



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

Brunswick Forest (Leland)

Resale homes (new construction and land left out)

When a deal dies in Brunswick Forest (Leland), it costs the seller about \$21,500

31 of about 197 contracts for resale homes in Brunswick Forest (Leland) fell apart over the last 12 months — about 1 in 6. The ones that sold later took 88 more days and sold for 1.7 points less of their first asking price than homes that closed on the first contract. And 15% of the homes whose deal died never sold at all.

16%

of contracts fell apart
31 of about 197

88

extra days on the market
131 days vs. 43 on the first contract

\$21,500

estimated cost of a dead deal
with a mortgage

15%

never sold at all
of the homes whose deal died

1.7

lower price (points of first ask)
95.2% vs. 96.9% of first asking

\$13,600

if the home is paid off

What a dead deal costs, line by line

A typical \$559,900 home	Per day	88 days
Mortgage interest	\$89.34	\$7,862
Property taxes	\$10.34	\$910
Insurance	\$8.22	\$723
HOA dues	\$4.79	\$422
Upkeep	\$15.34	\$1,350
Utilities	\$8.22	\$723
Holding costs	\$136.25	\$11,990
Lower sale price (the scar)		\$9,500
Estimated total		\$21,500

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	111	16%	83	1.2 pts	\$19,000
10–19 yrs	80	16%	138	4.5 pts	\$42,900

Crawl space vs. no crawl space

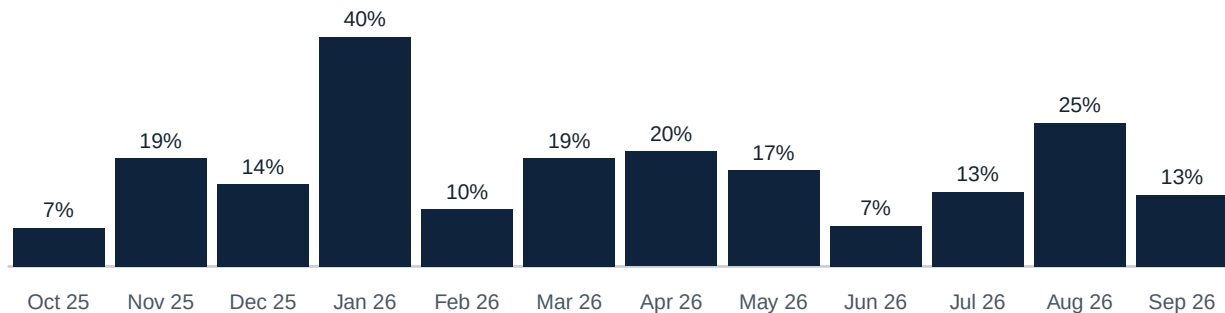
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	18	28%	—	—	—
No crawl space	176	15%	87	1.8 pts	\$22,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$400–500K	40	13%	—	—	—
\$500–750K	96	18%	75	2.2 pts	\$22,700
\$750K–1M	40	18%	—	—	—
\$1M+	12	17%	—	—	—

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
1543 Cape Fear National Drive	Leland	Back on the market	Sep 26, 2026
1069 Leesburg Drive	Leland	Back on the market	Sep 12, 2026
4949 Glen Garden Circle	Leland	Back on the market	Jul 29, 2026
2709 Empie Drive	Leland	Back on the market	Jul 11, 2026
3008 Eno Lane	Leland	Back on the market	Jun 19, 2026
4275 Cobleskill Drive	Leland	Under contract again	Aug 1, 2026
3014 Pine Bloom Way	Leland	Sold	Aug 4, 2026
2684 Empie Drive	Leland	Sold	Aug 3, 2026
1159 Sandy Grove Place	Leland	Sold	Jun 9, 2026
2166 Talmage Drive	Leland	Sold	May 26, 2026
3064 Annsdale Drive S	Leland	Sold	May 17, 2026
3785 Anslow Drive	Leland	Sold	May 5, 2026
1378 Star Grass Way	Leland	Sold	Apr 13, 2026
1308 Cross Water Circle	Leland	Sold	Apr 7, 2026
3729 Anslow Drive	Leland	Sold	Mar 17, 2026
3078 Broadhaven Drive	Leland	Sold	Jan 12, 2026
3817 Mapleville Lane	Leland	Sold	Jan 6, 2026
3008 Broadhaven Drive	Leland	Sold	Jan 6, 2026
5083 Creswell Drive	Leland	Sold	Dec 20, 2025
1162 Evangeline Drive	Leland	Sold	Dec 18, 2025
3045 Smeades Drive	Leland	Sold	Nov 13, 2025
3032 Eno Lane	Leland	Sold	Nov 8, 2025
5119 Creswell Drive	Leland	Sold	Oct 20, 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.