Buddy Blake Team
Coldwell Banker Sea Coast Advantage

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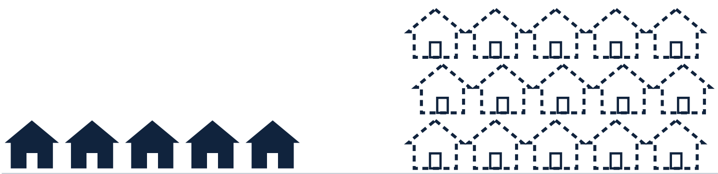
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

St. Regis, North Topsail Beach

In St. Regis, 1 in 2 homes listed didn't sell

In the last 12 months, 51 homes finished their time on the market in the St. Regis neighborhood in North Topsail Beach: 12 sold and 39 did not — about 1 in 2. The ones that sold took a median of 100 days, counted from the first day listed, and closed at 91.3% of their first asking price.



5 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

51
homes finished on the market

100
median days to sell
from the first day listed

12
sold

91.3%
sold vs. first asking price

39 (77%)
didn't sell

$312,500
median sold price

What waiting costs

A typical $312,500 home, per month	
Mortgage (principal + interest)	$1,655
Property taxes	$171
Homeowners insurance	$250
Upkeep	$260
Utilities	$250
Total	**$2,590**

About $2,590 every month the home sits.

Listings that didn't sell stayed on the market a median of 221 days — roughly $18,800 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); 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. 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

117
median days to sell when priced right
2 homes that sold at 97%+ of first asking

100
median days when price cuts were needed
10 homes · sold for 89.7% of first asking

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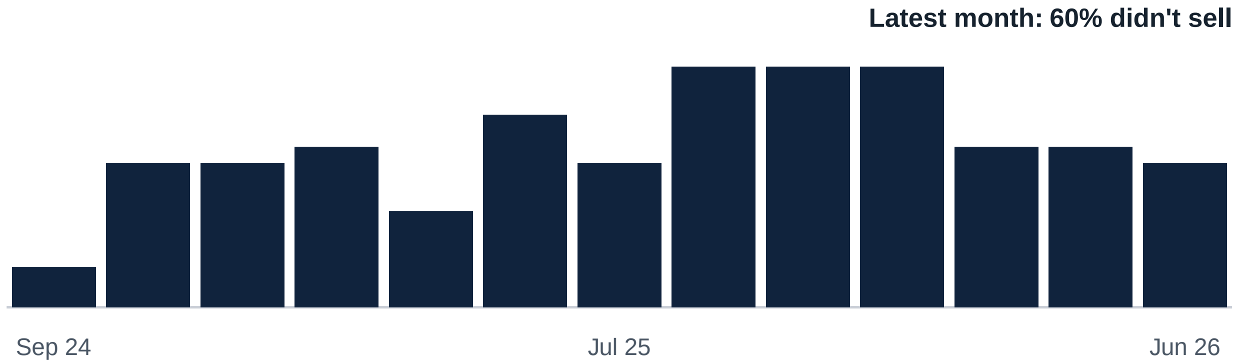
What this means if you're selling

- Homes priced right from day one sold in a median of 117 days. Homes that needed price cuts took 100 days and sold for 89.7% of their first price.
- Waiting costs money. A $312,500 home runs about $2,590 a month to hold — roughly $18,800 over the time a typical unsold listing sat.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	10	4	**60%**	157	92.5%
$300–400K	24	5	**79%**	111	91.7%
$500–750K	10	2	**80%**	52	83.9%

Share of listings that didn't sell, by month



What this means if you're buying

- 92% 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 221 days.

Did you know?

- A year earlier, 54% of listings didn't sell; now it's 77%.

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.