MARKET INSIGHTS · LAST 12 MONTHS THROUGH SEPTEMBER 26, 2026

ZIP 28594 · Emerald Isle

In ZIP 28594, 1 in 3 homes listed didn't sell

In the last 12 months, 317 homes finished their time on the market in ZIP code 28594 (Emerald Isle area): 200 sold and 117 did not — about 1 in 3. The ones that sold took a median of 63 days, counted from the first day listed, and closed at 94.6% of their first asking price.

13 sold
out of every 20 listed

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expired, withdrawn or canceled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 Outlined houses expired, were withdrawn or were canceled.

317
homes finished on the market

63
median days to sell
from the first day listed

200
sold

94.6%
sold vs. first asking price

117 (37%)
didn't sell

$816,000
median sold price

What waiting costs

A typical $816,000 home, per month	
Mortgage (principal + interest)	$4,356
Property taxes	$153
Homeowners insurance	$250
Upkeep	$680
Utilities	$250
Total	**$5,690**

About $5,690 every month the home sits.

Listings that didn't sell stayed on the market a median of 154 days — roughly $28,800 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); Carteret County rate 0.225 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

14
median days to sell when priced right
59 homes that sold at 97%+ of first asking

106
median days when price cuts were needed
141 homes · sold for 92.2% of first asking

What this means if you're selling

- Homes priced right from day one sold in a median of 14 days. Homes that needed price cuts took 106 days and sold for 92.2% of their first price.
- Price range matters: 51% of homes starting at $750K–1M didn't sell, compared with 31% at $500–750K.
- Waiting costs money. A $816,000 home runs about $5,690 a month to hold — roughly $28,800 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 89.7% of first asking, versus 94.7% for homes that closed on the first contract.

Price range matters

Starting price	Finished	Sold	Didn't sell	Days to sell	vs. first ask
$300–400K	11	9	**18%**	58	94.8%
$400–500K	21	14	**33%**	38	95.7%
$500–750K	86	59	**31%**	46	96.6%
$750K–1M	57	28	**51%**	59	95.5%
$1M+	136	88	**35%**	84	92.5%

When contracts fall apart

17%
of contracts fell apart before closing
41 of about 243

59%
of those homes later sold

37%
never sold

89.7%
sold vs. first ask after a fall-through
vs. 94.7% on the first contract

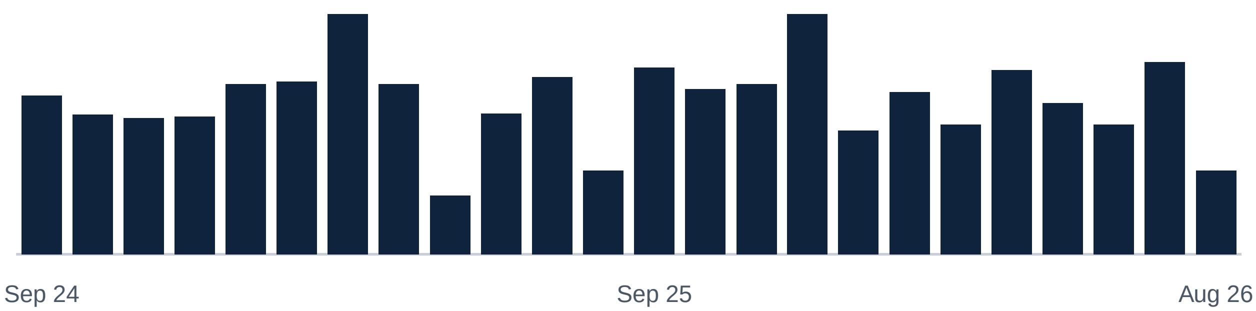
194
median days to sell after a fall-through
vs. 57 on the first contract

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 58% · cash 30% · VA 4% · FHA 1% · other 8%.

Share of listings that didn't sell, by month

Latest month: 19% didn't sell



What this means if you're buying

- 84% 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 154 days.

Did you know?

- 30% of buyers paid cash, and 4% used VA loans.
- A year earlier, 32% of listings didn't sell; now it's 37%.
- When a contract fell apart, 37% 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.