



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

ZIP 28451

Resale homes (new construction and land left out)

When a deal dies in ZIP 28451, it costs the seller about \$16,100

150 of about 943 contracts for resale homes in ZIP 28451 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 58 more days and sold for 2.7 points less of their first asking price than homes that closed on the first contract. And 17% of the homes whose deal died never sold at all.

16%

of contracts fell apart
150 of about 943

58

extra days on the market
95 days vs. 37 on the first contract

\$16,100

estimated cost of a dead deal
with a mortgage

17%

never sold at all
of the homes whose deal died

2.7

lower price (points of first ask)
94.4% vs. 97.1% of first asking

\$12,500

if the home is paid off

What a dead deal costs, line by line

A typical \$388,500 home	Per day	58 days
Mortgage interest	\$61.99	\$3,595
Property taxes	\$5.81	\$337
Insurance	\$8.22	\$477
HOA dues	\$2.58	\$150
Upkeep	\$10.64	\$617
Utilities	\$8.22	\$477
Holding costs	\$97.46	\$5,650
Lower sale price (the scar)		\$10,500
Estimated total		\$16,100

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	360	13%	100	2.7 pts	\$23,300
10–19 yrs	279	19%	38	2.7 pts	\$14,700
20–29 yrs	227	16%	47	0.0 pts	\$4,100
30–49 yrs	59	22%	78	9.6 pts	\$28,600
50+ yrs	18	11%	—	—	—

Crawl space vs. no crawl space

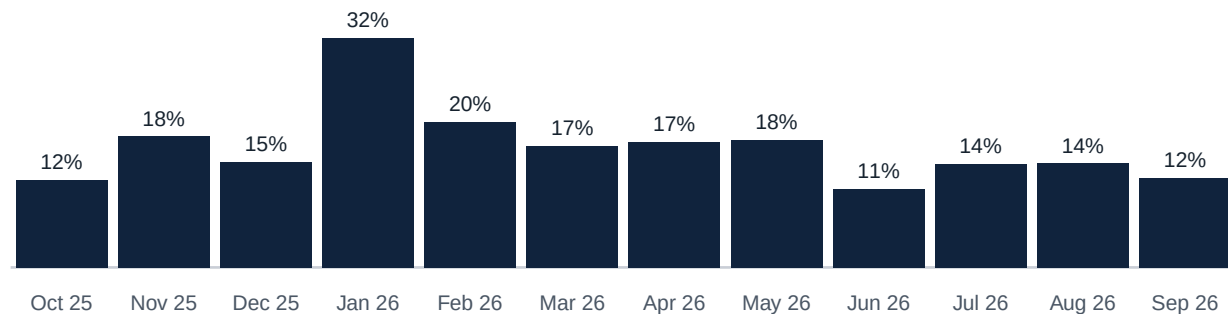
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	164	21%	30	3.5 pts	\$15,900
No crawl space	726	15%	63	2.7 pts	\$17,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	186	18%	26	1.0 pts	\$4,200
\$300–400K	278	13%	52	4.6 pts	\$19,700
\$400–500K	131	14%	129	6.4 pts	\$41,200
\$500–750K	227	19%	56	1.7 pts	\$17,100
\$750K–1M	97	19%	67	2.3 pts	\$30,700
\$1M+	24	13%	—	—	—

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
1543 Cape Fear National Drive	Leland	Back on the market	Sep 26, 2026
2029 Willow Stone Court	Leland	Back on the market	Sep 21, 2026
1113 Wyland Court	Leland	Back on the market	Sep 19, 2026
665 Jackeys Creek Lane SE	Leland	Back on the market	Sep 16, 2026
1069 Leesburg Drive	Leland	Back on the market	Sep 12, 2026
442 Esthwaite Drive SE	Leland	Back on the market	Sep 11, 2026
2314 Hickory Bottom Court NE	Leland	Back on the market	Aug 31, 2026
1164 Slater Way	Leland	Back on the market	Aug 28, 2026
1113 Willow Pond Lane	Leland	Back on the market	Aug 23, 2026
3784 Crab Catcher Loop NE	Leland	Back on the market	Jul 30, 2026
4949 Glen Garden Circle	Leland	Back on the market	Jul 29, 2026
10113 Belville Oaks Lane	Leland	Back on the market	Jul 17, 2026
2709 Empie Drive	Leland	Back on the market	Jul 11, 2026
1274 Charleston Common Drive	Leland	Back on the market	Jul 2, 2026
3008 Eno Lane	Leland	Back on the market	Jun 19, 2026
1010 Rosea Court	Leland	Under contract again	Aug 21, 2026
153 Watersfield Road	Leland	Under contract again	Aug 17, 2026
4275 Cobleskill Drive	Leland	Under contract again	Aug 1, 2026
3810 River Park Way NE	Leland	Under contract again	Jun 12, 2026
1960 Jeffrey Stokes Drive NE	Leland	Sold	Aug 20, 2026
3014 Pine Bloom Way	Leland	Sold	Aug 4, 2026
1016 Ginger Lily Way	Leland	Sold	Aug 4, 2026
2684 Empie Drive	Leland	Sold	Aug 3, 2026
119 Dogwood Circle	Leland	Sold	Jul 28, 2026
1004 Wind Lake Way	Leland	Sold	Jul 24, 2026
10224 Timber Ridge Court SE	Leland	Sold	Jul 10, 2026
8695 Old Forest Drive NE	Leland	Sold	Jul 8, 2026
920 Pickett Road NE	Leland	Sold	Jul 6, 2026
562 Draymore Drive NE	Leland	Sold	Jul 2, 2026
730 Oak Branches Close SE	Leland	Sold	Jun 23, 2026
2271 Curly Maple Wynd NE	Leland	Sold	Jun 18, 2026
1155 Amber Pines Drive	Leland	Sold	Jun 17, 2026
1159 Sandy Grove Place	Leland	Sold	Jun 9, 2026
8266 Stenton Drive NE	Leland	Sold	Jun 5, 2026
165 Hewett Burton Road SE	Leland	Sold	Jun 2, 2026
1905 Island Pine Way	Leland	Sold	May 30, 2026



Address	Town	Now	Fell apart
227 Old Fayetteville Road	Leland	Sold	May 28, 2026
2166 Talmage Drive	Leland	Sold	May 26, 2026
5071 Northgate Drive	Leland	Sold	May 21, 2026
9535 Blake Circle NE	Leland	Sold	May 19, 2026
3064 Annsdale Drive S	Leland	Sold	May 17, 2026
1966 Jeffrey Stokes Drive NE	Leland	Sold	May 16, 2026
9929 Old Mill Road NE	Leland	Sold	May 13, 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.