



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

ZIP 28422

Resale homes (new construction and land left out)

When a deal dies in ZIP 28422, it costs the seller about \$26,700

62 of about 279 contracts for resale homes in ZIP 28422 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 167 more days and sold for 3.2 points less of their first asking price than homes that closed on the first contract. And 19% of the homes whose deal died never sold at all.

22%

of contracts fell apart
62 of about 279

167

extra days on the market
219 days vs. 52 on the first contract

\$26,700

estimated cost of a dead deal
with a mortgage

19%

never sold at all
of the homes whose deal died

3.2

lower price (points of first ask)
92.5% vs. 95.7% of first asking

\$17,100

if the home is paid off

What a dead deal costs, line by line

A typical \$360,000 home	Per day	167 days
Mortgage interest	\$57.44	\$9,592
Property taxes	\$3.87	\$646
Insurance	\$8.22	\$1,373
HOA dues	\$3.45	\$576
Upkeep	\$9.86	\$1,647
Utilities	\$8.22	\$1,373
Holding costs	\$91.07	\$15,210
Lower sale price (the scar)		\$11,500
Estimated total		\$26,700

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	141	18%	195	2.6 pts	\$25,400
10–19 yrs	44	16%	169	1.2 pts	\$23,800
20–29 yrs	73	34%	153	4.8 pts	\$36,700
30–49 yrs	10	20%	—	—	—
50+ yrs	11	27%	—	—	—

Crawl space vs. no crawl space

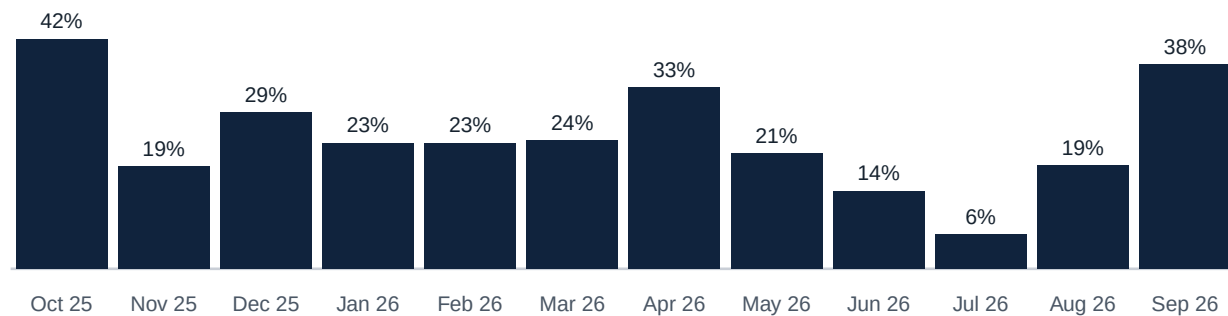
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	78	30%	109	2.6 pts	\$23,400
No crawl space	175	19%	171	3.2 pts	\$26,500

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	76	25%	62	4.1 pts	\$13,700
\$300–400K	74	19%	200	4.3 pts	\$31,000
\$400–500K	44	25%	91	0.0 pts	\$9,600
\$500–750K	61	23%	164	7.3 pts	\$66,400
\$750K–1M	20	15%	—	—	—

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
1265 Gilbert Road SE	Bolivia	Back on the market	Sep 29, 2026
3452 Marlin Drive SE	Bolivia	Back on the market	Sep 17, 2026
1498 Judith Drive SE	Bolivia	Back on the market	Aug 17, 2026
3363 Teakwood Court SE	Bolivia	Back on the market	Aug 9, 2026
45 Prong Branch Trail SE	Bolivia	Back on the market	Aug 4, 2026
788 Breezewood Drive SE	Bolivia	Back on the market	Jul 24, 2026
1601 Midway Road SE	Bolivia	Back on the market	Jun 9, 2026
542 Brunswick Street SE	Bolivia	Back on the market	May 26, 2026
3953 Palm Street SE	Bolivia	Back on the market	May 4, 2026
3385 Marlin Drive SE	Bolivia	Back on the market	Apr 11, 2026
717 Breezewood Drive SE	Bolivia	Back on the market	Apr 1, 2026
420 Royal Way SE	Bolivia	Under contract again	Sep 17, 2026
485 Wineview Court SE	Bolivia	Under contract again	Sep 9, 2026
1225 Palatka Place SE	Bolivia	Under contract again	Sep 9, 2026
1122 Serotina Drive SE	Bolivia	Under contract again	Aug 26, 2026
812 Weston Lane SE	Bolivia	Under contract again	Jun 21, 2026
505 Night Heron Court SE	Bolivia	Under contract again	May 12, 2026
597 Riverwood Drive SE	Bolivia	Under contract again	May 7, 2026
584 Stanwood Drive SE	Bolivia	Sold	Jun 1, 2026
534 Sunset Point Drive SE	Bolivia	Sold	May 4, 2026
1229 Zack Street SE	Bolivia	Sold	May 4, 2026
3469 Tarpon Court SE	Bolivia	Sold	Apr 17, 2026
1842 Quail Point SE	Bolivia	Sold	Apr 7, 2026
504 Night Heron Court SE	Bolivia	Sold	Apr 1, 2026
452 Lockwood Folly Road SE	Bolivia	Sold	Mar 21, 2026
1608 Godney Court SE	Bolivia	Sold	Mar 21, 2026
2537 Mendal Court SE	Bolivia	Sold	Mar 4, 2026
1505 St Joseph Drive SE	Bolivia	Sold	Feb 17, 2026
1762 Penelton Court SE	Bolivia	Sold	Feb 8, 2026
669 Pelican Circle	Bolivia	Sold	Feb 1, 2026
621 Riverwood Drive SE	Bolivia	Sold	Jan 20, 2026
1194 Andora Drive SE Unit 9	Bolivia	Sold	Jan 2, 2026
497 Broomsedge Court SE	Bolivia	Sold	Jan 1, 2026
1552 Pleasant Hollow Court SE	Bolivia	Sold	Dec 30, 2025
680 Creekway Circle SE	Bolivia	Sold	Dec 30, 2025
1808 Baywater Court SE	Bolivia	Sold	Dec 23, 2025



Address	Town	Now	Fell apart
490 Vineyard Landing SE	Bolivia	Sold	Dec 22, 2025
1728 Culdees Lane SE	Bolivia	Sold	Dec 16, 2025
1806 Urchin Lane SE	Bolivia	Sold	Dec 8, 2025
930 Cypress Lakes Circle SE	Bolivia	Sold	Dec 7, 2025
1501 Judith Drive SE	Bolivia	Sold	Dec 1, 2025
633 Ashbury Drive SE	Bolivia	Sold	Nov 26, 2025

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.