



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

Brunswick County

Resale homes (new construction and land left out)

When a deal dies in Brunswick County, it costs the seller about \$25,700

984 of about 4,958 contracts for resale homes in Brunswick County fell apart over the last 12 months — about 1 in 5. The ones that sold later took 84 more days and sold for 4.0 points less of their first asking price than homes that closed on the first contract. And 24% of the homes whose deal died never sold at all.

20%

of contracts fell apart
984 of about 4,958

84

extra days on the market
129 days vs. 45 on the first contract

\$25,700

estimated cost of a dead deal
with a mortgage

24%

never sold at all
of the homes whose deal died

4.0

lower price (points of first ask)
91.7% vs. 95.7% of first asking

\$20,000

if the home is paid off

What a dead deal costs, line by line

A typical \$425,000 home	Per day	84 days
Mortgage interest	\$67.81	\$5,696
Property taxes	\$5.58	\$469
Insurance	\$8.22	\$690
HOA dues	\$1.64	\$138
Upkeep	\$11.64	\$978
Utilities	\$8.22	\$690
Holding costs	\$103.12	\$8,660
Lower sale price (the scar)		\$17,000
Estimated total		\$25,700

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	1,370	16%	97	3.0 pts	\$25,100
10–19 yrs	864	18%	69	2.4 pts	\$17,600
20–29 yrs	1,406	23%	67	4.4 pts	\$23,600
30–49 yrs	1,040	23%	92	5.5 pts	\$31,900
50+ yrs	275	21%	53	3.0 pts	\$19,600

Crawl space vs. no crawl space

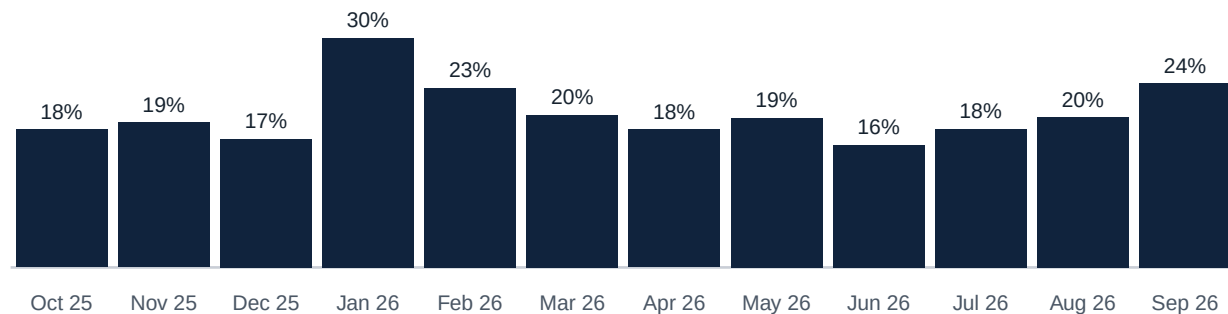
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	1,353	26%	70	5.0 pts	\$28,000
No crawl space	3,257	17%	91	3.5 pts	\$25,300

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	1,121	24%	70	5.5 pts	\$17,500
\$300–400K	1,067	18%	72	4.3 pts	\$20,400
\$400–500K	670	20%	98	3.5 pts	\$24,900
\$500–750K	1,032	19%	81	2.6 pts	\$25,600
\$750K–1M	530	19%	83	2.5 pts	\$35,200
\$1M+	538	20%	147	5.5 pts	\$111,800

Month by month

Share of contracts that fell apart, by month





Towns in Brunswick County

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Leland	965	16%	60	2.8 pts	\$16,800
Southport	828	22%	94	4.4 pts	\$31,300
Oak Island	582	16%	53	3.5 pts	\$29,500
Calabash	473	25%	69	3.7 pts	\$18,800
Ocean Isle Beach	465	20%	121	4.0 pts	\$37,500
Sunset Beach	327	22%	102	6.6 pts	\$34,800
Supply	305	25%	87	7.3 pts	\$24,400
Bolivia	279	22%	167	3.2 pts	\$26,700
Shallotte	221	20%	31	3.1 pts	\$11,600
Holden Beach	134	20%	144	0.8 pts	\$37,000
Winnabow	110	16%	32	6.4 pts	\$24,200
Bald Head Island	105	12%	100	5.5 pts	\$115,200
Carolina Shores	95	17%	148	3.8 pts	\$23,500
Ash	21	24%	—	—	—



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
610 W Brown Street Apt E	Southport	Back on the market	Oct 2, 2026
4741 W Trace Drive	Southport	Back on the market	Oct 2, 2026
305 S Bald Head Wynd Unit 21	Bald Head Island	Back on the market	Oct 2, 2026
204 NE 60th Street	Oak Island	Back on the market	Oct 1, 2026
9243 Bonaparte Drive SW	Calabash	Back on the market	Oct 1, 2026
1166 King Eider Way	Winnabow	Back on the market	Oct 1, 2026
1907 Redfish Run SW	Supply	Back on the market	Oct 1, 2026
108 Caswell Beach Road	Oak Island	Back on the market	Oct 1, 2026
554 Dark Oak Street SW	Shallotte	Back on the market	Oct 1, 2026
104 SW 30th Street	Oak Island	Back on the market	Oct 1, 2026
1932 Coleman Lake Drive	Carolina Shores	Back on the market	Oct 1, 2026
4178 Cambridge Cove Circle SE Unit 2	Southport	Back on the market	Oct 1, 2026
1622 E Beach Drive	Oak Island	Back on the market	Oct 1, 2026
330 S Middleton Drive NW #1201	Calabash	Back on the market	Oct 1, 2026
1126 N Middleton Drive NW	Calabash	Back on the market	Oct 1, 2026
1657 Lawndale Drive SW	Shallotte	Back on the market	Sep 30, 2026
1211 Oak Court SW	Supply	Back on the market	Sep 30, 2026
696 Donmovin Court NW	Calabash	Back on the market	Sep 30, 2026
2210 Forest Drive SW	Supply	Back on the market	Sep 30, 2026
1706 Bay Tree Court SW	Ocean Isle Beach	Back on the market	Sep 29, 2026
881 Great Egret Circle SW 59e	Sunset Beach	Back on the market	Sep 29, 2026
1265 Gilbert Road SE	Bolivia	Back on the market	Sep 29, 2026
5600 Ocean Highway E	Winnabow	Back on the market	Sep 29, 2026
4249 Skeffington Court	Southport	Back on the market	Sep 29, 2026
234 Baroney Place Drive	Sunset Beach	Under contract again	Sep 19, 2026
2787 St James Drive SE	Southport	Under contract again	Sep 18, 2026
420 Royal Way SE	Bolivia	Under contract again	Sep 17, 2026
810 E Cape Harbor Drive	Southport	Under contract again	Sep 16, 2026
6465 Walden Pond Lane	Southport	Under contract again	Sep 16, 2026
805 E Yacht Drive	Oak Island	Under contract again	Sep 16, 2026
478 Wampee Street NW	Calabash	Under contract again	Sep 15, 2026
71 Myrtle Point Circle SW	Supply	Under contract again	Sep 13, 2026
7130 River Road SE	Southport	Under contract again	Sep 12, 2026
1001 Bourne Drive SW	Ocean Isle Beach	Under contract again	Sep 11, 2026
485 Wineview Court SE	Bolivia	Under contract again	Sep 9, 2026
217 NE 61st Street	Oak Island	Under contract again	Sep 9, 2026



Address	Town	Now	Fell apart
1225 Palatka Place SE	Bolivia	Under contract again	Sep 9, 2026
1160 Calabash Station Boulevard NW	Calabash	Under contract again	Sep 7, 2026
2618 Jessica Lane SW	Supply	Under contract again	Sep 5, 2026
1426 Cherrytree Road NE	Winnabow	Under contract again	Sep 4, 2026
5219 Minnesota Drive SE	Southport	Under contract again	Aug 26, 2026
1122 Serotina Drive SE	Bolivia	Under contract again	Aug 26, 2026
1010 Rosea Court	Leland	Under contract again	Aug 21, 2026
512 Twisted Oak Lane	Sunset Beach	Under contract again	Aug 19, 2026
153 Watersfield Road	Leland	Under contract again	Aug 17, 2026
280 Crystal Road	Southport	Under contract again	Aug 12, 2026
3185 Wexford Way	Southport	Under contract again	Aug 12, 2026
1150 Wilma Avenue SW	Supply	Under contract again	Aug 10, 2026
20 Bay Tree Trail Unit 6a	Bald Head Island	Sold	Sep 13, 2026
20 Sunfield Drive	Calabash	Sold	Aug 22, 2026
1960 Jeffrey Stokes Drive NE	Leland	Sold	Aug 20, 2026
586 Tree Acres Circle NW # 1	Calabash	Sold	Aug 13, 2026
8865 Smithfield Drive NW	Calabash	Sold	Aug 11, 2026
116 SE 55th Street	Oak Island	Sold	Aug 11, 2026
1918 E Beach Drive	Oak Island	Sold	Aug 10, 2026
2304 E Oak Island Drive	Oak Island	Sold	Aug 8, 2026
137 NE 31st Street	Oak Island	Sold	Aug 6, 2026
3014 Pine Bloom Way	Leland	Sold	Aug 4, 2026
1016 Ginger Lily Way	Leland	Sold	Aug 4, 2026
2684 Empie Drive	Leland	Sold	Aug 3, 2026
5427 Dove Drive SW	Ocean Isle Beach	Sold	Aug 3, 2026
1281 Spring Lake Drive	Southport	Sold	Aug 1, 2026
1734 Sandalwood Drive SW	Ocean Isle Beach	Sold	Jul 30, 2026
119 Dogwood Circle	Leland	Sold	Jul 28, 2026
3512 Golden Rod Drive	Shallotte	Sold	Jul 25, 2026
1879 Stanley Road SW	Supply	Sold	Jul 25, 2026
1096 Rutledge Court NW	Calabash	Sold	Jul 25, 2026
1004 Wind Lake Way	Leland	Sold	Jul 24, 2026
147 Yacht Watch Drive	Holden Beach	Sold	Jul 23, 2026
602 Mimosa Place	Oak Island	Sold	Jul 23, 2026
1650 Seagull Way SW	Ocean Isle Beach	Sold	Jul 22, 2026
36 Country Club Drive	Shallotte	Sold	Jul 22, 2026



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.