

New Construction Absorption and Inventory Report As of June 30, 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:

Haymount	\$152/S.F.	19.2 mos inv.
Gates Four	\$128/S.F.	18.0 mos inv.
Traemoor	\$120/S.F.	18.0 mos inv.
Anderson Creek	\$114/S.F.	6.0 mos inv.

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

Little River N	\$68/S.F.	7.0 mos inv.
Kenlan Farms	\$64/S.F.	12.0 mos inv.
Valley End	\$75/S.F.	2.6 mos inv.
Wedgfield	\$75/S.F.	5.1 mos inv.
Braxton Vlg.	\$77/S.F.	5.7 mos inv.
Stone Cross	\$77/S.F.	28.8 mos inv.
River Glen	\$79/S.F.	6.0 mos inv.

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This report created
7/20/2015

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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	84	6.5	-21%	106	5.8	-20%	132	7.1
Feb	73	6.2	-34%	111	5.9	-22%	142	6.8
Mar	132	6.2	1%	131	5.6	-26%	178	6.8
April	108	6.2	-30%	154	5.8	5%	147	6.6
May	150	5.7	-4%	156	5.8	-13%	180	6.5
June	159	6.0	3%	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 706
 YTD 2014 812 -13% 2015 compared to 2014
 YTD 2013 958 -26% 2015 compared to 2013

	2015		2014		2013	
Cumberland	314	44%	646	41%	786	43%
Harnett	222	31%	516	33%	575	32%
Hoke	89	13%	227	14%	298	16%
Other	81	11%	177	11%	155	9%
	=====		=====		=====	
Total	706		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
07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	4	3	0.3	0%	16.0
125,001	150,000	19	72	6.0	6%	3.2
150,001	175,000	86	200	16.7	15%	5.2
175,001	200,000	111	255	21.3	20%	5.2
200,001	225,000	91	199	16.6	15%	5.5
225,001	250,000	101	248	20.7	19%	4.9
250,001	275,000	71	134	11.2	10%	6.4
275,001	300,000	42	77	6.4	6%	6.5
300,001	325,000	17	40	3.3	3%	5.1
325,001	350,000	16	12	1.0	1%	16.0
350,001	375,000	19	19	1.6	1%	12.0
375,001	400,000	16	12	1.0	1%	16.0
400,001	450,000	7	9	0.8	1%	9.3
450,001	500,000	5	7	0.6	1%	8.6
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	100,000,000	4	4	0.3	0%	12.0
		613	1292	107.7		5.7

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Harnett County
07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	2	0	0.0	0%	#DIV/0!
125,001	150,000	7	28	2.3	6%	3.0
150,001	175,000	49	102	8.5	22%	5.8
175,001	200,000	46	93	7.8	20%	5.9
200,001	225,000	29	71	5.9	15%	4.9
225,001	250,000	19	68	5.7	15%	3.4
250,001	275,000	17	43	3.6	9%	4.7
275,001	300,000	15	32	2.7	7%	5.6
300,001	325,000	3	11	0.9	2%	3.3
325,001	350,000	4	4	0.3	1%	12.0
350,001	375,000	3	6	0.5	1%	6.0
375,001	400,000	2	3	0.3	1%	8.0
400,001	450,000	1	5	0.4	1%	2.4
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
		198	467	38.9		5.1

Average Sale Price = \$215,586 Avg \$/S.F. = \$89.59

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	35	70	155k - 395k	6.0	\$114
Coopers Creek (Harnett)	7	15	225k - 270k	5.6	\$82
Forest Oaks	7	10	160k - 174k	8.4	\$103
Kenlan Farms	6	6	189k - 208k	12.0	\$64
Pattons Point	7	10	139k - 185k	8.4	\$99
Stone Cross	12	5	183k - 205k	28.8	\$77
The Manors @ Lexington	11	26	153k - 255k	2.5	\$80
Trotters Ridge	6	18	220k - 271k	4.0	\$84
Vandercroft	10	38	146k - 199k	3.2	\$76
VLG of Lexington Plantati	7	30	160k - 185k	2.8	\$97
Woodshire	6	17	215k - 233k	4.2	\$81

Hoke County
07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	5	26	2.2	14%	2.3
150,001	175,000	12	29	2.4	16%	5.0
175,001	200,000	6	33	2.8	18%	2.2
200,001	225,000	6	30	2.5	16%	2.4
225,001	250,000	25	43	3.6	23%	7.0
250,001	275,000	17	19	1.6	10%	10.7
275,001	300,000	5	5	0.4	3%	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	1	0	0.0	0%	#DIV/0!
400,001	450,000	3	0	0.0	0%	#DIV/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	1	0.1	1%	0.0
		81	186	15.5		5.2

Average Sale Price = **\$206,509** Avg \$/S.F. = **\$86.44**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Eagles Ridge (HC)	9	19	142k - 184k	2.8	\$94
Riverbrooke	9	16	140k - 180k	6.8	\$92
Shadow Creek	7	3	200k - 270k	28.0	\$91
Turnberry	14	25	240k - 275k	3.4	\$82
Wedgefield	15	35	215k - 247k	5.1	\$75

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Cumberland County
07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	2	3	0.3	0%	8.0
125,001	150,000	7	18	1.5	3%	4.7
150,001	175,000	25	69	5.8	11%	4.3
175,001	200,000	59	129	10.8	20%	5.5
200,001	225,000	56	98	8.2	15%	6.9
225,001	250,000	57	137	11.4	21%	5.0
250,001	275,000	37	72	6.0	11%	6.2
275,001	300,000	22	40	3.3	6%	6.6
300,001	325,000	14	29	2.4	5%	5.8
325,001	350,000	12	8	0.7	1%	18.0
350,001	375,000	16	13	1.1	2%	14.8
375,001	400,000	13	9	0.8	1%	17.3
400,001	450,000	3	4	0.3	1%	9.0
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	4	1	0.1	0%	48.0
600,001	and up	4	3	0.3	0%	16.0
		334	639	53.3		6.3

Average Sale Price = **\$235,892** Avg \$/S.F. = **\$90.97**

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David Evans has been in Real Estate since 1983. He has worked in the Fayetteville Real Estate and new construction market since 1991.

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Summary of New Construction Inventory In Cumberland County School Districts

	Mos. Inv. Nconst	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.	Mos. Inv. Existing
Cape Fear	7.6	6%	7%	14%	\$221,289	\$92	11.2
Douglas Byrd	4.7	2%	2%	4%	\$197,382	\$86	9.5
EE Smith	18.0	0%	0%	0%	\$191,700	\$88	10.2
Grays Creek	5.1	11%	13%	26%	\$232,584	\$85	6.3
Jack Britt	7.2	6%	7%	14%	\$273,088	\$102	8.2
Pine Forest	6.6	4%	4%	9%	\$278,469	\$95	9.5
Seventy First	3.6	6%	8%	16%	\$200,288	\$83	8.7
South View	5.4	4%	4%	9%	\$207,116	\$80	9.2
Terry Sanford	16.2	2%	3%	5%	\$319,692	\$129	12.5
Westover	3.4	0%	1%	1%	\$165,329	\$97	10.2
Harnett Co.	5.1	31%			\$215,586	\$90	9.6
Hoke Co.	5.2	13%			\$206,509	\$86	9.4
Cumberland	6.3	44%			\$235,892	\$91	9.3

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Cape Fear

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	3	0.3	3%	4.0
150,001	175,000	9	13	1.1	14%	8.3
175,001	200,000	17	22	1.8	24%	9.3
200,001	225,000	17	26	2.2	29%	7.8
225,001	250,000	10	16	1.3	18%	7.5
250,001	275,000	3	5	0.4	5%	7.2
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	1	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	1	0.1	1%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.0	1%	0.0
		58	91	7.6		7.6

Average Sale Price = \$221,289 Avg \$/S.F. = \$92.41

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	23	26	180k - 253k	10.6	\$87
River Glen	12	24	170k - 236k	6.0	\$79

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Douglas Byrd

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	4%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	9	0.8	32%	0.0
175,001	200,000	3	6	0.5	21%	6.0
200,001	225,000	3	4	0.3	14%	9.0
225,001	250,000	5	8	0.7	29%	7.5
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
		11	28	2.3		4.7

Average Sale Price = \$197,382 Avg \$/S. \$86.29

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	7	12	205k - 243k	7.0	\$79

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E.E. Smith

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	2	2	0.2	100%	12.0
200,001	225,000	1	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
		3	2	0.2		18.0

Average Sale Price = \$191,700 Avg \$/S. \$87.67

Active Subdivisions

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

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Grays Creek
07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	4	7	0.6	4%	6.9
150,001	175,000	4	18	1.5	11%	2.7
175,001	200,000	13	27	2.3	16%	5.8
200,001	225,000	12	14	1.2	8%	10.3
225,001	250,000	18	49	4.1	30%	4.4
250,001	275,000	7	23	1.9	14%	3.7
275,001	300,000	1	12	1.0	7%	1.0
300,001	325,000	0	11	0.9	7%	0.0
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	2	1	0.1	1%	24.0
375,001	400,000	3	2	0.2	1%	18.0
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%	#DIV/0!
600,001	100,000,000	2	0	0.0	0%	#DIV/0!
		70	165	13.8		5.1

Average Sale Price = \$232,584 Avg \$/S.F. = \$84.54

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	7	18	137k - 190k	4.7	\$89
Braxton Village	9	19	213k - 270k	5.7	\$77
Sheffield Farm N	6	5	177K - 185K	14.4	\$91
The Ashlands @ Cypress	8	11	235k - 250k	8.7	\$88
Village at Rockfish	10	19	212k - 260k	6.3	\$83

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Jack Britt**07/01/14 - 6/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	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	3	0.3	3%	4.0
200,001	225,000	1	13	1.1	14%	0.9
225,001	250,000	7	23	1.9	25%	3.7
250,001	275,000	7	18	1.5	20%	4.7
275,001	300,000	10	8	0.7	9%	15.0
300,001	325,000	8	3	0.3	3%	32.0
325,001	350,000	8	3	0.3	3%	32.0
350,001	375,000	7	9	0.8	10%	9.3
375,001	400,000	2	3	0.3	3%	8.0
400,001	450,000	2	1	0.1	1%	24.0
450,001	500,000	2	4	0.3	4%	6.0
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	
		55	92	7.7		7.2

Average Sale Price = \$273,088 Avg \$/S.F. = \$101.74

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	6	25	248k - 284k	2.9	\$97
Gates Four	6	4	290k - 460k	18.0	\$128
Palms @ Summer Grove	9	15	245k - 292k	7.2	\$96
Traemoor @ LW	9	6	350k - 483k	18.0	\$120
Westhaven	5	1	290k - 330k	15.0	\$93

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Pine Forest

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	2	0	0.0	0%	#DIV/0!
125,001	150,000	1	0	0.0	0%	#DIV/0!
150,001	175,000	0	4	0.3	7%	0.0
175,001	200,000	2	2	0.2	3%	12.0
200,001	225,000	1	2	0.2	3%	6.0
225,001	250,000	5	7	0.6	12%	8.6
250,001	275,000	9	15	1.3	26%	7.2
275,001	300,000	6	12	1.0	21%	6.0
300,001	325,000	5	9	0.8	16%	6.7
325,001	350,000	0	1	0.1	2%	0.0
350,001	375,000	0	1	0.1	2%	0.0
375,001	400,000	0	3	0.3	5%	0.0
400,001	450,000	0	1	0.1	2%	0.0
450,001	500,000	1	1	0.1	2%	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
		32	58	4.8		6.6

Average Sale Price = \$278,469 Avg \$/S.F. = \$95.34

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	18	31	235k - 315k	7.0	\$83

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Seventy First

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	0	5	0.4	5%	0.0
150,001	175,000	2	9	0.8	9%	2.7
175,001	200,000	14	43	3.6	43%	3.9
200,001	225,000	7	29	2.4	29%	2.9
225,001	250,000	1	6	0.5	6%	2.0
250,001	275,000	6	5	0.4	5%	14.4
275,001	300,000	0	1	0.1	1%	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	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

30 100 8.3 **3.6**

Average Sale Price = \$200,288 Avg \$/S.F. = \$82.75

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	7	12	178k - 270k	7.0	\$68
The Bluffs at Treyburn	2	2	178k - 270k	12.0	\$76

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South View

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	2	0.2	3%	0.0
150,001	175,000	8	7	0.6	12%	13.7
175,001	200,000	5	18	1.5	31%	3.3
200,001	225,000	5	8	0.7	14%	7.5
225,001	250,000	6	21	1.8	36%	3.4
250,001	275,000	2	2	0.2	3%	12.0
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		26	58	4.8		5.4

Average Sale Price = \$207,116 Avg \$/S.F. \$80.27

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (hope mill)	9	15	158k - 210k	3.6	\$88
Valley End	11	25	208k - 255k	2.6	\$75

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Terry Sanford

07/01/14 - 6/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	2	5	0.4	15%	4.8
200,001	225,000	9	2	0.2	6%	54.0
225,001	250,000	5	6	0.5	18%	10.0
250,001	275,000	3	4	0.3	12%	9.0
275,001	300,000	4	3	0.3	9%	16.0
300,001	325,000	2	3	0.3	9%	8.0
325,001	350,000	4	3	0.3	9%	16.0
350,001	375,000	7	2	0.2	6%	42.0
375,001	400,000	7	1	0.1	3%	84.0
400,001	450,000	0	2	0.2	6%	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	1	1	0.1	3%	12.0
600,001	1,875,000	2	2	0.2	6%	12.0
				0.0	0.0	
		46	34	2.8		16.2

Average Sale Price = \$319,692 Avg \$/S. \$128.59

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	8	5	260k - 570k	19.2	\$152
Parkview	18	2	242k - 400k	108.0	\$159
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$130

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Westover**07/01/14 - 6/30/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	0	0.0	0%	#DIV/0!
150,001	175,000	1	6	0.5	86%	2.0
175,001	200,000	0	1	0.1	14%	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

	2	7	0.6	3.4
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Average Sale Price = \$165,329 Avg \$/S. \$96.77 1911.59

ACTIVE SUBDIVISIONS

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

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jun	Percent YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70,000 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	0.14%
\$120,000 - \$139,999	1	0	3	1	3	2	0	0	0	0	0	0	10	1.31%	1.43%
\$140,000 - \$159,999	3	6	13	11	13	6	0	0	0	0	0	0	52	3.92%	7.45%
\$160,000 - \$179,999	9	19	22	18	18	22	0	0	0	0	0	0	108	14.38%	15.47%
88% \$180,000 - \$199,999	12	9	14	12	21	23	0	0	0	0	0	0	91	15.03%	88% 13.04%
\$200,000 - \$249,999	31	20	53	36	44	56	0	0	0	0	0	0	240	36.60%	34.38%
\$250,000 - \$299,999	22	11	17	15	33	27	0	0	0	0	0	0	125	17.65%	17.91%
\$300,000 - \$349,999	3	4	5	8	9	8	0	0	0	0	0	0	37	5.23%	5.30%
\$350,000 - \$399,999	2	4	1	5	5	7	0	0	0	0	0	0	24	4.58%	3.44%
\$400,000 - \$499,999	1	0	3	1	2	2	0	0	0	0	0	0	9	1.31%	1.29%
\$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	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.14%
\$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	84	73	132	107	149	153	0	0	0	0	0	0	698	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	812		
% Change	-20%	-34%	1%	-31%	-5%	-1%	0%	0%	0%	0%	0%	0%	-14%		
Current YTD	84	157	289	396	545	698	0	0	0	0	0	0			
Prior YTD	105	216	347	501	658	812	970	1,132	1,240	1,352	1,448	1,567			
% Change YTD	-20%	-27%	-17%	-21%	-17%	-14%	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

July 1, 2014 to June 30, 2015 Whole MKT Existing Home Absorption Rates

442 closed in May 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	584	1,301	108.42	5.39
\$75,000-\$99,999	517	502	41.83	12.36
\$100,000-\$124,999	456	537	44.75	10.19
\$125,000-\$149,999	434	585	48.75	8.90
\$150,000-\$174,999	448	492	41.00	10.93
\$175,000-\$199,999	349	326	27.17	12.85
\$200,000-\$224,999	190	220	18.33	10.36
\$225,000-\$249,999	208	163	13.58	15.31
\$250,000-\$299,999	264	193	16.08	16.41
\$300,000-\$349,999	126	81	6.75	18.67
\$350,000-\$399,999	111	50	4.17	26.64
\$400,000-\$499,999	78	42	3.50	22.29
\$500,000-\$749,999	64	18	1.50	42.67
\$750,000-\$999,999	15	1	0.08	180.00
\$1,000,000 and up	11	3	0.25	44.00
Totals	3,855	4,514	376.17	10.25

<u>May 31 2015 Existing Home Absorption Rates</u>	409 closed	was	10.23
<u>April 30 2015 Existing Home Absorption Rates</u>	370 closed	was	10.11
<u>March 31 2015 Existing Home Absorption Rates</u>	385 closed	was	9.67
<u>February 28 2015 Existing Home Absorption Rates</u>	305 closed	was	9.25
<u>January 31 2015 Existing Home Absorption Rates</u>	265 closed	was	9.20
<u>December 31 2014 Existing Home Absorption Rates</u>	362 closed	was	9.19
<u>November 30 2014 Existing Home Absorption Rates</u>	311 closed	was	10.06
<u>October 31 2014 Existing Home Absorption Rates</u>	355 closed	was	10.37
<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>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>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 >

TOP 50% Of Market Average Days On Market = 25 Days
TOP 50% Of Market Longest Days On Market = 61 Days

BOTTOM 50% of Market Average Days on Market = 166 Days
BOTTOM 50% of Longest Days on Market = 1238 Days

Sales Trend Existing Residential June 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jun	Percent YTD
\$1 - \$49,999	67	57	82	72	79	53	0	0	0	0	0	0	410	12.68%	18.82%
\$50,000 - \$59,999	17	14	15	18	15	26	0	0	0	0	0	0	105	6.22%	4.82%
\$60,000 - \$69,999	16	18	20	16	16	14	0	0	0	0	0	0	100	3.35%	4.59%
\$70,000 - \$79,999	15	14	13	13	16	17	0	0	0	0	0	0	88	4.07%	4.04%
\$80,000 - \$89,999	8	10	19	17	16	18	0	0	0	0	0	0	88	4.31%	4.04%
\$90,000 - \$99,999	16	12	16	21	16	14	0	0	0	0	0	0	95	3.35%	4.36%
\$100,000 - \$119,999	26	33	41	39	33	38	0	0	0	0	0	0	210	9.09%	9.64%
\$120,000 - \$139,999	27	38	43	27	58	36	0	0	0	0	0	0	229	8.61%	10.51%
\$140,000 - \$159,999	14	27	44	37	36	35	0	0	0	0	0	0	193	8.37%	8.86%
\$160,000 - \$179,999	21	22	40	34	33	35	0	0	0	0	0	0	185	8.37%	8.49%
\$180,000 - \$199,999	13	17	12	25	24	23	0	0	0	0	0	0	114	5.50%	5.23%
\$200,000 - \$249,999	16	22	30	28	40	53	0	0	0	0	0	0	189	12.68%	8.67%
\$250,000 - \$299,999	9	10	7	14	19	27	0	0	0	0	0	0	86	6.46%	3.95%
\$300,000 - \$349,999	5	4	3	9	7	13	0	0	0	0	0	0	41	3.11%	1.88%
\$350,000 - \$399,999	2	6	5	1	3	6	0	0	0	0	0	0	23	1.44%	1.06%
\$400,000 - \$499,999	1	1	4	1	2	6	0	0	0	0	0	0	15	1.44%	0.69%
\$500,000 - \$599,999	0	2	1	0	0	1	0	0	0	0	0	0	4	0.24%	0.18%
\$600,000 - \$699,999	0	0	0	0	0	2	0	0	0	0	0	0	2	0.48%	0.09%
\$700,000 - \$799,999	0	0	0	0	0	1	0	0	0	0	0	0	1	0.24%	0.05%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	0.05%
\$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	273	307	395	372	414	418	0	0	0	0	0	0	2,179	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	363	319	372	2,131		
% Change	-10%	11%	10%	6%	8%	-8%	0%	0%	0%	0%	0%	0%	2%		
Current YTD	273	580	975	1,347	1,761	2,179	0	0	0	0	0	0			
Prior YTD	303	580	940	1,291	1,675	2,131	2,585	3,016	3,390	3,753	4,072	4,444			
% Change YTD	-10%	0%	4%	4%	5%	2%	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%