



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

ZIP 28405

Resale homes (new construction and land left out)

When a deal dies in ZIP 28405, it costs the seller about \$20,600

84 of about 528 contracts for resale homes in ZIP 28405 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 37 more days and sold for 3.9 points less of their first asking price than homes that closed on the first contract. And 24% of the homes whose deal died never sold at all.

16%

of contracts fell apart
84 of about 528

37

extra days on the market
59 days vs. 22 on the first contract

\$20,600

estimated cost of a dead deal
with a mortgage

24%

never sold at all
of the homes whose deal died

3.9

lower price (points of first ask)
93.0% vs. 96.9% of first asking

\$18,100

if the home is paid off

What a dead deal costs, line by line

A typical \$430,000 home	Per day	37 days
Mortgage interest	\$68.61	\$2,539
Property taxes	\$4.98	\$184
Insurance	\$8.22	\$304
HOA dues	\$1.56	\$58
Upkeep	\$11.78	\$436
Utilities	\$8.22	\$304
Holding costs	\$103.38	\$3,830
Lower sale price (the scar)		\$16,800
Estimated total		\$20,600

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	26	8%	—	—	—
10–19 yrs	32	13%	—	—	—
20–29 yrs	146	14%	35	3.2 pts	\$19,200
30–49 yrs	179	16%	15	2.7 pts	\$13,200
50+ yrs	145	20%	83	8.0 pts	\$37,700

Crawl space vs. no crawl space

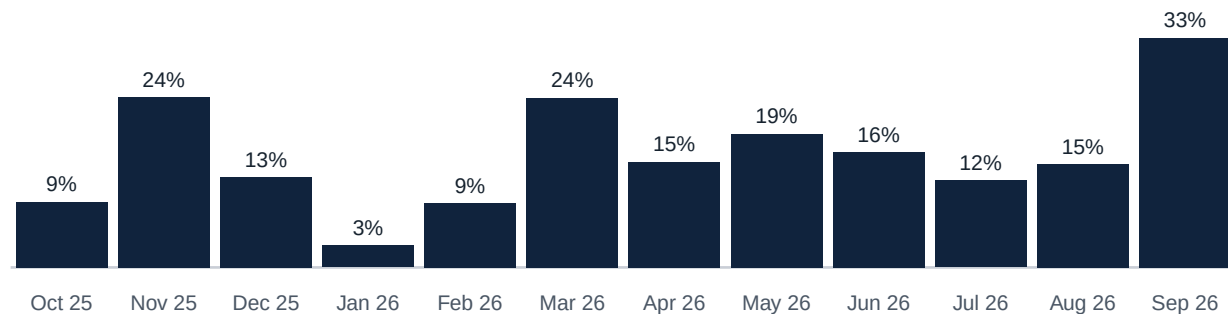
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	216	15%	60	3.5 pts	\$31,500
No crawl space	291	17%	27	3.8 pts	\$17,600

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	110	19%	28	7.4 pts	\$18,700
\$300–400K	124	22%	43	2.0 pts	\$10,500
\$400–500K	77	9%	—	—	—
\$500–750K	80	15%	0	4.4 pts	\$25,000
\$750K–1M	48	19%	82	7.4 pts	\$79,000
\$1M+	89	9%	—	—	—

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
314 Brookfield Drive	Wilmington	Back on the market	Oct 1, 2026
3039 Weatherby Court	Wilmington	Back on the market	Sep 29, 2026
3010 Remington Drive	Wilmington	Back on the market	Sep 28, 2026
2006 Kenilworth Lane	Wilmington	Back on the market	Sep 24, 2026
6520 Brevard Drive	Wilmington	Back on the market	Sep 17, 2026
1408 Kornegay Avenue	Wilmington	Back on the market	Sep 15, 2026
221 Inland Greens Circle	Wilmington	Back on the market	Sep 11, 2026
2002 Klein Road	Wilmington	Back on the market	Sep 11, 2026
3032 Weatherby Court	Wilmington	Back on the market	Sep 9, 2026
1202 Spring Branch Road	Wilmington	Back on the market	Sep 8, 2026
127 Deerwood Drive	Wilmington	Back on the market	Sep 4, 2026
6204 Inland Greens Drive	Wilmington	Back on the market	Sep 3, 2026
210 Cobblestone Drive	Wilmington	Back on the market	Aug 23, 2026
2113 Princess Place Drive	Wilmington	Back on the market	Aug 5, 2026
117 Vistamar Drive	Wilmington	Back on the market	Jul 31, 2026
801 Oyster Landing	Wilmington	Back on the market	Jul 20, 2026
1508 Dove Shell Way	Wilmington	Back on the market	Jul 1, 2026
2220 Klein Road	Wilmington	Back on the market	Jun 3, 2026
539 Maides Avenue	Wilmington	Under contract again	Aug 31, 2026
648 Village Park Drive 204	Wilmington	Under contract again	Jul 6, 2026
6323 Strawfield Drive	Wilmington	Sold	Sep 23, 2026
719 Melba Court C	Wilmington	Sold	Sep 15, 2026
1846 Glen Eagles Lane	Wilmington	Sold	Aug 18, 2026
4646 Bramton Road	Wilmington	Sold	Aug 11, 2026
719 Melba Court I	Wilmington	Sold	Jul 24, 2026
4013 Claymore Drive	Wilmington	Sold	Jul 13, 2026
205 Spartan Road	Wilmington	Sold	Jun 19, 2026
1936 Prestwick Lane	Wilmington	Sold	Jun 12, 2026
2900 Carthage Drive	Wilmington	Sold	Jun 5, 2026
3912 Brinkman Drive	Wilmington	Sold	Jun 4, 2026
906 Litchfield Way L	Wilmington	Sold	Jun 2, 2026
802 Bryce Court D	Wilmington	Sold	Jun 1, 2026
4304 Pennhurst Court	Wilmington	Sold	May 28, 2026
807 Cheryl Lane	Wilmington	Sold	May 26, 2026
5010 Hunters Trail Unit 13	Wilmington	Sold	May 25, 2026
5006 Hunters Trail Unit 9	Wilmington	Sold	May 25, 2026



Address	Town	Now	Fell apart
617 Windemere Road	Wilmington	Sold	May 18, 2026
1704 Chestnut Street	Wilmington	Sold	May 14, 2026
106 Green Meadows Drive	Wilmington	Sold	May 11, 2026
1801 Grace Street	Wilmington	Sold	Apr 16, 2026
4922 Shelley Drive	Wilmington	Sold	Apr 16, 2026
807 March Court E	Wilmington	Sold	Apr 9, 2026
2035 N Kerr Avenue	Wilmington	Sold	Mar 27, 2026
7125 Saybrook Drive	Wilmington	Sold	Mar 26, 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.