

New Construction Absorption and Inventory Report As of May 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:

Haymount	\$152/S.F.	19.2 mos inv.
Gates Four	\$128/S.F.	21.0 mos inv.
Traemoor	\$120/S.F.	18.0 mos inv.
Anderson Creek	\$114/S.F.	6.1 mos inv.

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

Little River N	\$67/S.F.	7.2 mos inv.
Kenlan Farms	\$68/S.F.	16.8 mos inv.
Valley End	\$74/S.F.	3.0 mos inv.
Wedgfield	\$74/S.F.	6.2 mos inv.
Braxton Vlg.	\$77/S.F.	5.4 mos inv.
Stone Cross	\$77/S.F.	16.8 mos inv.
Manors @Lex	\$79/S.F.	3.1 mos inv.

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This report created
6/18/2015

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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	107	6.2	-31%	154	5.8	5%	147	6.6
May	147	5.7	-6%	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 543
 YTD 2014 658 -17% 2015 compared to 2014
 YTD 2013 779 -30% 2015 compared to 2013

	2015			2014			2013		
Cumberland	246	45%		646	41%		786	43%	
Harnett	163	30%		516	33%		575	32%	
Hoke	70	13%		227	14%		298	16%	
Other	64	12%		177	11%		155	9%	
	=====			=====			=====		
Total	543			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
06/01/14 - 5/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	4	3	0.3	0%	16.0
125,001	150,000	15	74	6.2	6%	2.4
150,001	175,000	85	196	16.3	15%	5.2
175,001	200,000	106	247	20.6	19%	5.1
200,001	225,000	100	205	17.1	16%	5.9
225,001	250,000	98	244	20.3	19%	4.8
250,001	275,000	67	141	11.8	11%	5.7
275,001	300,000	38	73	6.1	6%	6.2
300,001	325,000	15	35	2.9	3%	5.1
325,001	350,000	15	12	1.0	1%	15.0
350,001	375,000	17	13	1.1	1%	15.7
375,001	400,000	14	12	1.0	1%	14.0
400,001	450,000	9	10	0.8	1%	10.8
450,001	500,000	4	6	0.5	0%	8.0
500,001	550,000	0	0	0.0	0%	#DIV/0!
550,001	600,000	4	1	0.1	0%	48.0
600,001	100,000,000	5	4	0.3	0%	15.0
		596	1276	106.3		5.6

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Harnett County
06/01/14 - 5/31/15

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	2	0	0.0	0%	#DIV/0!
125,001	150,000	7	30	2.5	7%	2.8
150,001	175,000	52	96	8.0	21%	6.5
175,001	200,000	35	93	7.8	20%	4.5
200,001	225,000	35	73	6.1	16%	5.8
225,001	250,000	17	66	5.5	15%	3.1
250,001	275,000	15	45	3.8	10%	4.0
275,001	300,000	15	30	2.5	7%	6.0
300,001	325,000	3	9	0.8	2%	4.0
325,001	350,000	5	3	0.3	1%	20.0
350,001	375,000	3	3	0.3	1%	12.0
375,001	400,000	3	2	0.2	0%	18.0
400,001	450,000	1	5	0.4	1%	2.4
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
		193	455	37.9		5.1

Average Sale Price = \$213,530 Avg \$/S.F. = \$89.62

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	33	65	155k - 400k	6.1	\$114
Coopers Creek (Harnett)	6	16	224k - 265k	4.5	\$80
Forest Oaks	8	9	160k - 176k	10.7	\$103
Kenlan Farms	7	5	189k - 206k	16.8	\$65
Oakmont	6	15	214k - 280k	0.0	\$83
Pattons Point	7	10	139k - 185k	8.4	\$99
Stone Cross	7	5	185k - 205k	16.8	\$77
The Manors @ Lexington	11	21	153k - 255k	3.1	\$79
Trotters Ridge	6	18	220k - 271k	4.0	\$83
Vandercroft	10	30	146k - 177k	4.0	\$79
Woodshire	6	19	215k - 233k	3.8	\$82

Hoke County
06/01/14 - 5/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	3	26	2.2	14%	1.4
150,001	175,000	6	30	2.5	17%	2.4
175,001	200,000	7	29	2.4	16%	2.9
200,001	225,000	7	27	2.3	15%	3.1
225,001	250,000	23	43	3.6	24%	6.4
250,001	275,000	17	22	1.8	12%	9.3
275,001	300,000	1	3	0.3	2%	4.0
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	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
		70	181	15.1		4.6

Average Sale Price = \$206,567 Avg \$/S.F. = \$86.50

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Riverbrooke	8	14	140k - 180k	6.9	\$93
Shadow Creek	9	1	200k - 270k	108.0	\$100
Turnberry	17	25	232k - 275k	4.1	\$82
Wedgefield	16	31	215k - 265k	6.2	\$74
Whispering Winds	6	0	360k - 500k	#DIV/0!	\$0

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Cumberland County
06/01/14 - 5/31/15

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	2	3	0.3	0%	8.0
125,001	150,000	5	18	1.5	3%	3.3
150,001	175,000	27	70	5.8	11%	4.6
175,001	200,000	64	125	10.4	20%	6.1
200,001	225,000	58	105	8.8	16%	6.6
225,001	250,000	58	135	11.3	21%	5.2
250,001	275,000	35	74	6.2	12%	5.7
275,001	300,000	22	40	3.3	6%	6.6
300,001	325,000	12	26	2.2	4%	5.5
325,001	350,000	10	9	0.8	1%	13.3
350,001	375,000	13	10	0.8	2%	15.6
375,001	400,000	10	10	0.8	2%	12.0
400,001	450,000	5	5	0.4	1%	12.0
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	5	3	0.3	0%	20.0
		333	640	53.3		6.2

Average Sale Price = **\$235,641** Avg \$/S.F. = **\$90.64**

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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	8.7	6%	7%	14%	\$219,382	\$92	11.2
Douglas Byrd	3.7	2%	2%	5%	\$196,607	\$86	9.5
EE Smith	0.0	0%	0%	0%	\$261,133	\$99	10.2
Grays Creek	5.9	10%	13%	25%	\$230,594	\$84	6.3
Jack Britt	7.3	6%	7%	15%	\$270,471	\$102	8.2
Pine Forest	5.6	4%	5%	9%	\$273,502	\$94	9.5
Seventy First	3.9	7%	8%	16%	\$202,906	\$82	8.7
South View	5.5	4%	4%	9%	\$207,752	\$80	9.2
Terry Sanford	13.1	2%	3%	5%	\$327,060	\$129	12.5
Westover	1.7	0%	1%	1%	\$164,600	\$98	10.2
Harnett Co.	5.1	30%			\$213,530	\$90	9.6
Hoke Co.	4.6	13%			\$206,567	\$87	9.4
Cumberland	6.2	45%			\$235,641	\$91	9.3

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Cape Fear

06/01/14 - 5/31/15

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	2	4	0.3	5%	6.0
150,001	175,000	9	14	1.2	16%	7.7
175,001	200,000	18	20	1.7	23%	10.8
200,001	225,000	17	24	2.0	28%	8.5
225,001	250,000	14	15	1.3	17%	11.2
250,001	275,000	3	5	0.4	6%	7.2
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	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
		63	87	7.3		8.7

Average Sale Price = \$219,382 Avg \$/S.F. = \$91.96

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	25	22	191k - 253k	13.6	\$87
River Glen	14	24	170k - 236k	7.0	\$85

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Douglas Byrd

06/01/14 - 5/31/15

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	3%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	10	0.8	34%	0.0
175,001	200,000	3	6	0.5	21%	6.0
200,001	225,000	1	4	0.3	14%	3.0
225,001	250,000	5	8	0.7	28%	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
		9	29	2.4		3.7

Average Sale Price = \$196,607 Avg \$/S. \$85.91

Active Subdivisions

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

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E.E. Smith

06/01/14 - 5/31/15

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	0	2	0.2	67%	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	33%	0.0
400,001	450,000	0	0	0.0	0%	0.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		0	3	0.3		0.0

Average Sale Price = \$261,133 Avg \$/S. \$99.20

Active Subdivisions

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

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Grays Creek
06/01/14 - 5/31/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	3	7	0.6	4%	5.1
150,001	175,000	5	18	1.5	11%	3.3
175,001	200,000	18	26	2.2	16%	8.3
200,001	225,000	14	15	1.3	9%	11.2
225,001	250,000	19	51	4.3	31%	4.5
250,001	275,000	9	18	1.5	11%	6.0
275,001	300,000	2	14	1.2	9%	1.7
300,001	325,000	0	11	0.9	7%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	1	1	0.1	1%	12.0
375,001	400,000	3	1	0.1	1%	36.0
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!
		80	162	13.5		5.9

Average Sale Price = \$230,594 Avg \$/S.F. = \$84.03

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	19	137k - 190k	5.7	\$89
Braxton Village	9	20	205k - 270k	5.4	\$77
Sheffield Farm N	7	5	177K - 215K	16.8	\$89
The Ashlands @ Cypress	7	10	235k - 250k	8.4	\$88
Village at Rockfish	13	17	185k - 260k	9.2	\$83

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Jack Britt**06/01/14 - 5/31/15**

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	0	5	0.4	5%	0.0
200,001	225,000	3	18	1.5	19%	2.0
225,001	250,000	9	17	1.4	18%	6.4
250,001	275,000	7	21	1.8	22%	4.0
275,001	300,000	9	7	0.6	7%	15.4
300,001	325,000	7	2	0.2	2%	42.0
325,001	350,000	7	5	0.4	5%	16.8
350,001	375,000	7	7	0.6	7%	12.0
375,001	400,000	3	4	0.3	4%	9.0
400,001	450,000	4	1	0.1	1%	48.0
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	
		58	95	7.9		7.3

Average Sale Price = \$270,471 Avg \$/S.F. = \$101.50

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	6	26	248k - 284k	2.8	\$96
Gates Four	7	4	320k - 460k	21.0	\$128
Palms @ Summer Grove	10	13	225k - 292k	9.2	\$96
Traemoor @ LW	9	6	350k - 483k	18.0	\$120

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Pine Forest

06/01/14 - 5/31/15

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	2	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	2	4	0.3	7%	6.0
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	2	10	0.8	17%	2.4
250,001	275,000	7	17	1.4	28%	4.9
275,001	300,000	6	12	1.0	20%	6.0
300,001	325,000	4	7	0.6	12%	6.9
325,001	350,000	1	1	0.1	2%	12.0
350,001	375,000	0	0	0.0	0%	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
		28	60	5.0		5.6

Average Sale Price = \$273,502 Avg \$/S.F. = \$93.61

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	14	28	237k - 315k	6.0	\$83

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Seventy First

06/01/14 - 5/31/15

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	2	9	0.8	9%	2.7
175,001	200,000	16	39	3.3	38%	4.9
200,001	225,000	9	33	2.8	32%	3.3
225,001	250,000	1	6	0.5	6%	2.0
250,001	275,000	5	7	0.6	7%	8.6
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
		33	102	8.5		3.9

Average Sale Price = \$202,906 Avg \$/S.F. = \$82.40

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	6	10	178k - 198k	7.2	\$67

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South View

06/01/14 - 5/31/15

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	8	6	0.5	11%	16.0
175,001	200,000	4	20	1.7	35%	2.4
200,001	225,000	6	8	0.7	14%	9.0
225,001	250,000	6	20	1.7	35%	3.6
250,001	275,000	2	2	0.2	4%	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	57	4.8		5.5

Average Sale Price = \$207,752 Avg \$/S.F. \$80.31

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (hope mill)	8	16	158k - 210k	3.0	\$88
Valley End	12	24	208k - 255k	3.0	\$74

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Terry Sanford

06/01/14 - 5/31/15

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	12%	9.0
200,001	225,000	7	1	0.1	3%	84.0
225,001	250,000	4	7	0.6	21%	6.9
250,001	275,000	2	4	0.3	12%	6.0
275,001	300,000	5	3	0.3	9%	20.0
300,001	325,000	1	3	0.3	9%	4.0
325,001	350,000	2	3	0.3	9%	8.0
350,001	375,000	5	2	0.2	6%	30.0
375,001	400,000	4	1	0.1	3%	48.0
400,001	450,000	0	3	0.3	9%	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	3	2	0.2	6%	18.0
				0.0	0.0	
		37	34	2.8		13.1

Average Sale Price = \$327,060 Avg \$/S. \$128.63

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	8	5	260k - 596k	19.2	\$152
Parkview	12	2	242k - 380k	72.0	\$158
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$130

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Westover**06/01/14 - 5/31/15**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	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
		1	7	0.6		1.7

Average Sale Price = \$164,600 Avg \$/S. \$97.73 1911.59

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction May 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent May	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	0.72%	0.19%
\$120,000 - \$139,999	1	0	3	1	2	0	0	0	0	0	0	0	7	1.45%	1.31%
\$140,000 - \$159,999	3	6	13	11	12	0	0	0	0	0	0	0	45	8.70%	8.43%
\$160,000 - \$179,999	9	19	22	18	15	0	0	0	0	0	0	0	83	10.87%	15.54%
\$180,000 - \$199,999	12	9	14	12	21	0	0	0	0	0	0	0	68	15.22%	12.73%
\$200,000 - \$249,999	31	20	53	36	41	0	0	0	0	0	0	0	181	29.71%	33.90%
\$250,000 - \$299,999	22	11	17	15	32	0	0	0	0	0	0	0	97	23.19%	18.16%
\$300,000 - \$349,999	3	4	5	8	8	0	0	0	0	0	0	0	28	5.80%	5.24%
\$350,000 - \$399,999	2	4	1	5	4	0	0	0	0	0	0	0	16	2.90%	3.00%
\$400,000 - \$499,999	1	0	3	1	2	0	0	0	0	0	0	0	7	1.45%	1.31%
\$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%	0.19%
\$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	138	0	0	0	0	0	0	0	534	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	658		
% Change	-20%	-34%	1%	-31%	-12%	0%	0%	0%	0%	0%	0%	0%	-19%		
Current YTD	84	157	289	396	534	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%	-27%	-17%	-21%	-19%	0%	0%	0%	0%	0%	0%	0%			

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Appreciation Factors for New Construction 2014						
	2010	2011	2012	2013	2014	1 Year % 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	2,495	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						
	2010	2011	2012	2013	2014	2 Year % 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	2,495	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						
	2009	2010	2011	2012	2013	1 Year % 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

June 1, 2014 to May 31, 2015 Whole MKT Existing Home Absorption Rates

409 closed in May 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	555	1,322	110.17	5.04
\$75,000-\$99,999	525	511	42.58	12.33
\$100,000-\$124,999	445	531	44.25	10.06
\$125,000-\$149,999	421	579	48.25	8.73
\$150,000-\$174,999	467	500	41.67	11.21
\$175,000-\$199,999	353	329	27.42	12.88
\$200,000-\$224,999	207	219	18.25	11.34
\$225,000-\$249,999	203	150	12.50	16.24
\$250,000-\$299,999	268	183	15.25	17.57
\$300,000-\$349,999	127	73	6.08	20.88
\$350,000-\$399,999	106	58	4.83	21.93
\$400,000-\$499,999	87	40	3.33	26.10
\$500,000-\$749,999	60	19	1.58	37.89
\$750,000-\$999,999	15	1	0.08	180.00
\$1,000,000 and up	12	3	0.25	48.00
Totals	3,851	4,518	376.50	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>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>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 May 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent May	Percent YTD
\$1 - \$49,999	67	57	82	72	78	0	0	0	0	0	0	0	356	19.70%	20.44%
\$50,000 - \$59,999	17	14	15	18	15	0	0	0	0	0	0	0	79	3.79%	4.54%
\$60,000 - \$69,999	16	18	20	16	16	0	0	0	0	0	0	0	86	4.04%	4.94%
\$70,000 - \$79,999	15	14	13	13	16	0	0	0	0	0	0	0	71	4.04%	4.08%
\$80,000 - \$89,999	8	10	19	17	15	0	0	0	0	0	0	0	69	3.79%	3.96%
\$90,000 - \$99,999	16	12	16	21	16	0	0	0	0	0	0	0	81	4.04%	4.65%
\$100,000 - \$119,999	26	33	41	39	32	0	0	0	0	0	0	0	171	8.08%	9.82%
\$120,000 - \$139,999	27	38	43	27	52	0	0	0	0	0	0	0	187	13.13%	10.73%
\$140,000 - \$159,999	14	27	44	37	33	0	0	0	0	0	0	0	155	8.33%	8.90%
\$160,000 - \$179,999	21	22	40	34	33	0	0	0	0	0	0	0	150	8.33%	8.61%
\$180,000 - \$199,999	13	17	12	24	22	0	0	0	0	0	0	0	88	5.56%	5.05%
\$200,000 - \$249,999	16	22	30	28	37	0	0	0	0	0	0	0	133	9.34%	7.63%
\$250,000 - \$299,999	9	10	7	14	19	0	0	0	0	0	0	0	59	4.80%	3.39%
\$300,000 - \$349,999	5	4	3	9	6	0	0	0	0	0	0	0	27	1.52%	1.55%
\$350,000 - \$399,999	2	6	5	1	3	0	0	0	0	0	0	0	17	0.76%	0.98%
\$400,000 - \$499,999	1	1	4	1	2	0	0	0	0	0	0	0	9	0.51%	0.52%
\$500,000 - \$599,999	0	2	1	0	0	0	0	0	0	0	0	0	3	0.00%	0.17%
\$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	1	0	0	0	0	0	0	0	1	0.25%	0.06%
\$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	371	396	0	0	0	0	0	0	0	1,742	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	363	319	372	1,675		
% Change	-10%	11%	10%	6%	3%	0%	0%	0%	0%	0%	0%	0%	4%		
Current YTD	273	580	975	1,346	1,742	0	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%	4%	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%