



DEAL KILLER REPORT · LAST 12 MONTHS · THROUGH OCTOBER 3, 2026

# Beulaville

Resale homes (new construction and land left out)

## When a deal dies in Beulaville, it costs the seller about \$27,500

21 of about 93 contracts for resale homes in Beulaville fell apart over the last 12 months — about 1 in 4. The ones that sold later took 72 more days and sold for 9.1 points less of their first asking price than homes that closed on the first contract. And 18% of the homes whose deal died never sold at all.

**23%**

of contracts fell apart  
21 of about 93

**72**

extra days on the market  
97 days vs. 25 on the first contract

**\$27,500**

estimated cost of a dead deal  
with a mortgage

**18%**

never sold at all  
of the homes whose deal died

**9.1**

lower price (points of first ask)  
89.9% vs. 99.0% of first asking

**\$24,600**

if the home is paid off

## What a dead deal costs, line by line

| A typical \$249,900 home    | Per day        | 72 days         |
|-----------------------------|----------------|-----------------|
| Mortgage interest           | \$39.87        | \$2,871         |
| Property taxes              | \$3.16         | \$228           |
| Insurance                   | \$8.22         | \$592           |
| Upkeep                      | \$6.85         | \$493           |
| Utilities                   | \$8.22         | \$592           |
| <b>Holding costs</b>        | <b>\$66.32</b> | <b>\$4,780</b>  |
| Lower sale price (the scar) |                | \$22,700        |
| <b>Estimated total</b>      |                | <b>\$27,500</b> |

## Most resale deals die over the home inspection, the appraisal or the buyer's loan.

A pre-market inspection finds the big items before a buyer does. Fix them or disclose them up front, and a buyer has no surprise to renegotiate over or walk away from. It's part of the Buddy Blake Team's home selling system.

An estimate, not a quote: 20% down at 7.28% (Freddie Mac 30-year average, 2026-10-01), interest only; median property tax bill on these homes (MLS); insurance \$250/month, upkeep 1% of value a year, utilities \$250/month, HOA = median dues.



## By age of the home

|              | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|--------------|-----------|------------|------------|------------|-----------|
| Under 10 yrs | 14        | 21%        | —          | —          | —         |
| 10–19 yrs    | 30        | 17%        | —          | —          | —         |
| 20–29 yrs    | 13        | 23%        | —          | —          | —         |
| 50+ yrs      | 28        | 32%        | 72         | 14.6 pts   | \$35,200  |

## Crawl space vs. no crawl space

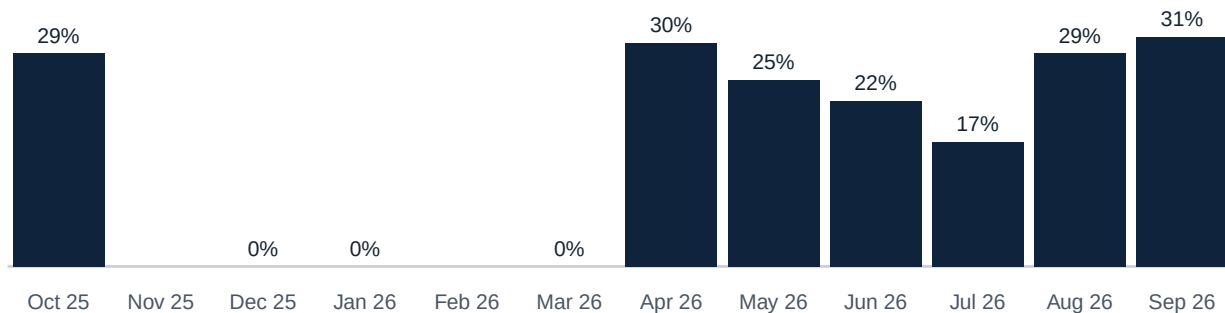
|                | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|----------------|-----------|------------|------------|------------|-----------|
| Crawl space    | 45        | 22%        | —          | —          | —         |
| No crawl space | 38        | 18%        | —          | —          | —         |

## By first asking price

|              | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|--------------|-----------|------------|------------|------------|-----------|
| Under \$300K | 67        | 25%        | 74         | 6.5 pts    | \$19,200  |
| \$300–400K   | 17        | 12%        | —          | —          | —         |

## Month by month

Share of contracts that fell apart, by month





## Homes behind the numbers

Recent deals in this report that fell apart, with what happened next. Dates are when the contract fell apart.

| Address                      | Town       | Now                  | Fell apart   |
|------------------------------|------------|----------------------|--------------|
| 914 Haw Branch Road          | Beulaville | Back on the market   | Oct 2, 2026  |
| 429 C R Edwards Road         | Beulaville | Back on the market   | Sep 28, 2026 |
| 292 Sand Ridge Road          | Beulaville | Back on the market   | Sep 23, 2026 |
| 157 Christy Drive            | Beulaville | Back on the market   | Sep 17, 2026 |
| 411 Dylan Court              | Beulaville | Back on the market   | Aug 6, 2026  |
| 723 W Broad Street           | Beulaville | Under contract again | Aug 1, 2026  |
| 108 Country Farm Lane        | Beulaville | Under contract again | Jul 31, 2026 |
| 396 Edwards Road             | Beulaville | Under contract again | Jul 20, 2026 |
| 440 Fountaintown Road        | Beulaville | Under contract again | May 26, 2026 |
| 293 Old Chinquapin Road      | Beulaville | Sold                 | Jun 22, 2026 |
| 117 S Thomas Street          | Beulaville | Sold                 | Jun 2, 2026  |
| 295 Henry Dunn Pickett Road  | Beulaville | Sold                 | May 5, 2026  |
| 217 Wingspread Lane          | Beulaville | Sold                 | Apr 23, 2026 |
| 1701 S Nc 41 And 111 Highway | Beulaville | Sold                 | Feb 27, 2026 |
| 215 S Lee Avenue             | Beulaville | Sold                 | Nov 28, 2025 |
| 124 Fieldcrest Lane          | Beulaville | Sold                 | Nov 20, 2025 |
| 112 Christy Drive            | Beulaville | Sold                 | Oct 28, 2025 |
| 917 Jackson Store Road       | Beulaville | Sold                 | Oct 7, 2025  |

### How these numbers are counted

Resale homes only — new construction and land are left out. A deal "fell apart" when a home went under contract and then came back on the market, or was canceled, withdrawn or expired after a contract was written, however long the contract lasted. Each one is followed to what happened next. Extra days and the price scar compare homes that sold after a deal fell apart with homes that sold on their first contract in the same area and slice. The MLS doesn't record why a contract ended. Source: Hive MLS data compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.

**Want the numbers for your home? Call or text Buddy at (910) 395-1000.**