Buddy Blake Team
Coldwell Banker Sea Coast Advantage

(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

Porters Neck Plantation, Wilmington

Porters Neck Plantation: 39% of Listings Didn't Sell This Year

In Porters Neck Plantation, 1 in 3 homes that hit the market in the last 12 months didn't sell. Homes priced right from the start sold in 24 days. Homes that needed price cuts sat for 66 days and still sold for less.

12 sold
out of every 20 listed

8 didn't
expired, withdrawn or canceled

65
homes finished on the market

54
median days to sell
from the first day listed

40
sold

97.4%
sold vs. first asking price

25 (39%)
didn't sell

$840,000
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 Outlined houses expired, were withdrawn or were canceled.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 $840,000 home, per month	
Mortgage (principal + interest)	$4,448
Property taxes	$214
Homeowners insurance	$250
Upkeep	$700
Utilities	$250
Total	**$5,860**

About $5,860 every month the home sits.

Listings that didn't sell stayed on the market a median of 126 days — roughly $24,300 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); New Hanover County rate 0.306 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

24
median days to sell when priced right
22 homes that sold at 97%+ of first asking

66
median days when price cuts were needed
18 homes · sold for 91.7% of first asking

What this means if you're selling

- Price it right at listing. Homes priced correctly sold in 24 days, while ones needing cuts took 66 days and sold at 91.7% of ask instead of 97.4%.
- The didNotSellRate jumped from 28% last year to 39% this year. Overpricing carries more risk now than before.
- 1 in 5 contracts fall apart before closing. Most often it's inspection, appraisal or financing issues. Be ready with paperwork and a realistic price to avoid a second round.
- If your contract does fall through, homes that eventually sold took 88 days and closed at 90.7% of ask, versus 43 days and 97.5% for a first contract that sticks.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$500–750K	10	9	**10%**	101	97.1%
$750K–1M	31	21	**32%**	25	98.1%
$1M+	23	10	**57%**	54	91.7%

When contracts fall apart

18%
of contracts fell apart before closing
9 of about 49

67%
of those homes later sold

33%
never sold

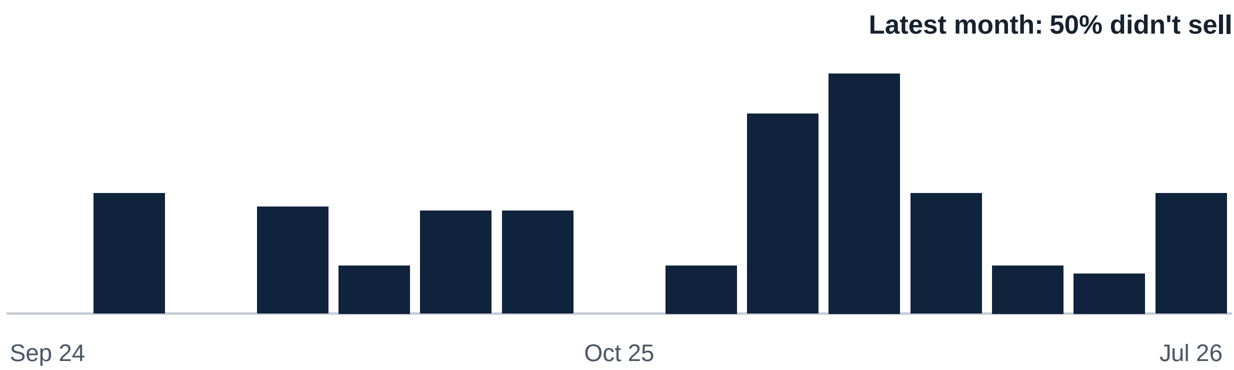
90.7%
sold vs. first ask after a fall-through
vs. 97.5% on the first contract

88
median days to sell after a fall-through
vs. 43 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 50% · cash 45% · VA 3% · FHA 0% · other 3%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes that sit here often see a 2.1% price cut before they finally sell or come off the market. There's room to negotiate on listings that have been up a while.
- 45% of buyers here paid cash and 50% used conventional financing. FHA buyers were essentially absent, so know how you'll pay before you make an offer.
- Watch listings that have been on the market past 66 days. Those are the ones where sellers are more likely to consider a lower offer.

Did you know?

- The typical sold home in Porters Neck Plantation went for $840,000, and buyers typically paid 97.4% of the first asking price.
- Carrying a typical $840,000 home here runs about $5,860 a month, and sitting unsold an extra stretch adds up to an estimated $24,300.
- 88% of homes that sold in Porters Neck Plantation sold for less than their original asking price.

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.