



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

Sunset Beach

Resale homes (new construction and land left out)

When a deal dies in Sunset Beach, it costs the seller about \$34,800

72 of about 327 contracts for resale homes in Sunset Beach fell apart over the last 12 months — about 1 in 5. The ones that sold later took 102 more days and sold for 6.6 points less of their first asking price than homes that closed on the first contract. And 17% of the homes whose deal died never sold at all.

22%

of contracts fell apart
72 of about 327

102

extra days on the market
166 days vs. 64 on the first contract

\$34,800

estimated cost of a dead deal
with a mortgage

17%

never sold at all
of the homes whose deal died

6.6

lower price (points of first ask)
88.0% vs. 94.6% of first asking

\$28,600

if the home is paid off

What a dead deal costs, line by line

A typical \$379,950 home	Per day	102 days
Mortgage interest	\$60.63	\$6,184
Property taxes	\$4.86	\$496
Insurance	\$8.22	\$838
HOA dues	\$3.01	\$307
Upkeep	\$10.41	\$1,062
Utilities	\$8.22	\$838
Holding costs	\$95.35	\$9,730
Lower sale price (the scar)		\$25,100
Estimated total		\$34,800

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 age of the home

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	61	26%	74	1.0 pts	\$17,000
10–19 yrs	20	10%	—	—	—
20–29 yrs	119	22%	92	0.0 pts	\$7,700
30–49 yrs	121	22%	130	7.9 pts	\$42,400

Crawl space vs. no crawl space

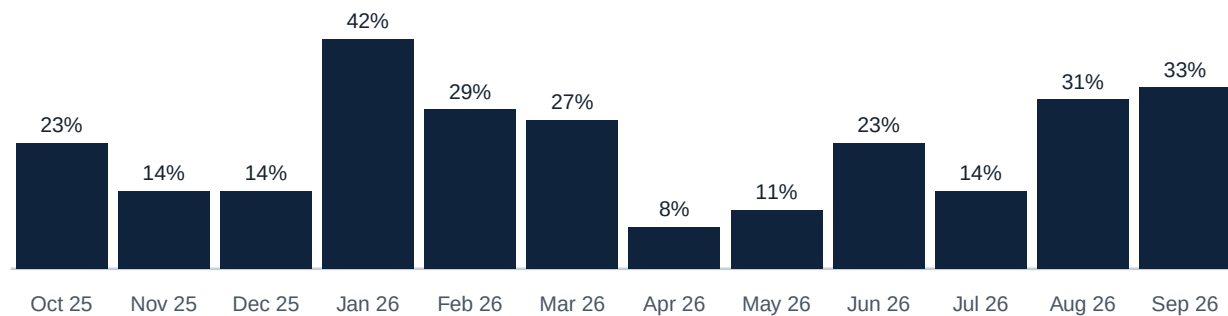
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	72	32%	146	4.3 pts	\$36,400
No crawl space	232	19%	104	3.0 pts	\$20,400

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	99	24%	115	7.2 pts	\$24,900
\$300–400K	59	17%	95	10.2 pts	\$38,600
\$400–500K	42	21%	—	—	—
\$500–750K	73	22%	93	1.8 pts	\$24,100
\$750K–1M	21	14%	—	—	—
\$1M+	33	30%	174	8.7 pts	\$159,000

Month by month

Share of contracts that fell apart, by month



Neighborhoods and ZIP codes in Sunset Beach

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28468	327	22%	102	6.6 pts	\$34,800
Sea Trail Plantation	118	21%	113	2.4 pts	\$22,700
Sandpiper Bay	41	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
881 Great Egret Circle SW 59e	Sunset Beach	Back on the market	Sep 29, 2026
7425 Balmore Drive SW	Sunset Beach	Back on the market	Sep 22, 2026
227 Kings Trail # 1706	Sunset Beach	Back on the market	Sep 21, 2026
407 35th Street	Sunset Beach	Back on the market	Sep 20, 2026
501 Sandpiper Bay Drive SW	Sunset Beach	Back on the market	Sep 8, 2026
8839 Carenden Court	Sunset Beach	Back on the market	Sep 3, 2026
1004 Great Egret Circle SW # 2	Sunset Beach	Back on the market	Aug 26, 2026
213 Clubhouse Road # 6	Sunset Beach	Back on the market	Aug 22, 2026
870 Great Egret Circle SW # 6	Sunset Beach	Back on the market	Aug 21, 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
1135 Park Road SW 2304	Sunset Beach	Back on the market	Jul 2, 2026
414 37th Street	Sunset Beach	Back on the market	Jun 11, 2026
641 Shoreline Drive W	Sunset Beach	Back on the market	Jun 1, 2026
8317 Dunes Ridge Place	Sunset Beach	Back on the market	Mar 19, 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
512 Twisted Oak Lane	Sunset Beach	Under contract again	Aug 19, 2026
125 Clubhouse Road	Sunset Beach	Sold	Jul 15, 2026
618 Oyster Bay Drive	Sunset Beach	Sold	Jul 15, 2026
726 Waterway Drive SW	Sunset Beach	Sold	Jul 2, 2026
804 Colony Place 4e	Sunset Beach	Sold	Jun 19, 2026
908 Resort Circle Unit 906	Sunset Beach	Sold	Jun 10, 2026
628 Magnolia Drive	Sunset Beach	Sold	Jun 3, 2026
908 Resort Circle Unit 705	Sunset Beach	Sold	Jun 2, 2026
620 Eastwood Park Road Unit 18d	Sunset Beach	Sold	Jun 2, 2026
807 Colony Place # A	Sunset Beach	Sold	May 31, 2026
1106 Pink Snapper Place NW	Sunset Beach	Sold	May 20, 2026
419 40th Street	Sunset Beach	Sold	May 7, 2026
8958 Landing Drive SW	Sunset Beach	Sold	May 1, 2026
7602 High Market Street Unit 5	Sunset Beach	Sold	Apr 18, 2026
1064 Mayfair Way SW	Sunset Beach	Sold	Apr 10, 2026
1179 Kingsmill Court	Sunset Beach	Sold	Mar 19, 2026
212 Dogwood Drive	Sunset Beach	Sold	Mar 19, 2026
715 Shoreline Drive W	Sunset Beach	Sold	Mar 16, 2026
815 Colony Place Unit F	Sunset Beach	Sold	Mar 15, 2026



Address	Town	Now	Fell apart
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
409 27th Street # D	Sunset Beach	Sold	Feb 19, 2026
125 Clubhouse Road	Sunset Beach	Sold	Feb 18, 2026
265 Creek View Drive	Sunset Beach	Sold	Feb 2, 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.