



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

ZIP 28412

Resale homes (new construction and land left out)

When a deal dies in ZIP 28412, it costs the seller about \$13,700

121 of about 856 contracts for resale homes in ZIP 28412 fell apart over the last 12 months — about 1 in 7. The ones that sold later took 56 more days and sold for 2.1 points less of their first asking price than homes that closed on the first contract. And 21% of the homes whose deal died never sold at all.

14%

of contracts fell apart
121 of about 856

56

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

\$13,700

estimated cost of a dead deal
with a mortgage

21%

never sold at all
of the homes whose deal died

2.1

lower price (points of first ask)
95.1% vs. 97.2% of first asking

\$10,200

if the home is paid off

What a dead deal costs, line by line

A typical \$392,750 home	Per day	56 days
Mortgage interest	\$62.67	\$3,510
Property taxes	\$4.77	\$267
Insurance	\$8.22	\$460
HOA dues	\$2.74	\$153
Upkeep	\$10.76	\$603
Utilities	\$8.22	\$460
Holding costs	\$97.38	\$5,450
Lower sale price (the scar)		\$8,200
Estimated total		\$13,700

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	186	16%	31	3.1 pts	\$21,100
10–19 yrs	91	11%	110	7.8 pts	\$53,900
20–29 yrs	283	10%	49	0.0 pts	\$4,400
30–49 yrs	197	15%	65	0.6 pts	\$7,800
50+ yrs	98	22%	59	2.8 pts	\$15,000

Crawl space vs. no crawl space

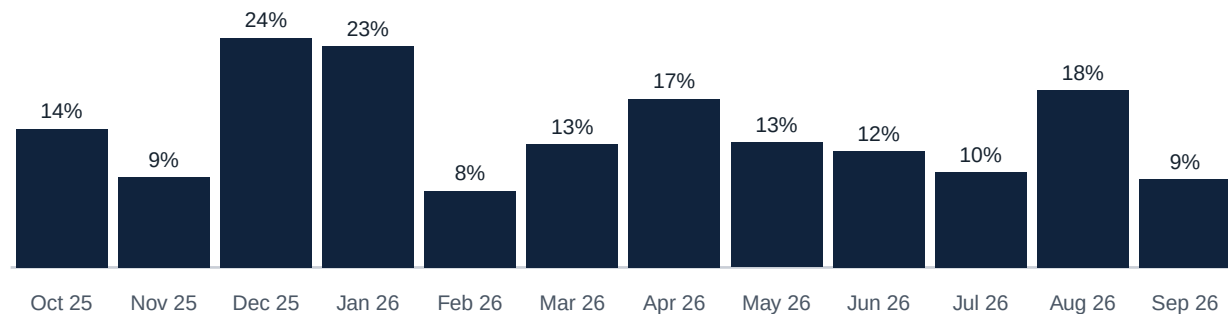
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	216	15%	79	1.1 pts	\$13,300
No crawl space	613	14%	46	2.2 pts	\$12,600

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	191	15%	80	4.7 pts	\$17,400
\$300–400K	222	13%	65	2.6 pts	\$14,700
\$400–500K	153	14%	38	0.7 pts	\$7,000
\$500–750K	217	14%	41	2.9 pts	\$22,000
\$750K–1M	57	18%	87	0.0 pts	\$15,300
\$1M+	16	19%	—	—	—

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
7501 Promontory Court	Wilmington	Back on the market	Oct 1, 2026
1136 Snowden Road	Wilmington	Back on the market	Sep 19, 2026
2830 Worth Drive	Wilmington	Back on the market	Sep 14, 2026
712 The Cape Boulevard	Wilmington	Back on the market	Aug 26, 2026
4103 Breezewood Drive Apt 204	Wilmington	Back on the market	Aug 20, 2026
443 Deveraux Drive	Wilmington	Back on the market	Aug 8, 2026
2702 S 17th Street Apt A	Wilmington	Back on the market	Aug 3, 2026
713 Cecil Point	Wilmington	Back on the market	Jul 30, 2026
602 Walston Drive	Wilmington	Back on the market	Jul 29, 2026
3334 Oyster Tabby Drive	Wilmington	Back on the market	Jun 24, 2026
102 Maypop Lane	Wilmington	Back on the market	Jun 14, 2026
4416 Jay Bird Circle Unit 201	Wilmington	Back on the market	May 26, 2026
4353 Jonathan Court	Wilmington	Under contract again	Sep 24, 2026
905 Robert E Lee Drive	Wilmington	Under contract again	Sep 3, 2026
1500 Cadfel Court Unit 302	Wilmington	Under contract again	Aug 2, 2026
4008 Ruddy Duck Way	Wilmington	Under contract again	Jun 23, 2026
1017 Parkway Boulevard	Wilmington	Under contract again	Mar 2, 2026
6300 Baylor Drive	Wilmington	Sold	Aug 26, 2026
338 Windchime Drive	Wilmington	Sold	Aug 20, 2026
3006 Laughing Gull Terrace	Wilmington	Sold	Aug 17, 2026
232 Trisail Terrace	Wilmington	Sold	Aug 17, 2026
618 Condo Club Drive Unit 308	Wilmington	Sold	Aug 9, 2026
1402 Admiral Way	Wilmington	Sold	Aug 4, 2026
4443 Holly Tree Road	Wilmington	Sold	Jul 31, 2026
7959 Huron Drive	Wilmington	Sold	Jul 14, 2026
320 Ilex Drive	Wilmington	Sold	Jul 1, 2026
4502 Regent Drive	Wilmington	Sold	Jun 30, 2026
805 Adelaide Drive	Wilmington	Sold	Jun 22, 2026
3350 Oyster Tabby Drive	Wilmington	Sold	Jun 22, 2026
4621 Indian Trail	Wilmington	Sold	Jun 18, 2026
225 Angel Island Road	Wilmington	Sold	Jun 5, 2026
3783 Merestone Drive	Wilmington	Sold	Jun 3, 2026
215 Valencia Court Unit 203	Wilmington	Sold	Jun 1, 2026
613 E Telfair Circle	Wilmington	Sold	May 29, 2026
312 Palmer Way	Wilmington	Sold	May 26, 2026
937 Lorraine Drive	Wilmington	Sold	May 21, 2026



Address	Town	Now	Fell apart
604 Spencer Court	Wilmington	Sold	May 19, 2026
3825 Appleton Way	Wilmington	Sold	May 14, 2026
4925 Pleasant Oaks Drive	Wilmington	Sold	May 8, 2026
753 Edgerton Drive	Wilmington	Sold	May 3, 2026
123 Longstreet Drive Apt 101	Wilmington	Sold	May 3, 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.