



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

ZIP 28403

Resale homes (new construction and land left out)

When a deal dies in ZIP 28403, it costs the seller about \$17,100

90 of about 486 contracts for resale homes in ZIP 28403 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 49 more days and sold for 3.0 points less of their first asking price than homes that closed on the first contract. And 31% of the homes whose deal died never sold at all.

19%

of contracts fell apart
90 of about 486

49

extra days on the market
67 days vs. 18 on the first contract

\$17,100

estimated cost of a dead deal
with a mortgage

31%

never sold at all
of the homes whose deal died

3.0

lower price (points of first ask)
93.6% vs. 96.6% of first asking

\$13,900

if the home is paid off

What a dead deal costs, line by line

A typical \$408,500 home	Per day	49 days
Mortgage interest	\$65.18	\$3,194
Property taxes	\$6.21	\$304
Insurance	\$8.22	\$403
Upkeep	\$11.19	\$548
Utilities	\$8.22	\$403
Holding costs	\$99.02	\$4,850
Lower sale price (the scar)		\$12,300
Estimated total		\$17,100

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	21	5%	—	—	—
10–19 yrs	31	13%	—	—	—
20–29 yrs	51	16%	—	—	—
30–49 yrs	186	17%	53	1.2 pts	\$9,400
50+ yrs	197	23%	48	3.2 pts	\$19,600

Crawl space vs. no crawl space

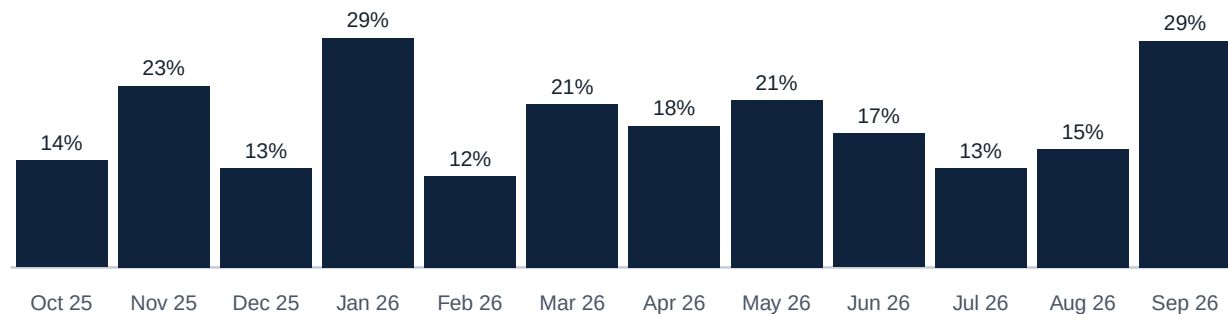
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	262	22%	54	4.0 pts	\$27,600
No crawl space	209	14%	39	1.6 pts	\$9,100

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	108	19%	79	3.8 pts	\$12,900
\$300–400K	118	21%	30	0.1 pts	\$3,200
\$400–500K	70	16%	40	6.3 pts	\$30,700
\$500–750K	99	18%	85	2.6 pts	\$26,300
\$750K–1M	36	17%	—	—	—
\$1M+	55	16%	56	6.6 pts	\$112,700

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
2105 Camellia Drive	Wilmington	Back on the market	Oct 2, 2026
1904 Brewton Court	Wilmington	Back on the market	Oct 2, 2026
1709 Queen Street	Wilmington	Back on the market	Sep 29, 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
1800 Eastwood Road Apt 253	Wilmington	Back on the market	Sep 18, 2026
4187 Spirea Drive	Wilmington	Back on the market	Sep 16, 2026
337 Monlandil Drive	Wilmington	Back on the market	Sep 14, 2026
2302 Camellia Drive	Wilmington	Back on the market	Sep 10, 2026
4217 Sequoia Court 4r	Wilmington	Back on the market	Sep 3, 2026
5813 Wrightsville Avenue Apt 147	Wilmington	Back on the market	Sep 1, 2026
1411 Live Oak Parkway	Wilmington	Back on the market	Aug 22, 2026
4250 Wilshire Boulevard 104-A	Wilmington	Back on the market	Aug 12, 2026
456 Racine Drive Unit D304	Wilmington	Back on the market	Aug 12, 2026
115 Covil Avenue Unit 102	Wilmington	Back on the market	Aug 6, 2026
2420 Circle Street	Wilmington	Back on the market	Aug 4, 2026
109 Pine Clay Road	Wilmington	Back on the market	Jun 3, 2026
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827 Colonial Drive	Wilmington	Back on the market	Mar 2, 2026
627 Jennings Drive	Wilmington	Back on the market	Mar 2, 2026
2940 Oleander Drive D-16	Wilmington	Back on the market	Jan 5, 2026
1800 Eastwood Road Apt 118	Wilmington	Under contract again	Sep 2, 2026
206 Keaton Avenue	Wilmington	Under contract again	Aug 18, 2026
2301 Parham Drive	Wilmington	Under contract again	Jun 30, 2026
902 Bryan Avenue	Wilmington	Under contract again	Jun 10, 2026
1311 S 41st Street	Wilmington	Under contract again	May 23, 2026
2111 Jumpin Run Drive	Wilmington	Sold	Jul 29, 2026
1800 Eastwood Road 231	Wilmington	Sold	Jul 25, 2026
3221 Camden Circle	Wilmington	Sold	Jul 15, 2026
5402 Eastwind Road	Wilmington	Sold	Jun 26, 2026
2940 Oleander Drive A2	Wilmington	Sold	Jun 20, 2026
545 Dungannon Boulevard	Wilmington	Sold	Jun 15, 2026
233 Racine Drive Unit 20	Wilmington	Sold	Jun 2, 2026
2906 Market Street Unit 202	Wilmington	Sold	Jun 1, 2026
1005 Bonham Avenue	Wilmington	Sold	May 27, 2026
5421 Edisto Drive	Wilmington	Sold	May 26, 2026



Address	Town	Now	Fell apart
2023 Perry Avenue	Wilmington	Sold	May 11, 2026
3928 Gillette Drive	Wilmington	Sold	May 11, 2026
3525 Wilshire Boulevard	Wilmington	Sold	May 5, 2026
6211 Wrightsville Avenue Apt 119	Wilmington	Sold	May 1, 2026
2119 Metts Avenue	Wilmington	Sold	May 1, 2026
1035 Page Avenue	Wilmington	Sold	May 1, 2026
6211 Wrightsville Avenue 130	Wilmington	Sold	Apr 30, 2026
1916 Hawthorne Road	Wilmington	Sold	Apr 21, 2026
138 Telephone Road	Wilmington	Sold	Apr 11, 2026
1806 Ann Street	Wilmington	Sold	Apr 1, 2026
4118 Peachtree Avenue	Wilmington	Sold	Mar 30, 2026
309 Stradleigh Road	Wilmington	Sold	Mar 27, 2026
233 Racine Drive Unit 59	Wilmington	Sold	Mar 20, 2026
1743 S 41st Street Apt G	Wilmington	Sold	Feb 10, 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.