

New Construction Absorption and Inventory Report As of November 30, 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	\$127/S.F.	12.0 mos inv.
Traemoor@LW	\$119/S.F.	21.0 mos inv.
Anderson Creek	\$116/S.F.	7.9 mos inv.

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

Little River N	\$68/S.F.	4.0 mos inv.
The Gates@Lex	\$70/S.F.	4.9 mos inv.
Valley End	\$74/S.F.	6.4 mos inv.
Wedgfield	\$74/S.F.	6.4 mos inv.
Roslin Farms	\$75/S.F.	2.5 mos inv.
Cypress Crossings	\$75/S.F.	9.0 mos inv.
Braxton Vlg.	\$77/S.F.	5.8 mos inv.
Manors @Lex	\$78/S.F.	3.0 mos inv.

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HOME COMMERCIAL RESIDENTIAL CONSULTING CREDENTIALS



This report created
12/18/2014

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Month by Month Comparison of Closed New Construction For 2012 to 2014

	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	154	6.0	5%	147	5.8	-9%	162	6.6
May	156	6.1	-13%	180	5.8	-4%	188	6.5
June	153	6.1	-15%	179	5.8	5%	171	6.0
July	158	6.3	-10%	175	5.7	-5%	184	6.0
Aug	160	6.3	13%	141	6.4	-33%	210	6.0
Sept	104	6.6	-32%	153	6.4	-3%	158	6.2
Oct	111	6.6	-17%	134	6.5	-19%	165	6.1
Nov	92	6.8	-13%	106	6.6	-29%	149	6.2
Dec				147	6.6	-1%	149	5.8

YTD 2014 1436
 YTD 2013 1667 -14% 14 compared to 13
 YTD 2012 1830 -22% 14 compared to 12

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	605	42%	786	43%	805	41%
Harnett	466	32%	575	32%	661	34%
Hoke	215	15%	298	16%	350	18%
Other	150	10%	155	9%	149	8%
	=====		=====		=====	
Total	1436		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	YTD OCT 2014	1344

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Market Review November 2014

- 2014 Has been a excellent year for Existing Home Sales. The market has sold 16% more existing houses this year than 2013! However, we still have an oversupply of Existing resale's and that is the biggest problem for New Construction. The only fix is too continue the trend of selling off existing houses until the supply gets balanced.
- 94% of All New Construction sells below \$300,000. Builders selling over 300k have to know that they are competing for less than 6% of the market.
- 78% of All Existing Homes sell below \$180,000
- Foreclosures still account for approx. 25% of all Existing Resale's (Thank you Doug Nunnally 😊)

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
12/01/13 - 11/30/14

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	3	5	0.4	0%	7.2
125,001	150,000	27	82	6.8	6%	4.0
150,001	175,000	113	221	18.4	16%	6.1
175,001	200,000	155	282	23.5	20%	6.6
200,001	225,000	119	246	20.5	17%	5.8
225,001	250,000	126	272	22.7	19%	5.6
250,001	275,000	65	159	13.3	11%	4.9
275,001	300,000	49	71	5.9	5%	8.3
300,001	325,000	17	31	2.6	2%	6.6
325,001	350,000	15	10	0.8	1%	18.0
350,001	375,000	20	9	0.8	1%	26.7
375,001	400,000	13	10	0.8	1%	15.6
400,001	450,000	12	8	0.7	1%	18.0
450,001	500,000	6	9	0.8	1%	8.0
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	4	1	0.1	0%	0.0
600,001	100,000,000	5	4	0.3	0%	15.0
		750	1421	118.4		6.3

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Harnett County
12/01/13 - 11/30/14

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	3	3	0.3	1%	12.0
125,001	150,000	12	31	2.6	6%	4.6
150,001	175,000	65	101	101.0	20%	0.6
175,001	200,000	58	80	6.7	16%	8.7
200,001	225,000	39	93	7.8	18%	5.0
225,001	250,000	27	91	7.6	18%	3.6
250,001	275,000	17	52	4.3	10%	3.9
275,001	300,000	18	26	2.2	5%	8.3
300,001	325,000	4	14	1.2	3%	3.4
325,001	350,000	4	4	0.3	1%	12.0
350,001	375,000	4	3	0.3	1%	16.0
375,001	400,000	7	3	0.3	1%	28.0
400,001	450,000	3	4	0.3	1%	9.0
450,001	500,000	0	1	0.1	0%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	0%	0.0
		261	507	42.3		6.2

Average Sale Price = \$217,502 Avg \$/S.F. = \$90.11

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	45	68	155k - 430k	7.9	\$116
Cameron Woods (san)	7	1	170k - 183k	84.0	\$83
Carolina Lakes	6	15	167k - 195k	4.8	\$90
Forest Oaks	7	9	155k - 174k	9.3	\$103
Oakmont	12	23	213k - 279k	6.3	\$82
Olde Farm	9	12	160k - 205k	9.0	\$80
Pattons Point	8	14	149k - 185k	6.9	\$94
Sweetwater	8	6	155k - 174k	16.0	\$91
The Colony @ Lexington	10	40	195k - 260k	3.0	\$85
The Gate @ Lexington P	7	17	190k - 249k	4.9	\$70
The Manors @ Lexington	10	20	240k - 300k	3.0	\$78
Trotters Ridge	9	15	185k - 253k	7.2	\$83
Vandercroft	17	15	139k - 174k	13.6	\$92
VLG of Lexington Plantat	17	34	150k - 183k	6.0	\$97
Westerfield Farms	8	2	195k - 208k	48.0	\$62
Woodshire	14	9	190k - 263k	18.7	\$92

Hoke County
12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	7	22	1.8	9%	3.8
150,001	175,000	17	39	3.3	16%	5.2
175,001	200,000	17	65	5.4	26%	3.1
200,001	225,000	15	32	2.7	13%	5.6
225,001	250,000	24	53	4.4	21%	5.4
250,001	275,000	6	32	2.7	13%	2.3
275,001	300,000	2	3	0.3	1%	8.0
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	1	0.1	0%	0.0
375,001	400,000	2	0	0.0	0%	#DIV/0!
400,001	450,000	3	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	0	0.0	0%	0.0
		95	248	20.7		4.6

Average Sale Price = \$206,339 Avg \$/S.F. = \$86.63

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Eagles Ridge	7	20	137k - 189k	4.2	\$92
Riverbrooke	11	18	157k - 183k	7.3	\$95
Turnberry	12	28	190k - 250k	2.6	\$79
Wedgefield	17	32	223k - 256k	6.4	\$74
Whispering Winds	7	0	390k - 500k	#DIV/0!	\$0

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Cumberland County
12/01/13 - 11/30/14

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	2	0.2	0%	0.0
125,001	150,000	8	29	2.4	4%	3.3
150,001	175,000	31	81	6.8	12%	4.6
175,001	200,000	80	137	11.4	21%	7.0
200,001	225,000	65	121	10.1	18%	6.4
225,001	250,000	75	128	10.7	19%	7.0
250,001	275,000	42	75	6.3	11%	6.7
275,001	300,000	29	42	3.5	6%	8.3
300,001	325,000	13	17	1.4	3%	9.2
325,001	350,000	11	6	0.5	1%	22.0
350,001	375,000	16	5	0.4	1%	38.4
375,001	400,000	4	7	0.6	1%	6.9
400,001	450,000	6	4	0.3	1%	18.0
450,001	500,000	4	7	0.6	1%	6.9
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	4	1	0.1	0%	48.0
600,001	and up	5	3	0.3	0%	20.0
		394	666	55.5		7.1

Average Sale Price = \$229,342 Avg \$/S.F. = \$89.26

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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	8.1	5%	7%	14%	\$210,847	\$90
Douglas Byrd	3.5	2%	2%	5%	\$193,068	\$84
EE Smith	1.1	1%	1%	2%	\$189,618	\$94
Grays Creek	7.9	8%	11%	23%	\$226,416	\$81
Jack Britt	6.5	6%	7%	16%	\$263,823	\$99
Pine Forest	7.9	3%	4%	8%	\$259,372	\$92
Seventy First	5.2	6%	8%	16%	\$204,188	\$81
South View	5.4	3%	4%	9%	\$198,239	\$82
Terry Sanford	15.7	2%	3%	5%	\$323,722	\$129
Westover	8.6	0%	0%	1%	\$162,157	\$100
Harnett Co.	6.2	32%			\$217,502	\$90
Hoke Co.	4.6	15%			\$206,339	\$87
Cumberland	7.1	42%			\$229,342	\$89

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Cape Fear

12/01/13 - 11/30/14

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	1%	0.0
125,001	150,000	2	9	0.8	10%	2.7
150,001	175,000	7	17	1.4	18%	4.9
175,001	200,000	19	23	1.9	25%	9.9
200,001	225,000	22	19	1.6	20%	13.9
225,001	250,000	11	14	1.2	15%	9.4
250,001	275,000	2	4	0.3	4%	6.0
275,001	300,000	0	3	0.3	3%	0.0
300,001	325,000	0	1	0.1	1%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	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
		63	93	7.8		8.1

Average Sale Price = \$210,847 Avg \$/S.F. = \$90.26

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	18	23	180k - 248k	9.4	\$87
River Glen	22	22	170k - 238k	12.0	\$83
Windwood Oaks	8	10	169k - 205k	9.6	\$93

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Douglas Byrd

12/01/13 - 11/30/14

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	3%	0.0
125,001	150,000	0	1	0.1	3%	0.0
150,001	175,000	3	11	0.9	35%	3.3
175,001	200,000	3	5	0.4	16%	7.2
200,001	225,000	1	3	0.3	10%	4.0
225,001	250,000	2	10	0.8	32%	2.4
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	31	2.6		3.5

Average Sale Price = \$193,068 Avg \$/S. \$83.76

Active Subdivisions

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

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E.E. Smith

12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	0	3	0.3	27%	0.0
150,001	175,000	1	1	0.1	9%	12.0
175,001	200,000	0	6	0.5	55%	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	9%	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	11	0.9		1.1

Average Sale Price = \$189,618 Avg \$/S. \$93.80

Active Subdivisions

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

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Grays Creek

12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	5	8	0.7	5%	7.5
150,001	175,000	6	16	1.3	10%	4.5
175,001	200,000	27	24	2.0	16%	13.5
200,001	225,000	11	21	1.8	14%	6.3
225,001	250,000	20	48	4.0	31%	5.0
250,001	275,000	17	20	1.7	13%	10.2
275,001	300,000	6	11	0.9	7%	6.5
300,001	325,000	0	5	0.4	3%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	1	1	0.1	1%	12.0
400,001	450,000	3	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
		101	154	12.8		7.9

Average Sale Price = \$226,416 Avg \$/S.F. = \$81.00

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	11	18	137k - 190k	7.3	\$89
Braxton Village	14	29	200k - 278k	5.8	\$77
Cypress Crossing	6	8	185k - 213k	9.0	\$75
Roslin Farms West	6	29	220k - 264k	2.5	\$75
The Ashlands at Cypress	7	0	230k - 250k	#DIV/0!	\$0
Village at Rockfish	13	16	195k - 263k	9.8	\$80

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Jack Britt
12/01/13 - 11/30/14

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	0	0.0	0%	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	3	5	0.4	5%	7.2
200,001	225,000	2	26	2.2	25%	0.9
225,001	250,000	15	19	1.6	18%	9.5
250,001	275,000	7	25	2.1	24%	3.4
275,001	300,000	4	11	0.9	10%	4.4
300,001	325,000	6	2	0.2	2%	36.0
325,001	350,000	5	4	0.3	4%	15.0
350,001	375,000	7	3	0.3	3%	28.0
375,001	400,000	2	1	0.1	1%	24.0
400,001	450,000	2	2	0.2	2%	12.0
450,001	500,000	4	5	0.4	5%	9.6
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	
		57	106	8.8		6.5

Average Sale Price = \$263,823 Avg \$/S.F. = \$99.00

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	9	33	227k - 275k	3.3	\$95
Gates Four	8	8	320k - 480k	12.0	\$127
Highland Pointe @ Sumr	7	29	200k - 240k	2.9	\$91
Palms @ Summer Grove	10	2	224k - 287k	60.0	\$90
Traemoor @ LW	7	4	350k - 483k	21.0	\$119
Westhaven	6	0	293k - 350k	#DIV/0!	\$0

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Pine Forest

12/01/13 - 11/30/14

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	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	1	5	0.4	9%	2.4
200,001	225,000	1	3	0.3	5%	4.0
225,001	250,000	6	8	0.7	15%	9.0
250,001	275,000	7	13	1.1	24%	6.5
275,001	300,000	12	11	0.9	20%	13.1
300,001	325,000	4	4	0.3	7%	12.0
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	1	1	0.1	2%	12.0
400,001	450,000	0	1	0.1	2%	0.0
450,001	500,000	0	2	0.2	4%	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
		36	55	4.6		7.9

Average Sale Price = \$259,372 Avg \$/S.F. = \$91.82

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	20	15	239k - 312k	16.0	\$82

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Seventy First

12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	0	6	0.5	6%	0.0
150,001	175,000	5	9	0.8	8%	6.7
175,001	200,000	17	38	3.2	35%	5.4
200,001	225,000	15	38	3.2	35%	4.7
225,001	250,000	4	9	0.8	8%	5.3
250,001	275,000	4	6	0.5	6%	8.0
275,001	300,000	1	1	0.1	1%	12.0
300,001	325,000	1	1	0.1	1%	12.0
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
		47	108	9.0		5.2

Average Sale Price = \$204,188 Avg \$/S.F. = \$80.93

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	7	17	210k - 220k	4.9	\$70
James Creek North @ Tr	7	7	219k - 310k	12.0	\$84
Little River North	4	12	197k - 263k	4.0	\$68

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South View

12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	1	1	0.1	2%	12.0
150,001	175,000	4	11	0.9	18%	4.4
175,001	200,000	5	25	2.1	42%	2.4
200,001	225,000	4	10	0.8	17%	4.8
225,001	250,000	12	12	1.0	20%	12.0
250,001	275,000	1	1	0.1	2%	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
		27	60	5.0		5.4

Average Sale Price = \$198,239 Avg \$/S.F. \$82.02

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (Hope Mill)	7	16	160k - 190k	2.6	\$90
Valley End	15	14	205k - 243k	6.4	\$74

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Terry Sanford

12/01/13 - 11/30/14

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	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	5	0.4	14%	7.2
200,001	225,000	9	1	0.1	3%	108.0
225,001	250,000	5	7	0.6	19%	8.6
250,001	275,000	3	5	0.4	14%	7.2
275,001	300,000	6	4	0.3	11%	18.0
300,001	325,000	2	3	0.3	8%	8.0
325,001	350,000	5	2	0.2	6%	30.0
350,001	375,000	8	2	0.2	6%	48.0
375,001	400,000	0	2	0.2	6%	0.0
400,001	450,000	1	1	0.1	3%	12.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	1	1	0.1	3%	12.0
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	
		47	36	3.0		15.7

Average Sale Price = \$323,722 Avg \$/S. \$129.28

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	13	5	260k - 596k	31.2	\$153
Villas @ Lockwood Park	8	0	200k - 225k	#DIV/0!	\$0

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Westover

12/01/13 - 11/30/14

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	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	3	6	0.5	86%	6.0
175,001	200,000	2	1	0.1	14%	24.0
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
		5	7	0.6		8.6

Average Sale Price = \$162,157 Avg \$/S. \$99.68

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction November 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Nov	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	2	1	1	1	0	0	0	0	0	0	0	0	5	0.00%	0.35%
\$120,000 - \$139,999	3	3	3	5	8	1	7	1	4	2	1	0	38	1.10%	2.65%
\$140,000 - \$159,999	8	12	13	9	4	16	12	9	5	8	4	0	100	4.40%	6.97%
\$160,000 - \$179,999	17	28	15	31	19	18	22	27	25	11	14	0	227	15.38%	15.82%
\$180,000 - \$199,999	20	24	23	19	20	16	28	12	10	13	16	0	201	17.58%	14.01%
\$200,000 - \$249,999	31	25	44	51	75	58	49	61	31	41	34	0	500	37.36%	34.84%
\$250,000 - \$299,999	11	16	24	31	25	35	30	33	24	28	14	0	271	15.38%	18.89%
\$300,000 - \$349,999	6	1	7	3	4	4	4	9	4	5	3	0	50	3.30%	3.48%
\$350,000 - \$399,999	2	1	0	2	1	1	4	4	0	1	0	0	16	0.00%	1.11%
\$400,000 - \$499,999	4	0	1	1	1	4	2	1	1	0	4	0	19	4.40%	1.32%
\$500,000 - \$599,999	0	0	0	1	0	0	0	1	0	2	0	0	4	0.00%	0.28%
\$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	1	0	0	0	0	0	0	1	0	0	1	0	3	1.10%	0.21%
\$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	1	0	0	0	0	1	0.00%	0.07%
Current Year Total	105	111	131	154	157	153	158	160	104	111	91	0	1,435	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	149	1,668		
% Change	-20%	-22%	-26%	5%	-13%	-15%	-10%	13%	-32%	-17%	-14%	0%	-14%		
Current YTD	105	216	347	501	658	811	969	1,129	1,233	1,344	1,435	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%	-16%	-16%	-15%	-15%	-11%	-14%	-14%	-14%	0%			

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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

December 1, 2013 to NOV 31, 2014 Whole MKT Existing Home Absorption Rates

311 closed in November 2014

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	601	1,272	106.00	5.67
\$75,000-\$99,999	521	513	42.75	12.19
\$100,000-\$124,999	450	560	46.67	9.64
\$125,000-\$149,999	428	520	43.33	9.88
\$150,000-\$174,999	400	474	39.50	10.13
\$175,000-\$199,999	325	297	24.75	13.13
\$200,000-\$224,999	177	196	16.33	10.84
\$225,000-\$249,999	179	157	13.08	13.68
\$250,000-\$299,999	215	174	14.50	14.83
\$300,000-\$349,999	113	64	5.33	21.19
\$350,000-\$399,999	80	49	4.08	19.59
\$400,000-\$499,999	73	41	3.42	21.37
\$500,000-\$749,999	58	22	1.83	31.64
\$750,000-\$999,999	11	1	0.08	132.00
\$1,000,000 and up	12	4	0.33	36.00
Totals	3,643	4,344	362.00	10.06

<u>October 31 Existing Home Absorption Rates</u>	355 closed	was	10.37
<u>September 30, Existing Home Absorption Rates</u>	365 closed	was	10.44
<u>August 31, Existing Home Absorption Rates</u>	418 closed	was	10.70
<u>July 31, Existing Home Absorption Rates</u>	442 closed	was	10.70
<u>June 30, Existing Home Absorption Rates</u>	442 closed	was	11.06
<u>May 31, Existing Home Absorption Rates</u>	374 closed	was	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>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

Year to Date Comparison for Existing Residential

January 1 - November 30

	2011	2012	2013	2014	
Total Closed - Existing	2988	2452	3074	3565	16%
Total Value	\$407,777,102	\$327,535,221	\$402,833,415	\$467,525,435	
Average Price	\$126,421	\$127,518	\$122,933	\$119,909	-2%
Total Closed -New	1,705	1,587	1510	1,309	-13%
Total Value	\$320,859,774	\$334,039,464	\$332,927,054	\$291,090,656	
Average Price	\$213,632	\$207,372	\$217,337	\$232,120	7%
Total Listings Closed	4,693	4,039	4,584	4,874	6%
Total Value	\$728,636,876	\$661,574,685	\$735,760,469	\$758,616,091	

Sales Trend Existing Residential November 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Nov	Percent YTD
\$1 - \$49,999	67	50	79	56	66	75	57	64	62	73	59	0	708	19.87%	17.54%
\$50,000 - \$59,999	11	17	10	21	18	20	13	13	23	15	15	0	176	5.05%	4.36%
\$60,000 - \$69,999	13	18	18	20	28	21	22	21	13	15	13	0	202	4.38%	5.00%
\$70,000 - \$79,999	17	19	23	14	19	16	21	21	15	21	13	0	199	4.38%	4.93%
\$80,000 - \$89,999	14	16	15	9	21	21	23	20	14	21	18	0	192	6.06%	4.76%
\$90,000 - \$99,999	12	7	20	25	14	23	15	15	20	14	13	0	178	4.38%	4.41%
\$100,000 - \$119,999	30	30	37	58	32	34	45	47	27	47	27	0	414	9.09%	10.26%
\$120,000 - \$139,999	36	29	25	31	40	40	43	48	32	33	34	0	391	11.45%	9.69%
\$140,000 - \$159,999	27	30	39	33	32	45	44	39	44	34	23	0	390	7.74%	9.66%
\$160,000 - \$179,999	21	20	27	23	21	37	48	41	33	20	17	0	308	5.72%	7.63%
\$180,000 - \$199,999	8	14	12	16	25	33	23	20	26	16	13	0	206	4.38%	5.10%
\$200,000 - \$249,999	26	18	28	24	32	43	46	42	26	25	24	0	334	8.08%	8.28%
\$250,000 - \$299,999	11	7	14	11	18	18	27	16	14	17	15	0	168	5.05%	4.16%
\$300,000 - \$349,999	1	0	7	4	10	6	8	4	11	3	4	0	58	1.35%	1.44%
\$350,000 - \$399,999	3	0	1	3	3	14	6	5	6	2	3	0	46	1.01%	1.14%
\$400,000 - \$499,999	5	2	4	1	2	4	8	8	3	1	2	0	40	0.67%	0.99%
\$500,000 - \$599,999	0	0	0	1	1	4	2	3	0	1	1	0	13	0.34%	0.32%
\$600,000 - \$699,999	1	0	0	1	2	1	1	1	1	0	1	0	9	0.34%	0.22%
\$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	1	0	0	2	0	4	0.67%	0.10%
Current Year Total	303	277	360	351	384	455	452	429	370	358	297	0	4,036	100.00%	100.00%
Prior Year Total	246	255	275	308	373	377	366	364	360	349	289	295	3,562		
% Change	23%	9%	31%	14%	3%	21%	23%	18%	3%	3%	3%	0%	13%		
Current YTD	303	580	940	1,291	1,675	2,130	2,582	3,011	3,381	3,739	4,036	0			
Prior YTD	246	501	776	1,084	1,457	1,834	2,200	2,564	2,924	3,273	3,562	3,857			
% Change YTD	23%	16%	21%	19%	15%	16%	17%	17%	16%	14%	13%	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