



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

ZIP 28540

Resale homes (new construction and land left out)

When a deal dies in ZIP 28540, it costs the seller about \$7,300

188 of about 978 contracts for resale homes in ZIP 28540 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 46 more days and sold for 1.6 points less of their first asking price than homes that closed on the first contract. And 13% of the homes whose deal died never sold at all.

19%

of contracts fell apart
188 of about 978

46

extra days on the market
60 days vs. 14 on the first contract

\$7,300

estimated cost of a dead deal
with a mortgage

13%

never sold at all
of the homes whose deal died

1.6

lower price (points of first ask)
98.1% vs. 99.7% of first asking

\$5,400

if the home is paid off

What a dead deal costs, line by line

A typical \$260,150 home	Per day	46 days
Mortgage interest	\$41.51	\$1,909
Property taxes	\$3.88	\$178
Insurance	\$8.22	\$378
Upkeep	\$7.13	\$328
Utilities	\$8.22	\$378
Holding costs	\$68.96	\$3,170
Lower sale price (the scar)		\$4,200
Estimated total		\$7,300

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
Under 10 yrs	80	14%	119	2.6 pts	\$18,200
10–19 yrs	177	12%	43	0.9 pts	\$6,400
20–29 yrs	185	19%	39	1.6 pts	\$7,200
30–49 yrs	189	19%	55	1.9 pts	\$8,200
50+ yrs	347	24%	39	1.2 pts	\$5,100

Crawl space vs. no crawl space

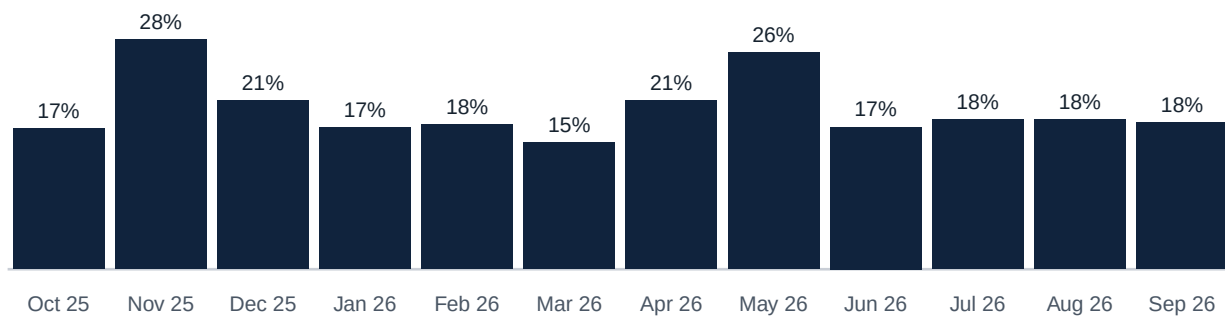
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	455	24%	43	1.5 pts	\$6,400
No crawl space	480	16%	48	2.0 pts	\$9,200

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	657	21%	41	1.2 pts	\$5,400
\$300–400K	266	15%	60	1.7 pts	\$10,600
\$400–500K	27	7%	—	—	—
\$500–750K	23	26%	—	—	—

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
415 Woodland Drive	Jacksonville	Back on the market	Oct 1, 2026
132 Moosehart Avenue	Jacksonville	Back on the market	Sep 29, 2026
1673 Catherine Lake Road	Jacksonville	Back on the market	Sep 27, 2026
306 Old Loy Avenue	Jacksonville	Back on the market	Sep 25, 2026
6447 Gum Branch Road	Jacksonville	Back on the market	Sep 23, 2026
923 Sioux Drive	Jacksonville	Back on the market	Sep 23, 2026
335 James Hedrick Court	Jacksonville	Back on the market	Sep 23, 2026
300 Walnut Drive	Jacksonville	Back on the market	Sep 15, 2026
117 Sparrows Point Lane	Jacksonville	Back on the market	Sep 15, 2026
228 Rutherford Way	Jacksonville	Back on the market	Sep 10, 2026
3104 Northwoods Drive	Jacksonville	Back on the market	Sep 10, 2026
12 Barksdale Drive	Jacksonville	Back on the market	Sep 10, 2026
185 Liberty Park Road	Jacksonville	Back on the market	Sep 2, 2026
105 Kitt Drive	Jacksonville	Back on the market	Aug 31, 2026
608 Mallard Drive	Jacksonville	Back on the market	Aug 27, 2026
101 Ellington Place	Jacksonville	Back on the market	Aug 26, 2026
502 Jarman Street	Jacksonville	Back on the market	Aug 26, 2026
300 Crest Place	Jacksonville	Back on the market	Aug 11, 2026
204 Shamrock Drive	Jacksonville	Back on the market	Jul 30, 2026
116 Thompson Street	Jacksonville	Back on the market	Jul 13, 2026
2339 Burgaw Highway	Jacksonville	Under contract again	Sep 24, 2026
7 Cole Drive	Jacksonville	Under contract again	Sep 23, 2026
102 Laredo Drive	Jacksonville	Under contract again	Sep 4, 2026
1118 Old Tar Landing Road	Jacksonville	Under contract again	Sep 1, 2026
116 Live Oak Drive	Jacksonville	Under contract again	Aug 31, 2026
234 River Bend Road	Jacksonville	Under contract again	Aug 5, 2026
2915 Northwoods Drive	Jacksonville	Under contract again	Aug 3, 2026
203 Grafton Court	Jacksonville	Under contract again	Jul 29, 2026
103 Willbarry Road	Jacksonville	Under contract again	Jul 29, 2026
122 E Bayshore Boulevard	Jacksonville	Under contract again	Jul 6, 2026
1004 Springdale Drive	Jacksonville	Under contract again	Jul 3, 2026
206 Chatham Court	Jacksonville	Under contract again	Jun 26, 2026
414 Cedar Creek Drive	Jacksonville	Sold	Aug 20, 2026
249 Ernest Gurganus Road	Jacksonville	Sold	Aug 20, 2026
9 E Bayshore Boulevard	Jacksonville	Sold	Aug 19, 2026
107 Wynstone Drive	Jacksonville	Sold	Aug 18, 2026



Address	Town	Now	Fell apart
205 Mahogany Drive	Jacksonville	Sold	Aug 14, 2026
315 Sugarberry Court	Jacksonville	Sold	Aug 4, 2026
1024 Spring Villa Drive	Jacksonville	Sold	Jul 30, 2026
908 Daniel Drive	Jacksonville	Sold	Jul 30, 2026
121 Bryan Street	Jacksonville	Sold	Jul 27, 2026
110 Stone Court	Jacksonville	Sold	Jul 20, 2026
109 Foxberry Place	Jacksonville	Sold	Jul 16, 2026
121 Navy Blue Drive	Jacksonville	Sold	Jul 9, 2026
1107 Gould Road	Jacksonville	Sold	Jul 9, 2026
624 Walnut Drive	Jacksonville	Sold	Jul 8, 2026
121 Bryan Street	Jacksonville	Sold	Jul 2, 2026
305 Harvest Drive	Jacksonville	Sold	Jul 1, 2026
706 Christine Avenue	Jacksonville	Sold	Jun 29, 2026
411 Brentwood Avenue	Jacksonville	Sold	Jun 25, 2026
1300 Decatur Road	Jacksonville	Sold	Jun 19, 2026
117 Plantation Boulevard	Jacksonville	Sold	Jun 19, 2026
400 Warlick Street	Jacksonville	Sold	Jun 18, 2026
116 Sweetwater Drive	Jacksonville	Sold	Jun 12, 2026
405 Reno Place	Jacksonville	Sold	Jun 12, 2026
244 S Creek Drive	Jacksonville	Sold	Jun 6, 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.