



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

Calabash

Resale homes (new construction and land left out)

When a deal dies in Calabash, it costs the seller about \$18,800

117 of about 473 contracts for resale homes in Calabash fell apart over the last 12 months — about 1 in 4. The ones that sold later took 69 more days and sold for 3.7 points less of their first asking price than homes that closed on the first contract. And 16% of the homes whose deal died never sold at all.

25%

of contracts fell apart
117 of about 473

69

extra days on the market
126 days vs. 57 on the first contract

\$18,800

estimated cost of a dead deal
with a mortgage

16%

never sold at all
of the homes whose deal died

3.7

lower price (points of first ask)
91.7% vs. 95.4% of first asking

\$15,000

if the home is paid off

What a dead deal costs, line by line

A typical \$345,000 home	Per day	69 days
Mortgage interest	\$55.05	\$3,798
Property taxes	\$3.73	\$257
Insurance	\$8.22	\$567
HOA dues	\$3.22	\$222
Upkeep	\$9.45	\$652
Utilities	\$8.22	\$567
Holding costs	\$87.89	\$6,060
Lower sale price (the scar)		\$12,800
Estimated total		\$18,800

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	149	16%	59	1.7 pts	\$12,800
10–19 yrs	62	26%	165	4.6 pts	\$32,200
20–29 yrs	152	28%	96	3.3 pts	\$16,900
30–49 yrs	106	30%	58	3.6 pts	\$13,300

Crawl space vs. no crawl space

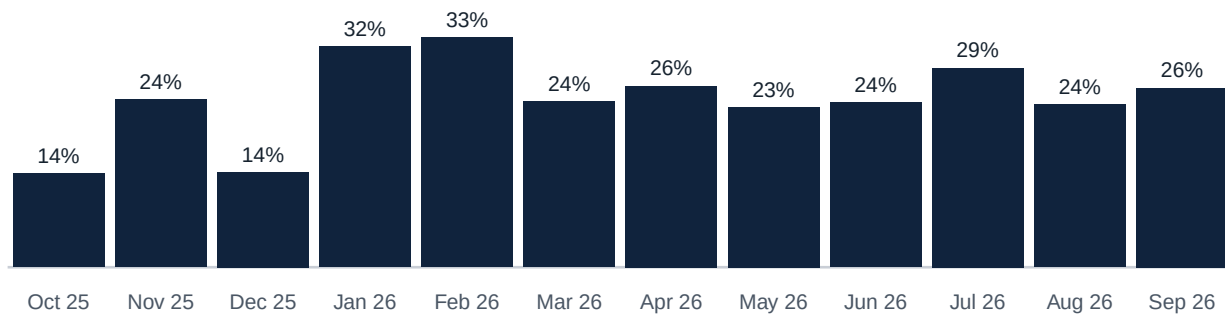
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	103	33%	52	1.6 pts	\$7,800
No crawl space	349	23%	82	4.6 pts	\$23,900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	174	30%	68	5.4 pts	\$17,600
\$300–400K	150	22%	69	2.0 pts	\$12,800
\$400–500K	76	21%	48	0.0 pts	\$4,900
\$500–750K	60	20%	48	3.6 pts	\$26,300
\$750K–1M	11	36%	—	—	—

Month by month

Share of contracts that fell apart, by month



Neighborhoods and ZIP codes in Calabash

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28467	568	23%	76	3.7 pts	\$18,700
Brunswick Plantation	86	26%	96	4.0 pts	\$25,000
Crow Creek	44	30%	110	9.0 pts	\$34,400
Carolina Shores North	23	17%	—	—	—
Kingfish Bay	16	13%	—	—	—



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
9243 Bonaparte Drive SW	Calabash	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
696 Donmovin Court NW	Calabash	Back on the market	Sep 30, 2026
280 Woodlands Way Unit 1	Calabash	Back on the market	Sep 19, 2026
1075 Clubview Lane SW	Calabash	Back on the market	Sep 18, 2026
395 S Crow Creek Drive 1624	Calabash	Back on the market	Sep 13, 2026
212 Cable Lake Circle	Calabash	Back on the market	Sep 12, 2026
690 Boundary Loop Road NW	Calabash	Back on the market	Sep 11, 2026
2104 Jarvis Lane NW	Calabash	Back on the market	Sep 9, 2026
244 Berryknoll Drive NW	Calabash	Back on the market	Sep 8, 2026
273 Cable Lake Circle	Calabash	Back on the market	Sep 4, 2026
1126 River Drive	Calabash	Back on the market	Sep 1, 2026
2085 Manor Parc Drive	Calabash	Back on the market	Aug 27, 2026
330 S Middleton Drive NW Unit 809	Calabash	Back on the market	Aug 24, 2026
501 Deer Path	Calabash	Back on the market	Aug 14, 2026
1215 N Middleton Drive NW Apt 2401	Calabash	Back on the market	Aug 12, 2026
433 Crow Creek Drive NW	Calabash	Back on the market	Aug 5, 2026
993 Middleton Drive NW	Calabash	Back on the market	Jul 30, 2026
670 Calabash Road NW	Calabash	Back on the market	Jul 22, 2026
1933 Coleman Lake Drive	Calabash	Back on the market	Jul 8, 2026
482 Pepper Breeze Avenue SW	Calabash	Back on the market	Jul 2, 2026
279 Ravennaside Drive NW	Calabash	Back on the market	Jun 16, 2026
123 Freeboard Lane	Calabash	Back on the market	Jun 5, 2026
478 Wampee Street NW	Calabash	Under contract again	Sep 15, 2026
1160 Calabash Station Boulevard NW	Calabash	Under contract again	Sep 7, 2026
10166 Beach Drive SW Unit 5105	Calabash	Under contract again	Aug 5, 2026
1023 Meares Street SW	Calabash	Under contract again	Aug 3, 2026
1099 Nautical Lane	Calabash	Under contract again	Aug 3, 2026
9283 Oldfield Road NW	Calabash	Under contract again	Jul 2, 2026
430 Hampton Street NW	Calabash	Under contract again	Jun 16, 2026
20 Sunfield Drive	Calabash	Sold	Aug 22, 2026
586 Tree Acres Circle NW # 1	Calabash	Sold	Aug 13, 2026
8865 Smithfield Drive NW	Calabash	Sold	Aug 11, 2026
1096 Rutledge Court NW	Calabash	Sold	Jul 25, 2026
1652 White Starfish Court	Calabash	Sold	Jul 19, 2026



Address	Town	Now	Fell apart
9205 Little Osprey Drive Lot 337	Calabash	Sold	Jul 10, 2026
260 Woodlands Way NW Unit 18	Calabash	Sold	Jul 10, 2026
10166 Beach Drive SW 5101	Calabash	Sold	Jul 6, 2026
471 Saltaire Drive SW	Calabash	Sold	Jun 21, 2026
395 S Crow Creek Drive NW Unit 1310	Calabash	Sold	Jun 18, 2026
29 Pinewood Drive	Calabash	Sold	Jun 10, 2026
1032 High Point Avenue SW	Calabash	Sold	Jun 5, 2026
1064 Ward Avenue SW	Calabash	Sold	May 26, 2026
24 Boundaryline Drive NW Apt C	Calabash	Sold	May 19, 2026
665 NW Meadowbrook Lane NW	Calabash	Sold	May 19, 2026
567 Fairburn Court NW	Calabash	Sold	May 14, 2026
9 Sand Dollar Drive	Calabash	Sold	May 14, 2026
1118 Hidden Way SW	Calabash	Sold	May 11, 2026
260 S Crow Creek Drive NW Lot 18	Calabash	Sold	May 6, 2026
9304 Honey Tree Lane NW # 2	Calabash	Sold	May 5, 2026
76 Calabash Drive	Calabash	Sold	Apr 27, 2026
378 Thicket Drive NW	Calabash	Sold	Apr 22, 2026
1061 Mille Avenue SW	Calabash	Sold	Apr 19, 2026
1036 Palm Court SW	Calabash	Sold	Apr 14, 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.