



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

ZIP 28411

Resale homes (new construction and land left out)

When a deal dies in ZIP 28411, it costs the seller about \$25,700

83 of about 657 contracts for resale homes in ZIP 28411 fell apart over the last 12 months — about 1 in 8. The ones that sold later took 52 more days and sold for 4.2 points less of their first asking price than homes that closed on the first contract. And 18% of the homes whose deal died never sold at all.

13%

of contracts fell apart
83 of about 657

52

extra days on the market
67 days vs. 15 on the first contract

\$25,700

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

4.2

lower price (points of first ask)
93.9% vs. 98.1% of first asking

\$21,800

if the home is paid off

What a dead deal costs, line by line

A typical \$475,000 home	Per day	52 days
Mortgage interest	\$75.79	\$3,941
Property taxes	\$4.78	\$249
Insurance	\$8.22	\$427
HOA dues	\$1.10	\$57
Upkeep	\$13.01	\$677
Utilities	\$8.22	\$427
Holding costs	\$111.12	\$5,780
Lower sale price (the scar)		\$20,000
Estimated total		\$25,700

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	111	6%	—	—	—
10–19 yrs	84	8%	—	—	—
20–29 yrs	264	14%	73	4.9 pts	\$29,300
30–49 yrs	163	16%	27	3.5 pts	\$18,600
50+ yrs	35	20%	—	—	—

Crawl space vs. no crawl space

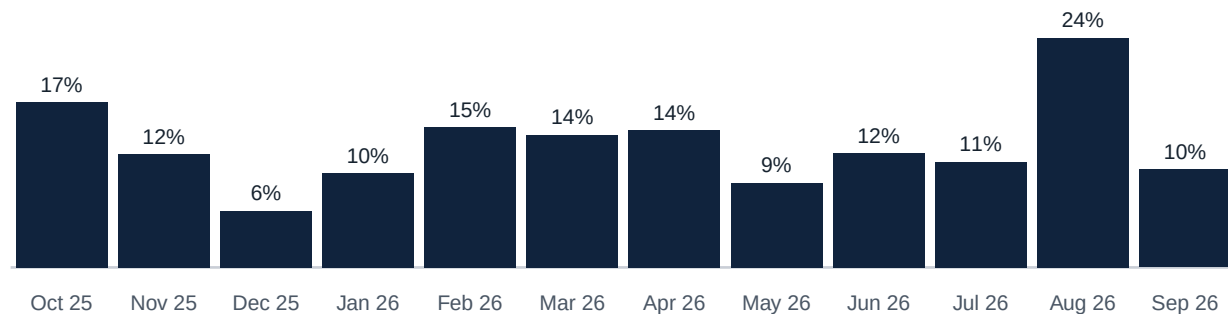
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	211	19%	75	5.9 pts	\$50,600
No crawl space	431	9%	33	1.7 pts	\$10,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	29	14%	—	—	—
\$300–400K	209	11%	43	2.1 pts	\$11,000
\$400–500K	111	14%	28	3.0 pts	\$16,300
\$500–750K	167	9%	89	5.6 pts	\$45,700
\$750K–1M	70	16%	—	—	—
\$1M+	71	21%	130	9.6 pts	\$159,700

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
6319 Shire Lane	Wilmington	Back on the market	Sep 19, 2026
8206 Sidbury Road	Wilmington	Back on the market	Sep 7, 2026
212 Elmhurst Road	Wilmington	Back on the market	Sep 4, 2026
6617 Windingwood Lane	Wilmington	Back on the market	Aug 31, 2026
322 Lockerby Lane	Wilmington	Back on the market	Aug 29, 2026
3533 Middle Sound Loop Road	Wilmington	Back on the market	Aug 28, 2026
1303 Shenandoah Street	Wilmington	Back on the market	Aug 12, 2026
1224 Williamsburg Court	Wilmington	Back on the market	Aug 6, 2026
2645 Scotts Hill Loop Road	Wilmington	Back on the market	Aug 2, 2026
2322 Scotts Hill Loop Road	Wilmington	Back on the market	Aug 1, 2026
122 E Brandywine Circle E	Wilmington	Back on the market	Jul 21, 2026
403 Beach Road N	Wilmington	Back on the market	May 28, 2026
233 High Tide Drive	Wilmington	Under contract again	Sep 3, 2026
7426 Springwater Drive	Wilmington	Under contract again	Aug 30, 2026
7417 Montfaye Court	Wilmington	Under contract again	Apr 27, 2026
613 Bay Blossom Drive	Wilmington	Sold	Aug 28, 2026
404 Porters Neck Road	Wilmington	Sold	Aug 15, 2026
7012 Murrayville Road	Wilmington	Sold	Jul 30, 2026
7760 Marymount Drive	Wilmington	Sold	Jul 28, 2026
6809 Bridle Court	Wilmington	Sold	Jul 21, 2026
811 Gordon Woods Road	Wilmington	Sold	Jul 16, 2026
803 Spy Glass Court	Wilmington	Sold	Jun 26, 2026
361 Friday Drive	Wilmington	Sold	Jun 24, 2026
216 Olde Well Loop Road	Wilmington	Sold	Jun 19, 2026
8401 Fazio Drive	Wilmington	Sold	Jun 11, 2026
802 Garrison Court	Wilmington	Sold	Jun 10, 2026
235 Long John Silver Drive	Wilmington	Sold	May 18, 2026
1014 Wild Dunes Circle	Wilmington	Sold	May 4, 2026
720 Wild Dunes Circle	Wilmington	Sold	May 2, 2026
209 Elmhurst Road	Wilmington	Sold	Apr 29, 2026
305 Pioneer Court	Wilmington	Sold	Apr 23, 2026
524 Beaumont Oaks Drive	Wilmington	Sold	Apr 17, 2026
627 Wild Dunes Circle	Wilmington	Sold	Apr 13, 2026
7217 Haskell Court	Wilmington	Sold	Apr 12, 2026
332 Putnam Drive	Wilmington	Sold	Apr 9, 2026
125 Francis Marion Drive	Wilmington	Sold	Apr 1, 2026



Address	Town	Now	Fell apart
2841 Valor Drive	Wilmington	Sold	Mar 24, 2026
7345 Walking Horse Court	Wilmington	Sold	Mar 23, 2026
233 Buff Circle	Wilmington	Sold	Mar 22, 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.