



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

ZIP 28409

Resale homes (new construction and land left out)

When a deal dies in ZIP 28409, it costs the seller about \$18,900

91 of about 653 contracts for resale homes in ZIP 28409 fell apart over the last 12 months — about 1 in 7. The ones that sold later took 36 more days and sold for 2.7 points less of their first asking price than homes that closed on the first contract. And 10% of the homes whose deal died never sold at all.

14%

of contracts fell apart
91 of about 653

36

extra days on the market
50 days vs. 14 on the first contract

\$18,900

estimated cost of a dead deal
with a mortgage

10%

never sold at all
of the homes whose deal died

2.7

lower price (points of first ask)
95.2% vs. 97.9% of first asking

\$15,800

if the home is paid off

What a dead deal costs, line by line

A typical \$535,000 home	Per day	36 days
Mortgage interest	\$85.37	\$3,073
Property taxes	\$6.48	\$233
Insurance	\$8.22	\$296
HOA dues	\$0.89	\$32
Upkeep	\$14.66	\$528
Utilities	\$8.22	\$296
Holding costs	\$123.83	\$4,460
Lower sale price (the scar)		\$14,400
Estimated total		\$18,900

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	87	8%	25	2.8 pts	\$20,800
10–19 yrs	73	16%	4	0.7 pts	\$5,000
20–29 yrs	145	10%	22	3.2 pts	\$22,600
30–49 yrs	240	15%	44	3.0 pts	\$19,500
50+ yrs	107	21%	35	3.3 pts	\$16,900

Crawl space vs. no crawl space

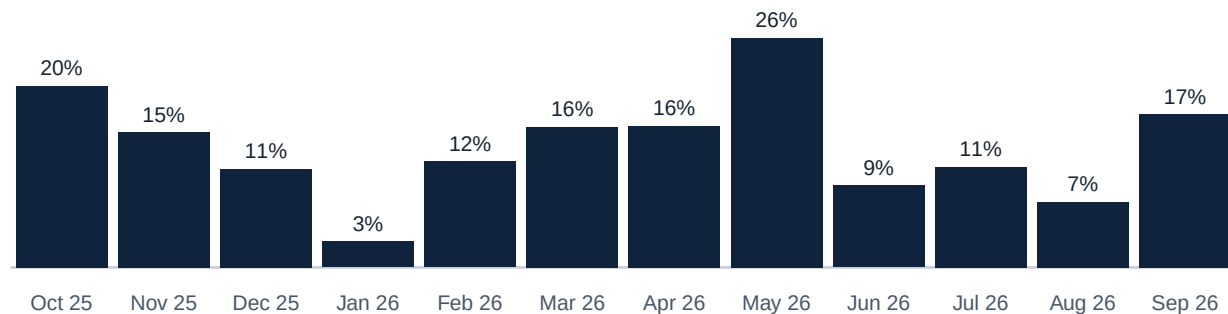
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	302	14%	60	4.4 pts	\$31,500
No crawl space	338	14%	17	1.5 pts	\$10,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	33	12%	—	—	—
\$300–400K	96	17%	22	0.6 pts	\$4,000
\$400–500K	154	16%	15	2.6 pts	\$12,700
\$500–750K	218	13%	30	2.2 pts	\$16,600
\$750K–1M	62	7%	—	—	—
\$1M+	90	17%	81	1.3 pts	\$39,100

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
5732 Brown Pelican Lane	Wilmington	Back on the market	Oct 2, 2026
6033 Shiloh Drive	Wilmington	Back on the market	Sep 30, 2026
330 Brighton Road	Wilmington	Back on the market	Sep 22, 2026
248 Windy Hills Drive	Wilmington	Back on the market	Sep 21, 2026
214 Trails End Road	Wilmington	Back on the market	Sep 10, 2026
1839 Newkirk Road	Wilmington	Back on the market	Sep 7, 2026
3115 Joe Wheeler Drive	Wilmington	Back on the market	Aug 11, 2026
412 Dogwood Lane	Wilmington	Back on the market	Jul 29, 2026
912 Hazel Bill Court	Wilmington	Back on the market	Jul 23, 2026
6212 Turtle Hall Drive	Wilmington	Back on the market	Jul 9, 2026
4100 Masonboro Loop Road	Wilmington	Back on the market	May 18, 2026
38 Pelican Point Road	Wilmington	Under contract again	Sep 22, 2026
124 Darby Street	Wilmington	Under contract again	Sep 9, 2026
5239 Shadow Branch Lane	Wilmington	Under contract again	Sep 3, 2026
103 Ike Drive	Wilmington	Under contract again	Jul 28, 2026
6027 Pine Laurel Drive	Wilmington	Sold	Aug 14, 2026
5329 Leisure Circle	Wilmington	Sold	Aug 13, 2026
206 Royal Oak Drive	Wilmington	Sold	Jul 21, 2026
6433 Shinn Creek Lane	Wilmington	Sold	Jul 14, 2026
717 Grey Squirrel Drive	Wilmington	Sold	Jul 10, 2026
914 Greenhowe Drive	Wilmington	Sold	Jul 1, 2026
4921 Crosswinds Drive	Wilmington	Sold	Jun 27, 2026
400 Dogwood Lane	Wilmington	Sold	Jun 26, 2026
5613 Pinecone Place	Wilmington	Sold	Jun 23, 2026
5315 Megans Place Drive	Wilmington	Sold	Jun 19, 2026
6263 Turtle Hall Drive	Wilmington	Sold	Jun 2, 2026
1422 Big Cypress Loop	Wilmington	Sold	May 30, 2026
308 Hampton Road N	Wilmington	Sold	May 28, 2026
5517 Dunmore Road	Wilmington	Sold	May 21, 2026
810 Bragg Drive	Wilmington	Sold	May 19, 2026
5001 Long Pointe Road	Wilmington	Sold	May 18, 2026
1406 Faulkenberry Road	Wilmington	Sold	May 18, 2026
709 Duck Downe Court	Wilmington	Sold	May 18, 2026
304 Parkway Drive	Wilmington	Sold	May 10, 2026
502 Beasley Road	Wilmington	Sold	May 8, 2026
222 Sea Gull Lane	Wilmington	Sold	May 7, 2026



Address	Town	Now	Fell apart
3309 Raynor Court	Wilmington	Sold	May 4, 2026
1136 Lt Congleton Road	Wilmington	Sold	May 2, 2026
4245 Moorland Lane	Wilmington	Sold	May 1, 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.