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MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 24, 2026

The Preserve at Tidewater, Sneads Ferry

Preserve at Tidewater Homes Sell in Just 15 Days

In the last 12 months, 36 homes sold in The Preserve at Tidewater and 4 didn't sell, a 10% didNotSell rate. Homes priced right from the start sold in 11 days at a median of $438,115, while ones needing price cuts sat 57 days and closed at 96.3% of asking.

18 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

40
homes finished on the market

15
median days to sell
from the first day listed

36
sold

100.0%
sold vs. first asking price

4 (10%)
didn't sell

$438,115
median sold price

What waiting costs

A typical $438,115 home, per month	
Mortgage (principal + interest)	$2,320
Property taxes	$239
Homeowners insurance	$250
Upkeep	$365
Utilities	$250
Total	**$3,420**

About $3,420 every month the home sits.

Listings that didn't sell stayed on the market a median of 114 days — roughly $12,800 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

11
median days to sell when priced right
33 homes that sold at 97%+ of first asking

57
median days when price cuts were needed
3 homes · sold for 96.3% of first asking

What this means if you're selling

- Price it right from day one: 33 homes did this and sold in 11 days
- Needing a price cut cost time: 3 listings took 57 days and settled for 96.3% of asking
- 1 in 10 listings didn't sell, up slightly from 8% the year before
- 1 in 5 contracts fell apart before closing, most often inspection, appraisal or financing issues

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$400–500K	25	24	**4%**	17	100.0%
$500–750K	12	9	**25%**	16	98.2%

When contracts fall apart

18%
of contracts fell apart before closing
8 of about 44

75%
of those homes later sold

25%
never sold

103.8%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

39
median days to sell after a fall-through
vs. 10 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 28% · cash 11% · VA 58% · FHA 3% · other 0%.

What this means if you're buying

- 33% of homes sold below the first asking price, so there's room to negotiate
- Homes that don't sell sit a median of 114 days, so a slow listing is a signal
- Most buyers here use VA loans (58%), with 28% conventional, 11% cash, and 3% FHA

Did you know?

- Typical days to sell in The Preserve at Tidewater is just 15 days
- Estimated monthly carrying cost on a typical $438,115 home is about $3,420 at 6.95%
- If a contract falls apart, 75% of those homes go on to sell later, often at 103.8% of asking

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.