**Buddy Blake Team**
Coldwell Banker Sea Coast Advantage

**(910) 395-1000**
buddyblake.ai

MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

# ZIP 28562 · New Bern

## In ZIP 28562, 1 in 7 homes listed didn't sell

In the last 12 months, 1,001 homes finished their time on the market in ZIP code 28562 (New Bern area): 852 sold and 149 did not — about 1 in 7. The ones that sold took a median of 40 days, counted from the first day listed, and closed at 98.6% of their first asking price.

**17 sold**
out of every 20 listed

**3 didn't**
expired, withdrawn or canceled

**1,001**
homes finished on the market

**40**
median days to sell
*from the first day listed*

**852**
sold

**98.6%**
sold vs. first asking price

**149 (15%)**
didn't sell

**$344,602**
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 Outlined houses expired, were withdrawn or were canceled.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 $344,602 home, per month | |
|---|---|
| Mortgage (principal + interest) | $1,840 |
| Property taxes | $128 |
| Homeowners insurance | $250 |
| Upkeep | $287 |
| Utilities | $250 |
| **Total** | **$2,750** |

### About $2,750 every month the home sits.

Listings that didn't sell stayed on the market a median of 104 days — roughly $9,400 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

**22**
median days to sell when priced right
*553 homes that sold at 97%+ of first asking*

**83**
median days when price cuts were needed
*299 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 22 days. Homes that needed price cuts took 83 days and sold for 92.9% of their first price.
- Price range matters: 30% of homes starting at $750K–1M didn't sell, compared with 11% at $300–400K.
- Waiting costs money. A $344,602 home runs about $2,750 a month to hold — roughly $9,400 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 95.8% of first asking, versus 98.9% 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** | 279 | 245 | **12%** | 24 | 98.0% |
| **$300–400K** | 378 | 337 | **11%** | 44 | 100.0% |
| **$400–500K** | 176 | 147 | **17%** | 44 | 98.5% |
| **$500–750K** | 122 | 92 | **25%** | 50 | 96.5% |
| **$750K–1M** | 33 | 23 | **30%** | 67 | 96.8% |
| **$1M+** | 13 | 8 | **39%** | 35 | 91.1% |

## When contracts fall apart

**17%**
of contracts fell apart before closing
*175 of about 1,033*

**77%**
of those homes later sold

**19%**
never sold

**95.8%**
sold vs. first ask after a fall-through
*vs. 98.9% on the first contract*

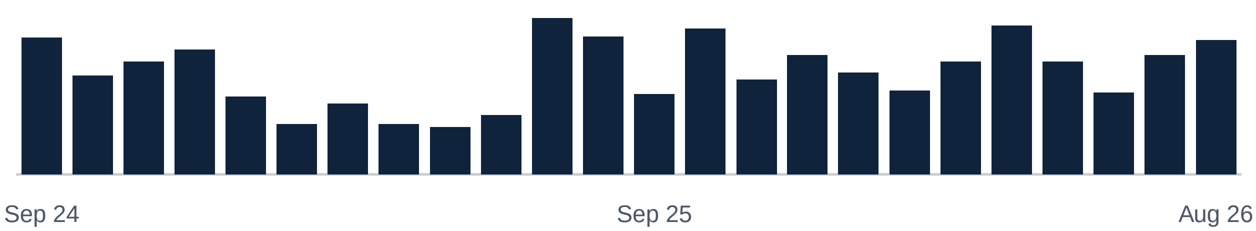
**93**
median days to sell after a fall-through
*vs. 34 on the first contract*

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 33% · cash 22% · VA 36% · FHA 8% · other 1%.

## Share of listings that didn't sell, by month

**Latest month: 17% didn't sell**



## What this means if you're buying

- 60% 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 104 days.

## Did you know?

- 22% of buyers paid cash, and 36% used VA loans.
- A year earlier, 11% of listings didn't sell; now it's 15%.
- When a contract fell apart, 19% 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.