



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

The Cape, Wilmington

In The Cape, 1 in 4 homes listed didn't sell

In the last 12 months, 47 homes finished their time on the market in the The Cape neighborhood in Wilmington: 35 sold and 12 did not — about 1 in 4. The ones that sold took a median of 58 days, counted from the first day listed, and closed at 96.3% of their first asking price.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

47

homes finished on the market

35

sold

12 (26%)

didn't sell

58

median days to sell
from the first day listed

96.3%

sold vs. first asking price

\$510,000

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 Outlined houses expired, were withdrawn or were canceled.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 \$510,000 home, per month

Mortgage (principal + interest)	\$2,701
Property taxes	\$130
Homeowners insurance	\$250
Upkeep	\$425
Utilities	\$250
Total	\$3,760

About \$3,760 every month the home sits.

Listings that didn't sell stayed on the market a median of 182 days — roughly \$22,500 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

7

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

77

median days when price cuts were needed
21 homes · sold for 95.0% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 7 days. Homes that needed price cuts took 77 days and sold for 95.0% of their first price.
- Waiting costs money. A \$510,000 home runs about \$3,760 a month to hold — roughly \$22,500 over the time a typical unsold listing sat.
- About 1 in 4 contracts fell apart before closing. Homes that went back on the market sold for 96.7% of first asking, versus 96.3% 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	16	11	31%	40	96.5%
\$500–750K	14	12	14%	69	96.1%
\$750K–1M	12	8	33%	61	93.9%

When contracts fall apart

27%

of contracts fell apart before closing
13 of about 48

62%

of those homes later sold

31%

never sold

96.7%

sold vs. first ask after a fall-through
vs. 96.3% on the first contract

71

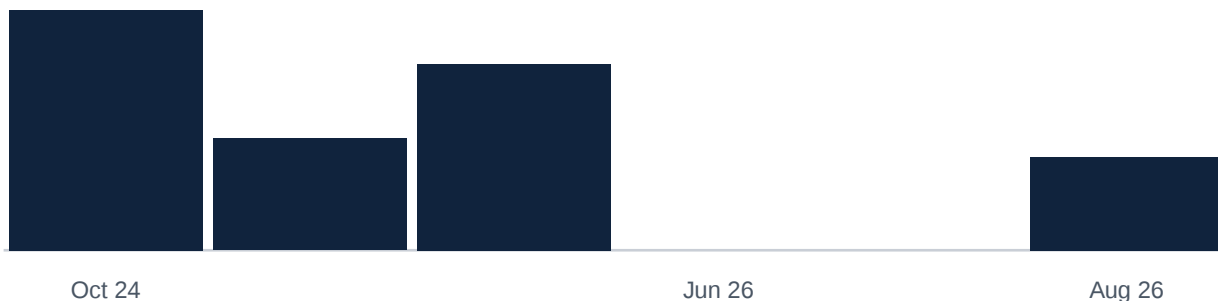
median days to sell after a fall-through
vs. 58 on the first contract

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 63% · cash 20% · VA 11% · FHA 6% · other 0%.

Share of listings that didn't sell, by month

Latest month: 17% didn't sell



What this means if you're buying

- 80% 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 182 days.



Did you know?

- 20% of buyers paid cash, and 11% used VA loans.
- A year earlier, 24% of listings didn't sell; now it's 26%.
- When a contract fell apart, 31% 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.