

New Construction Absorption and Inventory Report As of January 31, 2016

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

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

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

Parkview	\$157/S.F.	20.0 mos inv.
Gates Four	\$124/S.F.	24.0 mos inv.
Traemoor	\$122/S.F.	20.0 mos inv.
Anderson Creek	\$116/S.F.	5.6 mos inv.

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

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

www.davidrayevans.net

DAVID RAY EVANS

REAL ESTATE SPECIALIST

CONTACT
910-237-5018
DavidRayEvans@gmail.com

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This report created

2/25/2016

David Evans GRI, CRS, MIRM

910.237.5018

DavidRayEvans@gmail.com

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

	2015			2015			2014	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	88	6.2	4%	85	6.5	-20%	106	5.8
Feb				73	6.2	-34%	111	5.9
Mar				132	6.2	1%	131	5.6
April				109	6.2	-29%	154	5.8
May				152	5.7	-3%	156	5.8
June				162	6.0	5%	154	5.8
July				128	6.3	-19%	158	5.7
Aug				127	6.4	-22%	162	6.4
Sept				109	6.3	4%	105	6.4
Oct				105	6.6	-5%	111	6.5
Nov				69	6.6	-26%	93	6.6
Dec				109	6.3	-6%	116	6.6

YTD 2016 88
 YTD 2015 85 4% 2016 compared to 2015
 YTD 2014 106 -17% 2016 compared to 2014

	<u>2016</u>		<u>2015</u>		<u>2014</u>	
Cumberland	32	36%	587	43%	646	41%
Harnett	39	44%	434	32%	516	33%
Hoke	5	6%	171	13%	227	14%
Other	12	14%	168	12%	177	11%
	=====		=====		=====	
Total	88		1360		1566	

TOTAL 2005	2417	TOTAL 2010	1557
TOTAL 2006	2716	TOTAL 2011	2030
TOTAL 2007	2305	TOTAL 2012	1965
TOTAL 2008	2088	TOTAL 2013	1814
TOTAL 2009	2190	TOTAL 2014	1566

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

Harnett, Hoke, Cumberland County
2/01/15 - 01/31/16

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	2	0.2	0%	6.0
125,001	150,000	12	57	4.8	5%	2.5
150,001	175,000	64	181	15.1	15%	4.2
175,001	200,000	87	238	19.8	20%	4.4
200,001	225,000	83	176	14.7	15%	5.7
225,001	250,000	106	231	19.3	19%	5.5
250,001	275,000	98	108	9.0	9%	10.9
275,001	300,000	62	81	6.8	7%	9.2
300,001	325,000	22	42	3.5	4%	6.3
325,001	350,000	24	21	1.8	2%	13.7
350,001	375,000	15	21	1.8	2%	8.6
375,001	400,000	23	12	1.0	1%	23.0
400,001	450,000	7	15	1.3	1%	5.6
450,001	500,000	3	6	0.5	1%	6.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	3	0.3	0%	0.0
		609	1194	99.5		6.1

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
2/01/15 - 01/31/16

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	5	30	2.5	7%	2.0
150,001	175,000	37	98	8.2	22%	4.5
175,001	200,000	28	94	7.8	21%	3.6
200,001	225,000	12	69	5.8	15%	2.1
225,001	250,000	35	60	5.0	13%	7.0
250,001	275,000	17	26	2.2	6%	7.8
275,001	300,000	14	32	2.7	7%	5.3
300,001	325,000	4	14	1.2	3%	3.4
325,001	350,000	3	9	0.8	2%	4.0
350,001	375,000	4	4	0.3	1%	12.0
375,001	400,000	3	4	0.3	1%	9.0
400,001	450,000	3	6	0.5	1%	6.0
450,001	500,000	0	3	0.3	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
		165	449	37.4		4.4

Average Sale Price = \$216,414 Avg \$/S.F. = \$88.84

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	25	67	160k - 420k	4.5	\$118
Anderson Creek Crossing	17	1	220k - 255k	204.0	\$111
Cameron Woods (San)	6	7	170k - 235k	10.3	\$102
Forest Oaks	11	10	156k - 177k	13.2	\$103
Oakmont	8	20	228k - 286k	4.8	\$85
Pattons Point	6	10	150k - 189k	7.2	\$98
The Manors @ Lexington	25	38	164k - 300	3.9	\$82
Vandercroft	14	51	150k - 171k	3.3	\$59

Hoke County
2/01/15 - 01/31/16

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	5	14	1.2	8%	4.3
150,001	175,000	8	26	2.2	16%	3.7
175,001	200,000	8	27	2.3	16%	3.6
200,001	225,000	6	21	1.8	13%	3.4
225,001	250,000	27	51	4.3	31%	6.4
250,001	275,000	23	17	1.4	10%	16.2
275,001	300,000	5	6	0.5	4%	10.0
300,001	325,000	0	2	0.2	1%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	1	0.1	1%	0.0
375,001	400,000	2	0	0.0	0%	#DIV/0!
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	1	0.1	1%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	1%	0.0
		84	167	13.9		6.0

Average Sale Price = \$217,460 Avg \$/S.F. = \$87.63

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	9	4	255k - 288k	13.5	\$87
Bedford - Midlands	13	4	232k - 278k	19.5	\$101
Eagles Ridge (HC)	6	13	146k - 152k	5.5	\$100
Riverbrooke	8	18	150k - 179k	5.3	\$92
Shadow Creek	7	8	196k - 246k	10.5	\$92
Turnberry	14	23	240k - 285k	3.7	\$82
Wedgfield	13	35	222k - 265k	4.5	\$79

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Cumberland County
2/01/15 - 01/31/16

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	2	0.2	0%	6.0
125,001	150,000	2	13	1.1	2%	1.8
150,001	175,000	19	57	4.8	10%	4.0
175,001	200,000	51	117	9.8	20%	5.2
200,001	225,000	65	86	7.2	15%	9.1
225,001	250,000	44	120	10.0	21%	4.4
250,001	275,000	58	65	5.4	11%	10.7
275,001	300,000	43	43	3.6	7%	12.0
300,001	325,000	18	26	2.2	4%	8.3
325,001	350,000	21	12	1.0	2%	21.0
350,001	375,000	11	16	1.3	3%	8.3
375,001	400,000	18	8	0.7	1%	27.0
400,001	450,000	4	9	0.8	2%	5.3
450,001	500,000	3	2	0.2	0%	18.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	and up	0	2	0.2	0%	0.0
		360	578	48.2		7.5

Average Sale Price = **\$237,172** Avg \$/S.F. = **\$92.39**

www.davidrayevans.net

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REAL ESTATE SPECIALIST

CONTACT
910-237-5018
DavidRayEvans@gmail.com

HOME COMMERCIAL RESIDENTIAL CONSULTING CREDENTIALS




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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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. Nconst	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.	Mos. Inv. Existing
Cape Fear	6.2	7%	8%	16%	\$210,440	\$89	7.3
Douglas Byrd	8.0	1%	2%	3%	\$194,344	\$89	8.6
EE Smith	#DIV/0!	0%	0%	0%	\$0	\$0	8.5
Grays Creek	6.6	12%	13%	28%	\$228,197	\$88	5.8
Jack Britt	8.3	6%	7%	15%	\$284,632	\$102	5.9
Pine Forest	7.0	5%	5%	11%	\$274,550	\$97	7.6
Seventy First	5.6	5%	6%	12%	\$202,848	\$81	7.8
South View	6.3	4%	4%	8%	\$211,195	\$82	7.4
Terry Sanford	16.4	2%	3%	6%	\$304,812	\$126	13.7
Westover	2.0	0%	1%	1%	\$157,117	\$96	7.4
Harnett Co.	4.4	44%			\$216,414	\$89	6.1
Hoke Co.	6.0	6%			\$217,460	\$88	5.6
Cumberland	7.5	36%			\$237,172	\$92	8.0
Whole Mkt	6.2						7.6

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David Evans GRI, CRS, MIRM

2010 President of Fayetteville Regional Association of Realtors

DavidRayEvans@gmail.com

910.237.5018

Cape Fear

2/01/15 - 01/31/16

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	2	0.2	2%	6.0
150,001	175,000	6	14	1.2	15%	5.1
175,001	200,000	6	21	1.8	23%	3.4
200,001	225,000	14	29	2.4	31%	5.8
225,001	250,000	7	16	1.3	17%	5.3
250,001	275,000	8	6	0.5	6%	16.0
275,001	300,000	3	4	0.3	4%	9.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	2	0	0.0	0%	#DIV/0!
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	1	0.1	1%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		48	93	7.8		6.2

Average Sale Price = \$210,440 Avg \$/S.F. = \$88.91

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	13	32	205k - 255k	4.9	\$86
Eastover North	6	0	260k - 290k	#DIV/0!	\$0
River Glen	12	23	165k - 267k	6.3	\$85

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

Douglas Byrd
2/01/15 - 01/31/16

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	6%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	2	0.2	11%	6.0
175,001	200,000	2	9	0.8	50%	2.7
200,001	225,000	3	2	0.2	11%	18.0
225,001	250,000	6	4	0.3	22%	18.0
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	100,000,000	0	0	0.0	0%	0.0
		12	18	1.5		8.0

Average Sale Price = \$194,344 Avg \$/S. \$89.31

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	9	7	205k - 243k	15.4	\$83

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

E.E. Smith

2/01/15 - 01/31/16

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	#DIV/0!	0.0
100,001	125,000	0	0	0.0	#DIV/0!	0.0
125,001	150,000	0	0	0.0	#DIV/0!	0.0
150,001	175,000	0	0	0.0	#DIV/0!	0.0
175,001	200,000	3	0	0.0	#DIV/0!	#DIV/0!
200,001	225,000	2	0	0.0	#DIV/0!	#DIV/0!
225,001	250,000	0	0	0.0	#DIV/0!	0.0
250,001	275,000	0	0	0.0	#DIV/0!	0.0
275,001	300,000	0	0	0.0	#DIV/0!	0.0
300,001	325,000	0	0	0.0	#DIV/0!	0.0
325,001	350,000	0	0	0.0	#DIV/0!	0.0
350,001	375,000	0	0	0.0	#DIV/0!	0.0
375,001	400,000	1	0	0.0	#DIV/0!	0.0
400,001	450,000	0	0	0.0	#DIV/0!	0.0
450,001	500,000	0	0	0.0	#DIV/0!	0.0
500,001	550,000	0	0	0.0	#DIV/0!	0.0
550,001	600,000	0	0	0.0	#DIV/0!	0.0
600,001	and up	0	0	0.0	#DIV/0!	0.0
		6	0	0.0		#DIV/0!

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

Active Subdivisions

Actives	Closed	Price Range	Mos Inv.	\$/S.F.
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This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek
2/01/15 - 01/31/16

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	7	0.6	4%	1.7
150,001	175,000	1	18	1.5	11%	0.7
175,001	200,000	15	40	3.3	25%	4.5
200,001	225,000	17	13	1.1	8%	15.7
225,001	250,000	14	40	3.3	25%	4.2
250,001	275,000	19	22	1.8	14%	10.4
275,001	300,000	10	5	0.4	3%	24.0
300,001	325,000	2	8	0.7	5%	3.0
325,001	350,000	2	2	0.2	1%	12.0
350,001	375,000	1	2	0.2	1%	6.0
375,001	400,000	4	1	0.1	1%	48.0
400,001	450,000	2	3	0.3	2%	8.0
450,001	500,000	1	0	0.0	0%	#DIV/0!
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		89	161	13.4		6.6

Average Sale Price = \$228,197 Avg \$/S.F. = \$88.17

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	6	20	140k - 190k	3.6	\$88
Roslin Farms West	12	9	241k - 285k	16.0	\$78
The Gardens @ Cypress	10	0	206k - 225k	#DIV/0!	\$0
Village at Rockfish	17	16	210k - 286k	12.8	\$84

DavidRayEvans@gmail.com

910.237.5018

Jack Britt

2/01/15 - 01/31/16

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	3	0.3	3%	12.0
200,001	225,000	1	5	0.4	6%	2.4
225,001	250,000	4	24	2.0	27%	2.0
250,001	275,000	8	14	1.2	16%	6.9
275,001	300,000	13	14	1.2	16%	11.1
300,001	325,000	9	6	0.5	7%	18.0
325,001	350,000	12	6	0.5	7%	24.0
350,001	375,000	2	9	0.8	10%	2.7
375,001	400,000	6	5	0.4	6%	14.4
400,001	450,000	1	2	0.2	2%	6.0
450,001	500,000	2	0	0.0	0%	#DIV/0!
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		61	88	7.3		8.3

Average Sale Price = \$284,632 Avg \$/S.F. = \$102.07

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	8	4	290k - 460k	24.0	\$124
Palms @ Summer Grove	9	19	240k - 285k	5.7	\$97
The Preserve @ Lake Up	10	1	275k - 390k	120.0	\$117
Traemoor @ LW	9	6	325k - 500k	18.0	\$119
Westhaven	6	8	285k - 335k	2.3	\$95

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Pine Forest

2/01/15 - 01/31/16

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	0	0.0	0%	#DIV/0!
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	1	0.1	2%	0.0
175,001	200,000	0	4	0.3	6%	0.0
200,001	225,000	2	4	0.3	6%	6.0
225,001	250,000	3	9	0.8	14%	4.0
250,001	275,000	10	16	1.3	25%	7.5
275,001	300,000	10	14	1.2	22%	8.6
300,001	325,000	6	9	0.8	14%	8.0
325,001	350,000	3	2	0.2	3%	18.0
350,001	375,000	1	1	0.1	2%	12.0
375,001	400,000	1	2	0.2	3%	6.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	1	0.1	2%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		37	63	5.3		7.0

Average Sale Price = \$274,550 Avg \$/S.F. = \$96.89

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	17	31	236k - 346k	6.6	\$84
Stonegate	7	2	265k - 301k	42.0	\$86

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DavidRayEvans@gmail.com

910.237.5018

Seventy First**2/01/15 - 01/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	4	4	0.3	6%	12.0
175,001	200,000	10	30	2.5	44%	4.0
200,001	225,000	13	24	2.0	35%	6.5
225,001	250,000	1	6	0.5	9%	2.0
250,001	275,000	3	2	0.2	3%	18.0
275,001	300,000	1	1	0.1	1%	12.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	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
		32	68	5.7		5.6

Average Sale Price = \$202,848 Avg \$/S.F. = \$81.26

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	6	9	170k - 210k	8.0	\$66
The Knolls on Cliffdale	6	10	203k - 218k	7.2	\$73
West Park Place	6	10	170k - 192k	7.2	\$106

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

2/01/15 - 01/31/16

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	2	0.2	4%	0.0
150,001	175,000	7	15	1.3	31%	5.6
175,001	200,000	8	7	0.6	15%	13.7
200,001	225,000	5	3	0.3	6%	20.0
225,001	250,000	4	18	1.5	38%	2.7
250,001	275,000	1	2	0.2	4%	6.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	2%	0.0

25 48 4.0 6.3

Average Sale Price = \$211,195 Avg \$/S.F. \$81.53

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	6	2	172k - 179k	18.0	\$98
Valley End	10	22	208k - 258k	2.7	\$78

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Terry Sanford

2/01/15 - 01/31/16

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	2	0.2	6%	18.0
200,001	225,000	7	6	0.5	18%	14.0
225,001	250,000	5	3	0.3	9%	20.0
250,001	275,000	7	3	0.3	9%	28.0
275,001	300,000	5	5	0.4	15%	12.0
300,001	325,000	2	3	0.3	9%	8.0
325,001	350,000	2	2	0.2	6%	12.0
350,001	375,000	6	4	0.3	12%	18.0
375,001	400,000	5	0	0.0	0%	#DIV/0!
400,001	450,000	1	4	0.3	12%	3.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	1,875,000	0	1	0.1	3%	0.0
				0.0	0.0	
		45	33	2.8		16.4

Average Sale Price = \$304,812 Avg \$/S. \$125.82

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	18	6	240k - 570k	36.0	\$120
Parkview	10	6	244k - 380k	20.0	\$157
Villas @ Lockwood Park	9	1	200k - 235k	108.0	\$123

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover
2/01/15 - 01/31/16

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	17%	0.0
150,001	175,000	0	1	0.1	17%	0.0
175,001	200,000	1	3	0.3	50%	4.0
200,001	225,000	0	1	0.1	17%	0.0
225,001	250,000	0	0	0.0	0%	0.0
250,001	275,000	0	0	0.0	0%	0.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		1	6	0.5		2.0

Average Sale Price = \$157,117 Avg \$/S. \$96.15

ACTIVE SUBDIVISIONS

Active	Closed	Price Range	Mos Inv.	\$/S.F.
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This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Sales Trend New Construction January 2016

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jan	Percent YTD
\$1 - \$49,999	1	0	0	0	0	0	0	0	0	0	0	0	1	1.25%	1.25%
\$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	7	0	0	0	0	0	0	0	0	0	0	0	7	8.75%	8.75%
\$160,000 - \$179,999	14	0	0	0	0	0	0	0	0	0	0	0	14	17.50%	17.50%
\$180,000 - \$199,999	12	0	0	0	0	0	0	0	0	0	0	0	12	15.00%	15.00%
\$200,000 - \$249,999	28	0	0	0	0	0	0	0	0	0	0	0	28	35.00%	35.00%
\$250,000 - \$299,999	10	0	0	0	0	0	0	0	0	0	0	0	10	12.50%	12.50%
\$300,000 - \$349,999	5	0	0	0	0	0	0	0	0	0	0	0	5	6.25%	6.25%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	2	0	0	0	0	0	0	0	0	0	0	0	2	2.50%	2.50%
\$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	85	73	132	109	152	162	128	127	109	106	69	109	85		
% Change	-6%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-6%		
Current YTD	80	0	0	0	0	0	0	0	0	0	0	0			
Prior YTD	85	158	290	399	551	713	841	968	1,077	1,183	1,252	1,361			
% Change YTD	-6%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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 910.237.5018

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

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 18 2014

Feb 1, 2015 to January 31, 2016 Whole MKT Existing Home Absorption Rates

319 closed in January 2016

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	515	1,342	111.83	4.61
\$75,000-\$99,999	448	521	43.42	10.32
\$100,000-\$124,999	377	587	48.92	7.71
\$125,000-\$149,999	367	647	53.92	6.81
\$150,000-\$174,999	311	548	45.67	6.81
\$175,000-\$199,999	251	403	33.58	7.47
\$200,000-\$224,999	133	265	22.08	6.02
\$225,000-\$249,999	182	214	17.83	10.21
\$250,000-\$299,999	217	212	17.67	12.28
\$300,000-\$349,999	112	92	7.67	14.61
\$350,000-\$399,999	79	64	5.33	14.81
\$400,000-\$499,999	62	34	2.83	21.88
\$500,000-\$749,999	45	17	1.42	31.76
\$750,000-\$999,999	11	2	0.17	66.00
\$1,000,000 and up	11	0	0.00	N/A
Totals	3,121	4,948	412.33	7.57

<u>December 31 2015 Existing Absorption</u>	382 closed	was	7.81
<u>November 30 2015 Existing Absorption</u>	362 closed	was	8.91
<u>October 31 2015 Existing Absorption</u>	430 closed	was	8.91
<u>September 30 2015 Existing Absorption</u>	437 closed	was	9.40
<u>Aug 31 2015 Existing Home Absorption Rates</u>	510 closed	was	9.74
<u>July 31 2015 Existing Home Absorption Rates</u>	525 closed	was	9.93
<u>June 30 2015 Existing Home Absorption Rates</u>	442 closed	was	10.25
<u>May 31 2015 Existing Home Absorption Rates</u>	418 closed	was	10.23
<u>April 30 2015 Existing Home Absorption Rates</u>	377 closed	was	10.11
<u>March 31 2015 Existing Home Absorption Rates</u>	385 closed	was	9.67
<u>February 28 2015 Existing Home Absorption Rates</u>	305 closed	was	9.25
<u>January 31 2015 Existing Home Absorption Rates</u>	265 closed	was	9.20
<u>September 30, 2014 Existing Home Absorption Rates</u>	365 closed	was	10.44
<u>June 30, 2014 Existing Home Absorption Rates</u>	442 closed	was	11.06
<u>March 31, 2014 Existing Home Absorption Rates</u>	347 closed	was	10.46
<u>Dec 31, 2013 Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>March 31, 2013 Existing Home Absorption Rates</u>	261 closed	was	11.94
<u>December 31, 2012 Existing Home Absorption Rates</u>	228 closed	was	11.61
<u>September 30, 2012 Existing Home Absorption Rates</u>	229 closed	was	13.29
<u>July 31, 2012 Existing Home Absorption Rates</u>	252 closed	was	13.52
<u>June 30, 2012 Existing Home Absorption Rates</u>	281 closed	was	13.47
<u>March 31, 2012 Existing Home Absorption Rates</u>	231 closed	was	12.23
<u>Dec 31, 2011 Existing Home Absorption Rates</u>	234 closed	was	11.52
<u>Sep 30, 2011 Existing Home Absorption Rates</u>	266 closed	was	11.64
<u>March 30, 2011 Existing Home Absorption Rates</u>	320 closed	was	11.89
<u>Dec 31, 2010 Existing Home Absorption Rates</u>	301 closed	was	10.39
<u>Sept 30, 2010 Existing Home Absorption Rates</u>	274	was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>	422	was	10.37
<u>Dec 31, 2009 Existing Home Absorption Rates</u>	274 closed	was	8.61
<u>March 31, 2009 Existing Home Absorption Rates</u>	329	was	6.95
<u>Dec 31, 2008 Existing Home Absorption Rates</u>	296 closed	was	6.39

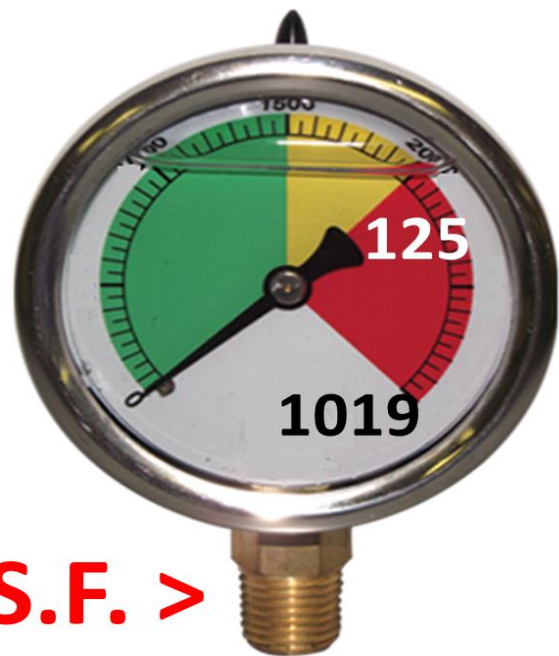
Existing Home Sales Days on Market Comparison

Median DAYS ON MARKET

Top 50% DOM



Bottom 50% DOM



< \$2.5/S.F. >

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

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

Sales Trend Existing Residential January 2016

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jan	Percent YTD
\$1 - \$49,999	54	0	0	0	0	0	0	0	0	0	0	0	54	17.76%	17.76%
\$50,000 - \$59,999	13	0	0	0	0	0	0	0	0	0	0	0	13	4.28%	4.28%
\$60,000 - \$69,999	11	0	0	0	0	0	0	0	0	0	0	0	11	3.62%	3.62%
\$70,000 - \$79,999	6	0	0	0	0	0	0	0	0	0	0	0	6	1.97%	1.97%
\$80,000 - \$89,999	16	0	0	0	0	0	0	0	0	0	0	0	16	5.26%	5.26%
\$90,000 - \$99,999	16	0	0	0	0	0	0	0	0	0	0	0	16	5.26%	5.26%
83% \$100,000 - \$119,999	25	0	0	0	0	0	0	0	0	0	0	0	25	8.22%	8.22%
\$120,000 - \$139,999	28	0	0	0	0	0	0	0	0	0	0	0	28	9.21%	9.21%
\$140,000 - \$159,999	30	0	0	0	0	0	0	0	0	0	0	0	30	9.87%	9.87%
\$160,000 - \$179,999	34	0	0	0	0	0	0	0	0	0	0	0	34	11.18%	11.18%
\$180,000 - \$199,999	18	0	0	0	0	0	0	0	0	0	0	0	18	5.92%	5.92%
\$200,000 - \$249,999	29	0	0	0	0	0	0	0	0	0	0	0	29	9.54%	9.54%
\$250,000 - \$299,999	15	0	0	0	0	0	0	0	0	0	0	0	15	4.93%	4.93%
\$300,000 - \$349,999	6	0	0	0	0	0	0	0	0	0	0	0	6	1.97%	1.97%
\$350,000 - \$399,999	2	0	0	0	0	0	0	0	0	0	0	0	2	0.66%	0.66%
\$400,000 - \$499,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.33%	0.33%
\$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	304	0	0	0	0	0	0	0	0	0	0	0	304	100.00%	100.00%
Prior Year Total	275	307	395	377	418	455	539	510	437	433	366	392	275		
% Change	11%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	11%		
Current YTD	304	0	0	0	0	0	0	0	0	0	0	0			
Prior YTD	275	582	977	1,354	1,772	2,227	2,766	3,276	3,713	4,146	4,512	4,904			
% Change YTD	11%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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

*Data was pulled out of MLS on Jan 15 2015

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

*Data was pulled out of MLS on Jan 15 2015

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

*Data was pulled out of MLS on Jan 18 2014

SUMMARY OF SALES 2015

New Construction Homes Sales 2012-2014 By County

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

Existing Homes Sales 2012-2014 By County

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

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

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

Fayetteville Regional Association of REALTORS

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

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

Doug Nunnally, Broker, REALTOR, ABR, CRS, e-PRO, GRI

2014 REALTOR of the Year and 2012 President, Fayetteville Regional Association of REALTORS

Doug@DougNunnally.com www.DougNunnally.com 910.977.1938