



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

Carolina Shores

Resale homes (new construction and land left out)

When a deal dies in Carolina Shores, it costs the seller about \$23,500

16 of about 95 contracts for resale homes in Carolina Shores fell apart over the last 12 months — about 1 in 6. The ones that sold later took 148 more days and sold for 3.8 points less of their first asking price than homes that closed on the first contract. And 27% of the homes whose deal died never sold at all.

17%

of contracts fell apart
16 of about 95

148

extra days on the market
202 days vs. 54 on the first contract

\$23,500

estimated cost of a dead deal
with a mortgage

27%

never sold at all
of the homes whose deal died

3.8

lower price (points of first ask)
91.6% vs. 95.4% of first asking

\$16,200

if the home is paid off

What a dead deal costs, line by line

A typical \$310,000 home	Per day	148 days
Mortgage interest	\$49.46	\$7,320
Property taxes	\$4.15	\$614
Insurance	\$8.22	\$1,217
HOA dues	\$0.96	\$142
Upkeep	\$8.49	\$1,257
Utilities	\$8.22	\$1,217
Holding costs	\$79.50	\$11,770
Lower sale price (the scar)		\$11,800
Estimated total		\$23,500

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	23	26%	—	—	—
10–19 yrs	14	7%	—	—	—
20–29 yrs	19	16%	—	—	—
30–49 yrs	37	16%	—	—	—

Crawl space vs. no crawl space

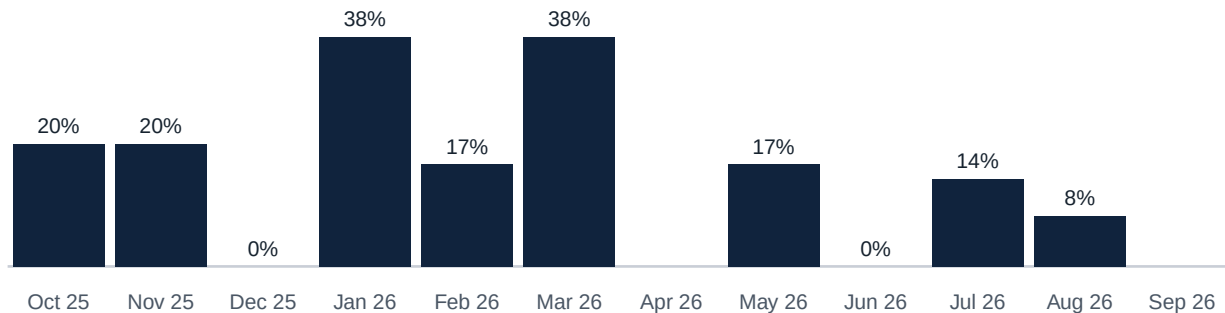
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	19	21%	—	—	—
No crawl space	73	16%	187	1.1 pts	\$18,800

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	35	14%	—	—	—
\$300–400K	51	18%	—	—	—

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
1932 Coleman Lake Drive	Carolina Shores	Back on the market	Oct 1, 2026
146 Freeboard Lane	Carolina Shores	Back on the market	Jul 7, 2026
71 Calabash Drive	Carolina Shores	Under contract again	Aug 7, 2026
14 Calabash Lakes Boulevard	Carolina Shores	Under contract again	Mar 21, 2026
9 Sand Dollar Drive	Calabash	Sold	Mar 31, 2026
9 Golf Crest Court	Carolina Shores	Sold	Mar 17, 2026
37 Carolina Shores Parkway	Carolina Shores	Sold	Feb 14, 2026
660 Landmark Cove	Carolina Shores	Sold	Jan 28, 2026
111 Cobblers Circle	Calabash	Sold	Jan 16, 2026
301 Bulkhead Bend	Calabash	Sold	Jan 2, 2026
11 Court 11 Northwest Drive NW	Carolina Shores	Sold	Nov 11, 2025
3 Gate 6	Carolina Shores	Sold	Oct 26, 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.