



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

Towne Pointe (Jacksonville)

Resale homes (new construction and land left out)

When a deal dies in Towne Pointe (Jacksonville), it costs the seller about \$15,300

12 of about 36 contracts for resale homes in Towne Pointe (Jacksonville) fell apart over the last 12 months — about 1 in 3. The ones that sold later took 69 more days and sold for 2.9 points less of their first asking price than homes that closed on the first contract. And 10% of the homes whose deal died never sold at all.

33%

of contracts fell apart
12 of about 36

69

extra days on the market
98 days vs. 29 on the first contract

\$15,300

estimated cost of a dead deal
with a mortgage

10%

never sold at all
of the homes whose deal died

2.9

lower price (points of first ask)
95.9% vs. 98.8% of first asking

\$11,700

if the home is paid off

What a dead deal costs, line by line

A typical \$327,000 home	Per day	69 days
Mortgage interest	\$52.18	\$3,600
Property taxes	\$5.04	\$348
Insurance	\$8.22	\$567
HOA dues	\$1.03	\$71
Upkeep	\$8.96	\$618
Utilities	\$8.22	\$567
Holding costs	\$83.64	\$5,770
Lower sale price (the scar)		\$9,500
Estimated total		\$15,300

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	17	47%	—	—	—
10–19 yrs	19	21%	—	—	—



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
849 Tuscarora Trail	Jacksonville	Back on the market	Aug 11, 2026
103 Gabriels Way	Jacksonville	Under contract again	May 22, 2026
308 Otis Cove	Jacksonville	Sold	Jul 25, 2026
624 Drummond Grove Lane	Jacksonville	Sold	May 13, 2026
1001 Ferry Spring Lane	Jacksonville	Sold	May 2, 2026
712 Dexter Court	Jacksonville	Sold	Apr 30, 2026
623 Drummond Grove Lane Lot 371	Jacksonville	Sold	Mar 23, 2026
420 Turp Landing Lane Lot 344	Jacksonville	Sold	Feb 18, 2026
820 Tuscarora Trail	Jacksonville	Sold	Feb 12, 2026
216 Browns Ferry Road 383	Jacksonville	Sold	Jan 22, 2026
302 First Post Road	Jacksonville	Sold	Nov 15, 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.