



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

ZIP 28443

Resale homes (new construction and land left out)

When a deal dies in ZIP 28443, it costs the seller about \$22,800

131 of about 720 contracts for resale homes in ZIP 28443 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 57 more days and sold for 3.2 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.

18%

of contracts fell apart
131 of about 720

57

extra days on the market
88 days vs. 31 on the first contract

\$22,800

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

3.2

lower price (points of first ask)
94.5% vs. 97.7% of first asking

\$18,200

if the home is paid off

What a dead deal costs, line by line

A typical \$500,000 home	Per day	57 days
Mortgage interest	\$79.78	\$4,547
Property taxes	\$7.58	\$432
Insurance	\$8.22	\$469
HOA dues	\$1.12	\$64
Upkeep	\$13.70	\$781
Utilities	\$8.22	\$469
Holding costs	\$118.62	\$6,760
Lower sale price (the scar)		\$16,000
Estimated total		\$22,800

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	262	14%	58	2.8 pts	\$22,200
10–19 yrs	116	16%	52	2.7 pts	\$21,200
20–29 yrs	165	20%	34	2.1 pts	\$13,200
30–49 yrs	154	25%	90	5.9 pts	\$30,800
50+ yrs	22	27%	92	3.8 pts	\$34,500

Crawl space vs. no crawl space

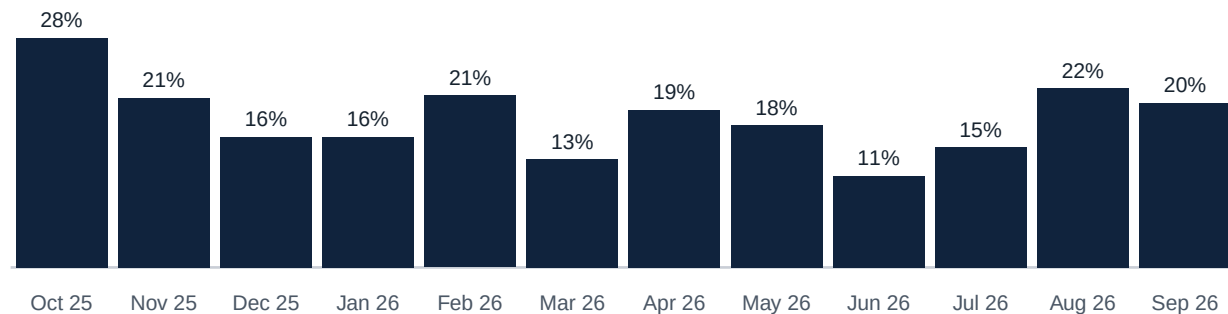
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	236	23%	63	2.8 pts	\$22,600
No crawl space	432	16%	48	3.6 pts	\$23,600

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	94	23%	107	5.4 pts	\$19,100
\$300–400K	85	18%	21	2.7 pts	\$11,300
\$400–500K	165	16%	26	1.9 pts	\$11,100
\$500–750K	242	17%	54	3.6 pts	\$28,000
\$750K–1M	76	20%	183	10.3 pts	\$115,800
\$1M+	58	22%	—	—	—

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
140 Teresa Drive	Hampstead	Back on the market	Oct 2, 2026
606 Galley Court	Hampstead	Back on the market	Sep 25, 2026
177 Tilloo Cut Way	Hampstead	Back on the market	Sep 22, 2026
103 Bergman Street	Hampstead	Back on the market	Sep 21, 2026
265 Iris Way	Hampstead	Back on the market	Sep 17, 2026
572 Captain Beam Boulevard	Hampstead	Back on the market	Sep 14, 2026
126 Leeward Lane	Hampstead	Back on the market	Sep 9, 2026
707 N Green Tee Road	Hampstead	Back on the market	Sep 3, 2026
650 Red Fox Trail	Hampstead	Back on the market	Sep 2, 2026
346 Knollwood Drive	Hampstead	Back on the market	Aug 9, 2026
502b Castle Bay Drive	Hampstead	Back on the market	Aug 6, 2026
215 Anderson Drive	Hampstead	Back on the market	Aug 4, 2026
2094 Traders Neck Road	Hampstead	Back on the market	Jul 24, 2026
105 E Keel Drive	Hampstead	Back on the market	Jul 22, 2026
129 Red Bird Lane	Hampstead	Back on the market	Jun 26, 2026
353 Washington Acres Road	Hampstead	Back on the market	May 31, 2026
103 Thrasher Court Unit D	Hampstead	Back on the market	May 26, 2026
110 Seven Oaks Court	Hampstead	Back on the market	Apr 24, 2026
1220 Saint Johns Church Road	Hampstead	Under contract again	Sep 25, 2026
136 Champion Drive	Hampstead	Under contract again	Aug 30, 2026
183 Grandview Drive	Hampstead	Under contract again	Aug 27, 2026
326 Knollwood Drive	Hampstead	Under contract again	Aug 26, 2026
400 S Kingfisher Lane S	Hampstead	Under contract again	Aug 19, 2026
444 E Creekview Drive	Hampstead	Under contract again	Jun 16, 2026
236 Ravenswood Road	Hampstead	Under contract again	Apr 13, 2026
467 Union Bethel Road	Hampstead	Sold	Aug 21, 2026
109 Currant Lane	Hampstead	Sold	Aug 18, 2026
427 Lakeview Drive	Hampstead	Sold	Aug 7, 2026
412 Lakeview Drive	Hampstead	Sold	Aug 1, 2026
912 Terraces Lane	Hampstead	Sold	Jul 31, 2026
1676 Kings Landing Road	Hampstead	Sold	Jul 23, 2026
108 Bay Tree Circle	Hampstead	Sold	Jul 16, 2026
1966 Kings Landing Road	Hampstead	Sold	Jul 15, 2026
805 Driftwood Drive	Hampstead	Sold	Jul 11, 2026
106 Waterway Trail	Hampstead	Sold	Jul 11, 2026
423 E Creekview Drive	Hampstead	Sold	Jul 10, 2026



Address	Town	Now	Fell apart
148 Majestic Oaks Drive	Hampstead	Sold	Jul 8, 2026
209 Sand Dollar Lane	Hampstead	Sold	Jun 27, 2026
479 Northern Pintail Place	Hampstead	Sold	Jun 9, 2026
275 Arden Drive	Hampstead	Sold	Jun 8, 2026
143 Red Bird Lane	Hampstead	Sold	Jun 6, 2026
609 Outrigger Court	Hampstead	Sold	May 29, 2026
375 Canter Crest Road	Hampstead	Sold	May 29, 2026
2001 Cordgrass Road	Hampstead	Sold	May 29, 2026
907 W Arboria Drive	Hampstead	Sold	May 27, 2026
503 Groves Point Drive	Hampstead	Sold	May 26, 2026
210 Heartwood Drive	Hampstead	Sold	May 19, 2026
63 Evergreen Lane	Hampstead	Sold	May 17, 2026
2 N Artisan Drive	Hampstead	Sold	May 9, 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.