



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

ZIP 28546

Resale homes (new construction and land left out)

When a deal dies in ZIP 28546, it costs the seller about \$9,500

196 of about 1,096 contracts for resale homes in ZIP 28546 fell apart over the last 12 months — about 1 in 6. The ones that sold later took 33 more days and sold for 2.6 points less of their first asking price than homes that closed on the first contract. And 20% of the homes whose deal died never sold at all.

18%

of contracts fell apart
196 of about 1,096

33

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

\$9,500

estimated cost of a dead deal
with a mortgage

20%

never sold at all
of the homes whose deal died

2.6

lower price (points of first ask)
97.4% vs. 100.0% of first asking

\$8,100

if the home is paid off

What a dead deal costs, line by line

A typical \$275,000 home	Per day	33 days
Mortgage interest	\$43.88	\$1,448
Property taxes	\$4.29	\$142
Insurance	\$8.22	\$271
Upkeep	\$7.53	\$248
Utilities	\$8.22	\$271
Holding costs	\$72.14	\$2,380
Lower sale price (the scar)		\$7,200
Estimated total		\$9,500

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	156	17%	34	0.7 pts	\$5,300
10–19 yrs	285	15%	28	2.8 pts	\$10,700
20–29 yrs	151	13%	40	1.3 pts	\$6,500
30–49 yrs	317	18%	32	2.4 pts	\$7,800
50+ yrs	187	27%	49	3.6 pts	\$11,800

Crawl space vs. no crawl space

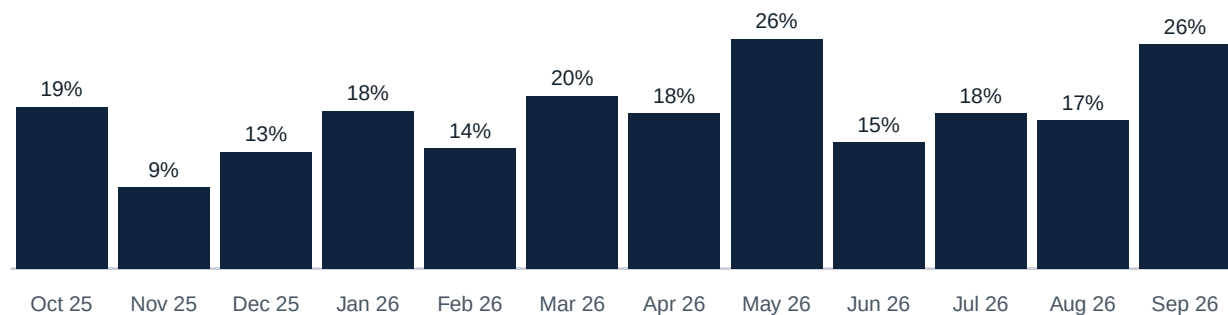
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	231	24%	47	3.5 pts	\$12,000
No crawl space	835	16%	31	2.4 pts	\$9,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	683	19%	35	2.3 pts	\$7,600
\$300–400K	344	15%	41	2.3 pts	\$11,000
\$400–500K	61	16%	—	—	—

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
300 Walkens Woods Lane	Jacksonville	Back on the market	Oct 2, 2026
301 King Richard Court	Jacksonville	Back on the market	Oct 1, 2026
3022 Foxhorn Road	Jacksonville	Back on the market	Sep 30, 2026
218 Parkwood Drive	Jacksonville	Back on the market	Sep 30, 2026
837 Dynasty Drive	Jacksonville	Back on the market	Sep 28, 2026
225 Lakewood Drive	Jacksonville	Back on the market	Sep 25, 2026
621 Walden Place	Jacksonville	Back on the market	Sep 23, 2026
216 Burning Tree Lane	Jacksonville	Back on the market	Sep 22, 2026
328 Aquamarine Circle	Jacksonville	Back on the market	Sep 18, 2026
106 Mulberry Lane	Jacksonville	Back on the market	Sep 15, 2026
507 Fox Run Road	Jacksonville	Back on the market	Sep 12, 2026
100 W Cameron Court	Jacksonville	Back on the market	Sep 12, 2026
105 Hillside Court	Jacksonville	Back on the market	Sep 11, 2026
604 Oakwood Avenue	Jacksonville	Back on the market	Sep 5, 2026
300 Nottingham Road	Jacksonville	Back on the market	Sep 5, 2026
113 Ronny Court	Jacksonville	Back on the market	Sep 4, 2026
135 Glen Cannon Drive	Jacksonville	Back on the market	Aug 25, 2026
103 Hofmann Drive	Jacksonville	Back on the market	Aug 19, 2026
1017 Jennifer Drive	Jacksonville	Back on the market	Aug 14, 2026
849 Tuscarora Trail	Jacksonville	Back on the market	Aug 11, 2026
125 Dockside Drive	Jacksonville	Back on the market	Aug 10, 2026
307 Shipmans Pike	Jacksonville	Back on the market	Aug 5, 2026
118 Princeton Drive	Jacksonville	Back on the market	Jul 20, 2026
314 Glenhaven Lane	Jacksonville	Back on the market	Jul 8, 2026
1889 Rocky Run Road	Jacksonville	Under contract again	Sep 25, 2026
124 Empire Boulevard	Jacksonville	Under contract again	Sep 16, 2026
625 Winchester Road	Jacksonville	Under contract again	Sep 10, 2026
512 Louvre Lane	Jacksonville	Under contract again	Sep 9, 2026
510 Brynn Marr Road	Jacksonville	Under contract again	Sep 9, 2026
108 Meadowview Court	Jacksonville	Under contract again	Aug 15, 2026
105 Hilda Road	Jacksonville	Under contract again	Aug 10, 2026
145 Cornerstone Place	Jacksonville	Under contract again	Aug 6, 2026
206 Hemming Way	Jacksonville	Under contract again	Jul 30, 2026
422 Thomas Drive	Jacksonville	Under contract again	Jul 17, 2026
302 Wynbrookee Lane	Jacksonville	Under contract again	Jun 29, 2026
144 Jupiter Trail	Jacksonville	Under contract again	Jun 19, 2026



Address	Town	Now	Fell apart
103 Gabriels Way	Jacksonville	Under contract again	May 22, 2026
600 Foxfire Circle	Jacksonville	Under contract again	May 17, 2026
102 Royal Drive	Jacksonville	Sold	Aug 20, 2026
290 Caldwell Loop	Jacksonville	Sold	Aug 17, 2026
2039 Foxhorn Road	Jacksonville	Sold	Aug 14, 2026
631 Duke Court	Jacksonville	Sold	Aug 7, 2026
183 Ramsey Road	Jacksonville	Sold	Aug 4, 2026
411 Wynbrookee Lane	Jacksonville	Sold	Jul 30, 2026
303 Brothers Lane	Jacksonville	Sold	Jul 25, 2026
308 Otis Cove	Jacksonville	Sold	Jul 25, 2026
1110 Westmoreland Drive	Jacksonville	Sold	Jul 19, 2026
210 Jasmine Lane	Jacksonville	Sold	Jul 17, 2026
329 Lakewood Drive	Jacksonville	Sold	Jul 3, 2026
1003 Brynn Marr Road	Jacksonville	Sold	Jul 2, 2026
197 Baytree Drive	Jacksonville	Sold	Jul 1, 2026
21 East Drive	Jacksonville	Sold	Jun 30, 2026
108 Cornerstone Place	Jacksonville	Sold	Jun 25, 2026
104 Dundee Court	Jacksonville	Sold	Jun 19, 2026
103 Gency Court	Jacksonville	Sold	Jun 17, 2026
309 Merin Height Road	Jacksonville	Sold	Jun 16, 2026
39 Cornell Drive	Jacksonville	Sold	Jun 11, 2026
111 Baldwin Court	Jacksonville	Sold	Jun 9, 2026
113 Sparkling Brook Way	Jacksonville	Sold	Jun 9, 2026
110 Tanbark Drive	Jacksonville	Sold	Jun 6, 2026
204 Winners Circle S	Jacksonville	Sold	May 29, 2026
513 Birchwood Court	Jacksonville	Sold	May 28, 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.