

New Construction Absorption and Inventory Report As of May 31, 2014

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

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

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

Gates Four	\$131/S.F.	12.0 mos inv.
Cottages Ramsey	\$128/S.F.	28.0 mos inv.

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

Little River N	\$68/S.F.	6.0 mos inv.
Mamie Belle	\$72/S.F.	10.8 mos inv.
Park Place	\$74/S.F.	8.3 mos inv.
Valley End	\$74/S.F.	New -mos inv.
Rosalyn FW	\$75/S.F.	1.9 mos inv.
Coopers Creek	\$75/S.F.	9.2 mos inv.
Manors @Lex	\$75/S.F.	8.3 mos inv.
Wedgfield	\$76/S.F.	4.9 mos inv.
Braxton Vlg.	\$78/S.F.	5.3 mos inv.

This report created
6/20/2014

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Month by Month Comparison of Closed New Construction For 2011 to 2013

	2014			2013			2012	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	106	6.5	-20%	132	5.8	9%	121	7.1
Feb	111	6.3	-22%	142	5.9	-6%	151	6.8
Mar	131	6.4	-26%	178	5.6	4%	171	6.8
April	151	6.0	3%	147	5.8	-9%	162	6.6
May	152	6.1	-16%	180	5.8	-4%	188	6.5
June				179	5.8	5%	171	6.0
July				175	5.7	-5%	184	6.0
Aug				141	6.4	-33%	210	6.0
Sept				153	6.4	-3%	158	6.2
Oct				134	6.5	-19%	165	6.1
Nov				106	6.6	-29%	149	6.2
Dec				147	6.6	-1%	149	5.8

YTD 2014 651
 YTD 2013 779 -16% 13 compared to 12
 YTD 2012 793 -18% 13 compared to 11

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	256	39%	786	43%	805	41%
Harnett	220	34%	575	32%	661	34%
Hoke	117	18%	298	16%	350	18%
Other	58	9%	155	9%	149	8%
	=====		=====		=====	
Total	651		1814		1965	

TOTAL 2005	2417	TOTAL 2010	1979
TOTAL 2006	2716	TOTAL 2011	2030
TOTAL 2007	2305	TOTAL 2012	1965
TOTAL 2008	2088	TOTAL 2013	1814
TOTAL 2009	2190		

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Market Review May 2014

New Construction picked up in the month of April 3% improvement over last April. However, May 2014 was down again -16% from May 2013. New Construction inventory is good but is selling less houses this year than last.

Existing closings were good, 14% higher year to date over 2013. However, Existing Inventory keeps creeping back up and home prices continue to have some downward pressure.

Our market has too much Existing Inventory at 11.06 months and must continue to sell off that inventory to get back to a balanced 6 months inventory

New Construction closings are running 16% behind YTD 2013

95% of all New Construction sales happen between \$140,000 and \$300,000.

In Existing Sales, If you are marketing houses over \$180,000 you are missing over 81% of the market.

To get a better feel for the existing price ranges look at the Existing Home Absorption Report and the Existing Trend page of this report (note* - discrepancies between the Trend report and numbers elsewhere in the report are because the trend report is generated early in the month before all data is reported but the trends are consistent)

Harnett, Hoke, Cumberland County
06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	0%	0.0
100,001	125,000	1	9	0.8	1%	1.3
125,001	150,000	37	80	6.7	5%	5.6
150,001	175,000	114	265	22.1	17%	5.2
175,001	200,000	148	315	26.3	20%	5.6
200,001	225,000	109	264	22.0	17%	5.0
225,001	250,000	135	289	24.1	19%	5.6
250,001	275,000	82	158	13.2	10%	6.2
275,001	300,000	47	77	6.4	5%	7.3
300,001	325,000	17	30	2.5	2%	6.8
325,001	350,000	11	14	1.2	1%	9.4
350,001	375,000	13	16	1.3	1%	9.8
375,001	400,000	11	14	1.2	1%	9.4
400,001	450,000	13	8	0.7	1%	19.5
450,001	500,000	7	11	0.9	1%	7.6
500,001	550,000	2	2	0.2	0%	12.0
550,001	600,000	2	1	0.1	0%	0.0
600,001	100,000,000	4	1	0.1	0%	48.0
		753	1555	129.6		5.8

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Harnett County
06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	1	5	0.4	1%	2.4
125,001	150,000	13	28	2.3	5%	5.6
150,001	175,000	54	117	9.8	22%	5.5
175,001	200,000	63	79	6.6	15%	9.6
200,001	225,000	38	100	8.3	18%	4.6
225,001	250,000	44	104	8.7	19%	5.1
250,001	275,000	31	49	4.1	9%	7.6
275,001	300,000	16	26	2.2	5%	7.4
300,001	325,000	4	15	1.3	3%	3.2
325,001	350,000	2	4	0.3	1%	6.0
350,001	375,000	1	3	0.3	1%	4.0
375,001	400,000	7	3	0.3	1%	28.0
400,001	450,000	5	2	0.2	0%	30.0
450,001	500,000	0	4	0.3	1%	0.0
500,001	550,000	0	1	0.1	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	0%	0.0
		279	541	45.1		6.2

Average Sale Price = \$217,456 Avg \$/S.F. = \$90.79

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	45	76	172k - 425k	7.1	\$118
Cameron Woods (san)	7	1	167k - 180k	84.0	\$83
Carolina Lakes	9	14	255k - 450k	7.7	\$99
Carolina Season	8	13	167k - 250k	7.4	\$88
Coopers Creek	13	17	177k - 260k	9.2	\$75
Forest Oaks	8	17	160k - 174k	5.6	\$101
Kenlan Farms	5	12	205k - 220k	2.5	\$68
Mamie Belle Ridge *	9	5	230k - 253k	10.8	\$72
Oakmont	9	29	208k - 269k	3.7	\$82
Olde Farm	9	14	162k - 201k	7.7	\$85
Pattons Point	12	19	135k - 190k	7.6	\$93
The Colony @ Lexington	14	46	189k - 230k	3.7	\$87
The Gate @ Lexington P	6	27	205k - 232k	2.7	\$71
The Manors @ Lexington	11	8	239k - 294k	8.3	\$75
Trotters Ridge	12	22	195k - 265k	6.5	\$83
Vandercroft	11	18	153k - 192k	7.3	\$91
VLG of Lexington Plantat	8	23	160k - 177k	4.2	\$96
West Landing @ the Sur	6	14	228k - 239k	5.1	\$75
Woodshire	11	15	196k - 223k	8.8	\$92

Hoke County
06/01/13 - 05/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	0%	0.0
125,001	150,000	11	14	1.2	5%	9.4
150,001	175,000	19	50	4.2	17%	4.6
175,001	200,000	16	92	7.7	31%	2.1
200,001	225,000	13	46	3.8	15%	3.4
225,001	250,000	24	58	4.8	19%	5.0
250,001	275,000	12	29	2.4	10%	5.0
275,001	300,000	2	3	0.3	1%	8.0
300,001	325,000	1	2	0.2	1%	6.0
325,001	350,000	0	2	0.2	1%	0.0
350,001	375,000	0	1	0.1	0%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	2	2	0.2	1%	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
		102	300	25.0		4.1

Average Sale Price = \$207,148 Avg \$/S.F. = \$87.76

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	7	36	210k - 224k	2.3	\$92
Eagles Ridge	11	12	130k - 203k	11.0	\$90
Mitchell Landing	7	8	136k - 167k	10.5	\$95
Raeford	9	6	152k - 252k	18.0	\$83
Riverbrooke	16	19	138k - 180k	10.1	\$93
Turnberry	17	32	211k - 263k	3.2	\$80
Wedgefield	17	42	225k - 255k	4.9	\$76

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Cumberland County
06/01/13 - 05/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	0%	0.0
100,001	125,000	0	3	0.3	0%	0.0
125,001	150,000	13	38	3.2	5%	4.1
150,001	175,000	41	98	8.2	14%	5.0
175,001	200,000	69	144	12.0	20%	5.8
200,001	225,000	58	118	9.8	17%	5.9
225,001	250,000	67	127	10.6	18%	6.3
250,001	275,000	39	80	6.7	11%	5.9
275,001	300,000	29	48	4.0	7%	7.3
300,001	325,000	12	13	1.1	2%	11.1
325,001	350,000	9	8	0.7	1%	13.5
350,001	375,000	12	12	1.0	2%	12.0
375,001	400,000	3	11	0.9	2%	3.3
400,001	450,000	7	6	0.5	1%	14.0
450,001	500,000	5	5	0.4	1%	12.0
500,001	550,000	2	1	0.1	0%	24.0
550,001	600,000	2	1	0.1	0%	24.0
600,001	and up	4	0	0.0	0%	#DIV/0!
		372	714	59.5		6.3

Average Sale Price = \$225,507 Avg \$/S.F. = \$88.78

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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	6.1	5%	6%	13%	\$193,457	\$88
Douglas Byrd	7.6	2%	2%	5%	\$187,364	\$83
EE Smith	5.5	1%	1%	2%	\$170,900	\$90
Grays Creek	4.8	10%	11%	24%	\$225,127	\$82
Jack Britt	3.9	7%	9%	19%	\$275,646	\$100
Pine Forest	9.0	4%	4%	9%	\$240,994	\$90
Seventy First	6.1	6%	7%	15%	\$208,356	\$83
South View	6.0	3%	3%	7%	\$188,356	\$84
Terry Sanford	19.1	1%	2%	4%	\$274,701	\$118
Westover	12.0	0%	1%	1%	\$167,163	\$95
Harnett Co.	6.2	34%			\$217,456	\$91
Hoke Co.	4.1	18%			\$207,148	\$88
Cumberland	6.3	39%			\$225,507	\$89

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Cape Fear

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	2	13	1.1	14%	1.8
150,001	175,000	11	23	1.9	24%	5.7
175,001	200,000	11	32	2.7	33%	4.1
200,001	225,000	13	13	1.1	14%	12.0
225,001	250,000	6	5	0.4	5%	14.4
250,001	275,000	4	2	0.2	2%	24.0
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	1	1	0.1	1%	12.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	2	0.2	2%	0.0
400,001	450,000	0	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	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		49	96	8.0		6.1

Average Sale Price = \$193,457 Avg \$/S.F. = \$88.06

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	12	30	165k - 239k	4.8	\$88
River Glen	7	14	152k - 229k	6.0	\$83
Windwood Oaks	8	10	150k - 183k	9.6	\$92

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Douglas Byrd

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	#DIV/0!
100,001	125,000	0	1	0.1	3%	0.0
125,001	150,000	0	3	0.3	9%	0.0
150,001	175,000	7	13	1.1	39%	6.5
175,001	200,000	5	3	0.3	9%	20.0
200,001	225,000	4	4	0.3	12%	12.0
225,001	250,000	5	8	0.7	24%	7.5
250,001	275,000	0	1	0.1	3%	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
		21	33	2.8		7.6

Average Sale Price = \$187,364 Avg \$/S. \$83.32

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	9	4	168k - 190k	27.0	\$91
Park Place	9	13	210k - 250k	8.3	\$74

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E.E. Smith

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	4	3	0.3	23%	16.0
150,001	175,000	0	2	0.2	15%	0.0
175,001	200,000	2	8	0.7	62%	3.0
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
		6	13	1.1		5.5

Average Sale Price = \$170,900 Avg \$/S. \$89.74

Active Subdivisions

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

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Grays Creek

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	3	13	1.1	7%	2.8
150,001	175,000	4	18	1.5	10%	2.7
175,001	200,000	13	21	1.8	12%	7.4
200,001	225,000	9	29	2.4	17%	3.7
225,001	250,000	21	52	4.3	30%	4.8
250,001	275,000	12	19	1.6	11%	7.6
275,001	300,000	4	11	0.9	6%	4.4
300,001	325,000	0	5	0.4	3%	0.0
325,001	350,000	1	2	0.2	1%	6.0
350,001	375,000	0	1	0.1	1%	0.0
375,001	400,000	0	1	0.1	1%	0.0
400,001	450,000	2	1	0.1	1%	24.0
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
		69	174	14.5		4.8

Average Sale Price = \$225,127 Avg \$/S.F. = \$81.83

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	8	21	137k - 190k	4.6	\$91
Braxton Village	12	27	207k - 260k	5.3	\$78
Cypress Glen	6	0	245k - 300k	#DIV/0!	\$0
Cypress LK VIL	6	13	245k - 330k	5.5	\$90
Roslin Farms West	6	37	228k - 267k	1.9	\$75
Village at Rockfish	8	17	195k - 260k	5.6	\$78

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Jack Britt
06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	2	0.2	1%	6.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	3	5	0.4	4%	7.2
200,001	225,000	5	24	2.0	18%	2.5
225,001	250,000	2	25	2.1	19%	1.0
250,001	275,000	6	32	2.7	24%	2.3
275,001	300,000	3	19	1.6	14%	1.9
300,001	325,000	4	2	0.2	1%	24.0
325,001	350,000	5	4	0.3	3%	15.0
350,001	375,000	5	9	0.8	7%	6.7
375,001	400,000	2	5	0.4	4%	4.8
400,001	450,000	1	3	0.3	2%	4.0
450,001	500,000	5	4	0.3	3%	15.0
500,001	550,000	1	0	0.0	0%	0.0
550,001	600,000	1	1	0.1	1%	12.0
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		44	135	11.3		3.9

Average Sale Price = \$275,646 Avg \$/S.F. = \$99.54

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	6	27	212k - 260k	2.7	\$94
Gates Four	10	10	310k - 480k	12.0	\$131
Highland Pointe @ Sumr	8	32	210k - 285k	3.0	\$89

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Pine Forest

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	2%	0.0
150,001	175,000	4	9	0.8	14%	5.3
175,001	200,000	1	11	0.9	17%	1.1
200,001	225,000	3	7	0.6	11%	5.1
225,001	250,000	8	9	0.8	14%	10.7
250,001	275,000	10	13	1.1	20%	9.2
275,001	300,000	13	8	0.7	13%	19.5
300,001	325,000	4	3	0.3	5%	16.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	2	0	0.0	0%	#DIV/0!
375,001	400,000	0	1	0.1	2%	0.0
400,001	450,000	3	1	0.1	2%	36.0
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
		48	64	5.3		9.0

Average Sale Price = \$240,994 Avg \$/S.F. = \$89.79

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	7	3	190k - 279k	28.0	\$128
Kings Grant	7	5	238k - 372k	16.8	\$106
Liberty Hills	18	4	237k - 310k	54.0	\$83

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Seventy First**06/01/13 - 05/31/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	3	2	0.2	2%	18.0
150,001	175,000	10	11	0.9	10%	10.9
175,001	200,000	13	39	3.3	36%	4.0
200,001	225,000	17	30	2.5	28%	6.8
225,001	250,000	6	16	1.3	15%	4.5
250,001	275,000	2	6	0.5	6%	4.0
275,001	300,000	2	4	0.3	4%	6.0
300,001	325,000	2	1	0.1	1%	24.0
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
		55	109	9.1		6.1

Average Sale Price = \$208,356 Avg \$/S.F. = \$82.52

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
James Creek	9	14	210k - 310k	7.7	\$83
Little River Farms	6	12	201k - 212k	6.0	\$68
The Knolls on Cliffdale	7	10	200k - 210k	8.4	\$91
West Park Place	7	7	167k - 190k	12.0	\$104

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South View

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	#DIV/0!
150,001	175,000	1	17	1.4	33%	0.7
175,001	200,000	6	22	1.8	42%	3.3
200,001	225,000	4	8	0.7	15%	6.0
225,001	250,000	14	5	0.4	10%	33.6
250,001	275,000	1	0	0.0	0%	#DIV/0!
275,001	300,000	0	0	0.0	0%	0.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	0	0	0.0	0%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		26	52	4.3		6.0

Average Sale Price = \$188,356 Avg \$/S.F. \$83.83

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Valley End	15	4	220k - 250k	45.0	\$74

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Terry Sanford

06/01/13 - 05/31/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	4%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	10	2	0.2	7%	60.0
200,001	225,000	3	2	0.2	7%	18.0
225,001	250,000	6	7	0.6	26%	10.3
250,001	275,000	4	5	0.4	19%	9.6
275,001	300,000	4	3	0.3	11%	16.0
300,001	325,000	1	1	0.1	4%	12.0
325,001	350,000	2	1	0.1	4%	24.0
350,001	375,000	5	2	0.2	7%	30.0
375,001	400,000	1	2	0.2	7%	6.0
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	1	1	0.1	4%	12.0
550,001	600,000	1	0	0.0	0%	#DIV/0!
600,001	1,875,000	4	0	0.0	0%	#DIV/0!
				0.0	0.0	
		43	27	2.3		19.1

Average Sale Price = \$274,701 Avg \$/S. \$117.72

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Downtown	7	1	242k - 925k	84.0	\$127
Haymount	6	6	245k - 310k	12.0	\$124
Villas @ Lockwood Park	11	0	200k - 235k	#DIV/0!	\$0

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Westover**06/01/13 - 05/31/14**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	13%	0.0
150,001	175,000	4	5	0.4	63%	9.6
175,001	200,000	4	1	0.1	13%	48.0
200,001	225,000	0	1	0.1	13%	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
		8	8	0.7		12.0

Average Sale Price = \$167,163 Avg \$/S. \$94.66

ACTIVE SUBDIVISIONS

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

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

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

2114 1863 2005 2264 2107 2027 2787

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

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Sales Trend New Construction May 2014

\$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	2	1	1	1	0	0	0	0	0	0	0	5	0.00%	0.77%	
\$120,000 - \$139,999	3	3	3	5	7	0	0	0	0	0	0	21	4.64%	3.23%	
\$140,000 - \$159,999	8	12	13	9	4	0	0	0	0	0	0	46	2.65%	7.07%	
\$160,000 - \$179,999	17	28	15	31	19	0	0	0	0	0	0	110	12.58%	16.90%	
\$180,000 - \$199,999	20	24	23	19	19	0	0	0	0	0	0	105	12.58%	16.13%	
\$200,000 - \$249,999	31	25	44	51	72	0	0	0	0	0	0	223	47.68%	34.25%	
\$250,000 - \$299,999	11	16	24	30	25	0	0	0	0	0	0	106	16.56%	16.28%	
\$300,000 - \$349,999	6	1	7	3	4	0	0	0	0	0	0	21	2.65%	3.23%	
\$350,000 - \$399,999	2	1	0	2	0	0	0	0	0	0	0	5	0.00%	0.77%	
\$400,000 - \$499,999	4	0	1	1	1	0	0	0	0	0	0	7	0.66%	1.08%	
\$500,000 - \$599,999	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	0.15%	
\$600,000 - \$699,999	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	0.00%	0.00%	
\$800,000 - \$899,999	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.15%	
\$900,000 - \$999,999	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	0.00%	0.00%	
Current Year Total	105	111	131	153	151	0	0	0	0	0	0	0	651	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	149	780		
% Change	-20%	-22%	-26%	4%	-17%	0%	0%	0%	0%	0%	0%	0%	-17%		
Current YTD	105	216	347	500	651	0	0	0	0	0	0	0			
Prior YTD	132	274	452	599	780	959	1,134	1,275	1,428	1,562	1,668	1,817			
% Change YTD	-20%	-21%	-23%	-17%	-17%	0%	0%	0%	0%	0%	0%	0%	0%		

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2010 President of Fayetteville Regional Association of Realtors

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

Data was pulled from the MLS Jan 18 2014

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

Data was pulled from the MLS Jan 14 2013

Year in Review - Whole Market New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	1686	757	417
Average Homes Sold per Month	140.5	126.2	139.0
Current Active Listings on MLS:	853	853	853
Months of Supply on Market:	6.1	6.8	6.1
Average List Price:	\$220,856	\$219,812	\$215,985
Average Sale Price	\$220,748	\$219,837	\$215,642
Average Days on Market	144	159	173
Average sq. ft.	2465	2475	2441
Average \$/S.F.	\$90	\$89	\$88

Whole Market New Construction 2014

Sold	1693
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	15%
Odds for 6 Months	31%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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Year in Review - Cumberland New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	723	307	170
Average Homes Sold per Month	60.3	51.2	56.7
Current Active Listings on MLS:	392	392	392
Months of Supply on Market:	6.5	7.7	6.9
Average List Price:	\$225,642	\$223,253	\$223,114
Average Sale Price	\$225,158	\$222,605	\$222,564
Average Days on Market	141	156	165
Average sq. ft.	2523	2531	2515
Average \$/S.F.	\$89	\$88	\$89

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	13%
Odds for 6 Months	30%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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Year in Review - Harnett New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	541	252	147
Average Homes Sold per Month	45.1	42.0	49.0
Current Active Listings on MLS:	275	275	275
Months of Supply on Market:	6.1	6.5	5.6
Average List Price:	\$215,849	\$219,741	\$207,505
Average Sale Price	\$216,594	\$221,012	\$207,389
Average Days on Market	155	176	199
Average sq. ft.	2380	2424	2343
Average \$/S.F.	\$91	\$91	\$89

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	15%
Odds for 6 Months	33%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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Year in Review - Hoke New Construction 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	291	132	60
Average Homes Sold per Month	24.3	22.0	20.0
Current Active Listings on MLS:	103	103	103
Months of Supply on Market:	4.2	4.7	5.2
Average List Price:	\$207,576	\$205,394	\$201,124
Average Sale Price	\$206,830	\$204,810	\$200,233
Average Days on Market	142	145	156
Average sq. ft.	2350	2327	2234
Average \$/S.F.	\$88	\$88	\$90

Whole Market New Construction 2014

Sold	1686
Current Active	853
Months of Supply on Market	6

ODDS of Selling in 30 Days	21%
Odds for 6 Months	40%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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Year to Date Comparison for Existing Residential

January 1 - May 31

	2011	2012	2013	2014	
Total Closed - Existing	1407	1090	1355	1586	17%
Total Value	\$180,492,555	\$137,285,797	\$169,456,562	\$195,447,409	
Average Price	\$139,568	\$132,310	\$134,505	\$131,145	-2%
Total Closed -New	807	737	748	644	-14%
Total Value	\$166,671,061	\$154,193,080	\$163,444,099	\$139,341,133	
Average Price	\$212,445	\$217,494	\$222,909	\$219,905	-1%
Total Listings Closed	2,214	1,827	2,103	2,230	
Total Value	\$347,163,616	\$291,478,877	\$332,900,661	\$334,788,542	

June 1, 2013 to May 31, 2014 Whole MKT Existing Home Absorption Rates

374 closed in May 2014

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	527	1,191	99.25	5.31
\$75,000-\$99,999	505	485	40.42	12.49
\$100,000-\$124,999	467	542	45.17	10.34
\$125,000-\$149,999	455	500	41.67	10.92
\$150,000-\$174,999	401	458	38.17	10.51
\$175,000-\$199,999	341	298	24.83	13.73
\$200,000-\$224,999	189	154	12.83	14.73
\$225,000-\$249,999	227	136	11.33	20.03
\$250,000-\$299,999	256	152	12.67	20.21
\$300,000-\$349,999	125	76	6.33	19.74
\$350,000-\$399,999	89	34	2.83	31.41
\$400,000-\$499,999	93	36	3.00	31.00
\$500,000-\$749,999	68	22	1.83	37.09
\$750,000-\$999,999	13	1	0.08	156.00
\$1,000,000 and up	11	2	0.17	66.00
Totals	3,767	4,087	340.58	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>Feb 28, Existing Home Absorption Rates</u>	275 closed	was	10.34
<u>Jan 31, Existing Home Absorption Rates</u>	293 closed	was	10.28
<u>Dec 31, Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Nov 30, Existing Home Absorption Rates</u>	287 closed	was	10.84
<u>Oct 31, Existing Home Absorption Rates</u>	346 closed	was	11.11
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>Aug 31, 2013 Existing Home Absorption Rates</u>	348 closed	was	11.33
<u>July 31, 2013 Existing Home Absorption Rates</u>	350 closed	was	11.69
<u>June 30, 2013 Existing Home Absorption Rates</u>	365 closed	was	11.90
<u>May 31, 2013 Existing Home Absorption Rates</u>	357 closed	was	11.99
<u>April 30, 2013 Existing Home Absorption Rates</u>	294 closed	was	12.18
<u>March 31, 2013 Existing Home Absorption Rates</u>	261 closed	was	11.94
<u>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>		was	10.77
<u>June 30, 2010 Existing Home Absorption Rates</u>		was	10.37
<u>March 31, 2010 Existing Home Absorption Rates</u>		was	10.28
<u>Dec 31, 2009 Existing Home Absorption Rates</u>	274 closed	was	8.61
<u>Sep 30, 2009 Existing Home Absorption Rates</u>		was	8.17
<u>June 30, 2009 Existing Home Absorption Rates</u>		was	7.46
<u>March 31, 2009 Existing Home Absorption Rates</u>		was	6.95
<u>Dec 31, 2008 Existing Home Absorption Rates</u>	296 closed	was	6.39

Sales Trend Existing Residential May 2014

81%	\$1 - \$49,999	67	50	79	56	65	0	0	0	0	0	0	0	317	17.52%	19.21%
	\$50,000 - \$59,999	11	17	9	20	18	0	0	0	0	0	0	0	75	4.85%	4.55%
	\$60,000 - \$69,999	13	18	18	20	26	0	0	0	0	0	0	0	95	7.01%	5.76%
	\$70,000 - \$79,999	17	19	23	13	18	0	0	0	0	0	0	0	90	4.85%	5.45%
	\$80,000 - \$89,999	14	16	15	9	19	0	0	0	0	0	0	0	73	5.12%	4.42%
	\$90,000 - \$99,999	12	7	20	24	14	0	0	0	0	0	0	0	77	3.77%	4.67%
	\$100,000 - \$119,999	29	30	35	58	32	0	0	0	0	0	0	0	184	8.63%	11.15%
	\$120,000 - \$139,999	36	29	25	29	37	0	0	0	0	0	0	0	156	9.97%	9.45%
	\$140,000 - \$159,999	26	30	38	33	32	0	0	0	0	0	0	0	159	8.63%	9.64%
	\$160,000 - \$179,999	21	20	27	23	19	0	0	0	0	0	0	0	110	5.12%	6.67%
	\$180,000 - \$199,999	8	14	12	16	25	0	0	0	0	0	0	0	75	6.74%	4.55%
	\$200,000 - \$249,999	26	18	28	24	31	0	0	0	0	0	0	0	127	8.36%	7.70%
	\$250,000 - \$299,999	11	7	13	11	17	0	0	0	0	0	0	0	59	4.58%	3.58%
	\$300,000 - \$349,999	1	0	7	4	10	0	0	0	0	0	0	0	22	2.70%	1.33%
	\$350,000 - \$399,999	3	0	1	3	3	0	0	0	0	0	0	0	10	0.81%	0.61%
	\$400,000 - \$499,999	5	2	4	1	2	0	0	0	0	0	0	0	14	0.54%	0.85%
	\$500,000 - \$599,999	0	0	0	1	1	0	0	0	0	0	0	0	2	0.27%	0.12%
	\$600,000 - \$699,999	1	0	0	1	2	0	0	0	0	0	0	0	4	0.54%	0.24%
	\$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	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.06%	
Current Year Total	301	277	355	346	371	0	0	0	0	0	0	0	1,650	100.00%	100.00%	
Prior Year Total	246	255	275	308	373	377	366	364	360	349	289	294	1,457			
% Change	22%	9%	29%	12%	-1%	0%	0%	0%	0%	0%	0%	0%	13%			
Current YTD	301	578	933	1,279	1,650	0	0	0	0	0	0	0				
Prior YTD	246	501	776	1,084	1,457	1,834	2,200	2,564	2,924	3,273	3,562	3,856				
% Change YTD	22%	15%	20%	18%	13%	0%	0%	0%	0%	0%	0%	0%				

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Appreciation Factors for Existing 2013						
						Last Year
	2009	2010	2011	2012	2013	% chg
Avg. Price	\$130,876	\$139,942	\$133,076	\$138,981	\$129,698	-6.68%
Avg. S. F.	1,673	1,715	1,740	1,769	1,769	0.00%
Average \$/S.F	\$78.22	\$79.87	\$76.49	\$75.32	\$73.32	-2.66%
Median Price	\$121,000	\$125,000	\$124,900	\$122,000	\$119,900	-2.38%
Median S.F.	1,558	1,597	1,622	1,633	1,647	0.86%
Median \$/S.F	\$81.56	\$81.42	\$79.19	\$75.61	\$74.25	-4.73%
Total Closed	3,859	3,628	3,429	3,173	3,840	21.02%

*Data was pulled out of MLS on Jan 18 2014

Appreciation Factors for Existing 2012						
						Last Year
	2008	2009	2010	2011	2012	% chg
Avg. Price	\$128,855	\$130,876	\$137,000	\$135,577	\$133,221	-1.77%
Avg. S. F.	1,645	1,673	1,715	1,740	1,769	1.65%
Average \$/S.F	\$78.34	\$78.22	\$79.87	\$77.93	\$75.32	-3.46%
Median Price	\$118,000	\$121,000	\$125,000	\$124,900	\$122,000	-2.38%
Median S.F.	1,540	1,558	1,597	1,622	1,633	0.67%
Median \$/S.F	\$80.49	\$81.56	\$81.42	\$79.19	\$75.61	-4.73%
Total Closed	4,608	3,859	3,628	3,429	3,132	-9.48%

*Data was pulled out of MLS on Jan 11 2013

Year in Review - Whole Market Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	4006	1818	1026
Average Homes Sold per Month	333.8	303.0	342.0
Current Active Listings on MLS:	3752	3752	3752
Months of Supply on Market:	11.2	12.4	11.0
Average List Price:	\$134,785	\$128,116	\$128,636
Average Sale Price	\$129,147	\$122,716	\$123,882
Average Days on Market	102	98	95
Average sq. ft.	1768	1759	1771
Average \$/S.F.	\$73	\$70	\$70

Whole Market New Construction 2014

Sold	4006
Current Active	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
 More than six months supply reflects a buyer's market.

Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

Provided by:

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Year in Review - Cumberland Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	2536	1130	648
Average Homes Sold per Month	211.3	188.3	216.0
Current Active Listings on MLS:	2306	2306	2306
Months of Supply on Market:	10.9	12.2	10.7
<i>Average List Price:</i>	\$125,258	\$117,741	\$118,448
<i>Average Sale Price</i>	\$120,041	\$112,695	\$114,419
<i>Average Days on Market</i>	97	94	91
<i>Average sq. ft.</i>	1709	1697	1699
<i>Average \$/S.F.</i>	\$70	\$66	\$67

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

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Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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Year in Review - Harnett Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	535	255	150
Average Homes Sold per Month	44.6	42.5	50.0
Current Active Listings on MLS:	552	552	552
Months of Supply on Market:	12.4	13.0	11.0
<i>Average List Price:</i>	\$153,538	\$147,626	\$148,985
<i>Average Sale Price</i>	\$148,541	\$142,730	\$144,237
<i>Average Days on Market</i>	101	101	96
<i>Average sq. ft.</i>	1899	1839	1873
<i>Average \$/S.F.</i>	\$78	\$78	\$77

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	8%
Odds for 6 Months	21%

Rule of Thumb

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Year in Review - Hoke Existing Residential 2014

Where is your market going?

Market Activity in the last...	12 MONTHS	6 MONTHS	3 MONTHS
Closed Transactions:	370	181	89
Average Homes Sold per Month	30.8	30.2	29.7
Current Active Listings on MLS:	299	299	299
Months of Supply on Market:	9.7	9.9	10.1
<i>Average List Price:</i>	\$131,881	\$127,826	\$129,508
<i>Average Sale Price</i>	\$127,238	\$124,167	\$126,245
<i>Average Days on Market</i>	83	77	83
<i>Average sq. ft.</i>	1704	1691	1662
<i>Average \$/S.F.</i>	\$75	\$73	\$76

Whole Market New Construction 2014

<i>Sold</i>	4006
<i>Current Active</i>	3752
Months of Supply on Market	11

ODDS of Selling in 30 Days	10%
Odds for 6 Months	21%

Rule of Thumb

A six month supply signifies a balanced market.
 Less than six months supply reflects a seller's market.
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Note: Data reflects single family residential sales reported to FRAR Multiple Listing Service as of May 19 2014

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