

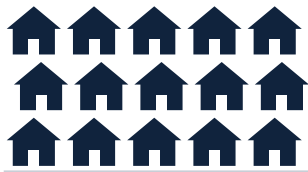


MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

ZIP 28403 · Wilmington

In ZIP 28403, 1 in 4 homes listed didn't sell

In the last 12 months, 564 homes finished their time on the market in ZIP code 28403 (Wilmington area): 430 sold and 134 did not — about 1 in 4. The ones that sold took a median of 27 days, counted from the first day listed, and closed at 96.8% of their first asking price.



15 sold

out of every 20 listed



5 didn't

expired, withdrawn or canceled

564

homes finished on the market

27

median days to sell
from the first day listed

430

sold

96.8%

sold vs. first asking price

134 (24%)

didn't sell

\$436,250

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 Outlined houses expired, were withdrawn or were canceled.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 \$436,250 home, per month

Mortgage (principal + interest)	\$2,310
Property taxes	\$111
Homeowners insurance	\$250
Upkeep	\$364
Utilities	\$250
Total	\$3,280

About \$3,280 every month the home sits.

Listings that didn't sell stayed on the market a median of 121 days — roughly \$13,000 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

9

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

50

median days when price cuts were needed
222 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 9 days. Homes that needed price cuts took 50 days and sold for 92.9% of their first price.
- Price range matters: 31% of homes starting at Under \$300K didn't sell, compared with 15% at \$400–500K.
- Waiting costs money. A \$436,250 home runs about \$3,280 a month to hold — roughly \$13,000 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 93.6% of first asking, versus 97.2% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
Under \$300K	129	89	31%	35	96.2%
\$300–400K	113	91	20%	37	95.8%
\$400–500K	73	62	15%	22	97.3%
\$500–750K	117	91	22%	13	97.8%
\$750K–1M	42	32	24%	11	97.4%
\$1M+	90	65	28%	41	99.3%

When contracts fall apart

16%

of contracts fell apart before closing
82 of about 513

61%

of those homes later sold

39%

never sold

93.6%

sold vs. first ask after a fall-through
vs. 97.2% on the first contract

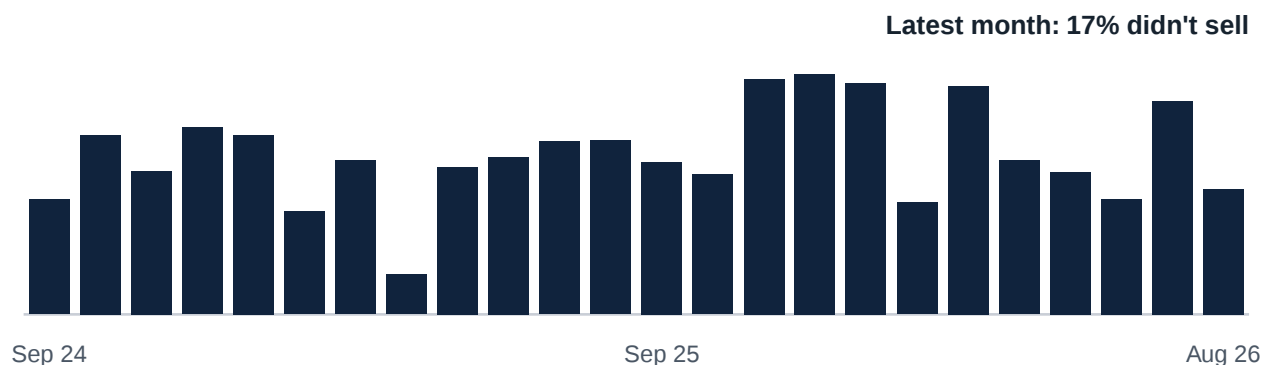
67

median days to sell after a fall-through
vs. 22 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 59% · cash 35% · VA 3% · FHA 1% · other 2%.

Share of listings that didn't sell, by month





What this means if you're buying

- 70% 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 121 days.

Did you know?

- 35% of buyers paid cash, and 3% used VA loans.
- A year earlier, 20% of listings didn't sell; now it's 24%.
- When a contract fell apart, 39% 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.