

New Construction Absorption and Inventory Report As of September 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	\$168/S.F.	36.0 mos inv.
Cottages @ Ramsey	\$133/S.F.	10.3 mos inv.
Gates Four	\$124/S.F.	14.4 mos inv.
Traemoor	\$122/S.F.	15.4 mos inv.
Anderson Creek	\$116/S.F.	6.5 mos inv.

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

Little River N	\$66/S.F.	6.0 mos inv.
Kenlan Farms	\$65/S.F.	10.3 mos inv.
Stone Cross	\$70/S.F.	13.7 mos inv.
Heathcliff	\$71/S.F.	6.5 mos inv.
The Bluffs	\$76/S.F.	12.0 mos inv.
Valley End	\$77/S.F.	3.3 mos inv.
Wedgfield	\$77/S.F.	7.1 mos inv.
Braxton Vlg.	\$78/S.F.	6.8 mos inv.

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This report created

10/19/2015

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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	124	6.4	-23%	162	6.4	15%	141	6.0
Sept	106	6.3	1%	105	6.4	-31%	153	6.2
Oct				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 1065
 YTD 2014 1237 -14% 2015 compared to 2014
 YTD 2013 1427 -25% 2015 compared to 2013

	2015		2014		2013	
Cumberland	461	43%	646	41%	786	43%
Harnett	343	32%	516	33%	575	32%
Hoke	135	13%	227	14%	298	16%
Other	126	12%	177	11%	155	9%
	=====		=====		=====	
Total	1065		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
10/01/14 - 9/30/15

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	4	2	0.2	0%	24.0
125,001	150,000	14	63	5.3	5%	2.7
150,001	175,000	79	175	14.6	14%	5.4
175,001	200,000	112	252	21.0	21%	5.3
200,001	225,000	97	192	16.0	16%	6.1
225,001	250,000	114	245	20.4	20%	5.6
250,001	275,000	82	109	9.1	9%	9.0
275,001	300,000	57	76	6.3	6%	9.0
300,001	325,000	22	38	3.2	3%	6.9
325,001	350,000	16	15	1.3	1%	12.8
350,001	375,000	22	20	1.7	2%	13.2
375,001	400,000	17	11	0.9	1%	18.5
400,001	450,000	6	15	1.3	1%	4.8
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	4	1	0.1	0%	48.0
600,001	100,000,000	2	2	0.2	0%	12.0
		652	1224	102.0		6.4

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Harnett County
10/01/14 - 9/30/15

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	6	28	2.3	6%	2.6
150,001	175,000	41	93	7.8	20%	5.3
175,001	200,000	43	101	8.4	22%	5.1
200,001	225,000	24	74	6.2	16%	3.9
225,001	250,000	24	65	5.4	14%	4.4
250,001	275,000	23	31	2.6	7%	8.9
275,001	300,000	16	35	2.9	8%	5.5
300,001	325,000	3	12	1.0	3%	3.0
325,001	350,000	4	5	0.4	1%	9.6
350,001	375,000	6	6	0.5	1%	12.0
375,001	400,000	1	4	0.3	1%	3.0
400,001	450,000	1	6	0.5	1%	2.0
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
		193	461	38.4		5.0

Average Sale Price = \$215,818 Avg \$/S.F. = \$87.40

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	35	65	155k - 375k	6.5	\$116
Cameron Woods (San)	7	3	170k - 235k	28.0	\$101
Coopers Creek (Harnett)	7	11	150k - 256k	7.6	\$85
Forest Oaks	8	9	160k - 175k	10.7	\$104
Lakeside Manor @ Caroli	6	10	235k - 420k	7.2	\$97
Oakmont	8	19	226k - 285k	5.1	\$84
Stone Cross	8	7	174k - 194k	13.7	\$70
Sweetwater	8	5	155k - 180k	19.2	\$93
The Manors @ Lexington	24	30	163k - 260k	4.8	\$81
Trotters Ridge	8	18	205k - 271k	5.3	\$84
Vandercroft	6	46	157k - 178k	1.6	\$59
VLG of Lexington Plantati	6	22	153k - 182k	3.3	\$97
Woodshire	8	20	200k - 233k	4.8	\$78

Hoke County
10/01/14 - 9/30/15

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	5	24	2.0	13%	2.5
150,001	175,000	8	23	1.9	13%	4.2
175,001	200,000	10	30	2.5	17%	4.0
200,001	225,000	8	31	2.6	17%	3.1
225,001	250,000	36	46	3.8	26%	9.4
250,001	275,000	19	16	1.3	9%	14.3
275,001	300,000	6	5	0.4	3%	14.4
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
		97	178	14.8		6.5

Average Sale Price = **\$211,159** Avg \$/S.F. = **\$87.06**

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	12	0	255k - 285k	#DIV/0!	\$0
Bedford - Midlands	14	1	225k - 250k	84.0	\$101
Eagles Ridge (HC)	7	14	142k - 184k	3.0	\$99
Riverbrooke	10	19	150k - 180k	6.3	\$92
Shadow Creek	8	5	195k - 280k	19.2	\$94
Turnberry	10	28	240k - 285k	2.1	\$82
Wedgfield	20	34	220k - 265k	7.1	\$77

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Cumberland County
10/01/14 - 9/30/15

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	4	2	0.2	0%	24.0
125,001	150,000	3	11	0.9	2%	3.3
150,001	175,000	30	59	4.9	10%	6.1
175,001	200,000	59	121	10.1	21%	5.9
200,001	225,000	65	87	7.3	15%	9.0
225,001	250,000	54	134	11.2	23%	4.8
250,001	275,000	40	62	5.2	11%	7.7
275,001	300,000	35	36	3.0	6%	11.7
300,001	325,000	19	26	2.2	4%	8.8
325,001	350,000	12	10	0.8	2%	14.4
350,001	375,000	16	13	1.1	2%	14.8
375,001	400,000	13	7	0.6	1%	22.3
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	4	1	0.1	0%	48.0
600,001	and up	2	1	0.1	0%	24.0
		362	585	48.8		7.4

Average Sale Price = **\$236,679** Avg \$/S.F. = **\$91.96**

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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	5.7	6%	7%	15%	\$211,112	\$89	11.2
Douglas Byrd	7.2	2%	2%	4%	\$198,060	\$86	9.5
EE Smith	72.0	0%	0%	0%	\$193,500	\$87	10.2
Grays Creek	6.8	10%	13%	27%	\$228,953	\$86	6.3
Jack Britt	8.7	5%	7%	15%	\$281,910	\$103	8.2
Pine Forest	8.4	4%	5%	10%	\$283,185	\$98	9.5
Seventy First	5.1	5%	6%	13%	\$201,659	\$82	8.7
South View	8.6	3%	4%	8%	\$207,502	\$80	9.2
Terry Sanford	12.7	2%	3%	6%	\$304,240	\$130	12.5
Westover	6.0	0%	0%	1%	\$170,033	\$93	10.2
Harnett Co.	5.0	32%			\$215,818	\$87	9.6
Hoke Co.	6.5	13%			\$211,159	\$87	9.4
Cumberland	7.4	43%			\$236,679	\$92	9.3

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Cape Fear

10/01/14 - 9/30/15

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	7	10	0.8	11%	8.4
175,001	200,000	10	23	1.9	26%	5.2
200,001	225,000	15	26	2.2	29%	6.9
225,001	250,000	6	19	1.6	21%	3.8
250,001	275,000	4	4	0.3	4%	12.0
275,001	300,000	0	4	0.3	4%	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	1	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	0	0.0	0%	0.0
		43	90	7.5		5.7

Average Sale Price = \$211,112 Avg \$/S.F. = \$89.14

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	18	31	180k - 246k	7.0	\$85
River Glen	8	27	171k - 225k	3.6	\$88

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Douglas Byrd

10/01/14 - 9/30/15

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	4%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	6	0.5	24%	0.0
175,001	200,000	4	8	0.7	32%	6.0
200,001	225,000	5	3	0.3	12%	20.0
225,001	250,000	6	7	0.6	28%	10.3
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	25	2.1		7.2

Average Sale Price = \$198,060 Avg \$/S. \$86.20

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Park Place	10	10	205k - 243k	12.0	\$79

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E.E. Smith**10/01/14 - 9/30/15**

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	100%	36.0
200,001	225,000	2	0	0.0	0%	#DIV/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	1	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	1	0.1		72.0

Average Sale Price = \$193,500 Avg \$/S. \$87.04**Active Subdivisions**

Actives	Closed	Price Range	Mos Inv.	\$/S.F.
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Grays Creek
10/01/14 - 9/30/15

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	6	0.5	4%	2.0
150,001	175,000	3	21	1.8	13%	1.7
175,001	200,000	19	33	2.8	21%	6.9
200,001	225,000	16	12	1.0	8%	16.0
225,001	250,000	16	44	3.7	28%	4.4
250,001	275,000	10	22	1.8	14%	5.5
275,001	300,000	6	6	0.5	4%	12.0
300,001	325,000	5	11	0.9	7%	5.5
325,001	350,000	2	1	0.1	1%	0.0
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	3	0	0.0	0%	#DIV/0!
600,001	100,000,000	2	0	0.0	0%	#DIV/0!
		90	160	13.3		6.8

Average Sale Price = \$228,953 Avg \$/S.F. = \$86.39

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	9	17	140k - 190k	6.4	\$90
Braxton Village	9	16	198k - 300k	6.8	\$78
Roslin Farms West	6	11	239k - 283k	6.5	\$77
The Gardens @ Cypress	11	0	206k - 225k	#DIV/0!	\$0
Village at Rockfish	14	20	220k - 310k	8.4	\$84

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Jack Britt**10/01/14 - 9/30/15**

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	3%	4.0
200,001	225,000	1	8	0.7	9%	1.5
225,001	250,000	8	24	2.0	28%	4.0
250,001	275,000	7	14	1.2	16%	6.0
275,001	300,000	13	10	0.8	12%	15.6
300,001	325,000	10	4	0.3	5%	30.0
325,001	350,000	9	5	0.4	6%	21.6
350,001	375,000	8	9	0.8	10%	10.7
375,001	400,000	2	3	0.3	3%	8.0
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	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
				0.0	0.0	
		62	86	7.2		8.7

Average Sale Price = \$281,910 Avg \$/S.F. = \$102.94

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	6	5	290k - 460k	14.4	\$124
Palms @ Summer Grove	11	19	230k - 292k	6.9	\$95
The Preserve @ Lake Up	7	0	297k - 373k	#DIV/0!	\$0
Traemoor @ LW	9	7	340k - 470k	15.4	\$122
Westhaven	9	2	285k - 335k	13.5	\$92

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Pine Forest

10/01/14 - 9/30/15

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	1	0	0.0	0%	#DIV/0!
150,001	175,000	1	2	0.2	4%	6.0
175,001	200,000	2	2	0.2	4%	12.0
200,001	225,000	2	4	0.3	7%	6.0
225,001	250,000	6	8	0.7	14%	9.0
250,001	275,000	9	13	1.1	23%	8.3
275,001	300,000	12	10	0.8	18%	14.4
300,001	325,000	3	8	0.7	14%	4.5
325,001	350,000	0	2	0.2	4%	0.0
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	4%	0.0
500,001	550,000	0	0	0.0	0%	0.0
550,001	600,000	0	0	0.0	0%	0.0
600,001	100,000,000	0	0	0.0	0%	0.0
		39	56	4.7		8.4

Average Sale Price = \$283,185 Avg \$/S.F. = \$98.49

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	6	7	214k - 298k	10.3	\$133
Liberty Hills	15	27	235k - 315k	6.7	\$84
Stonegate	7	1	265k - 297k	84.0	\$80

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Seventy First

10/01/14 - 9/30/15

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	7	0.6	9%	5.1
175,001	200,000	12	34	2.8	44%	4.2
200,001	225,000	14	27	2.3	35%	6.2
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%	#DIV/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
		33	77	6.4		5.1

Average Sale Price = \$201,659 Avg \$/S.F. = \$81.84

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	6	11	217k - 220k	6.5	\$71
Little River Farms	6	12	180k - 270k	6.0	\$66

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South View

10/01/14 - 9/30/15

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	2%	0.0
150,001	175,000	15	9	0.8	20%	20.0
175,001	200,000	4	11	0.9	24%	4.4
200,001	225,000	6	3	0.3	7%	24.0
225,001	250,000	6	21	1.8	46%	3.4
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
		33	46	3.8		8.6

Average Sale Price = \$207,502 Avg \$/S.F. \$79.52

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	7	1	170k - 179k	42.0	\$100
Upchurch Farm (hope mill)	7	9	158k - 210k	4.7	\$88
Valley End	13	24	208k - 258k	3.3	\$77

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Terry Sanford

10/01/14 - 9/30/15

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	4	4	0.3	11%	12.0
200,001	225,000	4	4	0.3	11%	12.0
225,001	250,000	6	6	0.5	17%	12.0
250,001	275,000	3	5	0.4	14%	7.2
275,001	300,000	4	5	0.4	14%	9.6
300,001	325,000	2	2	0.2	6%	12.0
325,001	350,000	1	2	0.2	6%	6.0
350,001	375,000	7	2	0.2	6%	42.0
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	1	0.1	3%	12.0
600,001	1,875,000	0	1	0.1	3%	0.0
				0.0	0.0	
		38	36	3.0		12.7

Average Sale Price = \$304,240 Avg \$/S. \$130.18

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	9	7	250k - 570k	15.4	\$121
Parkview	15	5	242k - 380k	36.0	\$168

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Westover**10/01/14 - 9/30/15**

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	2	0	0.0	0%	#DIV/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
		3	6	0.5		6.0

Average Sale Price = \$170,033 Avg \$/S. \$93.42 1911.59

ACTIVE SUBDIVISIONS

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

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Sales Trend New Construction September 2015

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	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	0	0	0	18	0.98%	1.70%
\$140,000 - \$159,999	3	6	13	12	13	6	6	6	6	0	0	0	71	5.88%	6.69%
\$160,000 - \$179,999	9	19	22	18	18	22	17	12	18	0	0	0	155	17.65%	14.61%
\$180,000 - \$199,999	12	9	14	12	22	23	14	14	13	0	0	0	133	12.75%	12.54%
\$200,000 - \$249,999	31	20	53	37	44	56	46	55	39	0	0	0	381	38.24%	35.91%
\$250,000 - \$299,999	22	11	17	15	33	30	23	29	17	0	0	0	197	16.67%	18.57%
\$300,000 - \$349,999	3	4	5	8	9	10	9	4	3	0	0	0	55	2.94%	5.18%
\$350,000 - \$399,999	2	4	1	5	6	7	5	0	2	0	0	0	32	1.96%	3.02%
\$400,000 - \$499,999	1	0	3	1	2	2	2	3	3	0	0	0	17	2.94%	1.60%
\$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	0	0	0	0	0.00%	0.00%
\$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	124	102	0	0	0	1,061	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	1,240		
% Change	-20%	-34%	1%	-29%	-4%	3%	-20%	-23%	-6%	0%	0%	0%	-14%		
Current YTD	84	157	289	398	549	708	835	959	1,061	0	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%	0%	0%	0%			

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Appreciation Factors for New Construction 2014						
	2010	2011	2012	2013	2014	1 Year % 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						
	2010	2011	2012	2013	2014	2 Year % 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						
	2009	2010	2011	2012	2013	1 Year % 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

Oct 1, 2014 to September 30, 2015 Whole MKT Existing Home Absorption Rates

421 closed in August 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	583	1,349	112.42	5.19
\$75,000-\$99,999	484	521	43.42	11.15
\$100,000-\$124,999	475	570	47.50	10.00
\$125,000-\$149,999	454	622	51.83	8.76
\$150,000-\$174,999	439	490	40.83	10.75
\$175,000-\$199,999	275	364	30.33	9.07
\$200,000-\$224,999	175	246	20.50	8.54
\$225,000-\$249,999	195	181	15.08	12.93
\$250,000-\$299,999	254	203	16.92	15.01
\$300,000-\$349,999	130	84	7.00	18.57
\$350,000-\$399,999	96	58	4.83	19.86
\$400,000-\$499,999	72	35	2.92	24.69
\$500,000-\$749,999	62	15	1.25	49.60
\$750,000-\$999,999	11	2	0.17	66.00
\$1,000,000 and up	9	2	0.17	54.00
Totals	3,714	4,742	395.17	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>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>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 September 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Sep	Percent YTD
\$1 - \$49,999	67	57	82	72	79	57	73	64	64	0	0	0	615	15.92%	16.75%
\$50,000 - \$59,999	17	14	15	18	15	26	17	23	18	0	0	0	163	4.48%	4.44%
\$60,000 - \$69,999	16	18	20	17	16	17	17	29	22	0	0	0	172	5.47%	4.69%
\$70,000 - \$79,999	15	14	13	13	16	19	22	24	11	0	0	0	147	2.74%	4.00%
\$80,000 - \$89,999	8	10	19	17	16	20	23	27	18	0	0	0	158	4.48%	4.30%
\$90,000 - \$99,999	16	12	16	21	16	15	15	14	30	0	0	0	155	7.46%	4.22%
\$100,000 - \$119,999	27	33	41	40	33	42	55	48	38	0	0	0	357	9.45%	9.72%
\$120,000 - \$139,999	27	38	43	27	58	45	50	52	37	0	0	0	377	9.20%	10.27%
\$140,000 - \$159,999	14	27	44	39	37	36	53	55	39	0	0	0	344	9.70%	9.37%
\$160,000 - \$179,999	21	22	40	34	34	38	57	44	29	0	0	0	319	7.21%	8.69%
\$180,000 - \$199,999	13	17	12	25	24	23	36	33	26	0	0	0	209	6.47%	5.69%
\$200,000 - \$249,999	16	22	30	28	41	58	65	47	39	0	0	0	346	9.70%	9.43%
\$250,000 - \$299,999	9	10	7	14	19	28	27	26	14	0	0	0	154	3.48%	4.20%
\$300,000 - \$349,999	5	4	3	10	7	13	9	14	2	0	0	0	67	0.50%	1.83%
\$350,000 - \$399,999	2	6	5	1	4	6	13	2	8	0	0	0	47	1.99%	1.28%
\$400,000 - \$499,999	1	1	4	1	2	6	6	2	4	0	0	0	27	1.00%	0.74%
\$500,000 - \$599,999	0	2	1	0	0	1	0	1	1	0	0	0	6	0.25%	0.16%
\$600,000 - \$699,999	0	0	0	0	0	2	0	1	1	0	0	0	4	0.25%	0.11%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	1	0	0	0	3	0.25%	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	1	0	0	0	0	0	0	0	1	0.00%	0.03%
\$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	454	538	506	402	0	0	0	3,671	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	363	319	372	3,390		
% Change	-10%	11%	10%	7%	9%	-0%	19%	17%	7%	0%	0%	0%	8%		
Current YTD	274	581	976	1,353	1,771	2,225	2,763	3,269	3,671	0	0	0			
Prior YTD	303	580	940	1,291	1,675	2,131	2,585	3,016	3,390	3,753	4,072	4,444			
% Change YTD	-10%	0%	4%	5%	6%	4%	7%	8%	8%	0%	0%	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 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%