

New Construction Absorption and Inventory Report As of October 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	\$127/S.F.	12.0 mos inv.
Traemoor@LW	\$121/S.F.	8.4 mos inv.
Anderson Creek	\$117/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.	6.4 mos inv.
Valley End	\$74/S.F.	7.4 mos inv.
Wedgfield	\$74/S.F.	4.9 mos inv.
Roslin Farms	\$75/S.F.	2.4 mos inv.
Cypress Crossings	\$75/S.F.	8.4 mos inv.
Coopers Creek	\$77/S.F.	6.5 mos inv.
Braxton Vlg.	\$77/S.F.	6.0 mos inv.
Manors @Lex	\$78/S.F.	2.5 mos inv.

This report created

11/25/2014

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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	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				106	6.6	-29%	149	6.2
Dec				147	6.6	-1%	149	5.8

YTD 2014 1344
 YTD 2013 1561 -14% 13 compared to 12
 YTD 2012 1681 -20% 13 compared to 11

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	561	42%	786	43%	805	41%
Harnett	434	32%	575	32%	661	34%
Hoke	206	15%	298	16%	350	18%
Other	143	11%	155	9%	149	8%
	=====		=====		=====	
Total	1344		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 September 2014

- The oversupply of Existing resale's is the biggest problem for New Construction. Even though the existing market is selling 18% More than last year (new construction is -14% behind last year) at 10.44 months, there is still way too much existing new home inventory on the market.
- 94% of all New Construction sold below \$300,000. Builders selling over 300k have to know that they are competing for less than 6% of the market.
- 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
11/01/13 - 10/31/14

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	3	5	0.4	0%	7.2
125,001	150,000	24	84	7.0	6%	3.4
150,001	175,000	106	226	18.8	16%	5.6
175,001	200,000	155	274	22.8	19%	6.8
200,001	225,000	112	248	20.7	17%	5.4
225,001	250,000	130	272	22.7	19%	5.7
250,001	275,000	72	162	13.5	11%	5.3
275,001	300,000	48	75	6.3	5%	7.7
300,001	325,000	15	31	2.6	2%	5.8
325,001	350,000	15	13	1.1	1%	13.8
350,001	375,000	19	10	0.8	1%	22.8
375,001	400,000	15	11	0.9	1%	16.4
400,001	450,000	12	7	0.6	0%	20.6
450,001	500,000	6	7	0.6	0%	10.3
500,001	550,000	1	2	0.2	0%	6.0
550,001	600,000	4	1	0.1	0%	0.0
600,001	100,000,000	5	3	0.3	0%	20.0
		742	1431	119.3		6.2

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Harnett County
11/01/13 - 10/31/14

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	3	3	0.3	1%	12.0
125,001	150,000	12	32	2.7	6%	4.5
150,001	175,000	55	108	9.0	21%	6.1
175,001	200,000	69	77	6.4	15%	10.8
200,001	225,000	33	93	7.8	18%	4.3
225,001	250,000	27	90	7.5	18%	3.6
250,001	275,000	19	49	4.1	10%	4.7
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	5	5	0.4	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	2	0.2	0%	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
		259	511	42.6		6.1

Average Sale Price = \$217,827 Avg \$/S.F. = \$90.59

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	44	67	155k - 430k	7.9	\$117
Cameron Woods (san)	7	1	170k - 183k	84.0	\$83
Coopers Creek	7	13	177k - 252k	6.5	\$77
Forest Oaks	7	11	155k - 174k	7.6	\$102
Oakmont	11	23	213k - 277k	5.7	\$83
Olde Farm	10	13	160k - 205k	9.2	\$80
Pattons Point	8	14	149k - 185k	6.9	\$96
Sweetwater	8	6	155k - 174k	16.0	\$91
The Colony @ Lexington	13	43	195k - 260k	3.6	\$89
The Gate @ Lexington P	9	17	190k - 287k	6.4	\$70
The Manors @ Lexington	8	19	240k - 255k	2.5	\$78
Tingen Pointe	6	14	170k - 195k	2.6	\$101
Trotters Ridge	13	15	178k - 267k	10.4	\$82
Vandercroft	17	15	139k - 174k	13.6	\$93
VLG of Lexington Plantat	14	33	150k - 183k	5.1	\$96
Westerfield Farms	6	2	195k - 208k	36.0	\$62
Woodshire	14	10	190k - 263k	16.8	\$92

Hoke County
11/01/13 - 10/31/14

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	5	21	1.8	8%	2.9
150,001	175,000	20	39	3.3	15%	6.2
175,001	200,000	15	68	5.7	27%	2.6
200,001	225,000	15	31	2.6	12%	5.8
225,001	250,000	22	56	4.7	22%	4.7
250,001	275,000	7	31	2.6	12%	2.7
275,001	300,000	4	3	0.3	1%	16.0
300,001	325,000	1	2	0.2	1%	6.0
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
		96	253	21.1		4.6

Average Sale Price = \$207,355 Avg \$/S.F. = \$86.73

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	7	27	212k - 236k	3.1	\$92
Eagles Ridge	6	20	135k - 189k	3.6	\$92
Mitchell Landing	8	13	139k - 170k	3.7	\$93
Riverbrooke	12	15	157k - 183k	9.6	\$95
Turnberry	13	30	203k - 257k	2.6	\$79
Wedgefield	13	32	224k - 255k	4.9	\$74
Whispering Winds	7	0	390k - 500k	#DIV/0!	\$0

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Cumberland County
11/01/13 - 10/31/14

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	2	0.2	0%	0.0
125,001	150,000	7	31	2.6	5%	2.7
150,001	175,000	31	79	6.6	12%	4.7
175,001	200,000	71	129	10.8	19%	6.6
200,001	225,000	64	124	10.3	19%	6.2
225,001	250,000	81	126	10.5	19%	7.7
250,001	275,000	46	82	6.8	12%	6.7
275,001	300,000	26	46	3.8	7%	6.8
300,001	325,000	10	15	1.3	2%	8.0
325,001	350,000	10	8	0.7	1%	15.0
350,001	375,000	15	6	0.5	1%	30.0
375,001	400,000	6	8	0.7	1%	9.0
400,001	450,000	6	3	0.3	0%	24.0
450,001	500,000	4	4	0.3	1%	12.0
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	2	0.2	0%	30.0
		387	667	55.6		7.0

Average Sale Price = \$228,519 Avg \$/S.F. = \$88.59

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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	7.8	5%	6%	14%	\$211,368	\$91
Douglas Byrd	3.5	2%	2%	5%	\$194,088	\$83
EE Smith	0.0	1%	1%	2%	\$189,900	\$93
Grays Creek	8.0	9%	11%	23%	\$229,403	\$82
Jack Britt	6.6	6%	7%	16%	\$262,067	\$98
Pine Forest	6.6	3%	4%	9%	\$249,982	\$89
Seventy First	4.7	6%	8%	16%	\$207,006	\$80
South View	5.6	3%	4%	9%	\$197,785	\$82
Terry Sanford	17.3	2%	2%	5%	\$311,003	\$126
Westover	10.0	0%	0%	1%	\$161,933	\$100
Harnett Co.	6.1	32%			\$217,827	\$91
Hoke Co.	4.6	15%			\$207,355	\$87
Cumberland	7.0	42%			\$228,519	\$89

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Cape Fear

11/01/13 - 10/31/14

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	9	0.8	10%	2.7
150,001	175,000	7	18	1.5	20%	4.7
175,001	200,000	19	23	1.9	25%	9.9
200,001	225,000	21	18	1.5	20%	14.0
225,001	250,000	8	11	0.9	12%	8.7
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	2	0.2	2%	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
		59	91	7.6		7.8

Average Sale Price = \$211,368 Avg \$/S.F. = \$91.17

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	16	25	180k - 248k	7.7	\$88
River Glen	19	17	170k - 229k	13.4	\$84
Windwood Oaks	8	10	169k - 205k	9.6	\$93

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Douglas Byrd

11/01/13 - 10/31/14

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	2	0.2	6%	0.0
150,001	175,000	3	12	1.0	35%	3.0
175,001	200,000	4	4	0.3	12%	12.0
200,001	225,000	1	3	0.3	9%	4.0
225,001	250,000	2	11	0.9	32%	2.2
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
		10	34	2.8		3.5

Average Sale Price = \$194,088 Avg \$/S. \$83.41

Active Subdivisions

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

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E.E. Smith

11/01/13 - 10/31/14

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	3	0.3	25%	0.0
150,001	175,000	0	1	0.1	8%	0.0
175,001	200,000	0	7	0.6	58%	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	8%	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	12	1.0		0.0

Average Sale Price = \$189,900 Avg \$/S. \$93.26

Active Subdivisions

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

11/01/13 - 10/31/14

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	8	0.7	5%	6.0
150,001	175,000	8	13	1.1	8%	7.4
175,001	200,000	24	23	1.9	15%	12.5
200,001	225,000	11	23	1.9	15%	5.7
225,001	250,000	23	48	4.0	31%	5.8
250,001	275,000	18	21	1.8	13%	10.3
275,001	300,000	7	13	1.1	8%	6.5
300,001	325,000	0	5	0.4	3%	0.0
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	0	0	0.0	0%	0.0
375,001	400,000	1	1	0.1	1%	0.0
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
		104	156	13.0		8.0

Average Sale Price = \$229,403 Avg \$/S.F. = \$81.57

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	8	17	137k - 190k	5.6	\$89
Braxton Village	14	28	200k - 278k	6.0	\$77
Cypress Crossing	7	10	185k - 219k	8.4	\$75
Cypress LK VIL	6	14	230k - 300k	5.1	\$88
Cypress Woods	7	1	140k - 200k	84.0	\$98
Roslin Farms West	6	30	220k - 264k	2.4	\$75
The Ashlands at Cypress	8	0	230k - 250k	#DIV/0!	\$0
Village at Rockfish	14	15	195k - 263k	11.2	\$80

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Jack Britt**11/01/13 - 10/31/14**

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	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	24	2.0	23%	1.0
225,001	250,000	16	19	1.6	18%	10.1
250,001	275,000	9	26	2.2	25%	4.2
275,001	300,000	5	12	1.0	11%	5.0
300,001	325,000	5	1	0.1	1%	60.0
325,001	350,000	3	5	0.4	5%	7.2
350,001	375,000	6	4	0.3	4%	18.0
375,001	400,000	3	1	0.1	1%	36.0
400,001	450,000	2	2	0.2	2%	12.0
450,001	500,000	4	3	0.3	3%	16.0
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	105	8.8		6.6

Average Sale Price = \$262,067 Avg \$/S.F. = \$98.29

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	10	32	227k - 275k	3.8	\$95
Gates Four	8	8	320k - 480k	12.0	\$127
Highland Pointe @ Sumr	8	29	200k - 265k	3.3	\$91
Palms @ Summer Grove	11	1	224k - 287k	132.0	\$90
Traemoor @ LW	7	2	350k - 483k	42.0	\$121

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Pine Forest

11/01/13 - 10/31/14

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	1	7	0.6	12%	1.7
175,001	200,000	0	5	0.4	9%	0.0
200,001	225,000	1	5	0.4	9%	2.4
225,001	250,000	7	8	0.7	14%	10.5
250,001	275,000	7	15	1.3	26%	5.6
275,001	300,000	9	11	0.9	19%	9.8
300,001	325,000	2	4	0.3	7%	6.0
325,001	350,000	2	0	0.0	0%	0.0
350,001	375,000	1	0	0.0	0%	#DIV/0!
375,001	400,000	2	1	0.1	2%	24.0
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
		32	58	4.8		6.6

Average Sale Price = \$249,982 Avg \$/S.F. = \$89.36

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	16	14	239k - 308k	13.7	\$83

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Seventy First

11/01/13 - 10/31/14

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	6	0.5	6%	0.0
150,001	175,000	5	9	0.8	8%	6.7
175,001	200,000	13	33	2.8	30%	4.7
200,001	225,000	13	40	3.3	37%	3.9
225,001	250,000	5	10	0.8	9%	6.0
250,001	275,000	5	7	0.6	6%	8.6
275,001	300,000	1	2	0.2	2%	6.0
300,001	325,000	1	2	0.2	2%	6.0
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
		43	109	9.1		4.7

Average Sale Price = \$207,006 Avg \$/S.F. = \$80.48

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	7	17	210k - 220k	4.9	\$71
James Creek North @ Tr	8	9	225k - 310k	10.7	\$84
Little River North	4	12	197k - 263k	4.0	\$68

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South View

11/01/13 - 10/31/14

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	1	0.1	2%	12.0
150,001	175,000	4	11	0.9	19%	4.4
175,001	200,000	4	24	2.0	41%	2.0
200,001	225,000	4	10	0.8	17%	4.8
225,001	250,000	13	11	0.9	19%	14.2
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	58	4.8		5.6

Average Sale Price = \$197,785 Avg \$/S.F. \$81.86

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Upchurch Farm (Hope Mill)	7	16	159k - 190k	2.6	\$90
Valley End	16	13	205k - 243k	7.4	\$74

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Terry Sanford

11/01/13 - 10/31/14

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%	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	11	1	0.1	3%	132.0
225,001	250,000	6	7	0.6	21%	10.3
250,001	275,000	4	6	0.5	18%	8.0
275,001	300,000	4	4	0.3	12%	12.0
300,001	325,000	2	2	0.2	6%	12.0
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	1	0.1	3%	36.0
				0.0	0.0	
		49	34	2.8		17.3

Average Sale Price = \$311,003 Avg \$/S. \$125.97

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	13	5	245k - 596k	31.2	\$153
Villas @ Lockwood Park	10	0	200k - 225k	#DIV/0!	\$0

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Westover

11/01/13 - 10/31/14

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	3	5	0.4	83%	7.2
175,001	200,000	2	1	0.1	17%	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	6	0.5		10.0

Average Sale Price = \$161,933 Avg \$/S. \$99.61

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction October 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Oct	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%
94% \$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%	0.37%
\$120,000 - \$139,999	3	3	3	5	7	1	7	1	4	2	0	0	36	1.85%	2.69%
\$140,000 - \$159,999	8	12	13	9	4	16	12	9	5	7	0	0	95	6.48%	7.09%
\$160,000 - \$179,999	17	28	15	31	19	18	22	27	24	10	0	0	211	9.26%	15.76%
\$180,000 - \$199,999	20	24	23	19	20	16	28	12	10	13	0	0	185	12.04%	13.82%
\$200,000 - \$249,999	31	25	44	51	75	58	49	61	31	40	0	0	465	37.04%	34.73%
\$250,000 - \$299,999	11	16	24	31	25	35	30	33	24	28	0	0	257	25.93%	19.19%
\$300,000 - \$349,999	6	1	7	3	4	4	4	9	4	5	0	0	47	4.63%	3.51%
\$350,000 - \$399,999	2	1	0	2	1	1	4	4	0	1	0	0	16	0.93%	1.19%
\$400,000 - \$499,999	4	0	1	1	1	4	2	1	1	0	0	0	15	0.00%	1.12%
\$500,000 - \$599,999	0	0	0	1	0	0	0	1	0	2	0	0	4	1.85%	0.30%
\$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	0	0	2	0.00%	0.15%
\$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	156	153	158	160	103	108	0	0	1,339	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	149	1,562		
% Change	-20%	-22%	-26%	5%	-14%	-15%	-10%	13%	-33%	-19%	0%	0%	-14%		
Current YTD	105	216	347	501	657	810	968	1,128	1,231	1,339	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%	-16%	-16%	-16%	-15%	-12%	-14%	-14%	0%	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

Year to Date Comparison for Existing Residential

January 1 - October 31

	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	
Total Value	\$728,636,876	\$661,574,685	\$735,760,469	\$758,616,091	

November 1, 2013 to OCT 31, 2014 Whole MKT Existing Home Absorption Rates

355 closed in September 2014

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	587	1,258	104.83	5.60
\$75,000-\$99,999	510	497	41.42	12.31
\$100,000-\$124,999	486	567	47.25	10.29
\$125,000-\$149,999	443	514	42.83	10.34
\$150,000-\$174,999	405	480	40.00	10.13
\$175,000-\$199,999	336	299	24.92	13.48
\$200,000-\$224,999	185	195	16.25	11.38
\$225,000-\$249,999	200	154	12.83	15.58
\$250,000-\$299,999	214	164	13.67	15.66
\$300,000-\$349,999	112	65	5.42	20.68
\$350,000-\$399,999	84	50	4.17	20.16
\$400,000-\$499,999	69	39	3.25	21.23
\$500,000-\$749,999	63	24	2.00	31.50
\$750,000-\$999,999	14	1	0.08	168.00
\$1,000,000 and up	14	2	0.17	84.00
Totals	3,722	4,309	359.08	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>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>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

Sales Trend Existing Residential September 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Oct	Percent YTD
\$1 - \$49,999	67	50	79	56	66	75	57	64	62	68	0	0	644	20.18%	17.34%
\$50,000 - \$59,999	11	17	10	21	18	20	13	13	23	15	0	0	161	4.45%	4.33%
\$60,000 - \$69,999	13	18	18	20	28	21	22	20	13	14	0	0	187	4.15%	5.03%
\$70,000 - \$79,999	17	19	23	14	19	16	21	21	15	21	0	0	186	6.23%	5.01%
\$80,000 - \$89,999	14	16	15	9	21	21	23	20	14	18	0	0	171	5.34%	4.60%
78% \$90,000 - \$99,999	12	7	20	25	14	23	15	15	20	14	0	0	165	4.15%	4.44%
\$100,000 - \$119,999	30	30	37	58	32	34	45	47	27	46	0	0	386	13.65%	10.39%
\$120,000 - \$139,999	36	29	25	31	40	40	43	48	32	29	0	0	353	8.61%	9.50%
\$140,000 - \$159,999	27	30	39	33	32	45	44	39	43	30	0	0	362	8.90%	9.74%
\$160,000 - \$179,999	21	20	27	23	21	37	48	41	33	18	0	0	289	5.34%	7.78%
\$180,000 - \$199,999	8	14	12	16	25	33	23	20	25	16	0	0	192	4.75%	5.17%
\$200,000 - \$249,999	26	18	28	24	32	43	46	42	26	24	0	0	309	7.12%	8.32%
\$250,000 - \$299,999	11	7	14	11	18	18	27	16	14	17	0	0	153	5.04%	4.12%
\$300,000 - \$349,999	1	0	7	4	10	6	8	4	11	3	0	0	54	0.89%	1.45%
\$350,000 - \$399,999	3	0	1	3	3	14	6	5	6	2	0	0	43	0.59%	1.16%
\$400,000 - \$499,999	5	2	4	1	2	4	8	8	3	1	0	0	38	0.30%	1.02%
\$500,000 - \$599,999	0	0	0	1	1	4	2	3	0	1	0	0	12	0.30%	0.32%
\$600,000 - \$699,999	1	0	0	1	2	1	1	1	1	0	0	0	8	0.00%	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	0	0	2	0.00%	0.05%
Current Year Total	303	277	360	351	384	455	452	428	368	337	0	0	3,715	100.00%	100.00%
Prior Year Total	246	255	275	308	373	377	366	364	360	349	289	295	3,273		
% Change	23%	9%	31%	14%	3%	21%	23%	18%	2%	-3%	0%	0%	14%		
Current YTD	303	580	940	1,291	1,675	2,130	2,582	3,010	3,378	3,715	0	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%	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