



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

ZIP 28457

Resale homes (new construction and land left out)

When a deal dies in ZIP 28457, it costs the seller about \$6,400

29 of about 190 contracts for resale homes in ZIP 28457 fell apart over the last 12 months — about 1 in 7. The ones that sold later took 29 more days and sold for 1.1 points less of their first asking price than homes that closed on the first contract. And 4% of the homes whose deal died never sold at all.

15%

of contracts fell apart
29 of about 190

29

extra days on the market
51 days vs. 22 on the first contract

\$6,400

estimated cost of a dead deal
with a mortgage

4%

never sold at all
of the homes whose deal died

1.1

lower price (points of first ask)
96.3% vs. 97.4% of first asking

\$4,700

if the home is paid off

What a dead deal costs, line by line

A typical \$351,000 home	Per day	29 days
Mortgage interest	\$56.01	\$1,624
Property taxes	\$4.30	\$125
Insurance	\$8.22	\$238
Upkeep	\$9.62	\$279
Utilities	\$8.22	\$238
Holding costs	\$86.36	\$2,500
Lower sale price (the scar)		\$3,900
Estimated total		\$6,400

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	62	10%	5	0.1 pts	\$1,000
10–19 yrs	20	10%	—	—	—
20–29 yrs	59	15%	56	1.3 pts	\$7,400
30–49 yrs	32	16%	—	—	—
50+ yrs	17	41%	—	—	—

Crawl space vs. no crawl space

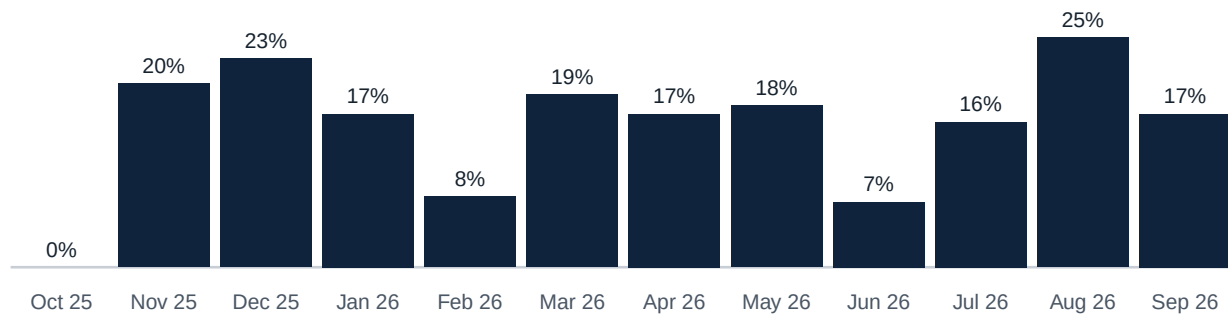
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	100	22%	50	0.9 pts	\$6,200
No crawl space	67	9%	8	0.0 pts	\$900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	64	16%	35	0.0 pts	\$2,200
\$300–400K	42	10%	—	—	—
\$400–500K	48	19%	0	0.9 pts	\$3,900
\$500–750K	31	19%	61	0.7 pts	\$12,200

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
310 Michelle Lane	Rocky Point	Back on the market	Sep 24, 2026
379 W Huckleberry Way	Rocky Point	Back on the market	Sep 11, 2026
116 Woodcroft Lane	Rocky Point	Back on the market	Aug 25, 2026
22390 Nc Highway 210	Rocky Point	Back on the market	Aug 20, 2026
35 Stroud Will Court	Rocky Point	Under contract again	Feb 27, 2026
1223 Arvida Spur Road	Rocky Point	Sold	Aug 5, 2026
9424 Nc 210 Highway	Rocky Point	Sold	Jul 20, 2026
80 Forsyth Lane	Rocky Point	Sold	Jul 15, 2026
122 Spring Chase Lane	Rocky Point	Sold	Jul 3, 2026
134 Bellows Lane	Rocky Point	Sold	Jun 19, 2026
1941 Nc Hwy 133	Rocky Point	Sold	May 29, 2026
211 Pond Road	Rocky Point	Sold	May 20, 2026
866 Harrison Creek Road	Rocky Point	Sold	May 19, 2026
456 Lanier Avenue	Rocky Point	Sold	Apr 29, 2026
257 Darel Street	Rocky Point	Sold	Apr 26, 2026
348 Shaw Highway	Rocky Point	Sold	Apr 4, 2026
644 Woodpecker Parkway	Rocky Point	Sold	Mar 28, 2026
5595 Shaw Highway	Rocky Point	Sold	Mar 23, 2026
87 Strut Way	Rocky Point	Sold	Jan 12, 2026
74 S Hummingbird Lane	Rocky Point	Sold	Jan 10, 2026
370 Carr Avenue	Rocky Point	Sold	Dec 31, 2025
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266 North Drive	Rocky Point	Sold	Dec 11, 2025
424 Turkey Creek Road	Rocky Point	Sold	Dec 7, 2025
9759 Nc Highway 210	Rocky Point	Sold	Dec 1, 2025
9348 Nc Highway 210	Rocky Point	Sold	Nov 10, 2025
124 Marlboro Farms Road	Rocky Point	Sold	Nov 7, 2025
23338 Nc Highway 210	Rocky Point	Sold	Nov 4, 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.