



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

Onslow County

Resale homes (new construction and land left out)

When a deal dies in Onslow County, it costs the seller about \$10,400

779 of about 4,245 contracts for resale homes in Onslow County fell apart over the last 12 months — about 1 in 5. The ones that sold later took 48 more days and sold for 2.3 points less of their first asking price than homes that closed on the first contract. And 18% of the homes whose deal died never sold at all.

18%

of contracts fell apart
779 of about 4,245

48

extra days on the market
66 days vs. 18 on the first contract

\$10,400

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

2.3

lower price (points of first ask)
96.7% vs. 99.0% of first asking

\$8,100

if the home is paid off

What a dead deal costs, line by line

A typical \$293,000 home	Per day	48 days
Mortgage interest	\$46.75	\$2,244
Property taxes	\$4.24	\$204
Insurance	\$8.22	\$395
Upkeep	\$8.03	\$385
Utilities	\$8.22	\$395
Holding costs	\$75.46	\$3,620
Lower sale price (the scar)		\$6,700
Estimated total		\$10,400

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 age of the home

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	764	14%	61	2.1 pts	\$12,800
10–19 yrs	1,171	14%	65	2.6 pts	\$13,200
20–29 yrs	732	20%	46	1.7 pts	\$8,200
30–49 yrs	910	22%	49	2.8 pts	\$10,200
50+ yrs	668	25%	47	2.5 pts	\$8,800

Crawl space vs. no crawl space

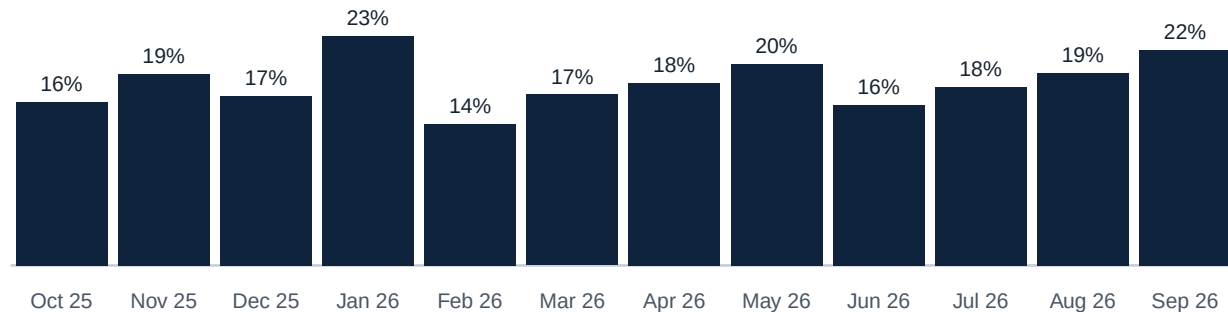
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	1,053	23%	50	3.7 pts	\$12,600
No crawl space	3,016	16%	48	2.1 pts	\$10,200

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	2,247	19%	43	2.4 pts	\$8,600
\$300–400K	1,246	15%	58	2.9 pts	\$14,400
\$400–500K	311	18%	67	2.6 pts	\$18,100
\$500–750K	269	22%	90	5.0 pts	\$39,100
\$750K–1M	77	22%	69	4.0 pts	\$44,800
\$1M+	95	24%	—	—	—

Month by month

Share of contracts that fell apart, by month





Towns in Onslow County

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Jacksonville	2,074	19%	42	2.4 pts	\$9,300
Hubert	438	17%	51	4.4 pts	\$15,500
Richlands	415	15%	60	3.6 pts	\$14,200
Sneads Ferry	394	16%	70	2.3 pts	\$15,500
Holly Ridge	255	15%	116	4.3 pts	\$25,400
North Topsail Beach	236	34%	112	2.7 pts	\$33,200
Swansboro	187	22%	65	0.5 pts	\$7,800
Maysville	86	19%	81	2.4 pts	\$13,300
Midway Park	66	14%	50	0.0 pts	\$2,800



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
914 Haw Branch Road	Beulaville	Back on the market	Oct 2, 2026
129 Foster Creek Court	Swansboro	Back on the market	Oct 2, 2026
415 Woodland Drive	Jacksonville	Back on the market	Oct 1, 2026
306 Marina Way	North Topsail Beach	Back on the market	Oct 1, 2026
601 New River Inlet Road	North Topsail Beach	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
1611 New River Inlet Road	North Topsail Beach	Back on the market	Sep 28, 2026
837 Dynasty Drive	Jacksonville	Back on the market	Sep 28, 2026
110 Sonia Drive	Hubert	Back on the market	Sep 27, 2026
1673 Catherine Lake Road	Jacksonville	Back on the market	Sep 27, 2026
405 Jasmine N	Swansboro	Back on the market	Sep 26, 2026
228 Fulcher Landing Road	Sneads Ferry	Back on the market	Sep 26, 2026
225 Lakewood Drive	Jacksonville	Back on the market	Sep 25, 2026
306 Old Loy Avenue	Jacksonville	Back on the market	Sep 25, 2026
1078 New River Inlet Road	North Topsail Beach	Back on the market	Sep 24, 2026
6447 Gum Branch Road	Jacksonville	Back on the market	Sep 23, 2026
621 Walden Place	Jacksonville	Back on the market	Sep 23, 2026
1896 New River Inlet Road 1309	North Topsail Beach	Back on the market	Sep 23, 2026
923 Sioux Drive	Jacksonville	Back on the market	Sep 23, 2026
11 Marlette Street	Hubert	Back on the market	Sep 23, 2026
25 Crown Point Road	Hubert	Under contract again	Sep 28, 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
33 Riegel Drive	Hubert	Under contract again	Sep 19, 2026
124 Empire Boulevard	Jacksonville	Under contract again	Sep 16, 2026
200 Remington Drive	Midway Park	Under contract again	Sep 13, 2026
102 Prelude Drive	Richlands	Under contract again	Sep 13, 2026
1000 Sand Ridge Road	Hubert	Under contract again	Sep 12, 2026
109 Pembury Way	Richlands	Under contract again	Sep 12, 2026
614 Jacks Crossing Drive	Hubert	Under contract again	Sep 11, 2026
625 Winchester Road	Jacksonville	Under contract again	Sep 10, 2026



Address	Town	Now	Fell apart
512 Louvre Lane	Jacksonville	Under contract again	Sep 9, 2026
510 Brynn Marr Road	Jacksonville	Under contract again	Sep 9, 2026
147 Snow Goose Lane	Sneads Ferry	Under contract again	Sep 8, 2026
1413 New River Inlet Road	North Topsail Beach	Under contract again	Sep 4, 2026
102 Laredo Drive	Jacksonville	Under contract again	Sep 4, 2026
520 W Corbett Avenue	Swansboro	Under contract again	Sep 3, 2026
620 Osprey Landing Drive	Holly Ridge	Under contract again	Sep 3, 2026
1118 Old Tar Landing Road	Jacksonville	Under contract again	Sep 1, 2026
116 Live Oak Drive	Jacksonville	Under contract again	Aug 31, 2026
402 Canoe Lane	Swansboro	Under contract again	Aug 26, 2026
48 Pickett Way	Swansboro	Under contract again	Aug 25, 2026
104 Clint Mills Road	Maysville	Under contract again	Aug 25, 2026
9005 E 9th Street	Surf City	Sold	Sep 28, 2026
1896 New River Inlet 1412	North Topsail Beach	Sold	Sep 2, 2026
106 Meeting House Drive	Hubert	Sold	Aug 21, 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
210 Marsh Haven Drive	Sneads Ferry	Sold	Aug 18, 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
105 Nautical Wave Road	Hubert	Sold	Aug 13, 2026
120 Plantation Drive	Swansboro	Sold	Aug 7, 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
1107 Mill Run Road	Sneads Ferry	Sold	Aug 4, 2026
309 Crown Point Road	Hubert	Sold	Aug 3, 2026
309 Parkton Drive	Richlands	Sold	Aug 2, 2026
403 E Foy Street	Richlands	Sold	Jul 31, 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



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.