

New Construction Absorption and Inventory Report As of October 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:

Parkview	\$158/S.F.	30.0 mos inv.
Cottages @ Ramsey	\$133/S.F.	7.5 mos inv.
Gates Four	\$124/S.F.	16.8 mos inv.
Traemoor	\$122/S.F.	16.5 mos inv.
Anderson Creek	\$115/S.F.	6.5 mos inv.

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

Vandercroft	\$59/S.F.	3.8 mos inv.
Little River N	\$65/S.F.	7.2 mos inv.
Stone Cross	\$70/S.F.	10.5 mos inv.
Heathcliff	\$71/S.F.	6.0 mos inv.
Roslin Farms W.	\$77/S.F.	8.4 mos inv.
Valley End	\$77/S.F.	3.1 mos inv.
Wedgfield	\$78/S.F.	7.6 mos inv.
Braxton Vlg.	\$78/S.F.	5.1 mos inv.

www.davidrayevans.net

DAVID RAY EVANS

REAL ESTATE SPECIALIST

CONTACT
910-237-5018
DavidRayEvans@gmail.com

HOME COMMERCIAL RESIDENTIAL CONSULTING CREDENTIALS



This report created

11/24/2015

David Evans GRI, CRS, MIRM

910.237.5018

DavidRayEvans@gmail.com

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	124	6.4	-23%	162	6.4	15%	141	6.0
Sept	106	6.3	1%	105	6.4	-31%	153	6.2
Oct	101	6.6	-9%	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 1166
 YTD 2014 1348 -14% 2015 compared to 2014
 YTD 2013 1562 -25% 2015 compared to 2013

	2015		2014		2013	
Cumberland	461	40%	646	41%	786	43%
Harnett	343	29%	516	33%	575	32%
Hoke	135	12%	227	14%	298	16%
Other	227	19%	177	11%	155	9%
	=====		=====		=====	
Total	1166		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

This report created by
 David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors®
DavidRayEvans@gmail.com
 910.237.5018

Harnett, Hoke, Cumberland County
11/01/14 - 10/31/15

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	2	0.2	0%	24.0
125,001	150,000	14	61	5.1	5%	2.8
150,001	175,000	82	180	15.0	15%	5.5
175,001	200,000	108	254	21.2	21%	5.1
200,001	225,000	92	190	15.8	16%	5.8
225,001	250,000	127	240	20.0	20%	6.4
250,001	275,000	82	103	8.6	8%	9.6
275,001	300,000	61	78	6.5	6%	9.4
300,001	325,000	20	37	3.1	3%	6.5
325,001	350,000	17	15	1.3	1%	13.6
350,001	375,000	22	23	1.9	2%	11.5
375,001	400,000	20	11	0.9	1%	21.8
400,001	450,000	7	15	1.3	1%	5.6
450,001	500,000	4	8	0.7	1%	6.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	3	0.3	0%	0.0
		662	1220	101.7		6.5

This report created by
David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

Harnett County
11/01/14 -10/31/15

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	7	29	2.4	6%	2.9
150,001	175,000	43	96	8.0	21%	5.4
175,001	200,000	43	100	8.3	22%	5.2
200,001	225,000	19	74	6.2	16%	3.1
225,001	250,000	37	64	5.3	14%	6.9
250,001	275,000	23	27	2.3	6%	10.2
275,001	300,000	19	34	2.8	7%	6.7
300,001	325,000	3	11	0.9	2%	3.3
325,001	350,000	2	5	0.4	1%	4.8
350,001	375,000	6	6	0.5	1%	12.0
375,001	400,000	2	3	0.3	1%	8.0
400,001	450,000	2	6	0.5	1%	4.0
450,001	500,000	1	1	0.1	0%	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
		207	456	38.0		5.4

Average Sale Price = \$214,447 Avg \$/S.F. = \$87.31

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	35	65	155k - 420k	6.5	\$115
Anderson Creek Crossing	14	0	235k - 257k	#DIV/0!	\$0
Cameron Woods (San)	7	4	170k - 235k	21.0	\$102
Carolina Lakes	7	4	240k - 460k	21.0	\$92
Forest Oaks	11	9	156k - 175k	14.7	\$104
Oakmont	6	17	245k - 286k	4.2	\$83
Stone Cross	7	8	178k - 194k	10.5	\$70
Sweetwater	6	5	160k - 180k	14.4	\$93
The Colony @ Lexington	8	23	203k - 218k	4.2	\$86
The Manors @ Lexington	11	32	212k - 285k	2.1	\$81
Trotters Ridge	8	18	200k - 265k	5.3	\$84
Vandercroft	15	48	148k - 178k	3.8	\$59
VLG of Lexington Plantati	11	24	163k - 182k	5.5	\$96
Woodshire	8	20	200k - 233k	4.8	\$78

Hoke County
11/01/14 - 10/31/15

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	4	20	1.7	12%	2.4
150,001	175,000	8	25	2.1	15%	3.8
175,001	200,000	11	27	2.3	16%	4.9
200,001	225,000	9	27	2.3	16%	4.0
225,001	250,000	33	42	3.5	26%	9.4
250,001	275,000	20	15	1.3	9%	16.0
275,001	300,000	5	5	0.4	3%	12.0
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	1%	0.0
375,001	400,000	3	0	0.0	0%	#DIV/0!
400,001	450,000	1	0	0.0	0%	#DIV/0!
450,001	500,000	1	1	0.1	1%	12.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	1	0.1	1%	0.0
		95	164	13.7		7.0

Average Sale Price = **\$211,680** Avg \$/S.F. = **\$87.40**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	10	0	255k - 285k	#DIV/0!	\$0
Bedford - Midlands	14	1	225k - 250k	84.0	\$101
Eagles Ridge (HC)	6	12	142k - 184k	3.0	\$100
Riverbrooke	9	20	150k - 179k	5.4	\$93
Shadow Creek	7	5	199k - 280k	16.8	\$94
Turnberry	10	26	240k - 285k	2.3	\$82
Wedgfield	19	30	220k - 265k	7.6	\$78

This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Cumberland County
11/01/14 - 10/31/15

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	2	0.2	0%	24.0
125,001	150,000	3	12	1.0	2%	3.0
150,001	175,000	31	59	4.9	10%	6.3
175,001	200,000	54	127	10.6	21%	5.1
200,001	225,000	64	89	7.4	15%	8.6
225,001	250,000	57	134	11.2	22%	5.1
250,001	275,000	39	61	5.1	10%	7.7
275,001	300,000	37	39	3.3	7%	11.4
300,001	325,000	17	26	2.2	4%	7.8
325,001	350,000	15	10	0.8	2%	18.0
350,001	375,000	16	16	1.3	3%	12.0
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	2	6	0.5	1%	4.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	2	0	0.0	0%	#DIV/0!
600,001	and up	0	2	0.2	0%	0.0
		360	600	50.0		7.2

Average Sale Price = \$237,232 Avg \$/S.F. = \$92.20

www.davidrayevans.net

DAVID RAY EVANS
REAL ESTATE SPECIALIST

CONTACT
910-237-5018
DavidRayEvans@gmail.com

HOME COMMERCIAL RESIDENTIAL CONSULTING CREDENTIALS




David Evans has been in Real Estate since 1983. He has worked in the Fayetteville Real Estate and new construction market since 1991.

This report created by
David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

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	5.5	6%	8%	16%	\$209,594	\$89	11.2
Douglas Byrd	7.6	1%	2%	4%	\$195,991	\$88	9.5
EE Smith	#DIV/0!	0%	0%	0%	\$0	\$0	10.2
Grays Creek	6.5	11%	14%	29%	\$227,338	\$86	6.3
Jack Britt	8.5	6%	7%	15%	\$283,792	\$103	8.2
Pine Forest	7.3	4%	5%	10%	\$283,542	\$99	9.5
Seventy First	5.1	5%	6%	13%	\$201,362	\$82	8.7
South View	8.3	3%	4%	8%	\$207,378	\$80	9.2
Terry Sanford	13.7	2%	3%	6%	\$317,950	\$129	12.5
Westover	4.0	0%	0%	1%	\$170,033	\$93	10.2
Harnett Co.	5.4	29%			\$214,447	\$87	9.6
Hoke Co.	7.0	12%			\$211,680	\$87	9.4
Cumberland	7.2	40%			\$237,232	\$92	9.3

This report created by

David Evans GRI, CRS, MIRM

2010 President of Fayetteville Regional Association of Realtors

DavidRayEvans@gmail.com

910.237.5018

Cape Fear

11/01/14 - 10/31/15

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	3	0.3	3%	0.0
150,001	175,000	6	13	1.1	14%	5.5
175,001	200,000	9	23	1.9	24%	4.7
200,001	225,000	13	29	2.4	30%	5.4
225,001	250,000	7	19	1.6	20%	4.4
250,001	275,000	7	4	0.3	4%	21.0
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
		44	96	8.0		5.5

Average Sale Price = \$209,594 Avg \$/S.F. = \$88.79

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	19	33	180k - 249k	6.9	\$86
River Glen	6	28	171k - 220k	2.6	\$88

This report created by
 David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
 910.237.5018

Douglas Byrd

11/01/14 - 10/31/15

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	5%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	5	0.4	23%	2.4
175,001	200,000	2	8	0.7	36%	3.0
200,001	225,000	5	3	0.3	14%	20.0
225,001	250,000	6	5	0.4	23%	14.4
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
		14	22	1.8		7.6

Average Sale Price = \$195,991 Avg \$/S. \$88.04

Active Subdivisions

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

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

E.E. Smith

11/01/14 - 10/31/15

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.
---------	--------	-------------	----------	---------

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek

11/01/14 - 10/31/15

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	21	1.8	12%	2.9
175,001	200,000	19	37	3.1	22%	6.2
200,001	225,000	16	14	1.2	8%	13.7
225,001	250,000	21	48	4.0	28%	5.3
250,001	275,000	8	22	1.8	13%	4.4
275,001	300,000	7	7	0.6	4%	12.0
300,001	325,000	3	10	0.8	6%	3.6
325,001	350,000	3	1	0.1	1%	36.0
350,001	375,000	1	1	0.1	1%	12.0
375,001	400,000	4	1	0.1	1%	48.0
400,001	450,000	2	2	0.2	1%	12.0
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
		92	171	14.3		6.5

Average Sale Price = \$227,338 Avg \$/S.F. = \$86.48

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	18	140k - 190k	6.0	\$89
Braxton Village	8	19	190k - 300k	5.1	\$78
Roslin Farms West	7	10	241k - 285k	8.4	\$77
The Ashlands @ Cypress	7	17	235k - 250k	4.9	\$89
The Gardens @ Cypress	11	0	206k - 225k	#DIV/0!	\$0
Village at Rockfish	15	20	220k - 310k	9.0	\$83

DavidRayEvans@gmail.com

910.237.5018

Jack Britt**11/01/14 - 10/31/15**

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	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	3%	4.0
200,001	225,000	1	8	0.7	9%	1.5
225,001	250,000	8	24	2.0	27%	4.0
250,001	275,000	6	15	1.3	17%	4.8
275,001	300,000	12	10	0.8	11%	14.4
300,001	325,000	10	4	0.3	4%	30.0
325,001	350,000	9	5	0.4	6%	21.6
350,001	375,000	8	10	0.8	11%	9.6
375,001	400,000	4	4	0.3	4%	12.0
400,001	450,000	1	2	0.2	2%	6.0
450,001	500,000	2	3	0.3	3%	8.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	1	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		63	89	7.4		8.5

Average Sale Price = \$283,792 Avg \$/S.F. = \$103.22

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	7	5	290k - 460k	16.8	\$124
Palms @ Summer Grove	11	18	230k - 292k	7.3	\$95
The Preserve @ Lake Up	8	1	297k - 373k	96.0	\$117
Traemoor @ LW	11	8	335k - 565k	16.5	\$122
Westhaven	7	2	285k - 335k	10.5	\$93

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Pine Forest

11/01/14 - 10/31/15

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	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	4	9	0.8	15%	5.3
250,001	275,000	9	13	1.1	22%	8.3
275,001	300,000	11	12	1.0	20%	11.0
300,001	325,000	3	8	0.7	14%	4.5
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	1	0.1	2%	0.0
450,001	500,000	0	2	0.2	3%	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	59	4.9		7.3

Average Sale Price = \$283,542 Avg \$/S.F. = \$98.67

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	14	30	235k - 329k	5.6	\$84
Stonegate	7	1	265k - 297k	84.0	\$80

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Seventy First

11/01/14 - 10/31/15

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	1%	0.0
150,001	175,000	3	5	0.4	7%	7.2
175,001	200,000	12	38	3.2	51%	3.8
200,001	225,000	13	23	1.9	31%	6.8
225,001	250,000	0	4	0.3	5%	0.0
250,001	275,000	4	3	0.3	4%	16.0
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

	32	75	6.3	5.1
--	----	----	-----	-----

Average Sale Price = \$201,362 Avg \$/S.F. = \$82.20

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Little River Farms	6	10	180k - 270k	7.2	\$65

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

11/01/14 - 10/31/15

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	14	10	0.8	22%	16.8
175,001	200,000	5	11	0.9	24%	5.5
200,001	225,000	6	3	0.3	7%	24.0
225,001	250,000	5	20	1.7	43%	3.0
250,001	275,000	2	1	0.1	2%	24.0
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

32 46 3.8 **8.3**

Average Sale Price = \$207,378 Avg \$/S.F. \$79.51

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	7	2	170k - 179k	21.0	\$98
Upchurch Farm (hope mill)	7	8	158k - 210k	5.3	\$88
Valley End	12	23	208k - 258k	3.1	\$77

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Terry Sanford

11/01/14 - 10/31/15

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	4	2	0.2	6%	24.0
200,001	225,000	4	5	0.4	14%	9.6
225,001	250,000	6	5	0.4	14%	14.4
250,001	275,000	3	3	0.3	9%	12.0
275,001	300,000	6	5	0.4	14%	14.4
300,001	325,000	2	3	0.3	9%	8.0
325,001	350,000	1	2	0.2	6%	6.0
350,001	375,000	7	4	0.3	11%	21.0
375,001	400,000	5	0	0.0	0%	#DIV/0!
400,001	450,000	1	4	0.3	11%	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	2	0.2	6%	0.0
				0.0	0.0	
		40	35	2.9		13.7

Average Sale Price = \$317,950 Avg \$/S. \$129.36

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	11	7	250k - 570k	18.9	\$121
Parkview	15	6	242k - 380k	30.0	\$158

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover

11/01/14 - 10/31/15

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	1	0	0.0	0%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	1	4	0.3	67%	3.0
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
		2	6	0.5		4.0

Average Sale Price = \$170,033 Avg \$/S. \$93.42

ACTIVE SUBDIVISIONS

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

This report created by David Evans
DavidRayEvans@gmail.com
 910.237.5018

Sales Trend New Construction October 2015

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%
\$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%	0.09%
\$120,000 - \$139,999	1	0	3	1	3	3	5	1	1	5	0	0	23	5.00%	1.97%
\$140,000 - \$159,999	3	6	13	12	13	6	6	6	6	5	0	0	76	5.00%	6.51%
\$160,000 - \$179,999	9	19	22	18	18	22	17	12	18	14	0	0	169	14.00%	14.47%
\$180,000 - \$199,999	12	9	14	12	22	23	14	14	13	17	0	0	150	17.00%	12.84%
\$200,000 - \$249,999	31	20	53	37	44	56	46	57	40	31	0	0	415	31.00%	35.53%
\$250,000 - \$299,999	22	11	17	15	33	30	23	29	19	17	0	0	216	17.00%	18.49%
\$300,000 - \$349,999	3	4	5	8	9	10	9	4	3	5	0	0	60	5.00%	5.14%
\$350,000 - \$399,999	2	4	1	5	6	7	5	0	2	5	0	0	37	5.00%	3.17%
\$400,000 - \$499,999	1	0	3	1	2	2	2	3	5	0	0	0	19	0.00%	1.63%
\$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	0	0	1	1.00%	0.09%
\$700,000 - \$799,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.09%
\$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	100	0	0	1,168	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	1,352		
% Change	-20%	-34%	1%	-29%	-4%	3%	-20%	-22%	-1%	-11%	0%	0%	-14%		
Current YTD	84	157	289	398	549	708	835	961	1,068	1,168	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%	-17%	-13%	-14%	-15%	-14%	-14%	0%	0%			

David Evans GRI, CRS, MIRM

2010 President of Fayetteville Regional Association of Realtors

DavidRayEvans@gmail.com

910.237.5018

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	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						
						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	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						
						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

417 closed in October 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	569	1,345	112.08	5.19
\$75,000-\$99,999	470	522	43.50	10.80
\$100,000-\$124,999	461	566	47.17	9.77
\$125,000-\$149,999	414	635	52.92	7.82
\$150,000-\$174,999	394	506	42.17	9.34
\$175,000-\$199,999	279	374	31.17	8.95
\$200,000-\$224,999	171	249	20.75	8.24
\$225,000-\$249,999	185	184	15.33	12.07
\$250,000-\$299,999	238	205	17.08	13.93
\$300,000-\$349,999	132	94	7.83	16.85
\$350,000-\$399,999	93	63	5.25	17.71
\$400,000-\$499,999	70	39	3.25	21.54
\$500,000-\$749,999	65	17	1.42	45.88
\$750,000-\$999,999	13	2	0.17	78.00
\$1,000,000 and up	11	2	0.17	66.00
Totals	3,565	4,803	400.25	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>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 October 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Oct	Percent YTD
\$1 - \$49,999	67	57	82	72	79	58	73	64	67	63	0	0	682	15.59%	16.61%
\$50,000 - \$59,999	17	14	15	18	15	26	17	23	19	18	0	0	182	4.46%	4.43%
\$60,000 - \$69,999	16	18	20	17	16	17	17	29	23	15	0	0	188	3.71%	4.58%
\$70,000 - \$79,999	15	14	13	13	16	19	22	25	11	16	0	0	164	3.96%	4.00%
\$80,000 - \$89,999	8	10	19	17	16	20	23	27	18	14	0	0	172	3.47%	4.19%
82% \$90,000 - \$99,999	16	12	16	21	16	15	15	14	31	22	0	0	178	5.45%	82% 4.34%
\$100,000 - \$119,999	27	33	41	40	33	42	55	48	41	40	0	0	400	9.90%	9.74%
\$120,000 - \$139,999	27	38	43	27	58	45	50	52	39	30	0	0	409	7.43%	9.96%
\$140,000 - \$159,999	14	27	44	39	37	36	53	55	41	54	0	0	400	13.37%	9.74%
\$160,000 - \$179,999	21	22	40	34	34	38	57	45	33	34	0	0	358	8.42%	8.72%
\$180,000 - \$199,999	13	17	12	25	24	23	36	33	27	24	0	0	234	5.94%	5.70%
\$200,000 - \$249,999	16	22	30	28	41	58	65	47	44	29	0	0	380	7.18%	9.26%
\$250,000 - \$299,999	9	10	7	14	19	28	27	26	15	20	0	0	175	4.95%	4.26%
\$300,000 - \$349,999	5	4	3	10	7	13	10	14	3	10	0	0	79	2.48%	1.92%
\$350,000 - \$399,999	2	6	5	1	4	6	13	2	9	7	0	0	55	1.73%	1.34%
\$400,000 - \$499,999	1	1	4	1	2	6	6	2	4	5	0	0	32	1.24%	0.78%
\$500,000 - \$599,999	0	2	1	0	0	1	0	1	1	1	0	0	7	0.25%	0.17%
\$600,000 - \$699,999	0	0	0	0	0	2	0	1	1	0	0	0	4	0.00%	0.10%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	1	2	0	0	5	0.50%	0.12%
\$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	508	428	404	0	0	4,105	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	364	319	372	3,754		
% Change	-10%	11%	10%	7%	9%	-0%	19%	18%	14%	11%	0%	0%	9%		
Current YTD	274	581	976	1,353	1,771	2,226	2,765	3,273	3,701	4,105	0	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%	9%	0%	0%			

David Evans GRI, CRS, MIRM
 2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
 910.237.5018

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%

Fayetteville Regional Association of REALTORS

Residential Monthly Sales
October and January through October 2015

As of
11/23/2015

	Total	% r/s : n/c	Foreclosure	% of total	Short Sale	% of total
ACTIVE:						
resale	3568	82.59%	206	5.77%	108	3.03%
new const	752	17.41%	0	0.00%	1	0.13%
total	4320		206		109	

PENDING:						
resale	709	75.83%	135	19.04%	23	3.24%
new const	226	24.17%	0	0.00%	0	0.00%
total	935		135		23	

CLOSED: October Only						
resale	417	80.50%	92	22.06%	4	0.96%
new const	101	19.50%	0	0.00%	0	0.00%
total	518		92		4	

CLOSED: January through October 2015						
resale	4121	77.90%	1012	24.56%	42	1.02%
new const	1169	22.10%	0	0.00%	0	0.00%
total	5290		1012		42	

Doug Nunnally, Broker, REALTOR, ABR, CRS, e-PRO, GRI, MRP
2012 President, Fayetteville Regional Association of REALTORS
Doug@DougNunnally.com 910.977.1938