



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

Tranquil Harbor (Oak Island)

Resale homes (new construction and land left out)

When a deal dies in Tranquil Harbor (Oak Island), it costs the seller about \$12,300

17 of about 126 contracts for resale homes in Tranquil Harbor (Oak Island) fell apart over the last 12 months — about 1 in 7. The ones that sold later took 48 more days and sold for 1.3 points less of their first asking price than homes that closed on the first contract. And 38% of the homes whose deal died never sold at all.

14%

of contracts fell apart
17 of about 126

48

extra days on the market
83 days vs. 35 on the first contract

\$12,300

estimated cost of a dead deal
with a mortgage

38%

never sold at all
of the homes whose deal died

1.3

lower price (points of first ask)
93.7% vs. 95.0% of first asking

\$8,400

if the home is paid off

What a dead deal costs, line by line

A typical \$503,750 home	Per day	48 days
Mortgage interest	\$80.38	\$3,858
Property taxes	\$8.39	\$403
Insurance	\$8.22	\$395
Upkeep	\$13.80	\$662
Utilities	\$8.22	\$395
Holding costs	\$119.01	\$5,710
Lower sale price (the scar)		\$6,500
Estimated total		\$12,300

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	29	10%	—	—	—
10–19 yrs	11	9%	—	—	—
20–29 yrs	30	10%	—	—	—
30–49 yrs	36	14%	—	—	—
50+ yrs	20	25%	—	—	—

Crawl space vs. no crawl space

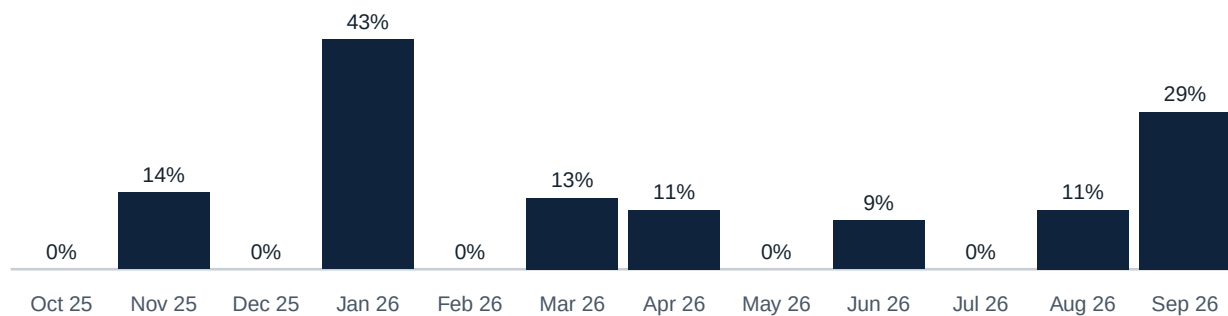
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	47	15%	—	—	—
No crawl space	73	14%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$300–400K	12	25%	—	—	—
\$400–500K	27	7%	—	—	—
\$500–750K	63	13%	—	—	—
\$750K–1M	15	20%	—	—	—

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
204 NE 60th Street	Oak Island	Back on the market	Oct 1, 2026
119 NE 27th Street	Oak Island	Back on the market	Sep 29, 2026
314 NE 61st Street	Oak Island	Back on the market	Sep 25, 2026
214 NE 64th Street	Oak Island	Back on the market	Sep 14, 2026
105 SE 17th Street	Oak Island	Back on the market	Sep 2, 2026
104 NE 8th Street	Oak Island	Back on the market	Jun 22, 2026
217 NE 61st Street	Oak Island	Under contract again	Sep 9, 2026
148 NW 3rd Street Units A & B	Oak Island	Under contract again	Mar 16, 2026
2304 E Oak Island Drive	Oak Island	Sold	Aug 8, 2026
113 NE 54th Street	Oak Island	Sold	Apr 23, 2026
220 NE 68th Street	Oak Island	Sold	Apr 3, 2026
7908 E Yacht Drive	Oak Island	Sold	Jan 20, 2026
115 NE 66th Street	Oak Island	Sold	Nov 22, 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.