



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

Wilmington

Resale homes (new construction and land left out)

When a deal dies in Wilmington, it costs the seller about \$19,500

570 of about 3,595 contracts for resale homes in Wilmington fell apart over the last 12 months — about 1 in 6. The ones that sold later took 48 more days and sold for 3.3 points less of their first asking price than homes that closed on the first contract. And 22% of the homes whose deal died never sold at all.

16%

of contracts fell apart
570 of about 3,595

48

extra days on the market
69 days vs. 21 on the first contract

\$19,500

estimated cost of a dead deal
with a mortgage

22%

never sold at all
of the homes whose deal died

3.3

lower price (points of first ask)
94.0% vs. 97.3% of first asking

\$16,100

if the home is paid off

What a dead deal costs, line by line

A typical \$437,500 home	Per day	48 days
Mortgage interest	\$69.81	\$3,351
Property taxes	\$5.47	\$263
Insurance	\$8.22	\$395
HOA dues	\$1.22	\$59
Upkeep	\$11.99	\$576
Utilities	\$8.22	\$395
Holding costs	\$104.92	\$5,040
Lower sale price (the scar)		\$14,400
Estimated total		\$19,500

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	510	12%	42	3.3 pts	\$24,000
10–19 yrs	323	12%	64	3.9 pts	\$28,400
20–29 yrs	937	13%	54	2.8 pts	\$16,500
30–49 yrs	991	16%	36	1.7 pts	\$10,500
50+ yrs	832	23%	67	3.8 pts	\$21,200

Crawl space vs. no crawl space

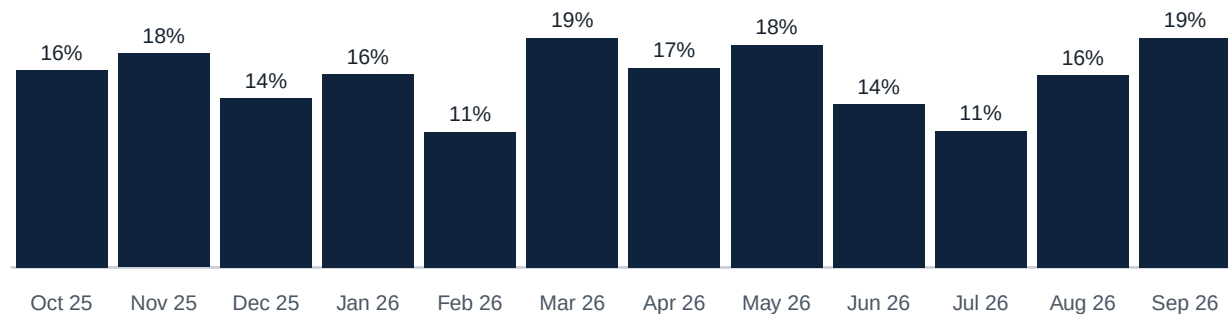
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	1,456	18%	67	3.9 pts	\$27,300
No crawl space	2,016	14%	39	2.5 pts	\$13,900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	562	19%	44	4.6 pts	\$13,900
\$300–400K	925	17%	51	2.5 pts	\$13,000
\$400–500K	642	15%	26	1.9 pts	\$10,800
\$500–750K	842	14%	50	3.2 pts	\$25,000
\$750K–1M	287	16%	98	3.9 pts	\$50,000
\$1M+	337	16%	67	4.9 pts	\$87,500

Month by month

Share of contracts that fell apart, by month





Neighborhoods and ZIP codes in Wilmington

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28412	856	14%	56	2.1 pts	\$13,700
ZIP 28411	657	13%	52	4.2 pts	\$25,700
ZIP 28409	653	14%	36	2.7 pts	\$18,900
ZIP 28405	528	16%	37	3.9 pts	\$20,600
ZIP 28403	486	19%	49	3.0 pts	\$17,100
ZIP 28401	416	24%	65	4.6 pts	\$22,900
Landfall	110	8%	27	4.6 pts	\$73,000
Riverlights	66	17%	39	2.1 pts	\$16,800
Historic District	47	23%	29	0.1 pts	\$4,400
Echo Farms	44	23%	56	5.6 pts	\$34,000
Porters Neck Plantation	44	25%	76	8.4 pts	\$87,000
The Cape	43	21%	0	0.0 pts	\$0
Downtown	42	21%	0	6.0 pts	\$21,200
Pine Valley Estates	37	22%	—	—	—
Riverlights - Del Webb	34	21%	—	—	—
Sunset Park	34	21%	—	—	—
Village at Motts Landing	26	8%	—	—	—



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
709 N 4th Street Ste 302	Wilmington	Back on the market	Oct 2, 2026
2105 Camellia Drive	Wilmington	Back on the market	Oct 2, 2026
1904 Brewton Court	Wilmington	Back on the market	Oct 2, 2026
5732 Brown Pelican Lane	Wilmington	Back on the market	Oct 2, 2026
442 Cape Fear Boulevard	Wilmington	Back on the market	Oct 1, 2026
7501 Promontory Court	Wilmington	Back on the market	Oct 1, 2026
2213 Washington Street	Wilmington	Back on the market	Oct 1, 2026
903 Walnut Street	Wilmington	Back on the market	Oct 1, 2026
905 Walnut Street	Wilmington	Back on the market	Oct 1, 2026
106 N Water Street Ste 708	Wilmington	Back on the market	Oct 1, 2026
314 Brookfield Drive	Wilmington	Back on the market	Oct 1, 2026
6033 Shiloh Drive	Wilmington	Back on the market	Sep 30, 2026
1202 Chestnut Street	Wilmington	Back on the market	Sep 30, 2026
3039 Weatherby Court	Wilmington	Back on the market	Sep 29, 2026
1709 Queen Street	Wilmington	Back on the market	Sep 29, 2026
804 S 6th Street	Wilmington	Back on the market	Sep 28, 2026
3010 Remington Drive	Wilmington	Back on the market	Sep 28, 2026
318 Colonial Drive	Wilmington	Back on the market	Sep 25, 2026
5605 Moss Vine Place 11	Wilmington	Back on the market	Sep 25, 2026
2006 Kenilworth Lane	Wilmington	Back on the market	Sep 24, 2026
330 Brighton Road	Wilmington	Back on the market	Sep 22, 2026
248 Windy Hills Drive	Wilmington	Back on the market	Sep 21, 2026
1305 Wellington Avenue	Wilmington	Back on the market	Sep 20, 2026
6319 Shire Lane	Wilmington	Back on the market	Sep 19, 2026
4353 Jonathan Court	Wilmington	Under contract again	Sep 24, 2026
38 Pelican Point Road	Wilmington	Under contract again	Sep 22, 2026
124 Darby Street	Wilmington	Under contract again	Sep 9, 2026
233 High Tide Drive	Wilmington	Under contract again	Sep 3, 2026
905 Robert E Lee Drive	Wilmington	Under contract again	Sep 3, 2026
5239 Shadow Branch Lane	Wilmington	Under contract again	Sep 3, 2026
1800 Eastwood Road Apt 118	Wilmington	Under contract again	Sep 2, 2026
539 Maides Avenue	Wilmington	Under contract again	Aug 31, 2026
7426 Springwater Drive	Wilmington	Under contract again	Aug 30, 2026
206 Keaton Avenue	Wilmington	Under contract again	Aug 18, 2026
2350 Adams Street	Wilmington	Under contract again	Aug 13, 2026
108 N 8th Street	Wilmington	Under contract again	Aug 10, 2026



Address	Town	Now	Fell apart
1500 Cadfel Court Unit 302	Wilmington	Under contract again	Aug 2, 2026
103 Ike Drive	Wilmington	Under contract again	Jul 28, 2026
648 Village Park Drive 204	Wilmington	Under contract again	Jul 6, 2026
2301 Parham Drive	Wilmington	Under contract again	Jun 30, 2026
4008 Ruddy Duck Way	Wilmington	Under contract again	Jun 23, 2026
902 Bryan Avenue	Wilmington	Under contract again	Jun 10, 2026
1311 S 41st Street	Wilmington	Under contract again	May 23, 2026
7417 Montfaye Court	Wilmington	Under contract again	Apr 27, 2026
1017 Parkway Boulevard	Wilmington	Under contract again	Mar 2, 2026
6323 Strawfield Drive	Wilmington	Sold	Sep 23, 2026
719 Melba Court C	Wilmington	Sold	Sep 15, 2026
613 Bay Blossom Drive	Wilmington	Sold	Aug 28, 2026
314 Bland Street	Wilmington	Sold	Aug 26, 2026
6300 Baylor Drive	Wilmington	Sold	Aug 26, 2026
338 Windchime Drive	Wilmington	Sold	Aug 20, 2026
1846 Glen Eagles Lane	Wilmington	Sold	Aug 18, 2026
3006 Laughing Gull Terrace	Wilmington	Sold	Aug 17, 2026
1501 Parmele Drive	Wilmington	Sold	Aug 17, 2026
232 Trisail Terrace	Wilmington	Sold	Aug 17, 2026
404 Porters Neck Road	Wilmington	Sold	Aug 15, 2026
6027 Pine Laurel Drive	Wilmington	Sold	Aug 14, 2026
5329 Leisure Circle	Wilmington	Sold	Aug 13, 2026
4646 Bramton Road	Wilmington	Sold	Aug 11, 2026
610 Ivey Circle	Wilmington	Sold	Aug 10, 2026
618 Condo Club Drive Unit 308	Wilmington	Sold	Aug 9, 2026
1402 Admiral Way	Wilmington	Sold	Aug 4, 2026
4443 Holly Tree Road	Wilmington	Sold	Jul 31, 2026
7012 Murrayville Road	Wilmington	Sold	Jul 30, 2026
2111 Jumpin Run Drive	Wilmington	Sold	Jul 29, 2026
7760 Marymount Drive	Wilmington	Sold	Jul 28, 2026
1800 Eastwood Road 231	Wilmington	Sold	Jul 25, 2026
719 Melba Court I	Wilmington	Sold	Jul 24, 2026
206 Royal Oak Drive	Wilmington	Sold	Jul 21, 2026

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.