



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

ZIP 28445

Resale homes (new construction and land left out)

When a deal dies in ZIP 28445, it costs the seller about \$36,300

78 of about 499 contracts for resale homes in ZIP 28445 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 136 more days and sold for 4.4 points less of their first asking price than homes that closed on the first contract. And 24% of the homes whose deal died never sold at all.

16%

of contracts fell apart
78 of about 499

136

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

\$36,300

estimated cost of a dead deal
with a mortgage

24%

never sold at all
of the homes whose deal died

4.4

lower price (points of first ask)
93.1% vs. 97.5% of first asking

\$26,000

if the home is paid off

What a dead deal costs, line by line

A typical \$475,000 home	Per day	136 days
Mortgage interest	\$75.79	\$10,307
Property taxes	\$7.77	\$1,057
Insurance	\$8.22	\$1,118
HOA dues	\$0.48	\$65
Upkeep	\$13.01	\$1,769
Utilities	\$8.22	\$1,118
Holding costs	\$113.50	\$15,440
Lower sale price (the scar)		\$20,900
Estimated total		\$36,300

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	201	11%	49	3.5 pts	\$20,800
10–19 yrs	118	14%	162	2.5 pts	\$24,600
20–29 yrs	70	19%	118	6.2 pts	\$73,800
30–49 yrs	67	15%	100	2.9 pts	\$38,300
50+ yrs	43	35%	239	6.5 pts	\$76,400

Crawl space vs. no crawl space

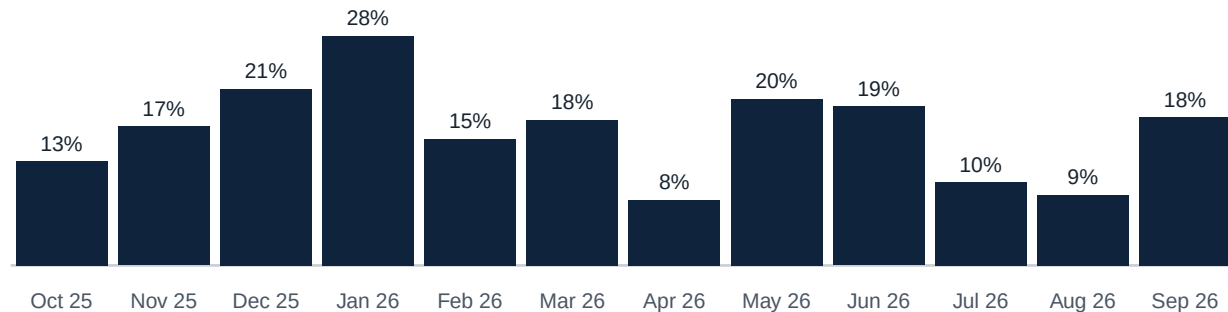
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	36	25%	—	—	—
No crawl space	434	14%	82	3.6 pts	\$26,900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	70	16%	149	6.4 pts	\$27,500
\$300–400K	111	10%	181	6.4 pts	\$37,300
\$400–500K	69	16%	72	2.5 pts	\$18,900
\$500–750K	95	15%	50	2.3 pts	\$20,300
\$750K–1M	71	20%	178	9.3 pts	\$109,900
\$1M+	83	21%	127	3.1 pts	\$69,800

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
304 Edgewater Way	Surf City	Back on the market	Sep 16, 2026
304 Plymouth Lane	Holly Ridge	Back on the market	Sep 3, 2026
918 N New River Drive 515	Surf City	Back on the market	Sep 2, 2026
1008 Ocean Boulevard	Topsail Beach	Back on the market	Sep 1, 2026
401 Caspian Court	Holly Ridge	Back on the market	Aug 31, 2026
9021 W 9th Street	Surf City	Back on the market	Aug 9, 2026
324 Cypress Avenue	Holly Ridge	Back on the market	Jul 30, 2026
712 Channel Boulevard	Topsail Beach	Back on the market	Jul 28, 2026
100 Gateway Condos Drive 126	Surf City	Back on the market	Jul 8, 2026
215/217 Lloyd Street	Holly Ridge	Back on the market	Jun 6, 2026
1001 S Topsail Drive	Surf City	Back on the market	May 29, 2026
620 Osprey Landing Drive	Holly Ridge	Under contract again	Sep 3, 2026
408 Old Folkstone Road	Holly Ridge	Under contract again	Aug 3, 2026
105 High Point Avenue A & B	Surf City	Under contract again	Jun 28, 2026
221 Cheswick Drive	Holly Ridge	Under contract again	Jun 6, 2026
9005 E 9th Street	Surf City	Sold	Sep 28, 2026
1040 Ocean Boulevard	Topsail Beach	Sold	Sep 14, 2026
460 N Anderson Boulevard	Topsail Beach	Sold	Jul 25, 2026
504 Airlie Vista Lane	Surf City	Sold	Jul 14, 2026
1423 N Shore Drive	Surf City	Sold	Jul 14, 2026
343 Belvedere Drive	Holly Ridge	Sold	Jun 25, 2026
335 Lightning Bug Lane	Holly Ridge	Sold	Jun 19, 2026
111 Tides End Drive	Holly Ridge	Sold	Jun 5, 2026
525 Old Folkstone Road	Holly Ridge	Sold	Jun 1, 2026
305 N Topsail Drive 5	Surf City	Sold	May 30, 2026
615 N New River Drive Apt D	Surf City	Sold	May 26, 2026
203 Empie Avenue	Topsail Beach	Sold	May 24, 2026
236 Red Carnation Drive	Holly Ridge	Sold	May 17, 2026
314 Plymouth Lane	Holly Ridge	Sold	May 15, 2026
184 Hardison Road	Holly Ridge	Sold	May 11, 2026
309 S Jenkins Street	Holly Ridge	Sold	May 2, 2026
1004 N Shore Drive	Surf City	Sold	May 1, 2026
828 /102 N New River Drive 102	Surf City	Sold	Apr 10, 2026
206 Holden Road	Holly Ridge	Sold	Apr 10, 2026
101 Kings Harbor Drive	Holly Ridge	Sold	Apr 2, 2026
206 Cheswick Drive	Holly Ridge	Sold	Mar 16, 2026



Address	Town	Now	Fell apart
431 Morris Landing Road	Holly Ridge	Sold	Mar 16, 2026
179 Twining Rose Lane	Holly Ridge	Sold	Mar 16, 2026
107 Calcos Court	Holly Ridge	Sold	Mar 12, 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.