



MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

Village at Motts Landing, Wilmington

In Village at Motts Landing, 1 in 3 homes listed didn't sell

In the last 12 months, 45 homes finished their time on the market in the Village at Motts Landing neighborhood in Wilmington: 32 sold and 13 did not — about 1 in 3. The ones that sold took a median of 61 days, counted from the first day listed, and closed at 97.5% of their first asking price.



14 sold

out of every 20 listed



6 didn't

expired, withdrawn or canceled

45

homes finished on the market

32

sold

13 (29%)

didn't sell

61

median days to sell from the first day listed

97.5%

sold vs. first asking price

\$659,950

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 Outlined houses expired, were withdrawn or were canceled.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 \$659,950 home, per month

Mortgage (principal + interest)	\$3,495
Property taxes	\$168
Homeowners insurance	\$250
Upkeep	\$550
Utilities	\$250
Total	\$4,710

About \$4,710 every month the home sits.

Listings that didn't sell stayed on the market a median of 109 days — roughly \$16,900 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

20

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

109

median days when price cuts were needed
13 homes · sold for 92.9% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 20 days. Homes that needed price cuts took 109 days and sold for 92.9% of their first price.
- Waiting costs money. A \$659,950 home runs about \$4,710 a month to hold — roughly \$16,900 over the time a typical unsold listing sat.
- About 1 in 6 contracts fell apart before closing. Homes that went back on the market sold for 95.9% of first asking, versus 97.8% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
\$500–750K	22	19	14%	62	97.8%
\$750K–1M	18	12	33%	62	97.2%

When contracts fall apart

16%

of contracts fell apart before closing
6 of about 38

50%

of those homes later sold

50%

never sold

95.9%

sold vs. first ask after a fall-through
vs. 97.8% on the first contract

181

median days to sell after a fall-through
vs. 41 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 47% · cash 41% · VA 6% · FHA 0% · other 6%.

What this means if you're buying

- 69% 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 109 days.

Did you know?

- 41% of buyers paid cash, and 6% used VA loans.
- A year earlier, 13% of listings didn't sell; now it's 29%.
- When a contract fell apart, 50% 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.