



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

Jacksonville

Resale homes (new construction and land left out)

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

384 of about 2,074 contracts for resale homes in Jacksonville fell apart over the last 12 months — about 1 in 5. The ones that sold later took 42 more days and sold for 2.4 points less of their first asking price than homes that closed on the first contract. And 16% of the homes whose deal died never sold at all.

19%

of contracts fell apart
384 of about 2,074

42

extra days on the market
57 days vs. 15 on the first contract

\$9,300

estimated cost of a dead deal
with a mortgage

16%

never sold at all
of the homes whose deal died

2.4

lower price (points of first ask)
97.6% vs. 100.0% of first asking

\$7,600

if the home is paid off

What a dead deal costs, line by line

A typical \$265,950 home	Per day	42 days
Mortgage interest	\$42.44	\$1,782
Property taxes	\$4.11	\$173
Insurance	\$8.22	\$345
Upkeep	\$7.29	\$306
Utilities	\$8.22	\$345
Holding costs	\$70.27	\$2,950
Lower sale price (the scar)		\$6,400
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 age of the home

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	236	16%	70	1.5 pts	\$10,800
10–19 yrs	462	14%	33	2.2 pts	\$9,400
20–29 yrs	336	16%	43	1.8 pts	\$8,100
30–49 yrs	506	19%	39	2.1 pts	\$7,600
50+ yrs	534	25%	42	2.9 pts	\$9,300

Crawl space vs. no crawl space

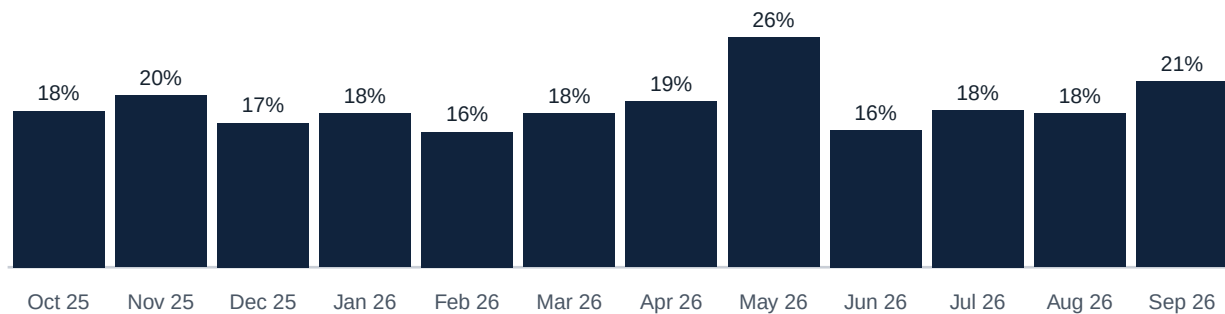
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	686	24%	43	3.0 pts	\$10,100
No crawl space	1,315	16%	39	2.2 pts	\$9,100

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	1,340	20%	36	1.9 pts	\$6,800
\$300–400K	610	15%	45	2.0 pts	\$10,300
\$400–500K	88	14%	9	1.3 pts	\$6,400
\$500–750K	30	23%	—	—	—

Month by month

Share of contracts that fell apart, by month





Neighborhoods and ZIP codes in Jacksonville

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28546	1,096	18%	33	2.6 pts	\$9,500
ZIP 28540	978	19%	46	1.6 pts	\$7,300
Brynn Marr	86	26%	66	9.5 pts	\$28,600
Northwoods	79	17%	0	0.5 pts	\$1,100
Carolina Forest	78	13%	42	2.2 pts	\$9,300
Carolina Plantations	71	11%	—	—	—
Sterling Farms	47	11%	—	—	—
Hunters Creek	44	11%	—	—	—
Onslow Bay	42	2%	—	—	—
Towne Pointe	36	33%	69	2.9 pts	\$15,300
Stateside	31	10%	—	—	—



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
415 Woodland Drive	Jacksonville	Back on the market	Oct 1, 2026
301 King Richard Court	Jacksonville	Back on the market	Oct 1, 2026
3022 Foxhorn Road	Jacksonville	Back on the market	Sep 30, 2026
218 Parkwood Drive	Jacksonville	Back on the market	Sep 30, 2026
132 Moosehart Avenue	Jacksonville	Back on the market	Sep 29, 2026
837 Dynasty Drive	Jacksonville	Back on the market	Sep 28, 2026
1673 Catherine Lake Road	Jacksonville	Back on the market	Sep 27, 2026
225 Lakewood Drive	Jacksonville	Back on the market	Sep 25, 2026
306 Old Loy Avenue	Jacksonville	Back on the market	Sep 25, 2026
6447 Gum Branch Road	Jacksonville	Back on the market	Sep 23, 2026
621 Walden Place	Jacksonville	Back on the market	Sep 23, 2026
923 Sioux Drive	Jacksonville	Back on the market	Sep 23, 2026
335 James Hedrick Court	Jacksonville	Back on the market	Sep 23, 2026
216 Burning Tree Lane	Jacksonville	Back on the market	Sep 22, 2026
328 Aquamarine Circle	Jacksonville	Back on the market	Sep 18, 2026
300 Walnut Drive	Jacksonville	Back on the market	Sep 15, 2026
106 Mulberry Lane	Jacksonville	Back on the market	Sep 15, 2026
117 Sparrows Point Lane	Jacksonville	Back on the market	Sep 15, 2026
507 Fox Run Road	Jacksonville	Back on the market	Sep 12, 2026
100 W Cameron Court	Jacksonville	Back on the market	Sep 12, 2026
105 Hillside Court	Jacksonville	Back on the market	Sep 11, 2026
228 Rutherford Way	Jacksonville	Back on the market	Sep 10, 2026
3104 Northwoods Drive	Jacksonville	Back on the market	Sep 10, 2026
1889 Rocky Run Road	Jacksonville	Under contract again	Sep 25, 2026
2339 Burgaw Highway	Jacksonville	Under contract again	Sep 24, 2026
7 Cole Drive	Jacksonville	Under contract again	Sep 23, 2026
124 Empire Boulevard	Jacksonville	Under contract again	Sep 16, 2026
625 Winchester Road	Jacksonville	Under contract again	Sep 10, 2026
512 Louvre Lane	Jacksonville	Under contract again	Sep 9, 2026
510 Brynn Marr Road	Jacksonville	Under contract again	Sep 9, 2026
102 Laredo Drive	Jacksonville	Under contract again	Sep 4, 2026
1118 Old Tar Landing Road	Jacksonville	Under contract again	Sep 1, 2026
116 Live Oak Drive	Jacksonville	Under contract again	Aug 31, 2026
108 Meadowview Court	Jacksonville	Under contract again	Aug 15, 2026
105 Hilda Road	Jacksonville	Under contract again	Aug 10, 2026



Address	Town	Now	Fell apart
145 Cornerstone Place	Jacksonville	Under contract again	Aug 6, 2026
234 River Bend Road	Jacksonville	Under contract again	Aug 5, 2026
2915 Northwoods Drive	Jacksonville	Under contract again	Aug 3, 2026
206 Hemming Way	Jacksonville	Under contract again	Jul 30, 2026
203 Grafton Court	Jacksonville	Under contract again	Jul 29, 2026
103 Willbarry Road	Jacksonville	Under contract again	Jul 29, 2026
422 Thomas Drive	Jacksonville	Under contract again	Jul 17, 2026
122 E Bayshore Boulevard	Jacksonville	Under contract again	Jul 6, 2026
1004 Springdale Drive	Jacksonville	Under contract again	Jul 3, 2026
302 Wynbrookee Lane	Jacksonville	Under contract again	Jun 29, 2026
206 Chatham Court	Jacksonville	Under contract again	Jun 26, 2026
144 Jupiter Trail	Jacksonville	Under contract again	Jun 19, 2026
414 Cedar Creek Drive	Jacksonville	Sold	Aug 20, 2026
249 Ernest Gurganus Road	Jacksonville	Sold	Aug 20, 2026
102 Royal Drive	Jacksonville	Sold	Aug 20, 2026
9 E Bayshore Boulevard	Jacksonville	Sold	Aug 19, 2026
107 Wynstone Drive	Jacksonville	Sold	Aug 18, 2026
290 Caldwell Loop	Jacksonville	Sold	Aug 17, 2026
2039 Foxhorn Road	Jacksonville	Sold	Aug 14, 2026
205 Mahogany Drive	Jacksonville	Sold	Aug 14, 2026
631 Duke Court	Jacksonville	Sold	Aug 7, 2026
183 Ramsey Road	Jacksonville	Sold	Aug 4, 2026
315 Sugarberry Court	Jacksonville	Sold	Aug 4, 2026
1024 Spring Villa Drive	Jacksonville	Sold	Jul 30, 2026
908 Daniel Drive	Jacksonville	Sold	Jul 30, 2026
411 Wynbrookee Lane	Jacksonville	Sold	Jul 30, 2026
121 Bryan Street	Jacksonville	Sold	Jul 27, 2026
303 Brothers Lane	Jacksonville	Sold	Jul 25, 2026
308 Otis Cove	Jacksonville	Sold	Jul 25, 2026
110 Stone Court	Jacksonville	Sold	Jul 20, 2026
1110 Westmoreland Drive	Jacksonville	Sold	Jul 19, 2026
210 Jasmine Lane	Jacksonville	Sold	Jul 17, 2026
109 Foxberry Place	Jacksonville	Sold	Jul 16, 2026
121 Navy Blue Drive	Jacksonville	Sold	Jul 9, 2026
1107 Gould Road	Jacksonville	Sold	Jul 9, 2026
624 Walnut Drive	Jacksonville	Sold	Jul 8, 2026



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.