

Mitchell Graham
2005 President
Fayetteville Association of REALTORS®
2005 State of the Market Report

2004 Sales Figures

- 4801 Existing Homes
 - \$475,787,696
 - \$99,102 Averages Sales Price
- 1761 New Homes
 - \$291,150,501
 - \$165,332 Average Sales Price
- 6562 Total Homes Sold
 - \$766,938,197 Total Sales Price

2004 is the largest sales year on record for the Cape Fear Region

Still...32.5% of all homes that entered the market did not sell.

Absorption Rate is the rate at which homes sell.
A six months supply is a balanced market.

Cape Fear Region
\$100,000 – \$250,000

- 2.7 months supply - Existing Homes
 - Existing Homes have risen an average of 2.1% per year for the last 10 years
- 6.9 months supply – New Homes
 - New Homes have risen an average of 6.2% per year for the last 10 years

Cumberland County
\$100,000 - \$250,000

- 1.74 months supply - existing homes
 - Inventory is very, very low
- 7.47 months supply - new homes
 - There is virtually no inventory under \$125,000

Harnett County

\$100,000 - \$250,000

- 5.8 months - existing homes
 - 74% of sales under \$125,000
- 5.1 months – New Homes
 - 87% of sales \$125,000 - \$200,000

Hoke County

\$100,000 - \$250,000

- 1.3 months supply – Existing Homes
 - There are no homes for sale \$175,00- \$250,000
- 4.5 months supply – New Homes
 - 8.51 months supply \$125,000 – \$150,000

2005 Economic Outlook: Housing Boom to Continue!

Why Expansion Will Continue For Remainder of Decade

- Mortgage rates expected to hover at 5.5 – 7.5 %
- Strong household growth expected due to new 2000 Census projections
- Baby Boomers will continue to age into peak-earning/retirement years
- High growth immigration in past 20 years will pay dividends in future years

2004 Profile of Home Buyers and Sellers

How Buyer found Real Estate Agent Used

- 66% Referred by friend, neighbor, relative, past client, REALTOR®, employer or
- 8% For Sale Sign
- 7% Internet Site
- 6% Open House
- 5% Walk into office
- 4% Personal Contact by REALTOR
- 3% Newspaper – Yellow Pages – Home book
- 1% Direct mail (newsletter, flyer, letter, postcard)
- 1% advertising Specialty (calendar, magnet etc.)

2004 New Construction Report
Jim Graves
2005 President
Home Builders Association of Fayetteville, Inc.

2004 New Home Construction

- Cumberland County
 - 1125 New Residences for \$143,290,298
- City of Fayetteville
 - 396 permits for \$ 59,801,392
- Harnett County
 - 863 New Residences \$101,857,633
- Hoke County
 - 513 New Residences (no \$ amount given)
- Moore County
 - 324 New Residences \$58,309,595

Courthouse Report
Lee Warren
Cumberland County
Register of Deeds

2004 Courthouse Report

- \$2,067,704 in revenue from Excise Tax on Real Estate
- \$4,067,704 in Total Revenue
- \$1,700,000 + in Profit that was returned directly to the General Fund of Cumberland County.
- In 2003 and 2004 136,057 land records were recorded which is the largest two year period in history

Cumberland County
Home Improvement Permits
David Wilson
Chapman-Wilson Pools, Spas and Home Improvement

2004 Residential Additions & Repairs

- Cumberland County
 - 596 permits for \$ 9,082,478
- City of Fayetteville
 - 683 permits for \$10,707,175
- Moore County
 - 237 permits for \$10,672,179
- Harnett County
 - 312 permits for \$3,247,441
- Hoke County
 - (Information not available)