



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

ZIP 28461

Resale homes (new construction and land left out)

When a deal dies in ZIP 28461, it costs the seller about \$33,800

196 of about 938 contracts for resale homes in ZIP 28461 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 93 more days and sold for 4.1 points less of their first asking price than homes that closed on the first contract. And 23% of the homes whose deal died never sold at all.

21%

of contracts fell apart
196 of about 938

93

extra days on the market
138 days vs. 45 on the first contract

\$33,800

estimated cost of a dead deal
with a mortgage

23%

never sold at all
of the homes whose deal died

4.1

lower price (points of first ask)
91.4% vs. 95.5% of first asking

\$25,800

if the home is paid off

What a dead deal costs, line by line

A typical \$537,500 home	Per day	93 days
Mortgage interest	\$85.76	\$7,976
Property taxes	\$6.50	\$605
Insurance	\$8.22	\$764
HOA dues	\$3.29	\$306
Upkeep	\$14.73	\$1,370
Utilities	\$8.22	\$764
Holding costs	\$126.71	\$11,780
Lower sale price (the scar)		\$22,000
Estimated total		\$33,800

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	204	15%	69	4.5 pts	\$39,400
10–19 yrs	210	21%	79	3.6 pts	\$26,700
20–29 yrs	359	23%	93	4.9 pts	\$30,500
30–49 yrs	125	26%	107	6.4 pts	\$56,600
50+ yrs	38	16%	—	—	—

Crawl space vs. no crawl space

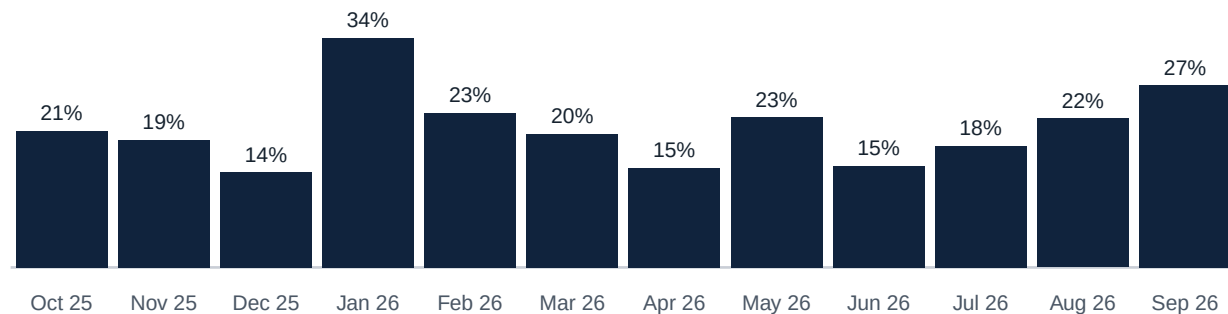
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	352	22%	87	5.1 pts	\$40,200
No crawl space	524	19%	96	3.7 pts	\$31,500

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	143	26%	131	5.3 pts	\$22,500
\$300–400K	182	23%	79	4.0 pts	\$20,300
\$400–500K	103	23%	59	0.9 pts	\$9,900
\$500–750K	218	18%	99	6.0 pts	\$47,700
\$750K–1M	127	23%	83	7.8 pts	\$79,500
\$1M+	165	15%	134	5.8 pts	\$114,300

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
610 W Brown Street Apt E	Southport	Back on the market	Oct 2, 2026
4741 W Trace Drive	Southport	Back on the market	Oct 2, 2026
305 S Bald Head Wynd Unit 21	Bald Head Island	Back on the market	Oct 2, 2026
4178 Cambridge Cove Circle SE Unit 2	Southport	Back on the market	Oct 1, 2026
4249 Skeffington Court	Southport	Back on the market	Sep 29, 2026
3350 Club Villas Drive # 802	Southport	Back on the market	Sep 28, 2026
5052 Wyncie Wynd	Southport	Back on the market	Sep 28, 2026
2927 Trailwood Drive SE	Southport	Back on the market	Sep 25, 2026
3030 Marsh Winds Circle Unit 102	Southport	Back on the market	Sep 24, 2026
301 E West Street	Southport	Back on the market	Sep 22, 2026
11 East Beach Drive	Bald Head Island	Back on the market	Sep 19, 2026
4965 Alamance Drive SE	Southport	Back on the market	Sep 19, 2026
4285 Loblolly Circle SE	Southport	Back on the market	Sep 18, 2026
1111 Newton Drive SE	Southport	Back on the market	Sep 12, 2026
3350 Club Villas Drive # 2102	Southport	Back on the market	Sep 10, 2026
3583 W Medinah Avenue SE	Southport	Back on the market	Sep 2, 2026
3819 Berkeley Court	Southport	Back on the market	Sep 1, 2026
1021 Filmore Street	Southport	Back on the market	Aug 27, 2026
609 Clarendon Avenue	Southport	Back on the market	Aug 22, 2026
3574 White Spruce Glen	Southport	Back on the market	Aug 18, 2026
301 E Bay Street	Southport	Back on the market	Aug 18, 2026
2117 Maple Leaf Drive	Southport	Back on the market	Aug 16, 2026
3100 Marsh Grove Lane Unit 3211	Southport	Back on the market	Aug 15, 2026
4387 Gauntlet Drive SE	Southport	Back on the market	Aug 10, 2026
2787 St James Drive SE	Southport	Under contract again	Sep 18, 2026
810 E Cape Harbor Drive	Southport	Under contract again	Sep 16, 2026
6465 Walden Pond Lane	Southport	Under contract again	Sep 16, 2026
7130 River Road SE	Southport	Under contract again	Sep 12, 2026
5219 Minnesota Drive SE	Southport	Under contract again	Aug 26, 2026
280 Crystal Road	Southport	Under contract again	Aug 12, 2026
3185 Wexford Way	Southport	Under contract again	Aug 12, 2026
6131 River Sound Circle	Southport	Under contract again	Aug 5, 2026
4911 Beech Tree Drive SE	Southport	Under contract again	Jul 31, 2026
2920 Legends Drive	Southport	Under contract again	Jul 27, 2026
3931 Members Club Boulevard	Southport	Under contract again	Jul 3, 2026
3030 Marsh Winds Circle Unit 802	Southport	Under contract again	Jun 17, 2026



Address	Town	Now	Fell apart
4510 Fieldstone Circle	Southport	Under contract again	Mar 25, 2026
4853 Abbingtion Oaks Way SE	Southport	Under contract again	Mar 9, 2026
20 Bay Tree Trail Unit 6a	Bald Head Island	Sold	Sep 13, 2026
1281 Spring Lake Drive	Southport	Sold	Aug 1, 2026
295 Redwood Road	Southport	Sold	Jul 15, 2026
1831 Pinehurst Road	Southport	Sold	Jul 15, 2026
1121 Spincast Road	Southport	Sold	Jul 12, 2026
2911 Legends Drive	Southport	Sold	Jul 11, 2026
796 Indigo Village Court	Southport	Sold	Jul 7, 2026
3582 Woodcrest Lane	Southport	Sold	Jul 4, 2026
811 S Bald Head Wynd # B	Bald Head Island	Sold	Jul 2, 2026
3826 Grand Willow Circle	Southport	Sold	Jun 29, 2026
5187 Minnesota Drive SE	Southport	Sold	Jun 24, 2026
4690 Port Loop Road SE	Southport	Sold	Jun 17, 2026
3766 Oakwood Drive SE	Southport	Sold	Jun 8, 2026
515 Sir Williams	Southport	Sold	Jun 4, 2026
6179 Compass Court	Southport	Sold	Jun 3, 2026
2816 St James Drive SE	Southport	Sold	Jun 3, 2026
4260 Loblolly Circle	Southport	Sold	Jun 1, 2026
4405 Bluffan Court SE	Southport	Sold	May 29, 2026
5 Grove Court	Bald Head Island	Sold	May 22, 2026
371 Pine Lake Road	Southport	Sold	May 19, 2026
227 E 11th Street	Southport	Sold	May 18, 2026
3073 Beachcomber Drive	Southport	Sold	May 17, 2026
4418 Willow Moss Way	Southport	Sold	May 16, 2026
930 Palmetto Road	Southport	Sold	May 15, 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.