



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

ZIP 28429

Resale homes (new construction and land left out)

When a deal dies in ZIP 28429, it costs the seller about \$7,700

28 of about 158 contracts for resale homes in ZIP 28429 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 37 more days and sold for 1.2 points less of their first asking price than homes that closed on the first contract. And 25% of the homes whose deal died never sold at all.

18%

of contracts fell apart
28 of about 158

37

extra days on the market
64 days vs. 27 on the first contract

\$7,700

estimated cost of a dead deal
with a mortgage

25%

never sold at all
of the homes whose deal died

1.2

lower price (points of first ask)
96.2% vs. 97.4% of first asking

\$5,500

if the home is paid off

What a dead deal costs, line by line

A typical \$369,000 home	Per day	37 days
Mortgage interest	\$58.88	\$2,179
Property taxes	\$3.64	\$135
Insurance	\$8.22	\$304
Upkeep	\$10.11	\$374
Utilities	\$8.22	\$304
Holding costs	\$89.07	\$3,300
Lower sale price (the scar)		\$4,400
Estimated total		\$7,700

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	59	15%	—	—	—
10–19 yrs	16	13%	—	—	—
20–29 yrs	17	18%	—	—	—
30–49 yrs	35	17%	—	—	—
50+ yrs	30	27%	9	2.8 pts	\$8,800

Crawl space vs. no crawl space

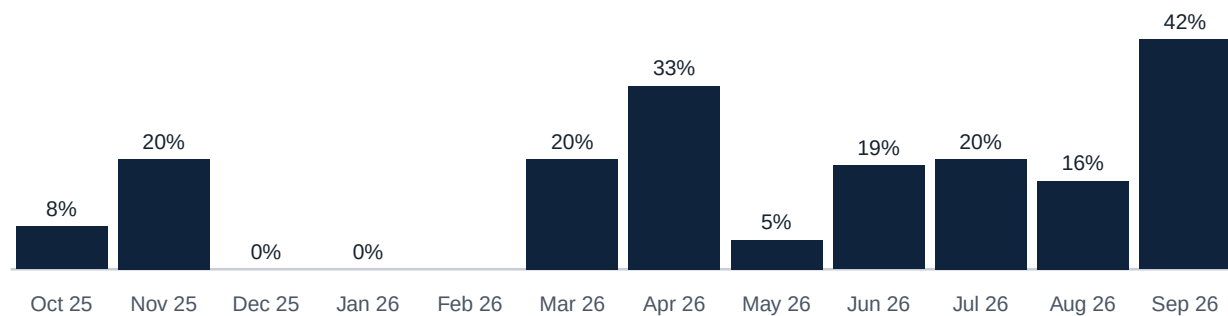
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	50	22%	29	3.3 pts	\$14,600
No crawl space	97	17%	36	1.4 pts	\$9,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	42	21%	45	0.0 pts	\$3,000
\$300–400K	49	14%	—	—	—
\$400–500K	24	13%	—	—	—
\$500–750K	28	18%	—	—	—

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
10 Hermitage Road	Castle Hayne	Back on the market	Sep 22, 2026
3623 White Cliffs Drive	Castle Hayne	Back on the market	Sep 17, 2026
4334 Parsons Mill Drive	Castle Hayne	Back on the market	Aug 28, 2026
1201 Saint Augustine Drive	Castle Hayne	Under contract again	Sep 15, 2026
2765 Alvernia Drive	Castle Hayne	Under contract again	Sep 8, 2026
323 Cornubia Drive	Castle Hayne	Under contract again	Sep 2, 2026
18 Hampton Drive	Castle Hayne	Under contract again	Jul 9, 2026
3907 Northeast Avenue	Castle Hayne	Sold	Aug 7, 2026
1417 Fork Drive	Castle Hayne	Sold	Jul 8, 2026
4127 Cape Landing Road	Castle Hayne	Sold	Jun 17, 2026
4814 Exton Park Loop	Castle Hayne	Sold	Jun 9, 2026
4927 Woodcrest Drive	Castle Hayne	Sold	Jun 3, 2026
130 Ramgate Road	Castle Hayne	Sold	May 24, 2026
2006 Oakley Road	Castle Hayne	Sold	Apr 28, 2026
3107 Harvest Road	Castle Hayne	Sold	Apr 14, 2026
201 Berry Street	Castle Hayne	Sold	Apr 10, 2026
2238 Emerald Avenue Lot 242	Castle Hayne	Sold	Mar 29, 2026
6220 Centipede Place	Castle Hayne	Sold	Mar 20, 2026
3524 Castle Hayne Road	Castle Hayne	Sold	Mar 12, 2026
7 Falcon Court	Castle Hayne	Sold	Feb 10, 2026
4516 Castle Hayne Road	Castle Hayne	Sold	Feb 4, 2026
4121 Castle Hayne Road	Castle Hayne	Sold	Nov 2, 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.