



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

ZIP 28460

Resale homes (new construction and land left out)

When a deal dies in ZIP 28460, it costs the seller about \$22,300

140 of about 630 contracts for resale homes in ZIP 28460 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 85 more days and sold for 3.3 points less of their first asking price than homes that closed on the first contract. And 26% of the homes whose deal died never sold at all.

22%

of contracts fell apart
140 of about 630

85

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

\$22,300

estimated cost of a dead deal
with a mortgage

26%

never sold at all
of the homes whose deal died

3.3

lower price (points of first ask)
94.1% vs. 97.4% of first asking

\$16,700

if the home is paid off

What a dead deal costs, line by line

A typical \$415,000 home	Per day	85 days
Mortgage interest	\$66.22	\$5,629
Property taxes	\$5.94	\$505
Insurance	\$8.22	\$699
HOA dues	\$1.18	\$100
Upkeep	\$11.37	\$966
Utilities	\$8.22	\$699
Holding costs	\$101.14	\$8,600
Lower sale price (the scar)		\$13,700
Estimated total		\$22,300

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	175	14%	62	2.0 pts	\$14,700
10–19 yrs	146	14%	87	2.2 pts	\$16,100
20–29 yrs	111	24%	66	2.4 pts	\$20,200
30–49 yrs	169	34%	164	4.6 pts	\$39,400
50+ yrs	29	35%	—	—	—

Crawl space vs. no crawl space

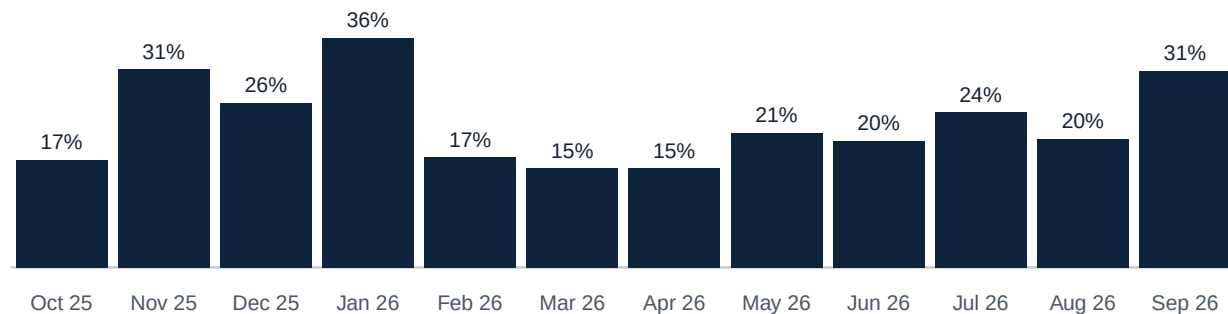
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	75	25%	142	4.3 pts	\$31,400
No crawl space	540	22%	73	2.4 pts	\$17,500

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	91	37%	154	0.1 pts	\$9,800
\$300–400K	179	14%	55	2.5 pts	\$13,700
\$400–500K	127	20%	60	4.9 pts	\$27,000
\$500–750K	118	23%	150	6.6 pts	\$53,900
\$750K–1M	40	23%	—	—	—
\$1M+	75	27%	—	—	—

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
306 Marina Way	North Topsail Beach	Back on the market	Oct 1, 2026
601 New River Inlet Road	North Topsail Beach	Back on the market	Oct 1, 2026
1611 New River Inlet Road	North Topsail Beach	Back on the market	Sep 28, 2026
228 Fulcher Landing Road	Sneads Ferry	Back on the market	Sep 26, 2026
1078 New River Inlet Road	North Topsail Beach	Back on the market	Sep 24, 2026
1896 New River Inlet Road 1309	North Topsail Beach	Back on the market	Sep 23, 2026
173 Sea Gull Lane	North Topsail Beach	Back on the market	Sep 18, 2026
1324 New River Inlet Road	North Topsail Beach	Back on the market	Sep 15, 2026
102 Seabird Lane	Sneads Ferry	Back on the market	Sep 14, 2026
1896 New River Inlet Road 1203	North Topsail Beach	Back on the market	Sep 8, 2026
2333 New River Inlet Road	North Topsail Beach	Back on the market	Sep 3, 2026
2000 New River Inlet Road Unit 2109	North Topsail Beach	Back on the market	Sep 3, 2026
39 Porpoise Place	North Topsail Beach	Back on the market	Sep 1, 2026
42 Sailview Drive	North Topsail Beach	Back on the market	Aug 24, 2026
388 New River Inlet Road	North Topsail Beach	Back on the market	Aug 20, 2026
527 Everett Glades	Sneads Ferry	Back on the market	Aug 20, 2026
123 Lawndale Lane	Sneads Ferry	Back on the market	Aug 18, 2026
1896 New River Inlet Road Unit 1104	North Topsail Beach	Back on the market	Aug 13, 2026
1511 New River Inlet Road	North Topsail Beach	Back on the market	Aug 12, 2026
1042 New River Inlet Road	North Topsail Beach	Back on the market	Aug 3, 2026
2250 New River Inlet Road Unit 114	North Topsail Beach	Back on the market	Jul 23, 2026
2000 New River Inlet Road 3201	North Topsail Beach	Back on the market	Jul 21, 2026
108 Oyster Landing Drive	Sneads Ferry	Back on the market	Jul 20, 2026
625 New River Inlet Road	North Topsail Beach	Back on the market	Jul 16, 2026
147 Snow Goose Lane	Sneads Ferry	Under contract again	Sep 8, 2026
1413 New River Inlet Road	North Topsail Beach	Under contract again	Sep 4, 2026
415 Canvasback Lane	Sneads Ferry	Under contract again	Aug 21, 2026
1796 New River Inlet Road	North Topsail Beach	Under contract again	Jul 16, 2026
24 Bermuda Landing Place	North Topsail Beach	Under contract again	Jul 14, 2026
513 Saratoga Road	Sneads Ferry	Under contract again	Jul 1, 2026
219 Oyster Lane	North Topsail Beach	Under contract again	Jun 1, 2026
874 Villas Drive	North Topsail Beach	Under contract again	May 9, 2026
130 N Permuda Wynd Drive	North Topsail Beach	Under contract again	Apr 1, 2026
1896 New River Inlet 1412	North Topsail Beach	Sold	Sep 2, 2026
210 Marsh Haven Drive	Sneads Ferry	Sold	Aug 18, 2026
1107 Mill Run Road	Sneads Ferry	Sold	Aug 4, 2026



Address	Town	Now	Fell apart
6910 12th Avenue	North Topsail Beach	Sold	Jul 28, 2026
316 Bay Circle	North Topsail Beach	Sold	Jul 21, 2026
302 Whirlaway Boulevard	Sneads Ferry	Sold	Jul 17, 2026
790 New River Inlet Road 104b	North Topsail Beach	Sold	Jul 17, 2026
202 E Red Head Circle Lot 671	Sneads Ferry	Sold	Jun 29, 2026
615 Willbrook Circle	Sneads Ferry	Sold	Jun 26, 2026
205 Port Side Drive	Sneads Ferry	Sold	Jun 25, 2026
201 Silver Creek Loop	Sneads Ferry	Sold	Jun 23, 2026
137 Evergreen Forest Drive	Sneads Ferry	Sold	Jun 18, 2026
1517 Wahoo Street	North Topsail Beach	Sold	May 27, 2026
395 Peru Road	Sneads Ferry	Sold	May 14, 2026
135 Shellbank Drive	Sneads Ferry	Sold	May 7, 2026
616 High Tide Drive	Sneads Ferry	Sold	May 1, 2026
1784 N.C. Hwy-172	Sneads Ferry	Sold	Apr 27, 2026
427 Sunfish Lane	Sneads Ferry	Sold	Apr 3, 2026
6915 12th Avenue	North Topsail Beach	Sold	Mar 26, 2026
7401 9th Avenue	North Topsail Beach	Sold	Mar 26, 2026
211 Port Side Drive	Sneads Ferry	Sold	Mar 17, 2026
7502 9th Avenue	North Topsail Beach	Sold	Mar 4, 2026
216 Peggys Trace	Sneads Ferry	Sold	Mar 4, 2026
780 Old Folkstone Road	Sneads Ferry	Sold	Mar 4, 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.