

New Construction Absorption and Inventory Report As of January 31, 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.	10.3 mos inv.
Cottages Ramsey	\$124/S.F.	21.0 mos inv.
Meadow Walk	\$118/S.F.	7.2 mos inv.

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

Kenlan Farms	\$63/S.F.	7.0 mos inv
Gates @ Lexington	\$72/S.F.	3.6 mos inv.
Park Place	\$73/S.F.	8.7 mos inv.
W. Landing @ Smt	\$75/S.F.	12.0 mos inv.
Rosalyn FW	\$76/S.F.	2.1 mos inv.
Braxton Vlg.	\$77/S.F.	5.3 mos inv.
Coopers Creek	\$77/S.F.	9.5 mos inv.

This report created
2/19/2014

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

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				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 106
 YTD 2013 132 -20% 13 compared to 12
 YTD 2012 121 -12% 13 compared to 11

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	44	42%	786	43%	805	41%
Harnett	30	28%	575	32%	661	34%
Hoke	26	25%	298	16%	350	18%
Other	6	6%	155	9%	149	8%
	=====		=====		=====	
Total	106		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		

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

Market Review January 2014

The year started with the same trends we ended 2013 with – New Construction showing signs of slowing (Closing down 20% compared to last January) and existing inventory continuing to improve though it is still over supplied.

Inventory levels for New Construction have been good in 2013. – 78% of all New Construction sales are between \$160,000 and \$250,000. Average \$/S.F was up 1.78% over 2012

In Existing Sales, If you are marketing houses over \$180,000 you are missing over 80% of the market. 80% of All sales are below \$180,000 and Existing Home Inventories are still oversupplied, 6 months supply is balanced and we still have almost a years supply of Inventory.

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
02/01/13 - 01/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	3	15	1.3	1%	2.4
125,001	150,000	50	93	7.8	6%	6.5
150,001	175,000	122	279	23.3	17%	5.2
175,001	200,000	157	332	27.7	20%	5.7
200,001	225,000	164	269	22.4	16%	7.3
225,001	250,000	176	273	22.8	17%	7.7
250,001	275,000	80	169	14.1	10%	5.7
275,001	300,000	59	74	6.2	5%	9.6
300,001	325,000	21	36	3.0	2%	7.0
325,001	350,000	12	26	2.2	2%	5.5
350,001	375,000	15	18	1.5	1%	10.0
375,001	400,000	7	20	1.7	1%	4.2
400,001	450,000	12	16	1.3	1%	9.0
450,001	500,000	3	11	0.9	1%	3.3
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	1	1	0.1	0%	0.0
600,001	100,000,000	4	1	0.1	0%	48.0
		887	1636	136.3		6.5

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

Harnett County
02/01/13 - 01/31/14

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	2	9	0.8	2%	2.7
125,001	150,000	28	39	3.3	7%	8.6
150,001	175,000	65	110	9.2	20%	7.1
175,001	200,000	43	95	7.9	17%	5.4
200,001	225,000	67	104	8.7	18%	7.7
225,001	250,000	59	86	7.2	15%	8.2
250,001	275,000	28	51	4.3	9%	6.6
275,001	300,000	27	26	2.2	5%	12.5
300,001	325,000	6	15	1.3	3%	4.8
325,001	350,000	4	10	0.8	2%	4.8
350,001	375,000	5	3	0.3	1%	20.0
375,001	400,000	3	4	0.3	1%	9.0
400,001	450,000	3	5	0.4	1%	7.2
450,001	500,000	0	5	0.4	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
		340	564	47.0		7.2

Average Sale Price = \$217,742 Avg \$/S.F. = \$90.65

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	48	91	168k - 420k	6.3	\$120
Ashford	14	12	196k - 228k	14.0	\$91
Carolina Lakes	15	13	235k - 450k	13.8	\$100
Carolina Season	10	12	167k - 250k	10.0	\$87
Coopers Creek	15	19	177k - 260k	9.5	\$77
Forest Oaks	11	15	160k - 174k	8.8	\$101
Kenlan Farms	5	11	205k - 226k	5.5	\$63
Oakmont	10	33	232k - 268k	3.6	\$80
Olde Farm	11	14	158k - 211k	9.4	\$85
Pattons Point	7	21	135k - 189k	4.0	\$95
The Colony @ Lexington	21	49	200k - 250k	5.1	\$86
Gate @ Lexington Plant.	8	27	200k - 240k	3.6	\$72
The Manors @ Lexington	12	4	240k - 283k	18.0	\$74
Thomas Manor	6	2	170k - 176k	36.0	\$102
Tingen Pointe	9	21	170k - 185k	5.1	\$96
Trotters Ridge	11	23	195k - 260k	5.7	\$81
Vandercroft	12	19	153k - 176k	7.6	\$90
VLG of Lexington Plantat	12	13	150k - 171k	11.1	\$95
West Landing @ the Sur	12	6	228k - 240k	12.0	\$75
Woodshire	18	10	190k - 230k	21.6	\$93

Hoke County
02/01/13 - 01/31/14

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	2	0.2	1%	0.0
125,001	150,000	14	13	1.1	4%	12.9
150,001	175,000	14	59	4.9	20%	2.8
175,001	200,000	24	86	7.2	29%	3.3
200,001	225,000	10	47	3.9	16%	2.6
225,001	250,000	30	58	4.8	19%	6.2
250,001	275,000	11	21	1.8	7%	6.3
275,001	300,000	1	3	0.3	1%	4.0
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	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
		106	298	24.8		4.3

Average Sale Price = \$205,418 Avg \$/S.F. = \$87.57

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	9	34	177k - 200k	3.2	\$93
Eagles Ridge	11	3	130k - 210k	44.0	\$85
Riverbrooke	12	21	155k - 180k	6.9	\$91
The Pines @ W. Gate	8	33	225k - 257k	1.5	\$91
Turnberry	16	37	225k - 270	2.6	\$80
Wedgefield	20	45	224k - 255k	5.3	\$76

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Cumberland County
02/01/13 - 01/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	2	0.2	0%	0.0
100,001	125,000	1	4	0.3	1%	3.0
125,001	150,000	8	41	3.4	5%	2.3
150,001	175,000	43	110	9.2	14%	4.7
175,001	200,000	90	151	12.6	20%	7.2
200,001	225,000	87	118	9.8	15%	8.8
225,001	250,000	87	129	10.8	17%	8.1
250,001	275,000	41	97	8.1	13%	5.1
275,001	300,000	31	45	3.8	6%	8.3
300,001	325,000	14	19	1.6	2%	8.8
325,001	350,000	8	12	1.0	2%	8.0
350,001	375,000	10	13	1.1	2%	9.2
375,001	400,000	4	16	1.3	2%	3.0
400,001	450,000	9	11	0.9	1%	9.8
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	1	1	0.1	0%	0.0
600,001	and up	4	0	0.0	0%	#DIV/0!
		441	774	64.5		6.8

Average Sale Price = \$227,511 Avg \$/S.F. = \$89.73

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

Summary of New Construction Inventory In Cumberland County School Districts

	Mos. Inv.	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.
Cape Fear	6.3	6%	7%	14%	\$200,152	\$89
Douglas Byrd	6.9	2%	2%	4%	\$184,729	\$84
EE Smith	6.0	1%	1%	2%	\$186,242	\$90
Grays Creek	5.6	9%	10%	22%	\$221,867	\$83
Jack Britt	4.8	9%	10%	22%	\$275,983	\$100
Pine Forest	7.4	4%	5%	10%	\$246,782	\$87
Seventy First	8.0	6%	7%	15%	\$209,078	\$85
South View	9.2	3%	3%	7%	\$182,856	\$85
Terry Sanford	20.0	1%	1%	3%	\$259,564	\$114
Westover	6.0	1%	1%	1%	\$173,020	\$93
Harnett Co.	7.2	28%			\$217,742	\$91
Hoke Co.	4.3	25%			\$205,418	\$88
Cumberland	6.8	42%			\$227,511	\$90

This report created by

David Evans GRI, CRS, MIRM

2010 President of Fayetteville Regional Association of Realtors

DavidRayEvans@gmail.com

910.237.5018

Cape Fear

02/01/13 - 01/31/14

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	2	0.2	2%	0.0
125,001	150,000	1	14	1.2	13%	0.9
150,001	175,000	10	26	2.2	24%	4.6
175,001	200,000	17	37	3.1	34%	5.5
200,001	225,000	11	11	0.9	10%	12.0
225,001	250,000	13	2	0.2	2%	78.0
250,001	275,000	1	4	0.3	4%	3.0
275,001	300,000	3	4	0.3	4%	9.0
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	4	0.3	4%	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
		57	109	9.1		6.3

Average Sale Price = \$200,152 Avg \$/S.F. = \$88.63

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	16	31	167k - 240k	6.2	\$87
River Glen	9	11	180k - 230k	9.8	\$82
Windwood Oaks	7	10	150k - 181k	8.4	\$95

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

Douglas Byrd

02/01/13 - 01/31/14

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	4	10	0.8	36%	4.8
175,001	200,000	3	2	0.2	7%	18.0
200,001	225,000	4	3	0.3	11%	16.0
225,001	250,000	4	7	0.6	25%	6.9
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
		16	28	2.3		6.9

Average Sale Price = \$184,729 Avg \$/S. \$83.50

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	8	11	217k - 250k	8.7	\$73
Acorn Ridge	3	10	140k - 165k	3.6	\$101

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

E.E. Smith**02/01/13 - 01/31/14**

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	8%	24.0
150,001	175,000	1	1	0.1	8%	12.0
175,001	200,000	3	9	0.8	75%	4.0
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	1	0.1	8%	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	12	1.0		6.0

Average Sale Price = \$186,242 Avg \$/S. \$89.85**Active Subdivisions**

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

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek

02/01/13 - 01/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	4	16	1.3	10%	3.0
150,001	175,000	7	19	1.6	11%	4.4
175,001	200,000	17	20	1.7	12%	10.2
200,001	225,000	12	26	2.2	15%	5.5
225,001	250,000	23	51	4.3	30%	5.4
250,001	275,000	6	15	1.3	9%	4.8
275,001	300,000	5	11	0.9	7%	5.5
300,001	325,000	2	3	0.3	2%	8.0
325,001	350,000	2	3	0.3	2%	8.0
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
		79	168	14.0		5.6

Average Sale Price = \$221,867 Avg \$/S.F. = \$82.89

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	20	137k - 190k	5.4	\$93
Braxton Village	12	27	177k - 253k	5.3	\$77
Cypress LK VIL	8	13	250k - 349k	7.4	\$93
Roslin Farms West	6	35	225k - 257k	2.1	\$76
Village at Rockfish	12	14	194k - 250k	10.3	\$80

DavidRayEvans@gmail.com

910.237.5018

Jack Britt
02/01/13 - 01/31/14

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	8	0.7	5%	9.0
200,001	225,000	12	25	2.1	15%	5.8
225,001	250,000	8	32	2.7	19%	3.0
250,001	275,000	14	42	3.5	25%	4.0
275,001	300,000	6	17	1.4	10%	4.2
300,001	325,000	2	7	0.6	4%	3.4
325,001	350,000	5	7	0.6	4%	8.6
350,001	375,000	5	9	0.8	5%	6.7
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	2%	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	
		67	167	13.9		4.8

Average Sale Price = \$275,983 Avg \$/S.F. = \$99.56

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates at Camden	12	27	217k - 271k	5.3	\$93
Gates Four	6	7	325k - 450k	10.3	\$131
Highland Pointe @ Sumr	21	29	213k - 290k	8.7	\$88
Surrey Meadows	6	19	255k - 380k	3.8	\$99

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Pine Forest

02/01/13 - 01/31/14

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	6%	7.2
175,001	200,000	2	14	1.2	18%	1.7
200,001	225,000	4	10	0.8	13%	4.8
225,001	250,000	9	13	1.1	16%	8.3
250,001	275,000	11	22	1.8	28%	6.0
275,001	300,000	11	6	0.5	8%	22.0
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	3	2	0.2	3%	18.0
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
		49	79	6.6		7.4

Average Sale Price = \$246,782 Avg \$/S.F. = \$87.38

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	7	4	190k - 283k	21.0	\$124
Liberty Hills	18	0	237k - 318k	#DIV/0!	\$0

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Seventy First

02/01/13 - 01/31/14

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	1%	12.0
150,001	175,000	9	17	1.4	15%	6.4
175,001	200,000	23	40	3.3	34%	6.9
200,001	225,000	28	28	2.3	24%	12.0
225,001	250,000	9	15	1.3	13%	7.2
250,001	275,000	3	8	0.7	7%	4.5
275,001	300,000	2	3	0.3	3%	8.0
300,001	325,000	2	4	0.3	3%	6.0
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
		77	116	9.7		8.0

Average Sale Price = \$209,078 Avg \$/S.F. = \$84.98

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ W, Point	12	15	210k - 225k	9.6	\$87
Highcroft	9	15	169k - 200k	7.2	\$99
James Creek	8	18	230k - 320k	5.3	\$88
Little River Farms	6	7	197k - 235k	10.3	\$68
The Bluffs at Treyburn	8	25	199k - 255k	3.8	\$85
The Knolls on Cliffdale	11	11	190k - 225k	12.0	\$91
West Park Place	7	9	177k - 192k	9.3	\$103
Wynnhaven	6	7	166k - 199k	10.3	\$63

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

02/01/13 - 01/31/14

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	5	24	2.0	43%	2.5
175,001	200,000	12	20	1.7	36%	7.2
200,001	225,000	7	10	0.8	18%	8.4
225,001	250,000	18	1	0.1	2%	216.0
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
		43	56	4.7		9.2

Average Sale Price = \$182,856 Avg \$/S.F. \$85.39

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Fox Meadows	4	3	210k - 230k	16.0	\$77
Upchurch Farm(hopemills)	8	13	155k - 200k	7.4	\$90
Valley End	18	0	216k - 250k	#DIV/0!	\$0

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Terry Sanford

02/01/13 - 01/31/14

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	0	1	0.1	4%	0.0
175,001	200,000	5	1	0.1	4%	60.0
200,001	225,000	9	2	0.2	8%	54.0
225,001	250,000	4	7	0.6	29%	6.9
250,001	275,000	3	3	0.3	13%	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	3	1	0.1	4%	36.0
375,001	400,000	1	2	0.2	8%	6.0
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	0	0	0.0	0%	0.0
600,001	1,875,000	4	0	0.0	0%	#DIV/0!
				0.0	0.0	
		40	24	2.0		20.0

Average Sale Price = \$259,564 Avg \$/S. \$114.35

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	7	3	265k - 310k	28.0	\$115
Villas @ Lockwood Park	11	1	200k - 235k	132.0	\$150
Meadow Walk	6	10	215k - 285k	7.2	\$118

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover

02/01/13 - 01/31/14

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	7	0.6	70%	5.1
175,001	200,000	2	0	0.0	0%	#DIV/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
		5	10	0.8		6.0

Average Sale Price = \$173,020 Avg \$/S. \$92.59

ACTIVE SUBDIVISIONS

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

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

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

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

2114 1863 2005 2264 2107 2027 2787

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

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Sales Trend New Construction January 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jan	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%
78% \$100,000 - \$119,999	2	0	0	0	0	0	0	0	0	0	0	0	2	2.00%	2.00%
\$120,000 - \$139,999	3	0	0	0	0	0	0	0	0	0	0	0	3	3.00%	3.00%
\$140,000 - \$159,999	8	0	0	0	0	0	0	0	0	0	0	0	8	8.00%	8.00%
\$160,000 - \$179,999	15	0	0	0	0	0	0	0	0	0	0	0	15	15.00%	15.00%
\$180,000 - \$199,999	20	0	0	0	0	0	0	0	0	0	0	0	20	20.00%	20.00%
\$200,000 - \$249,999	30	0	0	0	0	0	0	0	0	0	0	0	30	30.00%	30.00%
\$250,000 - \$299,999	9	0	0	0	0	0	0	0	0	0	0	0	9	9.00%	9.00%
\$300,000 - \$349,999	6	0	0	0	0	0	0	0	0	0	0	0	6	6.00%	6.00%
\$350,000 - \$399,999	2	0	0	0	0	0	0	0	0	0	0	0	2	2.00%	2.00%
\$400,000 - \$499,999	4	0	0	0	0	0	0	0	0	0	0	0	4	4.00%	4.00%
\$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	1.00%	1.00%
\$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	100	0	0	0	0	0	0	0	0	0	0	0	100	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	147	132		
% Change	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-24%		
Current YTD	100	0	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	1,815			
% Change YTD	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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

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

Data was pulled from the MLS Jan 18 2014

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

Data was pulled from the MLS Jan 14 2013

Year in Review - Whole Market New Construction 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

Provided by:
David Evans

Ph. (910) 237-5018
 Email - davidrayevans@gmail.com
 Visit - www.davidrayevans.com

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
<i>Average List Price:</i>	\$227,646	\$227,968	\$226,605
<i>Average Sale Price</i>	\$227,120	\$227,477	\$226,039
<i>Average Days on Market</i>	143	129	131
<i>Average sq. ft.</i>	2532	2551	2601
<i>Average \$/S.F.</i>	\$90	\$89	\$87

Whole Market New Construction 2013

<i>Sold</i>	1815
<i>Current Active</i>	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
#####*

Provided by:
David Evans

Ph. (910) 237-5018
 Email - davidrayevans@gmail.com
 Visit - www.davidrayevans.com

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
#####*

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

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
#####*

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

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	

Feb 1, 2013 to Jan 31, 2014 Whole MKT Existing Home Absorption Rates

293 closed in January 14

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	532	1,099	91.58	5.81
\$75,000-\$99,999	483	449	37.42	12.91
\$100,000-\$124,999	401	535	44.58	8.99
\$125,000-\$149,999	404	518	43.17	9.36
\$150,000-\$174,999	362	448	37.33	9.70
\$175,000-\$199,999	279	282	23.50	11.87
\$200,000-\$224,999	153	138	11.50	13.30
\$225,000-\$249,999	186	115	9.58	19.41
\$250,000-\$299,999	206	138	11.50	17.91
\$300,000-\$349,999	76	70	5.83	13.03
\$350,000-\$399,999	87	37	3.08	28.22
\$400,000-\$499,999	66	36	3.00	22.00
\$500,000-\$749,999	65	21	1.75	37.14
\$750,000-\$999,999	17	2	0.17	102.00
\$1,000,000 and up	14	1	0.08	168.00
Totals	3,331	3,889	324.08	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>November 30, 2012 Existing Home Absorption Rates</u>	265 closed	was	12.33
<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>August 31, 2012 Existing Home Absorption Rates</u>	325 closed	was	13.38
<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 Jan	Percent YTD
\$1 - \$49,999	62	0	0	0	0	0	0	0	0	0	0	0	62	22.14%	22.14%
\$50,000 - \$59,999	10	0	0	0	0	0	0	0	0	0	0	0	10	3.57%	3.57%
\$60,000 - \$69,999	11	0	0	0	0	0	0	0	0	0	0	0	11	3.93%	3.93%
\$70,000 - \$79,999	16	0	0	0	0	0	0	0	0	0	0	0	16	5.71%	5.71%
\$80,000 - \$89,999	11	0	0	0	0	0	0	0	0	0	0	0	11	3.93%	3.93%
\$90,000 - \$99,999	10	0	0	0	0	0	0	0	0	0	0	0	10	3.57%	3.57%
\$100,000 - \$119,999	27	0	0	0	0	0	0	0	0	0	0	0	27	9.64%	9.64%
\$120,000 - \$139,999	35	0	0	0	0	0	0	0	0	0	0	0	35	12.50%	12.50%
\$140,000 - \$159,999	25	0	0	0	0	0	0	0	0	0	0	0	25	8.93%	8.93%
\$160,000 - \$179,999	21	0	0	0	0	0	0	0	0	0	0	0	21	7.50%	7.50%
\$180,000 - \$199,999	7	0	0	0	0	0	0	0	0	0	0	0	7	2.50%	2.50%
\$200,000 - \$249,999	25	0	0	0	0	0	0	0	0	0	0	0	25	8.93%	8.93%
\$250,000 - \$299,999	10	0	0	0	0	0	0	0	0	0	0	0	10	3.57%	3.57%
\$300,000 - \$349,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.36%	0.36%
\$350,000 - \$399,999	3	0	0	0	0	0	0	0	0	0	0	0	3	1.07%	1.07%
\$400,000 - \$499,999	5	0	0	0	0	0	0	0	0	0	0	0	5	1.79%	1.79%
\$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	0.36%	0.36%
\$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	280	0	0	0	0	0	0	0	0	0	0	0	280	100.00%	100.00%
Prior Year Total	246	255	274	308	372	375	366	363	359	347	288	289	246		
% Change	14%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	14%		
Current YTD	280	0	0	0	0	0	0	0	0	0	0	0	0		
Prior YTD	246	501	775	1,083	1,455	1,830	2,196	2,559	2,918	3,265	3,553	3,842			
% Change YTD	14%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		

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

Appreciation Factors for 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
#####*

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

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

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
#####*

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

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

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

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com

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

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

Provided by:

David Evans

Ph. (910) 237-5018

Email - davidrayevans@gmail.com

Visit - www.davidrayevans.com