



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

Carolina Forest (Jacksonville)

Resale homes (new construction and land left out)

When a deal dies in Carolina Forest (Jacksonville), it costs the seller about \$9,300

10 of about 78 contracts for resale homes in Carolina Forest (Jacksonville) fell apart over the last 12 months — about 1 in 8. The ones that sold later took 42 more days and sold for 2.2 points less of their first asking price than homes that closed on the first contract. And 0% of the homes whose deal died never sold at all.

13%

of contracts fell apart
10 of about 78

42

extra days on the market
61 days vs. 19 on the first contract

\$9,300

estimated cost of a dead deal
with a mortgage

0%

never sold at all
of the homes whose deal died

2.2

lower price (points of first ask)
96.9% vs. 99.1% of first asking

\$7,400

if the home is paid off

What a dead deal costs, line by line

A typical \$275,000 home	Per day	42 days
Mortgage interest	\$43.88	\$1,843
Property taxes	\$7.22	\$303
Insurance	\$8.22	\$345
HOA dues	\$1.37	\$58
Upkeep	\$7.53	\$316
Utilities	\$8.22	\$345
Holding costs	\$76.44	\$3,210
Lower sale price (the scar)		\$6,100
Estimated total		\$9,300

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.

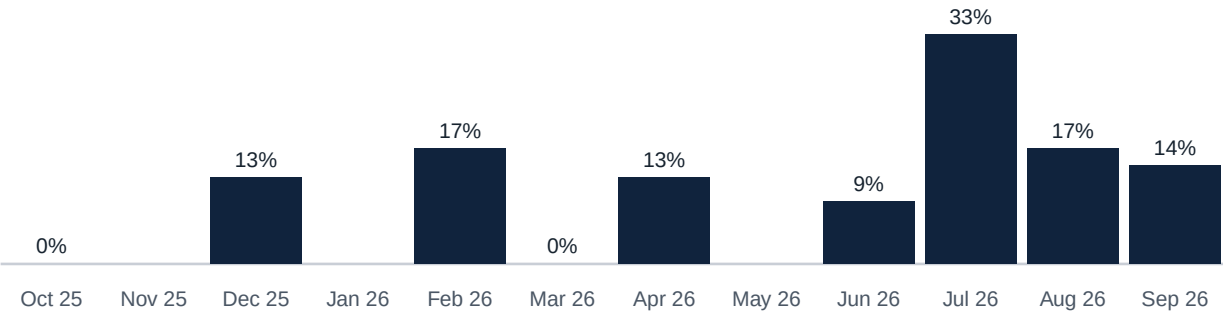


By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	45	13%	66	0.0 pts	\$3,900
\$300–400K	28	14%	—	—	—

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
300 Walkens Woods Lane	Jacksonville	Back on the market	Oct 2, 2026
216 Burning Tree Lane	Jacksonville	Back on the market	Sep 22, 2026
314 Glenhaven Lane	Jacksonville	Back on the market	Jul 8, 2026
302 Wynbrookee Lane	Jacksonville	Under contract again	Jun 29, 2026
290 Caldwell Loop	Jacksonville	Sold	Aug 17, 2026
411 Wynbrookee Lane	Jacksonville	Sold	Jul 30, 2026
306 Brunswick Drive	Jacksonville	Sold	May 6, 2026
202 Springwood Drive	Jacksonville	Sold	Apr 4, 2026
607 Streamwood Drive 607	Jacksonville	Sold	Feb 14, 2026
307 Caldwell Loop	Jacksonville	Sold	Dec 13, 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.