



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

ZIP 28539

Resale homes (new construction and land left out)

When a deal dies in ZIP 28539, it costs the seller about \$15,500

73 of about 438 contracts for resale homes in ZIP 28539 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 51 more days and sold for 4.4 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.

17%

of contracts fell apart
73 of about 438

51

extra days on the market
68 days vs. 17 on the first contract

\$15,500

estimated cost of a dead deal
with a mortgage

18%

never sold at all
of the homes whose deal died

4.4

lower price (points of first ask)
94.8% vs. 99.2% of first asking

\$13,300

if the home is paid off

What a dead deal costs, line by line

A typical \$270,000 home	Per day	51 days
Mortgage interest	\$43.08	\$2,197
Property taxes	\$3.55	\$181
Insurance	\$8.22	\$419
Upkeep	\$7.40	\$377
Utilities	\$8.22	\$419
Holding costs	\$70.47	\$3,590
Lower sale price (the scar)		\$11,900
Estimated total		\$15,500

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	78	12%	64	5.4 pts	\$25,000
10–19 yrs	112	12%	0	0.0 pts	\$0
20–29 yrs	107	21%	64	0.9 pts	\$6,700
30–49 yrs	108	19%	52	5.4 pts	\$16,600
50+ yrs	33	27%	—	—	—

Crawl space vs. no crawl space

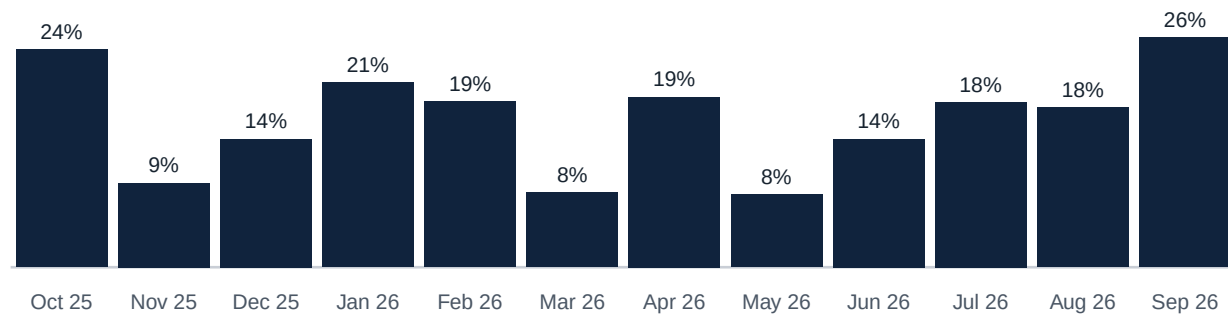
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	81	25%	69	6.8 pts	\$21,400
No crawl space	340	15%	48	3.1 pts	\$11,900

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	278	16%	53	4.4 pts	\$14,500
\$300–400K	119	18%	45	4.3 pts	\$18,300
\$400–500K	19	26%	—	—	—
\$500–750K	21	19%	—	—	—

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
110 Sonia Drive	Hubert	Back on the market	Sep 27, 2026
11 Marlette Street	Hubert	Back on the market	Sep 23, 2026
612 Parkertown Road	Hubert	Back on the market	Sep 19, 2026
115 Daphne Drive	Hubert	Back on the market	Aug 21, 2026
412 Elgin Road	Hubert	Back on the market	Aug 4, 2026
25 Crown Point Road	Hubert	Under contract again	Sep 28, 2026
33 Riegel Drive	Hubert	Under contract again	Sep 19, 2026
1000 Sand Ridge Road	Hubert	Under contract again	Sep 12, 2026
614 Jacks Crossing Drive	Hubert	Under contract again	Sep 11, 2026
221 Oak Grove Circle	Hubert	Under contract again	Aug 18, 2026
204 Bell Ridge Lane	Hubert	Under contract again	Jul 23, 2026
111 Quail Creek Drive	Hubert	Under contract again	Jul 22, 2026
612 Dezi Lane	Hubert	Under contract again	Apr 24, 2026
442 Dion Drive	Hubert	Under contract again	Apr 23, 2026
106 Meeting House Drive	Hubert	Sold	Aug 21, 2026
105 Nautical Wave Road	Hubert	Sold	Aug 13, 2026
309 Crown Point Road	Hubert	Sold	Aug 3, 2026
475 N Highway 172	Hubert	Sold	Jul 14, 2026
382 Riggs Road	Hubert	Sold	Jul 2, 2026
213 S Winchester Lane	Hubert	Sold	Jun 20, 2026
225 Lockwood Court	Hubert	Sold	Jun 20, 2026
155 Freshwater Drive	Hubert	Sold	Jun 13, 2026
218 Purple Martin Drive	Hubert	Sold	Jun 11, 2026
104 Lanell Court	Hubert	Sold	May 6, 2026
410 Peppermint Drive	Hubert	Sold	Apr 27, 2026
428 Elgin Road	Hubert	Sold	Apr 18, 2026
423 Dion Drive	Hubert	Sold	Apr 17, 2026
203 W Volant Street	Hubert	Sold	Mar 26, 2026
175 Kellumtown Road	Hubert	Sold	Mar 16, 2026
100 N King Street	Hubert	Sold	Feb 23, 2026
204 Demetrius Court	Hubert	Sold	Feb 18, 2026
278 Bear Creek Road	Hubert	Sold	Feb 12, 2026
508 Diamond Ridge Court	Hubert	Sold	Feb 5, 2026
222 Natalie Lane	Hubert	Sold	Feb 1, 2026
164 Parnell Road	Hubert	Sold	Jan 27, 2026
208 Rudolph Lane	Hubert	Sold	Jan 26, 2026



Address	Town	Now	Fell apart
604 Larkspur Lane	Hubert	Sold	Jan 23, 2026
123 Beagle Drive	Hubert	Sold	Jan 13, 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.