



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

ZIP 28401

Resale homes (new construction and land left out)

When a deal dies in ZIP 28401, it costs the seller about \$22,900

101 of about 416 contracts for resale homes in ZIP 28401 fell apart over the last 12 months — about 1 in 4. The ones that sold later took 65 more days and sold for 4.6 points less of their first asking price than homes that closed on the first contract. And 32% of the homes whose deal died never sold at all.

24%

of contracts fell apart
101 of about 416

65

extra days on the market
93 days vs. 28 on the first contract

\$22,900

estimated cost of a dead deal
with a mortgage

32%

never sold at all
of the homes whose deal died

4.6

lower price (points of first ask)
92.0% vs. 96.6% of first asking

\$19,100

if the home is paid off

What a dead deal costs, line by line

A typical \$370,000 home	Per day	65 days
Mortgage interest	\$59.04	\$3,838
Property taxes	\$4.79	\$311
Insurance	\$8.22	\$534
Upkeep	\$10.14	\$659
Utilities	\$8.22	\$534
Holding costs	\$90.41	\$5,880
Lower sale price (the scar)		\$17,000
Estimated total		\$22,900

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	79	18%	37	4.5 pts	\$23,500
10–19 yrs	12	8%	—	—	—
20–29 yrs	49	27%	25	2.2 pts	\$9,100
30–49 yrs	26	23%	—	—	—
50+ yrs	250	27%	71	7.3 pts	\$32,200

Crawl space vs. no crawl space

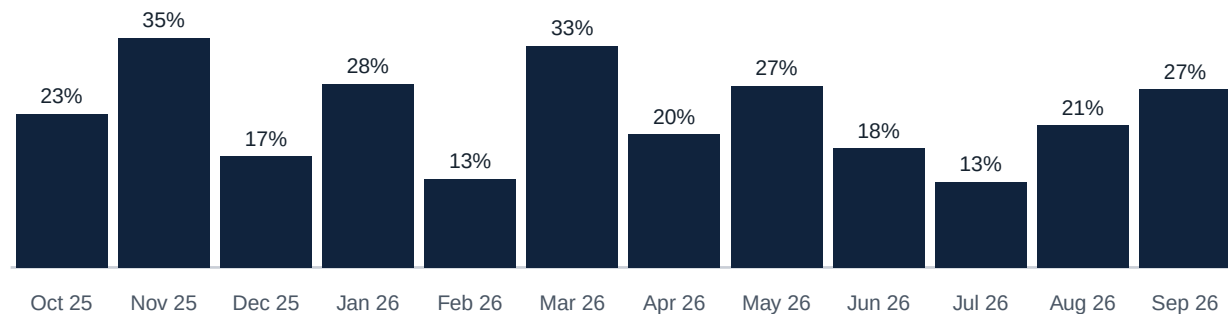
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	249	24%	68	3.7 pts	\$18,800
No crawl space	135	26%	63	5.0 pts	\$25,400

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	91	29%	21	0.0 pts	\$1,300
\$300–400K	157	25%	90	7.4 pts	\$32,800
\$400–500K	77	21%	0	3.8 pts	\$16,500
\$500–750K	61	18%	54	1.2 pts	\$13,600
\$750K–1M	14	36%	—	—	—
\$1M+	16	25%	—	—	—

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
709 N 4th Street Ste 302	Wilmington	Back on the market	Oct 2, 2026
442 Cape Fear Boulevard	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
1202 Chestnut Street	Wilmington	Back on the market	Sep 30, 2026
804 S 6th Street	Wilmington	Back on the market	Sep 28, 2026
1305 Wellington Avenue	Wilmington	Back on the market	Sep 20, 2026
1312 Dock Street	Wilmington	Back on the market	Sep 14, 2026
441 Tributary Circle 67	Wilmington	Back on the market	Sep 14, 2026
118 Jamaica Drive	Wilmington	Back on the market	Sep 11, 2026
102 S 2nd Street Unit 210	Wilmington	Back on the market	Aug 28, 2026
106 N Water Street 702	Wilmington	Back on the market	Dec 4, 2025
2350 Adams Street	Wilmington	Under contract again	Aug 13, 2026
108 N 8th Street	Wilmington	Under contract again	Aug 10, 2026
314 Bland Street	Wilmington	Sold	Aug 26, 2026
1501 Parmele Drive	Wilmington	Sold	Aug 17, 2026
610 Ivey Circle	Wilmington	Sold	Aug 10, 2026
817 S 11th Street	Wilmington	Sold	Jul 1, 2026
129 Glendale Drive	Wilmington	Sold	Jun 23, 2026
505 S 5th Avenue	Wilmington	Sold	Jun 11, 2026
240 N Water Street Apt 854	Wilmington	Sold	Jun 3, 2026
509 Walnut Street	Wilmington	Sold	May 23, 2026
21 N Front Street Unit 2a1	Wilmington	Sold	May 15, 2026
240 N Water Street 1154	Wilmington	Sold	May 14, 2026
721 Campbell Street	Wilmington	Sold	May 11, 2026
20 S Front Street Unit R1	Wilmington	Sold	May 1, 2026
525 S Front Street	Wilmington	Sold	Apr 30, 2026
2240 W Lake Shore Drive	Wilmington	Sold	Apr 22, 2026
2029 Adams Street	Wilmington	Sold	Apr 22, 2026
419 S Front Street	Wilmington	Sold	Apr 6, 2026
2214 Jefferson Street	Wilmington	Sold	Apr 1, 2026
910 Walnut Street	Wilmington	Sold	Mar 31, 2026
216 Tributary Circle	Wilmington	Sold	Mar 30, 2026
2038 Washington Street	Wilmington	Sold	Mar 27, 2026



Address	Town	Now	Fell apart
221 S 11th Street	Wilmington	Sold	Mar 23, 2026
129 S 8th Street	Wilmington	Sold	Mar 20, 2026
317 S 15th Street	Wilmington	Sold	Mar 19, 2026
1712 Herons View Drive	Wilmington	Sold	Mar 19, 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.