



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

Compass Pointe (Leland)

Resale homes (new construction and land left out)

When a deal dies in Compass Pointe (Leland), it costs the seller about \$13,200

11 of about 73 contracts for resale homes in Compass Pointe (Leland) fell apart over the last 12 months — about 1 in 7. The ones that sold later took 61 more days and sold for 0.5 points less of their first asking price than homes that closed on the first contract. And 14% of the homes whose deal died never sold at all.

15%

of contracts fell apart
11 of about 73

61

extra days on the market
121 days vs. 60 on the first contract

\$13,200

estimated cost of a dead deal
with a mortgage

14%

never sold at all
of the homes whose deal died

0.5

lower price (points of first ask)
96.3% vs. 96.8% of first asking

\$6,500

if the home is paid off

What a dead deal costs, line by line

A typical \$690,000 home	Per day	61 days
Mortgage interest	\$110.10	\$6,716
Property taxes	\$6.26	\$382
Insurance	\$8.22	\$501
HOA dues	\$8.39	\$512
Upkeep	\$18.90	\$1,153
Utilities	\$8.22	\$501
Holding costs	\$160.09	\$9,770
Lower sale price (the scar)		\$3,500
Estimated total		\$13,200

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

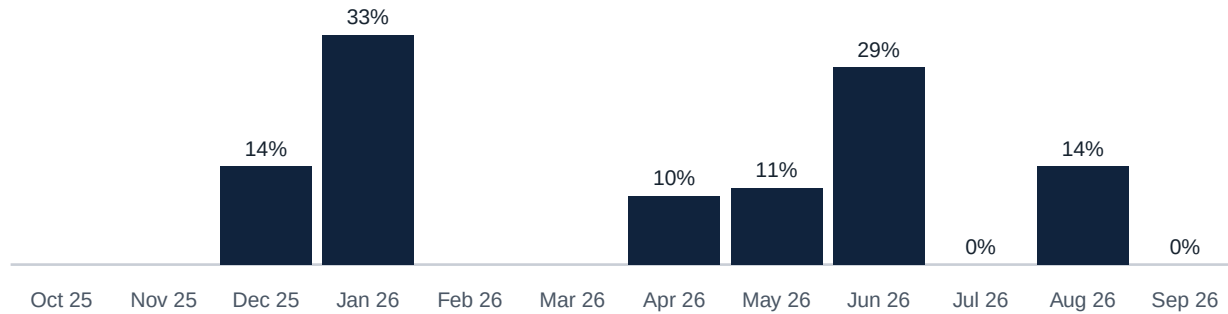
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	48	10%	—	—	—
10–19 yrs	25	24%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$500–750K	37	14%	—	—	—
\$750K–1M	24	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
2314 Hickory Bottom Court NE	Leland	Back on the market	Aug 31, 2026
2271 Curly Maple Wynd NE	Leland	Sold	Jun 18, 2026
8266 Stenton Drive NE	Leland	Sold	Jun 5, 2026
8144 Garden Pointe Drive NE	Leland	Sold	May 5, 2026
8269 Crest Top Court NE	Leland	Sold	Jan 19, 2026
8412 Caladenia Way NE	Leland	Sold	Jan 7, 2026
2314 Red Birch Trail NE	Leland	Sold	Nov 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.