

New Construction Absorption and Inventory Report As of April 30, 2014

This report identifies the current inventory levels for New Construction in Cumberland Hoke and Harnett County. For Cumberland County the report is broken down by school districts.

All research was done using the Fayetteville Association of Realtors Multiple Listing Service. All Absorption Rates and \$/S.F are based on 12 months of closing data

The Highest Priced Neighborhoods by \$/S.F. are:

Gates Four	\$131/S.F.	6.5 mos inv.
Cottages Ramsey	\$128/S.F.	28.0 mos inv.
Meadow Walk	\$120/S.F.	5.0 mos inv.

The Lowest Priced Neighborhoods by \$/S.F. are:

Mamie Belle	\$72/S.F.	10.8 mos inv.
Park Place	\$74/S.F.	10.0 mos inv.
Rosalyn FW	\$75/S.F.	2.1 mos inv.
Coopers Creek	\$75/S.F.	9.9 mos inv.
Manors @Lex	\$75/S.F.	13.0 mos inv.
Wedgfield	\$76/S.F.	5.7 mos inv.
valley End	\$77/S.F.	New mos inv.
Braxton Vlg.	\$78/S.F.	6.9 mos inv.

This report created
5/20/2014

David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

Market Review April 2014

The big news is closings for New Construction picked up in the month of April. A 3% improvement over last April. Not that impressive except for the fact that it had been down over 20% for the the first three months of this year. New Construction inventory dropped a little more.

Existing closings were good, 15% higher than last April. However, Existing Inventory went back up some and home prices continue to have some downward pressure because there is still so much Existing inventory.

Our market has too much Existing Inventory at 10.93 months and must continue to sell off that inventory to get back to a balanced 6 mos inventory

New Construction closings are running 17% behind YTD 2013

91% of all New Construction sales happen between \$140,000 and \$300,000.

In Existing Sales, If you are marketing houses over \$180,000 you are missing over 83% of the market.

To get a better feel for the existing price ranges look at the Existing Home Absorption Report and the Existing Trend page of this report (note* - discrepancies between the Trend report and numbers elsewhere in the report are because the trend report is generated early in the month before all data is reported but the trends are consistent)

Harnett, Hoke, Cumberland County
04/01/13 - 03/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	2	11	0.9	1%	2.2
125,001	150,000	42	78	6.5	5%	6.5
150,001	175,000	96	278	23.2	18%	4.1
175,001	200,000	146	328	27.3	21%	5.3
200,001	225,000	127	269	22.4	17%	5.7
225,001	250,000	136	268	22.3	17%	6.1
250,001	275,000	84	159	13.3	10%	6.3
275,001	300,000	43	74	6.2	5%	7.0
300,001	325,000	20	31	2.6	2%	7.7
325,001	350,000	11	18	1.5	1%	7.3
350,001	375,000	15	17	1.4	1%	10.6
375,001	400,000	11	17	1.4	1%	7.8
400,001	450,000	14	12	1.0	1%	14.0
450,001	500,000	5	11	0.9	1%	5.5
500,001	550,000	2	2	0.2	0%	12.0
550,001	600,000	2	1	0.1	0%	0.0
600,001	100,000,000	4	1	0.1	0%	48.0
		760	1577	131.4		5.8

This report created by
David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

Harnett County
05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	1	6	0.5	1%	2.0
125,001	150,000	15	27	2.3	5%	6.7
150,001	175,000	40	119	9.9	22%	4.0
175,001	200,000	52	83	6.9	15%	7.5
200,001	225,000	46	104	8.7	19%	5.3
225,001	250,000	39	94	7.8	17%	5.0
250,001	275,000	31	50	4.2	9%	7.4
275,001	300,000	17	24	2.0	4%	8.5
300,001	325,000	5	14	1.2	3%	4.3
325,001	350,000	4	5	0.4	1%	9.6
350,001	375,000	2	3	0.3	1%	8.0
375,001	400,000	5	4	0.3	1%	15.0
400,001	450,000	5	4	0.3	1%	15.0
450,001	500,000	0	4	0.3	1%	0.0
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	0%	0.0
		262	543	45.3		5.8

Average Sale Price = \$217,667 Avg \$/S.F. = \$91.05

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	41	75			

Hoke County
05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	0%	0.0
125,001	150,000	14	13	1.1	4%	12.9
150,001	175,000	18	52	4.3	18%	4.2
175,001	200,000	14	91	7.6	31%	1.8
200,001	225,000	14	46	3.8	16%	3.7
225,001	250,000	26	52	4.3	18%	6.0
250,001	275,000	13	26	2.2	9%	6.0
275,001	300,000	2	2	0.2	1%	12.0
300,001	325,000	1	2	0.2	1%	6.0
325,001	350,000	0	3	0.3	1%	0.0
350,001	375,000	0	2	0.2	1%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	2	2	0.2	1%	12.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		106	292	24.3		4.4

Average Sale Price = \$206,582 Avg \$/S.F. = \$88.18

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	8	35	195k - 224k	2.7	\$92
Eagles Ridge	12	8	134k - 203k	18.0	\$93
Mitchell Landing	7	7	136k - 167k	12.0	\$97
Raeford	8	5	140k - 252k	19.2	\$88
Riverbrooke	15	21	138k - 185k	8.6	\$94
Turnberry	15	28	225k - 270k	3.2	\$80
Wedgefield	20	42	224k - 255k	5.7	\$76

This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Cumberland County
05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	1	4	0.3	1%	3.0
125,001	150,000	13	38	3.2	5%	4.1
150,001	175,000	38	107	8.9	14%	4.3
175,001	200,000	80	154	12.8	21%	6.2
200,001	225,000	67	119	9.9	16%	6.8
225,001	250,000	71	122	10.2	16%	7.0
250,001	275,000	40	83	6.9	11%	5.8
275,001	300,000	24	48	4.0	6%	6.0
300,001	325,000	14	15	1.3	2%	11.2
325,001	350,000	7	10	0.8	1%	8.4
350,001	375,000	13	12	1.0	2%	13.0
375,001	400,000	5	13	1.1	2%	4.6
400,001	450,000	8	8	0.7	1%	12.0
450,001	500,000	3	5	0.4	1%	7.2
500,001	550,000	2	1	0.1	0%	24.0
550,001	600,000	2	1	0.1	0%	24.0
600,001	and up	4	0	0.0	0%	#DIV/0!
		392	742	61.8		6.3

Average Sale Price = \$225,192 Avg \$/S.F. = \$89.69

This report created by
David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

Summary of New Construction Inventory In Cumberland County School Districts

	Mos. Inv.	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.
Cape Fear	6.2	6%	6%	13%	\$194,348	\$88
Douglas Byrd	7.2	2%	2%	5%	\$181,797	\$85
EE Smith	5.0	1%	1%	2%	\$173,567	\$90
Grays Creek	4.9	10%	11%	23%	\$223,491	\$82
Jack Britt	3.6	8%	9%	20%	\$274,899	\$100
Pine Forest	8.1	4%	4%	9%	\$244,736	\$89
Seventy First	6.6	6%	7%	15%	\$207,170	\$84
South View	7.5	3%	3%	7%	\$183,108	\$86
Terry Sanford	19.9	2%	2%	4%	\$272,956	\$117
Westover	9.3	0%	1%	1%	\$166,356	\$95
Harnett Co.	5.8	33%			\$217,667	\$91
Hoke Co.	4.4	17%			\$206,582	\$88
Cumberland	6.3	41%			\$225,192	\$90

This report created by

David Evans GRI, CRS, MIRM

2010 President of Fayetteville Regional Association of Realtors

DavidRayEvans@gmail.com

910.237.5018

Cape Fear

05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	2	13	1.1	13%	1.8
150,001	175,000	9	23	1.9	23%	4.7
175,001	200,000	13	35	2.9	35%	4.5
200,001	225,000	13	14	1.2	14%	11.1
225,001	250,000	11	3	0.3	3%	44.0
250,001	275,000	3	3	0.3	3%	12.0
275,001	300,000	1	3	0.3	3%	4.0
300,001	325,000	0	1	0.1	1%	0.0
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	0	0	0.0	0%	#DIV/0!
375,001	400,000	0	3	0.3	3%	0.0
400,001	450,000	0	0	0.0	0%	#DIV/0!
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		52	100	8.3		6.2

Average Sale Price = \$194,348 Avg \$/S.F. = \$88.35

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	16	31	165k - 239k	6.2	\$87
River Glen	7	14	180k - 229k	6.0	\$82
Windwood Oaks	7	10	150k - 181k	8.4	\$92

This report created by
 David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
 910.237.5018

Douglas Byrd**05/01/13 - 04/30/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	3%	0.0
100,001	125,000	0	1	0.1	3%	0.0
125,001	150,000	0	4	0.3	11%	0.0
150,001	175,000	6	13	1.1	37%	5.5
175,001	200,000	5	4	0.3	11%	15.0
200,001	225,000	4	4	0.3	11%	12.0
225,001	250,000	6	7	0.6	20%	10.3
250,001	275,000	0	1	0.1	3%	0.0
275,001	300,000	0	0			

E.E. Smith**05/01/13 - 04/30/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	4	2	0.2	17%	24.0
150,001	175,000	0	2	0.2	17%	0.0
175,001	200,000	1	8	0.7	67%	1.5
200,001	225,000	0	0	0.0	0%	0.0
225,001	250,000	0	0	0.0	0%	0.0
250,001	275,000	0	0	0.0	0%	0.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		5	12	1.0		5.0

Average Sale Price = \$173,567 Avg \$/S. \$90.14**Active Subdivisions**

Actives	Closed	Price Range	Mos Inv.	\$/S.F.
---------	--------	-------------	----------	---------

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek**05/01/13 - 04/30/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	4	14	1.2	8%	3.4
150,001	175,000	7	18	1.5	10%	4.7
175,001	200,000	13	24	2.0	14%	6.5
200,001	225,000	8	28	2.3	16%	3.4
225,001	250,000	22	49	4.1	28%	5.4
250,001	275,000	11	18	1.5	10%	7.3
275,001	300,000	3	11	0.9	6%	3.3
300,001	325,000	0	5	0.4	3%	0.0
325,001	350,000	1	2	0.2	1%	6.0
350,001	375,000	0	1	0.1	1%	0.0
375,001	400,000	0	1	0.1	1%	0.0
400,001	450,000	2	1	0.1	1%	24.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		71	173	14.4		4.9

Average Sale Price = \$223,491 Avg \$/S.F. = \$82.46

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	7	20	137k - 180k	4.2	\$91
Braxton Village	15	26	177k - 259k	6.9	\$78
Cypress LK VIL	7	14	245k - 349k	6.0	\$90
Roslin Farms West	6	35	227k - 267k	2.1	\$75
Village at Rockfish	6	17	195k - 244k	4.2	\$79

DavidRayEvans@gmail.com

910.237.5018

Jack Britt
05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	1	2	0.2	1%	6.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	5	5	0.4	3%	12.0
200,001	225,000	7	28	2.3	19%	3.0
225,001	250,000	1	27	2.3	18%	0.4
250,001	275,000	5	31	2.6	21%	1.9
275,001	300,000	2	21	1.8	14%	1.1
300,001	325,000	4	3	0.3	2%	16.0
325,001	350,000	5	5	0.4	3%	12.0
350,001	375,000	4	9	0.8	6%	5.3
375,001	400,000	3	5	0.4	3%	7.2
400,001	450,000	2	5	0.4	3%	4.8
450,001	500,000	3	4	0.3	3%	9.0
500,001	550,000	1	0	0.0	0%	0.0
550,001	600,000	1	1	0.1	1%	12.0
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		44	147	12.3		3.6

Average Sale Price = \$274,899 Avg \$/S.F. = \$100.11

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	6	11	310k - 460k	6.5	131.28
Highland Pointe @ Sumr	12	33	213k - 280k	4.4	\$89

This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Pine Forest

05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	4	9	0.8	13%	5.3
175,001	200,000	2	10	0.8	15%	2.4
200,001	225,000	3	7	0.6	10%	5.1
225,001	250,000	6	9	0.8	13%	8.0
250,001	275,000	11	17	1.4	25%	7.8
275,001	300,000	10	7	0.6	10%	17.1
300,001	325,000	5	4	0.3	6%	15.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	2	0	0.0	0%	#DIV/0!
375,001	400,000	0	2	0.2	3%	0.0
400,001	450,000	3	1	0.1	1%	36.0
450,001	500,000	0	1	0.1	1%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		46	68	5.7		8.1

Average Sale Price = \$244,736 Avg \$/S.F. = \$89.29

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	7	3	190k - 279k	28.0	\$128
Liberty Hills	18	4	237k - 318k	54.0	\$90

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Seventy First

05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	1	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	8	15	1.3	13%	6.4
175,001	200,000	19	42	3.5	37%	5.4
200,001	225,000	21	27	2.3	24%	9.3
225,001	250,000	6	17	1.4	15%	4.2
250,001	275,000	3	6	0.5	5%	6.0
275,001	300,000	2	4	0.3	4%	6.0
300,001	325,000	2	1	0.1	1%	24.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		62	113	9.4		6.6

Average Sale Price = \$207,170 Avg \$/S.F. = \$83.95

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ W, Point	8	15	210k - 224k	6.4	\$81
Highcroft	7	17	169k - 198k	4.9	\$98
James Creek	10	15	220k - 320k	8.0	\$83
The Bluffs at Treyburn	7	21	199k - 255k	4.0	\$85
The Knolls on Cliffdale	10	11	190k - 210k	10.9	\$91

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	0	0.0	0%	#DIV/0!
150,001	175,000	1	21	1.8	40%	0.6
175,001	200,000	7	22	1.8	42%	3.8
200,001	225,000	7	8	0.7	15%	10.5
225,001	250,000	16	2	0.2	4%	96.0
250,001	275,000	1	0	0.0	0%	#DIV/0!
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		33	53	4.4		7.5

Average Sale Price = \$183,108 Avg \$/S.F. \$85.63

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Valley End	17	1	220k - 250k	204.0	\$77

This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Terry Sanford

05/01/13 - 04/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	3%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	#DIV/0!
175,001	200,000	11	2	0.2	7%	66.0
200,001	225,000	3	3	0.3	10%	12.0
225,001	250,000	7	8	0.7	28%	10.5
250,001	275,000	5	5	0.4	17%	12.0
275,001	300,000	3	2	0.2	7%	18.0
300,001	325,000	2	1	0.1	3%	24.0
325,001	350,000	1	2	0.2	7%	6.0
350,001	375,000	7	2	0.2	7%	42.0
375,001	400,000	2	2	0.2	7%	12.0
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	1	1	0.1	3%	12.0
550,001	600,000	1	0	0.0	0%	0.0
600,001	1,875,000	4	0	0.0	0%	#DIV/0!
				0.0	0.0	
		48	29	2.4		19.9

Average Sale Price = \$272,956 Avg \$/S. \$116.85

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Downtown	9	2	242k - 925k	54.0	\$112
Haymount	6	5	260k - 310k	14.4	\$124
Meadow Walk	5	12	260k - 310k	5.0	\$120
Villas @ Lockwood Park	11	0	200k - 235k	#DIV/0!	\$0

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover**05/01/13 - 04/30/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	11%	0.0
150,001	175,000	3	6	0.5	67%	6.0
175,001	200,000	4	1	0.1	11%	48.0
200,001	225,000	0	1	0.1	11%	0.0
225,001	250,000	0	0	0.0	0%	0.0
250,001	275,000	0	0	0.0	0%	0.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		7	9	0.8		9.3

Average Sale Price = \$166,356 Avg \$/S. \$95.41

ACTIVE SUBDIVISIONS

Active Closed Price Range Mos Inv. \$/S.F.

This report created by David Evans
DavidRayEvans@gmail.com
910.237.5018

N. Const. Building Permits Issued for Cumberland, Fayetteville, Hoke and Harnett Co.

	2013	2012	2011	2010		2009	2008	2007
Jan	213	158	173	200		109	141	301
Feb	221	186	187	190		151	171	289
Mar	151	177	222	237		218	235	321
Apr	158	177	208	232		189	232	263
May	169	170	179	204		192	212	291
Jun	160	175	175	195		208	188	200
Jul	170	179	152	230		206	216	209
Aug	166	148	188	165		206	220	231
Sep	152	134	158	206		153	165	161
Oct	153	131	123	146		184	101	204
Nov	178	109	137	133		135	78	176
Dec	223	119	103	126		156	68	141

2114 1863 2005 2264 2107 2027 2787

YTD 2013	2114						
2012	1863	13%	13 compared to 12				
2011	2005	5%	13 compared to 11				
2010	2107	0%	13 compared to 10				
2009	2027	4%	13 compared to 09				
2008	2787	-24%	13 compared to 09				

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Sales Trend New Construction January 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Apr	Percent YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70,000 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	2	1	1	1	0	0	0	0	0	0	0	0	5	0.67%	1.01%
\$120,000 - \$139,999	3	3	3	4	0	0	0	0	0	0	0	0	13	2.68%	2.62%
\$140,000 - \$159,999	8	12	13	9	0	0	0	0	0	0	0	0	42	6.04%	8.45%
91% \$160,000 - \$179,999	17	28	15	30	0	0	0	0	0	0	0	0	90	20.13%	18.11%
\$180,000 - \$199,999	21	24	23	19	0	0	0	0	0	0	0	0	87	12.75%	17.51%
\$200,000 - \$249,999	31	25	44	51	0	0	0	0	0	0	0	0	151	34.23%	30.38%
\$250,000 - \$299,999	11	16	24	29	0	0	0	0	0	0	0	0	80	19.46%	16.10%
\$300,000 - \$349,999	6	1	7	2	0	0	0	0	0	0	0	0	16	1.34%	3.22%
\$350,000 - \$399,999	2	1	0	2	0	0	0	0	0	0	0	0	5	1.34%	1.01%
\$400,000 - \$499,999	4	0	1	1	0	0	0	0	0	0	0	0	6	0.67%	1.21%
\$500,000 - \$599,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.67%	0.20%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.20%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	106	111	131	149	0	0	0	0	0	0	0	0	497	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	148	599		
% Change	-20%	-22%	-26%	1%	0%	0%	0%	0%	0%	0%	0%	0%	-17%		
Current YTD	106	217	348	497	0	0	0	0	0	0	0	0			
Prior YTD	132	274	452	599	780	959	1,134	1,275	1,428	1,562	1,668	1,816			
% Change YTD	-20%	-21%	-23%	-17%	0%	0%	0%	0%	0%	0%	0%	0%			

David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
 910.237.5018

Appreciation Factors for New Construction 2013						
						Last Year
	2009	2010	2011	2012	2013	% chg
Avg. Price	\$201,211	\$204,477	\$207,435	\$210,487	\$221,524	5.24%
Avg. S. F.	2,072	2,161	2,293	2,396	2,482	3.59%
Average \$/S.F	\$97.12	\$94.55	\$90.46	\$87.69	\$89.25	1.78%
Median Price	\$188,500	\$192,000	\$199,900	\$204,000	\$212,400	4.12%
Median S.F.	1,954	2,038	2,195	2,329	2,378	2.10%
Median \$/S.F	\$97.42	\$95.56	\$91.86	\$88.64	\$89.44	0.90%
Total Closed	2,190	2,168	2,030	1,979	1,815	-8.29%

Data was pulled from the MLS Jan 18 2014

Appreciation Factors for New Construction 2012						
						Last Year
	2008	2009	2010	2011	2012	% chg
Avg. Price	\$207,577	\$201,211	\$204,477	\$207,435	\$210,487	1.47%
Avg. S. F.	2,047	2,072	2,161	2,293	2,396	4.51%
Average \$/S.F	\$101.39	\$97.12	\$94.55	\$90.46	\$87.69	-3.06%
Median Price	\$186,900	\$188,500	\$192,000	\$199,900	\$204,000	2.05%
Median S.F.	1,937	1,954	2,038	2,195	2,329	6.10%
Median \$/S.F	\$96.86	\$97.42	\$95.56	\$91.86	\$88.64	-3.51%
Total Closed	2,088	2,190	2,168	2,030	1,979	-2.51%

Data was pulled from the MLS Jan 14 2013

Year in Review - Whole Market New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	1686	757	417
Average Homes Sold per Month	140.5	126.2	139.0
Current Active Listings on MLS:	853	853	853
Months of Supply on Market:	6.1	6.8	6.1
Average List Price:	\$220,856	\$219,812	\$215,985
Average Sale Price	\$220,748	\$219,837	\$215,642
Average Days on Market	144	159	173
Average sq. ft.	2465	2475	2441
Average \$/S.F.	\$90	\$89	\$88

Whole Market New Construction 2014

Sold	1693
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	15%
Odds for 6 Months	31%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year in Review - Cumberland New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	723	307	170
Average Homes Sold per Month	60.3	51.2	56.7
Current Active Listings on MLS:	392	392	392
Months of Supply on Market:	6.5	7.7	6.9
Average List Price:	\$225,642	\$223,253	\$223,114
Average Sale Price	\$225,158	\$222,605	\$222,564
Average Days on Market	141	156	165
Average sq. ft.	2523	2531	2515
Average \$/S.F.	\$89	\$88	\$89

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	13%
Odds for 6 Months	30%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:
David Evans
 Ph. (910) 237-5018
 Email - davidrayevans@gmail.com
 Visit - www.davidrayevans.com

Year in Review - Harnett New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	541	252	147
Average Homes Sold per Month	45.1	42.0	49.0
Current Active Listings on MLS:	275	275	275
Months of Supply on Market:	6.1	6.5	5.6
Average List Price:	\$215,849	\$219,741	\$207,505
Average Sale Price	\$216,594	\$221,012	\$207,389
Average Days on Market	155	176	199
Average sq. ft.	2380	2424	2343
Average \$/S.F.	\$91	\$91	\$89

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	15%
Odds for 6 Months	33%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year in Review - Hoke New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	291	132	60
Average Homes Sold per Month	24.3	22.0	20.0
Current Active Listings on MLS:	103	103	103
Months of Supply on Market:	4.2	4.7	5.2
Average List Price:	\$207,576	\$205,394	\$201,124
Average Sale Price	\$206,830	\$204,810	\$200,233
Average Days on Market	142	145	156
Average sq. ft.	2350	2327	2234
Average \$/S.F.	\$88	\$88	\$90

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	21%
Odds for 6 Months	40%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year to Date Comparison for Existing Residential

January 1 - April 30

	2011	2012	2013	2014	
Total Closed - Existing	1070	844	1003	1220	22%
Total Value	\$133,458,152	\$104,737,454	\$122,110,813	\$147,448,187	
Average Price	\$130,023	\$131,470	\$127,253	\$120,583	-5%
Total Closed -New	625	562	570	495	-13%
Total Value	\$128,006,133	\$116,131,716	\$123,766,222	\$106,575,352	
Average Price	\$201,213	\$209,702	\$225,425	\$212,197	-6%
Total Listings Closed	1,253	1,017	1,573	1,715	
Total Value	\$193,742,688	\$157,601,531	\$245,877,035	\$254,023,539	

May 1, 2013 to April 30, 2014 Whole MKT Existing Home Absorption Rates

337 closed in April 2014

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	535	1,156	96.33	5.55
\$75,000-\$99,999	514	471	39.25	13.10
\$100,000-\$124,999	437	553	46.08	9.48
\$125,000-\$149,999	434	510	42.50	10.21
\$150,000-\$174,999	383	453	37.75	10.15
\$175,000-\$199,999	309	293	24.42	12.66
\$200,000-\$224,999	202	151	12.58	16.05
\$225,000-\$249,999	212	129	10.75	19.72
\$250,000-\$299,999	244	148	12.33	19.78
\$300,000-\$349,999	127	70	5.83	21.77
\$350,000-\$399,999	87	35	2.92	29.83
\$400,000-\$499,999	88	37	3.08	28.54
\$500,000-\$749,999	73	20	1.67	43.80
\$750,000-\$999,999	14	2	0.17	84.00
\$1,000,000 and up	12	2	0.17	72.00
Totals	3,671	4,030	335.83	10.93

<u>March 31, Existing Home Absorption Rates</u>	347 closed	was	10.46
<u>Feb 28, Existing Home Absorption Rates</u>	275 closed	was	10.34
<u>Jan 31, Existing Home Absorption Rates</u>	293 closed	was	10.28
<u>Dec 31, Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Nov 30, Existing Home Absorption Rates</u>	287 closed	was	10.84
<u>Oct 31, Existing Home Absorption Rates</u>	346 closed	was	11.11
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>Aug 31, 2013 Existing Home Absorption Rates</u>	348 closed	was	11.33
<u>July 31, 2013 Existing Home Absorption Rates</u>	350 closed	was	11.69
<u>June 30, 2013 Existing Home Absorption Rates</u>	365 closed	was	11.90
<u>May 31, 2013 Existing Home Absorption Rates</u>	357 closed	was	11.99
<u>April 30, 2013 Existing Home Absorption Rates</u>	294 closed	was	12.18
<u>March 31, 2013 Existing Home Absorption Rates</u>	261 closed	was	11.94
<u>February 28, 2013 Existing Home Absorption Rates</u>	246 closed	was	11.63
<u>January 31, 2013 Existing Home Absorption Rates</u>	236 closed	was	11.68
<u>December 31, 2012 Existing Home Absorption Rates</u>	228 closed	was	11.61
<u>September 30, 2012 Existing Home Absorption Rates</u>	229 closed	was	13.29
<u>July 31, 2012 Existing Home Absorption Rates</u>	252 closed	was	13.52
<u>June 30, 2012 Existing Home Absorption Rates</u>	281 closed	was	13.47
<u>March 31, 2012 Existing Home Absorption Rates</u>	231 closed	was	12.23
<u>Dec 31, 2011 Existing Home Absorption Rates</u>	234 closed	was	11.52
<u>Sep 30, 2011 Existing Home Absorption Rates</u>	266 closed	was	11.64
<u>June 30, 2011 Existing Home Absorption Rates</u>	396 closed	was	11.98
<u>March 30, 2011 Existing Home Absorption Rates</u>	320 closed	was	11.89
<u>Dec 31, 2010 Existing Home Absorption Rates</u>	301 closed	was	10.39
<u>Sept 30, 2010 Existing Home Absorption Rates</u>		was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>		was	10.37
<u>March 31, 2010 Existing Home Absorption Rates</u>		was	10.28
<u>Dec 31, 2009 Existing Home Absorption Rates</u>	274 closed	was	8.61
<u>Sep 30, 2009 Existing Home Absorption Rates</u>		was	8.17
<u>June 30, 2009 Existing Home Absorption Rates</u>		was	7.46
<u>March 31, 2009 Existing Home Absorption Rates</u>		was	6.95
<u>Dec 31, 2008 Existing Home Absorption Rates</u>	296 closed	was	6.39

Sales Trend Existing Residential April 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Apr	Percent YTD
\$1 - \$49,999	67	50	79	55	0	0	0	0	0	0	0	0	251	16.82%	20.02%
\$50,000 - \$59,999	11	17	9	19	0	0	0	0	0	0	0	0	56	5.81%	4.47%
\$60,000 - \$69,999	13	18	18	19	0	0	0	0	0	0	0	0	68	5.81%	5.42%
\$70,000 - \$79,999	17	19	23	12	0	0	0	0	0	0	0	0	71	3.67%	5.66%
\$80,000 - \$89,999	14	16	15	9	0	0	0	0	0	0	0	0	52	3.45%	4.17%
\$90,000 - \$99,999	12	7	20	22	0	0	0	0	0	0	0	0	61	6.73%	4.86%
\$100,000 - \$119,999	29	30	34	56	0	0	0	0	0	0	0	0	149	17.13%	11.88%
\$120,000 - \$139,999	36	29	23	28	0	0	0	0	0	0	0	0	116	8.56%	9.25%
\$140,000 - \$159,999	26	30	38	29	0	0	0	0	0	0	0	0	123	8.87%	9.81%
\$160,000 - \$179,999	21	20	27	23	0	0	0	0	0	0	0	0	91	7.03%	7.26%
\$180,000 - \$199,999	8	13	12	14	0	0	0	0	0	0	0	0	47	4.28%	3.75%
\$200,000 - \$249,999	26	17	28	21	0	0	0	0	0	0	0	0	92	6.42%	7.34%
\$250,000 - \$299,999	11	7	13	11	0	0	0	0	0	0	0	0	42	3.36%	3.35%
\$300,000 - \$349,999	1	0	7	4	0	0	0	0	0	0	0	0	12	1.22%	0.96%
\$350,000 - \$399,999	3	0	0	3	0	0	0	0	0	0	0	0	6	0.92%	0.48%
\$400,000 - \$499,999	5	2	4	1	0	0	0	0	0	0	0	0	12	0.31%	0.96%
\$500,000 - \$599,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.31%	0.08%
\$600,000 - \$699,999	1	0	0	1	0	0	0	0	0	0	0	0	2	0.31%	0.16%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.08%
Current Year Total	301	275	351	327	0	0	0	0	0	0	0	0	1,254	100.00%	100.00%
Prior Year Total	246	255	275	308	373	377	366	364	360	349	289	293	1,084		
Current YTD	301	576	927	1,254	0	0	0	0	0	0	0	0			Cu
Prior YTD	246	501	776	1,084	1,457	1,834	2,200	2,564	2,924	3,273	3,562	3,855			
Change YTD	22%	15%	19%	16%	0%	0%	0%	0%	0%	0%	0%	0%			% Ch

David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
 910.237.5018

Appreciation Factors for Existing 2013						
						Last Year
	2009	2010	2011	2012	2013	% chg
Avg. Price	\$130,876	\$139,942	\$133,076	\$138,981	\$129,698	-6.68%
Avg. S. F.	1,673	1,715	1,740	1,769	1,769	0.00%
Average \$/S.F	\$78.22	\$79.87	\$76.49	\$75.32	\$73.32	-2.66%
Median Price	\$121,000	\$125,000	\$124,900	\$122,000	\$119,900	-2.38%
Median S.F.	1,558	1,597	1,622	1,633	1,647	0.86%
Median \$/S.F	\$81.56	\$81.42	\$79.19	\$75.61	\$74.25	-4.73%
Total Closed	3,859	3,628	3,429	3,173	3,840	21.02%

*Data was pulled out of MLS on Jan 18 2014

Appreciation Factors for Existing 2012						
						Last Year
	2008	2009	2010	2011	2012	% chg
Avg. Price	\$128,855	\$130,876	\$137,000	\$135,577	\$133,221	-1.77%
Avg. S. F.	1,645	1,673	1,715	1,740	1,769	1.65%
Average \$/S.F	\$78.34	\$78.22	\$79.87	\$77.93	\$75.32	-3.46%
Median Price	\$118,000	\$121,000	\$125,000	\$124,900	\$122,000	-2.38%
Median S.F.	1,540	1,558	1,597	1,622	1,633	0.67%
Median \$/S.F	\$80.49	\$81.56	\$81.42	\$79.19	\$75.61	-4.73%
Total Closed	4,608	3,859	3,628	3,429	3,132	-9.48%

*Data was pulled out of MLS on Jan 11 2013

Year in Review - Whole Market Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	4006	1818	1026
Average Homes Sold per Month	333.8	303.0	342.0
Current Active Listings on MLS:	3752	3752	3752
Months of Supply on Market:	11.2	12.4	11.0
<i>Average List Price:</i>	\$134,785	\$128,116	\$128,636
<i>Average Sale Price</i>	\$129,147	\$122,716	\$123,882
<i>Average Days on Market</i>	102	98	95
<i>Average sq. ft.</i>	1768	1759	1771
<i>Average \$/S.F.</i>	\$73	\$70	\$70

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year in Review - Cumberland Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	2536	1130	648
Average Homes Sold per Month	211.3	188.3	216.0
Current Active Listings on MLS:	2306	2306	2306
Months of Supply on Market:	10.9	12.2	10.7
<i>Average List Price:</i>	\$125,258	\$117,741	\$118,448
<i>Average Sale Price</i>	\$120,041	\$112,695	\$114,419
<i>Average Days on Market</i>	97	94	91
<i>Average sq. ft.</i>	1709	1697	1699
<i>Average \$/S.F.</i>	\$70	\$66	\$67

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11
ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year in Review - Harnett Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	535	255	150
Average Homes Sold per Month	44.6	42.5	50.0
Current Active Listings on MLS:	552	552	552
Months of Supply on Market:	12.4	13.0	11.0
Average List Price:	\$153,538	\$147,626	\$148,985
Average Sale Price	\$148,541	\$142,730	\$144,237
Average Days on Market	101	101	96
Average sq. ft.	1899	1839	1873
Average \$/S.F.	\$78	\$78	\$77

Whole Market New Construction 2014

Sold	4006
Current Active	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

Year in Review - Hoke Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	370	181	89
Average Homes Sold per Month	30.8	30.2	29.7
Current Active Listings on MLS:	299	299	299
Months of Supply on Market:	9.7	9.9	10.1
<i>Average List Price:</i>	\$131,881	\$127,826	\$129,508
<i>Average Sale Price</i>	\$127,238	\$124,167	\$126,245
<i>Average Days on Market</i>	83	77	83
<i>Average sq. ft.</i>	1704	1691	1662
<i>Average \$/S.F.</i>	\$75	\$73	\$76

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	10%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com