

New Construction Absorption and Inventory Report

As of February 28, 2014

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

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

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

Gates Four	\$131/S.F.	4.4 mos inv.
Cottages Ramsey	\$124/S.F.	21.0 mos inv.
Meadow Walk	\$118/S.F.	5.0 mos inv.

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

Gates @ Lexington	\$72/S.F.	2.5 mos inv.
Park Place	\$73/S.F.	9.8 mos inv.
W. Landing @ Smt	\$75/S.F.	10.0 mos inv.
Rosalyn FW	\$76/S.F.	2.3 mos inv.
Wedgfield	\$76/S.F.	4.8 mos inv.
Coopers Creek	\$75/S.F.	9.9 mos inv.
Braxton Vlg.	\$77/S.F.	4.8 mos inv.

This report created
3/20/2014

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Month by Month Comparison of Closed New Construction For 2011 to 2013

	2013			2012			2012	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	106	6.5	-20%	132	5.8	9%	121	7.1
Feb	110	6.3	-23%	142	5.9	-6%	151	6.8
Mar				178	5.6	4%	171	6.8
April				147	5.8	-9%	162	6.6
May				180	5.8	-4%	188	6.5
June				179	5.8	5%	171	6.0
July				175	5.7	-5%	184	6.0
Aug				141	6.4	-33%	210	6.0
Sept				153	6.4	-3%	158	6.2
Oct				134	6.5	-19%	165	6.1
Nov				106	6.6	-29%	149	6.2
Dec				147	6.6	-1%	149	5.8

YTD 2014	216		
YTD 2013	274	-21%	13 compared to 12
YTD 2012	272	-21%	13 compared to 11

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	86	40%	786	43%	805	41%
Harnett	72	33%	575	32%	661	34%
Hoke	44	20%	298	16%	350	18%
Other	14	6%	155	9%	149	8%
	=====		=====		=====	
Total	216		1814		1965	

TOTAL 2005	2417	TOTAL 2010	1979
TOTAL 2006	2716	TOTAL 2011	2030
TOTAL 2007	2305	TOTAL 2012	1965
TOTAL 2008	2088	TOTAL 2013	1814
TOTAL 2009	2190		

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Market Review February 2014

Existing home prices continue to come down and their sales pace is picking up while New Construction prices for numerous reasons have to go up and their sales continue to slow down.

Our market has too much Existing Inventory at 10.34 months and must continue to sell off that inventory to get back to a balanced 6 mos inventory

81% of all New Construction sales happen below \$250,000.

In Existing Sales, If you are marketing houses over \$180,000 you are missing over 85% of the market.

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

Harnett, Hoke, Cumberland County
03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	2	12	1.0	1%	2.0
125,001	150,000	46	89	7.4	6%	6.2
150,001	175,000	111	281	23.4	17%	4.7
175,001	200,000	150	336	28.0	21%	5.4
200,001	225,000	145	257	21.4	16%	6.8
225,001	250,000	173	276	23.0	17%	7.5
250,001	275,000	86	168	14.0	10%	6.1
275,001	300,000	52	73	6.1	5%	8.5
300,001	325,000	17	33	2.8	2%	6.2
325,001	350,000	9	21	1.8	1%	5.1
350,001	375,000	14	18	1.5	1%	9.3
375,001	400,000	9	20	1.7	1%	5.4
400,001	450,000	12	16	1.3	1%	9.0
450,001	500,000	2	10	0.8	1%	2.4
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	2	1	0.1	0%	0.0
600,001	100,000,000	4	1	0.1	0%	48.0
		835	1615	134.6		6.2

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Harnett County
03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	1	8	0.7	1%	1.5
125,001	150,000	23	36	3.0	6%	7.7
150,001	175,000	55	118	9.8	21%	5.6
175,001	200,000	43	94	7.8	17%	5.5
200,001	225,000	64	98	8.2	18%	7.8
225,001	250,000	57	90	7.5	16%	7.6
250,001	275,000	31	51	4.3	9%	7.3
275,001	300,000	22	24	2.0	4%	11.0
300,001	325,000	5	14	1.2	3%	4.3
325,001	350,000	4	7	0.6	1%	6.9
350,001	375,000	5	3	0.3	1%	20.0
375,001	400,000	4	5	0.4	1%	9.6
400,001	450,000	4	5	0.4	1%	9.6
450,001	500,000	0	4	0.3	1%	0.0
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	0%	0.0
		318	559	46.6		6.8

Average Sale Price = \$216,610 Avg \$/S.F. = \$91.03

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	51	85	168k - 420k	7.2	\$120
Ashford	11	13	196k - 226k	10.2	\$90
Carolina Lakes	9	13	255k - 450k	8.3	\$100
Carolina Season	11	12	167k - 250k	11.0	\$87
Coopers Creek	14	17	177k - 260k	9.9	\$75
Forest Oaks	9	16	160k - 174k	6.8	\$101
Mamie Belle Ridge	7	5	240k - 255k	16.8	\$72
Oakmont	11	31	232k - 269k	4.3	\$80
Olde Farm	12	14	173k - 213k	10.3	\$85
Pattons Point	7	23	135k - 189k	3.7	\$95
The Colony @ Lexington	25	52	200k - 250k	5.8	\$87
Gate @ Lexington Plant.	6	29	200k - 230k	2.5	\$72
The Manors @ Lexington	16	4	240k - 300k	24.0	\$74
Thomas Manor	7	2	170k - 185k	42.0	\$102
Tingen Pointe	8	20	165k - 185k	4.8	\$96
Trotters Ridge	9	23	195k - 245k	4.7	\$82
Vandercroft	9	19	153k - 174k	5.7	\$91
VLG of Lexington Plantat	7	14	160k - 175k	6.0	\$95
West Landing @ the Sur	10	6	228k - 240k	10.0	\$75
Woodshire	17	11	195k - 244k	18.5	\$93

Hoke County
03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	0%	0.0
125,001	150,000	13	11	0.9	4%	14.2
150,001	175,000	15	59	4.9	20%	3.1
175,001	200,000	23	90	7.5	31%	3.1
200,001	225,000	9	45	3.8	15%	2.4
225,001	250,000	32	56	4.7	19%	6.9
250,001	275,000	14	22	1.8	7%	7.6
275,001	300,000	1	2	0.2	1%	6.0
300,001	325,000	1	2	0.2	1%	6.0
325,001	350,000	0	4	0.3	1%	0.0
350,001	375,000	0	2	0.2	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	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
		108	295	24.6		4.4

Average Sale Price = \$205,255 Avg \$/S.F. = \$87.69

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	7	34	177k - 200k	2.5	\$92
Eagles Ridge	12	4	130k - 213k	36.0	\$88
Raeford	6	6	140k - 210k	12.0	\$84
Riverbrooke	13	22	153k - 180k	7.1	\$93
The Pines @ W. Gate	6	33	190k - 257k	1.1	\$87
Turnberry	19	35	225k - 270k	3.3	\$80
Wedgfield	25	43	224k - 255k	7.0	\$76

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Cumberland County
03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	1	3	0.3	0%	4.0
125,001	150,000	10	42	3.5	6%	2.9
150,001	175,000	41	104	8.7	14%	4.7
175,001	200,000	84	152	12.7	20%	6.6
200,001	225,000	72	114	9.5	15%	7.6
225,001	250,000	84	130	10.8	17%	7.8
250,001	275,000	41	95	7.9	12%	5.2
275,001	300,000	29	47	3.9	6%	7.4
300,001	325,000	11	17	1.4	2%	7.8
325,001	350,000	5	10	0.8	1%	6.0
350,001	375,000	9	13	1.1	2%	8.3
375,001	400,000	5	15	1.3	2%	4.0
400,001	450,000	8	11	0.9	1%	8.7
450,001	500,000	2	5	0.4	1%	4.8
500,001	550,000	1	0	0.0	0%	#DIV/0!
550,001	600,000	2	1	0.1	0%	24.0
600,001	and up	4	0	0.0	0%	#DIV/0!
		409	761	63.4		6.4

Average Sale Price = \$227,176 Avg \$/S.F. = \$89.52

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Summary of New Construction Inventory In Cumberland County School Districts

	Mos. Inv.	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.
Cape Fear	6.2	6%	6%	14%	\$199,097	\$89
Douglas Byrd	9.0	2%	2%	4%	\$184,336	\$83
EE Smith	2.2	1%	1%	1%	\$185,755	\$89
Grays Creek	5.1	10%	11%	23%	\$222,477	\$82
Jack Britt	3.7	9%	10%	21%	\$276,433	\$99
Pine Forest	7.6	4%	5%	10%	\$246,187	\$89
Seventy First	7.3	6%	7%	15%	\$208,335	\$85
South View	7.7	3%	3%	7%	\$182,056	\$86
Terry Sanford	22.0	1%	1%	3%	\$263,727	\$114
Westover	7.2	1%	1%	1%	\$174,720	\$92
Harnett Co.	6.8	33%			\$216,610	\$91
Hoke Co.	4.4	20%			\$205,255	\$88
Cumberland	6.4	40%			\$227,176	\$90

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Cape Fear

03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	1	15	1.3	15%	0.8
150,001	175,000	10	22	1.8	21%	5.5
175,001	200,000	16	36	3.0	35%	5.3
200,001	225,000	10	12	1.0	12%	10.0
225,001	250,000	12	2	0.2	2%	72.0
250,001	275,000	1	4	0.3	4%	3.0
275,001	300,000	2	3	0.3	3%	8.0
300,001	325,000	0	1	0.1	1%	0.0
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	0	2	0.2	2%	0.0
375,001	400,000	0	3	0.3	3%	0.0
400,001	450,000	1	1	0.1	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	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		53	103	8.6		6.2

Average Sale Price = \$199,097 Avg \$/S.F. = \$88.51

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	13	28	165k - 238k	5.6	\$87
River Glen	8	14	180k - 230k	6.9	\$81
Windwood Oaks	7	10	150k - 181k	8.4	\$93

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Douglas Byrd

03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	4%	0.0
100,001	125,000	1	0	0.0	0%	#DIV/0!
125,001	150,000	0	4	0.3	14%	0.0
150,001	175,000	5	10	0.8	36%	6.0
175,001	200,000	6	2	0.2	7%	36.0
200,001	225,000	3	3	0.3	11%	12.0
225,001	250,000	6	7	0.6	25%	10.3
250,001	275,000	0	1	0.1	4%	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
		21	28	2.3		9.0

Average Sale Price = \$184,336 Avg \$/S. \$83.48

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	7	3	173k - 190k	28.0	\$99
Park Place	9	11	220k - 250k	9.8	\$73
Acorn Ridge	3	10	140k - 165k	3.6	\$101

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E.E. Smith**03/01/13 - 02/28/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	1	0.1	9%	12.0
150,001	175,000	0	1	0.1	9%	0.0
175,001	200,000	1	8	0.7	73%	1.5
200,001	225,000	0	0	0.0	0%	0.0
225,001	250,000	0	0	0.0	0%	0.0
250,001	275,000	0	1	0.1	9%	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
		2	11	0.9		2.2

Average Sale Price = \$185,755 Avg \$/S. \$89.07**Active Subdivisions**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
North Ridge Park	4	10	167k - 194k	4.8	\$90

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Grays Creek**03/01/13 - 02/28/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	5	16	1.3	9%	3.8
150,001	175,000	7	19	1.6	11%	4.4
175,001	200,000	15	23	1.9	13%	7.8
200,001	225,000	11	25	2.1	14%	5.3
225,001	250,000	21	54	4.5	31%	4.7
250,001	275,000	9	16	1.3	9%	6.8
275,001	300,000	4	11	0.9	6%	4.4
300,001	325,000	0	4	0.3	2%	0.0
325,001	350,000	1	3	0.3	2%	4.0
350,001	375,000	0	1	0.1	1%	0.0
375,001	400,000	0	1	0.1	1%	0.0
400,001	450,000	1	1	0.1	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	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		74	175	14.6		5.1

Average Sale Price = \$222,477 Avg \$/S.F. = \$82.34

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	8	21	137k - 190k	4.6	\$92
Braxton Village	12	30	177k - 260k	4.8	\$77
Cypress LK VIL	8	13	245k - 349k	7.4	\$99
Roslin Farms West	7	36	225k - 247k	2.3	\$76
Village at Rockfish	8	14	185k - 244k	6.9	\$80

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Jack Britt
03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	0	2	0.2	1%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	6	6	0.5	4%	12.0
200,001	225,000	10	24	2.0	15%	5.0
225,001	250,000	5	31	2.6	19%	1.9
250,001	275,000	7	40	3.3	25%	2.1
275,001	300,000	5	20	1.7	13%	3.0
300,001	325,000	1	5	0.4	3%	2.4
325,001	350,000	3	5	0.4	3%	7.2
350,001	375,000	3	9	0.8	6%	4.0
375,001	400,000	3	6	0.5	4%	6.0
400,001	450,000	3	6	0.5	4%	6.0
450,001	500,000	2	4	0.3	3%	6.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	1	1	0.1	1%	12.0
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		49	160	13.3		3.7

Average Sale Price = \$276,433 Avg \$/S.F. = \$99.27

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates at Camden	6	24	217k - 269k	3.0	\$94
Highland Pointe @ Sumr	16	31	213k - 280k	6.2	\$89

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Pine Forest

03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	3	5	0.4	7%	7.2
175,001	200,000	2	14	1.2	19%	1.7
200,001	225,000	4	9	0.8	12%	5.3
225,001	250,000	8	11	0.9	15%	8.7
250,001	275,000	9	20	1.7	27%	5.4
275,001	300,000	13	6	0.5	8%	26.0
300,001	325,000	4	3	0.3	4%	16.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	2	0	0.0	0%	#DIV/0!
375,001	400,000	0	2	0.2	3%	0.0
400,001	450,000	2	2	0.2	3%	12.0
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	74	6.2		7.6

Average Sale Price = \$246,187 Avg \$/S.F. = \$88.57

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	7	4	190k - 279k	21.0	\$124
Liberty Hills	17	1	237k - 318k	204.0	\$84

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Seventy First**03/01/13 - 02/28/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	2	1	0.1	1%	24.0
150,001	175,000	8	18	1.5	16%	5.3
175,001	200,000	17	38	3.2	33%	5.4
200,001	225,000	24	28	2.3	24%	10.3
225,001	250,000	11	16	1.3	14%	8.3
250,001	275,000	5	8	0.7	7%	7.5
275,001	300,000	1	3	0.3	3%	4.0
300,001	325,000	2	3	0.3	3%	8.0
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
		70	115	9.6		7.3

Average Sale Price = \$208,335 Avg \$/S.F. = \$84.81

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ W, Point	10	16	212k - 225k	7.5	\$85
Highcroft	9	16	169k - 204k	6.8	\$99
James Creek	10	17	230k - 320k	7.1	\$87
Little River Farms	6	7	197k - 235k	10.3	\$59
The Bluffs at Treyburn	7	22	199k - 255k	3.8	\$85
The Knolls on Cliffdale	10	12	190k - 220k	10.0	\$91

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South View

03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	2%	0.0
150,001	175,000	4	23	1.9	41%	2.1
175,001	200,000	8	23	1.9	41%	4.2
200,001	225,000	6	8	0.7	14%	9.0
225,001	250,000	17	1	0.1	2%	204.0
250,001	275,000	1	0	0.0	0%	#DIV/0!
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		36	56	4.7		7.7

Average Sale Price = \$182,056 Avg \$/S.F. \$86.05

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Fox Meadows	4	3	210k - 230k	16.0	\$77
Valley End	17	0	218k -250k	#DIV/0!	\$0

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Terry Sanford

03/01/13 - 02/28/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	4%	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	1	0	0.0	0%	#DIV/0!
175,001	200,000	10	1	0.1	4%	120.0
200,001	225,000	2	2	0.2	8%	12.0
225,001	250,000	5	7	0.6	29%	8.6
250,001	275,000	4	4	0.3	17%	12.0
275,001	300,000	4	4	0.3	17%	12.0
300,001	325,000	4	1	0.1	4%	48.0
325,001	350,000	1	1	0.1	4%	12.0
350,001	375,000	4	1	0.1	4%	48.0
375,001	400,000	2	2	0.2	8%	12.0
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	1	0	0.0	0%	#DIV/0!
550,001	600,000	1	0	0.0	0%	0.0
600,001	1,875,000	4	0	0.0	0%	#DIV/0!
				0.0	0.0	
		44	24	2.0		22.0

Average Sale Price = \$263,727 Avg \$/S. \$114.28

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	8	3	260k - 310k	32.0	\$115
Villas @ Lockwood Park	11	1	200k - 235k	132.0	\$150
Meadow Walk	5	12	200k - 235k	5.0	\$118

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Westover**03/01/13 - 02/28/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	10%	0.0
150,001	175,000	3	6	0.5	60%	6.0
175,001	200,000	3	1	0.1	10%	36.0
200,001	225,000	0	2	0.2	20%	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
		6	10	0.8		7.2

Average Sale Price = \$174,720 Avg \$/S. \$92.02

ACTIVE SUBDIVISIONS

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

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

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

2114 1863 2005 2264 2107 2027 2787

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

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Sales Trend New Construction January 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Feb	Percent YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70,000 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	2	1	0	0	0	0	0	0	0	0	0	0	3	0.91%	1.39%
\$120,000 - \$139,999	3	3	0	0	0	0	0	0	0	0	0	0	6	2.73%	2.78%
81% \$140,000 - \$159,999	8	12	0	0	0	0	0	0	0	0	0	0	20	10.91%	9.26%
\$160,000 - \$179,999	17	28	0	0	0	0	0	0	0	0	0	0	45	25.45%	20.83%
\$180,000 - \$199,999	21	24	0	0	0	0	0	0	0	0	0	0	45	21.82%	20.83%
\$200,000 - \$249,999	31	24	0	0	0	0	0	0	0	0	0	0	55	21.82%	25.46%
\$250,000 - \$299,999	11	16	0	0	0	0	0	0	0	0	0	0	27	14.55%	12.50%
\$300,000 - \$349,999	6	1	0	0	0	0	0	0	0	0	0	0	7	0.91%	3.24%
\$350,000 - \$399,999	2	1	0	0	0	0	0	0	0	0	0	0	3	0.91%	1.39%
\$400,000 - \$499,999	4	0	0	0	0	0	0	0	0	0	0	0	4	0.00%	1.85%
\$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	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.46%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	106	110	0	0	0	0	0	0	0	0	0	0	216	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	148	274		
% Change	-20%	-23%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-21%		
Current YTD	106	216	0	0	0	0	0	0	0	0	0	0			
Prior YTD	132	274	452	599	780	959	1,134	1,275	1,428	1,562	1,668	1,816			
% Change YTD	-20%	-21%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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

Data was pulled from the MLS Jan 18 2014

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

Data was pulled from the MLS Jan 14 2013

Year in Review - Whole Market New Construction 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	1815	856	387
Average Homes Sold per Month	151.3	142.7	129.0
Current Active Listings on MLS:	1005	1005	1005
Months of Supply on Market:	6.6	7.0	7.8
Average List Price:	\$221,866	\$224,429	\$224,700
Average Sale Price	\$221,524	\$224,136	\$224,648
Average Days on Market	141	129	134
Average sq. ft.	2482	2507	2537
Average \$/S.F.	\$89	\$89	\$89

Whole Market New Construction 2013

Sold	1815
Current Active	1005
Months of Supply on Market	7

ODDS of Selling in 30 Days	14%
Odds for 6 Months	48%

Rule of Thumb

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

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of January 18, 2014

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Year in Review - Cumberland New Construction 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	786	381	157
Average Homes Sold per Month	65.5	63.5	52.3
Current Active Listings on MLS:	450	450	450
Months of Supply on Market:	6.9	7.1	8.6
Average List Price:	\$227,646	\$227,968	\$226,605
Average Sale Price	\$227,120	\$227,477	\$226,039
Average Days on Market	143	129	131
Average sq. ft.	2532	2551	2601
Average \$/S.F.	\$90	\$89	\$87

Whole Market New Construction 2013

Sold	1815
Current Active	1005
Months of Supply on Market	7

ODDS of Selling in 30 Days	14%
Odds for 6 Months	48%

Rule of Thumb

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

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

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Year in Review - Harnett New Construction 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	575	262	129
Average Homes Sold per Month	47.9	43.7	43.0
Current Active Listings on MLS:	341	341	341
Months of Supply on Market:	7.1	7.8	7.9
Average List Price:	\$214,998	\$221,858	\$230,414
Average Sale Price	\$214,963	\$222,077	\$231,375
Average Days on Market	155	137	149
Average sq. ft.	2399	2442	2523
Average \$/S.F.	\$90	\$91	\$92

Whole Market New Construction 2013

Sold	1815
Current Active	1005
Months of Supply on Market	7

ODDS of Selling in 30 Days	13%
Odds for 6 Months	44%

Rule of Thumb

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

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

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Year in Review - Hoke New Construction 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	289	147	73
Average Homes Sold per Month	24.1	24.5	24.3
Current Active Listings on MLS:	100	100	100
Months of Supply on Market:	4.2	4.1	4.1
Average List Price:	\$205,622	\$210,746	\$211,564
Average Sale Price	\$205,105	\$210,168	\$211,142
Average Days on Market	127	117	115
Average sq. ft.	2347	2418	2431
Average \$/S.F.	\$87	\$87	\$87

Whole Market New Construction 2013

Sold	1815
Current Active	1005
Months of Supply on Market	7

ODDS of Selling in 30 Days	25%
Odds for 6 Months	58%

Rule of Thumb

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

*Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of
 #####*

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January 1 - Dec 31

	2010	2011	2012	2013	
Total Closed - Existing	3628	3429	3173	3840	21%
Total Value	\$513,760,811	\$484,469,600	\$440,987,905	\$520,137,485	
Average Price	\$139,942	\$135,691	\$133,076	\$129,699	
Total Closed -New	2,168	2,030	1,979	1,815	-8%
Total Value	\$443,305,254	\$421,092,977	\$416,553,284	\$402,066,061	
Average Price	\$204,477	\$207,435	\$210,487	\$221,524	
Total Listings Closed	5,796	5,459	5,152	5,655	10%
Total Value	\$854,485,867	\$816,552,309	\$726,694,013	\$922,203,546	

March 1, 2013 to Feb 28, 2014 Whole MKT Existing Home Absorption Rates

293 closed in January 14

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	532	1,104	91.58	5.81
\$75,000-\$99,999	475	452	37.42	12.69
\$100,000-\$124,999	415	533	44.42	9.34
\$125,000-\$149,999	387	516	43.00	9.00
\$150,000-\$174,999	366	450	37.50	9.76
\$175,000-\$199,999	281	288	24.00	11.71
\$200,000-\$224,999	159	142	11.83	13.44
\$225,000-\$249,999	192	120	10.00	19.20
\$250,000-\$299,999	219	139	11.58	18.91
\$300,000-\$349,999	93	67	5.58	16.66
\$350,000-\$399,999	84	36	3.00	28.00
\$400,000-\$499,999	69	36	3.00	23.00
\$500,000-\$749,999	65	21	1.75	37.14
\$750,000-\$999,999	16	2	0.17	96.00
\$1,000,000 and up	14	1	0.08	168.00
Totals	3,367	3,907	325.58	10.34

<u>Jan 31, Existing Home Absorption Rates</u>	293 closed	was	10.28
<u>Dec 31, Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Nov 30, Existing Home Absorption Rates</u>	287 closed	was	10.84
<u>Oct 31, Existing Home Absorption Rates</u>	346 closed	was	11.11
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>Aug 31, 2013 Existing Home Absorption Rates</u>	348 closed	was	11.33
<u>July 31, 2013 Existing Home Absorption Rates</u>	350 closed	was	11.69
<u>June 30, 2013 Existing Home Absorption Rates</u>	365 closed	was	11.90
<u>May 31, 2013 Existing Home Absorption Rates</u>	357 closed	was	11.99
<u>April 30, 2013 Existing Home Absorption Rates</u>	294 closed	was	12.18
<u>March 31, 2013 Existing Home Absorption Rates</u>	261 closed	was	11.94
<u>February 28, 2013 Existing Home Absorption Rates</u>	246 closed	was	11.63
<u>January 31, 2013 Existing Home Absorption Rates</u>	236 closed	was	11.68
<u>December 31, 2012 Existing Home Absorption Rates</u>	228 closed	was	11.61
<u>October 31, 2012 Existing Home Absorption Rates</u>	288 closed	was	12.92
<u>September 30, 2012 Existing Home Absorption Rates</u>	229 closed	was	13.29
<u>July 31, 2012 Existing Home Absorption Rates</u>	252 closed	was	13.52
<u>June 30, 2012 Existing Home Absorption Rates</u>	281 closed	was	13.47
<u>March 31, 2012 Existing Home Absorption Rates</u>	231 closed	was	12.23
<u>Dec 31, 2011 Existing Home Absorption Rates</u>	234 closed	was	11.52
<u>Sep 30, 2011 Existing Home Absorption Rates</u>	266 closed	was	11.64
<u>June 30, 2011 Existing Home Absorption Rates</u>	396 closed	was	11.98
<u>March 30, 2011 Existing Home Absorption Rates</u>	320 closed	was	11.89
<u>Dec 31, 2010 Existing Home Absorption Rates</u>	301 closed	was	10.39
<u>Sept 30, 2010 Existing Home Absorption Rates</u>		was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>		was	10.37
<u>March 31, 2010 Existing Home Absorption Rates</u>		was	10.28
<u>Dec 31, 2009 Existing Home Absorption Rates</u>	274 closed	was	8.61
<u>Sep 30, 2009 Existing Home Absorption Rates</u>		was	8.17
<u>June 30, 2009 Existing Home Absorption Rates</u>		was	7.46
<u>March 31, 2009 Existing Home Absorption Rates</u>		was	6.95
<u>Dec 31, 2008 Existing Home Absorption Rates</u>	296 closed	was	6.39

Sales Trend Existing Residential January 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Feb	Percent YTD
\$1 - \$49,999	66	45	0	0	0	0	0	0	0	0	0	0	111	17.72%	20.26%
\$50,000 - \$59,999	10	16	0	0	0	0	0	0	0	0	0	0	26	6.30%	4.74%
\$60,000 - \$69,999	12	17	0	0	0	0	0	0	0	0	0	0	29	6.69%	5.29%
\$70,000 - \$79,999	17	15	0	0	0	0	0	0	0	0	0	0	32	5.91%	5.84%
85% - \$80,000 - \$89,999	13	16	0	0	0	0	0	0	0	0	0	0	29	6.30%	5.29%
\$90,000 - \$99,999	12	6	0	0	0	0	0	0	0	0	0	0	18	2.36%	3.28%
\$100,000 - \$119,999	28	25	0	0	0	0	0	0	0	0	0	0	53	9.84%	9.67%
\$120,000 - \$139,999	36	27	0	0	0	0	0	0	0	0	0	0	63	10.63%	11.50%
\$140,000 - \$159,999	26	30	0	0	0	0	0	0	0	0	0	0	56	11.81%	10.22%
\$160,000 - \$179,999	21	19	0	0	0	0	0	0	0	0	0	0	40	7.48%	7.30%
\$180,000 - \$199,999	8	13	0	0	0	0	0	0	0	0	0	0	21	5.12%	3.83%
\$200,000 - \$249,999	25	16	0	0	0	0	0	0	0	0	0	0	41	6.30%	7.48%
\$250,000 - \$299,999	10	7	0	0	0	0	0	0	0	0	0	0	17	2.76%	3.10%
\$300,000 - \$349,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.18%
\$350,000 - \$399,999	3	0	0	0	0	0	0	0	0	0	0	0	3	0.00%	0.55%
\$400,000 - \$499,999	5	2	0	0	0	0	0	0	0	0	0	0	7	0.79%	1.28%
\$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	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.18%
\$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%
Current Year Total	294	254	0	0	0	0	0	0	0	0	0	0	548	100.00%	100.00%
Prior Year Total	246	255	274	308	372	376	366	364	359	348	289	290	501		
% Change	20%	-0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	9%		
Current YTD	294	548	0	0	0	0	0	0	0	0	0	0			
Prior YTD	246	501	775	1,083	1,455	1,831	2,197	2,561	2,920	3,268	3,557	3,847			
% Change YTD	20%	9%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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

*Data was pulled out of MLS on Jan 18 2014

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

*Data was pulled out of MLS on Jan 11 2013

Year in Review - Whole Market Residential 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	3840	2010	922
Average Homes Sold per Month	320.0	335.0	307.3
Current Active Listings on MLS:	3362	3362	3362
Months of Supply on Market:	10.5	10.0	10.9
<i>Average List Price:</i>	\$135,452	\$137,565	\$129,944
<i>Average Sale Price</i>	\$129,698	\$131,388	\$123,768
<i>Average Days on Market</i>	106	104	76
<i>Average sq. ft.</i>	1769	1785	1747
<i>Average \$/S.F.</i>	\$73	\$74	\$71

Whole Market Residential 2013

<i>Sold</i>	3840
<i>Current Active</i>	3362
Months of Supply on Market	10.5

ODDS of Selling in 30 Days	10%
Odds for 6 Months	35%

Rule of Thumb

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

*Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of
#####*

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Year in Review - Cumberland Market Residential 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	2464	1275	591
Average Homes Sold per Month	205.3	212.5	197.0
Current Active Listings on MLS:	2055	2055	2055
Months of Supply on Market:	10.0	9.7	10.4
<i>Average List Price:</i>	\$127,103	\$128,800	\$120,991
<i>Average Sale Price</i>	\$121,612	\$123,014	\$114,912
<i>Average Days on Market</i>	101	99	76
<i>Average sq. ft.</i>	1702	1720	1695
<i>Average \$/S.F.</i>	\$71	\$72	\$68

Whole Market Residential 2013

<i>Sold</i>	3840
<i>Current Active</i>	3362
Months of Supply on Market	10.5

ODDS of Selling in 30 Days	10%
Odds for 6 Months	36%

Rule of Thumb

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#####*

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Year in Review - Harnett Market Residential 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	492	262	124
Average Homes Sold per Month	41.0	43.7	41.3
Current Active Listings on MLS:	498	498	498
Months of Supply on Market:	12.1	11.4	12.0
<i>Average List Price:</i>	\$149,938	\$159,021	\$155,072
<i>Average Sale Price</i>	\$145,205	\$153,638	\$150,068
<i>Average Days on Market</i>	106	98	97
<i>Average sq. ft.</i>	1900	1940	1938
<i>Average \$/S.F.</i>	\$76	\$79	\$77

Whole Market Residential 2014

<i>Sold</i>	3840
<i>Current Active</i>	3362
Months of Supply on Market	10.5

ODDS of Selling in 30 Days	9%
Odds for 6 Months	32%

Rule of Thumb

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Year in Review - Hoke Market Residential 2013

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	339	179	77
Average Homes Sold per Month	28.3	29.8	25.7
Current Active Listings on MLS:	241	241	241
Months of Supply on Market:	8.5	8.1	9.4
<i>Average List Price:</i>	\$131,266	\$129,886	\$124,347
<i>Average Sale Price</i>	\$126,307	\$124,010	\$120,034
<i>Average Days on Market</i>	88	82	78
<i>Average sq. ft.</i>	1705	1728	1719
<i>Average \$/S.F.</i>	\$74	\$72	\$70

Whole Market Residential 2014

<i>Sold</i>	3840
<i>Current Active</i>	3362
Months of Supply on Market	10.5

ODDS of Selling in 30 Days	12%
Odds for 6 Months	38%

Rule of Thumb

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