



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

Supply

Resale homes (new construction and land left out)

When a deal dies in Supply, it costs the seller about \$24,400

77 of about 305 contracts for resale homes in Supply fell apart over the last 12 months — about 1 in 4. The ones that sold later took 87 more days and sold for 7.3 points less of their first asking price than homes that closed on the first contract. And 32% of the homes whose deal died never sold at all.

25%

of contracts fell apart
77 of about 305

87

extra days on the market
130 days vs. 43 on the first contract

\$24,400

estimated cost of a dead deal
with a mortgage

32%

never sold at all
of the homes whose deal died

7.3

lower price (points of first ask)
87.0% vs. 94.3% of first asking

\$20,800

if the home is paid off

What a dead deal costs, line by line

A typical \$255,000 home	Per day	87 days
Mortgage interest	\$40.69	\$3,540
Property taxes	\$2.17	\$189
Insurance	\$8.22	\$715
Upkeep	\$6.99	\$608
Utilities	\$8.22	\$715
Holding costs	\$66.28	\$5,770
Lower sale price (the scar)		\$18,600
Estimated total		\$24,400

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	56	21%	124	6.7 pts	\$32,900
10–19 yrs	34	18%	—	—	—
20–29 yrs	90	32%	31	8.4 pts	\$25,700
30–49 yrs	106	26%	136	14.3 pts	\$36,100
50+ yrs	18	17%	—	—	—

Crawl space vs. no crawl space

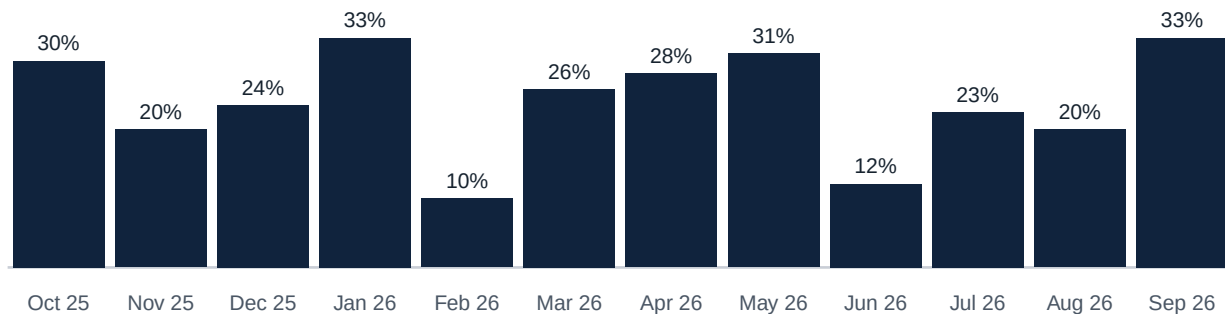
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	177	30%	74	5.3 pts	\$16,700
No crawl space	64	13%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	184	27%	92	6.1 pts	\$16,000
\$300–400K	37	24%	—	—	—
\$400–500K	27	22%	—	—	—
\$500–750K	31	23%	—	—	—
\$750K–1M	14	29%	—	—	—
\$1M+	12	17%	—	—	—

Month by month

Share of contracts that fell apart, by month



Neighborhoods and ZIP codes in Supply

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28462	440	24%	108	6.1 pts	\$36,600
Lockwood Folly	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
1907 Redfish Run SW	Supply	Back on the market	Oct 1, 2026
1211 Oak Court SW	Supply	Back on the market	Sep 30, 2026
2210 Forest Drive SW	Supply	Back on the market	Sep 30, 2026
2271 Bob White Road SW	Supply	Back on the market	Sep 16, 2026
1203 Ocean Trail Court SW	Supply	Back on the market	Sep 15, 2026
510 Fawnbrook Lane SW	Supply	Back on the market	Sep 10, 2026
1894 Muriel Street SW	Supply	Back on the market	Sep 9, 2026
623 Sandy Bluff Drive SW	Supply	Back on the market	Sep 4, 2026
305 Spring Branch Road SW	Supply	Back on the market	Aug 22, 2026
70 Clubhouse Drive SW	Supply	Back on the market	Apr 27, 2026
71 Myrtle Point Circle SW	Supply	Under contract again	Sep 13, 2026
2618 Jessica Lane SW	Supply	Under contract again	Sep 5, 2026
1150 Wilma Avenue SW	Supply	Under contract again	Aug 10, 2026
2252 Dolphin Shores Drive SW Unit 6	Supply	Under contract again	Aug 1, 2026
2070 Helmsman Drive SW	Supply	Under contract again	Jul 31, 2026
2807 Cross Bones Road SW	Supply	Under contract again	Jul 14, 2026
1879 Stanley Road SW	Supply	Sold	Jul 25, 2026
501 Justin Lane SW	Supply	Sold	Jul 21, 2026
2109 N Tanglewood Drive SW	Supply	Sold	Jul 20, 2026
182 Lake Drive SW	Supply	Sold	Jul 20, 2026
427 Baker Drive SW	Supply	Sold	Jun 8, 2026
3664 Lakeview Drive SW	Supply	Sold	Jun 7, 2026
2175 Stanley Road SW	Supply	Sold	May 30, 2026
2356 W Tanglewood Drive SW	Supply	Sold	May 21, 2026
2169 Fay Circle SW	Supply	Sold	May 5, 2026
3399 Channelside Drive SW	Supply	Sold	May 1, 2026
3364 Stone Crab Court SW	Supply	Sold	Apr 21, 2026
1501 New Bern Street SW	Supply	Sold	Apr 20, 2026
2550 White Sands Drive SW	Supply	Sold	Apr 19, 2026
2431 Ralshore Street SW	Supply	Sold	Apr 11, 2026
2367 Randy Street SW	Supply	Sold	Apr 1, 2026
2186 Forest Drive SW	Supply	Sold	Apr 1, 2026
189 Maple Creek Road SW	Supply	Sold	Mar 30, 2026
3220 Woodlawn Avenue SW	Supply	Sold	Mar 25, 2026
2675 Bluebird Lane SW	Supply	Sold	Mar 25, 2026
534 Mary Lou Lane SW	Supply	Sold	Mar 1, 2026



Address	Town	Now	Fell apart
2199 Helmsman Drive SW	Supply	Sold	Feb 25, 2026
178 Chestnut Drive SW	Supply	Sold	Jan 28, 2026
2075 Gum Street SW	Supply	Sold	Jan 26, 2026
2645 Fairway Drive SW	Supply	Sold	Jan 20, 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.