



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

Pender County

Resale homes (new construction and land left out)

When a deal dies in Pender County, it costs the seller about \$18,400

259 of about 1,373 contracts for resale homes in Pender County fell apart over the last 12 months — about 1 in 5. The ones that sold later took 60 more days and sold for 2.5 points less of their first asking price than homes that closed on the first contract. And 23% of the homes whose deal died never sold at all.

19%

of contracts fell apart
259 of about 1,373

60

extra days on the market
89 days vs. 29 on the first contract

\$18,400

estimated cost of a dead deal
with a mortgage

23%

never sold at all
of the homes whose deal died

2.5

lower price (points of first ask)
94.7% vs. 97.2% of first asking

\$13,900

if the home is paid off

What a dead deal costs, line by line

A typical \$470,000 home	Per day	60 days
Mortgage interest	\$74.99	\$4,499
Property taxes	\$6.89	\$413
Insurance	\$8.22	\$493
HOA dues	\$0.25	\$15
Upkeep	\$12.88	\$773
Utilities	\$8.22	\$493
Holding costs	\$111.44	\$6,690
Lower sale price (the scar)		\$11,800
Estimated total		\$18,400

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	430	13%	48	2.2 pts	\$16,600
10–19 yrs	178	14%	117	3.1 pts	\$30,000
20–29 yrs	335	21%	38	0.4 pts	\$5,700
30–49 yrs	287	21%	91	1.6 pts	\$15,400
50+ yrs	141	36%	76	3.1 pts	\$17,600

Crawl space vs. no crawl space

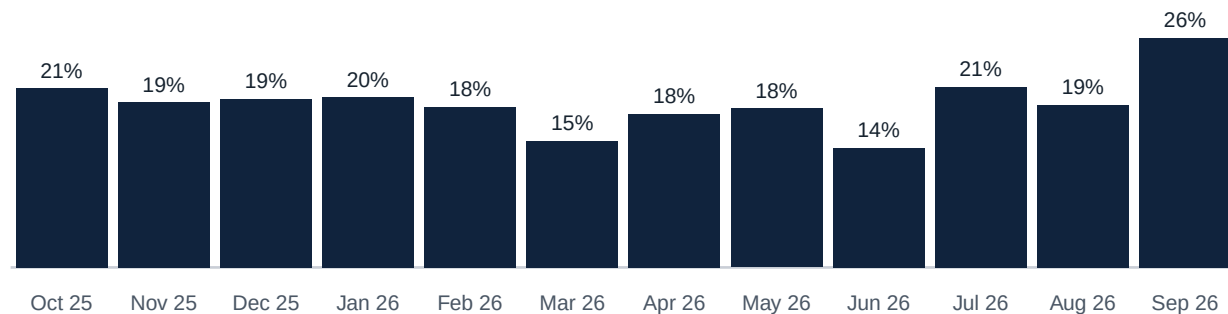
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	492	24%	58	1.8 pts	\$13,200
No crawl space	758	15%	61	3.0 pts	\$22,200

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	254	21%	78	2.4 pts	\$10,200
\$300–400K	220	19%	41	2.3 pts	\$11,300
\$400–500K	274	16%	10	1.3 pts	\$6,800
\$500–750K	350	17%	58	1.8 pts	\$18,300
\$750K–1M	137	20%	197	9.9 pts	\$115,400
\$1M+	138	23%	94	5.2 pts	\$93,200

Month by month

Share of contracts that fell apart, by month





Towns in Pender County

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Hampstead	720	18%	57	3.2 pts	\$22,800
Surf City	197	16%	121	6.7 pts	\$61,500
Rocky Point	190	15%	29	1.1 pts	\$6,400
Burgaw	128	29%	65	0.1 pts	\$5,700



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
140 Teresa Drive	Hampstead	Back on the market	Oct 2, 2026
5237 Bell Williams Road	Currie	Back on the market	Sep 29, 2026
606 Galley Court	Hampstead	Back on the market	Sep 25, 2026
310 Michelle Lane	Rocky Point	Back on the market	Sep 24, 2026
3698 Nc Highway 53 E	Burgaw	Back on the market	Sep 23, 2026
177 Tilloo Cut Way	Hampstead	Back on the market	Sep 22, 2026
103 Bergman Street	Hampstead	Back on the market	Sep 21, 2026
265 Iris Way	Hampstead	Back on the market	Sep 17, 2026
304 Edgewater Way	Surf City	Back on the market	Sep 16, 2026
609 Jacksonville Highway	Burgaw	Back on the market	Sep 15, 2026
572 Captain Beam Boulevard	Hampstead	Back on the market	Sep 14, 2026
379 W Huckleberry Way	Rocky Point	Back on the market	Sep 11, 2026
126 Leeward Lane	Hampstead	Back on the market	Sep 9, 2026
4044 Nc Highway 50	Maple Hill	Back on the market	Sep 3, 2026
707 N Green Tee Road	Hampstead	Back on the market	Sep 3, 2026
918 N New River Drive 515	Surf City	Back on the market	Sep 2, 2026
350 Murray Turner Farm Road	Burgaw	Back on the market	Sep 2, 2026
650 Red Fox Trail	Hampstead	Back on the market	Sep 2, 2026
1008 Ocean Boulevard	Topsail Beach	Back on the market	Sep 1, 2026
116 Woodcroft Lane	Rocky Point	Back on the market	Aug 25, 2026
22390 Nc Highway 210	Rocky Point	Back on the market	Aug 20, 2026
346 Knollwood Drive	Hampstead	Back on the market	Aug 9, 2026
502b Castle Bay Drive	Hampstead	Back on the market	Aug 6, 2026
215 Anderson Drive	Hampstead	Back on the market	Aug 4, 2026
1220 Saint Johns Church Road	Hampstead	Under contract again	Sep 25, 2026
233 High Tide Drive	Wilmington	Under contract again	Sep 3, 2026
136 Champion Drive	Hampstead	Under contract again	Aug 30, 2026
183 Grandview Drive	Hampstead	Under contract again	Aug 27, 2026
326 Knollwood Drive	Hampstead	Under contract again	Aug 26, 2026
400 S Kingfisher Lane S	Hampstead	Under contract again	Aug 19, 2026
17 Jenn Road	Burgaw	Under contract again	Jul 28, 2026
481 Harrell Road	Burgaw	Under contract again	Jul 23, 2026
108 N Dickerson Street	Burgaw	Under contract again	Jul 3, 2026
105 High Point Avenue A & B	Surf City	Under contract again	Jun 28, 2026
444 E Creekview Drive	Hampstead	Under contract again	Jun 16, 2026
10771 Us Hwy 117 N	Willard	Under contract again	Apr 13, 2026



Address	Town	Now	Fell apart
236 Ravenswood Road	Hampstead	Under contract again	Apr 13, 2026
2636 Brinson Road	Currie	Under contract again	Mar 28, 2026
35 Stroud Will Court	Rocky Point	Under contract again	Feb 27, 2026
1040 Ocean Boulevard	Topsail Beach	Sold	Sep 14, 2026
467 Union Bethel Road	Hampstead	Sold	Aug 21, 2026
109 Currant Lane	Hampstead	Sold	Aug 18, 2026
427 Lakeview Drive	Hampstead	Sold	Aug 7, 2026
1223 Arvida Spur Road	Rocky Point	Sold	Aug 5, 2026
412 Lakeview Drive	Hampstead	Sold	Aug 1, 2026
912 Terraces Lane	Hampstead	Sold	Jul 31, 2026
460 N Anderson Boulevard	Topsail Beach	Sold	Jul 25, 2026
1676 Kings Landing Road	Hampstead	Sold	Jul 23, 2026
9424 Nc 210 Highway	Rocky Point	Sold	Jul 20, 2026
108 Bay Tree Circle	Hampstead	Sold	Jul 16, 2026
80 Forsyth Lane	Rocky Point	Sold	Jul 15, 2026
1966 Kings Landing Road	Hampstead	Sold	Jul 15, 2026
504 Airlie Vista Lane	Surf City	Sold	Jul 14, 2026
552 Garden Road	Willard	Sold	Jul 14, 2026
1423 N Shore Drive	Surf City	Sold	Jul 14, 2026
4324 N Nc Highway 53 E	Burgaw	Sold	Jul 12, 2026
805 Driftwood Drive	Hampstead	Sold	Jul 11, 2026
106 Waterway Trail	Hampstead	Sold	Jul 11, 2026
423 E Creekview Drive	Hampstead	Sold	Jul 10, 2026
148 Majestic Oaks Drive	Hampstead	Sold	Jul 8, 2026
122 Spring Chase Lane	Rocky Point	Sold	Jul 3, 2026
85 Kerrie Street	Currie	Sold	Jul 3, 2026
209 Sand Dollar Lane	Hampstead	Sold	Jun 27, 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.