

Carolina Preserve Home Value Report

November 2025 Market Update

Sales Up 80%

Compared to Last Year

(9 homes sold vs. 5 in Nov 2024)

\$315/sq ft

Avg. Price for Single-Family Homes

(Prices stable, +0.6% vs last month)

44 Days

Average Time to Sell

(Market is returning to normal seasonal pace)

Prepared for the Residents of Carolina Preserve

Because your home is more than just a place to live—it's an investment.

November 2025 at a Glance

The Big Picture: November was a busy month for Carolina Preserve! We saw **9 homes sell**, which is nearly double what we saw last November. However, homes are taking a bit longer to sell (about 6 weeks on average) compared to the frantic pace of last year. This is normal for the winter season.

Market Summary Table

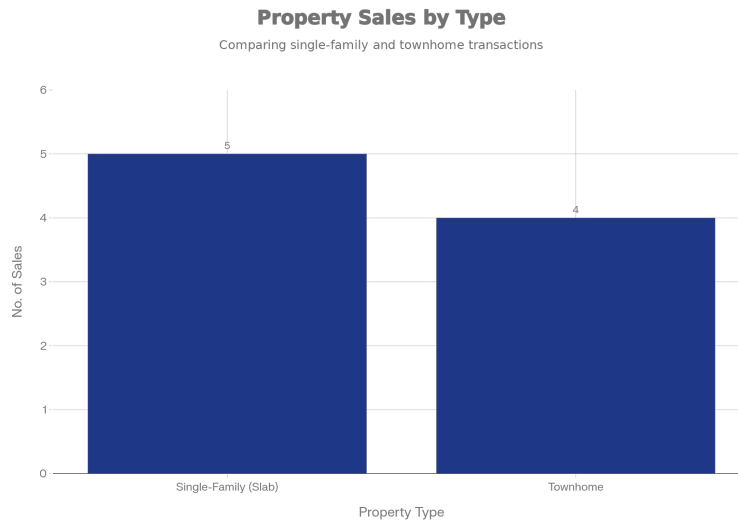
Home Type	Homes Sold	Avg. Price / Sq Ft	Avg. Days on Market	Avg. Sales Price	Sale vs. List Price
Single-Family (Slab)	5	\$315	44 days	\$652,000	+0.4% (Over List)
Single-Family (Basement)	0	--	--	--	--
Townhome	4	\$329	36 days	\$465,800	-1.4% (Under List)

Key Takeaways

- **Sales Volume is Up:** 9 sales in one month is strong for November. It shows buyers are still very interested in Carolina Preserve.
- **Prices are Holding Steady:** Single-family homes (w/o basements) are selling for around **\$315 per square foot**. This has been consistent for the last few months.
- **Patience Pays Off:** It's taking about 40–45 days to sell a home now. Earlier this year, homes sold in a week. If your home is on the market, don't panic—buyers are just taking their time during the holidays.

Sales Activity: What is Selling?

In November, we saw a healthy mix of Single-Family Homes and Townhomes selling. Townhomes were surprisingly popular this month.



Single-Family Homes (Slab Foundation)

These are the standard 2-3 bedroom ranch homes (non-basement) that make up most of Carolina Preserve (built 2006–2013).

- **5 homes sold** this month.
- **Average Price:** \$652,000.
- **Good News:** On average, these homes sold for slightly *more* than the asking price (+0.4%). This means bidding wars can still happen for the right house.

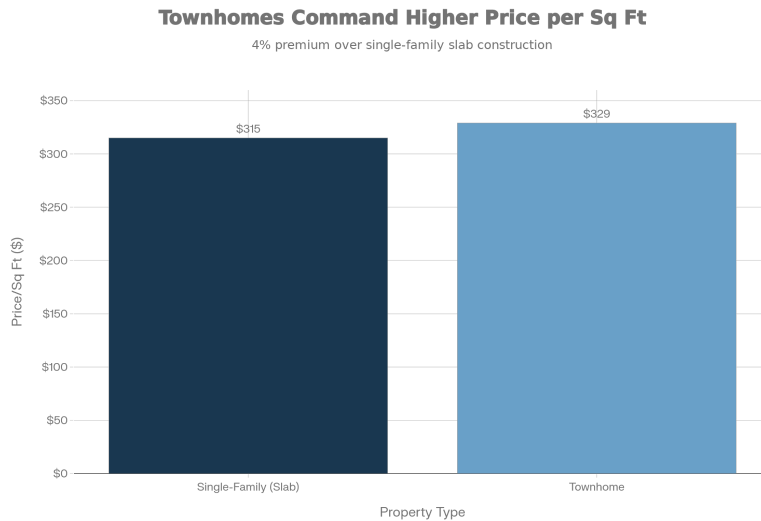
Townhomes (Attached Homes)

Townhomes offer a "lock-and-leave" lifestyle that is becoming very popular with downsizers.

- **4 homes sold** (a big jump from last year).
- **Average Price:** \$465,800.
- **Value Insight:** Townhomes actually sold for a *higher* price per square foot (\$329) than single-family homes (\$315). Buyers are willing to pay for the lower maintenance lifestyle and to "get into" Carolina Preserve.

Price Per Square Foot: The True Value

When comparing home values, "Price Per Square Foot" is the fairest way to compare apples to apples.



Why the Difference?

Single-Family (Slab) at \$315/sq ft:

This is the benchmark for the neighborhood. Most 2-3 bedroom ranch homes fall in this range.

Townhomes at \$329/sq ft:

Townhomes are smaller (avg. 1,400 sq ft) but often have nice finishes. Because they are smaller, the "cost per foot" often looks higher, even though the total price is lower.

The "Basement" Factor

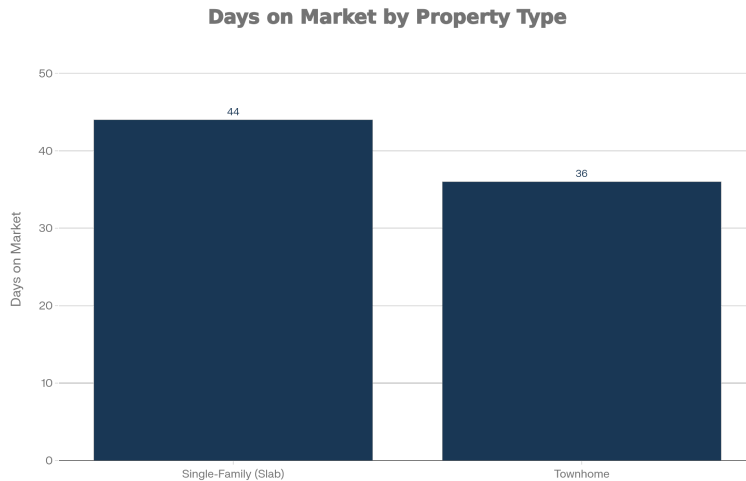
Note: No basement homes sold in November, but this is important to know.

If you have a basement, your home is larger, but your "price per square foot" will be **lower**. Why? Because basement space is worth less than main-level living space.

Rule of Thumb: Don't compare your basement home's price-per-foot to a neighbor's slab home. It will look like your home is worth less per foot, but your *total* price will be higher because of the extra space.

Market Speed: How Fast Are Homes Selling?

"Days on Market" counts how many days it takes from listing the home to accepting an offer.



What This Means for You

- **Single-Family Homes: 44 Days.** It's taking about 6 weeks to find a buyer. This is a big change from the summer when homes sold in a few days.
- **Townhomes: 36 Days.** Selling slightly faster, likely because the lower price point (under \$500k) attracts more buyers.

Don't Worry About the Slowdown!

It is completely normal for sales to slow down in November and December. Buyers are busy with Thanksgiving and holidays. We expect things to stay at this pace (40-50 days) through the winter.

Who is Buying Right Now?

Most homes sold in November were in the **\$450,000 to \$700,000** range. Here is what we are seeing:

1. The "Right-Sizer" (\$450k - \$550k)

These buyers are looking for value. They are often buying the Townhomes or smaller Single-Family homes. They want lower bills and less cleaning.

2. The "Forever Home" Buyer (\$550k - \$700k)

This is the core of our market. These buyers want the classic 2-3 bedroom ranch home with a nice sunroom or patio. They are willing to pay full price (\$650k+) for a home that is move-in ready.

3. The "Luxury" Buyer (\$800k+)

(No sales in this range in November)

Buyers for large basement homes are quieter right now. High interest rates make larger/expensive homes harder to sell. If you have a larger/luxury home, you may want to wait until Spring 2026 to list.

This Year vs. Last Year

How does November 2025 compare to November 2024?

Metric	Nov 2024	Nov 2025	Change
Total Sales	5 Homes	9 Homes	UP 80%
Avg. Days on Market	4 Days	44 Days	SLOWER
Townhome Sales	1 Sold	4 Sold	BIG JUMP

The Bottom Line

The market is **busier** than last year (more sales), but **slower** to sell.

Last year (2024) was unusually fast. This year feels more like a "normal" real estate market. Buyers are there, but they are taking their time to make the right decision.

What This Means for Your Home

If You Own a Single-Family Home (No Basement)

Your Value: ~\$315 per sq ft.

- **Expect to wait 6 weeks:** If you list now, plan for a 45-day sale.
- **Price it right:** Homes priced correctly are still selling for full price.
- **Tip:** Make your sunroom or patio look cozy. Winter buyers love "cozy."

If You Own a Townhome

Your Value: ~\$329 per sq ft.

- **You have an advantage:** Townhomes are hot right now.
- **Competition:** Even though they are popular, recent sales were slightly under asking price (-1.4%). Be ready to negotiate a little bit.

If You Own a Basement Home

Your Strategy: Patience.

- Since no basement homes sold in November, it's challenging to give a more precise price for November 2025.
- Basement homes often sell best in the Spring. You might get a better price if you wait until March or April.

Thinking of Selling in 2026?

Is Now the Right Time?

Sell Now (Winter)

Pros: Less competition (fewer neighbors selling).

Cons: Sales take longer (45+ days).

Best For: If you have already made your next move or need to move soon.

Wait for Spring

Pros: More buyers, flowers are blooming (great curb appeal).

Cons: More competition (everyone lists in Spring).

Best For: If you want the highest possible price and aren't in a rush.

Let's Chat

Every home is different. I can provide you with a specific price estimate for *your* floor plan and location.

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