



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

Richlands

Resale homes (new construction and land left out)

When a deal dies in Richlands, it costs the seller about \$14,200

64 of about 415 contracts for resale homes in Richlands fell apart over the last 12 months — about 1 in 6. The ones that sold later took 60 more days and sold for 3.6 points less of their first asking price than homes that closed on the first contract. And 11% of the homes whose deal died never sold at all.

15%

of contracts fell apart
64 of about 415

60

extra days on the market
76 days vs. 16 on the first contract

\$14,200

estimated cost of a dead deal
with a mortgage

11%

never sold at all
of the homes whose deal died

3.6

lower price (points of first ask)
95.9% vs. 99.5% of first asking

\$11,600

if the home is paid off

What a dead deal costs, line by line

A typical \$275,000 home	Per day	60 days
Mortgage interest	\$43.88	\$2,633
Property taxes	\$3.62	\$217
Insurance	\$8.22	\$493
Upkeep	\$7.53	\$452
Utilities	\$8.22	\$493
Holding costs	\$71.47	\$4,290
Lower sale price (the scar)		\$9,900
Estimated total		\$14,200

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	58	9%	—	—	—
10–19 yrs	218	15%	72	4.5 pts	\$17,700
20–29 yrs	84	18%	45	3.9 pts	\$13,400
30–49 yrs	24	25%	—	—	—
50+ yrs	31	16%	—	—	—

Crawl space vs. no crawl space

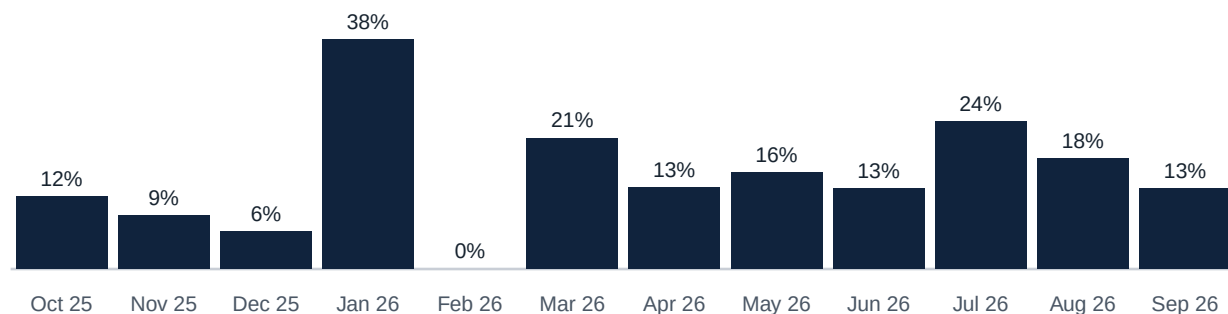
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	82	15%	50	2.3 pts	\$8,900
No crawl space	305	15%	69	4.0 pts	\$16,200

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	270	16%	55	3.9 pts	\$13,800
\$300–400K	135	16%	68	3.6 pts	\$16,700

Month by month

Share of contracts that fell apart, by month





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
238 Sweet Gum Lane	Richlands	Back on the market	Sep 17, 2026
135 Prelude Drive	Richlands	Back on the market	Sep 6, 2026
207 Concord Lane	Richlands	Back on the market	Aug 20, 2026
580 Koonce Fork Road	Richlands	Back on the market	Aug 14, 2026
582 Five Mile Road	Richlands	Back on the market	Aug 9, 2026
257 Wagonwheel Lane	Richlands	Back on the market	Jun 8, 2026
545 Koonce Fork Road	Richlands	Back on the market	May 20, 2026
102 Prelude Drive	Richlands	Under contract again	Sep 13, 2026
109 Pembury Way	Richlands	Under contract again	Sep 12, 2026
124 Saint Road	Richlands	Under contract again	Jul 13, 2026
112 Lilac Lane	Richlands	Under contract again	Jun 27, 2026
404 Silva Cove	Richlands	Under contract again	Mar 11, 2026
309 Parkton Drive	Richlands	Sold	Aug 2, 2026
403 E Foy Street	Richlands	Sold	Jul 31, 2026
106 Madelyn Drive	Richlands	Sold	Jul 28, 2026
253 Sweet Gum Lane	Richlands	Sold	Jul 15, 2026
506 Southwest Ridge Drive	Richlands	Sold	Jul 12, 2026
202 High Meadow Court	Richlands	Sold	Jul 10, 2026
120 Walnut Hills Drive	Richlands	Sold	Jun 15, 2026
311 Snow Bell Court	Richlands	Sold	Jun 12, 2026
108 Braeburn Boulevard	Richlands	Sold	Jun 10, 2026
200 Essex Court	Richlands	Sold	Jun 5, 2026
119 Annie Road	Richlands	Sold	Jun 3, 2026
1955 Catherine Lake Road	Richlands	Sold	May 26, 2026
106 Elizabeth Street	Richlands	Sold	May 15, 2026
353 Potters Hill Road	Richlands	Sold	May 15, 2026
361 Fowler Manning Road	Richlands	Sold	May 7, 2026
173 N Squires Run Lane	Richlands	Sold	May 5, 2026
436 Huffmantown Road	Richlands	Sold	Apr 30, 2026
155 Prelude Drive	Richlands	Sold	Apr 27, 2026
290 Cow Horn Road	Richlands	Sold	Apr 13, 2026
190 Huffmantown Road	Richlands	Sold	Mar 25, 2026
430 Union Chapel Church Road	Richlands	Sold	Mar 22, 2026
98 Meadow Farms Road	Richlands	Sold	Mar 19, 2026
412 Midnight Drive	Richlands	Sold	Mar 11, 2026
108 Marvin Glen Court	Richlands	Sold	Mar 6, 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.