



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

St James (Southport)

Resale homes (new construction and land left out)

When a deal dies in St James (Southport), it costs the seller about \$55,700

63 of about 297 contracts for resale homes in St James (Southport) fell apart over the last 12 months — about 1 in 5. The ones that sold later took 101 more days and sold for 6.0 points less of their first asking price than homes that closed on the first contract. And 18% of the homes whose deal died never sold at all.

21%

of contracts fell apart
63 of about 297

101

extra days on the market
147 days vs. 46 on the first contract

\$55,700

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

6.0

lower price (points of first ask)
89.7% vs. 95.7% of first asking

\$44,900

if the home is paid off

What a dead deal costs, line by line

A typical \$671,500 home	Per day	101 days
Mortgage interest	\$107.15	\$10,822
Property taxes	\$6.78	\$685
Insurance	\$8.22	\$830
HOA dues	\$3.78	\$382
Upkeep	\$18.40	\$1,858
Utilities	\$8.22	\$830
Holding costs	\$152.54	\$15,410
Lower sale price (the scar)		\$40,300
Estimated total		\$55,700

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	73	11%	121	2.0 pts	\$39,600
10–19 yrs	81	19%	90	3.4 pts	\$41,600
20–29 yrs	124	27%	171	10.3 pts	\$81,500
30–49 yrs	19	37%	—	—	—

Crawl space vs. no crawl space

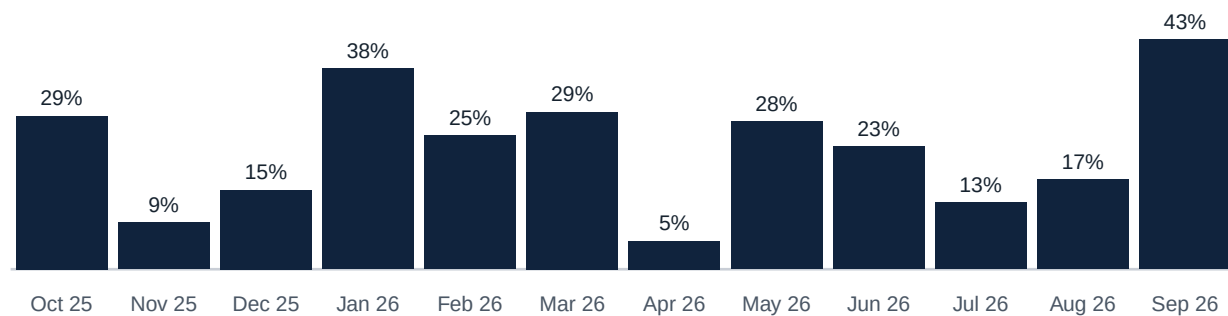
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	133	26%	131	7.1 pts	\$74,700
No crawl space	154	18%	93	4.7 pts	\$43,700

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$300–400K	15	20%	—	—	—
\$400–500K	20	20%	—	—	—
\$500–750K	120	21%	114	7.7 pts	\$62,200
\$750K–1M	80	23%	88	3.9 pts	\$47,900
\$1M+	54	19%	224	11.5 pts	\$188,700

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
4249 Skeffington Court	Southport	Back on the market	Sep 29, 2026
3350 Club Villas Drive # 802	Southport	Back on the market	Sep 28, 2026
2927 Trailwood Drive SE	Southport	Back on the market	Sep 25, 2026
3030 Marsh Winds Circle Unit 102	Southport	Back on the market	Sep 24, 2026
4285 Loblolly Circle SE	Southport	Back on the market	Sep 18, 2026
3350 Club Villas Drive # 2102	Southport	Back on the market	Sep 10, 2026
3583 W Medinah Avenue SE	Southport	Back on the market	Sep 2, 2026
3819 Berkeley Court	Southport	Back on the market	Sep 1, 2026
3574 White Spruce Glen	Southport	Back on the market	Aug 18, 2026
4387 Gauntlet Drive SE	Southport	Back on the market	Aug 10, 2026
2792 Golfmaster Court SE	Southport	Back on the market	Jun 24, 2026
4223 W Tanager Court SE	Southport	Back on the market	May 12, 2026
3030 Marsh Winds Circle Unit 205	Southport	Back on the market	Feb 19, 2026
2787 St James Drive SE	Southport	Under contract again	Sep 18, 2026
3185 Wexford Way	Southport	Under contract again	Aug 12, 2026
2920 Legends Drive	Southport	Under contract again	Jul 27, 2026
3931 Members Club Boulevard	Southport	Under contract again	Jul 3, 2026
3030 Marsh Winds Circle Unit 802	Southport	Under contract again	Jun 17, 2026
4510 Fieldstone Circle	Southport	Under contract again	Mar 25, 2026
2911 Legends Drive	Southport	Sold	Jul 11, 2026
3826 Grand Willow Circle	Southport	Sold	Jun 29, 2026
2816 St James Drive SE	Southport	Sold	Jun 3, 2026
4260 Loblolly Circle	Southport	Sold	Jun 1, 2026
4405 Bluffan Court SE	Southport	Sold	May 29, 2026
3073 Beachcomber Drive	Southport	Sold	May 17, 2026
4496 Lenox Court SE	Southport	Sold	May 6, 2026
3288 Beach Cove Lane	Southport	Sold	May 1, 2026
2585 Parkridge Drive	Southport	Sold	Apr 30, 2026
3809 Berkeley Court	Southport	Sold	Mar 30, 2026
2850 Ellington Place	Southport	Sold	Mar 30, 2026
4120 Lark Bunting Court SE	Southport	Sold	Mar 26, 2026
4427 Midshipman Court SE	Southport	Sold	Mar 21, 2026
4366 Nandina Drive SE	Southport	Sold	Feb 26, 2026
2686 Four Oak Road	Southport	Sold	Feb 25, 2026
2760 Marsh Point Lane SE	Southport	Sold	Feb 1, 2026
4176 Silverleaf Drive SE	Southport	Sold	Jan 18, 2026



Address	Town	Now	Fell apart
3215 Bay Winds Drive	Southport	Sold	Jan 12, 2026
2744 Long Bay Drive SE	Southport	Sold	Jan 11, 2026
3449 Members Club Boulevard	Southport	Sold	Jan 8, 2026
2851 Pine Forest Drive	Southport	Sold	Jan 7, 2026
3675 W Medinah Avenue	Southport	Sold	Jan 5, 2026
3244 Inland Cove Drive	Southport	Sold	Dec 30, 2025
4134 S Lagoon Court	Southport	Sold	Dec 23, 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.