



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

ZIP 28466

Resale homes (new construction and land left out)

When a deal dies in ZIP 28466, it costs the seller about \$35,300

22 of about 94 contracts for resale homes in ZIP 28466 fell apart over the last 12 months — about 1 in 4. The ones that sold later took 86 more days and sold for 6.6 points less of their first asking price than homes that closed on the first contract. And 35% of the homes whose deal died never sold at all.

23%

of contracts fell apart
22 of about 94

86

extra days on the market
129 days vs. 43 on the first contract

\$35,300

estimated cost of a dead deal
with a mortgage

35%

never sold at all
of the homes whose deal died

6.6

lower price (points of first ask)
89.4% vs. 96.0% of first asking

\$29,700

if the home is paid off

What a dead deal costs, line by line

A typical \$406,375 home	Per day	86 days
Mortgage interest	\$64.84	\$5,576
Property taxes	\$6.20	\$533
Insurance	\$8.22	\$707
HOA dues	\$0.01	\$1
Upkeep	\$11.13	\$957
Utilities	\$8.22	\$707
Holding costs	\$98.63	\$8,480
Lower sale price (the scar)		\$26,800
Estimated total		\$35,300

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
10–19 yrs	19	21%	—	—	—
20–29 yrs	29	28%	0	6.9 pts	\$33,700
50+ yrs	33	24%	—	—	—

Crawl space vs. no crawl space

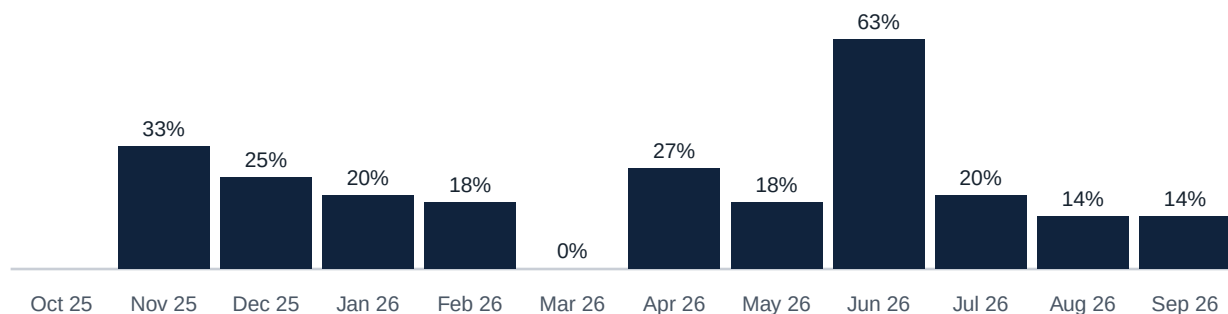
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	62	24%	138	6.0 pts	\$39,600
No crawl space	22	23%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	26	31%	—	—	—
\$300–400K	18	17%	—	—	—
\$400–500K	16	13%	—	—	—
\$500–750K	30	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
3537 S Nc 11 Highway	Wallace	Back on the market	Oct 2, 2026
518 Forest Lane	Wallace	Back on the market	Aug 2, 2026
335 Bull Tail Road	Wallace	Back on the market	Jul 18, 2026
616 S Orange Street	Wallace	Back on the market	Jun 24, 2026
138 Candlewood Drive	Wallace	Sold	Jun 22, 2026
343 W Stevens Street	Wallace	Sold	Jun 13, 2026
124 Hc Powers Road	Wallace	Sold	May 1, 2026
148 E Grandiflora Drive	Wallace	Sold	Apr 27, 2026
144 Candlewood Drive	Wallace	Sold	Apr 24, 2026
214 Currie Street	Wallace	Sold	Feb 7, 2026
249 Muscadine Trail	Wallace	Sold	Feb 1, 2026
151 Pilot House Drive	Wallace	Sold	Jan 16, 2026
164 Firefly Drive	Wallace	Sold	Dec 1, 2025
164 Firefly Drive	Wallace	Sold	Dec 1, 2025
221 W Main Street	Wallace	Sold	Nov 29, 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.