



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

New Hanover County

Resale homes (new construction and land left out)

When a deal dies in New Hanover County, it costs the seller about \$21,700

718 of about 4,348 contracts for resale homes in New Hanover County fell apart over the last 12 months — about 1 in 6. The ones that sold later took 53 more days and sold for 3.4 points less of their first asking price than homes that closed on the first contract. And 25% of the homes whose deal died never sold at all.

17%

of contracts fell apart
718 of about 4,348

53

extra days on the market
77 days vs. 24 on the first contract

\$21,700

estimated cost of a dead deal
with a mortgage

25%

never sold at all
of the homes whose deal died

3.4

lower price (points of first ask)
93.7% vs. 97.1% of first asking

\$17,700

if the home is paid off

What a dead deal costs, line by line

A typical \$465,000 home	Per day	53 days
Mortgage interest	\$74.20	\$3,933
Property taxes	\$5.69	\$302
Insurance	\$8.22	\$436
HOA dues	\$1.30	\$69
Upkeep	\$12.74	\$675
Utilities	\$8.22	\$436
Holding costs	\$110.37	\$5,850
Lower sale price (the scar)		\$15,800
Estimated total		\$21,700

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	658	13%	33	2.1 pts	\$16,700
10–19 yrs	374	12%	98	3.7 pts	\$33,000
20–29 yrs	1,102	14%	54	3.6 pts	\$21,100
30–49 yrs	1,277	17%	43	1.8 pts	\$12,200
50+ yrs	934	23%	65	5.3 pts	\$27,600

Crawl space vs. no crawl space

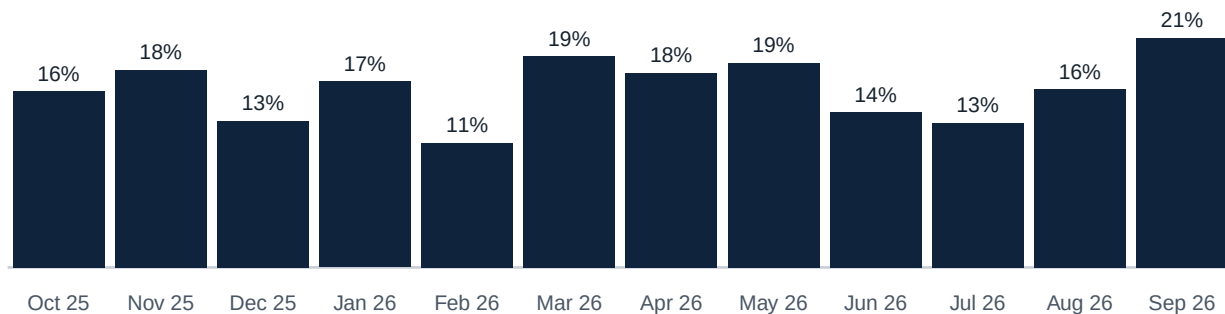
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	1,568	18%	70	4.0 pts	\$28,400
No crawl space	2,609	15%	39	2.6 pts	\$15,700

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	610	19%	39	3.8 pts	\$11,700
\$300–400K	1,015	17%	48	2.5 pts	\$12,700
\$400–500K	719	15%	28	2.0 pts	\$11,500
\$500–750K	1,047	14%	52	3.7 pts	\$28,200
\$750K–1M	426	19%	89	4.5 pts	\$53,400
\$1M+	531	17%	67	4.9 pts	\$88,500

Month by month

Share of contracts that fell apart, by month





Towns in New Hanover County

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Wilmington	3,595	16%	48	3.3 pts	\$19,500
Carolina Beach	415	23%	94	4.7 pts	\$44,100
Castle Hayne	158	18%	37	1.2 pts	\$7,700
Wrightsville Beach	111	14%	116	17.4 pts	\$332,600
Kure Beach	104	17%	47	3.3 pts	\$32,500



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
709 N 4th Street Ste 302	Wilmington	Back on the market	Oct 2, 2026
2105 Camellia Drive	Wilmington	Back on the market	Oct 2, 2026
1904 Brewton Court	Wilmington	Back on the market	Oct 2, 2026
5732 Brown Pelican Lane	Wilmington	Back on the market	Oct 2, 2026
442 Cape Fear Boulevard	Wilmington	Back on the market	Oct 1, 2026
7501 Promontory Court	Wilmington	Back on the market	Oct 1, 2026
2213 Washington Street	Wilmington	Back on the market	Oct 1, 2026
903 Walnut Street	Wilmington	Back on the market	Oct 1, 2026
905 Walnut Street	Wilmington	Back on the market	Oct 1, 2026
106 N Water Street Ste 708	Wilmington	Back on the market	Oct 1, 2026
314 Brookfield Drive	Wilmington	Back on the market	Oct 1, 2026
6033 Shiloh Drive	Wilmington	Back on the market	Sep 30, 2026
2509 N Lumina Avenue N	Wrightsville Beach	Back on the market	Sep 30, 2026
1202 Chestnut Street	Wilmington	Back on the market	Sep 30, 2026
3039 Weatherby Court	Wilmington	Back on the market	Sep 29, 2026
1709 Queen Street	Wilmington	Back on the market	Sep 29, 2026
422 Settlers Lane	Kure Beach	Back on the market	Sep 28, 2026
804 S 6th Street	Wilmington	Back on the market	Sep 28, 2026
3010 Remington Drive	Wilmington	Back on the market	Sep 28, 2026
318 Colonial Drive	Wilmington	Back on the market	Sep 25, 2026
5605 Moss Vine Place 11	Wilmington	Back on the market	Sep 25, 2026
2006 Kenilworth Lane	Wilmington	Back on the market	Sep 24, 2026
330 Brighton Road	Wilmington	Back on the market	Sep 22, 2026
10 Hermitage Road	Castle Hayne	Back on the market	Sep 22, 2026
408 Goldsboro Avenue	Carolina Beach	Under contract again	Sep 30, 2026
4353 Jonathan Court	Wilmington	Under contract again	Sep 24, 2026
38 Pelican Point Road	Wilmington	Under contract again	Sep 22, 2026
109 South Carolina Avenue	Carolina Beach	Under contract again	Sep 17, 2026
1201 Saint Augustine Drive	Castle Hayne	Under contract again	Sep 15, 2026
124 Darby Street	Wilmington	Under contract again	Sep 9, 2026
2765 Alvernia Drive	Castle Hayne	Under contract again	Sep 8, 2026
400 Virginia Avenue 305-B	Carolina Beach	Under contract again	Sep 5, 2026
905 Robert E Lee Drive	Wilmington	Under contract again	Sep 3, 2026
5239 Shadow Branch Lane	Wilmington	Under contract again	Sep 3, 2026
1800 Eastwood Road Apt 118	Wilmington	Under contract again	Sep 2, 2026
323 Cornubia Drive	Castle Hayne	Under contract again	Sep 2, 2026



Address	Town	Now	Fell apart
9 Island Drive	Wrightsville Beach	Under contract again	Sep 1, 2026
539 Maides Avenue	Wilmington	Under contract again	Aug 31, 2026
7426 Springwater Drive	Wilmington	Under contract again	Aug 30, 2026
2700 N Lumina Avenue Unit 619	Wrightsville Beach	Under contract again	Aug 24, 2026
206 Keaton Avenue	Wilmington	Under contract again	Aug 18, 2026
2350 Adams Street	Wilmington	Under contract again	Aug 13, 2026
108 N 8th Street	Wilmington	Under contract again	Aug 10, 2026
1500 Cadfel Court Unit 302	Wilmington	Under contract again	Aug 2, 2026
202 Lewis Drive Unit 1207	Carolina Beach	Under contract again	Jul 31, 2026
103 Ike Drive	Wilmington	Under contract again	Jul 28, 2026
18 Hampton Drive	Castle Hayne	Under contract again	Jul 9, 2026
648 Village Park Drive 204	Wilmington	Under contract again	Jul 6, 2026
6323 Strawfield Drive	Wilmington	Sold	Sep 23, 2026
918 N Carolina Beach Avenue N Unit 1f	Carolina Beach	Sold	Sep 18, 2026
719 Melba Court C	Wilmington	Sold	Sep 15, 2026
222 Carolina Beach Avenue N Unit 112	Carolina Beach	Sold	Aug 30, 2026
613 Bay Blossom Drive	Wilmington	Sold	Aug 28, 2026
314 Bland Street	Wilmington	Sold	Aug 26, 2026
6300 Baylor Drive	Wilmington	Sold	Aug 26, 2026
338 Windchime Drive	Wilmington	Sold	Aug 20, 2026
1846 Glen Eagles Lane	Wilmington	Sold	Aug 18, 2026
3006 Laughing Gull Terrace	Wilmington	Sold	Aug 17, 2026
1501 Parmele Drive	Wilmington	Sold	Aug 17, 2026
901 S Lake Park Boulevard Unit 304	Carolina Beach	Sold	Aug 17, 2026
232 Trisail Terrace	Wilmington	Sold	Aug 17, 2026
404 Porters Neck Road	Wilmington	Sold	Aug 15, 2026
6027 Pine Laurel Drive	Wilmington	Sold	Aug 14, 2026
5329 Leisure Circle	Wilmington	Sold	Aug 13, 2026
4646 Bramton Road	Wilmington	Sold	Aug 11, 2026
610 Ivey Circle	Wilmington	Sold	Aug 10, 2026
618 Condo Club Drive Unit 308	Wilmington	Sold	Aug 9, 2026
19 E Charlotte Street	Wrightsville Beach	Sold	Aug 7, 2026
3907 Northeast Avenue	Castle Hayne	Sold	Aug 7, 2026
1402 Admiral Way	Wilmington	Sold	Aug 4, 2026
4443 Holly Tree Road	Wilmington	Sold	Jul 31, 2026
7012 Murrayville Road	Wilmington	Sold	Jul 30, 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.