

New Construction Absorption and Inventory Report As of December 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	\$157/S.F.	20.0 mos inv.
Gates Four	\$124/S.F.	24.0 mos inv.
Traemoor	\$122/S.F.	20.0 mos inv.
Anderson Creek	\$116/S.F.	5.6 mos inv.

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

Vandercroft	\$58/S.F.	3.8 mos inv.
Stone Cross	\$67/S.F.	14.4 mos inv.
Roslin Farms W.	\$78/S.F.	14.4 mos inv.
Valley End	\$78/S.F.	3.0 mos inv.
Wedgfield	\$78/S.F.	4.9 mos inv.
Manor@Lex	\$81/S.F.	3.7 mos inv.
Turnberry	\$82/S.F.	3.8 mos inv.

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This report created

1/26/2016

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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	85	6.5	-20%	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	152	5.7	-3%	156	5.8	-13%	180	6.5
June	162	6.0	5%	154	5.8	-14%	179	6.0
July	128	6.3	-19%	158	5.7	-10%	175	6.0
Aug	127	6.4	-22%	162	6.4	15%	141	6.0
Sept	109	6.3	4%	105	6.4	-31%	153	6.2
Oct	105	6.6	-5%	111	6.5	-18%	135	6.1
Nov	69	6.6	-26%	93	6.6	-13%	107	6.2
Dec	109	6.3	-6%	116	6.6	-22%	148	5.8

YTD 2015 1360
 YTD 2014 1557 -13% 2015 compared to 2014
 YTD 2013 1817 -25% 2015 compared to 2013

	2015		2014		2013	
Cumberland	587	43%	646	41%	786	43%
Harnett	434	32%	516	33%	575	32%
Hoke	171	13%	227	14%	298	16%
Other	168	12%	177	11%	155	9%
	=====		=====		=====	
Total	1360		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
12/01/14 - 11/30/15

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	1	0.1	0%	24.0
125,001	150,000	14	57	4.8	5%	2.9
150,001	175,000	75	175	14.6	15%	5.1
175,001	200,000	86	234	19.5	20%	4.4
200,001	225,000	73	180	15.0	15%	4.9
225,001	250,000	114	233	19.4	20%	5.9
250,001	275,000	103	113	9.4	9%	10.9
275,001	300,000	64	82	6.8	7%	9.4
300,001	325,000	15	39	3.3	3%	4.6
325,001	350,000	21	19	1.6	2%	13.3
350,001	375,000	19	23	1.9	2%	9.9
375,001	400,000	14	12	1.0	1%	14.0
400,001	450,000	8	15	1.3	1%	6.4
450,001	500,000	1	6	0.5	1%	2.0
500,001	550,000	1	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	3	0.3	0%	0.0
		612	1192	99.3		6.2

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Harnett County
01/01/15 -12/31/15

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	6	28	2.3	6%	2.6
150,001	175,000	42	93	7.8	21%	5.4
175,001	200,000	31	91	7.6	21%	4.1
200,001	225,000	13	67	5.6	15%	2.3
225,001	250,000	35	57	4.8	13%	7.4
250,001	275,000	24	26	2.2	6%	11.1
275,001	300,000	18	32	2.7	7%	6.8
300,001	325,000	2	14	1.2	3%	1.7
325,001	350,000	2	8	0.7	2%	3.0
350,001	375,000	7	6	0.5	1%	14.0
375,001	400,000	2	4	0.3	1%	6.0
400,001	450,000	3	6	0.5	1%	6.0
450,001	500,000	0	2	0.2	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
		185	434	36.2		5.1

Average Sale Price = \$217,508 Avg \$/S.F. = \$88.39

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	31	67	155k - 420k	5.6	\$116
Anderson Creek Crossing	15	0	228k - 257k	#DIV/0!	\$0
Cameron Woods (San)	6	6	170k - 235k	12.0	\$102
Carolina Lakes	7	6	239k - 450k	14.0	\$95
Forest Oaks	11	11	156k - 177k	12.0	\$103
Oakmont	8	18	245k - 286k	5.3	\$84
Stone Cross	6	5	181k - 195k	14.4	\$67
The Manors @ Lexington	21	34	163k - 300k	3.7	\$81
Trotters Ridge	7	15	215k - 265k	5.6	\$84
Vandercroft	15	48	148k - 178k	3.8	\$58
Woodshire	7	19	205k - 233k	4.4	\$77

Hoke County
01/01/15 -12/31/15

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	6	15	1.3	9%	4.8
150,001	175,000	7	26	2.2	15%	3.2
175,001	200,000	9	28	2.3	16%	3.9
200,001	225,000	8	24	2.0	14%	4.0
225,001	250,000	29	48	4.0	28%	7.3
250,001	275,000	21	19	1.6	11%	13.3
275,001	300,000	6	7	0.6	4%	10.3
300,001	325,000	0	1	0.1	1%	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	0	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	1	0.1	1%	0.0
		86	171	14.3		6.0

Average Sale Price = \$216,698 Avg \$/S.F. = \$87.34

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	10	4	255k - 285k	15.0	\$86
Bedford - Midlands	12	3	225k - 250k	24.0	\$101
Eagles Ridge (HC)	8	13	142k - 184k	7.4	\$100
Riverbrooke	8	20	150k - 179k	4.8	\$92
Shadow Creek	7	8	200k - 280k	10.5	\$92
Turnberry	15	24	240k - 285k	3.8	\$82
Wedgfield	14	34	222k - 260k	4.9	\$78

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**Cumberland County
01/01/15 -12/31/15**

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	1	0.1	0%	24.0
125,001	150,000	2	14	1.2	2%	1.7
150,001	175,000	26	56	4.7	10%	5.6
175,001	200,000	46	115	9.6	20%	4.8
200,001	225,000	52	89	7.4	15%	7.0
225,001	250,000	50	128	10.7	22%	4.7
250,001	275,000	58	68	5.7	12%	10.2
275,001	300,000	40	43	3.6	7%	11.2
300,001	325,000	13	24	2.0	4%	6.5
325,001	350,000	19	11	0.9	2%	20.7
350,001	375,000	12	16	1.3	3%	9.0
375,001	400,000	12	8	0.7	1%	18.0
400,001	450,000	5	9	0.8	2%	6.7
450,001	500,000	1	3	0.3	1%	4.0
500,001	550,000	1	0	0.0	0%	#DIV/0!
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	and up	0	2	0.2	0%	0.0
		341	587	48.9		7.0

Average Sale Price = \$237,561 Avg \$/S.F. = \$92.23

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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

	Mos. Inv. Nconst	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.	Mos. Inv. Existing
Cape Fear	5.4	6%	8%	16%	\$209,176	\$89	6.6
Douglas Byrd	8.6	1%	2%	4%	\$194,471	\$89	8.8
EE Smith	#DIV/0!	0%	0%	0%	\$0	\$0	8.7
Grays Creek	6.3	11%	14%	28%	\$229,714	\$88	7.1
Jack Britt	8.5	6%	7%	15%	\$282,406	\$102	5.9
Pine Forest	6.5	4%	5%	11%	\$275,241	\$98	8
Seventy First	4.6	4%	6%	12%	\$204,035	\$81	8.9
South View	7.0	3%	4%	8%	\$214,071	\$81	7.4
Terry Sanford	13.5	2%	3%	5%	\$309,250	\$126	13.4
Westover	2.4	0%	0%	1%	\$164,340	\$96	7.9
Harnett Co.	5.1	32%			\$217,508	\$88	7.3
Hoke Co.	6.0	13%			\$216,698	\$87	6.6
Cumberland	7.0	43%			\$237,561	\$92	9.1
Whole Mkt	6.3	32%					8.6

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Cape Fear

01/01/15 -12/31/15

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	3%	0.0
150,001	175,000	5	13	1.1	14%	4.6
175,001	200,000	7	22	1.8	23%	3.8
200,001	225,000	11	32	2.7	34%	4.1
225,001	250,000	7	15	1.3	16%	5.6
250,001	275,000	9	5	0.4	5%	21.6
275,001	300,000	3	4	0.3	4%	9.0
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%	#DIV/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
		43	95	7.9		5.4

Average Sale Price = \$209,176 Avg \$/S.F. = \$89.15

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	16	31	199k - 255k	6.2	\$86
Eastover North	7	0	260k - 290k	#DIV/0!	\$0

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Douglas Byrd
01/01/15 -12/31/15

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	1	0.1	5%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	4	0.3	19%	3.0
175,001	200,000	4	9	0.8	43%	5.3
200,001	225,000	3	2	0.2	10%	18.0
225,001	250,000	7	5	0.4	24%	16.8
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
		15	21	1.8		8.6

Average Sale Price = \$194,471 Avg \$/S. \$89.19

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	10	8	205k - 243k	15.0	\$83

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E.E. Smith

01/01/15 -12/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	#DIV/0!	0.0
100,001	125,000	0	0	0.0	#DIV/0!	0.0
125,001	150,000	0	0	0.0	#DIV/0!	0.0
150,001	175,000	0	0	0.0	#DIV/0!	0.0
175,001	200,000	5	0	0.0	#DIV/0!	#DIV/0!
200,001	225,000	2	0	0.0	#DIV/0!	#DIV/0!
225,001	250,000	0	0	0.0	#DIV/0!	0.0
250,001	275,000	0	0	0.0	#DIV/0!	0.0
275,001	300,000	0	0	0.0	#DIV/0!	0.0
300,001	325,000	0	0	0.0	#DIV/0!	0.0
325,001	350,000	0	0	0.0	#DIV/0!	0.0
350,001	375,000	0	0	0.0	#DIV/0!	0.0
375,001	400,000	0	0	0.0	#DIV/0!	0.0
400,001	450,000	0	0	0.0	#DIV/0!	0.0
450,001	500,000	0	0	0.0	#DIV/0!	0.0
500,001	550,000	0	0	0.0	#DIV/0!	0.0
550,001	600,000	0	0	0.0	#DIV/0!	0.0
600,001	and up	0	0	0.0	#DIV/0!	0.0
		7	0	0.0		#DIV/0!

Average Sale Price = \$0 Avg \$/S. \$0.00

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
North Ridge Park	7	0	185k - 208k	#DIV/0!	\$0

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Grays Creek
01/01/15 -12/31/15

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	2	7	0.6	4%	3.4
150,001	175,000	4	19	1.6	12%	2.5
175,001	200,000	14	37	3.1	22%	4.5
200,001	225,000	16	13	1.1	8%	14.8
225,001	250,000	18	43	3.6	26%	5.0
250,001	275,000	16	23	1.9	14%	8.3
275,001	300,000	6	7	0.6	4%	10.3
300,001	325,000	1	8	0.7	5%	1.5
325,001	350,000	3	2	0.2	1%	18.0
350,001	375,000	1	2	0.2	1%	6.0
375,001	400,000	3	1	0.1	1%	36.0
400,001	450,000	2	3	0.3	2%	8.0
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
		86	165	13.8		6.3

Average Sale Price = \$229,714 Avg \$/S.F. = \$87.65

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	7	18	140k - 189k	4.7	\$89
Roslin Farms West	12	10	241k - 285k	14.4	\$78
The Ashlands @ Cypress	6	17	240k - 250k	4.2	\$90
The Gardens @ Cypress	11	0	206k - 225k	#DIV/0!	\$0
Village at Rockfish	13	16	210k - 280k	9.8	\$84

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Jack Britt**01/01/15 -12/31/15**

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	1	3	0.3	3%	4.0
200,001	225,000	1	5	0.4	6%	2.4
225,001	250,000	5	26	2.2	30%	2.3
250,001	275,000	8	16	1.3	18%	6.0
275,001	300,000	15	13	1.1	15%	13.8
300,001	325,000	8	4	0.3	5%	24.0
325,001	350,000	12	5	0.4	6%	28.8
350,001	375,000	5	9	0.8	10%	6.7
375,001	400,000	4	4	0.3	5%	12.0
400,001	450,000	1	2	0.2	2%	6.0
450,001	500,000	1	1	0.1	1%	12.0
500,001	550,000	1	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
				0.0	0.0	
		62	88	7.3		8.5

Average Sale Price = \$282,406 Avg \$/S.F. = \$101.91

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	8	4	290k - 460k	24.0	\$124
Palms @ Summer Grove	9	21	240k - 285k	5.1	\$96
The Preserve @ Lake Up	8	1	297k - 373k	96.0	\$117
Traemoor @ LW	10	6	300k - 535k	20.0	\$122
Westhaven	7	5	285k - 335k	4.2	\$95

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Pine Forest

01/01/15 -12/31/15

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	0	0	0.0	0%	0.0
150,001	175,000	0	1	0.1	2%	0.0
175,001	200,000	1	4	0.3	6%	3.0
200,001	225,000	2	4	0.3	6%	6.0
225,001	250,000	4	11	0.9	17%	4.4
250,001	275,000	11	16	1.3	25%	8.3
275,001	300,000	11	13	1.1	20%	10.2
300,001	325,000	2	9	0.8	14%	2.7
325,001	350,000	2	2	0.2	3%	12.0
350,001	375,000	0	1	0.1	2%	0.0
375,001	400,000	0	3	0.3	5%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	1	0.1	2%	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
		35	65	5.4		6.5

Average Sale Price = \$275,241 Avg \$/S.F. = \$97.66

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	16	32	235k - 329k	6.0	\$85
Stonegate	6	2	265k - 297k	36.0	\$86

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Seventy First
01/01/15 -12/31/15

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	1	0.1	1%	0.0
150,001	175,000	4	4	0.3	6%	12.0
175,001	200,000	7	30	2.5	43%	2.8
200,001	225,000	12	25	2.1	36%	5.8
225,001	250,000	1	6	0.5	9%	2.0
250,001	275,000	3	3	0.3	4%	12.0
275,001	300,000	0	1	0.1	1%	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
		27	70	5.8		4.6

Average Sale Price = \$204,035 Avg \$/S.F. = \$81.41

ACTIVE SUBDIVISIONS

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

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South View

01/01/15 -12/31/15

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	2	0.2	4%	0.0
150,001	175,000	11	12	1.0	26%	11.0
175,001	200,000	5	8	0.7	17%	7.5
200,001	225,000	5	3	0.3	7%	20.0
225,001	250,000	4	18	1.5	39%	2.7
250,001	275,000	2	2	0.2	4%	12.0
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	1	0.1	2%	0.0
		27	46	3.8		7.0

Average Sale Price = \$214,071 Avg \$/S.F. \$81.31

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	7	2	170k - 179k	21.0	\$98
Valley End	11	22	208k - 258k	3.0	\$78

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Terry Sanford

01/01/15 -12/31/15

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	2	1	0.1	3%	24.0
200,001	225,000	0	5	0.4	16%	0.0
225,001	250,000	4	4	0.3	13%	12.0
250,001	275,000	7	3	0.3	9%	28.0
275,001	300,000	5	5	0.4	16%	12.0
300,001	325,000	3	3	0.3	9%	12.0
325,001	350,000	2	2	0.2	6%	12.0
350,001	375,000	6	4	0.3	13%	18.0
375,001	400,000	4	0	0.0	0%	#DIV/0!
400,001	450,000	1	4	0.3	13%	3.0
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	2	0	0.0	0%	#DIV/0!
600,001	1,875,000	0	1	0.1	3%	0.0
				0.0	0.0	
		36	32	2.7		13.5

Average Sale Price = \$309,250 Avg \$/S. \$125.83

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	17	7	240k - 570k	29.1	\$120
Parkview	10	6	244k - 380k	20.0	\$157

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Westover**01/01/15 -12/31/15**

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	1	0.1	20%	0.0
150,001	175,000	1	3	0.3	60%	4.0
175,001	200,000	0	1	0.1	20%	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	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
		1	5	0.4		2.4

Average Sale Price = \$164,340 Avg \$/S. \$95.74

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction December 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Dec	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%	0.07%
\$120,000 - \$139,999	1	0	3	1	3	3	5	1	1	5	1	0	24	0.00%	1.76%
\$140,000 - \$159,999	3	6	13	12	13	6	6	6	6	6	4	7	88	6.42%	6.47%
\$160,000 - \$179,999	9	19	22	18	18	22	17	12	18	14	7	17	193	15.60%	14.19%
92% \$180,000 - \$199,999	12	9	14	12	22	23	14	14	13	17	7	14	171	92% 12.84%	12.57%
\$200,000 - \$249,999	31	20	53	37	44	56	46	57	41	32	20	36	473	33.03%	34.78%
\$250,000 - \$299,999	22	11	17	15	34	31	23	30	19	19	19	26	266	23.85%	19.56%
\$300,000 - \$349,999	3	4	5	8	9	11	10	4	4	6	6	7	77	6.42%	5.66%
\$350,000 - \$399,999	3	4	1	5	6	7	5	0	2	5	2	2	42	1.83%	3.09%
\$400,000 - \$499,999	1	0	3	1	2	3	2	3	5	0	2	0	22	0.00%	1.62%
\$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	1	1	0	2	0.00%	0.15%
\$700,000 - \$799,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.07%
\$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%
Current Year Total	85	73	132	109	152	162	128	127	109	105	69	109	1,360	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	1,567		
% Change	-19%	-34%	1%	-29%	-3%	5%	-19%	-22%	1%	-6%	-28%	-8%	-13%		
Current YTD	85	158	290	399	551	713	841	968	1,077	1,182	1,251	1,360			
Prior YTD	105	216	347	501	658	812	970	1,132	1,240	1,352	1,448	1,567			
% Change YTD	-19%	-27%	-16%	-20%	-16%	-12%	-13%	-14%	-13%	-13%	-14%	-13%			

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Appreciation Factors for New Construction 2015								
							1 Year	
	2010	2011	2012	2013	2014	2015	% chg	
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	\$220,934	0.80%	
Avg. S. F.	2,161	2,293	2,396	2,482	2495	2519	0.52%	
Avg. \$/S.F.	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	\$91.68	0.08%	
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	\$224,900	1.69%	
Median S.F.	2,038	2,195	2,329	2,378	2,409	2,465	1.30%	
Median \$/S.F.	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	\$91.41	0.04%	
Total Closed	2,168	2,030	1,979	1,815	1,568	1,361	-13.61%	

Data was pulled from the MLS Jan 15 2015

Appreciation Factors for New Construction 2012 - 2015								
							4 Year	
	2010	2011	2012	2013	2014	2015	% chg	
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	\$220,934	4.96%	
Avg. S. F.	2,161	2,293	2,396	2,482	2495	2519	5.13%	
Avg. \$/S.F.	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	\$91.68	4.55%	
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	\$224,900	10.25%	
Median S.F.	2,038	2,195	2,329	2,378	2,409	2,465	5.84%	
Median \$/S.F.	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	\$91.41	3.13%	
Total Closed	2,168	2,030	1,979	1,815	1,568	1,361	-31.23%	

Data was pulled from the MLS Jan 15 2015

Appreciation Factors for New Construction 2014								
							1 Year	
	2010	2011	2012	2013	2014		% 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	2495		0.52%	
Avg. \$/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	1,568		-13.61%	

Data was pulled from the MLS Jan 18 2014

Jan 1, 2015 to December 31, 2015 Whole MKT Existing Home Absorption Rates

382 closed in December 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	537	1,350	112.50	4.77
\$75,000-\$99,999	431	515	42.92	10.04
\$100,000-\$124,999	409	582	48.50	8.43
\$125,000-\$149,999	390	641	53.42	7.30
\$150,000-\$174,999	328	551	45.92	7.14
\$175,000-\$199,999	266	402	33.50	7.94
\$200,000-\$224,999	142	264	22.00	6.45
\$225,000-\$249,999	176	214	17.83	9.87
\$250,000-\$299,999	212	206	17.17	12.35
\$300,000-\$349,999	111	90	7.50	14.80
\$350,000-\$399,999	73	64	5.33	13.69
\$400,000-\$499,999	63	33	2.75	22.91
\$500,000-\$749,999	50	17	1.42	35.29
\$750,000-\$999,999	11	2	0.17	66.00
\$1,000,000 and up	12	0	0.00	N/A
Totals	3,211	4,931	410.92	7.81

<u>November 30 2015 Existing Absorption</u>	362 closed	was	8.91
<u>October 31 2015 Existing Absorption</u>	430 closed	was	8.91
<u>September 30 2015 Existing Absorption</u>	437 closed	was	9.40
<u>Aug 31 2015 Existing Home Absorption Rates</u>	510 closed	was	9.74
<u>July 31 2015 Existing Home Absorption Rates</u>	525 closed	was	9.93
<u>June 30 2015 Existing Home Absorption Rates</u>	442 closed	was	10.25
<u>May 31 2015 Existing Home Absorption Rates</u>	418 closed	was	10.23
<u>April 30 2015 Existing Home Absorption Rates</u>	377 closed	was	10.11
<u>March 31 2015 Existing Home Absorption Rates</u>	385 closed	was	9.67
<u>February 28 2015 Existing Home Absorption Rates</u>	305 closed	was	9.25
<u>January 31 2015 Existing Home Absorption Rates</u>	265 closed	was	9.20
<u>December 31 2014 Existing Home Absorption Rates</u>	362 closed	was	9.19
<u>September 30, 2014 Existing Home Absorption Rates</u>	365 closed	was	10.44
<u>June 30, 2014 Existing Home Absorption Rates</u>	442 closed	was	11.06
<u>March 31, 2014 Existing Home Absorption Rates</u>	347 closed	was	10.46
<u>Dec 31, 2013 Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>March 31, 2013 Existing Home Absorption Rates</u>	261 closed	was	11.94
<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>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>	274	was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>	422	was	10.37
<u>Dec 31, 2009 Existing Home Absorption Rates</u>	274 closed	was	8.61
<u>March 31, 2009 Existing Home Absorption Rates</u>	329	was	6.95
<u>Dec 31, 2008 Existing Home Absorption Rates</u>	296 closed	was	6.39

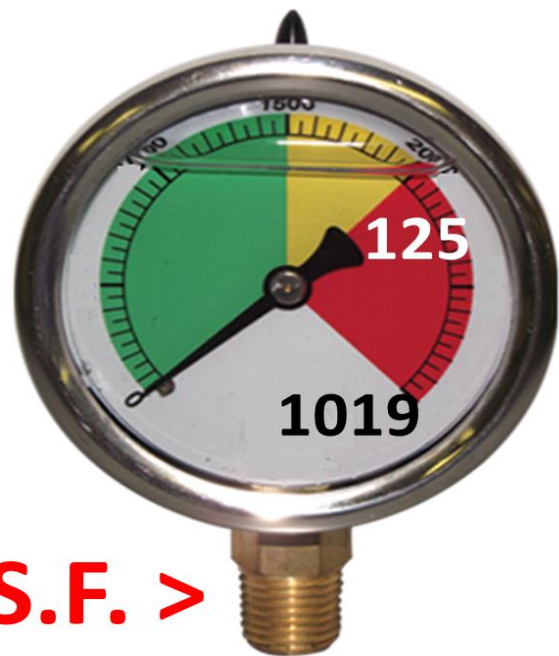
Existing Home Sales Days on Market Comparison

Median DAYS ON MARKET

Top 50% DOM



Bottom 50% DOM



< \$2.5/S.F. >

TOP 50% Of Market Median Days On Market = 20 Days
TOP 50% Of Market Longest Days On Market = 59 Days

BOTTOM 50% of Market Median Days on Market = 125 Days
BOTTOM 50% of Longest Days on Market = 1019 Days

Sales Trend Existing Residential December 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Dec	Percent YTD
\$1 - \$49,999	67	57	82	72	79	58	73	64	69	68	64	61	814	16.94%	16.75%
\$50,000 - \$59,999	17	14	15	18	15	26	17	23	19	19	20	10	213	2.78%	4.38%
\$60,000 - \$69,999	16	18	20	17	16	17	17	29	23	15	14	27	229	7.50%	4.71%
\$70,000 - \$79,999	15	14	13	13	16	19	22	25	12	17	20	20	206	5.56%	4.24%
\$80,000 - \$89,999	8	10	19	17	16	20	23	27	18	14	21	10	203	2.78%	4.18%
\$90,000 - \$99,999	16	12	16	21	16	15	15	14	32	23	8	9	197	2.50%	4.05%
\$100,000 - \$119,999	27	33	41	40	33	42	55	48	42	42	37	36	476	10.00%	9.79%
\$120,000 - \$139,999	27	38	43	27	58	45	50	52	39	33	41	30	483	8.33%	9.94%
\$140,000 - \$159,999	14	27	44	39	37	36	53	55	41	56	30	42	474	11.67%	9.75%
\$160,000 - \$179,999	21	22	40	34	34	38	57	45	34	34	31	31	421	8.61%	8.66%
\$180,000 - \$199,999	13	17	12	25	24	23	36	33	28	26	21	16	274	4.44%	5.64%
\$200,000 - \$249,999	16	22	30	28	41	58	65	47	45	33	34	43	462	11.94%	9.50%
\$250,000 - \$299,999	9	10	7	14	19	28	27	27	15	20	11	14	201	3.89%	4.13%
\$300,000 - \$349,999	5	4	3	10	7	13	10	14	4	12	5	4	91	1.11%	1.87%
\$350,000 - \$399,999	2	6	5	1	4	6	13	2	9	9	3	4	64	1.11%	1.32%
\$400,000 - \$499,999	1	1	4	1	2	6	6	2	4	5	0	2	34	0.56%	0.70%
\$500,000 - \$599,999	0	2	1	0	0	1	0	1	1	1	0	1	8	0.28%	0.16%
\$600,000 - \$699,999	0	0	0	0	0	2	0	1	1	0	1	0	5	0.00%	0.10%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	1	2	0	0	5	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	1	0	0	0	0	0	0	0	1	0.00%	0.02%
\$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	274	307	395	377	418	455	539	509	437	429	361	360	4,861	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	364	319	372	4,445		
% Change	-10%	11%	10%	7%	9%	-0%	19%	18%	17%	18%	13%	-3%	9%		
Current YTD	274	581	976	1,353	1,771	2,226	2,765	3,274	3,711	4,140	4,501	4,861			
Prior YTD	303	580	940	1,291	1,675	2,131	2,585	3,016	3,390	3,754	4,073	4,445			
% Change YTD	-10%	0%	4%	5%	6%	4%	7%	9%	9%	10%	11%	9%			

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Appreciation Factors for Existing 2015							
							1 Year
	2010	2011	2012	2013	2014	2015	% chg
Avg. Price	\$139,942	\$133,076	\$138,981	\$129,698	\$135,465	\$133,251	-1.63%
Avg. S. F.	1,715	1,740	1,769	1,769	1,775	1,817	2.37%
Avg. \$/S.F	\$79.87	\$76.49	\$75.32	\$73.32	\$73.63	\$73.35	-0.38%
Median Price	\$125,000	\$124,900	\$122,000	\$119,900	\$117,000	\$124,000	5.98%
Median S.F.	1,597	1,622	1,633	1,647	1,636	1,693	3.48%
Median \$/S.F	\$81.42	\$79.19	\$75.61	\$74.25	\$73.08	\$73.99	1.25%
Total Closed	3,628	3,429	3,173	3,840	4,445	4,886	9.92%

*Data was pulled out of MLS on Jan 15 2015

Appreciation Factors for Existing 2012 - 2015							
							4 Years
	2010	2011	2012	2013	2014	2015	% chg
Avg. Price	\$139,942	\$133,076	\$138,981	\$129,698	\$135,465	\$133,251	-4.12%
Avg. S. F.	1,715	1,740	1,769	1,769	1,775	1,817	2.71%
Avg. \$/S.F	\$79.87	\$76.49	\$75.32	\$73.32	\$73.63	\$73.35	-2.62%
Median Price	\$125,000	\$124,900	\$122,000	\$119,900	\$117,000	\$124,000	1.64%
Median S.F.	1,597	1,622	1,633	1,647	1,636	1,693	3.67%
Median \$/S.F	\$81.42	\$79.19	\$75.61	\$74.25	\$73.08	\$73.99	-2.14%
Total Closed	3,628	3,429	3,173	3,840	4,445	4,886	53.99%

*Data was pulled out of MLS on Jan 15 2015

Appreciation Factors for Existing 2014							
							1 Year
	2010	2011	2012	2013	2014		% chg
Avg. Price	\$139,942	\$133,076	\$138,981	\$129,698	\$135,465		4.45%
Avg. S. F.	1,715	1,740	1,769	1,769	1,775		0.34%
Avg. \$/S.F	\$79.87	\$76.49	\$75.32	\$73.32	\$73.63		0.43%
Median Price	\$125,000	\$124,900	\$122,000	\$119,900	\$117,000		-2.42%
Median S.F.	1,597	1,622	1,633	1,647	1,636		-0.67%
Median \$/S.F	\$81.42	\$79.19	\$75.61	\$74.25	\$73.08		-1.58%
Total Closed	3,628	3,429	3,173	3,840	4,418		15.05%

*Data was pulled out of MLS on Jan 18 2014

SUMMARY OF SALES 2015

New Construction Homes Sales 2012-2014 By County

County	New 2012	New 2013	New 2014	New 2015	Percentage Chg 1 Year
Whole MKT	1979	1817	1568	1361	-13.2%
Cumberland	814	788	653	587	-10%
Harnett	666	575	519	484	-7%
Hoke	350	298	228	171	-25%

Existing Homes Sales 2012-2014 By County

County	Existing 2012	Existing 2013	Existing 2014	Existing 2015	Percentage Chg 1 Year
Whole MKT	3173	3857	4445	4881	9.8%
Cumberland	2015	2472	2706	2901	7%
Harnett	400	492	655	761	14%
Hoke	316	340	428	523	22%

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

	All Sales 2012	All Sales 2013	All Sales 2014	All Sales 2015	Percentage Chg 1 Year
Whole MKT	5152	5674	6013	6251	4.0%
Cumberland	2829	3260	3359	3493	4%
Harnett	1066	1067	1174	1197	2%
Hoke	666	638	656	694	6%

Fayetteville Regional Association of REALTORS

Residential Yearly Sales
EOY 2011, 2012, 2013, 2014 and 2015

	Total	% r/s : n/c	Foreclosure	% of total	Short Sale	% of total
2011						
resale	3429	62.81%	647	18.87%	47	1.37%
new const	2030	37.19%	3	0.15%	2	0.10%
total	5459		650		49	
2012						
resale	3173	61.59%	716	22.57%	55	1.73%
new const	1979	38.41%	0	0.00%	3	0.15%
total	5152		716		58	
2013						
resale	3840	67.90%	1045	27.21%	51	1.33%
new const	1815	32.10%	1	0.06%	0	0.00%
total	5655		1046		51	
2014						
resale	4398	73.97%	1251	28.44%	51	1.16%
new const	1548	26.03%	0	0.00%	0	0.00%
total	5946		1251		51	
2015						
resale	4884	78.22%	1192	24.41%	58	1.19%
new const	1360	21.78%	0	0.00%	0	0.00%
total	6244		1192		58	

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