



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

ZIP 28518

Resale homes (new construction and land left out)

When a deal dies in ZIP 28518, it costs the seller about \$27,500

21 of about 93 contracts for resale homes in ZIP 28518 fell apart over the last 12 months — about 1 in 4. The ones that sold later took 72 more days and sold for 9.1 points less of their first asking price than homes that closed on the first contract. And 18% of the homes whose deal died never sold at all.

23%

of contracts fell apart
21 of about 93

72

extra days on the market
97 days vs. 25 on the first contract

\$27,500

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

9.1

lower price (points of first ask)
89.9% vs. 99.0% of first asking

\$24,600

if the home is paid off

What a dead deal costs, line by line

A typical \$249,900 home	Per day	72 days
Mortgage interest	\$39.87	\$2,871
Property taxes	\$3.16	\$228
Insurance	\$8.22	\$592
Upkeep	\$6.85	\$493
Utilities	\$8.22	\$592
Holding costs	\$66.32	\$4,780
Lower sale price (the scar)		\$22,700
Estimated total		\$27,500

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	14	21%	—	—	—
10–19 yrs	30	17%	—	—	—
20–29 yrs	13	23%	—	—	—
50+ yrs	28	32%	72	14.6 pts	\$35,200

Crawl space vs. no crawl space

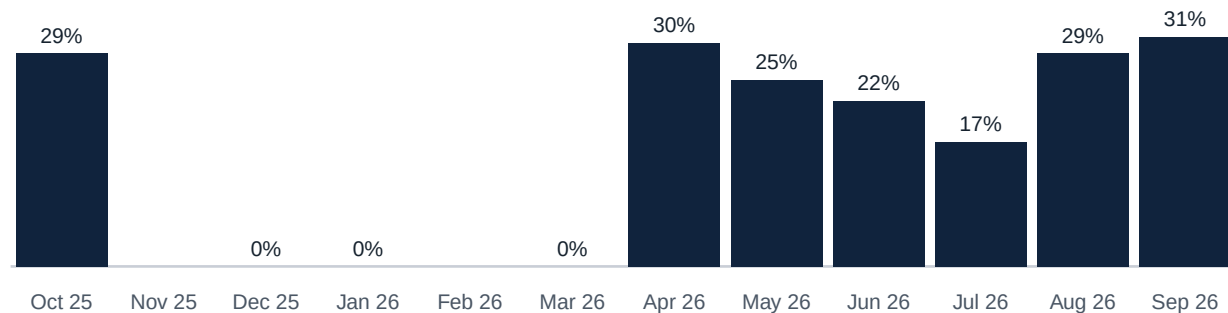
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	45	22%	—	—	—
No crawl space	38	18%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	67	25%	74	6.5 pts	\$19,200
\$300–400K	17	12%	—	—	—

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
914 Haw Branch Road	Beulaville	Back on the market	Oct 2, 2026
429 C R Edwards Road	Beulaville	Back on the market	Sep 28, 2026
292 Sand Ridge Road	Beulaville	Back on the market	Sep 23, 2026
157 Christy Drive	Beulaville	Back on the market	Sep 17, 2026
411 Dylan Court	Beulaville	Back on the market	Aug 6, 2026
723 W Broad Street	Beulaville	Under contract again	Aug 1, 2026
108 Country Farm Lane	Beulaville	Under contract again	Jul 31, 2026
396 Edwards Road	Beulaville	Under contract again	Jul 20, 2026
440 Fountaintown Road	Beulaville	Under contract again	May 26, 2026
293 Old Chinquapin Road	Beulaville	Sold	Jun 22, 2026
117 S Thomas Street	Beulaville	Sold	Jun 2, 2026
295 Henry Dunn Pickett Road	Beulaville	Sold	May 5, 2026
217 Wingspread Lane	Beulaville	Sold	Apr 23, 2026
1701 S Nc 41 And 111 Highway	Beulaville	Sold	Feb 27, 2026
215 S Lee Avenue	Beulaville	Sold	Nov 28, 2025
124 Fieldcrest Lane	Beulaville	Sold	Nov 20, 2025
112 Christy Drive	Beulaville	Sold	Oct 28, 2025
917 Jackson Store Road	Beulaville	Sold	Oct 7, 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.