



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

# Wallace

Resale homes (new construction and land left out)

## When a deal dies in Wallace, it costs the seller about \$35,300

22 of about 94 contracts for resale homes in Wallace fell apart over the last 12 months — about 1 in 4. The ones that sold later took 86 more days and sold for 6.6 points less of their first asking price than homes that closed on the first contract. And 35% of the homes whose deal died never sold at all.

**23%**

of contracts fell apart  
22 of about 94

**86**

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

**\$35,300**

estimated cost of a dead deal  
with a mortgage

**35%**

never sold at all  
of the homes whose deal died

**6.6**

lower price (points of first ask)  
89.4% vs. 96.0% of first asking

**\$29,700**

if the home is paid off

## What a dead deal costs, line by line

| A typical \$406,375 home    | Per day        | 86 days         |
|-----------------------------|----------------|-----------------|
| Mortgage interest           | \$64.84        | \$5,576         |
| Property taxes              | \$6.20         | \$533           |
| Insurance                   | \$8.22         | \$707           |
| HOA dues                    | \$0.01         | \$1             |
| Upkeep                      | \$11.13        | \$957           |
| Utilities                   | \$8.22         | \$707           |
| <b>Holding costs</b>        | <b>\$98.63</b> | <b>\$8,480</b>  |
| Lower sale price (the scar) |                | \$26,800        |
| <b>Estimated total</b>      |                | <b>\$35,300</b> |

## 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 |
|-----------|-----------|------------|------------|------------|-----------|
| 10–19 yrs | 19        | 21%        | —          | —          | —         |
| 20–29 yrs | 29        | 28%        | 0          | 6.9 pts    | \$33,700  |
| 50+ yrs   | 33        | 24%        | —          | —          | —         |

## Crawl space vs. no crawl space

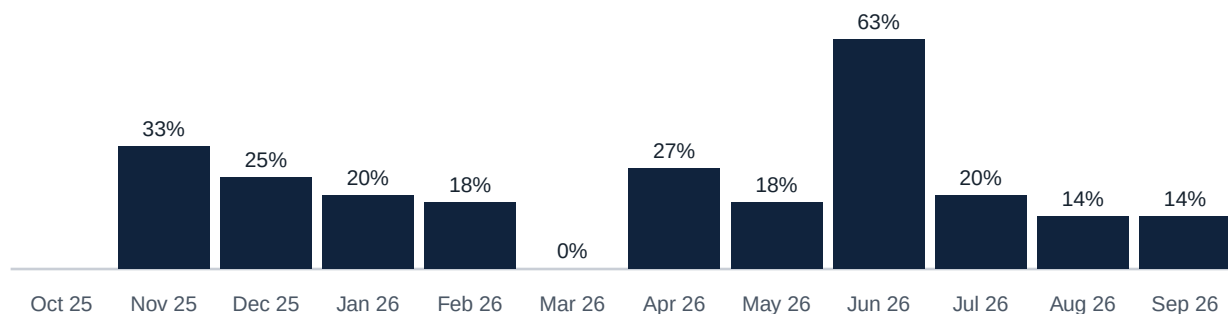
|                | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|----------------|-----------|------------|------------|------------|-----------|
| Crawl space    | 62        | 24%        | 138        | 6.0 pts    | \$39,600  |
| No crawl space | 22        | 23%        | —          | —          | —         |

## By first asking price

|              | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|--------------|-----------|------------|------------|------------|-----------|
| Under \$300K | 26        | 31%        | —          | —          | —         |
| \$300–400K   | 18        | 17%        | —          | —          | —         |
| \$400–500K   | 16        | 13%        | —          | —          | —         |
| \$500–750K   | 30        | 27%        | —          | —          | —         |

## Month by month

Share of contracts that fell apart, by month



## Neighborhoods and ZIP codes in Wallace

|               | Contracts | Fell apart | Extra days | Price scar | Est. cost |
|---------------|-----------|------------|------------|------------|-----------|
| ZIP 28466     | 94        | 23%        | 86         | 6.6 pts    | \$35,300  |
| River Landing | 46        | 26%        | 162        | 5.8 pts    | \$52,600  |



## 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   |
|-------------------------|---------|--------------------|--------------|
| 3537 S Nc 11 Highway    | Wallace | Back on the market | Oct 2, 2026  |
| 518 Forest Lane         | Wallace | Back on the market | Aug 2, 2026  |
| 335 Bull Tail Road      | Wallace | Back on the market | Jul 18, 2026 |
| 616 S Orange Street     | Wallace | Back on the market | Jun 24, 2026 |
| 138 Candlewood Drive    | Wallace | Sold               | Jun 22, 2026 |
| 343 W Stevens Street    | Wallace | Sold               | Jun 13, 2026 |
| 124 Hc Powers Road      | Wallace | Sold               | May 1, 2026  |
| 148 E Grandiflora Drive | Wallace | Sold               | Apr 27, 2026 |
| 144 Candlewood Drive    | Wallace | Sold               | Apr 24, 2026 |
| 214 Currie Street       | Wallace | Sold               | Feb 7, 2026  |
| 249 Muscadine Trail     | Wallace | Sold               | Feb 1, 2026  |
| 151 Pilot House Drive   | Wallace | Sold               | Jan 16, 2026 |
| 164 Firefly Drive       | Wallace | Sold               | Dec 1, 2025  |
| 164 Firefly Drive       | Wallace | Sold               | Dec 1, 2025  |
| 221 W Main Street       | Wallace | Sold               | Nov 29, 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.**