



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

River Landing (Wallace)

Resale homes (new construction and land left out)

When a deal dies in River Landing (Wallace), it costs the seller about \$52,600

12 of about 46 contracts for resale homes in River Landing (Wallace) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 162 more days and sold for 5.8 points less of their first asking price than homes that closed on the first contract. And 42% of the homes whose deal died never sold at all.

26%

of contracts fell apart
12 of about 46

162

extra days on the market
226 days vs. 64 on the first contract

\$52,600

estimated cost of a dead deal
with a mortgage

42%

never sold at all
of the homes whose deal died

5.8

lower price (points of first ask)
89.4% vs. 95.2% of first asking

\$38,600

if the home is paid off

What a dead deal costs, line by line

A typical \$540,000 home	Per day	162 days
Mortgage interest	\$86.16	\$13,958
Property taxes	\$8.33	\$1,349
Insurance	\$8.22	\$1,332
HOA dues	\$5.64	\$914
Upkeep	\$14.79	\$2,396
Utilities	\$8.22	\$1,332
Holding costs	\$131.37	\$21,280
Lower sale price (the scar)		\$31,300
Estimated total		\$52,600

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
10–19 yrs	16	19%	—	—	—
20–29 yrs	26	31%	0	5.6 pts	\$28,700

Crawl space vs. no crawl space

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	32	28%	139	4.0 pts	\$44,500
No crawl space	14	21%	—	—	—



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
138 Candlewood Drive	Wallace	Sold	Jun 22, 2026
148 E Grandiflora Drive	Wallace	Sold	Apr 27, 2026
144 Candlewood Drive	Wallace	Sold	Apr 24, 2026
249 Muscadine Trail	Wallace	Sold	Feb 1, 2026
151 Pilot House Drive	Wallace	Sold	Jan 16, 2026
164 Firefly Drive	Wallace	Sold	Dec 1, 2025
164 Firefly Drive	Wallace	Sold	Dec 1, 2025

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.