

# New Construction Absorption and Inventory Report As of August 31, 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:

Parkview	\$170/S.F.	64.0 mos inv.
Villas Lockwood	\$137/S.F.	36.0 mos inv.
Gates Four	\$124/S.F.	14.4 mos inv.
Traemoor	\$122/S.F.	18.0 mos inv.
Anderson Creek	\$116/S.F.	6.1 mos inv.

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

Little River N	\$67/S.F.	7.6 mos inv.
Kenlan Farms	\$65/S.F.	10.3 mos inv.
Stone Cross	\$70/S.F.	24.0 mos inv.
Heathcliff	\$71/S.F.	7.0 mos inv.
The Bluffs	\$76/S.F.	12.0 mos inv.
Valley End	\$77/S.F.	3.4 mos inv.
Wedgfield	\$77/S.F.	4.2 mos inv.
Braxton Vlg.	\$77/S.F.	6.0 mos inv.

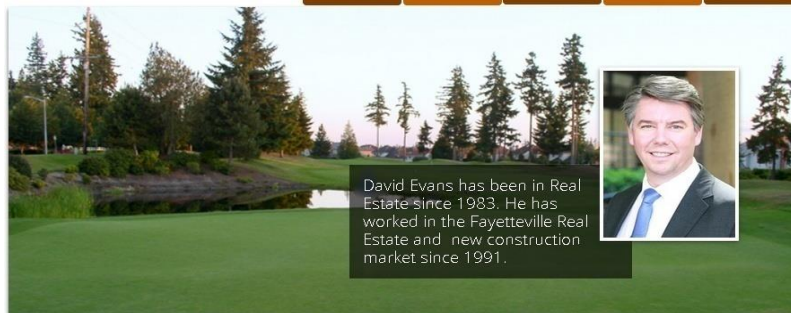
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This report created  
9/21/2015

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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	73	6.2	-34%	111	5.9	-22%	142	6.8
Mar	132	6.2	1%	131	5.6	-26%	178	6.8
April	109	6.2	-29%	154	5.8	5%	147	6.6
May	151	5.7	-3%	156	5.8	-13%	180	6.5
June	159	6.0	3%	154	5.8	-14%	179	6.0
July	127	6.3	-20%	158	5.7	-10%	175	6.0
Aug	123	6.4	-24%	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            958  
 YTD 2014           1132    -15%   2015 compared to 2014  
 YTD 2013           1274    -25%   2015 compared to 2013

	2015		2014		2013	
Cumberland	419	44%	646	41%	786	43%
Harnett	307	32%	516	33%	575	32%
Hoke	123	13%	227	14%	298	16%
Other	109	11%	177	11%	155	9%
	=====		=====		=====	
Total	958		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**  
09/01/14 - 8/31/15

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	5	2	0.2	0%	<b>30.0</b>
125,001	150,000	16	64	5.3	5%	<b>3.0</b>
150,001	175,000	72	182	15.2	<b>15%</b>	<b>4.7</b>
175,001	200,000	120	248	20.7	<b>20%</b>	<b>5.8</b>
200,001	225,000	91	191	15.9	<b>15%</b>	<b>5.7</b>
225,001	250,000	114	243	20.3	<b>20%</b>	<b>5.6</b>
250,001	275,000	81	119	9.9	<b>10%</b>	<b>8.2</b>
275,001	300,000	50	82	6.8	7%	<b>7.3</b>
300,001	325,000	21	39	3.3	3%	<b>6.5</b>
325,001	350,000	13	14	1.2	1%	<b>11.1</b>
350,001	375,000	19	19	1.6	2%	<b>12.0</b>
375,001	400,000	18	11	0.9	1%	<b>19.6</b>
400,001	450,000	7	12	1.0	1%	<b>7.0</b>
450,001	500,000	4	6	0.5	0%	<b>8.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	4	1	0.1	0%	<b>48.0</b>
600,001	100,000,000	2	2	0.2	0%	<b>12.0</b>
		637	1235	102.9		<b>6.2</b>

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**Harnett County**  
**09/01/14 - 8/31/15**

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	6	27	2.3	6%	2.7
150,001	175,000	38	94	7.8	20%	4.9
175,001	200,000	49	96	8.0	21%	6.1
200,001	225,000	26	74	6.2	16%	4.2
225,001	250,000	20	67	5.6	15%	3.6
250,001	275,000	23	34	2.8	7%	8.1
275,001	300,000	17	35	2.9	8%	5.8
300,001	325,000	3	12	1.0	3%	3.0
325,001	350,000	4	4	0.3	1%	12.0
350,001	375,000	3	6	0.5	1%	6.0
375,001	400,000	3	4	0.3	1%	9.0
400,001	450,000	1	5	0.4	1%	2.4
450,001	500,000	1	1	0.1	0%	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
		196	459	38.3		5.1

**Average Sale Price = \$215,971    Avg \$/S.F. = \$89.35**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	34	67	155k - 380k	6.1	\$116
Cameron Woods (San)	7	2	170k - 235k	42.0	\$99
Coopers Creek (Harnett)	7	13	150k - 256k	6.5	\$84
Forest Oaks	9	11	160k - 174k	9.8	\$104
Kenlan Farms	6	7	180k - 208k	10.3	\$65
Lakeside Manor @ Caroli	6	10	235k - 420k	7.2	\$97
Oakmont	7	18	239k - 285k	4.7	\$83
Stone Cross	10	5	176k - 198k	24.0	\$70
Sweetwater	8	5	155k - 180k	19.2	\$93
The Manors @ Lexington	21	32	163k - 260k	3.9	\$80
Trotters Ridge	8	18	205k - 271k	5.3	\$84
VLG of Lexington Plantati	6	26	153k - 182k	2.8	\$96
Woodshire	7	20	200k - 231k	4.2	\$79

**Hoke County**  
09/01/14 - 8/31/15

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	24	2.0	13%	2.5
150,001	175,000	7	24	2.0	13%	3.5
175,001	200,000	8	33	2.8	18%	2.9
200,001	225,000	5	31	2.6	17%	1.9
225,001	250,000	33	47	3.9	26%	8.4
250,001	275,000	21	17	1.4	9%	14.8
275,001	300,000	5	5	0.4	3%	12.0
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	1	0.1	1%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	3	0	0.0	0%	#DIV/0!
450,001	500,000	1	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	1%	0.0
		89	183	15.3		5.8

Average Sale Price = \$209,203    Avg \$/S.F. = \$86.61

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	13	0	255k - 285k	#DIV/0!	\$0
Bedford - Midlands	12	0	225k - 250k	#DIV/0!	\$0
Eagles Ridge (HC)	8	17	142k - 184k	2.8	\$95
Riverbrooke	6	18	140k - 180k	4.0	\$92
Shadow Creek	8	4	195k - 280k	24.0	\$94
Turnberry	12	28	240k - 275k	2.6	\$82
Wedgfield	13	37	220k - 265k	4.2	\$77

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**Cumberland County**  
09/01/14 - 8/31/15

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	3	2	0.2	0%	18.0
125,001	150,000	5	13	1.1	2%	4.6
150,001	175,000	27	64	5.3	11%	5.1
175,001	200,000	63	119	9.9	20%	6.4
200,001	225,000	60	86	7.2	15%	8.4
225,001	250,000	61	129	10.8	22%	5.7
250,001	275,000	37	68	5.7	11%	6.5
275,001	300,000	28	42	3.5	7%	8.0
300,001	325,000	18	27	2.3	5%	8.0
325,001	350,000	9	10	0.8	2%	10.8
350,001	375,000	16	12	1.0	2%	16.0
375,001	400,000	14	7	0.6	1%	24.0
400,001	450,000	3	7	0.6	1%	5.1
450,001	500,000	2	5	0.4	1%	4.8
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	and up	2	1	0.1	0%	24.0
		352	593	49.4		7.1

Average Sale Price = **\$235,693**    Avg \$/S.F. = **\$91.03**

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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>6.7</b>	<b>5%</b>	<b>7%</b>	<b>14%</b>	\$209,625	\$89	<b>11.2</b>
Douglas Byrd	<b>7.8</b>	2%	2%	4%	\$195,758	\$86	<b>9.5</b>
EE Smith	<b>72.0</b>	0%	0%	0%	\$193,500	\$87	<b>10.2</b>
Grays Creek	<b>5.3</b>	<b>11%</b>	<b>14%</b>	<b>28%</b>	\$231,448	<b>\$86</b>	<b>6.3</b>
Jack Britt	<b>8.6</b>	5%	7%	<b>14%</b>	\$277,951	\$102	<b>8.2</b>
Pine Forest	<b>7.2</b>	4%	5%	10%	\$280,217	\$96	<b>9.5</b>
Seventy First	<b>5.4</b>	<b>5%</b>	<b>6%</b>	<b>13%</b>	\$200,655	\$82	<b>8.7</b>
South View	<b>7.8</b>	3%	<b>4%</b>	9%	\$208,014	\$80	<b>9.2</b>
Terry Sanford	<b>14.4</b>	2%	3%	6%	\$299,689	\$127	<b>12.5</b>
Westover	<b>3.4</b>	0%	1%	1%	\$169,100	\$95	<b>10.2</b>
Harnett Co.	<b>5.1</b>	<b>32%</b>			\$215,971	<b>\$89</b>	<b>9.6</b>
Hoke Co.	<b>5.8</b>	<b>13%</b>			\$209,203	<b>\$87</b>	<b>9.4</b>
Cumberland	<b>7.1</b>	<b>44%</b>			\$235,693	<b>\$91</b>	<b>9.3</b>

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**Cape Fear**

**09/01/14 - 8/31/15**

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	3	0.3	4%	0.0
150,001	175,000	7	11	0.9	13%	7.6
175,001	200,000	12	21	1.8	25%	6.9
200,001	225,000	18	24	2.0	29%	9.0
225,001	250,000	5	16	1.3	19%	3.8
250,001	275,000	4	5	0.4	6%	9.6
275,001	300,000	0	3	0.3	4%	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	1	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
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
		47	84	7.0		6.7

**Average Sale Price = \$209,625    Avg \$/S.F. = \$88.95**

**Active Subdivisions**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	16	27	180k - 255k	7.1	\$86
River Glen	13	23	171k - 225k	6.8	\$88

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**Douglas Byrd**

**09/01/14 - 8/31/15**

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	4%	<b>0.0</b>
125,001	150,000	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	7	0.6	27%	<b>0.0</b>
175,001	200,000	4	8	0.7	31%	<b>6.0</b>
200,001	225,000	5	4	0.3	15%	<b>15.0</b>
225,001	250,000	8	6	0.5	23%	<b>16.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<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>
		17	26	2.2		<b>7.8</b>

**Average Sale Price = \$195,758 Avg \$/S. \$86.20**

**Active Subdivisions**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	12	10	205k - 243k	<b>14.4</b>	<b>\$78</b>

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**E.E. Smith**

**09/01/14 - 8/31/15**

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	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	0	0.0	0%	<b>0.0</b>
175,001	200,000	3	1	0.1	100%	<b>36.0</b>
200,001	225,000	2	0	0.0	0%	<b>0.0</b>
225,001	250,000	0	0	0.0	0%	<b>0.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<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	1	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	and up	0	0	0.0	0%	<b>0.0</b>
		<b>6</b>	<b>1</b>	<b>0.1</b>		<b>72.0</b>

**Average Sale Price = \$193,500   Avg \$/S.   \$87.04**

**Active Subdivisions**

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

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**Grays Creek**  
09/01/14 - 8/31/15

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	3	6	0.5	4%	6.0
150,001	175,000	5	21	1.8	13%	2.9
175,001	200,000	17	33	2.8	20%	6.2
200,001	225,000	7	12	1.0	7%	7.0
225,001	250,000	19	43	3.6	26%	5.3
250,001	275,000	7	25	2.1	15%	3.4
275,001	300,000	2	11	0.9	7%	2.2
300,001	325,000	2	11	0.9	7%	2.2
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	2	1	0.1	1%	24.0
375,001	400,000	3	1	0.1	1%	36.0
400,001	450,000	2	2	0.2	1%	12.0
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%	#DIV/0!
600,001	100,000,000	2	0	0.0	0%	#DIV/0!
		74	167	13.9		5.3

**Average Sale Price = \$231,448    Avg \$/S.F. = \$85.60**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	18	140k - 189k	6.0	\$89
Braxton Village	8	16	198k - 275k	6.0	\$77
Sheffield Farm N	6	4	164k - 215k	18.0	\$92
The Ashlands @ Cypress	6	13	235k - 250k	5.5	\$89
Village at Rockfish	15	20	220k - 310k	9.0	\$83

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**Jack Britt****09/01/14 - 8/31/15**

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	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	2	0.2	2%	<b>0.0</b>
175,001	200,000	1	3	0.3	4%	<b>4.0</b>
200,001	225,000	1	8	0.7	9%	<b>1.5</b>
225,001	250,000	9	23	1.9	27%	<b>4.7</b>
250,001	275,000	7	14	1.2	16%	<b>6.0</b>
275,001	300,000	13	10	0.8	12%	<b>15.6</b>
300,001	325,000	10	4	0.3	5%	<b>30.0</b>
325,001	350,000	8	4	0.3	5%	<b>24.0</b>
350,001	375,000	7	9	0.8	11%	<b>9.3</b>
375,001	400,000	2	3	0.3	4%	<b>8.0</b>
400,001	450,000	1	1	0.1	1%	<b>12.0</b>
450,001	500,000	2	3	0.3	4%	<b>8.0</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	
		61	85	7.1		<b>8.6</b>

**Average Sale Price = \$277,951    Avg \$/S.F. = \$102.22**

## ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	6	5	290k - 460k	<b>14.4</b>	<b>\$124</b>
Palms @ Summer Grove	11	19	230k - 292k	<b>6.9</b>	<b>\$95</b>
Traemoor @ LW	9	6	345k - 480k	<b>18.0</b>	<b>\$122</b>
Westhaven	9	2	285k - 335k	<b>13.5</b>	<b>\$92</b>

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**Pine Forest**

**09/01/14 - 8/31/15**

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	3	0	0.0	0%	<b>#DIV/0!</b>
125,001	150,000	1	0	0.0	0%	<b>#DIV/0!</b>
150,001	175,000	1	2	0.2	3%	<b>6.0</b>
175,001	200,000	3	2	0.2	3%	<b>18.0</b>
200,001	225,000	1	4	0.3	7%	<b>3.0</b>
225,001	250,000	5	8	0.7	14%	<b>7.5</b>
250,001	275,000	8	13	1.1	22%	<b>7.4</b>
275,001	300,000	9	12	1.0	21%	<b>9.0</b>
300,001	325,000	4	9	0.8	16%	<b>5.3</b>
325,001	350,000	0	2	0.2	3%	<b>0.0</b>
350,001	375,000	0	1	0.1	2%	<b>0.0</b>
375,001	400,000	0	3	0.3	5%	<b>0.0</b>
400,001	450,000	0	1	0.1	2%	<b>0.0</b>
450,001	500,000	0	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>
		<b>35</b>	<b>58</b>	<b>4.8</b>		<b>7.2</b>

**Average Sale Price = \$280,217    Avg \$/S.F. = \$96.39**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	18	30	235k - 315k	<b>7.2</b>	<b>\$83</b>

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**Seventy First**

**09/01/14 - 8/31/15**

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	0	3	0.3	4%	<b>0.0</b>
150,001	175,000	2	6	0.5	8%	<b>4.0</b>
175,001	200,000	13	33	2.8	43%	<b>4.7</b>
200,001	225,000	13	26	2.2	34%	<b>6.0</b>
225,001	250,000	2	4	0.3	5%	<b>6.0</b>
250,001	275,000	4	3	0.3	4%	<b>16.0</b>
275,001	300,000	0	1	0.1	1%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<b>#DIV/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>34</b>	<b>76</b>	<b>6.3</b>		<b>5.4</b>

**Average Sale Price = \$200,655    Avg \$/S.F. = \$81.93**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	7	12	217k - 220k	<b>7.0</b>	<b>\$71</b>
Little River Farms	7	11	178k - 270k	<b>7.6</b>	<b>\$67</b>
James Creek	4	7	250k - 275k	<b>6.9</b>	<b>\$84</b>
The Bluffs at Treyburn	2	2	225k - 240k	<b>12.0</b>	<b>\$76</b>

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**South View**

**09/01/14 - 8/31/15**

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	0	1	0.1	2%	<b>0.0</b>
150,001	175,000	11	10	0.8	20%	<b>13.2</b>
175,001	200,000	6	12	1.0	24%	<b>6.0</b>
200,001	225,000	6	4	0.3	8%	<b>18.0</b>
225,001	250,000	7	22	1.8	43%	<b>3.8</b>
250,001	275,000	3	2	0.2	4%	<b>18.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<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>33</b>	<b>51</b>	<b>4.3</b>		<b>7.8</b>

**Average Sale Price = \$208,014    Avg \$/S.F. \$79.77**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	7	1	170k - 179k	<b>42.0</b>	<b>\$100</b>
Upchurch Farm (hope mill)	8	11	158k - 210k	<b>4.4</b>	<b>\$87</b>
Valley End	14	25	208k - 256k	<b>3.4</b>	<b>\$77</b>

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**Terry Sanford**

**09/01/14 - 8/31/15**

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	4	4	0.3	11%	12.0
200,001	225,000	5	4	0.3	11%	15.0
225,001	250,000	6	6	0.5	17%	12.0
250,001	275,000	4	6	0.5	17%	8.0
275,001	300,000	4	4	0.3	11%	12.0
300,001	325,000	3	2	0.2	6%	18.0
325,001	350,000	1	3	0.3	9%	4.0
350,001	375,000	7	1	0.1	3%	84.0
375,001	400,000	7	0	0.0	0%	#DIV/0!
400,001	450,000	0	3	0.3	9%	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	1	1	0.1	3%	12.0
600,001	1,875,000	0	1	0.1	3%	0.0
				0.0	0.0	
		42	35	2.9		14.4

**Average Sale Price = \$299,689 Avg \$/S. \$126.63**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	8	6	250k - 570k	16.0	\$120
Parkview	16	3	242k - 394k	64.0	\$170
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$137

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**Westover****09/01/14 - 8/31/15**

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	1	0	0.0	0%	<b>#DIV/0!</b>
150,001	175,000	1	5	0.4	71%	<b>2.4</b>
175,001	200,000	0	2	0.2	29%	<b>0.0</b>
200,001	225,000	0	0	0.0	0%	<b>0.0</b>
225,001	250,000	0	0	0.0	0%	<b>0.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<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	and up	0	0	0.0	0%	<b>0.0</b>

	2	7	0.6	<b>3.4</b>
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**Average Sale Price = \$169,100    Avg \$/S.    \$94.54    1911.59**

**ACTIVE SUBDIVISIONS**

Active	Closed	Price Range	Mos Inv.	\$/S.F.
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### Sales Trend New Construction August 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Aug	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	1	0	0	0	0	0	0	0	1	0.00%	0.10%
\$120,000 - \$139,999	1	0	3	1	3	3	5	1	0	0	0	0	17	0.83%	1.78%
\$140,000 - \$159,999	3	6	13	12	13	6	6	6	0	0	0	0	65	4.96%	6.80%
\$160,000 - \$179,999	9	19	22	18	18	22	17	10	0	0	0	0	135	8.26%	14.12%
\$180,000 - \$199,999	12	9	14	12	22	23	14	14	0	0	0	0	120	11.57%	12.55%
\$200,000 - \$249,999	31	20	53	37	44	56	46	54	0	0	0	0	341	44.63%	35.67%
\$250,000 - \$299,999	22	11	17	15	33	30	23	29	0	0	0	0	180	23.97%	18.83%
\$300,000 - \$349,999	3	4	5	8	9	10	9	4	0	0	0	0	52	3.31%	5.44%
\$350,000 - \$399,999	2	4	1	5	6	7	5	0	0	0	0	0	30	0.00%	3.14%
\$400,000 - \$499,999	1	0	3	1	2	2	2	3	0	0	0	0	14	2.48%	1.46%
\$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%	0.10%
\$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>109</b>	<b>151</b>	<b>159</b>	<b>127</b>	<b>121</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>956</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>1,132</b>		
<b>% Change</b>	<b>-20%</b>	<b>-34%</b>	<b>1%</b>	<b>-29%</b>	<b>-4%</b>	<b>3%</b>	<b>-20%</b>	<b>-25%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>-16%</b>		
<b>Current YTD</b>	<b>84</b>	<b>157</b>	<b>289</b>	<b>398</b>	<b>549</b>	<b>708</b>	<b>835</b>	<b>956</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>-17%</b>	<b>-13%</b>	<b>-14%</b>	<b>-16%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>			

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Appreciation Factors for New Construction 2014						
	2010	2011	2012	2013	2014	1 Year % chg
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	0.80%
Avg. S. F.	2,161	2,293	2,396	2,482	2,495	0.52%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	0.08%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	1.69%
Median S.F.	2,038	2,195	2,329	2,378	2,409	1.30%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.04%
Total Closed	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						
	2010	2011	2012	2013	2014	2 Year % chg
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	6.09%
Avg. S. F.	2,161	2,293	2,396	2,482	2,495	4.13%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	1.86%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	5.88%
Median S.F.	2,038	2,195	2,329	2,378	2,409	3.43%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.95%
Total Closed	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						
	2009	2010	2011	2012	2013	1 Year % 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

**Sept 1, 2014 to August 31, 2015 Whole MKT Existing Home Absorption Rates**

493 closed in August 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	563	1,339	111.58	5.05
\$75,000-\$99,999	431	508	42.33	10.18
\$100,000-\$124,999	536	545	45.42	11.80
\$125,000-\$149,999	463	611	50.92	9.09
\$150,000-\$174,999	462	512	42.67	10.83
\$175,000-\$199,999	292	352	29.33	9.95
\$200,000-\$224,999	179	230	19.17	9.34
\$225,000-\$249,999	202	180	15.00	13.47
\$250,000-\$299,999	272	203	16.92	16.08
\$300,000-\$349,999	134	93	7.75	17.29
\$350,000-\$399,999	105	55	4.58	22.91
\$400,000-\$499,999	70	34	2.83	24.71
\$500,000-\$749,999	71	14	1.17	60.86
\$750,000-\$999,999	8	1	0.08	96.00
\$1,000,000 and up	8	2	0.17	48.00
<b>Totals</b>	<b>3,796</b>	<b>4,679</b>	<b>389.92</b>	<b>9.74</b>

<b><u>July 31 2015 Existing Home Absorption Rates</u></b>	525 closed	was	<b>9.93</b>
<b><u>June 30 2015 Existing Home Absorption Rates</u></b>	442 closed	was	<b>10.25</b>
<b><u>May 31 2015 Existing Home Absorption Rates</u></b>	409 closed	was	<b>10.23</b>
<b><u>April 30 2015 Existing Home Absorption Rates</u></b>	370 closed	was	<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>September 30, 2014 Existing Home Absorption Rates</u></b>	365 closed	was	<b>10.44</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>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 August 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Aug	Percent YTD
\$1 - \$49,999	67	57	82	72	79	56	73	60	0	0	0	0	546	12.35%	16.85%
\$50,000 - \$59,999	17	14	15	18	15	27	17	20	0	0	0	0	143	4.12%	4.41%
\$60,000 - \$69,999	16	18	20	17	16	17	17	27	0	0	0	0	148	5.56%	4.57%
\$70,000 - \$79,999	15	14	13	13	16	19	22	23	0	0	0	0	135	4.73%	4.17%
\$80,000 - \$89,999	8	10	19	17	16	20	23	26	0	0	0	0	139	5.35%	4.29%
\$90,000 - \$99,999	16	12	16	21	16	15	15	13	0	0	0	0	124	2.67%	3.83%
\$100,000 - \$119,999	26	33	41	40	33	42	54	46	0	0	0	0	315	9.47%	9.72%
\$120,000 - \$139,999	27	38	43	27	58	44	48	50	0	0	0	0	335	10.29%	10.34%
\$140,000 - \$159,999	14	27	44	39	37	36	50	53	0	0	0	0	300	10.91%	9.26%
\$160,000 - \$179,999	21	22	40	34	34	38	57	43	0	0	0	0	289	8.85%	8.92%
\$180,000 - \$199,999	13	17	12	25	24	23	35	32	0	0	0	0	181	6.58%	5.59%
\$200,000 - \$249,999	16	22	30	28	41	58	65	47	0	0	0	0	307	9.67%	9.48%
\$250,000 - \$299,999	9	10	7	14	19	28	27	26	0	0	0	0	140	5.35%	4.32%
\$300,000 - \$349,999	5	4	3	10	7	13	9	14	0	0	0	0	65	2.88%	2.01%
\$350,000 - \$399,999	2	6	5	1	4	6	13	2	0	0	0	0	39	0.41%	1.20%
\$400,000 - \$499,999	1	1	4	1	2	6	6	2	0	0	0	0	23	0.41%	0.71%
\$500,000 - \$599,999	0	2	1	0	0	1	0	1	0	0	0	0	5	0.21%	0.15%
\$600,000 - \$699,999	0	0	0	0	0	2	0	1	0	0	0	0	3	0.21%	0.09%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	0	0	0	0	2	0.00%	0.06%
\$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	1	0	0	0	0	0	0	0	1	0.00%	0.03%
\$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>395</b>	<b>377</b>	<b>418</b>	<b>453</b>	<b>531</b>	<b>486</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,240</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>3,016</b>		
<b>% Change</b>	<b>-10%</b>	<b>11%</b>	<b>10%</b>	<b>7%</b>	<b>9%</b>	<b>-1%</b>	<b>17%</b>	<b>13%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>7%</b>		
<b>Current YTD</b>	<b>273</b>	<b>580</b>	<b>975</b>	<b>1,352</b>	<b>1,770</b>	<b>2,223</b>	<b>2,754</b>	<b>3,240</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>4%</b>	<b>5%</b>	<b>6%</b>	<b>4%</b>	<b>7%</b>	<b>7%</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%