



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

ZIP 28584

Resale homes (new construction and land left out)

When a deal dies in ZIP 28584, it costs the seller about \$16,900

68 of about 328 contracts for resale homes in ZIP 28584 fell apart over the last 12 months — about 1 in 5. The ones that sold later took 77 more days and sold for 2.3 points less of their first asking price than homes that closed on the first contract. And 26% of the homes whose deal died never sold at all.

21%

of contracts fell apart
68 of about 328

77

extra days on the market
106 days vs. 29 on the first contract

\$16,900

estimated cost of a dead deal
with a mortgage

26%

never sold at all
of the homes whose deal died

2.3

lower price (points of first ask)
94.4% vs. 96.7% of first asking

\$11,900

if the home is paid off

What a dead deal costs, line by line

A typical \$405,000 home	Per day	77 days
Mortgage interest	\$64.62	\$4,976
Property taxes	\$5.50	\$424
Insurance	\$8.22	\$633
HOA dues	\$0.21	\$16
Upkeep	\$11.10	\$855
Utilities	\$8.22	\$633
Holding costs	\$97.87	\$7,540
Lower sale price (the scar)		\$9,300
Estimated total		\$16,900

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	75	12%	53	3.1 pts	\$19,800
10–19 yrs	83	13%	95	1.5 pts	\$16,300
20–29 yrs	87	24%	60	1.5 pts	\$10,200
30–49 yrs	57	30%	74	1.8 pts	\$13,900
50+ yrs	26	39%	—	—	—

Crawl space vs. no crawl space

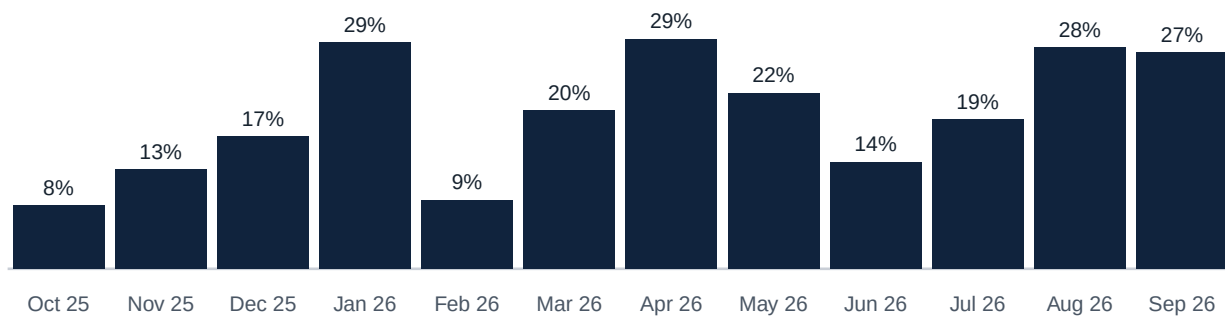
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	97	25%	66	9.0 pts	\$45,700
No crawl space	193	19%	72	2.3 pts	\$17,000

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	84	23%	60	1.1 pts	\$6,400
\$300–400K	64	17%	—	—	—
\$400–500K	68	15%	157	3.3 pts	\$30,800
\$500–750K	88	26%	83	4.0 pts	\$35,000
\$750K–1M	16	25%	—	—	—

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
129 Foster Creek Court	Swansboro	Back on the market	Oct 2, 2026
109 Sun Burst Circle	Cedar Point	Back on the market	Oct 2, 2026
405 Jasmine N	Swansboro	Back on the market	Sep 26, 2026
140 Lousan Drive	Cape Carteret	Back on the market	Sep 26, 2026
602 W Broad Street	Swansboro	Back on the market	Sep 19, 2026
113 Lookout Ridge	Cedar Point	Back on the market	Sep 8, 2026
503 Island Place	Swansboro	Back on the market	Aug 26, 2026
114 Lejeune Road	Cape Carteret	Back on the market	Aug 21, 2026
178 Cedarwood Drive	Swansboro	Back on the market	Jul 20, 2026
174 Fox Drive	Cape Carteret	Back on the market	Jul 1, 2026
650 Cedar Point Boulevard C 31	Cedar Point	Back on the market	Apr 25, 2026
125 Lejeune Road	Cape Carteret	Back on the market	Apr 24, 2026
107 Magens Way	Cedar Point	Back on the market	Apr 1, 2026
109 Cedar Lane 8	Cedar Point	Back on the market	Mar 13, 2026
520 W Corbett Avenue	Swansboro	Under contract again	Sep 3, 2026
221 Palomino Lane	Swansboro	Under contract again	Aug 31, 2026
402 Canoe Lane	Swansboro	Under contract again	Aug 26, 2026
48 Pickett Way	Swansboro	Under contract again	Aug 25, 2026
1287 Mount Pleasant Road	Swansboro	Under contract again	Aug 24, 2026
79 Crush Court	Swansboro	Under contract again	Aug 8, 2026
4 Schooner Drive	Swansboro	Under contract again	Jul 26, 2026
143 Capn Deck Lane	Cedar Point	Under contract again	Jun 8, 2026
120 Plantation Drive	Swansboro	Sold	Aug 7, 2026
104 Pasture Lane A	Swansboro	Sold	Jul 15, 2026
112 Peletier Shores Drive	Peletier	Sold	Jul 15, 2026
250 Star Hill Drive	Cape Carteret	Sold	Jul 1, 2026
104 Lee Court	Swansboro	Sold	Jun 23, 2026
207 Knightheds Drive	Swansboro	Sold	Jun 15, 2026
151 Hunting Bay Drive	Cape Carteret	Sold	Jun 12, 2026
124 Bayshore Drive	Cape Carteret	Sold	May 19, 2026
128 Little Bay Drive	Cedar Point	Sold	May 8, 2026
135 Otway Burns Drive	Swansboro	Sold	May 6, 2026
123 Cedar Lane	Cedar Point	Sold	May 1, 2026
195 Queens Creek Road	Swansboro	Sold	Apr 21, 2026
202 Nikida Court	Swansboro	Sold	Apr 20, 2026
274 Norris Road	Swansboro	Sold	Apr 16, 2026



Address	Town	Now	Fell apart
160 Bobwhite Circle	Cape Carteret	Sold	Apr 12, 2026
105 Deerfield Court	Cedar Point	Sold	Apr 7, 2026
109 Forest Lane	Swansboro	Sold	Apr 1, 2026
115 Apollo Drive	Cape Carteret	Sold	Mar 23, 2026
84 Crush Court	Swansboro	Sold	Mar 17, 2026
100 Stevens Court	Swansboro	Sold	Mar 8, 2026
110 Paddle Trail Lane	Swansboro	Sold	Feb 4, 2026
115 Apollo Drive	Cape Carteret	Sold	Jan 28, 2026
112 Walnut Drive	Swansboro	Sold	Jan 26, 2026
404 Jasmine N	Swansboro	Sold	Jan 17, 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.