

New Construction Absorption and Inventory Report As of September 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.	13.5 mos inv.
Anderson Creek	\$117/S.F.	7.2 mos inv.

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

Little River N	\$68/S.F.	5.1 mos inv.
The Gates@Lex	\$71/S.F.	6.6 mos inv.
Valley End	\$74/S.F.	9.0 mos inv.
Coopers Creek	\$76/S.F.	7.7 mos inv.
Manors @Lex	\$78/S.F.	4.3 mos inv.
Wedgefield	\$74/S.F.	4.3 mos inv.
Braxton Vlg.	\$77/S.F.	6.9 mos inv.

This report created
10/21/2014
David Evans GRI, CRS, MIRM
2010 President of Fayetteville Regional Association of Realtors
DavidRayEvans@gmail.com
910.237.5018

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	101	6.6	-34%	153	6.4	-3%	158	6.2
Oct				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 1230
 YTD 2013 1427 -14% 13 compared to 12
 YTD 2012 1516 -19% 13 compared to 11

	<u>2014 ytd</u>		<u>2013</u>		<u>2012</u>	
Cumberland	478	39%	786	43%	805	41%
Harnett	361	29%	575	32%	661	34%
Hoke	167	14%	298	16%	350	18%
Other	224	18%	155	9%	149	8%
	=====		=====		=====	
Total	1230		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		

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

Market Review September 2014

- Every Builder I talked to has tremendous pressure on a shrinking profit margin. I see no relief in the short term. 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.
- 91% of all New Construction sold below \$300,000. Builders selling over 300k have to know that they are competing for less than 9% 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
10/01/13 - 09/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	0%	0.0
100,001	125,000	4	5	0.4	0%	9.6
125,001	150,000	25	83	6.9	6%	3.6
150,001	175,000	99	242	20.2	17%	4.9
175,001	200,000	160	276	23.0	19%	7.0
200,001	225,000	116	256	21.3	17%	5.4
225,001	250,000	131	274	22.8	19%	5.7
250,001	275,000	79	163	13.6	11%	5.8
275,001	300,000	47	78	6.5	5%	7.2
300,001	325,000	13	30	2.5	2%	5.2
325,001	350,000	15	13	1.1	1%	13.8
350,001	375,000	19	12	1.0	1%	19.0
375,001	400,000	13	10	0.8	1%	15.6
400,001	450,000	15	7	0.6	0%	25.7
450,001	500,000	9	9	0.8	1%	12.0
500,001	550,000	1	2	0.2	0%	6.0
550,001	600,000	1	0	0.0	0%	0.0
600,001	100,000,000	3	3	0.3	0%	12.0
		750	1464	122.0		6.1

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
10/01/13 - 09/30/14

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	10	31	2.6	6%	3.9
150,001	175,000	55	114	9.5	22%	5.8
175,001	200,000	73	75	6.3	14%	11.7
200,001	225,000	36	97	8.1	19%	4.5
225,001	250,000	28	93	7.8	18%	3.6
250,001	275,000	25	50	4.2	10%	6.0
275,001	300,000	16	27	2.3	5%	7.1
300,001	325,000	3	14	1.2	3%	2.6
325,001	350,000	3	4	0.3	1%	9.0
350,001	375,000	2	3	0.3	1%	8.0
375,001	400,000	9	2	0.2	0%	54.0
400,001	450,000	4	4	0.3	1%	12.0
450,001	500,000	0	4	0.3	1%	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
		267	523	43.6		6.1

Average Sale Price = \$218,483 Avg \$/S.F. = \$90.77

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	43	72	155k - 445k	7.2	\$116
Cameron Woods (san)	7	1	170k - 183k	84.0	\$83
Carolina Season	7	17	167k - 195k	4.9	\$89
Coopers Creek	9	14	177k - 260k	7.7	\$76
Forest Oaks	8	13	155k - 174k	7.4	\$102
Oakmont	11	25	208k - 277k	5.3	\$83
Olde Farm	10	14	160k - 205k	8.6	\$81
Pattons Point	8	15	149k - 185k	6.4	\$96
Sweetwater	6	5	155k - 174k	14.4	\$89
The Colony @ Lexington	13	37	195k - 260k	4.2	\$87
The Gate @ Lexington P	11	20	190k - 280k	6.6	\$71
The Manors @ Lexington	9	18	240k - 300k	3.0	\$78
Tingen Pointe	7	13	170k - 195k	3.2	\$101
Trotters Ridge	12	19	185k - 267k	7.6	\$83
Vandercroft	11	17	153k - 187k	7.8	\$92
VLG of Lexington Plantat	13	33	150k - 183k	4.7	\$96
Woodshire	14	13	190k - 258k	12.9	\$92

Hoke County
10/01/13 - 09/30/14

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	6	19	1.6	7%	3.8
150,001	175,000	16	43	3.6	17%	4.5
175,001	200,000	15	71	5.9	28%	2.5
200,001	225,000	13	32	2.7	12%	4.9
225,001	250,000	20	53	4.4	21%	4.5
250,001	275,000	8	31	2.6	12%	3.1
275,001	300,000	3	4	0.3	2%	9.0
300,001	325,000	0	1	0.1	0%	0.0
325,001	350,000	0	1	0.1	0%	0.0
350,001	375,000	0	1	0.1	0%	0.0
375,001	400,000	1	0	0.0	0%	#DIV/0!
400,001	450,000	4	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
		88	257	21.4		4.1

Average Sale Price = \$207,018 Avg \$/S.F. = \$87.24

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
BridgePort North	7	29	212k - 224k	2.9	\$92
Eagles Ridge	7	18	135k - 189k	4.7	\$91
Riverbrooke	14	16	139k - 183k	10.5	\$96
Turnberry	15	27	203k - 263k	3.3	\$79
Wedgefield	11	31	225k - 255k	4.3	\$74
Whispering Winds	7	0	390k - 500k	#DIV/0!	\$0

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Cumberland County
10/01/13 - 09/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	0%	0.0
100,001	125,000	1	2	0.2	0%	6.0
125,001	150,000	9	33	2.8	5%	3.3
150,001	175,000	28	85	7.1	12%	4.0
175,001	200,000	72	130	10.8	19%	6.6
200,001	225,000	67	127	10.6	19%	6.3
225,001	250,000	83	128	10.7	19%	7.8
250,001	275,000	46	82	6.8	12%	6.7
275,001	300,000	28	47	3.9	7%	7.1
300,001	325,000	10	15	1.3	2%	8.0
325,001	350,000	12	8	0.7	1%	18.0
350,001	375,000	17	8	0.7	1%	25.5
375,001	400,000	3	8	0.7	1%	4.5
400,001	450,000	7	3	0.3	0%	28.0
450,001	500,000	7	4	0.3	1%	21.0
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	1	0	0.0	0%	#DIV/0!
600,001	and up	3	2	0.2	0%	18.0
		395	684	57.0		6.9

Average Sale Price = \$227,471 Avg \$/S.F. = \$88.42

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.	% of Whole MKT	% of 3 Co. MKT	% of Cumb MKT	AVG Sell Price	AVG \$/S.F.
Cape Fear	6.9	5%	7%	14%	\$208,638	\$91
Douglas Byrd	4.9	2%	2%	5%	\$193,728	\$84
EE Smith	4.4	1%	1%	2%	\$189,573	\$94
Grays Creek	7.3	9%	11%	23%	\$228,648	\$81
Jack Britt	6.6	6%	7%	16%	\$262,076	\$99
Pine Forest	6.9	3%	4%	9%	\$249,653	\$89
Seventy First	4.6	6%	8%	17%	\$209,020	\$81
South View	5.2	3%	4%	9%	\$196,220	\$82
Terry Sanford	19.1	2%	2%	5%	\$303,006	\$123
Westover	10.3	0%	0%	1%	\$161,643	\$100
Harnett Co.	6.1	29%			\$218,483	\$91
Hoke Co.	4.1	14%			\$207,018	\$87
Cumberland	6.9	39%			\$227,471	\$88

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

10/01/13 - 09/30/14

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	1	11	0.9	11%	1.1
150,001	175,000	5	21	1.8	22%	2.9
175,001	200,000	16	25	2.1	26%	7.7
200,001	225,000	20	16	1.3	17%	15.0
225,001	250,000	9	11	0.9	11%	9.8
250,001	275,000	3	3	0.3	3%	12.0
275,001	300,000	0	3	0.3	3%	0.0
300,001	325,000	0	2	0.2	2%	0.0
325,001	350,000	1	0	0.0	0%	#DIV/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	0.1	1%	0.0
		55	96	8.0		6.9

Average Sale Price = \$208,638 Avg \$/S.F. = \$91.15

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	20	25	180k - 245k	9.6	\$89
River Glen	18	16	170k - 229k	13.5	\$83

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

10/01/13 - 09/30/14

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	0	1	0.1	3%	0.0
125,001	150,000	0	2	0.2	6%	0.0
150,001	175,000	3	11	0.9	34%	3.3
175,001	200,000	5	4	0.3	13%	15.0
200,001	225,000	3	3	0.3	9%	12.0
225,001	250,000	2	10	0.8	31%	2.4
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
		13	32	2.7		4.9

Average Sale Price = \$193,728 Avg \$/S. \$84.22

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	8	7	165k - 225k	13.7	\$90

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

E.E. Smith**10/01/13 - 09/30/14**

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	4	3	0.3	27%	16.0
150,001	175,000	0	1	0.1	9%	0.0
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
		4	11	0.9		4.4

Average Sale Price = \$189,573 Avg \$/S. \$93.88**Active Subdivisions**

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

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek

10/01/13 - 09/30/14

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	3	8	0.7	5%	4.5
150,001	175,000	8	15	1.3	9%	6.4
175,001	200,000	25	22	1.8	14%	13.6
200,001	225,000	9	24	2.0	15%	4.5
225,001	250,000	25	48	4.0	30%	6.3
250,001	275,000	17	23	1.9	14%	8.9
275,001	300,000	6	13	1.1	8%	5.5
300,001	325,000	1	4	0.3	3%	3.0
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	2	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	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		97	159	13.3		7.3

Average Sale Price = \$228,648 Avg \$/S.F. = \$81.46

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	8	18	137k - 190k	5.3	\$89
Braxton Village	16	28	200k - 278k	6.9	\$77
Cypress Crossing	7	11	189k - 219k	7.6	\$75
Cypress LK VIL	6	15	230k - 315k	4.8	\$89
Cypress Woods	7	1	140k - 200k	84.0	\$98
The Ashlands at Cypress	10	0	230k - 250k	#DIV/0!	\$0
Village at Rockfish	9	15	195k - 263k	7.2	\$79

DavidRayEvans@gmail.com

910.237.5018

Jack Britt**10/01/13 - 09/30/14**

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	1	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	3	27	2.3	25%	1.3
225,001	250,000	16	20	1.7	18%	9.6
250,001	275,000	9	25	2.1	23%	4.3
275,001	300,000	4	11	0.9	10%	4.4
300,001	325,000	3	1	0.1	1%	36.0
325,001	350,000	4	5	0.4	5%	9.6
350,001	375,000	7	6	0.5	6%	14.0
375,001	400,000	1	1	0.1	1%	12.0
400,001	450,000	2	2	0.2	2%	12.0
450,001	500,000	7	3	0.3	3%	28.0
500,001	550,000	0	0	0.0	0%	#DIV/0!
550,001	600,000	0	0	0.0	0%	#DIV/0!
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		60	109	9.1		6.6

Average Sale Price = \$262,076 Avg \$/S.F. = \$98.50

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	10	31	227k - 275k	3.9	\$95
Gates Four	9	8	320k - 480k	13.5	\$127
Highland Pointe @ Sumr	8	30	200k - 270k	3.2	\$92
Palms @ Summer Grove	11	0	224k - 287k	#DIV/0!	\$0
Traemoor @ LW	9	2	342k - 499k	54.0	\$121

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Pine Forest

10/01/13 - 09/30/14

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	2%	0.0
150,001	175,000	1	7	0.6	11%	1.7
175,001	200,000	0	6	0.5	10%	0.0
200,001	225,000	3	5	0.4	8%	7.2
225,001	250,000	5	9	0.8	15%	6.7
250,001	275,000	6	16	1.3	26%	4.5
275,001	300,000	12	11	0.9	18%	13.1
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	1	1	0.1	2%	12.0
400,001	450,000	2	0	0.0	0%	#DIV/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
		35	61	5.1		6.9

Average Sale Price = \$249,653 Avg \$/S.F. = \$89.03

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	18	14	239k - 308k	15.4	\$83

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Seventy First

10/01/13 - 09/30/14

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	5%	0.0
150,001	175,000	6	8	0.7	7%	9.0
175,001	200,000	15	35	2.9	31%	5.1
200,001	225,000	11	40	3.3	35%	3.3
225,001	250,000	5	13	1.1	11%	4.6
250,001	275,000	5	7	0.6	6%	8.6
275,001	300,000	1	3	0.3	3%	4.0
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
		44	114	9.5		4.6

Average Sale Price = \$209,020 Avg \$/S.F. = \$80.73

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Highcroft	6	11	170k - 200k	6.5	\$95
James Creek North @ Tr	8	10	235k - 310k	9.6	\$85
Little River Farm	6	14	199k - 206k	5.1	\$68

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

10/01/13 - 09/30/14

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%	0.0
150,001	175,000	2	13	1.1	22%	1.8
175,001	200,000	3	24	2.0	40%	1.5
200,001	225,000	4	11	0.9	18%	4.4
225,001	250,000	15	10	0.8	17%	18.0
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
		26	60	5.0		5.2

Average Sale Price = \$196,220 Avg \$/S.F. \$82.11

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Valley End	18	12	205k - 246k	9.0	\$74

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

Terry Sanford

10/01/13 - 09/30/14

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	1	0.1	3%	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	2	0.2	6%	18.0
200,001	225,000	13	1	0.1	3%	156.0
225,001	250,000	5	7	0.6	22%	8.6
250,001	275,000	5	5	0.4	16%	12.0
275,001	300,000	4	5	0.4	16%	9.6
300,001	325,000	1	2	0.2	6%	6.0
325,001	350,000	5	2	0.2	6%	30.0
350,001	375,000	9	2	0.2	6%	54.0
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	0	0.0	0%	#DIV/0!
600,001	1,875,000	3	1	0.1	3%	36.0
				0.0	0.0	
		51	32	2.7		19.1

Average Sale Price = \$303,006 Avg \$/S. \$122.81

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Bradford Place	6	2	190k - 228k	36.0	\$119
Haymount	12	6	245k - 596k	24.0	\$147
The Village at Sycamore	6	6	287k - 356k	12.0	\$115
Villas @ Lockwood Park	11	0	200k - 225k	#DIV/0!	\$0

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover**10/01/13 - 09/30/14**

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%	#DIV/0!
150,001	175,000	3	6	0.5	86%	6.0
175,001	200,000	3	1	0.1	14%	36.0
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
		6	7	0.6		10.3

Average Sale Price = \$161,643 Avg \$/S. \$99.92

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 September 2014

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Sep	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%	0.41%
\$120,000 - \$139,999	3	3	3	5	7	1	7	1	3	0	0	0	33	3.19%	2.70%
\$140,000 - \$159,999	8	12	13	9	4	16	12	9	5	0	0	0	88	5.32%	7.21%
\$160,000 - \$179,999	17	28	15	31	19	18	22	26	23	0	0	0	199	24.47%	16.30%
\$180,000 - \$199,999	20	24	23	19	20	16	28	12	10	0	0	0	172	10.64%	14.09%
\$200,000 - \$249,999	31	25	44	51	75	58	49	61	29	0	0	0	423	30.85%	34.64%
\$250,000 - \$299,999	11	16	24	31	25	35	29	33	19	0	0	0	223	20.21%	18.26%
\$300,000 - \$349,999	6	1	7	3	4	4	4	9	4	0	0	0	42	4.26%	3.44%
\$350,000 - \$399,999	2	1	0	2	1	1	5	4	0	0	0	0	16	0.00%	1.31%
\$400,000 - \$499,999	4	0	1	1	1	4	2	1	1	0	0	0	15	1.06%	1.23%
\$500,000 - \$599,999	0	0	0	1	0	0	0	1	0	0	0	0	2	0.00%	0.16%
\$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%	0.16%
\$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%	0.08%
Current Year Total	105	111	131	154	156	153	158	159	94	0	0	0	1,221	100.00%	100.00%
Prior Year Total	132	142	178	147	181	179	175	141	153	134	106	149	1,428		
% Change	-20%	-22%	-26%	5%	-14%	-15%	-10%	13%	-39%	0%	0%	0%	-14%		
Current YTD	105	216	347	501	657	810	968	1,127	1,221	0	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%	0%	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 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 - September 30

	2011	2012	2013	2014	
Total Closed - Existing	2739	2177	2737	3218	18%
Total Value	\$376,298,181	\$292,467,677	\$361,404,862	\$425,916,927	
Average Price	\$139,212	\$138,701	\$136,715	\$130,825	-4%
Total Closed -New	1,567	1,428	1377	1,198	-13%
Total Value	\$291,378,611	\$301,067,284	\$304,021,288	\$265,325,293	
Average Price	\$205,909	\$205,644	\$220,588	\$220,336	0%
Total Listings Closed	4,306	3,605	4,114	4,416	
Total Value	\$667,676,792	\$593,534,961	\$665,426,150	\$691,242,220	

October 1, 2013 to Sept 30, 2014 Whole MKT Existing Home Absorption Rates

365 closed in September 2014

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	566	1,257	104.75	5.40
\$75,000-\$99,999	494	500	41.67	11.86
\$100,000-\$124,999	492	552	46.00	10.70
\$125,000-\$149,999	446	508	42.33	10.54
\$150,000-\$174,999	412	488	40.67	10.13
\$175,000-\$199,999	344	306	25.50	13.49
\$200,000-\$224,999	189	188	15.67	12.06
\$225,000-\$249,999	197	152	12.67	15.55
\$250,000-\$299,999	228	159	13.25	17.21
\$300,000-\$349,999	111	70	5.83	19.03
\$350,000-\$399,999	94	51	4.25	22.12
\$400,000-\$499,999	71	42	3.50	20.29
\$500,000-\$749,999	68	23	1.92	35.48
\$750,000-\$999,999	14	1	0.08	168.00
\$1,000,000 and up	14	2	0.17	84.00
Totals	3,740	4,299	358.25	10.44

August 31, Existing Home Absorption Rates	418 closed	was	10.70
July 31, Existing Home Absorption Rates	442 closed	was	10.70
June 30, Existing Home Absorption Rates	442 closed	was	11.06
May 31, Existing Home Absorption Rates	374 closed	was	11.06
April 30, Existing Home Absorption Rates	337 closed	was	10.93
March 31, Existing Home Absorption Rates	347 closed	was	10.46
Feb 28, Existing Home Absorption Rates	275 closed	was	10.34
Jan 31, Existing Home Absorption Rates	293 closed	was	10.28
Dec 31, Existing Home Absorption Rates	289 closed	was	10.48
Nov 30, Existing Home Absorption Rates	287 closed	was	10.84
Oct 31, Existing Home Absorption Rates	346 closed	was	11.11
Sep 30, 2013 Existing Home Absorption Rates	359 closed	was	11.28
June 30, 2013 Existing Home Absorption Rates	365 closed	was	11.90
March 31, 2013 Existing Home Absorption Rates	261 closed	was	11.94
December 31, 2012 Existing Home Absorption Rates	228 closed	was	11.61
September 30, 2012 Existing Home Absorption Rates	229 closed	was	13.29
July 31, 2012 Existing Home Absorption Rates	252 closed	was	13.52
June 30, 2012 Existing Home Absorption Rates	281 closed	was	13.47
March 31, 2012 Existing Home Absorption Rates	231 closed	was	12.23
Dec 31, 2011 Existing Home Absorption Rates	234 closed	was	11.52
Sep 30, 2011 Existing Home Absorption Rates	266 closed	was	11.64
June 30, 2011 Existing Home Absorption Rates	396 closed	was	11.98
March 30, 2011 Existing Home Absorption Rates	320 closed	was	11.89
Dec 31, 2010 Existing Home Absorption Rates	301 closed	was	10.39
Sept 30, 2010 Existing Home Absorption Rates	274	was	10.77
June 30, 2010 Existing Home Absorption Rates	422	was	10.37
March 31, 2010 Existing Home Absorption Rates	305	was	10.28
Dec 31, 2009 Existing Home Absorption Rates	274 closed	was	8.61
Sep 30, 2009 Existing Home Absorption Rates	305	was	8.17
June 30, 2009 Existing Home Absorption Rates	413	was	7.46
March 31, 2009 Existing Home Absorption Rates	329	was	6.95
Dec 31, 2008 Existing Home Absorption Rates	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 Sep	Percent YTD
\$1 - \$49,999	67	50	79	56	66	75	56	63	61	0	0	0	573	17.13%	17.07%
\$50,000 - \$59,999	11	17	10	21	18	20	13	13	22	0	0	0	145	6.18%	4.32%
\$60,000 - \$69,999	13	18	18	20	28	21	22	20	13	0	0	0	173	3.65%	5.15%
\$70,000 - \$79,999	17	19	23	14	19	16	21	20	14	0	0	0	163	3.93%	4.86%
\$80,000 - \$89,999	14	16	15	9	21	21	23	18	14	0	0	0	151	3.93%	4.50%
\$90,000 - \$99,999	12	7	20	25	14	23	15	15	20	0	0	0	151	5.62%	4.50%
\$100,000 - \$119,999	30	30	37	58	32	34	45	47	26	0	0	0	339	7.30%	10.10%
\$120,000 - \$139,999	36	29	25	31	40	40	42	47	30	0	0	0	320	8.43%	9.54%
\$140,000 - \$159,999	27	30	39	33	32	45	44	39	40	0	0	0	329	11.24%	9.80%
\$160,000 - \$179,999	21	20	27	23	21	37	48	39	32	0	0	0	268	8.99%	7.99%
\$180,000 - \$199,999	8	14	12	16	25	33	23	20	25	0	0	0	176	7.02%	5.24%
\$200,000 - \$249,999	26	18	28	24	32	43	46	42	26	0	0	0	285	7.30%	8.49%
\$250,000 - \$299,999	11	7	14	11	18	18	27	15	13	0	0	0	134	3.65%	3.99%
\$300,000 - \$349,999	1	0	7	4	10	6	8	4	10	0	0	0	50	2.81%	1.49%
\$350,000 - \$399,999	3	0	1	3	3	14	6	5	6	0	0	0	41	1.69%	1.22%
\$400,000 - \$499,999	5	2	4	1	2	4	8	8	3	0	0	0	37	0.84%	1.10%
\$500,000 - \$599,999	0	0	0	1	1	4	2	3	0	0	0	0	11	0.00%	0.33%
\$600,000 - \$699,999	1	0	0	1	2	1	1	1	1	0	0	0	8	0.28%	0.24%
\$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%	0.06%
Current Year Total	303	277	360	351	384	455	450	420	356	0	0	0	3,356	100.00%	100.00%
Prior Year Total	246	255	275	308	373	377	366	364	360	349	289	295	2,924		
% Change	23%	9%	31%	14%	3%	21%	23%	15%	-1%	0%	0%	0%	15%		
Current YTD	303	580	940	1,291	1,675	2,130	2,580	3,000	3,356	0	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%	15%	0%	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 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