

New Construction Absorption and Inventory Report As of July 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:

Haymount	\$141/S.F.	13.7 mos inv.
Gates Four	\$124/S.F.	14.4 mos inv.
Traemoor	\$121/S.F.	15.4 mos inv.
Anderson Creek	\$115/S.F.	5.7 mos inv.

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

Little River N	\$67/S.F.	9.0 mos inv.
Kenlan Farms	\$64/S.F.	10.3 mos inv.
Valley End	\$76/S.F.	3.0 mos inv.
Wedgefield	\$76/S.F.	4.3 mos inv.
Braxton Vlg.	\$77/S.F.	7.8 mos inv.
Stone Cross	\$77/S.F.	30.0 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
8/24/2015

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	126	6.3	-20%	158	5.7	-10%	175	6.0
Aug				162	6.4	15%	141	6.0
Sept				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 834
 YTD 2014 970 -14% 2015 compared to 2014
 YTD 2013 1133 -26% 2015 compared to 2013

	2015		2014		2013	
Cumberland	366	44%	646	41%	786	43%
Harnett	265	32%	516	33%	575	32%
Hoke	107	13%	227	14%	298	16%
Other	96	12%	177	11%	155	9%
	=====		=====		=====	
Total	834		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
08/01/14 - 7/31/15

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	5	2	0.2	0%	30.0
125,001	150,000	19	64	5.3	5%	3.6
150,001	175,000	75	198	16.5	16%	4.5
175,001	200,000	113	244	20.3	19%	5.6
200,001	225,000	98	199	16.6	16%	5.9
225,001	250,000	109	240	20.0	19%	5.5
250,001	275,000	89	124	10.3	10%	8.6
275,001	300,000	42	81	6.8	6%	6.2
300,001	325,000	20	43	3.6	3%	5.6
325,001	350,000	12	14	1.2	1%	10.3
350,001	375,000	20	20	1.7	2%	12.0
375,001	400,000	18	13	1.1	1%	16.6
400,001	450,000	7	10	0.8	1%	8.4
450,001	500,000	5	7	0.6	1%	8.6
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	4	0.3	0%	6.0
		638	1264	105.3		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
08/01/14 - 7/31/15

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	2	0	0.0	0%	#DIV/0!
125,001	150,000	7	26	2.2	6%	3.2
150,001	175,000	41	102	8.5	22%	4.8
175,001	200,000	46	99	8.3	21%	5.6
200,001	225,000	32	73	6.1	16%	5.3
225,001	250,000	17	64	5.3	14%	3.2
250,001	275,000	22	39	3.3	8%	6.8
275,001	300,000	12	32	2.7	7%	4.5
300,001	325,000	3	12	1.0	3%	3.0
325,001	350,000	3	5	0.4	1%	7.2
350,001	375,000	3	6	0.5	1%	6.0
375,001	400,000	3	4	0.3	1%	9.0
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
		194	469	39.1		5.0

Average Sale Price = \$216,058 Avg \$/S.F. = \$89.94

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	33	69	155k - 390k	5.7	\$115
Cameron Woods (San)	4	2	170k - 220k	24.0	\$101
Coopers Creek (Harnett)	7	13	225k - 270k	6.5	\$84
Forest Oaks	7	11	160k - 174k	7.6	\$103
Kenlan Farms	6	7	189k - 208k	10.3	\$64
Pattons Point	7	8	139k - 185k	10.5	\$97
Stone Cross	10	4	180k - 203k	30.0	\$75
Sweetwater	6	7	155k - 177k	10.3	\$91
The Manors @ Lexington	24	29	164k - 260k	5.0	\$80
Trotters Ridge	6	19	220k - 271k	3.8	\$84
VLG of Lexington Plantati	7	28	153k - 180k	3.0	\$97
Woodshire	6	19	200k - 229k	3.8	\$80

Hoke County
08/01/14 - 7/31/15

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	5	23	1.9	13%	2.6
150,001	175,000	8	26	2.2	14%	3.7
175,001	200,000	7	32	2.7	18%	2.6
200,001	225,000	7	31	2.6	17%	2.7
225,001	250,000	34	45	3.8	25%	9.1
250,001	275,000	23	19	1.6	10%	14.5
275,001	300,000	4	4	0.3	2%	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	1	0	0.0	0%	#DIV/0!
400,001	450,000	3	0	0.0	0%	#DIV/0!
450,001	500,000	1	0	0.0	0%	#DIV/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
		93	182	15.2		6.1

Average Sale Price = \$209,100 Avg \$/S.F. = \$86.72

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Highlands	13	0	250k - 285k	#DIV/0!	\$100
Bedford - Midlands	14	0	225k - 240k	#DIV/0!	\$100
Eagles Ridge (HC)	9	17	142k - 184k	3.2	\$95
Riverbrooke	7	16	140k - 180k	5.3	\$92
Shadow Creek	8	3	195k - 260k	32.0	\$91
Turnberry	13	27	240k - 275k	2.9	\$82
Wedgfield	13	36	220k - 247k	4.3	\$76

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

Cumberland County
08/01/14 - 7/31/15

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	2	0.2	0%	18.0
125,001	150,000	7	15	1.3	2%	5.6
150,001	175,000	26	70	5.8	11%	4.5
175,001	200,000	60	113	9.4	18%	6.4
200,001	225,000	59	95	7.9	15%	7.5
225,001	250,000	58	131	10.9	21%	5.3
250,001	275,000	44	66	5.5	11%	8.0
275,001	300,000	26	45	3.8	7%	6.9
300,001	325,000	17	31	2.6	5%	6.6
325,001	350,000	9	9	0.8	1%	12.0
350,001	375,000	17	13	1.1	2%	15.7
375,001	400,000	14	9	0.8	1%	18.7
400,001	450,000	2	4	0.3	1%	6.0
450,001	500,000	3	6	0.5	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	and up	2	3	0.3	0%	8.0
		351	613	51.1		6.9

Average Sale Price = **\$238,210** Avg \$/S.F. = **\$91.39**

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	6.6	6%	7%	14%	\$223,411	\$93	11.2
Douglas Byrd	5.4	2%	2%	5%	\$195,190	\$86	9.5
EE Smith	36.0	0%	0%	0%	\$191,700	\$88	10.2
Grays Creek	5.5	11%	13%	27%	\$231,530	\$85	6.3
Jack Britt	8.1	6%	7%	15%	\$278,710	\$103	8.2
Pine Forest	7.0	4%	5%	10%	\$275,559	\$95	9.5
Seventy First	5.0	5%	7%	14%	\$201,311	\$82	8.7
South View	7.6	3%	4%	8%	\$208,737	\$80	9.2
Terry Sanford	14.7	2%	3%	6%	\$317,487	\$128	12.5
Westover	4.0	0%	0%	1%	\$165,633	\$95	10.2
Harnett Co.	5.0	32%			\$216,058	\$90	9.6
Hoke Co.	6.1	13%			\$209,100	\$87	9.4
Cumberland	6.9	44%			\$238,210	\$91	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

08/01/14 - 7/31/15

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	1	3	0.3	3%	4.0
150,001	175,000	8	12	1.0	14%	8.0
175,001	200,000	12	18	1.5	21%	8.0
200,001	225,000	15	27	2.3	31%	6.7
225,001	250,000	8	15	1.3	17%	6.4
250,001	275,000	3	6	0.5	7%	6.0
275,001	300,000	0	4	0.3	5%	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	1	0.0	1%	0.0
		48	87	7.3		6.6

Average Sale Price = \$223,411 Avg \$/S.F. = \$93.00

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	19	24	180k - 255k	9.5	\$86
River Glen	10	24	171k - 236k	5.0	\$87

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

08/01/14 - 7/31/15

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	3%	0.0
125,001	150,000	0	0	0.0	0%	0.0
150,001	175,000	0	9	0.8	31%	0.0
175,001	200,000	5	8	0.7	28%	7.5
200,001	225,000	4	4	0.3	14%	12.0
225,001	250,000	4	7	0.6	24%	6.9
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
		13	29	2.4		5.4

Average Sale Price = \$195,190 Avg \$/S. \$86.42

Active Subdivisions

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Lakedale	6	14	180k - 206k	5.1	\$93
Park Place	7	11	205k - 243k	7.6	\$78

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

E.E. Smith

08/01/14 - 7/31/15

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	3	2	0.2	100%	18.0
200,001	225,000	2	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	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	2	0.2		36.0

Average Sale Price = \$191,700 Avg \$/S. \$87.67

Active Subdivisions

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

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Grays Creek
08/01/14 - 7/31/15

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	6	0.5	4%	8.0
150,001	175,000	2	21	1.8	13%	1.1
175,001	200,000	14	29	2.4	18%	5.8
200,001	225,000	12	13	1.1	8%	11.1
225,001	250,000	18	46	3.8	28%	4.7
250,001	275,000	11	22	1.8	13%	6.0
275,001	300,000	2	12	1.0	7%	2.0
300,001	325,000	2	12	1.0	7%	2.0
325,001	350,000	0	1	0.1	1%	0.0
350,001	375,000	2	1	0.1	1%	24.0
375,001	400,000	3	2	0.2	1%	18.0
400,001	450,000	1	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%	#DIV/0!
600,001	100,000,000	2	0	0.0	0%	#DIV/0!
		76	165	13.8		5.5

Average Sale Price = \$231,530 Avg \$/S.F. = \$84.92

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Asphens Creek	10	17	137k - 190k	7.1	\$90
Braxton Village	11	17	213k - 275k	7.8	\$77
Sheffield Farm N	7	4	177K - 215K	21.0	\$92
The Ashlands @ Cypress	7	11	235k - 250k	7.6	\$88
Village at Rockfish	15	20	216k - 309k	9.0	\$83

DavidRayEvans@gmail.com

910.237.5018

Jack Britt**08/01/14 - 7/31/15**

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	1	0.1	1%	0.0
150,001	175,000	0	2	0.2	2%	0.0
175,001	200,000	1	3	0.3	3%	4.0
200,001	225,000	0	10	0.8	11%	0.0
225,001	250,000	10	21	1.8	24%	5.7
250,001	275,000	8	15	1.3	17%	6.4
275,001	300,000	12	10	0.8	11%	14.4
300,001	325,000	9	4	0.3	4%	27.0
325,001	350,000	6	4	0.3	4%	18.0
350,001	375,000	8	10	0.8	11%	9.6
375,001	400,000	3	3	0.3	3%	12.0
400,001	450,000	1	1	0.1	1%	12.0
450,001	500,000	2	4	0.3	4%	6.0
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	
		60	89	7.4		8.1

Average Sale Price = \$278,710 Avg \$/S.F. = \$102.57

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Estates @ Camden	7	23	248k - 284k	3.7	\$97
Gates Four	6	5	290k - 460k	14.4	\$124
Palms @ Summer Grove	12	15	230k - 292k	9.6	\$96
The Preserve @ Upchurc	6	0	297k - 373k	#DIV/0!	\$0
Traemoor @ LW	9	7	350k - 483k	15.4	\$121
Westhaven	7	2	285k - 325k	10.5	\$92

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Pine Forest

08/01/14 - 7/31/15

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	1	0	0.0	0%	#DIV/0!
150,001	175,000	1	4	0.3	7%	3.0
175,001	200,000	2	2	0.2	3%	12.0
200,001	225,000	1	4	0.3	7%	3.0
225,001	250,000	6	8	0.7	13%	9.0
250,001	275,000	8	13	1.1	22%	7.4
275,001	300,000	8	13	1.1	22%	7.4
300,001	325,000	4	9	0.8	15%	5.3
325,001	350,000	0	1	0.1	2%	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	1	1	0.1	2%	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
		35	60	5.0		7.0

Average Sale Price = \$275,559 Avg \$/S.F. = \$95.00

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Liberty Hills	19	31	235k - 315k	7.4	\$83

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Seventy First

08/01/14 - 7/31/15

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	4	0.3	5%	0.0
150,001	175,000	2	8	0.7	10%	3.0
175,001	200,000	14	33	2.8	39%	5.1
200,001	225,000	12	29	2.4	35%	5.0
225,001	250,000	1	5	0.4	6%	2.4
250,001	275,000	6	3	0.3	4%	24.0
275,001	300,000	0	1	0.1	1%	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	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
		35	84	7.0		5.0

Average Sale Price = \$201,311 Avg \$/S.F. = \$81.77

ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	7	15	217k - 220k	5.6	\$71
Little River Farms	9	12	178k - 270k	9.0	\$67

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

South View

08/01/14 - 7/31/15

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	12	9	0.8	17%	16.0
175,001	200,000	6	13	1.1	25%	5.5
200,001	225,000	6	5	0.4	10%	14.4
225,001	250,000	6	22	1.8	42%	3.3
250,001	275,000	3	2	0.2	4%	18.0
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	52	4.3		7.6

Average Sale Price = \$208,737 Avg \$/S.F. \$79.50

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Grays Creek Villa	8	1	170k - 185k	48.0	\$100
Upchurch Farm (hope mill)	8	12	158k - 210k	4.0	\$88
Valley End	13	26	208k - 256k	3.0	\$76

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Terry Sanford

08/01/14 - 7/31/15

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	3	4	0.3	11%	9.0
200,001	225,000	7	3	0.3	8%	28.0
225,001	250,000	6	6	0.5	17%	12.0
250,001	275,000	4	5	0.4	14%	9.6
275,001	300,000	4	4	0.3	11%	12.0
300,001	325,000	3	4	0.3	11%	9.0
325,001	350,000	3	3	0.3	8%	12.0
350,001	375,000	7	1	0.1	3%	84.0
375,001	400,000	6	1	0.1	3%	72.0
400,001	450,000	0	2	0.2	6%	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	1	1	0.1	3%	12.0
600,001	1,875,000	0	2	0.2	6%	0.0
				0.0	0.0	
		44	36	3.0		14.7

Average Sale Price = \$317,487 Avg \$/S. \$128.24

ACTIVE SUBDIVISIONS

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	8	7	250k - 570k	13.7	\$141
Parkview	17	2	242k - 385k	102.0	\$158
Villas @ Lockwood Park	6	2	200k - 215k	36.0	\$137

This report created by David Evans

DavidRayEvans@gmail.com

910.237.5018

Westover**08/01/14 - 7/31/15**

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	1	0	0.0	0%	#DIV/0!
150,001	175,000	1	5	0.4	83%	2.4
175,001	200,000	0	1	0.1	17%	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 = \$165,633 Avg \$/S. \$95.43 1911.59

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 July 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jul	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%	0.12%
\$120,000 - \$139,999	1	0	3	1	3	3	5	0	0	0	0	0	16	4.00%	1.92%
89% \$140,000 - \$159,999	3	6	13	12	13	6	6	0	0	0	0	0	59	4.80%	89% 7.08%
\$160,000 - \$179,999	9	19	22	18	18	22	16	0	0	0	0	0	124	12.80%	14.89%
\$180,000 - \$199,999	12	9	14	12	22	23	14	0	0	0	0	0	106	11.20%	12.73%
\$200,000 - \$249,999	31	20	53	37	44	56	45	0	0	0	0	0	286	36.00%	34.33%
\$250,000 - \$299,999	22	11	17	15	33	30	23	0	0	0	0	0	151	18.40%	18.13%
\$300,000 - \$349,999	3	4	5	8	9	10	9	0	0	0	0	0	48	7.20%	5.76%
\$350,000 - \$399,999	2	4	1	5	6	7	5	0	0	0	0	0	30	4.00%	3.60%
\$400,000 - \$499,999	1	0	3	1	2	2	2	0	0	0	0	0	11	1.60%	1.32%
\$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%	0.12%
\$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	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	125	0	0	0	0	0	833	100.00%	100.00%
Prior Year Total	105	111	131	154	157	154	158	162	108	112	96	119	970		
% Change	-20%	-34%	1%	-29%	-4%	3%	-21%	0%	0%	0%	0%	0%	-14%		
Current YTD	84	157	289	398	549	708	833	0	0	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%	0%	0%	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 2014						
						1 Year
	2010	2011	2012	2013	2014	% chg
Avg. Price	\$204,477	\$207,435	\$210,487	\$221,524	\$223,305	0.80%
Avg. S. F.	2,161	2,293	2,396	2,482	2495	0.52%
Average \$/S.F	\$94.55	\$90.46	\$87.69	\$89.25	\$89.32	0.08%
Median Price	\$192,000	\$199,900	\$204,000	\$212,400	\$216,000	1.69%
Median S.F.	2,038	2,195	2,329	2,378	2,409	1.30%
Median \$/S.F	\$95.56	\$91.86	\$88.64	\$89.44	\$89.48	0.04%
Total Closed	2,168	2,030	1,979	1,815	1,558	-14.16%

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 15 2015

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

Data was pulled from the MLS Jan 18 2014

Aug 1, 2014 to July 31, 2015 Whole MKT Existing Home Absorption Rates

525 closed in July 2015

Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	574	1,319	109.92	5.22
\$75,000-\$99,999	493	503	41.92	11.76
\$100,000-\$124,999	461	543	45.25	10.19
\$125,000-\$149,999	458	590	49.17	9.32
\$150,000-\$174,999	467	503	41.92	11.14
\$175,000-\$199,999	310	344	28.67	10.81
\$200,000-\$224,999	179	230	19.17	9.34
\$225,000-\$249,999	203	172	14.33	14.16
\$250,000-\$299,999	270	192	16.00	16.88
\$300,000-\$349,999	122	83	6.92	17.64
\$350,000-\$399,999	109	58	4.83	22.55
\$400,000-\$499,999	69	40	3.33	20.70
\$500,000-\$749,999	66	16	1.33	49.50
\$750,000-\$999,999	13	1	0.08	156.00
\$1,000,000 and up	9	3	0.25	36.00
Totals	3,803	4,597	383.08	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>November 30 2014 Existing Home Absorption Rates</u>	311 closed	was	10.06
<u>October 31 2014 Existing Home Absorption Rates</u>	355 closed	was	10.37
<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 July 2015

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Jul	Percent YTD
\$1 - \$49,999	67	57	82	72	79	56	71	0	0	0	0	0	484	13.81%	17.71%
\$50,000 - \$59,999	17	14	15	18	15	27	16	0	0	0	0	0	122	3.11%	4.46%
\$60,000 - \$69,999	16	18	20	17	16	17	16	0	0	0	0	0	120	3.11%	4.39%
\$70,000 - \$79,999	15	14	13	13	16	19	22	0	0	0	0	0	112	4.28%	4.10%
\$80,000 - \$89,999	8	10	19	17	16	20	23	0	0	0	0	0	113	4.47%	4.13%
\$90,000 - \$99,999	16	12	16	21	16	15	14	0	0	0	0	0	110	2.72%	4.02%
\$100,000 - \$119,999	26	33	41	39	33	42	51	0	0	0	0	0	265	9.92%	9.70%
\$120,000 - \$139,999	27	38	43	27	58	44	46	0	0	0	0	0	283	8.95%	10.35%
\$140,000 - \$159,999	14	27	44	39	37	35	49	0	0	0	0	0	245	9.53%	8.96%
\$160,000 - \$179,999	21	22	40	34	34	38	56	0	0	0	0	0	245	10.89%	8.96%
\$180,000 - \$199,999	13	17	12	25	24	23	34	0	0	0	0	0	148	6.61%	5.42%
\$200,000 - \$249,999	16	22	30	28	40	57	62	0	0	0	0	0	255	12.06%	9.33%
\$250,000 - \$299,999	9	10	7	14	19	28	26	0	0	0	0	0	113	5.06%	4.13%
\$300,000 - \$349,999	5	4	3	10	7	13	9	0	0	0	0	0	51	1.75%	1.87%
\$350,000 - \$399,999	2	6	5	1	4	6	13	0	0	0	0	0	37	2.53%	1.35%
\$400,000 - \$499,999	1	1	4	1	2	6	6	0	0	0	0	0	21	1.17%	0.77%
\$500,000 - \$599,999	0	2	1	0	0	1	0	0	0	0	0	0	4	0.00%	0.15%
\$600,000 - \$699,999	0	0	0	0	0	2	0	0	0	0	0	0	2	0.00%	0.07%
\$700,000 - \$799,999	0	0	0	0	0	2	0	0	0	0	0	0	2	0.00%	0.07%
\$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%	0.04%
\$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	273	307	395	376	417	451	514	0	0	0	0	0	2,733	100.00%	100.00%
Prior Year Total	303	277	360	351	384	456	454	431	374	363	319	372	2,585		
% Change	-10%	11%	10%	7%	9%	-1%	13%	0%	0%	0%	0%	0%	6%		
Current YTD	273	580	975	1,351	1,768	2,219	2,733	0	0	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%	6%	0%	0%	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 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%