



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

Southeastern NC

Resale homes (new construction and land left out)

When a deal dies in southeastern NC, it costs the seller about \$17,800

2,821 of about 15,247 contracts for resale homes in southeastern NC fell apart over the last 12 months — about 1 in 5. The ones that sold later took 60 more days and sold for 3.2 points less of their first asking price than homes that closed on the first contract. And 23% of the homes whose deal died never sold at all.

19%

of contracts fell apart
2,821 of about 15,247

60

extra days on the market
88 days vs. 28 on the first contract

\$17,800

estimated cost of a dead deal
with a mortgage

23%

never sold at all
of the homes whose deal died

3.2

lower price (points of first ask)
94.0% vs. 97.2% of first asking

\$14,100

if the home is paid off

What a dead deal costs, line by line

A typical \$380,000 home	Per day	60 days
Mortgage interest	\$60.63	\$3,638
Property taxes	\$5.15	\$309
Insurance	\$8.22	\$493
HOA dues	\$0.55	\$33
Upkeep	\$10.41	\$625
Utilities	\$8.22	\$493
Holding costs	\$93.18	\$5,590
Lower sale price (the scar)		\$12,200
Estimated total		\$17,800

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	3,250	14%	73	2.3 pts	\$18,600
10–19 yrs	2,628	15%	70	3.1 pts	\$17,600
20–29 yrs	3,635	19%	61	3.3 pts	\$17,900
30–49 yrs	3,558	20%	60	3.9 pts	\$19,400
50+ yrs	2,168	25%	52	3.5 pts	\$15,300

Crawl space vs. no crawl space

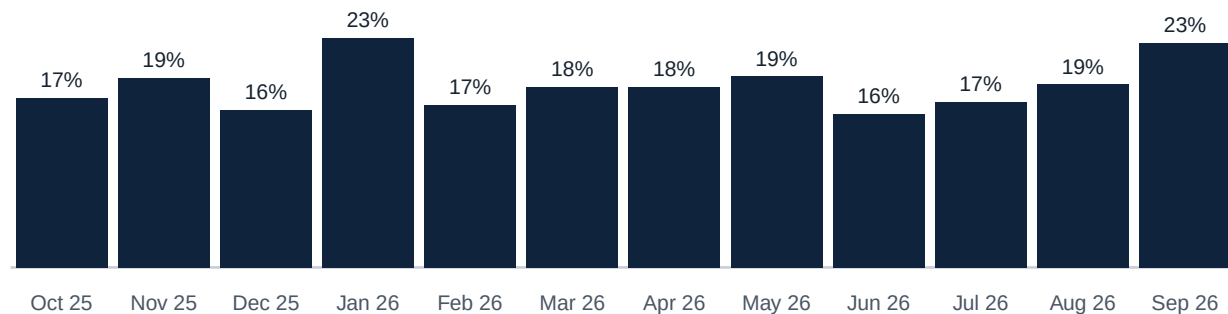
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	4,694	23%	60	4.2 pts	\$22,200
No crawl space	9,680	16%	59	3.0 pts	\$17,100

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	4,431	21%	49	3.4 pts	\$11,300
\$300–400K	3,602	17%	58	3.2 pts	\$15,600
\$400–500K	2,002	17%	53	2.7 pts	\$17,000
\$500–750K	2,736	17%	67	3.3 pts	\$27,700
\$750K–1M	1,174	19%	99	4.1 pts	\$51,300
\$1M+	1,302	19%	115	5.8 pts	\$109,500

Month by month

Share of contracts that fell apart, by month





By county

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Brunswick County	4,958	20%	84	4.0 pts	\$25,700
New Hanover County	4,348	17%	53	3.4 pts	\$21,700
Onslow County	4,245	18%	48	2.3 pts	\$10,400
Pender County	1,373	19%	60	2.5 pts	\$18,400
Duplin County	323	25%	54	5.5 pts	\$17,400



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
709 N 4th Street Ste 302	Wilmington	Back on the market	Oct 2, 2026
914 Haw Branch Road	Beulaville	Back on the market	Oct 2, 2026
587 Carlton Chapel Church Road	Warsaw	Back on the market	Oct 2, 2026
610 W Brown Street Apt E	Southport	Back on the market	Oct 2, 2026
2105 Camellia Drive	Wilmington	Back on the market	Oct 2, 2026
3537 S Nc 11 Highway	Wallace	Back on the market	Oct 2, 2026
129 Foster Creek Court	Swansboro	Back on the market	Oct 2, 2026
4741 W Trace Drive	Southport	Back on the market	Oct 2, 2026
1904 Brewton Court	Wilmington	Back on the market	Oct 2, 2026
140 Teresa Drive	Hampstead	Back on the market	Oct 2, 2026
305 S Bald Head Wynd Unit 21	Bald Head Island	Back on the market	Oct 2, 2026
5732 Brown Pelican Lane	Wilmington	Back on the market	Oct 2, 2026
204 NE 60th Street	Oak Island	Back on the market	Oct 1, 2026
415 Woodland Drive	Jacksonville	Back on the market	Oct 1, 2026
442 Cape Fear Boulevard	Wilmington	Back on the market	Oct 1, 2026
157 Alphin Lane	Warsaw	Back on the market	Oct 1, 2026
9243 Bonaparte Drive SW	Calabash	Back on the market	Oct 1, 2026
1071 Red Hill Road	Mount Olive	Back on the market	Oct 1, 2026
7501 Promontory Court	Wilmington	Back on the market	Oct 1, 2026
1166 King Eider Way	Winnabow	Back on the market	Oct 1, 2026
1907 Redfish Run SW	Supply	Back on the market	Oct 1, 2026
108 Caswell Beach Road	Oak Island	Back on the market	Oct 1, 2026
2213 Washington Street	Wilmington	Back on the market	Oct 1, 2026
2326 Us-117	Faison	Under contract again	Oct 1, 2026
408 Goldsboro Avenue	Carolina Beach	Under contract again	Sep 30, 2026
25 Crown Point Road	Hubert	Under contract again	Sep 28, 2026
1220 Saint Johns Church Road	Hampstead	Under contract again	Sep 25, 2026
1889 Rocky Run Road	Jacksonville	Under contract again	Sep 25, 2026
2339 Burgaw Highway	Jacksonville	Under contract again	Sep 24, 2026
4353 Jonathan Court	Wilmington	Under contract again	Sep 24, 2026
7 Cole Drive	Jacksonville	Under contract again	Sep 23, 2026
38 Pelican Point Road	Wilmington	Under contract again	Sep 22, 2026
234 Baroney Place Drive	Sunset Beach	Under contract again	Sep 19, 2026
33 Riegel Drive	Hubert	Under contract again	Sep 19, 2026
2787 St James Drive SE	Southport	Under contract again	Sep 18, 2026



Address	Town	Now	Fell apart
420 Royal Way SE	Bolivia	Under contract again	Sep 17, 2026
109 South Carolina Avenue	Carolina Beach	Under contract again	Sep 17, 2026
810 E Cape Harbor Drive	Southport	Under contract again	Sep 16, 2026
6465 Walden Pond Lane	Southport	Under contract again	Sep 16, 2026
805 E Yacht Drive	Oak Island	Under contract again	Sep 16, 2026
124 Empire Boulevard	Jacksonville	Under contract again	Sep 16, 2026
478 Wampee Street NW	Calabash	Under contract again	Sep 15, 2026
1201 Saint Augustine Drive	Castle Hayne	Under contract again	Sep 15, 2026
71 Myrtle Point Circle SW	Supply	Under contract again	Sep 13, 2026
200 Remington Drive	Midway Park	Under contract again	Sep 13, 2026
102 Prelude Drive	Richlands	Under contract again	Sep 13, 2026
1000 Sand Ridge Road	Hubert	Under contract again	Sep 12, 2026
9005 E 9th Street	Surf City	Sold	Sep 28, 2026
6323 Strawfield Drive	Wilmington	Sold	Sep 23, 2026
918 N Carolina Beach Avenue N Unit 1f	Carolina Beach	Sold	Sep 18, 2026
719 Melba Court C	Wilmington	Sold	Sep 15, 2026
1040 Ocean Boulevard	Topsail Beach	Sold	Sep 14, 2026
20 Bay Tree Trail Unit 6a	Bald Head Island	Sold	Sep 13, 2026
1896 New River Inlet 1412	North Topsail Beach	Sold	Sep 2, 2026
222 Carolina Beach Avenue N Unit 112	Carolina Beach	Sold	Aug 30, 2026
613 Bay Blossom Drive	Wilmington	Sold	Aug 28, 2026
314 Bland Street	Wilmington	Sold	Aug 26, 2026
6300 Baylor Drive	Wilmington	Sold	Aug 26, 2026
20 Sunfield Drive	Calabash	Sold	Aug 22, 2026
467 Union Bethel Road	Hampstead	Sold	Aug 21, 2026
106 Meeting House Drive	Hubert	Sold	Aug 21, 2026
414 Cedar Creek Drive	Jacksonville	Sold	Aug 20, 2026
338 Windchime Drive	Wilmington	Sold	Aug 20, 2026
1960 Jeffrey Stokes Drive NE	Leland	Sold	Aug 20, 2026
249 Ernest Gurganus Road	Jacksonville	Sold	Aug 20, 2026
102 Royal Drive	Jacksonville	Sold	Aug 20, 2026
9 E Bayshore Boulevard	Jacksonville	Sold	Aug 19, 2026
1846 Glen Eagles Lane	Wilmington	Sold	Aug 18, 2026
210 Marsh Haven Drive	Sneads Ferry	Sold	Aug 18, 2026
107 Wynstone Drive	Jacksonville	Sold	Aug 18, 2026
109 Currant Lane	Hampstead	Sold	Aug 18, 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.