

New Construction Absorption and Inventory Report As of January 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:

Gates Four	\$130/S.F.	16.0 mos inv.
Traemoor@LW	\$124/S.F.	21.0 mos inv.
Anderson Creek	\$115/S.F.	7.7 mos inv.

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

Little River N	\$68/S.F.	5.5 mos inv.
Heathcliff	\$70/S.F.	5.3 mos inv.
The Gates@Lex	\$71/S.F.	4.0 mos inv.
Valley End	\$74/S.F.	4.3 mos inv.
Wedgfield	\$74/S.F.	5.3 mos inv.
Cypress Crossings	\$75/S.F.	7.5 mos inv.
Braxton Vlg.	\$77/S.F.	6.3 mos inv.
Manors @Lex	\$78/S.F.	2.3 mos inv.

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This report created
2/24/2015

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

	2015			2014			2013	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	82	6.5	-23%	106	5.8	-20%	132	7.1
Feb				111	5.9	-22%	142	6.8
Mar				131	5.6	-26%	178	6.8
April				154	5.8	5%	147	6.6
May				156	5.8	-13%	180	6.5
June				154	5.8	-14%	179	6.0
July				158	5.7	-10%	175	6.0
Aug				162	6.4	15%	141	6.0
Sept				105	6.4	-31%	153	6.2
Oct				111	6.5	-18%	135	6.1
Nov				93	6.6	-13%	107	6.2
Dec				116	6.6	-22%	148	5.8

YTD 2015 82
 YTD 2014 106 -23% 15 compared to 14
 YTD 2013 132 -38% 15 compared to 13

	<u>2015</u>			<u>2014</u>			<u>2013</u>	
Cumberland	38	46%		646	41%	786	43%	
Harnett	23	28%		516	33%	575	32%	
Hoke	9	11%		227	14%	298	16%	
Other	12	15%		177	11%	155	9%	
	=====			=====		=====		
Total	82			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
02/01/14 - 1/31/15

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	5	5	0.4	0%	12.0
125,001	150,000	22	78	6.5	6%	3.4
150,001	175,000	109	212	17.7	15%	6.2
175,001	200,000	134	278	23.2	20%	5.8
200,001	225,000	114	236	19.7	17%	5.8
225,001	250,000	109	264	22.0	19%	5.0
250,001	275,000	60	148	12.3	11%	4.9
275,001	300,000	44	74	6.2	5%	7.1
300,001	325,000	19	28	2.3	2%	8.1
325,001	350,000	17	10	0.8	1%	20.4
350,001	375,000	21	10	0.8	1%	25.2
375,001	400,000	11	8	0.7	1%	16.5
400,001	450,000	12	6	0.5	0%	24.0
450,001	500,000	4	7	0.6	1%	6.9
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	100,000,000	4	3	0.3	0%	16.0
		689	1369	114.1		6.0

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Harnett County
02/01/14 - 1/31/15

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	4	2	0.2	0%	24.0
125,001	150,000	10	30	2.5	6%	4.0
150,001	175,000	63	105	8.8	21%	7.2
175,001	200,000	48	92	7.7	18%	6.3
200,001	225,000	32	93	7.8	18%	4.1
225,001	250,000	30	89	7.4	17%	4.0
250,001	275,000	9	53	4.4	10%	2.0
275,001	300,000	14	26	2.2	5%	6.5
300,001	325,000	7	9	0.8	2%	9.3
325,001	350,000	4	3	0.3	1%	16.0
350,001	375,000	6	3	0.3	1%	24.0
375,001	400,000	6	2	0.2	0%	36.0
400,001	450,000	3	3	0.3	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
		236	510	42.5		5.6

Average Sale Price = \$213,094 Avg \$/S.F. = \$89.32

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	44	69	155k - 430k	7.7	\$115
Cameron Woods (san)	6	1	170k - 183k	72.0	\$83
Carolina Season	6	14	167k - 195k	5.1	\$91
Oakmont	11	18	213k - 280k	7.3	\$83
Olde Farm	6	13	145k - 200k	5.5	\$80
Pattons Point	6	12	155k - 185k	6.0	\$96
Sweetwater	7	4	155k - 174k	21.0	\$92
The Colony @ Lexington	9	39	195k - 260k	2.8	\$86
The Gate @ Lexington Pl	6	18	185k - 249k	4.0	\$71
The Manors @ Lexington	8	21	240k - 285k	2.3	\$78
Vandercroft	19	18	144k - 172k	12.7	\$89
VLG of Lexington Plantati	14	38	150k - 183k	4.4	\$96
Westerfield Farms	8	5	203k - 208k	19.2	\$63
Woodshire	8	12	198k - 240k	8.0	\$91

Hoke County
02/01/14 - 1/31/15

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	27	2.3	13%	2.7
150,001	175,000	10	29	2.4	14%	4.1
175,001	200,000	15	51	4.3	24%	3.5
200,001	225,000	16	29	2.4	14%	6.6
225,001	250,000	16	44	3.7	21%	4.4
250,001	275,000	10	26	2.2	12%	4.6
275,001	300,000	1	4	0.3	2%	3.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	1	0	0.0	0%	#DIV/0!
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	3	0	0.0	0%	#DIV/0!
450,001	500,000	1	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
		80	211	17.6		4.5

Average Sale Price = \$204,534 Avg \$/S.F. = \$86.66

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Riverbrooke	8	16	160k - 183k	6.0	\$95
Shadow Creek	8	0	200k - 270k	#DIV/0!	\$0
Turnberry	11	26	203k - 265k	2.5	\$79
Wedgefield	12	27	215k - 256k	5.3	\$74
Whispering Winds	6	0	360k - 500k	#DIV/0!	\$0

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Cumberland County
02/01/14 - 1/31/15

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	1	3	0.3	0%	4.0
125,001	150,000	6	21	1.8	3%	3.4
150,001	175,000	36	78	6.5	12%	5.5
175,001	200,000	71	135	11.3	21%	6.3
200,001	225,000	66	114	9.5	18%	6.9
225,001	250,000	63	131	10.9	20%	5.8
250,001	275,000	41	69	5.8	11%	7.1
275,001	300,000	29	44	3.7	7%	7.9
300,001	325,000	12	19	1.6	3%	7.6
325,001	350,000	13	7	0.6	1%	22.3
350,001	375,000	14	7	0.6	1%	24.0
375,001	400,000	4	6	0.5	1%	8.0
400,001	450,000	6	3	0.3	0%	24.0
450,001	500,000	3	6	0.5	1%	6.0
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	and up	4	3	0.3	0%	16.0
		373	648	54.0		6.9

Average Sale Price = **\$230,673** Avg \$/S.F. = **\$89.51**

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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.	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.
Cape Fear	8.7	6%	7%	14%	\$215,645	\$91
Douglas Byrd	3.4	2%	2%	5%	\$190,447	\$87
EE Smith	0.0	0%	1%	1%	\$201,157	\$96
Grays Creek	7.1	9%	11%	23%	\$230,605	\$82
Jack Britt	7.6	6%	7%	15%	\$264,426	\$99
Pine Forest	6.6	3%	4%	8%	\$254,340	\$91
Seventy First	5.1	7%	8%	16%	\$203,378	\$81
South View	5.7	4%	5%	10%	\$201,302	\$81
Terry Sanford	12.0	2%	3%	6%	\$321,882	\$130
Westover	7.5	1%	1%	1%	\$164,375	\$93
Harnett Co.	5.6	28%			\$213,094	\$89
Hoke Co.	4.5	11%			\$204,534	\$87
Cumberland	6.9	46%			\$230,673	\$90

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Cape Fear

02/01/14 - 1/31/15

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	1	6	0.5	7%	2.0
150,001	175,000	12	15	1.3	16%	9.6
175,001	200,000	22	23	1.9	25%	11.5
200,001	225,000	21	23	1.9	25%	11.0
225,001	250,000	9	15	1.3	16%	7.2
250,001	275,000	2	4	0.3	4%	6.0
275,001	300,000	0	3	0.3	3%	0.0
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	0	0.0	0%	0.0
375,001	400,000	0	1	0.1	1%	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	0.0	1%	0.0
		67	92	7.7		8.7

Average Sale Price = \$215,645 Avg \$/S.F. = \$90.61

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	21	26	180k - 248k	9.7	\$87
East Ridge	6	0	160k - 178k	#DIV/0!	\$0
River Glen	18	24	170k - 238k	9.0	\$84
Ruths Place	6	1	152k - 180k	72.0	\$82
Windwood Oaks	6	10	170k - 205k	7.2	\$92

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Douglas Byrd

02/01/14 - 1/31/15

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	1	1	0.1	3%	12.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	14	1.2	44%	0.0
175,001	200,000	5	6	0.5	19%	10.0
200,001	225,000	2	3	0.3	9%	8.0
225,001	250,000	1	8	0.7	25%	1.5
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
		9	32	2.7		3.4

Average Sale Price = \$190,447 Avg \$/S. \$86.58

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	6	13	176k - 202k	5.5	\$90

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E.E. Smith**02/01/14 - 1/31/15**

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	29%	0.0
150,001	175,000	0	1	0.1	14%	0.0
175,001	200,000	0	3	0.3	43%	0.0
200,001	225,000	0	0	0.0	0%	0.0
225,001	250,000	0	0	0.0	0%	0.0
250,001	275,000	0	0	0.0	0%	0.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	1	0.1	14%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		0	7	0.6		0.0

Average Sale Price = \$201,157 Avg \$/S. \$95.70**Active Subdivisions**

Actives	Closed	Price Range	Mos Inv.	\$/S.F.
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Grays Creek
02/01/14 - 1/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	3	6	0.5	4%	6.0
150,001	175,000	5	15	1.3	10%	4.0
175,001	200,000	22	21	1.8	14%	12.6
200,001	225,000	7	20	1.7	14%	4.2
225,001	250,000	17	46	3.8	31%	4.4
250,001	275,000	16	18	1.5	12%	10.7
275,001	300,000	7	13	1.1	9%	6.5
300,001	325,000	0	8	0.7	5%	0.0
325,001	350,000	2	0	0.0	0%	0.0
350,001	375,000	1	0	0.0	0%	0.0
375,001	400,000	1	1	0.1	1%	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	0	0	0.0	0%	0.0
550,001	600,000	3	0	0.0	0%	0.0
600,001	100,000,000	2	0	0.0	0%	0.0
		87	148	12.3		7.1

Average Sale Price = \$230,605 Avg \$/S.F. = \$82.11

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	16	140k - 190k	6.8	\$88
Braxton Village	10	19	200k - 278k	6.3	\$76
The Ashlands at Cypress	8	3	235k - 250k	32.0	\$85
Village at Rockfish	12	19	190k - 263k	7.6	\$81

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Jack Britt

02/01/14 - 1/31/15

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	1%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	0	2	0.2	2%	0.0
175,001	200,000	1	5	0.4	5%	2.4
200,001	225,000	4	20	1.7	20%	2.4
225,001	250,000	14	20	1.7	20%	8.4
250,001	275,000	8	23	1.9	23%	4.2
275,001	300,000	7	11	0.9	11%	7.6
300,001	325,000	7	1	0.1	1%	84.0
325,001	350,000	6	5	0.4	5%	14.4
350,001	375,000	7	4	0.3	4%	21.0
375,001	400,000	3	1	0.1	1%	36.0
400,001	450,000	4	1	0.1	1%	48.0
450,001	500,000	2	5	0.4	5%	4.8
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
				0.0	0.0	
		63	100	8.3		7.6

Average Sale Price = \$264,426 Avg \$/S.F. = \$99.16

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	10	30	227k - 284k	4.0	\$95
Gates Four	8	6	320k - 460k	16.0	\$130
Highland Pointe @ Sumr	7	27	200k - 240k	3.1	\$91
Palms @ Summer Grove	8	4	225k - 287k	24.0	\$98
Traemoor @ LW	7	4	350k - 483k	21.0	\$124
Westhaven	6	0	295k - 330k	#DIV/0!	\$0

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Pine Forest

02/01/14 - 1/31/15

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	1	7	0.6	13%	1.7
175,001	200,000	1	5	0.4	9%	2.4
200,001	225,000	3	3	0.3	6%	12.0
225,001	250,000	3	10	0.8	19%	3.6
250,001	275,000	6	11	0.9	21%	6.5
275,001	300,000	9	10	0.8	19%	10.8
300,001	325,000	3	4	0.3	8%	9.0
325,001	350,000	2	0	0.0	0%	#DIV/0!
350,001	375,000	1	0	0.0	0%	#DIV/0!
375,001	400,000	0	1	0.1	2%	0.0
400,001	450,000	0	1	0.1	2%	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
		29	53	4.4		6.6

Average Sale Price = \$254,340 Avg \$/S.F. = \$91.47

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	13	18	242k - 312k	8.7	\$83

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Seventy First**02/01/14 - 1/31/15**

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	1%	0.0
125,001	150,000	1	5	0.4	5%	2.4
150,001	175,000	5	8	0.7	8%	7.5
175,001	200,000	13	39	3.3	38%	4.0
200,001	225,000	15	34	2.8	33%	5.3
225,001	250,000	5	8	0.7	8%	7.5
250,001	275,000	4	6	0.5	6%	8.0
275,001	300,000	1	1	0.1	1%	12.0
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	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
		44	103	8.6		5.1

Average Sale Price = \$203,378 Avg \$/S.F. = \$80.66

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	7	16	210k - 220k	5.3	\$70
James Creek North @ Tr	6	8	233k - 280k	9.0	\$85
Little River Farms	6	13	200k - 208k	5.5	\$68
West Park Place	7	8	169k - 194k	10.5	\$106

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South View

02/01/14 - 1/31/15

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	1	1	0.1	2%	12.0
150,001	175,000	8	9	0.8	14%	10.7
175,001	200,000	4	26	2.2	41%	1.8
200,001	225,000	6	10	0.8	16%	7.2
225,001	250,000	9	16	1.3	25%	6.8
250,001	275,000	2	1	0.1	2%	24.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		30	63	5.3		5.7

Average Sale Price = \$201,302 Avg \$/S.F. \$81.24

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (Hope Mill)	8	20	158k - 210k	2.4	\$90
Valley End	13	18	205k - 255k	4.3	\$74

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Terry Sanford

02/01/14 - 1/31/15

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	3	5	0.4	14%	7.2
200,001	225,000	8	1	0.1	3%	96.0
225,001	250,000	5	7	0.6	19%	8.6
250,001	275,000	3	5	0.4	14%	7.2
275,001	300,000	5	5	0.4	14%	12.0
300,001	325,000	2	3	0.3	8%	8.0
325,001	350,000	3	2	0.2	5%	18.0
350,001	375,000	4	3	0.3	8%	16.0
375,001	400,000	0	1	0.1	3%	0.0
400,001	450,000	1	1	0.1	3%	12.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	1	0.1	3%	0.0
550,001	600,000	1	1	0.1	3%	12.0
600,001	1,875,000	2	2	0.2	5%	12.0
				0.0	0.0	
		37	37	3.1		12.0

Average Sale Price = \$321,882 Avg \$/S. \$130.08

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	11	6	260k - 596k	22.0	\$151
Villas @ Lockwood Park	7	1	200k - 225k	84.0	\$137

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Westover
02/01/14 - 1/31/15

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	5	6	0.5	75%	10.0
175,001	200,000	0	2	0.2	25%	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
		5	8	0.7		7.5

Average Sale Price = \$164,375 Avg \$/S. \$93.39

ACTIVE SUBDIVISIONS

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

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%
\$100,000 - \$119,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	1	0	0	0	0	0	0	0	0	0	0	0	1	1.25%	1.25%
\$140,000 - \$159,999	3	0	0	0	0	0	0	0	0	0	0	0	3	3.75%	3.75%
\$160,000 - \$179,999	8	0	0	0	0	0	0	0	0	0	0	0	8	10.00%	10.00%
\$180,000 - \$199,999	11	0	0	0	0	0	0	0	0	0	0	0	11	13.75%	13.75%
\$200,000 - \$249,999	31	0	0	0	0	0	0	0	0	0	0	0	31	38.75%	38.75%
\$250,000 - \$299,999	20	0	0	0	0	0	0	0	0	0	0	0	20	25.00%	25.00%
\$300,000 - \$349,999	3	0	0	0	0	0	0	0	0	0	0	0	3	3.75%	3.75%
\$350,000 - \$399,999	2	0	0	0	0	0	0	0	0	0	0	0	2	2.50%	2.50%
\$400,000 - \$499,999	1	0	0	0	0	0	0	0	0	0	0	0	1	1.25%	1.25%
\$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	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	80	0	0	0	0	0	0	0	0	0	0	0	80	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	118	105		
% Change	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-24%		
Current YTD	80	0	0	0	0	0	0	0	0	0	0	0			
Prior YTD	105	216	347	501	658	812	970	1,132	1,240	1,352	1,448	1,566			
% Change YTD	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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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%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	0.08%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	1.69%
Median S.F.	2,038	2,195	2,329	2,378	2,409	1.30%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.04%
Total Closed	2,168	2,030	1,979	1,815	1,558	-14.16%

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 15 2015

Appreciation Factors for New Construction 2013						
						1 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

February 1, 2014 to Jan 31, 2015 Whole MKT Existing Home Absorption Rates

265 closed in January 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	555	1,303	108.58	5.11
\$75,000-\$99,999	478	524	43.67	10.95
\$100,000-\$124,999	401	544	45.33	8.85
\$125,000-\$149,999	397	529	44.08	9.01
\$150,000-\$174,999	374	464	38.67	9.67
\$175,000-\$199,999	319	309	25.75	12.39
\$200,000-\$224,999	159	205	17.08	9.31
\$225,000-\$249,999	166	144	12.00	13.83
\$250,000-\$299,999	203	184	15.33	13.24
\$300,000-\$349,999	114	71	5.92	19.27
\$350,000-\$399,999	69	50	4.17	16.56
\$400,000-\$499,999	63	41	3.42	18.44
\$500,000-\$749,999	48	21	1.75	27.43
\$750,000-\$999,999	10	0	0.00	N/A
\$1,000,000 and up	12	4	0.33	36.00
Totals	3,368	4,393	366.08	9.20

<u>December 31 Existing Home Absorption Rates</u>	362 closed	was	9.19
<u>November 30 Existing Home Absorption Rates</u>	311 closed	was	10.06
<u>October 31 Existing Home Absorption Rates</u>	355 closed	was	10.37
<u>September 30, Existing Home Absorption Rates</u>	365 closed	was	10.44
<u>August 31, Existing Home Absorption Rates</u>	418 closed	was	10.70
<u>July 31, Existing Home Absorption Rates</u>	442 closed	was	10.70
<u>June 30, Existing Home Absorption Rates</u>	442 closed	was	11.06
<u>May 31, Existing Home Absorption Rates</u>	374 closed	was	11.06
<u>April 30, Existing Home Absorption Rates</u>	337 closed	was	10.93
<u>March 31, Existing Home Absorption Rates</u>	347 closed	was	10.46
<u>Dec 31, 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>June 30, 2013 Existing Home Absorption Rates</u>	365 closed	was	11.90
<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>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>	274	was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>	422	was	10.37
<u>March 31, 2010 Existing Home Absorption Rates</u>	305	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>	305	was	8.17
<u>June 30, 2009 Existing Home Absorption Rates</u>	413	was	7.46
<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

DAYS ON MARKET

Top 50% DOM



Bottom 50% DOM



<4% \$Price >

Sales Trend Existing Residential January 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jan	Percent YTD
\$1 - \$49,999	61	0	0	0	0	0	0	0	0	0	0	0	61	24.02%	24.02%
\$50,000 - \$59,999	16	0	0	0	0	0	0	0	0	0	0	0	16	6.30%	6.30%
\$60,000 - \$69,999	16	0	0	0	0	0	0	0	0	0	0	0	16	6.30%	6.30%
\$70,000 - \$79,999	14	0	0	0	0	0	0	0	0	0	0	0	14	5.51%	5.51%
\$80,000 - \$89,999	8	0	0	0	0	0	0	0	0	0	0	0	8	3.15%	3.15%
82% \$90,000 - \$99,999	15	0	0	0	0	0	0	0	0	0	0	0	15	5.91%	5.91%
\$100,000 - \$119,999	25	0	0	0	0	0	0	0	0	0	0	0	25	9.84%	9.84%
\$120,000 - \$139,999	22	0	0	0	0	0	0	0	0	0	0	0	22	8.66%	8.66%
\$140,000 - \$159,999	11	0	0	0	0	0	0	0	0	0	0	0	11	4.33%	4.33%
\$160,000 - \$179,999	21	0	0	0	0	0	0	0	0	0	0	0	21	8.27%	8.27%
\$180,000 - \$199,999	13	0	0	0	0	0	0	0	0	0	0	0	13	5.12%	5.12%
\$200,000 - \$249,999	15	0	0	0	0	0	0	0	0	0	0	0	15	5.91%	5.91%
\$250,000 - \$299,999	9	0	0	0	0	0	0	0	0	0	0	0	9	3.54%	3.54%
\$300,000 - \$349,999	5	0	0	0	0	0	0	0	0	0	0	0	5	1.97%	1.97%
\$350,000 - \$399,999	2	0	0	0	0	0	0	0	0	0	0	0	2	0.79%	0.79%
\$400,000 - \$499,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.39%	0.39%
\$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	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	254	0	0	0	0	0	0	0	0	0	0	0	254	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	455	430	373	362	316	366	303		
% Change	-16%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-16%		
Current YTD	254	0	0	0	0	0	0	0	0	0	0	0			
Prior YTD	303	580	940	1,291	1,675	2,131	2,586	3,016	3,389	3,751	4,067	4,433			
% Change YTD	-16%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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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%
Average \$/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	-1.75%
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	-1.83%
Total Closed	3,628	3,429	3,173	3,840	4,418	15.05%

*Data was pulled out of MLS on Jan 15 2015

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

*Data was pulled out of MLS on Jan 15 2015

Appreciation Factors for Existing 2013						
						1 Year
	2009	2010	2011	2012	2013	% chg
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	-1.72%
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	-1.80%
Total Closed	3,859	3,628	3,429	3,173	3,840	21.02%

*Data was pulled out of MLS on Jan 18 2014

SUMMARY OF SALES 2014

New Construction Homes Sales 2012-2014 By County

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

Existing Homes Sales 2012-2014 By County

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

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

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