



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

Echo Farms (Wilmington)

Resale homes (new construction and land left out)

When a deal dies in Echo Farms (Wilmington), it costs the seller about \$34,000

10 of about 44 contracts for resale homes in Echo Farms (Wilmington) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 56 more days and sold for 5.6 points less of their first asking price than homes that closed on the first contract. And 22% of the homes whose deal died never sold at all.

23%

of contracts fell apart
10 of about 44

56

extra days on the market
68 days vs. 12 on the first contract

\$34,000

estimated cost of a dead deal
with a mortgage

22%

never sold at all
of the homes whose deal died

5.6

lower price (points of first ask)
93.6% vs. 99.2% of first asking

\$29,600

if the home is paid off

What a dead deal costs, line by line

A typical \$489,000 home	Per day	56 days
Mortgage interest	\$78.03	\$4,370
Property taxes	\$7.51	\$421
Insurance	\$8.22	\$460
HOA dues	\$1.97	\$110
Upkeep	\$13.40	\$750
Utilities	\$8.22	\$460
Holding costs	\$117.34	\$6,570
Lower sale price (the scar)		\$27,400
Estimated total		\$34,000

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	16	19%	—	—	—
30–49 yrs	16	25%	—	—	—

Crawl space vs. no crawl space

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	21	24%	—	—	—
No crawl space	23	22%	60	5.6 pts	\$37,100



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
3825 Appleton Way	Wilmington	Sold	May 14, 2026
305 Saint Annes Moor	Wilmington	Sold	Apr 5, 2026
4212 Appleton Way	Wilmington	Sold	Mar 4, 2026
3520 Daufuskie Drive	Wilmington	Sold	Jan 28, 2026
1014 Mccarley Boulevard	Wilmington	Sold	Dec 11, 2025
4325 Appleton Way	Wilmington	Sold	Oct 24, 2025
3628 Daufuskie Drive	Wilmington	Sold	Oct 20, 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.