

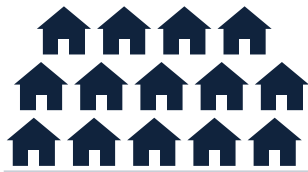


MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 23, 2026

ZIP 28467 · Calabash

In ZIP 28467, 1 in 4 homes listed didn't sell

In the last 12 months, 1,149 homes finished their time on the market in ZIP code 28467 (Calabash area): 830 sold and 319 did not — about 1 in 4. The ones that sold took a median of 50 days, counted from the first day listed, and closed at 95.9% of their first asking price.



14 sold

out of every 20 listed



6 didn't

expired, withdrawn or canceled

1,149

homes finished on the market

50

median days to sell
from the first day listed

830

sold

95.9%

sold vs. first asking price

319 (28%)

didn't sell

\$345,000

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 Outlined houses expired, were withdrawn or were canceled.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 \$345,000 home, per month

Mortgage (principal + interest)	\$1,827
Property taxes	\$98
Homeowners insurance	\$250
Upkeep	\$288
Utilities	\$250
Total	\$2,710

About \$2,710 every month the home sits.

Listings that didn't sell stayed on the market a median of 153 days — roughly \$13,700 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); Brunswick County rate 0.342 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

15

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

80

median days when price cuts were needed
486 homes · sold for 92.3% of first asking



What this means if you're selling

- Homes priced right from day one sold in a median of 15 days. Homes that needed price cuts took 80 days and sold for 92.3% of their first price.
- Price range matters: 33% of homes starting at \$500–750K didn't sell, compared with 22% at \$400–500K.
- Waiting costs money. A \$345,000 home runs about \$2,710 a month to hold — roughly \$13,700 over the time a typical unsold listing sat.
- About 1 in 5 contracts fell apart before closing. Homes that went back on the market sold for 93.3% of first asking, versus 96.2% 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	368	248	33%	41	95.3%
\$300–400K	360	278	23%	53	96.0%
\$400–500K	225	175	22%	39	95.9%
\$500–750K	156	104	33%	91	96.1%
\$750K–1M	33	22	33%	66	96.4%

When contracts fall apart

18%

of contracts fell apart before closing
187 of about 1,020

71%

of those homes later sold

28%

never sold

93.3%

sold vs. first ask after a fall-through
vs. 96.2% on the first contract

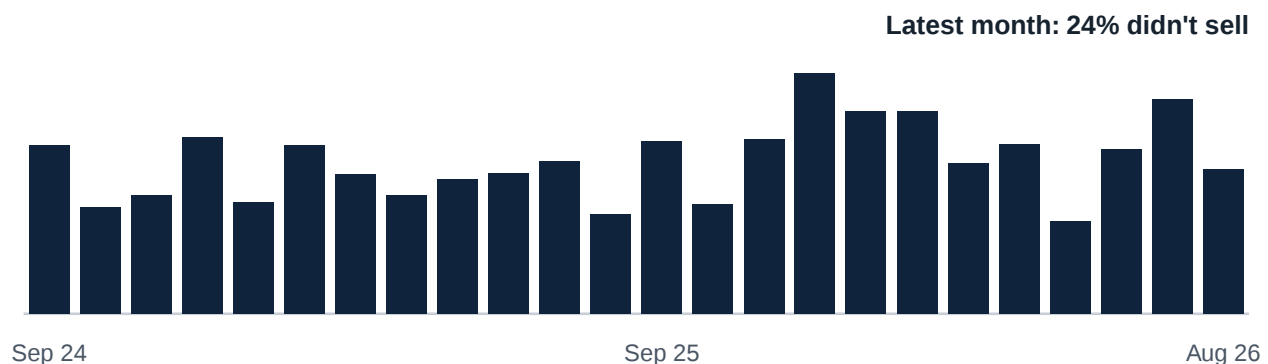
91

median days to sell after a fall-through
vs. 42 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 50% · cash 38% · VA 6% · FHA 5% · other 2%.

Share of listings that didn't sell, by month



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 153 days.



Did you know?

- 38% of buyers paid cash, and 6% used VA loans.
- A year earlier, 22% of listings didn't sell; now it's 28%.
- When a contract fell apart, 28% 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.