



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

Waterford of the Carolinas (Leland)

Resale homes (new construction and land left out)

When a deal dies in Waterford of the Carolinas (Leland), it costs the seller about \$7,700

14 of about 60 contracts for resale homes in Waterford of the Carolinas (Leland) fell apart over the last 12 months — about 1 in 4. The ones that sold later took 23 more days and sold for 1.0 points less of their first asking price than homes that closed on the first contract. And 30% of the homes whose deal died never sold at all.

23%

of contracts fell apart
14 of about 60

23

extra days on the market
78 days vs. 55 on the first contract

\$7,700

estimated cost of a dead deal
with a mortgage

30%

never sold at all
of the homes whose deal died

1.0

lower price (points of first ask)
94.2% vs. 95.2% of first asking

\$5,900

if the home is paid off

What a dead deal costs, line by line

A typical \$493,500 home	Per day	23 days
Mortgage interest	\$78.74	\$1,811
Property taxes	\$8.91	\$205
Insurance	\$8.22	\$189
HOA dues	\$4.62	\$106
Upkeep	\$13.52	\$311
Utilities	\$8.22	\$189
Holding costs	\$122.23	\$2,810
Lower sale price (the scar)		\$4,900
Estimated total		\$7,700

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

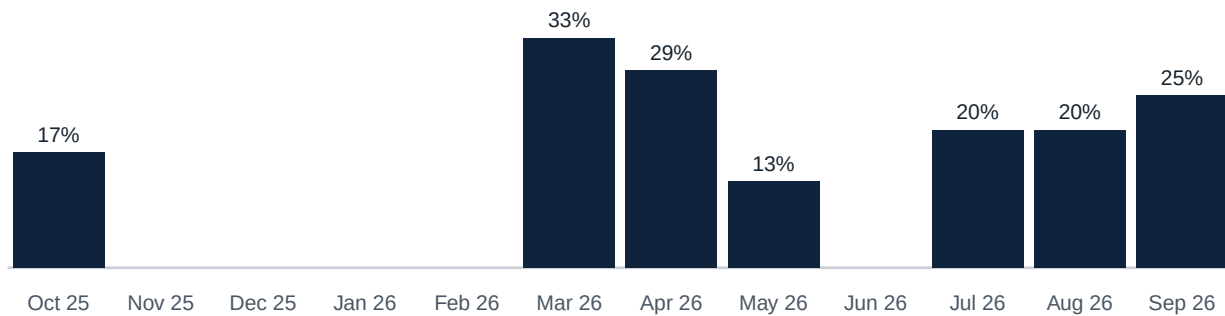
	Contracts	Fell apart	Extra days	Price scar	Est. cost
10–19 yrs	20	25%	—	—	—
20–29 yrs	37	24%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$300–400K	12	25%	—	—	—
\$400–500K	13	8%	—	—	—
\$500–750K	24	29%	—	—	—
\$750K–1M	10	30%	—	—	—

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
1016 Ginger Lily Way	Leland	Sold	Aug 4, 2026
1004 Wind Lake Way	Leland	Sold	Jul 24, 2026
1212 Dalton Way	Leland	Sold	Apr 20, 2026
1064 Golden Sands Way	Leland	Sold	Mar 20, 2026
1130 Spring Glen Court	Leland	Sold	Mar 2, 2026
1013 Garden Club Way	Leland	Sold	Jan 1, 2026
1226 Atrium Way	Leland	Sold	Oct 23, 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.