



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

ZIP 28470

Resale homes (new construction and land left out)

When a deal dies in ZIP 28470, it costs the seller about \$11,600

45 of about 221 contracts for resale homes in ZIP 28470 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 31 more days and sold for 3.1 points less of their first asking price than homes that closed on the first contract. And 22% of the homes whose deal died never sold at all.

20%

of contracts fell apart
45 of about 221

31

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

\$11,600

estimated cost of a dead deal
with a mortgage

22%

never sold at all
of the homes whose deal died

3.1

lower price (points of first ask)
91.3% vs. 94.4% of first asking

\$10,200

if the home is paid off

What a dead deal costs, line by line

A typical \$298,250 home	Per day	31 days
Mortgage interest	\$47.59	\$1,475
Property taxes	\$4.61	\$143
Insurance	\$8.22	\$255
Upkeep	\$8.17	\$253
Utilities	\$8.22	\$255
Holding costs	\$76.81	\$2,380
Lower sale price (the scar)		\$9,200
Estimated total		\$11,600

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	36	22%	—	—	—
10–19 yrs	28	14%	—	—	—
20–29 yrs	73	22%	55	2.6 pts	\$11,800
30–49 yrs	66	20%	39	0.0 pts	\$2,400
50+ yrs	18	22%	—	—	—

Crawl space vs. no crawl space

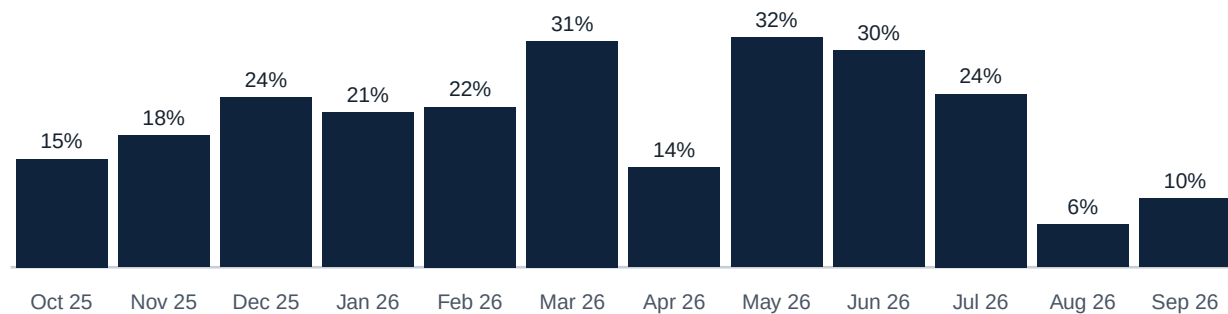
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	98	25%	7	0.0 pts	\$500
No crawl space	91	15%	24	3.5 pts	\$13,400

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	96	18%	17	4.0 pts	\$9,300
\$300–400K	59	20%	33	0.0 pts	\$2,700
\$400–500K	43	30%	76	6.7 pts	\$37,300
\$500–750K	12	17%	—	—	—

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
554 Dark Oak Street SW	Shallotte	Back on the market	Oct 1, 2026
1657 Lawndale Drive SW	Shallotte	Back on the market	Sep 30, 2026
1644 Star Cross Drive SW	Shallotte	Back on the market	Sep 11, 2026
3008 Arundel Hill SW	Shallotte	Back on the market	Jul 16, 2026
4790 Hen Cove Avenue SW	Shallotte	Back on the market	Jul 1, 2026
53 Country Club Drive	Shallotte	Back on the market	Jun 1, 2026
2874 Bird Drive SW 208	Shallotte	Back on the market	May 1, 2026
55 Country Club Drive	Shallotte	Back on the market	Apr 21, 2026
3512 Golden Rod Drive	Shallotte	Sold	Jul 25, 2026
36 Country Club Drive	Shallotte	Sold	Jul 22, 2026
4879 Sugarberry Drive	Shallotte	Sold	Jul 12, 2026
1383 Russell Road SW	Shallotte	Sold	Jul 7, 2026
5165 Green Heron Drive SW	Shallotte	Sold	Jun 23, 2026
103 Royal Oak Road NW	Shallotte	Sold	Jun 19, 2026
2509 Shell Point Road SW	Shallotte	Sold	Jun 12, 2026
50 Country Club Drive	Shallotte	Sold	Jun 10, 2026
517 Sylvan Street	Shallotte	Sold	May 30, 2026
489 River Bluff Drive Unit 2	Shallotte	Sold	May 27, 2026
137 Pine Street	Shallotte	Sold	May 18, 2026
39 Hawick Drive	Shallotte	Sold	May 7, 2026
491 River Bluff Drive Unit 3	Shallotte	Sold	May 1, 2026
1270 Copas Road SW	Shallotte	Sold	Apr 25, 2026
205 Wild Raven Street NW	Shallotte	Sold	Apr 1, 2026
4580 Squirrel Avenue NW	Shallotte	Sold	Mar 23, 2026
82 Fairway Drive	Shallotte	Sold	Mar 22, 2026
489 River Bluff Drive Unit 1	Shallotte	Sold	Mar 6, 2026
28 Country Club Drive	Shallotte	Sold	Mar 1, 2026
5042 Lakewood Drive SW	Shallotte	Sold	Feb 4, 2026
1229 Fletcher Hewett Road SW	Shallotte	Sold	Jan 20, 2026
414 Sherrow River Drive SW	Shallotte	Sold	Jan 7, 2026
684 Jura Court	Shallotte	Sold	Dec 19, 2025
5022 Walton Street	Shallotte	Sold	Dec 17, 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.