



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

South Harbour Village (Southport)

Resale homes (new construction and land left out)

When a deal dies in South Harbour Village (Southport), it costs the seller about \$28,200

10 of about 42 contracts for resale homes in South Harbour Village (Southport) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 197 more days and sold for 3.1 points less of their first asking price than homes that closed on the first contract. And 0% of the homes whose deal died never sold at all.

24%

of contracts fell apart
10 of about 42

197

extra days on the market
238 days vs. 41 on the first contract

\$28,200

estimated cost of a dead deal
with a mortgage

0%

never sold at all
of the homes whose deal died

3.1

lower price (points of first ask)
93.3% vs. 96.4% of first asking

\$18,100

if the home is paid off

What a dead deal costs, line by line

A typical \$322,000 home	Per day	197 days
Mortgage interest	\$51.38	\$10,122
Property taxes	\$5.71	\$1,125
Insurance	\$8.22	\$1,619
HOA dues	\$10.36	\$2,041
Upkeep	\$8.82	\$1,738
Utilities	\$8.22	\$1,619
Holding costs	\$92.70	\$18,260
Lower sale price (the scar)		\$10,000
Estimated total		\$28,200

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 first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	15	27%	—	—	—
\$300–400K	22	27%	165	5.4 pts	\$34,000



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
5052 Wyncie Wynd	Southport	Back on the market	Sep 28, 2026
4134 Vanessa Drive SE Unit 7	Southport	Back on the market	Apr 19, 2026
5219 Minnesota Drive SE	Southport	Under contract again	Aug 26, 2026
5187 Minnesota Drive SE	Southport	Sold	Jun 24, 2026
5228 Minnesota Drive SE	Southport	Sold	May 14, 2026
5158 Elton Drive SE	Southport	Sold	Apr 8, 2026
5042 Wyncie Wynd	Southport	Sold	Jan 23, 2026
5154 Elton Drive SE	Southport	Sold	Nov 30, 2025
5001 Oquinn Boulevard SE Ste F	Southport	Sold	Oct 20, 2025
5085 Wyncie Wynd	Southport	Sold	Oct 20, 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.