Buddy Blake Team
Coldwell Banker Sea Coast Advantage

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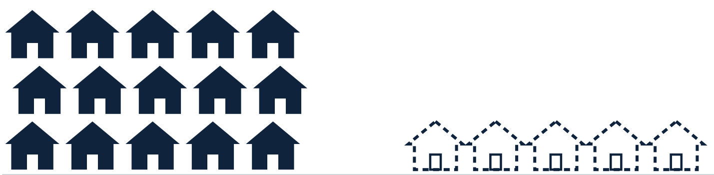
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

River Bend, New Bern

River Bend: 1 in 4 Listings Didn't Sell Last Year

In River Bend, 94 listings ended in the last 12 months, 72 sold and 22 didn't sell. Homes priced right from the start sold in 14 days, while homes that needed cuts sat 92 days before selling at 92.3% of asking.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

94
homes finished on the market

37
median days to sell
from the first day listed

72
sold

97.2%
sold vs. first asking price

22 (23%)
didn't sell

$313,500
median sold price

What waiting costs

A typical $313,500 home, per month	
Mortgage (principal + interest)	$1,674
Property taxes	$116
Homeowners insurance	$250
Upkeep	$261
Utilities	$250
Total	**$2,550**

About $2,550 every month the home sits.

Listings that didn't sell stayed on the market a median of 129 days — roughly $10,800 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); Craven County rate 0.4448 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

14
median days to sell when priced right
39 homes that sold at 97%+ of first asking

92
median days when price cuts were needed
33 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 14 days versus 92 days for ones that needed cuts
- Didn't sell rate climbed to 23% this year from 16% the year before, so pricing matters more now
- Listings that never sold still sat a median 129 days and needed a 3.1% price cut without selling
- Contracts fall apart 22% of the time (1 in 5), most often inspection, appraisal or financing issues, so be ready to re-list if that happens

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	32	28	**13%**	30	97.2%
$300–400K	37	31	**16%**	30	97.9%
$500–750K	14	7	**50%**	150	93.0%

When contracts fall apart

22%
of contracts fell apart before closing
20 of about 92

70%
of those homes later sold

30%
never sold

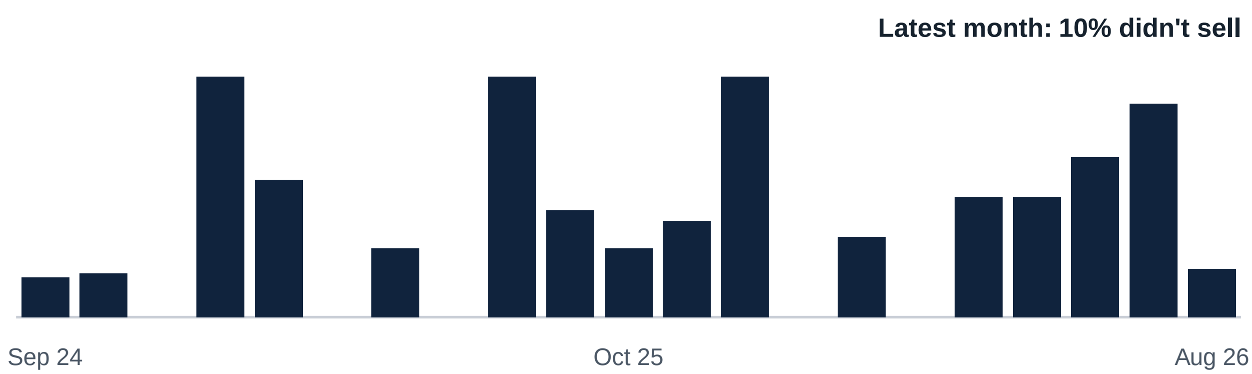
89.2%
sold vs. first ask after a fall-through
vs. 97.5% on the first contract

138
median days to sell after a fall-through
vs. 26 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 40% · cash 36% · VA 15% · FHA 8% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Typical home in River Bend sells at 97.2% of first asking price, and 75% of homes sold below that first ask, so there's room to negotiate
- Homes that need a price cut take a lot longer, 92 days versus 14 days for ones priced right from the start
- Buyers are paying different ways: 36% cash, 40% conventional, 15% VA, 8% FHA

Did you know?

- Median sold price in River Bend is $313,500
- At a 7.03% mortgage rate, estimated monthly carrying cost on a typical $313,500 home is about $2,550
- If a contract falls apart, homes that eventually sold anyway took a median 138 days and sold at 89.2% of asking, versus 97.5% and 26 days for 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.