

# New Construction Absorption and Inventory Report As of April 30, 2015

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	\$127/S.F.	28.0 mos inv.
<a href="#">Traemoor@LW</a>	<a href="#">\$120/S.F.</a>	<a href="#">20.0 mos inv.</a>
Anderson Creek	\$112/S.F.	7.2 mos inv.

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

Little River N	\$67/S.F.	7.4 mos inv.
Valley End	\$74/S.F.	2.9 mos inv.
Wedgfield	\$74/S.F.	5.4 mos inv.
Braxton Vlg.	\$77/S.F.	6.9 mos inv.
Manors @Lex	\$78/S.F.	3.3 mos inv.

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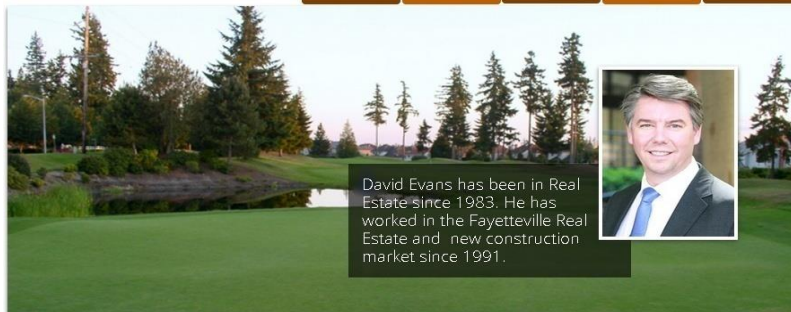
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This report created

5/23/2015

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## Month by Month Comparison of Closed New Construction For 2013 to 2015

	2015			2014			2013	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	84	6.5	-21%	106	5.8	-20%	132	7.1
Feb	71	6.2	-36%	111	5.9	-22%	142	6.8
Mar	131	6.2	0%	131	5.6	-26%	178	6.8
April	107	6.2	-31%	154	5.8	5%	147	6.6
May				156	5.8	-13%	180	6.5
June				154	5.8	-14%	179	6.0
July				158	5.7	-10%	175	6.0
Aug				162	6.4	15%	141	6.0
Sept				105	6.4	-31%	153	6.2
Oct				111	6.5	-18%	135	6.1
Nov				93	6.6	-13%	107	6.2
Dec				116	6.6	-22%	148	5.8

YTD 2015            393  
 YTD 2014            502            -22%        15 compared to 14  
 YTD 2013            599            -34%        15 compared to 13

	2015		2014		2013	
Cumberland	179	46%	646	41%	786	43%
Harnett	114	29%	516	33%	575	32%
Hoke	57	15%	227	14%	298	16%
Other	43	11%	177	11%	155	9%
	=====		=====		=====	
Total	393		1566		1814	

TOTAL 2005	2417	TOTAL 2010	1817
TOTAL 2006	2716	TOTAL 2011	2030
TOTAL 2007	2305	TOTAL 2012	1965
TOTAL 2008	2088	TOTAL 2013	1814
TOTAL 2009	2190	TOTAL 2014	1566

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**Harnett, Hoke, Cumberland County**  
05/01/14 - 4/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	4	2	0.2	0%	<b>24.0</b>
125,001	150,000	19	77	6.4	6%	<b>3.0</b>
150,001	175,000	91	197	16.4	<b>15%</b>	<b>5.5</b>
175,001	200,000	115	244	20.3	<b>19%</b>	<b>5.7</b>
200,001	225,000	103	219	18.3	<b>17%</b>	<b>5.6</b>
225,001	250,000	100	265	22.1	<b>20%</b>	<b>4.5</b>
250,001	275,000	73	137	11.4	<b>11%</b>	<b>6.4</b>
275,001	300,000	36	70	5.8	5%	<b>6.2</b>
300,001	325,000	15	29	2.4	2%	<b>6.2</b>
325,001	350,000	16	11	0.9	1%	<b>17.5</b>
350,001	375,000	19	10	0.8	1%	<b>22.8</b>
375,001	400,000	16	13	1.1	1%	<b>14.8</b>
400,001	450,000	11	9	0.8	1%	<b>14.7</b>
450,001	500,000	5	5	0.4	0%	<b>12.0</b>
500,001	550,000	0	0	0.0	0%	<b>#DIV/0!</b>
550,001	600,000	4	1	0.1	0%	<b>48.0</b>
600,001	100,000,000	5	4	0.3	0%	<b>15.0</b>
		632	1293	107.8		<b>5.9</b>

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**Harnett County**  
**05/01/14 - 4/30/15**

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	2	0	0.0	0%	#DIV/0!
125,001	150,000	7	29	2.4	6%	2.9
150,001	175,000	52	97	8.1	21%	6.4
175,001	200,000	38	88	7.3	19%	5.2
200,001	225,000	41	79	6.6	17%	6.2
225,001	250,000	21	77	6.4	17%	3.3
250,001	275,000	15	45	3.8	10%	4.0
275,001	300,000	15	28	2.3	6%	6.4
300,001	325,000	3	7	0.6	2%	5.1
325,001	350,000	6	3	0.3	1%	24.0
350,001	375,000	3	3	0.3	1%	12.0
375,001	400,000	4	2	0.2	0%	24.0
400,001	450,000	2	5	0.4	1%	4.8
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
		209	463	38.6		5.4

**Average Sale Price = \$213,943    Avg \$/S.F. = \$89.62**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	40	67	155k - 430k	7.2	\$112
Coopers Creek (Harnett)	8	18	213k - 265k	5.3	\$80
Forest Oaks	8	9	160k - 176k	10.7	\$103
Kenlan Farms	7	6	189k - 206k	14.0	\$66
Pattons Point	7	9	139k - 185k	9.3	\$97
Stone Cross	7	7	185k - 205k	12.0	\$76
The Colony @ Lexington	6	33	195k - 260k	2.2	\$84
The Manors @ Lexington	12	22	153k - 260k	3.3	\$78
Trotters Ridge	7	16	213k - 271k	5.3	\$84
Vandercroft	9	26	146k - 177k	4.2	\$81
VLG of Lexington Plantati	6	27	162k - 177k	2.7	\$97
Woodshire	7	19	215k - 230k	4.4	\$84

**Hoke County**  
05/01/14 - 4/30/15

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	5	28	2.3	14%	2.1
150,001	175,000	6	34	2.8	17%	2.1
175,001	200,000	7	34	2.8	17%	2.5
200,001	225,000	8	29	2.4	14%	3.3
225,001	250,000	20	48	4.0	24%	5.0
250,001	275,000	17	23	1.9	11%	8.9
275,001	300,000	1	4	0.3	2%	3.0
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	1	0	0.0	0%	0.0
375,001	400,000	1	0	0.0	0%	0.0
400,001	450,000	2	0	0.0	0%	#DIV/0!
450,001	500,000	2	0	0.0	0%	#DIV/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	1	0.1	0%	0.0
		70	201	16.8		4.2

**Average Sale Price = \$205,840    Avg \$/S.F. = \$86.40**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Riverbrooke	8	14	140k - 180k	6.9	\$93
Shadow Creek	10	0	200k - 270k	#DIV/0!	\$0
Turnberry	17	27	232k - 275k	3.8	\$81
Wedgefield	14	31	215k - 265k	5.4	\$74
Whispering Winds	6	0	360k - 500k	#DIV/0!	\$0

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**Cumberland County**  
05/01/14 - 4/30/15

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	2	2	0.2	0%	12.0
125,001	150,000	7	20	1.7	3%	4.2
150,001	175,000	33	66	5.5	10%	6.0
175,001	200,000	70	122	10.2	19%	6.9
200,001	225,000	54	111	9.3	18%	5.8
225,001	250,000	59	140	11.7	22%	5.1
250,001	275,000	41	69	5.8	11%	7.1
275,001	300,000	20	38	3.2	6%	6.3
300,001	325,000	12	22	1.8	3%	6.5
325,001	350,000	10	8	0.7	1%	15.0
350,001	375,000	15	7	0.6	1%	25.7
375,001	400,000	11	11	0.9	2%	12.0
400,001	450,000	7	4	0.3	1%	21.0
450,001	500,000	3	5	0.4	1%	7.2
500,001	550,000	0	0	0.0	0%	#DIV/0!
550,001	600,000	4	1	0.1	0%	48.0
600,001	and up	5	3	0.3	0%	20.0
		353	629	52.4		6.7

Average Sale Price = **\$233,924**    Avg \$/S.F. = **\$89.56**

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David Evans has been in Real Estate since 1983. He has worked in the Fayetteville Real Estate and new construction market since 1991.

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## Summary of New Construction Inventory In Cumberland County School Districts

	<b>Mos. Inv. Nconst</b>	<b>% of Whole MKT</b>	<b>% of 3 Co. MKT</b>	<b>% of Cumb MKT</b>	<b>AVG Sell Price</b>	<b>AVG \$/S.F.</b>	<b>Mos. Inv. Existing</b>
Cape Fear	<b>9.0</b>	<b>5%</b>	<b>7%</b>	<b>14%</b>	\$220,209	\$92	<b>11.2</b>
Douglas Byrd	<b>3.4</b>	2%	2%	4%	\$201,018	\$85	<b>9.5</b>
EE Smith	<b>0.0</b>	0%	0%	1%	\$230,575	\$97	<b>10.2</b>
Grays Creek	<b>6.4</b>	<b>10%</b>	<b>12%</b>	<b>25%</b>	\$229,521	<b>\$83</b>	<b>6.3</b>
Jack Britt	<b>7.3</b>	6%	7%	<b>15%</b>	\$265,537	\$100	<b>8.2</b>
Pine Forest	<b>6.9</b>	3%	4%	9%	\$272,516	\$92	<b>9.5</b>
Seventy First	<b>4.5</b>	<b>7%</b>	<b>8%</b>	<b>16%</b>	\$201,778	\$81	<b>8.7</b>
South View	<b>5.0</b>	4%	<b>4%</b>	9%	\$207,799	\$80	<b>9.2</b>
Terry Sanford	<b>15.6</b>	2%	3%	5%	\$324,489	\$130	<b>12.5</b>
Westover	<b>5.1</b>	0%	1%	1%	\$164,600	\$98	<b>10.2</b>
Harnett Co.	<b>5.4</b>	<b>29%</b>			\$213,943	<b>\$90</b>	<b>9.6</b>
Hoke Co.	<b>4.2</b>	<b>15%</b>			\$205,840	<b>\$86</b>	<b>9.4</b>
Cumberland	<b>6.7</b>	<b>46%</b>			\$233,924	<b>\$90</b>	<b>9.3</b>

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**Cape Fear**

**05/01/14 - 4/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	0	0.0	0%	<b>0.0</b>
125,001	150,000	2	4	0.3	5%	<b>6.0</b>
150,001	175,000	10	12	1.0	14%	<b>10.0</b>
175,001	200,000	19	20	1.7	24%	<b>11.4</b>
200,001	225,000	17	24	2.0	28%	<b>8.5</b>
225,001	250,000	12	15	1.3	18%	<b>9.6</b>
250,001	275,000	3	5	0.4	6%	<b>7.2</b>
275,001	300,000	1	2	0.2	2%	<b>6.0</b>
300,001	325,000	0	1	0.1	1%	<b>0.0</b>
325,001	350,000	0	0	0.0	0%	<b>0.0</b>
350,001	375,000	0	0	0.0	0%	<b>0.0</b>
375,001	400,000	0	1	0.1	1%	<b>0.0</b>
400,001	450,000	0	0	0.0	0%	<b>0.0</b>
450,001	500,000	0	0	0.0	0%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	1	0.0	1%	<b>0.0</b>
		<b>64</b>	<b>85</b>	<b>7.1</b>		<b>9.0</b>

**Average Sale Price = \$220,209    Avg \$/S.F. = \$91.60**

**Active Subdivisions**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	25	23	180k - 253k	<b>13.0</b>	<b>\$87</b>
River Glen	14	24	170k - 236k	<b>7.0</b>	<b>\$85</b>
Ruths Place	6	0	152k - 180k	<b>#DIV/0!</b>	<b>\$0</b>

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Douglas Byrd

05/01/14 - 4/30/15

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%	#DIV/0!
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	10	0.8	36%	0.0
175,001	200,000	3	5	0.4	18%	7.2
200,001	225,000	0	4	0.3	14%	0.0
225,001	250,000	5	9	0.8	32%	6.7
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	100,000,000	0	0	0.0	0%	0.0
		8	28	2.3		3.4

Average Sale Price = \$201,018 Avg \$/S. \$84.62

Active Subdivisions

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

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**E.E. Smith**

**05/01/14 - 4/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	#DIV/0!
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	25%	0.0
150,001	175,000	0	0	0.0	0%	#DIV/0!
175,001	200,000	0	2	0.2	50%	0.0
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	1	0.1	25%	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
		0	4	0.3		0.0

**Average Sale Price = \$230,575   Avg \$/S.   \$96.60**

**Active Subdivisions**

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

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**Grays Creek**  
05/01/14 - 4/30/15

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	5	7	0.6	4%	8.6
150,001	175,000	6	17	1.4	11%	4.2
175,001	200,000	20	23	1.9	15%	10.4
200,001	225,000	13	17	1.4	11%	9.2
225,001	250,000	17	52	4.3	33%	3.9
250,001	275,000	12	19	1.6	12%	7.6
275,001	300,000	1	13	1.1	8%	0.9
300,001	325,000	0	9	0.8	6%	0.0
325,001	350,000	1	0	0.0	0%	#DIV/0!
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	3	1	0.1	1%	36.0
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	0	0	0.0	0%	0.0
550,001	600,000	3	0	0.0	0%	0.0
600,001	100,000,000	2	0	0.0	0%	0.0
		84	158	13.2		6.4

**Average Sale Price = \$229,521    Avg \$/S.F. = \$82.85**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	8	17	137k - 190k	5.6	\$88
Braxton Village	12	21	200k - 270k	6.9	\$77
Sheffield Farm N	6	6	177K - 185K	12.0	\$88
Village at Rockfish	13	17	185k - 255k	9.2	\$82

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**Jack Britt****05/01/14 - 4/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	1	0.1	1%	<b>0.0</b>
125,001	150,000	0	1	0.1	1%	<b>0.0</b>
150,001	175,000	0	2	0.2	2%	<b>0.0</b>
175,001	200,000	1	6	0.5	6%	<b>2.0</b>
200,001	225,000	3	18	1.5	19%	<b>2.0</b>
225,001	250,000	8	19	1.6	20%	<b>5.1</b>
250,001	275,000	9	23	1.9	24%	<b>4.7</b>
275,001	300,000	8	6	0.5	6%	<b>16.0</b>
300,001	325,000	6	1	0.1	1%	<b>72.0</b>
325,001	350,000	4	4	0.3	4%	<b>12.0</b>
350,001	375,000	9	5	0.4	5%	<b>21.6</b>
375,001	400,000	3	4	0.3	4%	<b>9.0</b>
400,001	450,000	5	1	0.1	1%	<b>60.0</b>
450,001	500,000	2	4	0.3	4%	<b>6.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
				0.0	0.0	
		58	95	7.9		<b>7.3</b>

**Average Sale Price = \$265,537    Avg \$/S.F. = \$100.03**

## ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	8	29	236k - 284k	<b>3.3</b>	<b>\$95</b>
Gates Four	7	3	320k - 460k	<b>28.0</b>	<b>\$127</b>
Palms @ Summer Grove	8	11	225k - 292k	<b>8.7</b>	<b>\$96</b>
Traemoor @ LW	10	6	350k - 483k	<b>20.0</b>	<b>\$120</b>

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**Pine Forest**

**05/01/14 - 4/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	2	0	0.0	0%	<b>0.0</b>
125,001	150,000	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	2	4	0.3	7%	<b>6.0</b>
175,001	200,000	2	2	0.2	4%	<b>12.0</b>
200,001	225,000	2	3	0.3	6%	<b>8.0</b>
225,001	250,000	4	10	0.8	19%	<b>4.8</b>
250,001	275,000	7	12	1.0	22%	<b>7.0</b>
275,001	300,000	6	11	0.9	20%	<b>6.5</b>
300,001	325,000	4	6	0.5	11%	<b>8.0</b>
325,001	350,000	1	1	0.1	2%	<b>12.0</b>
350,001	375,000	0	0	0.0	0%	<b>#DIV/0!</b>
375,001	400,000	0	3	0.3	6%	<b>0.0</b>
400,001	450,000	0	1	0.1	2%	<b>0.0</b>
450,001	500,000	1	1	0.1	2%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
		31	54	4.5		<b>6.9</b>

**Average Sale Price = \$272,516    Avg \$/S.F. = \$92.09**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	14	24	237k - 315k	<b>7.0</b>	<b>\$82</b>

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**Seventy First**

**05/01/14 - 4/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	1	0.1	1%	<b>0.0</b>
125,001	150,000	0	6	0.5	6%	<b>0.0</b>
150,001	175,000	4	9	0.8	9%	<b>5.3</b>
175,001	200,000	19	38	3.2	37%	<b>6.0</b>
200,001	225,000	9	34	2.8	33%	<b>3.2</b>
225,001	250,000	2	7	0.6	7%	<b>3.4</b>
250,001	275,000	5	6	0.5	6%	<b>10.0</b>
275,001	300,000	0	1	0.1	1%	<b>0.0</b>
300,001	325,000	0	1	0.1	1%	<b>0.0</b>
325,001	350,000	0	0	0.0	0%	<b>0.0</b>
350,001	375,000	0	0	0.0	0%	<b>0.0</b>
375,001	400,000	0	0	0.0	0%	<b>0.0</b>
400,001	450,000	0	0	0.0	0%	<b>0.0</b>
450,001	500,000	0	0	0.0	0%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
		<b>39</b>	<b>103</b>	<b>8.6</b>		<b>4.5</b>

**Average Sale Price = \$201,778    Avg \$/S.F. = \$81.42**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	8	13	178k - 198k	<b>7.4</b>	<b>\$67</b>
West Park Place	7	7	169k - 194k	<b>12.0</b>	<b>\$105</b>

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**South View**

**05/01/14 - 4/30/15**

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	2%	0.0
150,001	175,000	9	5	0.4	9%	21.6
175,001	200,000	2	21	1.8	36%	1.1
200,001	225,000	4	10	0.8	17%	4.8
225,001	250,000	7	20	1.7	34%	4.2
250,001	275,000	2	1	0.1	2%	24.0
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
		24	58	4.8		5.0

**Average Sale Price = \$207,799    Avg \$/S.F. \$79.89**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (hope mill)	6	16	158k - 210k	2.3	\$88
Valley End	11	23	208k - 255k	2.9	\$74

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**Terry Sanford**

**05/01/14 - 4/30/15**

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	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	3	4	0.3	12%	9.0
200,001	225,000	7	1	0.1	3%	84.0
225,001	250,000	4	7	0.6	21%	6.9
250,001	275,000	3	3	0.3	9%	12.0
275,001	300,000	5	4	0.3	12%	15.0
300,001	325,000	2	3	0.3	9%	8.0
325,001	350,000	3	3	0.3	9%	12.0
350,001	375,000	6	2	0.2	6%	36.0
375,001	400,000	5	1	0.1	3%	60.0
400,001	450,000	1	2	0.2	6%	6.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	#DIV/0!
550,001	600,000	1	1	0.1	3%	12.0
600,001	1,875,000	3	2	0.2	6%	18.0
				0.0	0.0	
		43	33	2.8		15.6

**Average Sale Price = \$324,489 Avg \$/S. \$129.53**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	11	5	260k - 596k	26.4	\$156
Parkview	12	2	242k - 380k	72.0	\$159
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$137

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**Westover****05/01/14 - 4/30/15**

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	0	0.0	0%	0.0
150,001	175,000	2	6	0.5	86%	4.0
175,001	200,000	1	1	0.1	14%	12.0
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
		3	7	0.6		5.1

**Average Sale Price = \$164,600    Avg \$/S.    \$97.73    1911.59**

**ACTIVE SUBDIVISIONS**

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

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### Sales Trend New Construction April 2015

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	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	1	0	3	1	0	0	0	0	0	0	0	0	5	0.94%	1.27%
\$140,000 - \$159,999	3	6	13	11	0	0	0	0	0	0	0	0	33	10.38%	8.35%
\$160,000 - \$179,999	9	19	22	17	0	0	0	0	0	0	0	0	67	16.04%	16.96%
89% \$180,000 - \$199,999	12	9	14	12	0	0	0	0	0	0	0	0	47	11.32%	11.90%
\$200,000 - \$249,999	31	20	53	36	0	0	0	0	0	0	0	0	140	33.96%	35.44%
\$250,000 - \$299,999	22	11	17	15	0	0	0	0	0	0	0	0	65	14.15%	16.46%
\$300,000 - \$349,999	3	4	5	8	0	0	0	0	0	0	0	0	20	7.55%	5.06%
\$350,000 - \$399,999	2	4	1	5	0	0	0	0	0	0	0	0	12	4.72%	3.04%
\$400,000 - \$499,999	1	0	3	1	0	0	0	0	0	0	0	0	5	0.94%	1.27%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$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	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.25%
\$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	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
<b>Current Year Total</b>	<b>84</b>	<b>73</b>	<b>132</b>	<b>106</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>395</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Prior Year Total</b>	<b>105</b>	<b>111</b>	<b>131</b>	<b>154</b>	<b>157</b>	<b>154</b>	<b>158</b>	<b>162</b>	<b>108</b>	<b>112</b>	<b>96</b>	<b>119</b>	<b>501</b>		
<b>% Change</b>	<b>-20%</b>	<b>-34%</b>	<b>1%</b>	<b>-31%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>-21%</b>		
<b>Current YTD</b>	<b>84</b>	<b>157</b>	<b>289</b>	<b>395</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>			
<b>Prior YTD</b>	<b>105</b>	<b>216</b>	<b>347</b>	<b>501</b>	<b>658</b>	<b>812</b>	<b>970</b>	<b>1,132</b>	<b>1,240</b>	<b>1,352</b>	<b>1,448</b>	<b>1,567</b>			
<b>% Change YTD</b>	<b>-20%</b>	<b>-27%</b>	<b>-17%</b>	<b>-21%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>			

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Appreciation Factors for New Construction 2014						
						1 Year
	2010	2011	2012	2013	2014	% chg
<b>Avg. Price</b>	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	0.80%
<b>Avg. S. F.</b>	2,161	2,293	2,396	2,482	2495	0.52%
<b>Average \$/S.F</b>	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	0.08%
<b>Median Price</b>	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	1.69%
<b>Median S.F.</b>	2,038	2,195	2,329	2,378	2,409	1.30%
<b>Median \$/S.F</b>	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.04%
<b>Total Closed</b>	2,168	2,030	1,979	1,815	1,558	-14.16%

Data was pulled from the MLS Jan 15 2015

Appreciation Factors for New Construction 2012 - 2014						
						2 Year
	2010	2011	2012	2013	2014	% chg
<b>Avg. Price</b>	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	6.09%
<b>Avg. S. F.</b>	2,161	2,293	2,396	2,482	2495	4.13%
<b>Average \$/S.F</b>	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	1.86%
<b>Median Price</b>	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	5.88%
<b>Median S.F.</b>	2,038	2,195	2,329	2,378	2,409	3.43%
<b>Median \$/S.F</b>	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.95%
<b>Total Closed</b>	2,168	2,030	1,979	1,815	1,558	-21.27%

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 18 2014

**May 1, 2014 to April 30, 2015 Whole MKT Existing Home Absorption Rates**

370 closed in April 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	561	1,321	110.08	5.10
\$75,000-\$99,999	496	517	43.08	11.51
\$100,000-\$124,999	440	530	44.17	9.96
\$125,000-\$149,999	416	564	47.00	8.85
\$150,000-\$174,999	447	496	41.33	10.81
\$175,000-\$199,999	351	322	26.83	13.08
\$200,000-\$224,999	194	212	17.67	10.98
\$225,000-\$249,999	213	149	12.42	17.15
\$250,000-\$299,999	260	182	15.17	17.14
\$300,000-\$349,999	127	77	6.42	19.79
\$350,000-\$399,999	100	58	4.83	20.69
\$400,000-\$499,999	93	40	3.33	27.90
\$500,000-\$749,999	58	22	1.83	31.64
\$750,000-\$999,999	15	0	0.00	N/A
\$1,000,000 and up	13	3	0.25	52.00
<b>Totals</b>	<b>3,784</b>	<b>4,493</b>	<b>374.42</b>	<b>10.11</b>

<b><u>March 31 2015 Existing Home Absorption Rates</u></b>	385 closed	was	<b>9.67</b>
<b><u>February 28 2015 Existing Home Absorption Rates</u></b>	305 closed	was	<b>9.25</b>
<b><u>January 31 2015 Existing Home Absorption Rates</u></b>	265 closed	was	<b>9.20</b>
<b><u>December 31 2014 Existing Home Absorption Rates</u></b>	362 closed	was	<b>9.19</b>
<b><u>November 30 2014 Existing Home Absorption Rates</u></b>	311 closed	was	<b>10.06</b>
<b><u>October 31 2014 Existing Home Absorption Rates</u></b>	355 closed	was	<b>10.37</b>
<b><u>September 30, 2014 Existing Home Absorption Rates</u></b>	365 closed	was	<b>10.44</b>
<b><u>August 31, 2014 Existing Home Absorption Rates</u></b>	418 closed	was	<b>10.70</b>
<b><u>July 31, 2014 Existing Home Absorption Rates</u></b>	442 closed	was	<b>10.70</b>
<b><u>June 30, 2014 Existing Home Absorption Rates</u></b>	442 closed	was	<b>11.06</b>
<b><u>March 31, 2014 Existing Home Absorption Rates</u></b>	347 closed	was	<b>10.46</b>
<b><u>Dec 31, 2013 Existing Home Absorption Rates</u></b>	289 closed	was	<b>10.48</b>
<b><u>Sep 30, 2013 Existing Home Absorption Rates</u></b>	359 closed	was	<b>11.28</b>
<b><u>June 30, 2013 Existing Home Absorption Rates</u></b>	365 closed	was	<b>11.90</b>
<b><u>March 31, 2013 Existing Home Absorption Rates</u></b>	261 closed	was	<b>11.94</b>
<b><u>December 31, 2012 Existing Home Absorption Rates</u></b>	228 closed	was	<b>11.61</b>
<b><u>September 30, 2012 Existing Home Absorption Rates</u></b>	229 closed	was	<b>13.29</b>
<b><u>July 31, 2012 Existing Home Absorption Rates</u></b>	252 closed	was	<b>13.52</b>
<b><u>June 30, 2012 Existing Home Absorption Rates</u></b>	281 closed	was	<b>13.47</b>
<b><u>March 31, 2012 Existing Home Absorption Rates</u></b>	231 closed	was	<b>12.23</b>
<b><u>Dec 31, 2011 Existing Home Absorption Rates</u></b>	234 closed	was	<b>11.52</b>
<b><u>Sep 30, 2011 Existing Home Absorption Rates</u></b>	266 closed	was	<b>11.64</b>
<b><u>June 30, 2011 Existing Home Absorption Rates</u></b>	396 closed	was	<b>11.98</b>
<b><u>March 30, 2011 Existing Home Absorption Rates</u></b>	320 closed	was	<b>11.89</b>
<b><u>Dec 31, 2010 Existing Home Absorption Rates</u></b>	301 closed	was	<b>10.39</b>
<b><u>Sept 30, 2010 Existing Home Absorption Rates</u></b>	274	was	<b>10.77</b>
<b><u>June 30, 2010 Existing Home Absorption Rates</u></b>	422	was	<b>10.37</b>
<b><u>March 31, 2010 Existing Home Absorption Rates</u></b>	305	was	<b>10.28</b>
<b><u>Dec 31, 2009 Existing Home Absorption Rates</u></b>	274 closed	was	<b>8.61</b>
<b><u>Sep 30, 2009 Existing Home Absorption Rates</u></b>	305	was	<b>8.17</b>
<b><u>June 30, 2009 Existing Home Absorption Rates</u></b>	413	was	<b>7.46</b>
<b><u>March 31, 2009 Existing Home Absorption Rates</u></b>	329	was	<b>6.95</b>
<b><u>Dec 31, 2008 Existing Home Absorption Rates</u></b>	296 closed	was	<b>6.39</b>

# Existing Home Sales Days on Market Comparison

## DAYS ON MARKET

Top 50% DOM



Bottom 50% DOM



**<4% \$Price >**

TOP 50% Of Market Average Days On Market = 25 Days  
TOP 50% Of Market Longest Days On Market = 61 Days

BOTTOM 50% of Market Average Days on Market = 166 Days  
BOTTOM 50% of Longest Days on Market = 1238 Days

### Sales Trend Existing Residential April 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Apr	Percent YTD
\$1 - \$49,999	67	57	81	70	0	0	0	0	0	0	0	0	275	19.72%	20.74%
\$50,000 - \$59,999	17	14	15	17	0	0	0	0	0	0	0	0	63	4.79%	4.75%
\$60,000 - \$69,999	16	18	20	16	0	0	0	0	0	0	0	0	70	4.51%	5.28%
\$70,000 - \$79,999	15	14	12	12	0	0	0	0	0	0	0	0	53	3.38%	4.00%
\$80,000 - \$89,999	8	10	19	17	0	0	0	0	0	0	0	0	54	4.79%	4.07%
\$90,000 - \$99,999	16	12	16	20	0	0	0	0	0	0	0	0	64	5.63%	4.83%
\$100,000 - \$119,999	26	33	41	37	0	0	0	0	0	0	0	0	137	10.42%	10.33%
\$120,000 - \$139,999	27	38	43	25	0	0	0	0	0	0	0	0	133	7.04%	10.03%
\$140,000 - \$159,999	14	27	44	34	0	0	0	0	0	0	0	0	119	9.58%	8.97%
\$160,000 - \$179,999	21	22	40	30	0	0	0	0	0	0	0	0	113	8.45%	8.52%
\$180,000 - \$199,999	13	17	12	24	0	0	0	0	0	0	0	0	66	6.76%	4.98%
\$200,000 - \$249,999	16	22	28	28	0	0	0	0	0	0	0	0	94	7.89%	7.09%
\$250,000 - \$299,999	9	11	7	14	0	0	0	0	0	0	0	0	41	3.94%	3.09%
\$300,000 - \$349,999	5	4	3	9	0	0	0	0	0	0	0	0	21	2.54%	1.58%
\$350,000 - \$399,999	2	5	5	1	0	0	0	0	0	0	0	0	13	0.28%	0.98%
\$400,000 - \$499,999	1	1	4	1	0	0	0	0	0	0	0	0	7	0.28%	0.53%
\$500,000 - \$599,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.00%	0.23%
\$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	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	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
<b>Current Year Total</b>	<b>273</b>	<b>307</b>	<b>391</b>	<b>355</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,326</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Prior Year Total</b>	<b>303</b>	<b>277</b>	<b>360</b>	<b>351</b>	<b>384</b>	<b>456</b>	<b>454</b>	<b>431</b>	<b>374</b>	<b>363</b>	<b>319</b>	<b>372</b>	<b>1,291</b>		
<b>% Change</b>	<b>-10%</b>	<b>11%</b>	<b>9%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>3%</b>		
<b>Current YTD</b>	<b>273</b>	<b>580</b>	<b>971</b>	<b>1,326</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>			
<b>Prior YTD</b>	<b>303</b>	<b>580</b>	<b>940</b>	<b>1,291</b>	<b>1,675</b>	<b>2,131</b>	<b>2,585</b>	<b>3,016</b>	<b>3,390</b>	<b>3,753</b>	<b>4,072</b>	<b>4,444</b>			
<b>% Change YTD</b>	<b>-10%</b>	<b>0%</b>	<b>3%</b>	<b>3%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>			

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Appreciation Factors for Existing 2014						
						1 Year
	2010	2011	2012	2013	2014	% chg
<b>Avg. Price</b>	\$139,942	\$133,076	\$138,981	\$129,698	\$135,465	4.45%
<b>Avg. S. F.</b>	1,715	1,740	1,769	1,769	1,775	0.34%
<b>Average \$/S.F</b>	\$79.87	\$76.49	\$75.32	\$73.32	\$73.63	0.43%
<b>Median Price</b>	\$125,000	\$124,900	\$122,000	\$119,900	\$117,000	-1.75%
<b>Median S.F.</b>	1,597	1,622	1,633	1,647	1,636	-0.67%
<b>Median \$/S.F</b>	\$81.42	\$79.19	\$75.61	\$74.25	\$73.08	-1.83%
<b>Total Closed</b>	3,628	3,429	3,173	3,840	4,418	15.05%

\*Data was pulled out of MLS on Jan 15 2015

Appreciation Factors for Existing 2012 - 2014						
						2 Years
	2010	2011	2012	2013	2014	% chg
<b>Avg. Price</b>	\$139,942	\$133,076	\$138,981	\$129,698	\$135,465	-2.53%
<b>Avg. S. F.</b>	1,715	1,740	1,769	1,769	1,775	0.34%
<b>Average \$/S.F</b>	\$79.87	\$76.49	\$75.32	\$73.32	\$73.63	-2.24%
<b>Median Price</b>	\$125,000	\$124,900	\$122,000	\$119,900	\$117,000	-4.10%
<b>Median S.F.</b>	1,597	1,622	1,633	1,647	1,636	0.18%
<b>Median \$/S.F</b>	\$81.42	\$79.19	\$75.61	\$74.25	\$73.08	-3.35%
<b>Total Closed</b>	3,628	3,429	3,173	3,840	4,418	39.24%

\*Data was pulled out of MLS on Jan 15 2015

Appreciation Factors for Existing 2013						
						1 Year
	2009	2010	2011	2012	2013	% chg
<b>Avg. Price</b>	\$130,876	\$139,942	\$133,076	\$138,981	\$129,698	-6.68%
<b>Avg. S. F.</b>	1,673	1,715	1,740	1,769	1,769	0.00%
<b>Average \$/S.F</b>	\$78.22	\$79.87	\$76.49	\$75.32	\$73.32	-2.66%
<b>Median Price</b>	\$121,000	\$125,000	\$124,900	\$122,000	\$119,900	-1.72%
<b>Median S.F.</b>	1,558	1,597	1,622	1,633	1,647	0.86%
<b>Median \$/S.F</b>	\$81.56	\$81.42	\$79.19	\$75.61	\$74.25	-1.80%
<b>Total Closed</b>	3,859	3,628	3,429	3,173	3,840	21.02%

\*Data was pulled out of MLS on Jan 18 2014

## SUMMARY OF SALES 2014

### New Construction Homes Sales 2012-2014 By County

County	New 2012	New 2013	New 2014	Percentage Chg 2012- 2014
Whole MKT	1979	1817	1558	-21%
Cumberland	814	788	646	-21%
Harnett	666	575	517	-22%
Hoke	350	298	227	-35%

### Existing Homes Sales 2012-2014 By County

County	Existing 2012	Existing 2013	Existing 2014	Percentage Chg 2012- 2014
Whole MKT	3173	3857	4418	39%
Cumberland	2015	2472	2690	33%
Harnett	400	492	652	63%
Hoke	316	340	428	35%

### Total Of All New Consturction & Existing Homes Sales 2012-2014 By County

	All Sales 2012	All Sales 2013	All Sales 2014	Percentage Chg 2012- 2014
Whole MKT	5152	5674	5979	16%
Cumberland	2829	3260	3336	18%
Harnett	1066	1067	1169	10%
Hoke	666	638	655	-2%