



MARKET INSIGHTS · LAST 12 MONTHS THROUGH OCTOBER 5, 2026

Sneads Ferry

Sneads Ferry: 1 in 5 Listings Didn't Sell This Year

In Sneads Ferry, 562 homes ended over the last 12 months, and 442 sold while 120 didn't sell. Priced-right homes sold in 14 days, but listings that needed price cuts sat a median of 83 days before selling, and homes under \$300K struggled most at a 30% didn't-sell rate.



566
homes finished on the market

28
median days to sell
from the first day listed

446
sold

98.8%
sold vs. first asking price

120 (21%)
didn't sell

\$384,250
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 Outlined houses expired, were withdrawn or were canceled.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 \$383,531 home, per month	
Property taxes	\$209
Homeowners insurance	\$250
Upkeep	\$320
Utilities	\$250
Your mortgage payment	if any
Total	\$1,033 + mortgage

About \$1,033 every month the home sits — plus your mortgage payment.

Listings that didn't sell stayed on the market a median of 128 days — roughly \$4,327 in taxes, insurance, upkeep and utilities alone, and the home still didn't sell.

An example, not a quote: Onslow County rate 0.655 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.

Priced right from day one vs. chasing the market

15
median days to sell when priced right
300 homes that sold at 97%+ of first asking

84
median days when price cuts were needed
146 homes · sold for 94.2% of first asking



What this means if you're selling

- Price it right from day one: homes priced correctly sold in 14 days versus 83 days for ones that needed cuts
- Homes under \$300K didn't sell 30% of the time, the toughest range in Sneads Ferry
- Waiting costs money: listings that never sold sat a median of 128 days, and an estimated carrying cost of \$12,900 while unsold
- Contracts fall apart 15% of the time here (1 in 7), most often inspection, appraisal or financing issues, so be ready to negotiate or re-list if needed

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	76	53	30%	29	99.0%
\$300–400K	228	187	18%	18	100.0%
\$400–500K	143	130	9%	31	98.7%
\$500–750K	84	60	29%	46	97.1%
\$750K–1M	18	8	56%	45	95.0%
\$1M+	17	8	53%	123	87.6%

When contracts fall apart

15%

of contracts fell apart before closing
79 of about 525

76%

of those homes later sold

22%

never sold

97.4%

sold vs. first ask after a fall-through
vs. 99.2% on the first contract

72

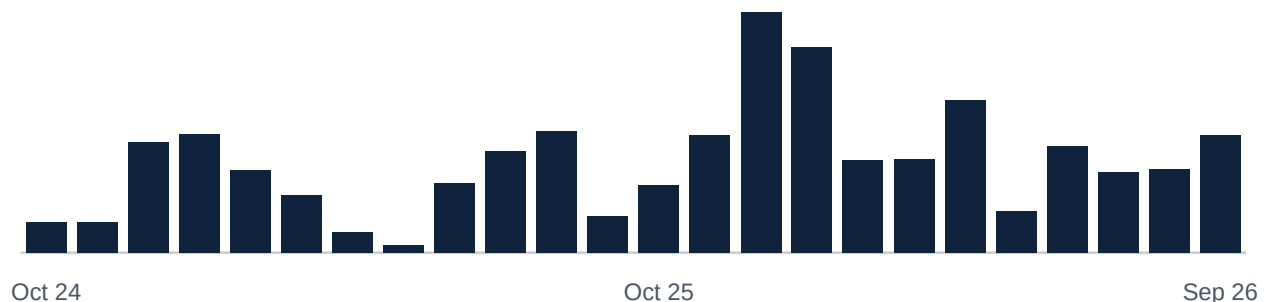
median days to sell after a fall-through
vs. 22 on the first contract

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 25% · cash 11% · VA 55% · FHA 7% · other 2%.

Share of listings that didn't sell, by month

Latest month: 22% didn't sell





What this means if you're buying

- 120 listings didn't sell in the last 12 months, so there's room to negotiate, especially in the under \$300K range where 30% didn't sell
- Homes needing price cuts sold at 94.2% of asking, a bit softer than the 98.9% typical of asking overall
- Most buyers here are using VA loans (55%), with 25% conventional, 11% cash, and 6% FHA

Did you know?

- 56% of homes in Sneads Ferry sold below the first asking price
- If a contract falls apart, 76% of those homes go on to sell later, typically taking 77 days and landing at 97.4% of asking
- At a \$383,531 example price and 7.03% mortgage rate, the estimated monthly carrying cost is about \$3,080

Neighborhoods in Sneads Ferry

Neighborhood	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Citadel Point at Southbridge	58	58	0%	47	99.2%
The Preserve at Tidewater	43	39	9%	21	100.0%

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.