



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

Sneads Ferry

Resale homes (new construction and land left out)

When a deal dies in Sneads Ferry, it costs the seller about \$15,500

61 of about 394 contracts for resale homes in Sneads Ferry fell apart over the last 12 months — about 1 in 6. The ones that sold later took 70 more days and sold for 2.3 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.

16%

of contracts fell apart
61 of about 394

70

extra days on the market
88 days vs. 18 on the first contract

\$15,500

estimated cost of a dead deal
with a mortgage

23%

never sold at all
of the homes whose deal died

2.3

lower price (points of first ask)
96.4% vs. 98.7% of first asking

\$11,200

if the home is paid off

What a dead deal costs, line by line

A typical \$385,000 home	Per day	70 days
Mortgage interest	\$61.43	\$4,300
Property taxes	\$5.13	\$359
Insurance	\$8.22	\$575
HOA dues	\$1.23	\$86
Upkeep	\$10.55	\$739
Utilities	\$8.22	\$575
Holding costs	\$94.78	\$6,630
Lower sale price (the scar)		\$8,900
Estimated total		\$15,500

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	146	11%	55	1.9 pts	\$13,300
10–19 yrs	131	15%	94	2.7 pts	\$18,300
20–29 yrs	62	19%	43	0.4 pts	\$5,800
30–49 yrs	38	24%	106	8.1 pts	\$48,800
50+ yrs	17	29%	—	—	—

Crawl space vs. no crawl space

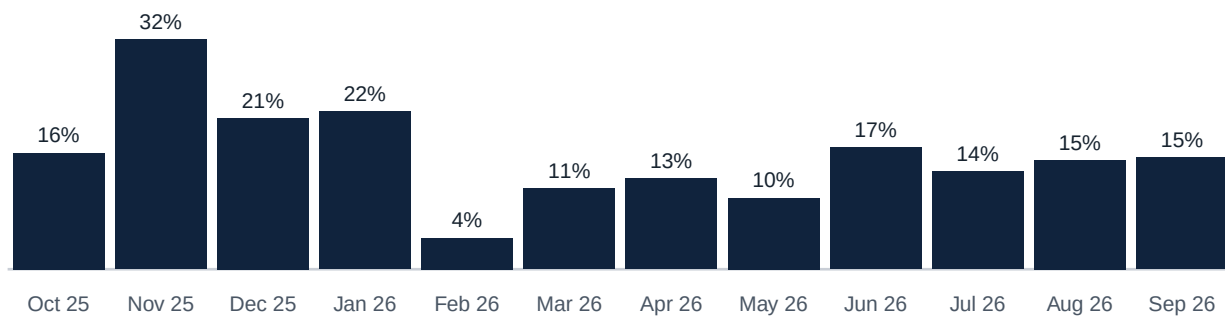
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	72	24%	144	3.3 pts	\$27,500
No crawl space	310	13%	65	1.9 pts	\$13,500

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	55	29%	90	0.2 pts	\$5,800
\$300–400K	156	11%	51	2.5 pts	\$13,500
\$400–500K	98	13%	63	5.3 pts	\$29,000
\$500–750K	68	19%	75	3.0 pts	\$25,100

Month by month

Share of contracts that fell apart, by month



Neighborhoods and ZIP codes in Sneads Ferry

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28460	630	22%	85	3.3 pts	\$22,300
The Preserve at Tidewater	25	20%	—	—	—



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
228 Fulcher Landing Road	Sneads Ferry	Back on the market	Sep 26, 2026
102 Seabird Lane	Sneads Ferry	Back on the market	Sep 14, 2026
527 Everett Glades	Sneads Ferry	Back on the market	Aug 20, 2026
123 Lawndale Lane	Sneads Ferry	Back on the market	Aug 18, 2026
108 Oyster Landing Drive	Sneads Ferry	Back on the market	Jul 20, 2026
113 Tillett Lane	Sneads Ferry	Back on the market	Jun 5, 2026
167 Evergreen Forest Court	Sneads Ferry	Back on the market	Jun 2, 2026
995 Chadwick Shores Drive	Sneads Ferry	Back on the market	Apr 11, 2026
147 Snow Goose Lane	Sneads Ferry	Under contract again	Sep 8, 2026
415 Canvasback Lane	Sneads Ferry	Under contract again	Aug 21, 2026
513 Saratoga Road	Sneads Ferry	Under contract again	Jul 1, 2026
210 Marsh Haven Drive	Sneads Ferry	Sold	Aug 18, 2026
1107 Mill Run Road	Sneads Ferry	Sold	Aug 4, 2026
302 Whirlaway Boulevard	Sneads Ferry	Sold	Jul 17, 2026
202 E Red Head Circle Lot 671	Sneads Ferry	Sold	Jun 29, 2026
615 Willbrook Circle	Sneads Ferry	Sold	Jun 26, 2026
205 Port Side Drive	Sneads Ferry	Sold	Jun 25, 2026
201 Silver Creek Loop	Sneads Ferry	Sold	Jun 23, 2026
137 Evergreen Forest Drive	Sneads Ferry	Sold	Jun 18, 2026
395 Peru Road	Sneads Ferry	Sold	May 14, 2026
135 Shellbank Drive	Sneads Ferry	Sold	May 7, 2026
616 High Tide Drive	Sneads Ferry	Sold	May 1, 2026
1784 N.C. Hwy-172	Sneads Ferry	Sold	Apr 27, 2026
427 Sunfish Lane	Sneads Ferry	Sold	Apr 3, 2026
211 Port Side Drive	Sneads Ferry	Sold	Mar 17, 2026
216 Peggys Trace	Sneads Ferry	Sold	Mar 4, 2026
780 Old Folkstone Road	Sneads Ferry	Sold	Mar 4, 2026
143 Shellbank Drive	Sneads Ferry	Sold	Feb 8, 2026
248 Marsh Haven Drive	Sneads Ferry	Sold	Jan 8, 2026
121 Dolphin Lane	Sneads Ferry	Sold	Jan 7, 2026
452 Crows Nest Lane	Sneads Ferry	Sold	Jan 6, 2026
706 Daniel Lindsey Court	Sneads Ferry	Sold	Dec 30, 2025
119 Lawndale Lane	Sneads Ferry	Sold	Dec 26, 2025
931 Needlerush Road	Sneads Ferry	Sold	Dec 9, 2025
248 Breakwater Drive	Sneads Ferry	Sold	Dec 4, 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.