



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

Swansboro

Resale homes (new construction and land left out)

When a deal dies in Swansboro, it costs the seller about \$7,800

41 of about 187 contracts for resale homes in Swansboro fell apart over the last 12 months — about 1 in 5. The ones that sold later took 65 more days and sold for 0.5 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.

22%

of contracts fell apart
41 of about 187

65

extra days on the market
87 days vs. 22 on the first contract

\$7,800

estimated cost of a dead deal
with a mortgage

23%

never sold at all
of the homes whose deal died

0.5

lower price (points of first ask)
96.5% vs. 97.0% of first asking

\$4,000

if the home is paid off

What a dead deal costs, line by line

A typical \$370,000 home	Per day	65 days
Mortgage interest	\$59.04	\$3,838
Property taxes	\$6.33	\$411
Insurance	\$8.22	\$534
HOA dues	\$0.21	\$14
Upkeep	\$10.14	\$659
Utilities	\$8.22	\$534
Holding costs	\$92.15	\$5,990
Lower sale price (the scar)		\$1,900
Estimated total		\$7,800

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	35	11%	—	—	—
10–19 yrs	61	16%	106	0.7 pts	\$13,100
20–29 yrs	58	29%	27	0.7 pts	\$4,300
30–49 yrs	23	26%	—	—	—
50+ yrs	10	40%	—	—	—

Crawl space vs. no crawl space

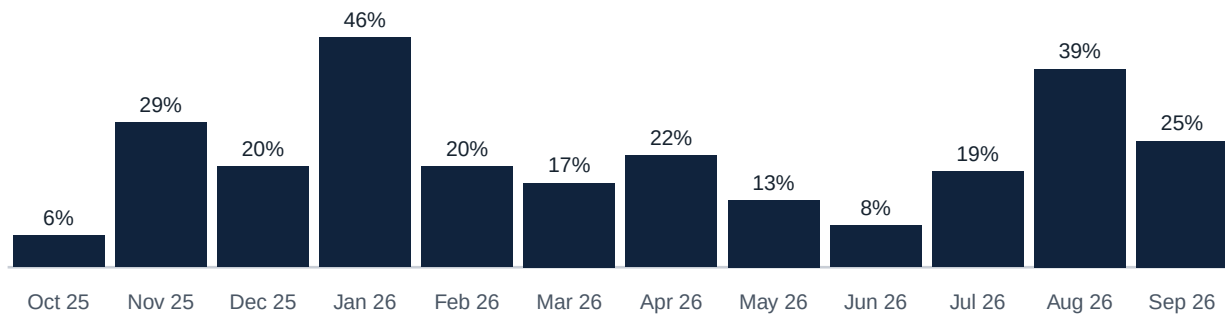
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	60	27%	35	9.0 pts	\$40,400
No crawl space	111	20%	58	1.0 pts	\$8,900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	61	26%	57	1.0 pts	\$6,000
\$300–400K	41	12%	—	—	—
\$400–500K	27	22%	—	—	—
\$500–750K	45	24%	38	3.3 pts	\$23,600

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
129 Foster Creek Court	Swansboro	Back on the market	Oct 2, 2026
405 Jasmine N	Swansboro	Back on the market	Sep 26, 2026
602 W Broad Street	Swansboro	Back on the market	Sep 19, 2026
503 Island Place	Swansboro	Back on the market	Aug 26, 2026
178 Cedarwood Drive	Swansboro	Back on the market	Jul 20, 2026
520 W Corbett Avenue	Swansboro	Under contract again	Sep 3, 2026
221 Palomino Lane	Swansboro	Under contract again	Aug 31, 2026
402 Canoe Lane	Swansboro	Under contract again	Aug 26, 2026
48 Pickett Way	Swansboro	Under contract again	Aug 25, 2026
1287 Mount Pleasant Road	Swansboro	Under contract again	Aug 24, 2026
79 Crush Court	Swansboro	Under contract again	Aug 8, 2026
4 Schooner Drive	Swansboro	Under contract again	Jul 26, 2026
120 Plantation Drive	Swansboro	Sold	Aug 7, 2026
104 Pasture Lane A	Swansboro	Sold	Jul 15, 2026
104 Lee Court	Swansboro	Sold	Jun 23, 2026
207 Knightheads Drive	Swansboro	Sold	Jun 15, 2026
135 Otway Burns Drive	Swansboro	Sold	May 6, 2026
195 Queens Creek Road	Swansboro	Sold	Apr 21, 2026
202 Nikida Court	Swansboro	Sold	Apr 20, 2026
274 Norris Road	Swansboro	Sold	Apr 16, 2026
109 Forest Lane	Swansboro	Sold	Apr 1, 2026
84 Crush Court	Swansboro	Sold	Mar 17, 2026
100 Stevens Court	Swansboro	Sold	Mar 8, 2026
110 Paddle Trail Lane	Swansboro	Sold	Feb 4, 2026
112 Walnut Drive	Swansboro	Sold	Jan 26, 2026
404 Jasmine N	Swansboro	Sold	Jan 17, 2026
102 Plantation Drive	Swansboro	Sold	Jan 4, 2026
120 Cormorant Drive	Swansboro	Sold	Jan 2, 2026
303 S Elm Street	Swansboro	Sold	Dec 20, 2025
311 Catamaran Road	Swansboro	Sold	Nov 21, 2025
912 Morganser Drive	Swansboro	Sold	Nov 5, 2025
4 Schooner Drive	Swansboro	Sold	Oct 8, 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.