MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Riverlights - Del Webb, Wilmington

In Riverlights - Del Webb, 1 in 2 homes listed didn't sell

In the last 12 months, 53 homes finished their time on the market in the Riverlights - Del Webb neighborhood in Wilmington: 27 sold and 26 did not — about 1 in 2. The ones that sold took a median of 85 days, counted from the first day listed, and closed at 95.8% of their first asking price.

10 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

53
homes finished on the market

85
median days to sell
from the first day listed

27
sold

95.8%
sold vs. first asking price

26 (49%)
didn't sell

$559,000
median sold price

What waiting costs

A typical $559,000 home, per month	
Mortgage (principal + interest)	$2,960
Property taxes	$143
Homeowners insurance	$250
Upkeep	$466
Utilities	$250
Total	**$4,070**

About $4,070 every month the home sits.

Listings that didn't sell stayed on the market a median of 140 days — roughly $18,700 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

28
median days to sell when priced right
11 homes that sold at 97%+ of first asking

108
median days when price cuts were needed
16 homes · sold for 90.8% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 28 days. Homes that needed price cuts took 108 days and sold for 90.8% of their first price.
- Waiting costs money. A $559,000 home runs about $4,070 a month to hold — roughly $18,700 over the time a typical unsold listing sat.
- About 1 in 6 contracts fell apart before closing. Homes that went back on the market sold for 87.6% of first asking, versus 95.9% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	13	5	**62%**	52	98.3%
$500–750K	34	18	**47%**	125	94.2%

When contracts fall apart

16%
of contracts fell apart before closing
5 of about 32

40%
of those homes later sold

60%
never sold

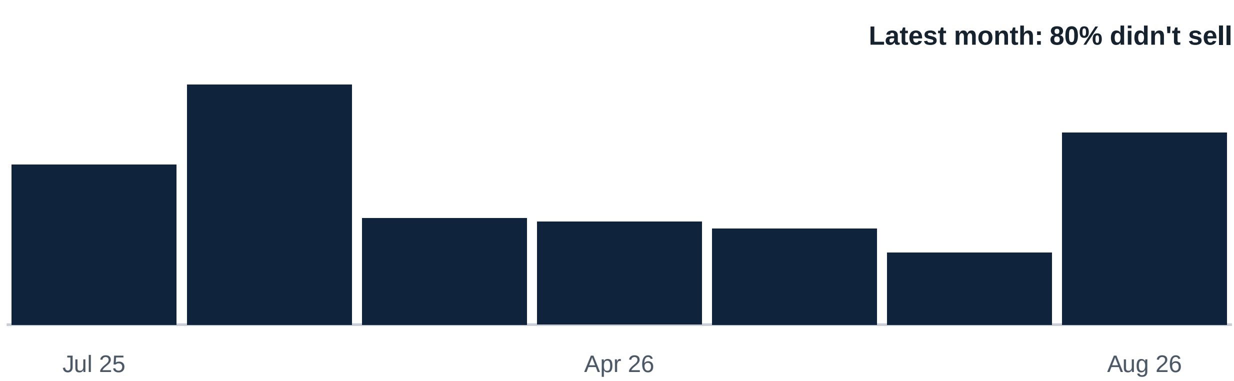
87.6%
sold vs. first ask after a fall-through
vs. 95.9% on the first contract

134
median days to sell after a fall-through
vs. 85 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 41% · cash 52% · VA 4% · FHA 0% · other 4%.

Share of listings that didn't sell, by month



What this means if you're buying

- 93% of homes sold below their first asking price — the first price is often a starting point.
- Homes that sit usually sit for a reason. Listings that didn't sell stayed on the market a median of 140 days.

Did you know?

- 52% of buyers paid cash, and 4% used VA loans.
- A year earlier, 37% of listings didn't sell; now it's 49%.
- When a contract fell apart, 60% of those homes never sold at all.

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.