying cost on a $750,000 home today, at a 7.03% mortgage rate, runs about $5,270.
- Sitting unsold that extra stretch is estimated to cost about $33,300 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.