



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

Riverlights (Wilmington)

Resale homes (new construction and land left out)

When a deal dies in Riverlights (Wilmington), it costs the seller about \$16,800

11 of about 66 contracts for resale homes in Riverlights (Wilmington) fell apart over the last 12 months — about 1 in 6. The ones that sold later took 39 more days and sold for 2.1 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.

17%

of contracts fell apart
11 of about 66

39

extra days on the market
92 days vs. 53 on the first contract

\$16,800

estimated cost of a dead deal
with a mortgage

11%

never sold at all
of the homes whose deal died

2.1

lower price (points of first ask)
94.9% vs. 97.0% of first asking

\$13,400

if the home is paid off

What a dead deal costs, line by line

A typical \$552,500 home	Per day	39 days
Mortgage interest	\$88.16	\$3,438
Property taxes	\$8.81	\$344
Insurance	\$8.22	\$321
HOA dues	\$5.10	\$199
Upkeep	\$15.14	\$590
Utilities	\$8.22	\$321
Holding costs	\$133.64	\$5,210
Lower sale price (the scar)		\$11,600
Estimated total		\$16,800

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.

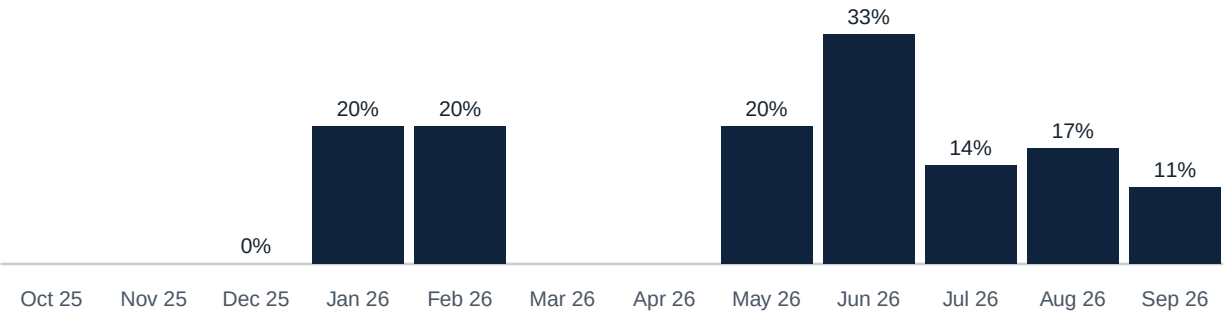


By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$400–500K	12	17%	—	—	—
\$500–750K	40	13%	—	—	—

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
713 Cecil Point	Wilmington	Back on the market	Jul 30, 2026
3334 Oyster Tabby Drive	Wilmington	Back on the market	Jun 24, 2026
232 Trisail Terrace	Wilmington	Sold	Aug 17, 2026
3350 Oyster Tabby Drive	Wilmington	Sold	Jun 22, 2026
753 Edgerton Drive	Wilmington	Sold	May 3, 2026
4721 Siddons Drive	Wilmington	Sold	Apr 24, 2026
923 Wharton Avenue	Wilmington	Sold	Apr 21, 2026
804 Trisail Terrace	Wilmington	Sold	Feb 1, 2026
4563 Old Towne Street	Wilmington	Sold	Jan 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.