

New Construction Absorption and Inventory Report As of November 30, 2015

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

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

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

Parkview	\$121/S.F.	25.7 mos inv.
Gates Four	\$124/S.F.	19.2 mos inv.
Traemoor	\$122/S.F.	20.0 mos inv.
Anderson Creek	\$116/S.F.	5.8 mos inv.

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

Vandercroft	\$59/S.F.	3.4 mos inv.
Little River N	\$65/S.F.	7.2 mos inv.
Stone Cross	\$69/S.F.	14.4 mos inv.
Roslin Farms W.	\$78/S.F.	14.4 mos inv.
Valley End	\$77/S.F.	3.1 mos inv.
Wedgefield	\$78/S.F.	5.8 mos inv.
Braxton Vlg.	\$80/S.F.	4.0 mos inv.

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HOME COMMERCIAL RESIDENTIAL CONSULTING CREDENTIALS



This report created

12/17/2015

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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	109	6.2	-29%	154	5.8	5%	147	6.6
May	151	5.7	-3%	156	5.8	-13%	180	6.5
June	159	6.0	3%	154	5.8	-14%	179	6.0
July	127	6.3	-20%	158	5.7	-10%	175	6.0
Aug	126	6.4	-22%	162	6.4	15%	141	6.0
Sept	107	6.3	2%	105	6.4	-31%	153	6.2
Oct	102	6.6	-8%	111	6.5	-18%	135	6.1
Nov	69	6.6	-26%	93	6.6	-13%	107	6.2
Dec				116	6.6	-22%	148	5.8

YTD 2015 1239
 YTD 2014 1441 -14% 2015 compared to 2014
 YTD 2013 1669 -26% 2015 compared to 2013

	2015		2014		2013	
Cumberland	540	44%	646	41%	786	43%
Harnett	394	32%	516	33%	575	32%
Hoke	153	12%	227	14%	298	16%
Other	152	12%	177	11%	155	9%
	=====		=====		=====	
Total	1239		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
12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	3	2	0.2	0%	18.0
125,001	150,000	12	62	5.2	5%	2.3
150,001	175,000	75	174	14.5	15%	5.2
175,001	200,000	106	240	20.0	20%	5.3
200,001	225,000	90	180	15.0	15%	6.0
225,001	250,000	121	233	19.4	20%	6.2
250,001	275,000	99	107	8.9	9%	11.1
275,001	300,000	67	79	6.6	7%	10.2
300,001	325,000	15	35	2.9	3%	5.1
325,001	350,000	17	17	1.4	1%	12.0
350,001	375,000	19	25	2.1	2%	9.1
375,001	400,000	18	11	0.9	1%	19.6
400,001	450,000	6	16	1.3	1%	4.5
450,001	500,000	1	5	0.4	0%	2.4
500,001	550,000	1	0	0.0	0%	0.0
550,001	600,000	1	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	3	0.3	0%	0.0
		651	1189	99.1		6.6

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Harnett County
12/01/14 -11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	7	29	2.4	7%	2.9
150,001	175,000	43	96	8.0	22%	5.4
175,001	200,000	43	95	7.9	22%	5.4
200,001	225,000	21	69	5.8	16%	3.7
225,001	250,000	38	58	4.8	13%	7.9
250,001	275,000	24	28	2.3	6%	10.3
275,001	300,000	19	32	2.7	7%	7.1
300,001	325,000	2	11	0.9	2%	2.2
325,001	350,000	1	6	0.5	1%	2.0
350,001	375,000	3	6	0.5	1%	6.0
375,001	400,000	3	3	0.3	1%	12.0
400,001	450,000	2	7	0.6	2%	3.4
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	0	0.0	0%	0.0
		206	441	36.8		5.6

Average Sale Price = \$214,964 Avg \$/S.F. = \$87.67

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	30	62	155k - 420k	5.8	\$116
Anderson Creek Crossing	14	0	225k - 257k	#DIV/0!	\$0
Cameron Woods (San)	7	4	170k - 235k	21.0	\$102
Carolina Lakes	6	5	260k - 450k	14.4	\$98
Forest Oaks	12	11	156k - 177k	13.1	\$103
Oakmont	8	18	245k - 286k	5.3	\$84
Stone Cross	6	5	178k - 194k	14.4	\$69
The Colony @ Lexington	6	20	203k - 214k	3.6	\$87
The Manors @ Lexington	14	32	210k - 285k	2.6	\$82
Trotters Ridge	11	16	200k - 265k	8.3	\$83
Vandercroft	14	49	148k - 178k	3.4	\$59
VLG of Lexington Plantati	12	23	163k - 182k	6.3	\$96
Woodshire	8	20	205k - 233k	4.8	\$78

Hoke County
12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	4	19	1.6	12%	2.5
150,001	175,000	6	24	2.0	15%	3.0
175,001	200,000	11	27	2.3	16%	4.9
200,001	225,000	8	24	2.0	15%	4.0
225,001	250,000	28	45	3.8	27%	7.5
250,001	275,000	21	16	1.3	10%	15.8
275,001	300,000	6	7	0.6	4%	10.3
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	1%	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	0.1	1%	0.0
		84	165	13.8		6.1

Average Sale Price = **\$213,930** Avg \$/S.F. = **\$87.40**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	10	2	255k - 285k	30.0	\$87
Bedford - Midlands	13	2	225k - 250k	39.0	\$102
Riverbrooke	8	18	150k - 179k	5.3	\$93
Shadow Creek	6	6	200k - 280k	12.0	\$92
Turnberry	12	24	240k - 285k	3.0	\$81
Wedgefield	15	31	222k - 265k	5.8	\$78

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Cumberland County
12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	3	2	0.2	0%	18.0
125,001	150,000	1	14	1.2	2%	0.9
150,001	175,000	26	54	4.5	9%	5.8
175,001	200,000	52	118	9.8	20%	5.3
200,001	225,000	61	87	7.3	15%	8.4
225,001	250,000	55	130	10.8	22%	5.1
250,001	275,000	54	63	5.3	11%	10.3
275,001	300,000	42	40	3.3	7%	12.6
300,001	325,000	13	24	2.0	4%	6.5
325,001	350,000	16	11	0.9	2%	17.5
350,001	375,000	16	18	1.5	3%	10.7
375,001	400,000	15	8	0.7	1%	22.5
400,001	450,000	4	9	0.8	2%	5.3
450,001	500,000	1	3	0.3	1%	4.0
500,001	550,000	1	0	0.0	0%	#DIV/0!
550,001	600,000	1	0	0.0	0%	#DIV/0!
600,001	and up	0	2	0.2	0%	0.0
		361	583	48.6		7.4

Average Sale Price = \$237,342 Avg \$/S.F. = \$92.17

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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	6.3	6%	8%	16%	\$208,467	\$89	11.2
Douglas Byrd	8.6	1%	2%	4%	\$196,519	\$88	9.5
EE Smith	#DIV/0!	0%	0%	0%	\$0	\$0	10.2
Grays Creek	6.4	10%	14%	28%	\$230,584	\$88	6.3
Jack Britt	9.0	5%	7%	14%	\$281,978	\$103	8.2
Pine Forest	7.3	4%	5%	10%	\$278,421	\$97	9.5
Seventy First	5.3	4%	6%	12%	\$202,650	\$81	8.7
South View	7.0	3%	4%	9%	\$214,537	\$81	9.2
Terry Sanford	14.5	2%	3%	6%	\$308,186	\$126	12.5
Westover	2.0	0%	1%	1%	\$166,933	\$92	10.2
Harnett Co.	5.6	32%			\$214,964	\$88	9.6
Hoke Co.	6.1	12%			\$213,930	\$87	9.4
Cumberland	7.4	44%			\$237,342	\$92	9.3

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Cape Fear

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	3	0.3	3%	0.0
150,001	175,000	5	13	1.1	14%	4.6
175,001	200,000	10	23	1.9	24%	5.2
200,001	225,000	15	30	2.5	32%	6.0
225,001	250,000	7	16	1.3	17%	5.3
250,001	275,000	10	4	0.3	4%	30.0
275,001	300,000	1	4	0.3	4%	3.0
300,001	325,000	0	0	0.0	0%	0.0
325,001	350,000	0	0	0.0	0%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/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	0	0.0	0%	0.0
		49	94	7.8		6.3

Average Sale Price = \$208,467 Avg \$/S.F. = \$89.41

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	19	33	180k - 249k	6.9	\$86
River Glen	7	25	170k - 220k	3.4	\$87

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Douglas Byrd

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	5%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	5	0.4	24%	2.4
175,001	200,000	4	7	0.6	33%	6.9
200,001	225,000	3	3	0.3	14%	12.0
225,001	250,000	7	5	0.4	24%	16.8
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
		15	21	1.8		8.6

Average Sale Price = \$196,519 Avg \$/S. \$88.13

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	10	8	205k - 243k	15.0	\$83

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E.E. Smith

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	#DIV/0!	0.0
100,001	125,000	0	0	0.0	#DIV/0!	0.0
125,001	150,000	0	0	0.0	#DIV/0!	0.0
150,001	175,000	0	0	0.0	#DIV/0!	0.0
175,001	200,000	3	0	0.0	#DIV/0!	#DIV/0!
200,001	225,000	2	0	0.0	#DIV/0!	#DIV/0!
225,001	250,000	0	0	0.0	#DIV/0!	0.0
250,001	275,000	0	0	0.0	#DIV/0!	0.0
275,001	300,000	0	0	0.0	#DIV/0!	0.0
300,001	325,000	0	0	0.0	#DIV/0!	0.0
325,001	350,000	0	0	0.0	#DIV/0!	0.0
350,001	375,000	0	0	0.0	#DIV/0!	0.0
375,001	400,000	1	0	0.0	#DIV/0!	#DIV/0!
400,001	450,000	0	0	0.0	#DIV/0!	0.0
450,001	500,000	0	0	0.0	#DIV/0!	0.0
500,001	550,000	0	0	0.0	#DIV/0!	0.0
550,001	600,000	0	0	0.0	#DIV/0!	0.0
600,001	and up	0	0	0.0	#DIV/0!	0.0
		6	0	0.0		#DIV/0!

Average Sale Price = \$0 Avg \$/S. \$0.00

Active Subdivisions

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

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Grays Creek

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	1	7	0.6	4%	1.7
150,001	175,000	3	17	1.4	10%	2.1
175,001	200,000	14	35	2.9	21%	4.8
200,001	225,000	16	14	1.2	9%	13.7
225,001	250,000	19	45	3.8	28%	5.1
250,001	275,000	15	22	1.8	13%	8.2
275,001	300,000	9	7	0.6	4%	15.4
300,001	325,000	1	9	0.8	6%	1.3
325,001	350,000	3	1	0.1	1%	36.0
350,001	375,000	1	2	0.2	1%	6.0
375,001	400,000	3	1	0.1	1%	36.0
400,001	450,000	2	3	0.3	2%	8.0
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
		87	163	13.6		6.4

Average Sale Price = \$230,584 Avg \$/S.F. = \$87.54

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	7	17	140k - 189k	4.9	\$89
Braxton Village	6	18	180k - 300k	4.0	\$80
Roslin Farms West	12	10	241k - 285k	14.4	\$78
The Ashlands @ Cypress	6	17	240k - 250k	4.2	\$89
The Gardens @ Cypress	11	0	206k - 225k	#DIV/0!	\$0
Village at Rockfish	15	17	210k - 300k	10.6	\$84

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Jack Britt
12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	1	0.1	1%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	1	3	0.3	4%	4.0
200,001	225,000	1	5	0.4	6%	2.4
225,001	250,000	5	25	2.1	30%	2.4
250,001	275,000	8	14	1.2	17%	6.9
275,001	300,000	14	10	0.8	12%	16.8
300,001	325,000	9	4	0.3	5%	27.0
325,001	350,000	11	5	0.4	6%	26.4
350,001	375,000	6	10	0.8	12%	7.2
375,001	400,000	5	4	0.3	5%	15.0
400,001	450,000	1	2	0.2	2%	6.0
450,001	500,000	1	1	0.1	1%	12.0
500,001	550,000	1	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	
		63	84	7.0		9.0

Average Sale Price = \$281,978 Avg \$/S.F. = \$102.79

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	8	5	290k - 460k	19.2	\$124
Palms @ Summer Grove	9	18	240k - 285k	6.0	\$95
The Preserve @ Lake Up	7	1	297k - 373k	84.0	\$117
Traemoor @ LW	10	6	330k - 550k	20.0	\$122
Westhaven	9	3	285k - 335k	9.0	\$95

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Pine Forest

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	3	0	0.0	0%	#DIV/0!
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	1	0.1	2%	12.0
175,001	200,000	1	3	0.3	5%	4.0
200,001	225,000	2	4	0.3	7%	6.0
225,001	250,000	5	9	0.8	15%	6.7
250,001	275,000	9	15	1.3	25%	7.2
275,001	300,000	12	13	1.1	21%	11.1
300,001	325,000	2	9	0.8	15%	2.7
325,001	350,000	2	2	0.2	3%	12.0
350,001	375,000	0	1	0.1	2%	0.0
375,001	400,000	0	3	0.3	5%	0.0
400,001	450,000	0	0	0.0	0%	0.0
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
		37	61	5.1		7.3

Average Sale Price = \$278,421 Avg \$/S.F. = \$96.79

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	14	32	235k - 329k	5.3	\$85
Stonegate	8	1	247k - 297k	96.0	\$80

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Seventy First

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	1%	0.0
150,001	175,000	3	4	0.3	6%	9.0
175,001	200,000	11	33	2.8	47%	4.0
200,001	225,000	13	23	1.9	33%	6.8
225,001	250,000	1	5	0.4	7%	2.4
250,001	275,000	3	3	0.3	4%	12.0
275,001	300,000	0	1	0.1	1%	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
		31	70	5.8		5.3

Average Sale Price = \$202,650 Avg \$/S.F. = \$81.42

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	6	10	170k - 225k	7.2	\$65

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South View

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	2	0.2	4%	0.0
150,001	175,000	11	11	0.9	22%	12.0
175,001	200,000	5	11	0.9	22%	5.5
200,001	225,000	5	3	0.3	6%	20.0
225,001	250,000	6	20	1.7	40%	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	1	0.1	2%	0.0
		29	50	4.2		7.0

Average Sale Price = \$214,537 Avg \$/S.F. \$81.47

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	7	2	170k - 179k	21.0	\$98
Valley End	13	24	208k - 258k	3.3	\$77

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Terry Sanford

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	0	0.0	0%	0.0
175,001	200,000	3	1	0.1	3%	36.0
200,001	225,000	4	5	0.4	15%	9.6
225,001	250,000	5	5	0.4	15%	12.0
250,001	275,000	6	3	0.3	9%	24.0
275,001	300,000	6	5	0.4	15%	14.4
300,001	325,000	2	3	0.3	9%	8.0
325,001	350,000	0	2	0.2	6%	0.0
350,001	375,000	8	5	0.4	15%	19.2
375,001	400,000	5	0	0.0	0%	#DIV/0!
400,001	450,000	1	4	0.3	12%	3.0
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	0	0.0	0%	#DIV/0!
600,001	1,875,000	0	1	0.1	3%	0.0
				0.0	0.0	
		41	34	2.8		14.5

Average Sale Price = \$308,186 Avg \$/S. \$125.97

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	15	7	240k - 570k	25.7	\$121
Parkview	14	7	242k - 380k	24.0	\$157

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Westover

12/01/14 - 11/30/15

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	0.0
100,001	125,000	0	0	0.0	0%	0.0
125,001	150,000	0	1	0.1	17%	0.0
150,001	175,000	1	3	0.3	50%	4.0
175,001	200,000	0	2	0.2	33%	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	6	0.5		2.0

Average Sale Price = \$166,933 Avg \$/S. \$92.42

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction October 2015

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	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	0.08%
\$120,000 - \$139,999	1	0	3	1	3	3	5	1	1	5	1	0	24	1.45%	1.94%
\$140,000 - \$159,999	3	6	13	12	13	6	6	6	6	6	4	0	81	5.80%	6.54%
\$160,000 - \$179,999	9	19	22	18	18	22	17	12	18	13	7	0	175	10.14%	14.12%
\$180,000 - \$199,999	12	9	14	12	22	23	14	14	13	17	7	0	157	10.14%	12.67%
\$200,000 - \$249,999	31	20	53	37	44	56	46	57	40	32	20	0	436	28.99%	35.19%
\$250,000 - \$299,999	22	11	17	15	33	30	23	29	19	18	19	0	236	27.54%	19.05%
\$300,000 - \$349,999	3	4	5	8	9	10	9	4	3	5	6	0	66	8.70%	5.33%
\$350,000 - \$399,999	2	4	1	5	6	7	5	0	2	5	2	0	39	2.90%	3.15%
\$400,000 - \$499,999	1	0	3	1	2	2	2	3	5	0	2	0	21	2.90%	1.69%
\$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	1	1	0	2	1.45%	0.16%
\$700,000 - \$799,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.08%
\$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	109	151	159	127	126	107	102	69	0	1,239	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	1,448		
% Change	-20%	-34%	1%	-29%	-4%	3%	-20%	-22%	-1%	-9%	-28%	0%	-14%		
Current YTD	84	157	289	398	549	708	835	961	1,068	1,170	1,239	0			
Prior YTD	105	216	347	501	658	812	970	1,132	1,240	1,352	1,448	1,567			
% Change YTD	-20%	-27%	-17%	-21%	-17%	-13%	-14%	-15%	-14%	-13%	-14%	0%			

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Appreciation Factors for New Construction 2014						
						1 Year
	2010	2011	2012	2013	2014	% chg
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	0.80%
Avg. S. F.	2,161	2,293	2,396	2,482	2495	0.52%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	0.08%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	1.69%
Median S.F.	2,038	2,195	2,329	2,378	2,409	1.30%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.04%
Total Closed	2,168	2,030	1,979	1,815	1,558	-14.16%

Data was pulled from the MLS Jan 15 2015

Appreciation Factors for New Construction 2012 - 2014						
						2 Year
	2010	2011	2012	2013	2014	% chg
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	6.09%
Avg. S. F.	2,161	2,293	2,396	2,482	2495	4.13%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	1.86%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	5.88%
Median S.F.	2,038	2,195	2,329	2,378	2,409	3.43%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.95%
Total Closed	2,168	2,030	1,979	1,815	1,558	-21.27%

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 18 2014

Nov 1, 2014 to October 30, 2015 Whole MKT Existing Home Absorption Rates

454 closed in October 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	551	1,352	112.67	4.89
\$75,000-\$99,999	458	522	43.50	10.53
\$100,000-\$124,999	449	577	48.08	9.34
\$125,000-\$149,999	421	635	52.92	7.96
\$150,000-\$174,999	366	522	43.50	8.41
\$175,000-\$199,999	261	384	32.00	8.16
\$200,000-\$224,999	153	246	20.50	7.46
\$225,000-\$249,999	182	193	16.08	11.32
\$250,000-\$299,999	230	203	16.92	13.60
\$300,000-\$349,999	127	96	8.00	15.88
\$350,000-\$399,999	93	64	5.33	17.44
\$400,000-\$499,999	69	37	3.08	22.38
\$500,000-\$749,999	62	16	1.33	46.50
\$750,000-\$999,999	12	2	0.17	72.00
\$1,000,000 and up	11	0	0.00	N/A
Totals	3,445	4,849	404.08	8.53

<u>October 31 2015 Existing Absorption</u>	417 closed	was	8.91
<u>September 30 2015 Existing Absorption</u>	421 closed	was	9.40
<u>Aug 31 2015 Existing Home Absorption Rates</u>	493 closed	was	9.74
<u>July 31 2015 Existing Home Absorption Rates</u>	525 closed	was	9.93
<u>June 30 2015 Existing Home Absorption Rates</u>	442 closed	was	10.25
<u>May 31 2015 Existing Home Absorption Rates</u>	409 closed	was	10.23
<u>April 30 2015 Existing Home Absorption Rates</u>	370 closed	was	10.11
<u>March 31 2015 Existing Home Absorption Rates</u>	385 closed	was	9.67
<u>February 28 2015 Existing Home Absorption Rates</u>	305 closed	was	9.25
<u>January 31 2015 Existing Home Absorption Rates</u>	265 closed	was	9.20
<u>December 31 2014 Existing Home Absorption Rates</u>	362 closed	was	9.19
<u>September 30, 2014 Existing Home Absorption Rates</u>	365 closed	was	10.44
<u>June 30, 2014 Existing Home Absorption Rates</u>	442 closed	was	11.06
<u>March 31, 2014 Existing Home Absorption Rates</u>	347 closed	was	10.46
<u>Dec 31, 2013 Existing Home Absorption Rates</u>	289 closed	was	10.48
<u>Sep 30, 2013 Existing Home Absorption Rates</u>	359 closed	was	11.28
<u>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>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 November 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Nov	Percent YTD
\$1 - \$49,999	67	57	82	72	79	58	73	64	68	66	61	0	747	17.89%	16.72%
\$50,000 - \$59,999	17	14	15	18	15	26	17	23	19	19	20	0	203	5.87%	4.54%
\$60,000 - \$69,999	16	18	20	17	16	17	17	29	23	15	13	0	201	3.81%	4.50%
\$70,000 - \$79,999	15	14	13	13	16	19	22	25	11	17	19	0	184	5.57%	4.12%
\$80,000 - \$89,999	8	10	19	17	16	20	23	27	18	14	21	0	193	6.16%	4.32%
\$90,000 - \$99,999	16	12	16	21	16	15	15	14	31	23	8	0	187	2.35%	4.19%
\$100,000 - \$119,999	27	33	41	40	33	42	55	48	42	42	35	0	438	10.26%	9.80%
\$120,000 - \$139,999	27	38	43	27	58	45	50	52	39	31	37	0	447	10.85%	10.00%
\$140,000 - \$159,999	14	27	44	39	37	36	53	55	41	56	27	0	429	7.92%	9.60%
\$160,000 - \$179,999	21	22	40	34	34	38	57	45	33	34	29	0	387	8.50%	8.66%
\$180,000 - \$199,999	13	17	12	25	24	23	36	33	27	25	20	0	255	5.87%	5.71%
\$200,000 - \$249,999	16	22	30	28	41	58	65	47	45	30	32	0	414	9.38%	9.27%
\$250,000 - \$299,999	9	10	7	14	19	28	27	27	15	20	11	0	187	3.23%	4.19%
\$300,000 - \$349,999	5	4	3	10	7	13	10	14	4	12	5	0	87	1.47%	1.95%
\$350,000 - \$399,999	2	6	5	1	4	6	13	2	9	9	2	0	59	0.59%	1.32%
\$400,000 - \$499,999	1	1	4	1	2	6	6	2	4	5	0	0	32	0.00%	0.72%
\$500,000 - \$599,999	0	2	1	0	0	1	0	1	1	1	0	0	7	0.00%	0.16%
\$600,000 - \$699,999	0	0	0	0	0	2	0	1	1	0	1	0	5	0.29%	0.11%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	1	2	0	0	5	0.00%	0.11%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	0.02%
\$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	274	307	395	377	418	455	539	509	432	421	341	0	4,468	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	364	319	372	4,073		
% Change	-10%	11%	10%	7%	9%	-0%	19%	18%	16%	16%	7%	0%	10%		
Current YTD	274	581	976	1,353	1,771	2,226	2,765	3,274	3,706	4,127	4,468	0			
Prior YTD	303	580	940	1,291	1,675	2,131	2,585	3,016	3,390	3,754	4,073	4,445			
% Change YTD	-10%	0%	4%	5%	6%	4%	7%	9%	9%	10%	10%	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 Construrction & 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%

Fayetteville Regional Association of REALTORS

Residential Monthly Sales
November and January through November 2015

As of
12/15/2015

	Total	% r/s : n/c	Foreclosure	% of total	Short Sale	% of total
ACTIVE:						
resale	3457	82.60%	189	5.47%	114	3.30%
new const	728	17.40%	0	0.00%	1	0.14%
total	4185		189		115	
PENDING:						
resale	684	75.66%	143	20.91%	20	2.92%
new const	220	24.34%	0	0.00%	0	0.00%
total	904		143		20	
CLOSED: November Only						
resale	354	83.69%	93	26.27%	8	2.26%
new const	69	16.31%	0	0.00%	0	0.00%
total	423		93		8	
CLOSED: January through November 2015						
resale	4488	78.37%	1107	24.67%	50	1.11%
new const	1239	21.63%	0	0.00%	0	0.00%
total	5727		1107		50	

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