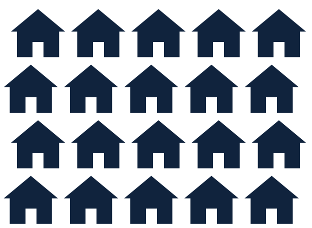
MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Summers Walk, Shallotte

What really happens to homes listed in Summers Walk

In the last 12 months, 54 homes finished their time on the market in the Summers Walk neighborhood in Shallotte: 54 sold and 0 did not. The ones that sold took a median of 38 days, counted from the first day listed, and closed at 96.8% of their first asking price.



20 sold
out of every 20 listed

0 didn't
expired, withdrawn or canceled

54
homes finished on the market

38
median days to sell
from the first day listed

54
sold

96.8%
sold vs. first asking price

0 (0%)
didn't sell

$281,644
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 Outlined houses expired, were withdrawn or were canceled.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 $281,644 home, per month	
Mortgage (principal + interest)	$1,491
Property taxes	$80
Homeowners insurance	$250
Upkeep	$235
Utilities	$250
Total	**$2,310**

About $2,310 every month the home sits.

An example, not a quote: 20% down, 30-year fixed at 6.95% (Freddie Mac average, 2026-09-17); Brunswick County rate 0.342 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

9
median days to sell when priced right
26 homes that sold at 97%+ of first asking

78
median days when price cuts were needed
28 homes · sold for 92.2% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 9 days. Homes that needed price cuts took 78 days and sold for 92.2% of their first price.
- Waiting costs money. A $281,644 home runs about $2,310 a month to hold.
- About 1 in 28 contracts fell apart before closing. Homes that went back on the market sold for 95.6% of first asking, versus 96.8% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under $300K	25	25	**0%**	63	94.7%
$300–400K	29	29	**0%**	25	99.1%

When contracts fall apart

4%
of contracts fell apart before closing
2 of about 56

100%
of those homes later sold

0%
never sold

95.6%
sold vs. first ask after a fall-through
vs. 96.8% on the first contract

61
median days to sell after a fall-through
vs. 38 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 48% · cash 24% · VA 13% · FHA 15% · other 0%.

What this means if you're buying

- 83% of homes sold below their first asking price — the first price is often a starting point.

Did you know?

- 24% of buyers paid cash, and 13% used VA loans.
- A year earlier, 100% of listings didn't sell; now it's 0%.
- When a contract fell apart, 0% 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.