



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

Historic District (Wilmington)

Resale homes (new construction and land left out)

When a deal dies in Historic District (Wilmington), it costs the seller about \$4,400

11 of about 47 contracts for resale homes in Historic District (Wilmington) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 29 more days and sold for 0.1 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.

23%

of contracts fell apart
11 of about 47

29

extra days on the market
63 days vs. 34 on the first contract

\$4,400

estimated cost of a dead deal
with a mortgage

0%

never sold at all
of the homes whose deal died

0.1

lower price (points of first ask)
95.1% vs. 95.2% of first asking

\$1,700

if the home is paid off

What a dead deal costs, line by line

A typical \$583,189 home	Per day	29 days
Mortgage interest	\$93.05	\$2,698
Property taxes	\$7.18	\$208
Insurance	\$8.22	\$238
Upkeep	\$15.98	\$463
Utilities	\$8.22	\$238
Holding costs	\$132.65	\$3,850
Lower sale price (the scar)		\$600
Estimated total		\$4,400

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
\$500–750K	17	12%	—	—	—
\$1M+	12	25%	—	—	—



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
102 S 2nd Street Unit 210	Wilmington	Back on the market	Aug 28, 2026
505 S 5th Avenue	Wilmington	Sold	Jun 11, 2026
525 S Front Street	Wilmington	Sold	Apr 30, 2026
419 S Front Street	Wilmington	Sold	Apr 6, 2026
121 S 5th Avenue	Wilmington	Sold	Mar 18, 2026
228 Mcrae Street	Wilmington	Sold	Mar 11, 2026
223 S 5th Avenue	Wilmington	Sold	Nov 29, 2025
708 Market Street	Wilmington	Sold	Oct 21, 2025
416 S 5th Avenue	Wilmington	Sold	Oct 15, 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.