



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

Brunswick Plantation (Calabash)

Resale homes (new construction and land left out)

When a deal dies in Brunswick Plantation (Calabash), it costs the seller about \$25,000

22 of about 86 contracts for resale homes in Brunswick Plantation (Calabash) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 96 more days and sold for 4.0 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.

26%

of contracts fell apart
22 of about 86

96

extra days on the market
172 days vs. 76 on the first contract

\$25,000

estimated cost of a dead deal
with a mortgage

15%

never sold at all
of the homes whose deal died

4.0

lower price (points of first ask)
91.5% vs. 95.5% of first asking

\$19,000

if the home is paid off

What a dead deal costs, line by line

A typical \$391,500 home	Per day	96 days
Mortgage interest	\$62.47	\$5,997
Property taxes	\$4.09	\$393
Insurance	\$8.22	\$789
HOA dues	\$3.29	\$316
Upkeep	\$10.73	\$1,030
Utilities	\$8.22	\$789
Holding costs	\$97.01	\$9,310
Lower sale price (the scar)		\$15,700
Estimated total		\$25,000

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	28	14%	—	—	—
20–29 yrs	45	36%	95	4.5 pts	\$26,200

Crawl space vs. no crawl space

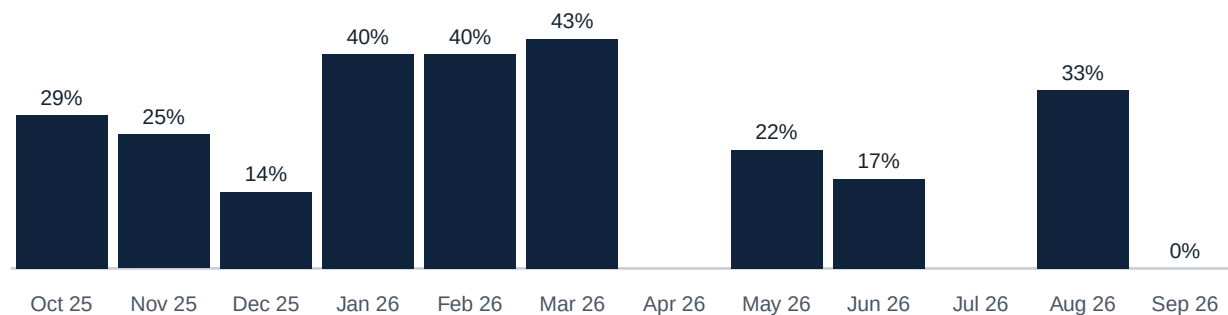
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	11	36%	—	—	—
No crawl space	70	26%	134	5.0 pts	\$32,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	26	35%	—	—	—
\$300–400K	19	26%	—	—	—
\$400–500K	16	13%	—	—	—
\$500–750K	23	22%	—	—	—

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
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
330 S Middleton Drive NW Unit 809	Calabash	Back on the market	Aug 24, 2026
1215 N Middleton Drive NW Apt 2401	Calabash	Back on the market	Aug 12, 2026
993 Middleton Drive NW	Calabash	Back on the market	Jul 30, 2026
279 Ravennaside Drive NW	Calabash	Back on the market	Jun 16, 2026
1215 N Middleton Drive 2504	Calabash	Back on the market	May 12, 2026
8865 Smithfield Drive NW	Calabash	Sold	Aug 11, 2026
1096 Rutledge Court NW	Calabash	Sold	Jul 25, 2026
567 Fairburn Court NW	Calabash	Sold	May 14, 2026
9113 Twin Bay Court NW	Calabash	Sold	Mar 4, 2026
8697 Radcliff Drive NW	Calabash	Sold	Mar 2, 2026
330 S Middleton Drive NW Unit 104	Calabash	Sold	Feb 25, 2026
1215 N Middleton Drive NW Unit 2801	Calabash	Sold	Feb 1, 2026
191 S Middleton Drive NW	Calabash	Sold	Jan 1, 2026
330 S Middleton Drive NW Unit 306	Calabash	Sold	Dec 2, 2025
1096 Rutledge Court NW	Calabash	Sold	Nov 6, 2025
8940 Smithfield Drive NW	Calabash	Sold	Oct 30, 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.