

### Cape Fear Regional Total Sales Statistics by Year

<b>Closed</b>	<b>1990</b>	<b>1991</b>	<b>1992</b>	<b>1993</b>
Total Closed - <i>Existing</i>	1496	2119	2913	2957
Total Value	\$106,412,477	\$153,475,345	\$220,902,087	\$241,028,503
Average Price	\$71,131	\$72,428	\$75,833	\$81,511
Total Closed - <i>New</i>	396	632	1053	1309
Total Value	\$35,433,793	\$54,086,087	\$91,310,536	\$116,605,996
Average Price	\$89,479	\$85,579	\$86,715	\$89,080
<b>Total Listings Closed</b>	<b>1892</b>	<b>2751</b>	<b>3966</b>	<b>4266</b>
<b>Total Value</b>	<b>\$ 141,846,270</b>	<b>\$ 207,561,432</b>	<b>\$ 312,212,623</b>	<b>\$ 357,634,499</b>

<b>Closed</b>	<b>1994</b>	<b>1995</b>	<b>1996</b>	<b>1997</b>
Total Closed - <i>Existing</i>	2561	2696	2492	2142
Total Value	\$221,937,398	\$236,801,049	\$232,135,443	\$200,707,979
Average Price	\$83,404	\$87,834	\$93,152	\$93,701
Total Closed - <i>New</i>	1390	1306	1209	1014
Total Value	\$131,080,504	\$125,861,663	\$121,505,959	\$105,910,836
Average Price	\$94,303	\$96,372	\$100,501	\$104,449
<b>Total Listings Closed</b>	<b>3951</b>	<b>4002</b>	<b>3701</b>	<b>3156</b>
<b>Total Value</b>	<b>\$ 353,017,902</b>	<b>\$ 362,662,712</b>	<b>\$ 353,641,402</b>	<b>\$ 306,618,815</b>

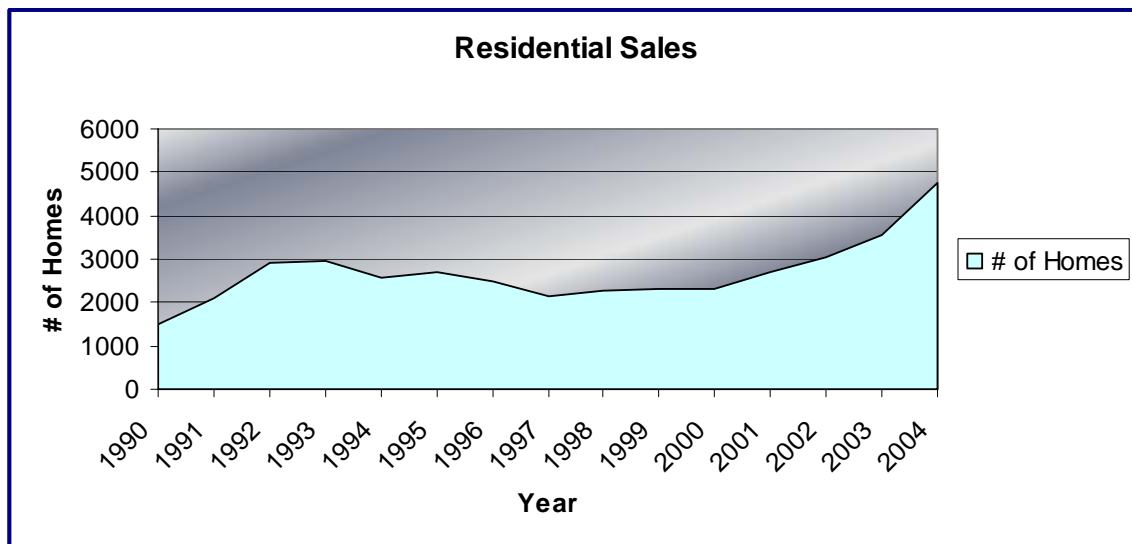
<b>Closed</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>
Total Closed - <i>Existing</i>	2285	2325	2309	2685
Total Value	\$231,846,463	\$232,555,545	\$225,461,610	\$264,117,804
Average Price	\$101,465	\$100,024	\$97,645	\$98,478
Total Closed - <i>New</i>	1021	954	835	1067
Total Value	\$108,542,762	\$109,351,053	\$101,382,657	\$135,776,652
Average Price	\$106,310	\$114,624	\$121,416	\$127,251
<b>Total Listings Closed</b>	<b>3306</b>	<b>3279</b>	<b>3144</b>	<b>3752</b>
<b>Total Value</b>	<b>\$ 340,389,225</b>	<b>\$ 341,906,598</b>	<b>\$ 326,844,267</b>	<b>\$ 399,894,456</b>

<b>Closed</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
Total Closed - <i>Existing</i>	3061	3552	4801
Total Value	\$298,637,473	\$359,757,470	\$475,787,696
Average Price	\$97,562	\$101,283	\$99,102
Total Closed - <i>New</i>	1217	1562	1761
Total Value	\$162,254,612	\$230,485,347	\$291,150,501
Average Price	\$133,323	\$147,558	\$165,332
<b>Total Listings Closed</b>	<b>4278</b>	<b>5114</b>	<b>6562</b>
<b>Total Value</b>	<b>\$ 460,892,085</b>	<b>\$590,242,817</b>	<b>\$766,938,197</b>

## History of Residential Sales in the Cape Fear Region

### Total Residential Sales Statistics – New and Existing Homes

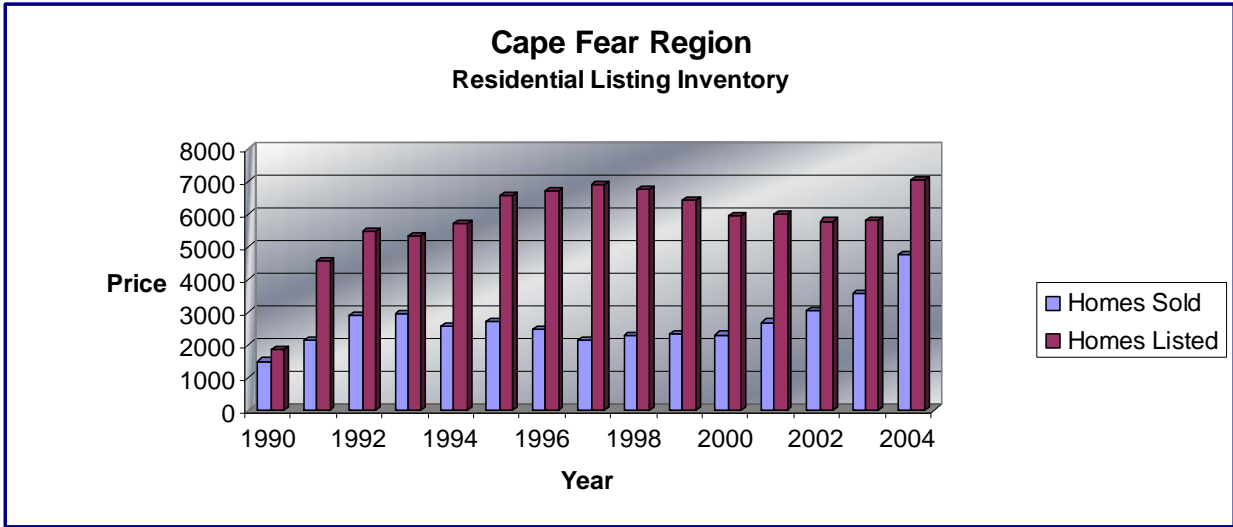
Year	# of Homes	% Change	Dollar Value	% Change	Average Sales Price	% Change
1990	1496	0%	\$106,412,477	0%	\$71,131	0%
1991	2119	29%	\$153,475,345	31%	\$72,428	2%
1992	2913	27%	\$220,902,087	31%	\$75,833	4%
1993	2957	1%	\$241,028,503	8%	\$81,511	7%
1994	2561	-15%	\$221,937,398	-9%	\$83,404	2%
1995	2696	5%	\$236,801,049	6%	\$87,834	5%
1996	2492	-8%	\$232,135,443	-2%	\$93,152	6%
1997	2142	-16%	\$200,707,979	-16%	\$93,701	1%
1998	2285	6%	\$231,846,463	13%	\$101,465	8%
1999	2325	2%	\$232,555,545	0%	\$100,024	-1%
2000	2309	-1%	\$225,461,610	-3%	\$97,645	-2%
2001	2685	14%	\$264,117,804	15%	\$98,478	1%
2002	3061	12%	\$298,637,473	12%	\$97,562	-1%
2003	3552	14%	\$359,757,470	17%	\$101,283	4%
2004	4763	25%	\$472,488,226	24%	\$99,200	-2%



Source: Multiple Listing Service  
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## Cape Fear Regional Residential Listing Inventory – New and Existing Homes

Year	Homes Sold	Homes Listed
1990	1496	1839
1991	2119	4579
1992	2913	5464
1993	2957	5325
1994	2561	5730
1995	2696	6569
1996	2492	6702
1997	2142	6905
1998	2285	6778
1999	2325	6453
2000	2309	5944
2001	2685	6020
2002	3061	5792
2003	3552	5815
2004	4763	7046

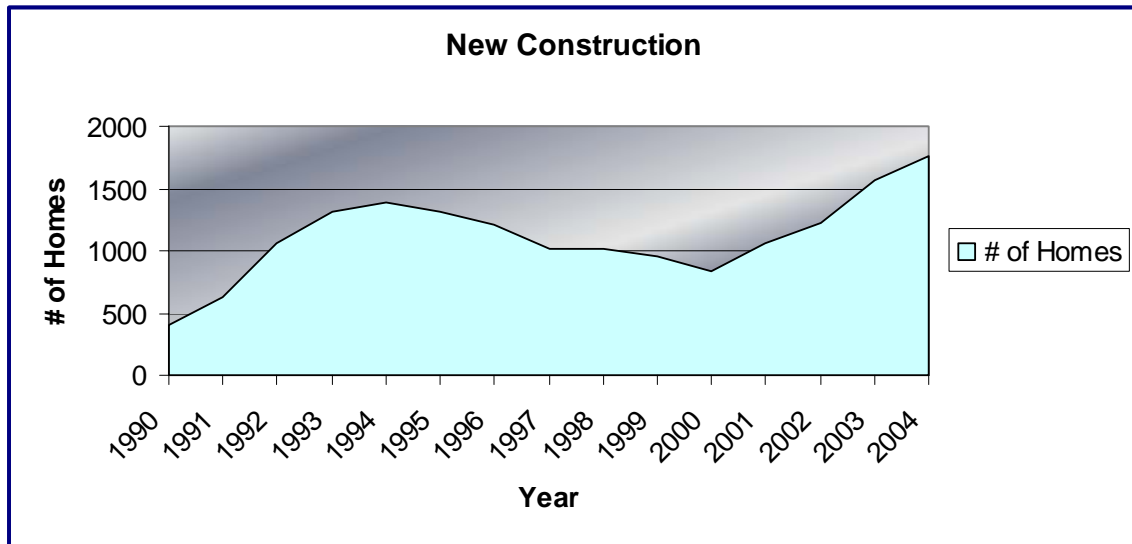


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## History of New Home Construction - Cape Fear Region

### Cape Fear Regional New Home Construction Statistics

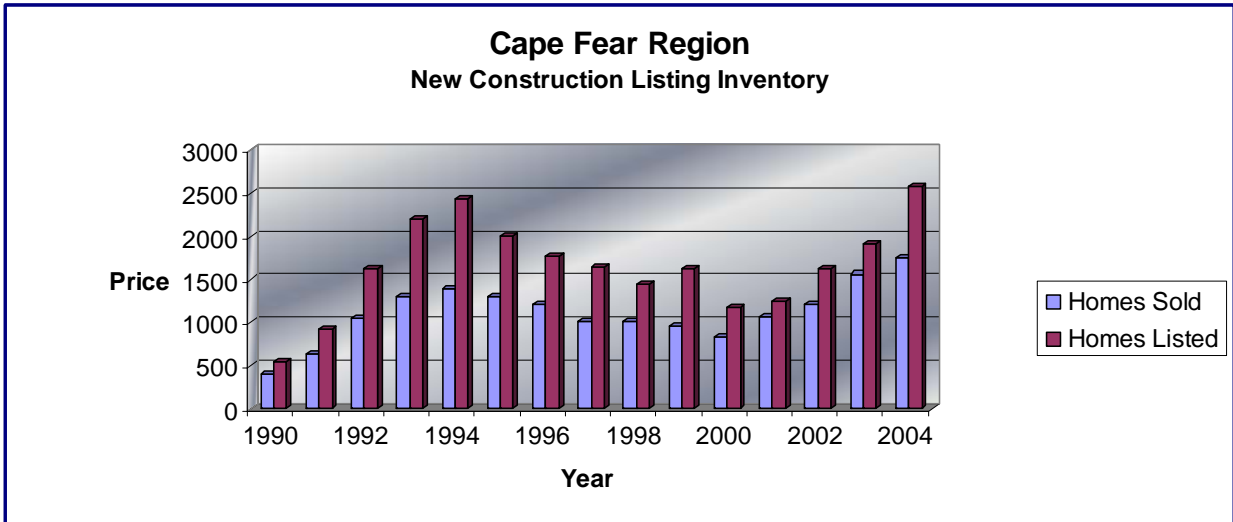
Year	# of Homes	% Change	Dollar Value	% Change	Average Sales Price	% Change
1990	396	0%	\$35,433,793	0%	\$89,479	0%
1991	632	37%	\$54,086,087	34%	\$85,579	-5%
1992	1053	40%	\$91,310,536	41%	\$86,715	1%
1993	1309	20%	\$116,605,996	22%	\$89,080	3%
1994	1390	6%	\$131,080,504	11%	\$94,303	6%
1995	1306	-6%	\$125,861,663	-4%	\$96,372	2%
1996	1209	-8%	\$121,505,959	-4%	\$100,501	4%
1997	1014	-19%	\$105,910,836	-15%	\$104,449	4%
1998	1021	1%	\$108,542,762	2%	\$106,310	2%
1999	954	-7%	\$109,351,053	1%	\$114,624	7%
2000	835	-14%	\$101,382,657	-8%	\$121,416	6%
2001	1067	22%	\$135,776,652	25%	\$127,251	5%
2002	1217	12%	\$162,254,612	16%	\$133,323	5%
2003	1562	22%	\$230,485,347	30%	\$147,558	10%
2004	1756	11%	\$290,210,096	21%	\$165,268	11%



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## Cape Fear Regional New Construction Listing Inventory

Year	Homes Sold	Homes Listed
1990	396	544
1991	632	918
1992	1053	1626
1993	1309	2207
1994	1390	2431
1995	1306	2010
1996	1209	1772
1997	1014	1640
1998	1021	1445
1999	954	1624
2000	835	1169
2001	1067	1252
2002	1217	1620
2003	1562	1919
2004	1756	2578

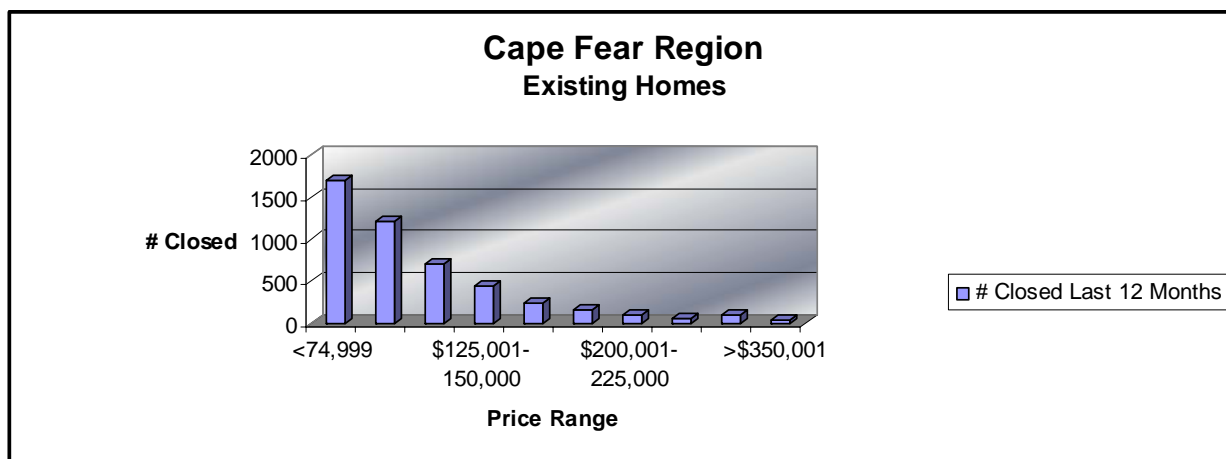


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## Cape Fear Regional Absorption Rates January 1, 2004 - December 31, 2004

### Existing Homes – Cape Fear Region

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	579	1692	141.00	4.11
\$75,000-100,000	337	1215	101.25	3.33
\$100,001-125,000	109	705	58.75	1.86
\$125,001-150,000	87	442	36.83	2.36
\$150,001-175,000	54	247	20.58	2.62
\$175,001-200,000	51	153	12.75	4.00
\$200,001-225,000	25	100	8.33	3.00
\$225,001-250,000	12	59	4.92	2.44
\$250,001-350,000	45	98	8.17	5.51
>\$350,001	37	39	3.25	11.38
<b>Totals</b>	<b>1,336</b>	<b>4,750</b>	<b>395.83</b>	<b>3.38</b>

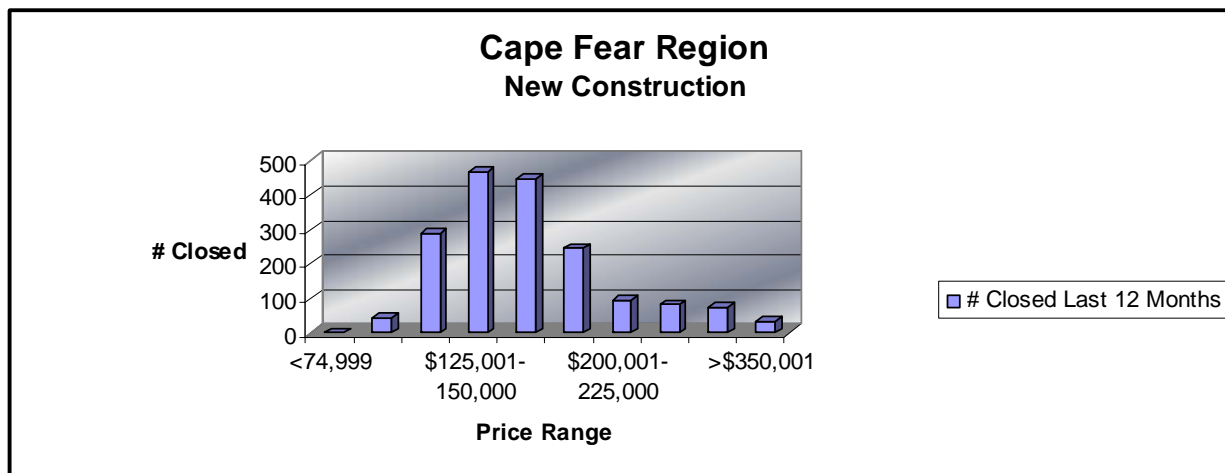


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## Cape Fear Regional Absorption Rates January 1, 2004 - December 31, 2004

### New Construction – Cape Fear Region

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	0	0	0.00	0.00
\$75,000-100,000	6	42	3.50	1.71
\$100,001-125,000	72	289	24.08	2.99
\$125,001-150,000	220	468	39.00	5.64
\$150,001-175,000	220	446	37.17	5.92
\$175,001-200,000	179	245	20.42	8.77
\$200,001-225,000	71	93	7.75	9.16
\$225,001-250,000	60	82	6.83	8.78
\$250,001-350,000	93	74	6.17	15.08
>\$350,001	35	32	2.67	13.13
<b>Totals</b>	<b>956</b>	<b>1,771</b>	<b>147.58</b>	<b>6.48</b>

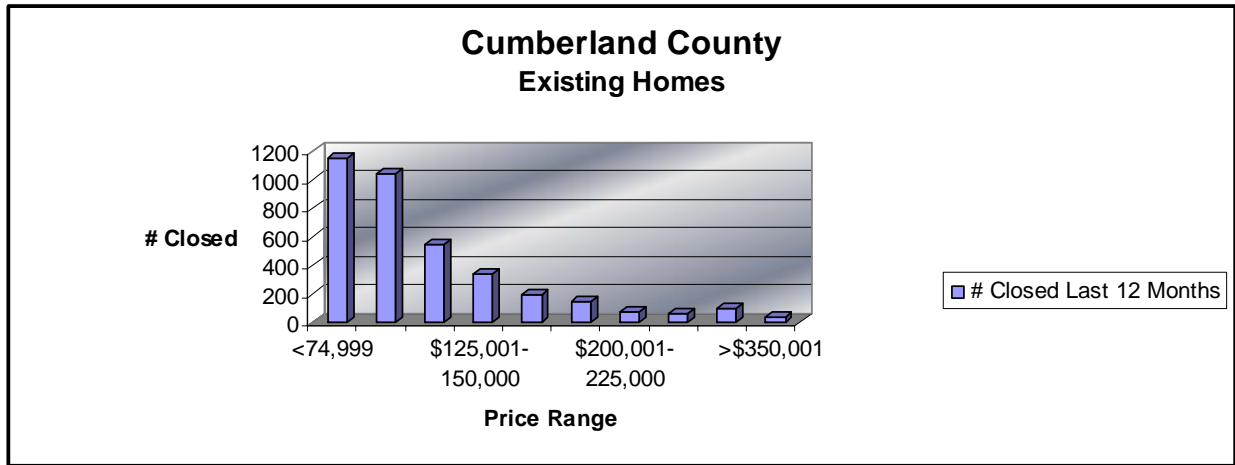


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**Absorption Rates  
Cumberland County  
January 1, 2004 - December 31, 2004**

**Existing Homes – Cumberland County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	429	1151	95.92	4.47
\$75,000-100,000	265	1042	86.83	3.05
\$100,001-125,000	77	542	45.17	1.70
\$125,001-150,000	42	343	28.58	1.47
\$150,001-175,000	30	192	16.00	1.88
\$175,001-200,000	22	144	12.00	1.83
\$200,001-225,000	11	71	5.92	1.86
\$225,001-250,000	8	56	4.67	1.71
\$250,001-350,000	34	96	8.00	4.25
>\$350,001	21	37	3.08	6.81
<b>Totals</b>	<b>939</b>	<b>3,674</b>	<b>306.17</b>	<b>3.07</b>

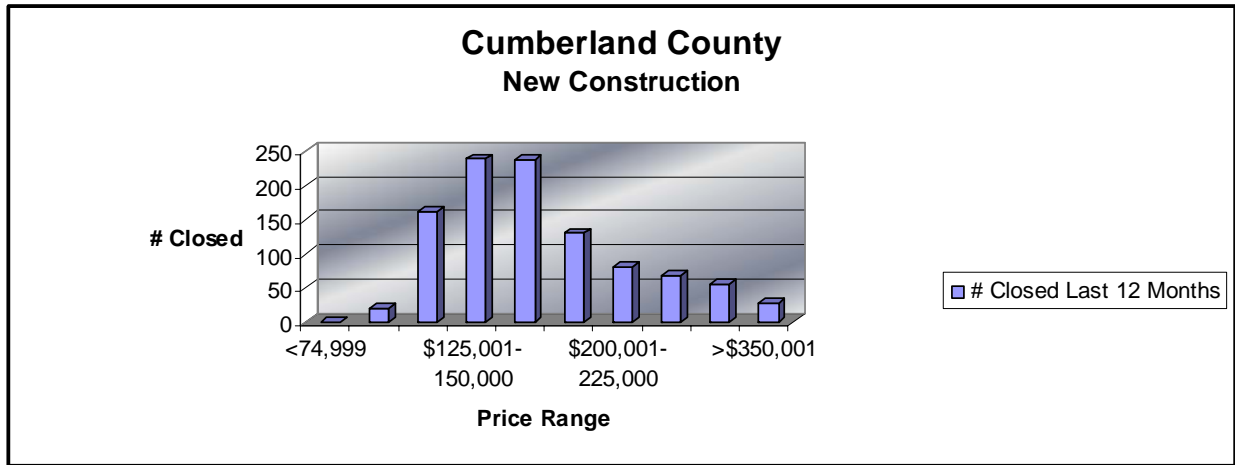


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**Absorption Rates  
Cumberland County  
January 1, 2004 - December 31, 2004**

**New Construction – Cumberland County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	0	0	0.00	0.00
\$75,000-100,000	4	20	1.67	2.40
\$100,001-125,000	40	162	13.50	2.96
\$125,001-150,000	104	239	19.92	5.22
\$150,001-175,000	147	238	19.83	7.41
\$175,001-200,000	121	130	10.83	11.17
\$200,001-225,000	66	80	6.67	9.90
\$225,001-250,000	47	69	5.75	8.17
\$250,001-350,000	64	55	4.58	13.96
>\$350,001	24	28	2.33	10.29
<b>Totals</b>	<b>617</b>	<b>1,021</b>	<b>85.08</b>	<b>7.25</b>

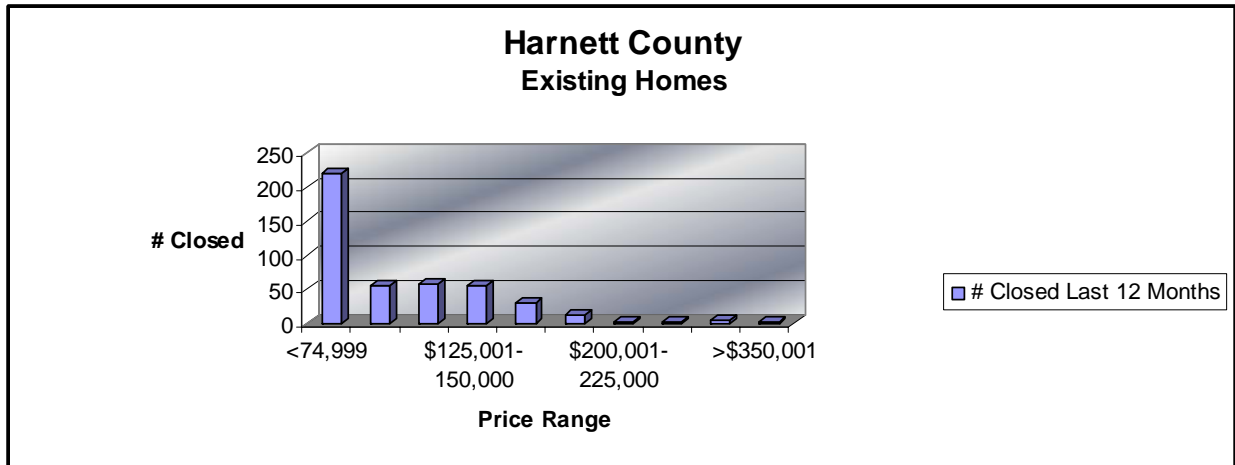


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**Absorption Rates  
Harnett County  
January 1, 2004 - December 31, 2004**

**Existing Homes – Harnett County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	47	220	18.33	2.56
\$75,000-100,000	20	56	4.67	4.29
\$100,001-125,000	9	57	4.75	1.89
\$125,001-150,000	21	56	4.67	4.50
\$150,001-175,000	15	30	2.50	6.00
\$175,001-200,000	7	13	1.08	6.46
\$200,001-225,000	3	3	0.25	12.00
\$225,001-250,000	1	3	0.25	4.00
\$250,001-350,000	3	5	0.42	7.20
>\$350,001	1	2	0.17	6.00
<b>Totals</b>	<b>127</b>	<b>445</b>	<b>37.08</b>	<b>3.42</b>

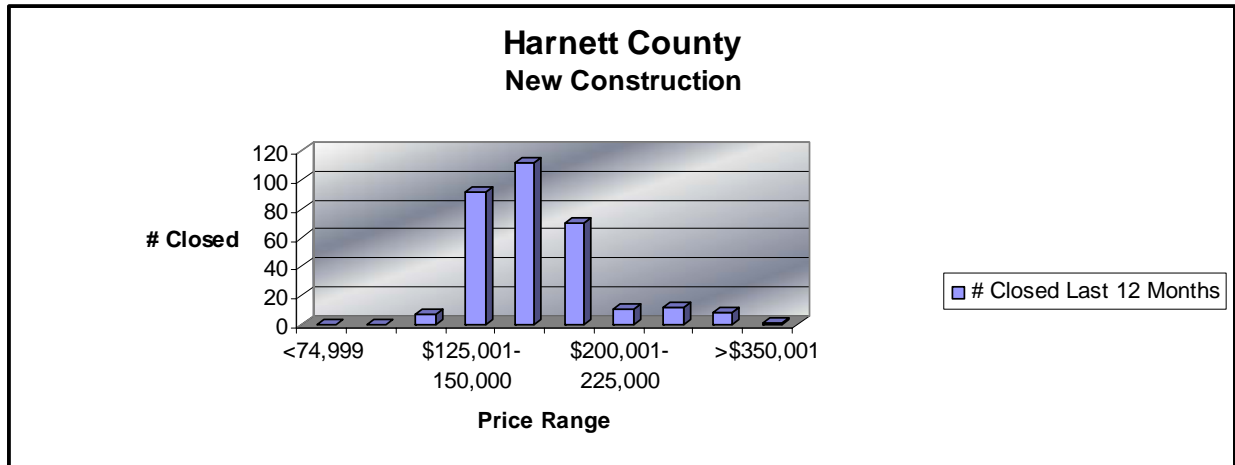


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**Absorption Rates  
Harnett County  
January 1, 2004 - December 31, 2004**

**New Construction – Harnett County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	0	0	0.00	0.00
\$75,000-100,000	0	0	0.00	0.00
\$100,001-125,000	2	7	0.58	3.43
\$125,001-150,000	35	92	7.67	4.57
\$150,001-175,000	30	112	9.33	3.21
\$175,001-200,000	35	70	5.83	6.00
\$200,001-225,000	4	10	0.83	4.80
\$225,001-250,000	9	12	1.00	9.00
\$250,001-350,000	6	8	0.67	9.00
>\$350,001	3	1	0.08	36.00
<b>Totals</b>	<b>124</b>	<b>312</b>	<b>26.00</b>	<b>4.77</b>

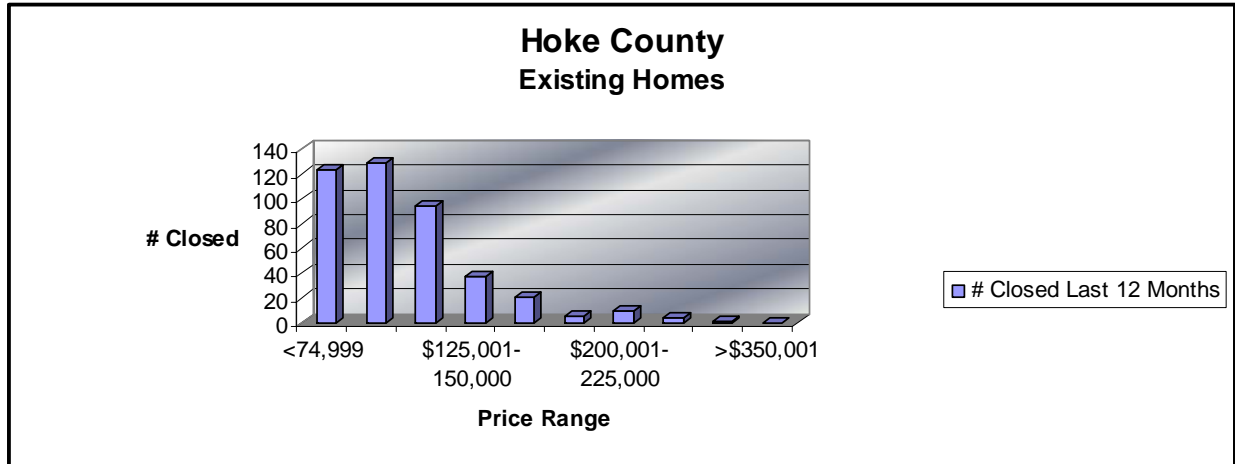


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**Absorption Rates  
Hoke County  
January 1, 2004 - December 31, 2004**

**Existing Homes – Hoke County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	49	123	10.25	4.78
\$75,000-100,000	28	129	10.75	2.60
\$100,001-125,000	15	95	7.92	1.89
\$125,001-150,000	9	37	3.08	2.92
\$150,001-175,000	5	20	1.67	3.00
\$175,001-200,000	0	5	0.42	0.00
\$200,001-225,000	0	10	0.83	0.00
\$225,001-250,000	0	4	0.33	0.00
\$250,001-350,000	2	1	0.08	24.00
>\$350,001	3	0	0.00	0.00
<b>Totals</b>	<b>111</b>	<b>424</b>	<b>35.33</b>	<b>3.14</b>

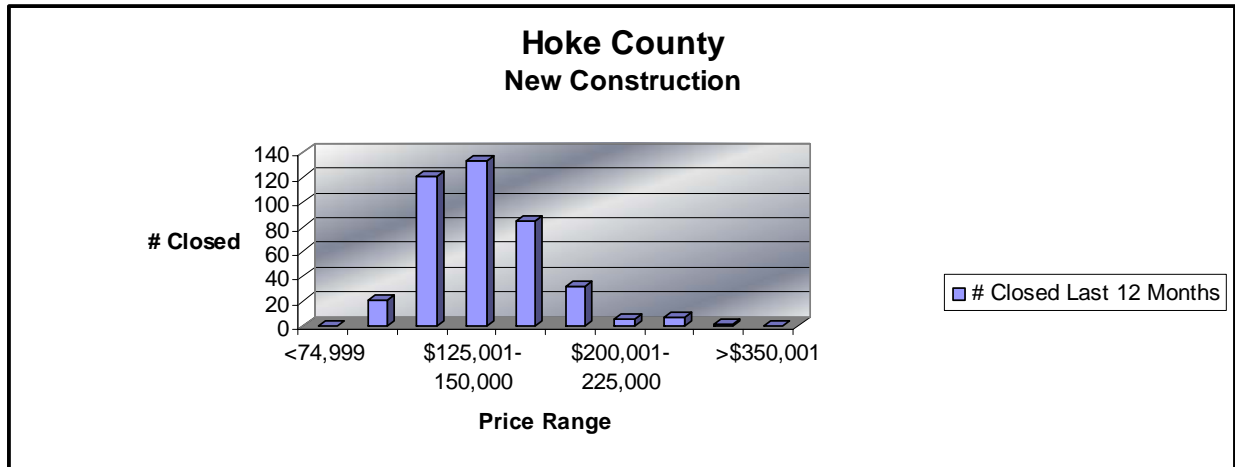


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**Absorption Rates  
Hoke County  
January 1, 2004 - December 31, 2004**

**New Construction – Hoke County**

Price Range	# Active Listings	# Closed Last 12 Months	12 Month Average Closed Per Month	Available # Months Supply
<74,999	0	0	0.00	0.00
\$75,000-100,000	0	21	1.75	0.00
\$100,001-125,000	26	121	10.08	2.58
\$125,001-150,000	95	134	11.17	8.51
\$150,001-175,000	38	84	7.00	5.43
\$175,001-200,000	10	32	2.67	3.75
\$200,001-225,000	3	5	0.42	7.20
\$225,001-250,000	0	7	0.58	0.00
\$250,001-350,000	1	1	0.08	12.00
>\$350,001	0	0	0.00	0.00
<b>Totals</b>	<b>173</b>	<b>405</b>	<b>33.75</b>	<b>5.13</b>



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