MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

Taberna, New Bern

Taberna: Priced Right Sells in 19 Days, Not 132

In Taberna, homes that were priced right from day one sold in a median of 19 days. The ones that needed price cuts took a median of 67 days, and homes that never sold sat for a median of 132 days before coming off the market. Median sold price over the last 12 months was $497,500.

17 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

41
homes finished on the market

36
median days to sell
from the first day listed

35
sold

97.1%
sold vs. first asking price

6 (15%)
didn't sell

$497,500
median sold price

What waiting costs

A typical $497,500 home, per month	
Mortgage (principal + interest)	$2,656
Property taxes	$184
Homeowners insurance	$250
Upkeep	$415
Utilities	$250
Total	**$3,750**

About $3,750 every month the home sits.

Listings that didn't sell stayed on the market a median of 132 days — roughly $16,200 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

19
median days to sell when priced right
19 homes that sold at 97%+ of first asking

67
median days when price cuts were needed
16 homes · sold for 94.8% of first asking

What this means if you're selling

- Homes priced right from the start sold in a median of 19 days. Listings that needed cuts took a median of 67 days.
- 6 of 41 listings didn't sell over the last 12 months, a 15% rate, up from 13% the year before.
- 1 in 5 contracts fell apart before closing, most often inspection, appraisal or financing issues, general industry experience. Homes that went back on the market after a fall-through sold 100% of the time, at a median 97.0% of asking.
- Listings that never sold still carried a median price cut of 0.5% along the way, and sat a median 132 days before coming off market.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	12	10	**17%**	32	99.9%
$500–750K	20	18	**10%**	63	96.0%

When contracts fall apart

22%
of contracts fell apart before closing
10 of about 45

100%
of those homes later sold

0%
never sold

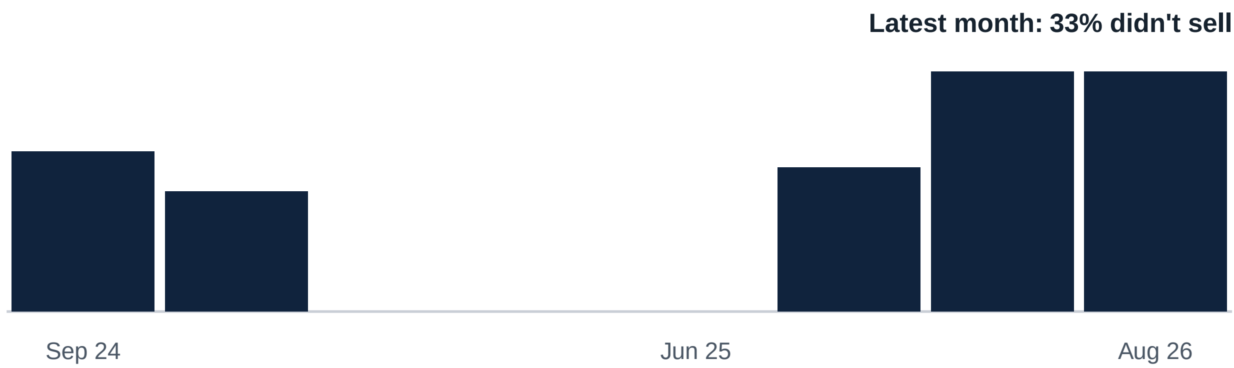
97.0%
sold vs. first ask after a fall-through
vs. 97.3% on the first contract

57
median days to sell after a fall-through
vs. 35 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 31% · cash 31% · VA 34% · FHA 3% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- 77% of Taberna sales closed below the first asking price, with typical sales landing at 97.1% of first ask.
- Homes that need price cuts eventually sell at a median 94.8% of asking, so there's room to negotiate on listings that have sat a while.
- Financing mix: 31% cash, 31% conventional, 34% VA, 3% FHA. At a $497,500 example price and 7.03% rate, estimated monthly carrying cost is about $3,750.

Did you know?

- A typical unsold Taberna listing carries an estimated $16,200 in carrying costs while it sits on the market.
- Homes that went back on the market after a fell-apart contract took a median 57 days to sell the second time, versus 35 days for homes that sold on the first contract.
- Nearly 1 in 7 Taberna listings ended without selling over the last 12 months.

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.