

New Construction Absorption and Inventory Report As of March 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	\$128/S.F.	42.0 mos inv.
Traemoor@LW	\$121/S.F.	21.6 mos inv.
Anderson Creek	\$112/S.F.	7.0 mos inv.

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

Westerfield	\$64/S.F.	16.8 mos inv.
Little River N	\$68/S.F.	4.6 mos inv.
Valley End	\$74/S.F.	3.5 mos inv.
Wedgfield	\$74/S.F.	5.6 mos inv.
Stone Cross	\$76/S.F.	12.0 mos inv.
Braxton Vlg.	\$77/S.F.	8.0 mos inv.
Manors @Lex	\$79/S.F.	2.2 mos inv.

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This report created

4/29/2015

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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	71	6.2	-36%	111	5.9	-22%	142	6.8
Mar	131	6.2	0%	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	286		
YTD 2014	348	-18%	15 compared to 14
YTD 2013	452	-37%	15 compared to 13

	2015		2014		2013	
Cumberland	121	42%	646	41%	786	43%
Harnett	87	30%	516	33%	575	32%
Hoke	41	14%	227	14%	298	16%
Other	37	13%	177	11%	155	9%
	=====		=====		=====	
Total	286		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
04/01/14 - 3/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	1	0	0.0	0%	0.0
100,001	125,000	4	3	0.3	0%	16.0
125,001	150,000	19	77	6.4	6%	3.0
150,001	175,000	98	210	17.5	16%	5.6
175,001	200,000	105	249	20.8	19%	5.1
200,001	225,000	115	233	19.4	17%	5.9
225,001	250,000	112	261	21.8	20%	5.1
250,001	275,000	63	146	12.2	11%	5.2
275,001	300,000	40	77	6.4	6%	6.2
300,001	325,000	17	25	2.1	2%	8.2
325,001	350,000	15	10	0.8	1%	18.0
350,001	375,000	25	11	0.9	1%	27.3
375,001	400,000	12	11	0.9	1%	13.1
400,001	450,000	10	8	0.7	1%	15.0
450,001	500,000	5	6	0.5	0%	10.0
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	100,000,000	3	4	0.3	0%	9.0
		648	1333	111.1		5.8

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Harnett County
04/01/14 - 3/31/15

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	3	0	0.0	0%	#DIV/0!
125,001	150,000	8	30	2.5	6%	3.2
150,001	175,000	56	104	8.7	21%	6.5
175,001	200,000	39	86	7.2	18%	5.4
200,001	225,000	34	86	7.2	18%	4.7
225,001	250,000	31	81	6.8	17%	4.6
250,001	275,000	14	51	4.3	10%	3.3
275,001	300,000	16	32	2.7	7%	6.0
300,001	325,000	4	8	0.7	2%	6.0
325,001	350,000	4	3	0.3	1%	16.0
350,001	375,000	4	3	0.3	1%	16.0
375,001	400,000	5	2	0.2	0%	30.0
400,001	450,000	3	4	0.3	1%	9.0
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
		221	490	40.8		5.4

Average Sale Price = \$214,498 Avg \$/S.F. = \$89.56

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Westerfield Farms	7	5	200k - 208k	16.8	\$64
Mamie Belle Ridge	6	10	192k - 213k	7.2	\$71
Stone Cross	7	7	185k - 205k	12.0	\$76
The Manors @ Lexington	8	22	196k - 285k	2.2	\$78
Coopers Creek (Harnett)	8	18	213k - 265k	5.3	\$80
Trotters Ridge	6	18	213k - 272k	4.0	\$82
Oakmont	10	17	214k - 280k	7.1	\$84
The Colony @ Lexington	7	34	195k - 260k	2.5	\$84
Vandercroft	10	23	146k - 177k	5.2	\$85
Woodshire	8	17	200k - 240k	5.6	\$87
Sweetwater	6	3	155k - 173k	24.0	\$91
VLG of Lexington Plantati	9	32	162k - 183k	3.4	\$97
Pattons Point	7	9	155k - 185k	9.3	\$97
Cameron Woods (san)	6	1	170k - 183k	72.0	\$99
Forest Oaks	8	10	160k - 176k	9.6	\$103
Anderson Creek Club	40	69	155k - 430k	7.0	\$112

Hoke County
04/01/14 - 3/31/15

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	5	29	2.4	14%	2.1
150,001	175,000	5	34	2.8	16%	1.8
175,001	200,000	6	39	3.3	19%	1.8
200,001	225,000	13	29	2.4	14%	5.4
225,001	250,000	14	44	3.7	21%	3.8
250,001	275,000	13	28	2.3	13%	5.6
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%	0.0
375,001	400,000	1	0	0.0	0%	0.0
400,001	450,000	2	0	0.0	0%	#DIV/0!
450,001	500,000	2	1	0.1	0%	24.0
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	0%	0.0
		63	209	17.4		3.6

Average Sale Price = **\$206,957** Avg \$/S.F. = **\$86.74**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Riverbrooke	6	15	160k - 183k	4.8	\$94
Shadow Creek	9	0	200k - 270k	#DIV/0!	\$0
Turnberry	9	26	240k - 275k	2.1	\$80
Wedgefield	13	28	215k - 265k	5.6	\$74
Whispering Winds	6	0	360k - 500k	#DIV/0!	\$0

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Cumberland County
04/01/14 - 3/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	1	0	0.0	0%	0.0
100,001	125,000	1	3	0.3	0%	4.0
125,001	150,000	6	18	1.5	3%	4.0
150,001	175,000	37	72	6.0	11%	6.2
175,001	200,000	60	124	10.3	20%	5.8
200,001	225,000	68	118	9.8	19%	6.9
225,001	250,000	67	136	11.3	21%	5.9
250,001	275,000	36	67	5.6	11%	6.4
275,001	300,000	23	41	3.4	6%	6.7
300,001	325,000	13	17	1.4	3%	9.2
325,001	350,000	11	7	0.6	1%	18.9
350,001	375,000	20	8	0.7	1%	30.0
375,001	400,000	6	9	0.8	1%	8.0
400,001	450,000	5	4	0.3	1%	15.0
450,001	500,000	3	5	0.4	1%	7.2
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	3	3	0.3	0%	12.0
		364	634	52.8		6.9

Average Sale Price = \$232,505 Avg \$/S.F. = \$89.78

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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	9.4	6%	7%	14%	\$219,366	\$92	11.2
Douglas Byrd	4.3	2%	2%	5%	\$195,497	\$85	9.5
EE Smith	2.0	0%	0%	1%	\$211,533	\$97	10.2
Grays Creek	6.3	10%	12%	24%	\$228,397	\$83	6.3
Jack Britt	7.1	6%	7%	15%	\$262,120	\$99	8.2
Pine Forest	7.6	3%	4%	8%	\$263,656	\$92	9.5
Seventy First	4.0	7%	8%	16%	\$203,420	\$81	8.7
South View	6.4	4%	4%	9%	\$207,778	\$80	9.2
Terry Sanford	13.9	2%	3%	6%	\$329,124	\$130	12.5
Westover	6.0	1%	1%	1%	\$163,263	\$98	10.2
Harnett Co.	5.4	30%			\$214,498	\$90	9.6
Hoke Co.	3.6	14%			\$206,957	\$87	9.4
Cumberland	6.9	42%			\$232,505	\$90	9.3

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Cape Fear

04/01/14 - 3/31/15

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	4	0.3	5%	3.0
150,001	175,000	11	14	1.2	16%	9.4
175,001	200,000	20	20	1.7	23%	12.0
200,001	225,000	22	23	1.9	26%	11.5
225,001	250,000	12	15	1.3	17%	9.6
250,001	275,000	1	5	0.4	6%	2.4
275,001	300,000	1	3	0.3	3%	4.0
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
		68	87	7.3		9.4

Average Sale Price = \$219,366 Avg \$/S.F. = \$91.96

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	27	24	180k - 249k	13.5	\$87
River Glen	15	23	170k - 236k	7.8	\$85
Ruths Place	6	0	152k - 180k	#DIV/0!	\$0
Windwood Oaks	6	9	170k - 205k	8.0	\$94

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Douglas Byrd

04/01/14 - 3/31/15

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	11	0.9	35%	0.0
175,001	200,000	5	7	0.6	23%	8.6
200,001	225,000	0	3	0.3	10%	0.0
225,001	250,000	5	9	0.8	29%	6.7
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	31	2.6		4.3

Average Sale Price = \$195,497 Avg \$/S. \$85.27

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	5	11	175k - 182k	5.5	\$91
Park Place	13	5	230k - 240k	31.2	\$78

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E.E. Smith

04/01/14 - 3/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	1	0	0.0	0%	#DIV/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	0	3	0.3	50%	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	17%	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 = \$211,533 Avg \$/S. \$97.31

Active Subdivisions

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

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Grays Creek
04/01/14 - 3/31/15

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	5	6	0.5	4%	10.0
150,001	175,000	5	17	1.4	11%	3.5
175,001	200,000	16	23	1.9	15%	8.3
200,001	225,000	13	20	1.7	13%	7.8
225,001	250,000	20	50	4.2	32%	4.8
250,001	275,000	12	19	1.6	12%	7.6
275,001	300,000	3	13	1.1	8%	2.8
300,001	325,000	0	6	0.5	4%	0.0
325,001	350,000	1	0	0.0	0%	#DIV/0!
350,001	375,000	0	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
		82	155	12.9		6.3

Average Sale Price = \$228,397 Avg \$/S.F. = \$82.76

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	6	16	137k - 189k	4.5	\$88
Braxton Village	14	21	200k - 278k	8.0	\$77
The Ashlands at Cypress	9	5	235k - 249k	21.6	\$84
Village at Rockfish	12	19	185k - 253k	7.6	\$81

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Jack Britt**04/01/14 - 3/31/15**

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	21%	2.4
225,001	250,000	8	19	1.6	20%	5.1
250,001	275,000	6	22	1.8	23%	3.3
275,001	300,000	8	8	0.7	9%	12.0
300,001	325,000	6	1	0.1	1%	72.0
325,001	350,000	5	3	0.3	3%	20.0
350,001	375,000	10	5	0.4	5%	24.0
375,001	400,000	3	2	0.2	2%	18.0
400,001	450,000	3	1	0.1	1%	36.0
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	
		56	94	7.8		7.1

Average Sale Price = \$262,120 Avg \$/S.F. = \$99.01

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	6	29	220k - 284k	2.5	\$95
Gates Four	7	2	320k - 460k	42.0	\$128
Highland Pointe @ Sumr	6	24	228k - 245k	3.0	\$91
Palms @ Summer Grove	6	7	225k - 292k	10.3	\$97
Traemoor @ LW	9	5	350k - 483k	21.6	\$121

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Pine Forest
04/01/14 - 3/31/15

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	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	2	7	0.6	13%	3.4
175,001	200,000	2	2	0.2	4%	12.0
200,001	225,000	2	3	0.3	6%	8.0
225,001	250,000	5	10	0.8	19%	6.0
250,001	275,000	7	11	0.9	21%	7.6
275,001	300,000	6	10	0.8	19%	7.2
300,001	325,000	5	4	0.3	8%	15.0
325,001	350,000	1	0	0.0	0%	#DIV/0!
350,001	375,000	1	0	0.0	0%	#DIV/0!
375,001	400,000	0	3	0.3	6%	0.0
400,001	450,000	0	1	0.1	2%	0.0
450,001	500,000	1	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
		33	52	4.3		7.6

Average Sale Price = \$263,656 Avg \$/S.F. = \$92.42

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	16	21	234k - 315k	9.1	\$83

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Seventy First

04/01/14 - 3/31/15

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	5	0.4	5%	0.0
150,001	175,000	4	8	0.7	8%	6.0
175,001	200,000	9	38	3.2	37%	2.8
200,001	225,000	15	37	3.1	36%	4.9
225,001	250,000	3	6	0.5	6%	6.0
250,001	275,000	4	6	0.5	6%	8.0
275,001	300,000	0	2	0.2	2%	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
		35	104	8.7		4.0

Average Sale Price = \$203,420 Avg \$/S.F. = \$81.10

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
James Creek	5	13	235k - 275k	4.6	\$85
Little River Farms	7	14	195k - 213k	6.0	\$68
The Bluffs	3	5	220k - 265k	7.2	\$87
West Park Place	7	8	169k - 194k	10.5	\$105

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South View

04/01/14 - 3/31/15

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	1	0.1	2%	0.0
150,001	175,000	12	4	0.3	7%	36.0
175,001	200,000	2	21	1.8	38%	1.1
200,001	225,000	5	10	0.8	18%	6.0
225,001	250,000	9	19	1.6	34%	5.7
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 56 4.7 6.4

Average Sale Price = \$207,778 Avg \$/S.F. \$80.01

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Lakeside @ Snowhill	6	0	151k - 175k	#DIV/0!	\$0
Valley End	13	22	205k - 255k	3.5	\$74

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Terry Sanford

04/01/14 - 3/31/15

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	4	0.3	11%	9.0
200,001	225,000	7	2	0.2	5%	42.0
225,001	250,000	4	7	0.6	19%	6.9
250,001	275,000	4	3	0.3	8%	16.0
275,001	300,000	5	4	0.3	11%	15.0
300,001	325,000	3	3	0.3	8%	12.0
325,001	350,000	3	4	0.3	11%	9.0
350,001	375,000	9	3	0.3	8%	36.0
375,001	400,000	2	1	0.1	3%	24.0
400,001	450,000	1	2	0.2	5%	6.0
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	1	2	0.2	5%	6.0
				0.0	0.0	
		43	37	3.1		13.9

Average Sale Price = \$329,124 Avg \$/S. \$130.25

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	12	6	260k - 596k	24.0	\$153
Parkview	12	2	242k - 380k	72.0	\$158
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$130

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Westover**04/01/14 - 3/31/15**

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	3	7	0.6	88%	5.1
175,001	200,000	1	1	0.1	13%	12.0
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
		4	8	0.7		6.0

Average Sale Price = \$163,263 Avg \$/S. \$97.82 1911.59

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction March 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Mar	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	3	0	0	0	0	0	0	0	0	0	4	2.34%	1.41%
\$140,000 - \$159,999	3	6	12	0	0	0	0	0	0	0	0	0	21	9.38%	7.42%
\$160,000 - \$179,999	9	19	22	0	0	0	0	0	0	0	0	0	50	17.19%	17.67%
\$180,000 - \$199,999	12	9	13	0	0	0	0	0	0	0	0	0	34	10.16%	12.01%
\$200,000 - \$249,999	31	19	52	0	0	0	0	0	0	0	0	0	102	40.63%	36.04%
\$250,000 - \$299,999	22	11	17	0	0	0	0	0	0	0	0	0	50	13.28%	17.67%
\$300,000 - \$349,999	3	3	4	0	0	0	0	0	0	0	0	0	10	3.13%	3.53%
\$350,000 - \$399,999	2	4	1	0	0	0	0	0	0	0	0	0	7	0.78%	2.47%
\$400,000 - \$499,999	1	0	3	0	0	0	0	0	0	0	0	0	4	2.34%	1.41%
\$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	0.78%	0.35%
\$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	71	128	0	0	0	0	0	0	0	0	0	283	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	347		
% Change	-20%	-36%	-2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-18%		
Current YTD	84	155	283	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	1,567			
% Change YTD	-20%	-28%	-18%	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

April 1, 2014 to March 31, 2015 Whole MKT Existing Home Absorption Rates

385 closed in March 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	536	1,308	190.00	4.92
\$75,000-\$99,999	486	514	42.83	11.35
\$100,000-\$124,999	428	548	45.67	9.37
\$125,000-\$149,999	421	562	46.83	8.99
\$150,000-\$174,999	386	485	40.42	9.55
\$175,000-\$199,999	324	313	26.08	12.42
\$200,000-\$224,999	193	208	17.33	11.13
\$225,000-\$249,999	210	148	12.33	17.03
\$250,000-\$299,999	237	179	14.92	15.89
\$300,000-\$349,999	126	72	6.00	21.00
\$350,000-\$399,999	79	59	4.92	16.07
\$400,000-\$499,999	90	40	3.33	27.00
\$500,000-\$749,999	54	24	2.00	27.00
\$750,000-\$999,999	13	0	0.00	N/A
\$1,000,000 and up	13	3	0.25	52.00
Totals	3,596	4,463	371.92	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>August 31, 2014 Existing Home Absorption Rates</u>	418 closed	was	10.70
<u>July 31, 2014 Existing Home Absorption Rates</u>	442 closed	was	10.70
<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>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 March 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Mar	Percent YTD
\$1 - \$49,999	67	57	73	0	0	0	0	0	0	0	0	0	197	19.73%	20.82%
\$50,000 - \$59,999	16	13	14	0	0	0	0	0	0	0	0	0	43	3.78%	4.55%
\$60,000 - \$69,999	16	18	19	0	0	0	0	0	0	0	0	0	53	5.14%	5.60%
\$70,000 - \$79,999	15	14	12	0	0	0	0	0	0	0	0	0	41	3.24%	4.33%
\$80,000 - \$89,999	8	10	18	0	0	0	0	0	0	0	0	0	36	4.86%	3.81%
82% - \$90,000 - \$99,999	15	12	16	0	0	0	0	0	0	0	0	0	43	4.32%	82% 4.55%
\$100,000 - \$119,999	27	32	41	0	0	0	0	0	0	0	0	0	100	11.08%	10.57%
\$120,000 - \$139,999	27	38	42	0	0	0	0	0	0	0	0	0	107	11.35%	11.31%
\$140,000 - \$159,999	13	27	40	0	0	0	0	0	0	0	0	0	80	10.81%	8.46%
\$160,000 - \$179,999	21	22	38	0	0	0	0	0	0	0	0	0	81	10.27%	8.56%
\$180,000 - \$199,999	13	17	12	0	0	0	0	0	0	0	0	0	42	3.24%	4.44%
\$200,000 - \$249,999	16	22	26	0	0	0	0	0	0	0	0	0	64	7.03%	6.77%
\$250,000 - \$299,999	9	11	6	0	0	0	0	0	0	0	0	0	26	1.62%	2.75%
\$300,000 - \$349,999	5	4	3	0	0	0	0	0	0	0	0	0	12	0.81%	1.27%
\$350,000 - \$399,999	2	5	5	0	0	0	0	0	0	0	0	0	12	1.35%	1.27%
\$400,000 - \$499,999	1	1	4	0	0	0	0	0	0	0	0	0	6	1.08%	0.63%
\$500,000 - \$599,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.27%	0.32%
\$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	271	305	370	0	0	0	0	0	0	0	0	0	946	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	455	431	373	363	319	372	940		
% Change	-11%	10%	3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%		
Current YTD	271	576	946	0	0	0	0	0	0	0	0	0			
Prior YTD	303	580	940	1,291	1,675	2,131	2,586	3,017	3,390	3,753	4,072	4,444			
% Change YTD	-11%	-1%	1%	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%