Buddy Blake Team
Coldwell Banker Sea Coast Advantage

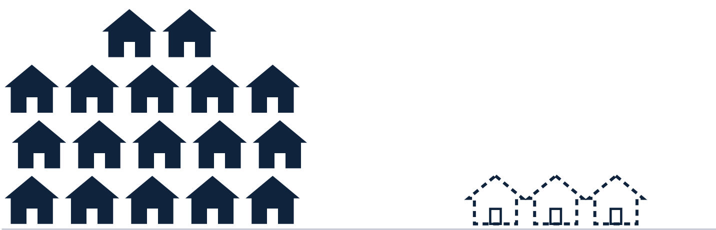
(910) 395-1000
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

West New Bern, New Bern

West New Bern: Priced Right Sells in 48 Days, Not 186

In West New Bern, 58 homes sold over the last 12 months and 9 didn't sell, a 13% rate, up from 6% the year before. Homes priced right typically sold in 48 days, while ones that needed price cuts sat for 186 days before selling.



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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

67
homes finished on the market

57
median days to sell
from the first day listed

58
sold

100.0%
sold vs. first asking price

9 (13%)
didn't sell

$350,000
median sold price

What waiting costs

A typical $350,000 home, per month	
Mortgage (principal + interest)	$1,868
Property taxes	$130
Homeowners insurance	$250
Upkeep	$292
Utilities	$250
Total	**$2,790**

About $2,790 every month the home sits.

Listings that didn't sell stayed on the market a median of 90 days — roughly $8,300 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

48
median days to sell when priced right
51 homes that sold at 97%+ of first asking

186
median days when price cuts were needed
7 homes · sold for 95.1% of first asking

What this means if you're selling

- Price it right from day one. Homes priced correctly sold in 48 days. Ones that needed cuts took 186 days.
- 1 in 7 listings didn't sell at all. Sitting too long without adjusting price is a real risk.
- Typical sold price was $350,000, at 100.0% of first asking price. But 41% of homes sold below that first ask.
- 13% of contracts fell apart before closing, most often inspection, appraisal or financing issues. Most of those homes, 89%, later sold anyway, just for more time on market.

When contracts fall apart

13%
of contracts fell apart before closing
9 of about 69

89%
of those homes later sold

11%
never sold

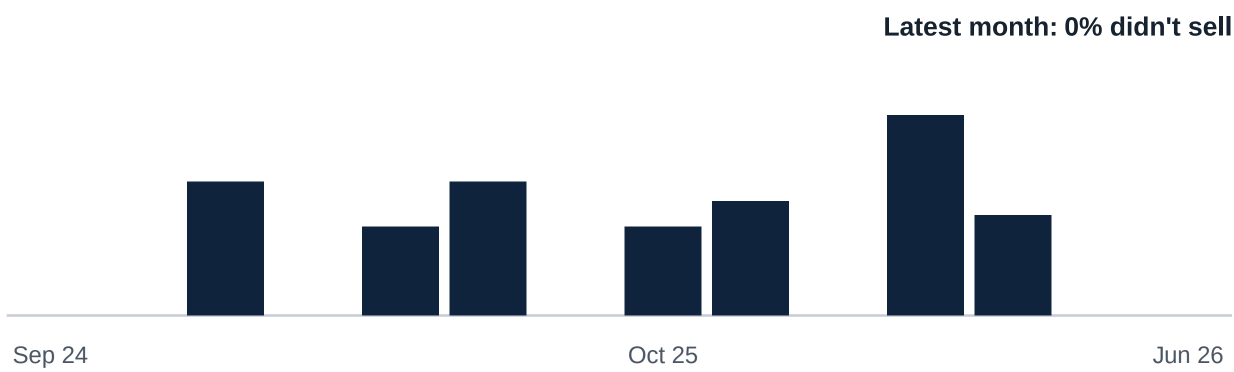
100.1%
sold vs. first ask after a fall-through
vs. 100.0% on the first contract

61
median days to sell after a fall-through
vs. 55 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 15% · cash 5% · VA 63% · FHA 17% · other 0%.

Share of listings that didn't sell, by month



What this means if you're buying

- Homes sitting unsold for 90 days median often had a 0.7% price cut. There's room to negotiate on those.
- 63% of buyers here used VA loans. FHA and conventional are common too.
- If a contract falls apart, the home often comes back on market and typically sells at 100.1% of ask.

Did you know?

- An estimated typical monthly carrying cost on a $350,000 home here is about $2,790, based on a 7.03% mortgage rate.
- Homes that sat unsold cost an estimated $8,300 in carrying costs while waiting.
- Only 5% of buyers in West New Bern paid all cash.

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.