Buddy Blake Team
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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Pinners Point, Oak Island

In Pinners Point, 1 in 4 Listings Didn't Sell

Over the last 12 months in Pinners Point, 43 listings ended and 31 sold. Homes priced right sold in 22 days, while the ones that needed price cuts sat for 76 days and still took a cut of 90.6% to get to closing. Listings that never sold sat a median of 163 days before the sellers gave up.

14 sold
out of every 20 listed

6 didn't
expired, withdrawn or canceled

43
homes finished on the market

56
median days to sell
from the first day listed

31
sold

96.4%
sold vs. first asking price

12 (28%)
didn't sell

$535,000
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 Outlined houses expired, were withdrawn or were canceled.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 $535,000 home, per month	
Mortgage (principal + interest)	$2,833
Property taxes	$152
Homeowners insurance	$250
Upkeep	$446
Utilities	$250
Total	**$3,930**

About $3,930 every month the home sits.

Listings that didn't sell stayed on the market a median of 163 days — roughly $21,000 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

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

76
median days when price cuts were needed
18 homes · sold for 90.6% of first asking

What this means if you're selling

- Homes priced right from day one sold in 22 days flat, no drama
- Wait too long to adjust and you're looking at 76 days on market and a bigger cut in the end
- 1 in 9 contracts in Pinners Point fell apart before closing, most often inspection, appraisal or financing issues
- If a contract falls apart, half of those homes sold later, but it often meant a much longer road, up to 313 days

When contracts fall apart

11%
of contracts fell apart before closing
4 of about 35

50%
of those homes later sold

50%
never sold

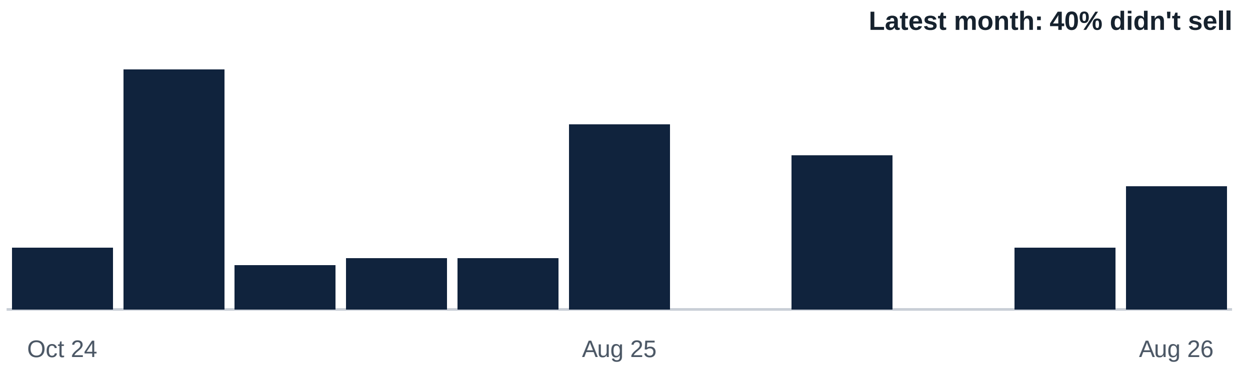
90.6%
sold vs. first ask after a fall-through
vs. 96.5% on the first contract

313
median days to sell after a fall-through
vs. 53 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 48% · cash 48% · VA 0% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes that needed a price cut sold at 90.6% of asking, so there's room to negotiate on the ones that have been sitting
- The typical home in Pinners Point took 56 days to sell, and 87% of homes sold below the original asking price
- Almost half of buyers, 48%, paid cash, and another 48% used conventional financing

Did you know?

- The typical Pinners Point home sold for $535,000
- At a 6.95% rate, carrying a $535,000 home runs about an estimated $3,930 a month
- Sellers who didn't sell were still carrying that home for a median of 163 days, an estimated $21,000 in 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.