



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

ZIP 28398

Resale homes (new construction and land left out)

When a deal dies in ZIP 28398, it costs the seller about \$400

13 of about 45 contracts for resale homes in ZIP 28398 fell apart over the last 12 months — about 1 in 3. The ones that sold later took 7 more days and sold for 0.0 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.

29%

of contracts fell apart
13 of about 45

7

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

\$400

estimated cost of a dead deal
with a mortgage

38%

never sold at all
of the homes whose deal died

0.0

lower price (points of first ask)
100.0% vs. 93.1% of first asking

\$200

if the home is paid off

What a dead deal costs, line by line

A typical \$184,000 home	Per day	7 days
Mortgage interest	\$29.36	\$206
Property taxes	\$2.90	\$20
Insurance	\$8.22	\$58
Upkeep	\$5.04	\$35
Utilities	\$8.22	\$58
Holding costs	\$53.74	\$380
Lower sale price (the scar)		\$0
Estimated total		\$400

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
30–49 yrs	11	27%	—	—	—
50+ yrs	30	30%	—	—	—



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
587 Carlton Chapel Church Road	Warsaw	Back on the market	Oct 2, 2026
157 Alphin Lane	Warsaw	Back on the market	Oct 1, 2026
425 Blackmore Road	Warsaw	Back on the market	Sep 18, 2026
214 Elm Street	Warsaw	Under contract again	May 12, 2026
505 Forrest Road	Warsaw	Sold	Jun 30, 2026
1500 Veachs Mill Road	Warsaw	Sold	Jun 2, 2026
527 W College Street	Warsaw	Sold	Apr 16, 2026
688 Penny Branch Road	Warsaw	Sold	Dec 28, 2025
617 Johnson Ch Road	Warsaw	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.