



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

Sea Trail Plantation (Sunset Beach)

Resale homes (new construction and land left out)

When a deal dies in Sea Trail Plantation (Sunset Beach), it costs the seller about \$22,700

25 of about 118 contracts for resale homes in Sea Trail Plantation (Sunset Beach) fell apart over the last 12 months — about 1 in 5. The ones that sold later took 113 more days and sold for 2.4 points less of their first asking price than homes that closed on the first contract. And 7% of the homes whose deal died never sold at all.

21%

of contracts fell apart
25 of about 118

113

extra days on the market
162 days vs. 49 on the first contract

\$22,700

estimated cost of a dead deal
with a mortgage

7%

never sold at all
of the homes whose deal died

2.4

lower price (points of first ask)
93.6% vs. 96.0% of first asking

\$14,800

if the home is paid off

What a dead deal costs, line by line

A typical \$437,000 home	Per day	113 days
Mortgage interest	\$69.73	\$7,879
Property taxes	\$6.57	\$742
Insurance	\$8.22	\$929
HOA dues	\$3.15	\$356
Upkeep	\$11.97	\$1,353
Utilities	\$8.22	\$929
Holding costs	\$107.86	\$12,190
Lower sale price (the scar)		\$10,500
Estimated total		\$22,700

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	30	23%	98	2.0 pts	\$28,400
20–29 yrs	43	23%	—	—	—
30–49 yrs	41	20%	178	7.2 pts	\$44,500

Crawl space vs. no crawl space

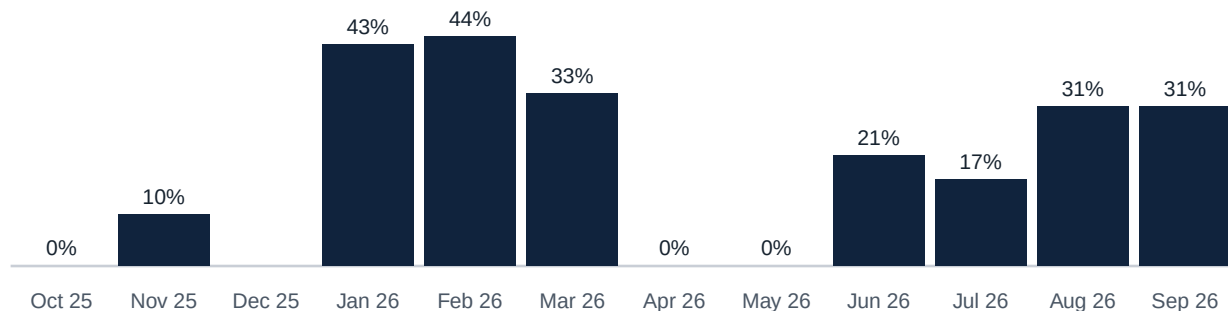
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	31	32%	182	8.2 pts	\$68,400
No crawl space	81	17%	97	0.3 pts	\$10,300

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	12	25%	—	—	—
\$300–400K	31	13%	—	—	—
\$400–500K	11	27%	—	—	—
\$500–750K	58	24%	116	3.0 pts	\$34,800

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
227 Kings Trail # 1706	Sunset Beach	Back on the market	Sep 21, 2026
213 Clubhouse Road # 6	Sunset Beach	Back on the market	Aug 22, 2026
225 Royal Poste Road # 2604	Sunset Beach	Back on the market	Aug 16, 2026
308 Crooked Gulley Circle	Sunset Beach	Back on the market	Aug 10, 2026
202 Jones Byrd Court	Sunset Beach	Back on the market	Mar 1, 2026
234 Baroney Place Drive	Sunset Beach	Under contract again	Sep 19, 2026
125 Clubhouse Road	Sunset Beach	Sold	Jul 15, 2026
618 Oyster Bay Drive	Sunset Beach	Sold	Jul 15, 2026
620 Eastwood Park Road Unit 18d	Sunset Beach	Sold	Jun 2, 2026
1179 Kingsmill Court	Sunset Beach	Sold	Mar 19, 2026
815 Colony Place Unit F	Sunset Beach	Sold	Mar 15, 2026
938 Oyster Pointe Drive	Sunset Beach	Sold	Mar 12, 2026
706 Oyster Bay Drive	Sunset Beach	Sold	Feb 26, 2026
223 Clubhouse Road #6	Sunset Beach	Sold	Feb 25, 2026
125 Clubhouse Road	Sunset Beach	Sold	Feb 18, 2026
265 Creek View Drive	Sunset Beach	Sold	Feb 2, 2026
620 Eastwood Park Road Unit 6d	Sunset Beach	Sold	Jan 25, 2026
127 Clubhouse Road	Sunset Beach	Sold	Jan 14, 2026
620 Eastwood Park Road 20-C	Sunset Beach	Sold	Jan 1, 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.