

# 2016 END OF YEAR REPORT AND DECEMBER 31, 2016 REAL ESTATE MARKET RESEARCH AND ANALYSIS

PROVIDING TIMELY LOCAL MARKET DATA AND IDENTIFYING MARKET TRENDS TO  
HELP YOU FOCUS AND MAKE INFORMED DECISIONS

David has worked in the Regional Fayetteville Real Estate market since 1991. He was V.P. of Floyd Properties Real Estate and BIC of 45 agents from 1994 until sold in 2005. David has been a Director for the Fayetteville Regional Association of Realtors for the last 10 years and was 2010 President of the (FRAR) Fayetteville Regional Association of Realtors and was named Realtor of the Year in 2011. David has also been elected for his second term for President of FRAR for 2016.

David has kept extensive stats on the area market and has provided analysis to investors and developers for over 20 years.



## What Does it All Mean?

There are several hopeful indicators that 2017 could be the turn around year for our Market. There is progress being made on bike lanes, a few cross walks have been installed and it appears a new Baseball stadium may be constructed in the heart of downtown Fayetteville.

One of the largest factors helping our market is the builders and developers of new construction. They wisely have not overbuilt and keep just the right amount of inventory in the market. This has allowed the existing market to sell off a lot of surplus inventory. As of right now all price ranges below \$200,000 in the existing market are balanced and no longer over supplied. Price ranges above that still are, but 80% of our market sells below \$200,000 so that represents a significant improvement. 90% of New Construction closes below \$300,000

Of course, we still face the largest hurdle - start attracting jobs to our area. However, we are slowly moving in the right direction.

# New Construction Absorption and Inventory Report As of December 31, 2016

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	\$179/S.F.	33.0 mos inv.
Cottages at Ramsey	\$145/S.F.	10.5 mos inv.
Gates Four	\$129/S.F.	12.0 mos inv.
Anderson Creek	\$122/S.F.	6.5 mos inv.
Prsrv Lk Upchurch	\$116/S.F.	14.4 mos inv.

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

Vandercroft	\$71/S.F.	4.5 mos inv.
Heathcliff	\$71/S.F.	13.7 mos inv.
Little River	\$72/S.F.	8.4 mos inv.
Valley End	\$83/S.F.	4.6 mos inv.

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This report created  
1/18/2017  
David Evans GRI, CRS, MIRM  
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## Month by Month Comparison of Closed New Construction For 2014 to 2016

	2016			2015			2014	
	Closed	Mos.		Closed	Mos.		Closed	Mos.
	New Const	Inv.		New Const	Inv.		New Const	Inv.
Jan	90	6.2	6%	85	6.5	-20%	106	5.8
Feb	97	5.9	33%	73	6.2	-34%	111	5.9
Mar	124	5.6	-6%	132	6.2	1%	131	5.6
April	127	5.5	17%	109	6.2	-29%	154	5.8
May	135	5.7	-11%	152	5.7	-3%	156	5.8
June	159	5.7	-2%	162	6.0	5%	154	5.8
July	106	6.0	-17%	128	6.3	-19%	158	5.7
Aug	141	6.2	11%	127	6.4	-22%	162	6.4
Sept	90	6.0	-17%	109	6.3	4%	105	6.4
Oct	96	6.2	-9%	105	6.6	-5%	111	6.5
Nov	86	6.2	25%	69	6.6	-26%	93	6.6
<b>Dec</b>	<b>105</b>	<b>6.3</b>	<b>-4%</b>	<b>109</b>	<b>6.3</b>	<b>-6%</b>	<b>116</b>	<b>6.6</b>

YTD 2016            1356  
 YTD 2015            1360            0% 2016 compared to 2015  
 YTD 2014            1557            -13% 2016 compared to 2014

	2016		2015		2014	
Cumberland	556	41%	587	43%	646	41%
Harnett	413	30%	434	32%	516	33%
Hoke	173	13%	171	13%	227	14%
Other	214	16%	168	12%	177	11%
	=====		=====		=====	
Total	1356		1360		1566	

TOTAL 2005	2417	TOTAL 2010	1557
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**  
**01/01/16 - 12/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	1	1	0.1	0%	<b>12.0</b>
125,001	150,000	8	20	1.7	2%	<b>4.8</b>
150,001	175,000	40	165	13.8	<b>14%</b>	<b>2.9</b>
175,001	200,000	80	210	17.5	<b>18%</b>	<b>4.6</b>
200,001	225,000	76	165	13.8	<b>14%</b>	<b>5.5</b>
225,001	250,000	130	208	17.3	<b>18%</b>	<b>7.5</b>
250,001	275,000	105	151	12.6	<b>13%</b>	<b>8.3</b>
275,001	300,000	51	98	8.2	9%	<b>6.2</b>
300,001	325,000	22	52	4.3	5%	<b>5.1</b>
325,001	350,000	26	34	2.8	3%	<b>9.2</b>
350,001	375,000	16	14	1.2	1%	<b>13.7</b>
375,001	400,000	12	12	1.0	1%	<b>12.0</b>
400,001	450,000	8	13	1.1	1%	<b>7.4</b>
450,001	500,000	2	5	0.4	0%	<b>4.8</b>
500,001	550,000	1	3	0.3	0%	<b>4.0</b>
550,001	600,000	0	1	0.1	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
		578	1152	96.0		<b>6.0</b>

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**Harnett County**  
01/01/16 - 12/31/16

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	10	0.8	2%	2.4
150,001	175,000	21	100	8.3	24%	2.5
175,001	200,000	31	91	7.6	22%	4.1
200,001	225,000	22	52	4.3	13%	5.1
225,001	250,000	52	66	5.5	16%	9.5
250,001	275,000	26	39	3.3	9%	8.0
275,001	300,000	13	21	1.8	5%	7.4
300,001	325,000	8	8	0.7	2%	12.0
325,001	350,000	8	9	0.8	2%	10.7
350,001	375,000	1	5	0.4	1%	2.4
375,001	400,000	2	3	0.3	1%	8.0
400,001	450,000	3	5	0.4	1%	7.2
450,001	500,000	2	2	0.2	0%	12.0
500,001	550,000	0	2	0.2	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
		191	413	34.4		5.5

**Average Sale Price = \$219,416    Avg \$/S.F. = \$93.30**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Anderson Creek Club	27	50	250k - 440k	6.5	\$122
Anderson Creek Crossing	25	26	220k - 277k	11.5	\$106
Avery Pond	11	0	230k - 285k	#DIV/0!	\$0
Carolina Lakes	7	4	265k - 500k	21.0	\$100
Coopers Creek (Harnett)	9	10	238k - 273k	10.8	\$85
Forest Oaks	7	14	163k - 210k	6.0	\$106
Oakmont	18	18	189k - 295k	12.0	\$93
Pattons Point	6	5	150k - 200k	14.4	\$101
The Colony @ Lexington	6	7	200k - 224k	10.3	\$90
The Manors @ Lexington	9	63	225k - 275k	1.7	\$88
Vandercroft	21	56	152k - 181k	4.5	\$71

**Hoke County**  
01/01/16 - 12/31/16

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	6	0.5	3%	6.0
150,001	175,000	7	15	1.3	9%	5.6
175,001	200,000	12	27	2.3	16%	5.3
200,001	225,000	9	22	1.8	13%	4.9
225,001	250,000	25	52	4.3	30%	5.8
250,001	275,000	16	33	2.8	19%	5.8
275,001	300,000	8	16	1.3	9%	6.0
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	1	0	0.0	0%	#DIV/0!
375,001	400,000	0	1	0.1	1%	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
		81	173	14.4		5.6

Average Sale Price = \$228,221    Avg \$/S.F. = \$86.22

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Bedford - Midlands	10	31	235k - 258k	1.9	\$102
Raeford	6	4	140k - 220k	9.0	\$97
The Legends	7	2	200k - 217k	21.0	\$95
Turnberry	15	19	250k - 290k	4.7	\$87
Wedgefield	21	30	218k -273k	8.4	\$85

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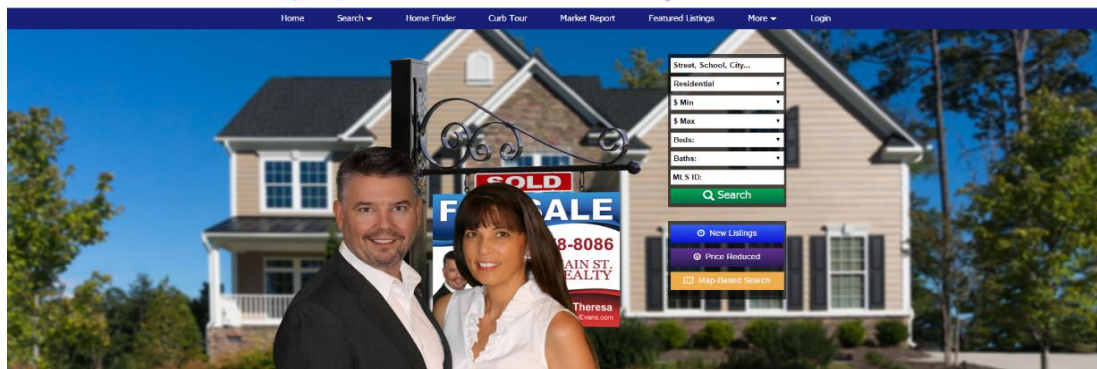
**Cumberland County**  
01/01/16 - 12/31/16

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	1	0.1	0%	12.0
125,001	150,000	3	4	0.3	1%	9.0
150,001	175,000	12	50	4.2	9%	2.9
175,001	200,000	37	92	7.7	16%	4.8
200,001	225,000	45	91	7.6	16%	5.9
225,001	250,000	53	90	7.5	16%	7.1
250,001	275,000	63	79	6.6	14%	9.6
275,001	300,000	30	61	5.1	11%	5.9
300,001	325,000	14	43	3.6	8%	3.9
325,001	350,000	18	25	2.1	4%	8.6
350,001	375,000	14	9	0.8	2%	18.7
375,001	400,000	10	8	0.7	1%	15.0
400,001	450,000	5	8	0.7	1%	7.5
450,001	500,000	0	3	0.3	1%	0.0
500,001	550,000	1	1	0.1	0%	12.0
550,001	600,000	0	1	0.1	0%	0.0
600,001	and up	0	0	0.0	0%	0.0
		306	566	47.2		6.5

Average Sale Price = **\$247,364**    Avg \$/S.F. = **\$79.27**

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## Summary of New Construction Inventory In Cumberland County School Districts

	<b>Mos. Inv. Nconst</b>	<b>% of Whole MKT</b>	<b>% of 3 Co. MKT</b>	<b>% of Cumb MKT</b>	<b>AVG Sell Price</b>	<b>AVG \$/S.F.</b>
Cape Fear	<b>7.9</b>	<b>6%</b>	<b>7%</b>	<b>14%</b>	\$233,738	\$92
Douglas Byrd	<b>0.0</b>	1%	1%	3%	\$210,716	\$96
EE Smith	<b>5.3</b>	1%	1%	2%	\$190,066	\$93
Grays Creek	<b>5.0</b>	<b>12%</b>	<b>14%</b>	<b>28%</b>	\$242,816	<b>\$90</b>
Jack Britt	<b>7.2</b>	7%	9%	<b>17%</b>	\$290,852	\$102
Pine Forest	<b>6.1</b>	5%	6%	11%	\$281,333	\$99
Seventy First	<b>8.7</b>	<b>3%</b>	<b>4%</b>	<b>8%</b>	\$207,120	\$79
South View	<b>4.1</b>	4%	<b>5%</b>	11%	\$204,109	\$85
Terry Sanford	<b>18.3</b>	2%	2%	4%	\$300,516	\$134
Westover	<b>0.0</b>	0%	0%	1%	\$170,925	\$97
Harnett Co.	<b>5.5</b>	<b>30%</b>			\$219,416	<b>\$93</b>
Hoke Co.	<b>5.6</b>	<b>13%</b>			\$228,221	<b>\$86</b>
Cumberland	<b>6.5</b>	<b>41%</b>			\$247,364	<b>\$79</b>
Whole Mkt	<b>6.2</b>					

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**Cape Fear**

**01/01/16 - 12/31/16**

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	1%	12.0
150,001	175,000	3	11	0.9	14%	3.3
175,001	200,000	11	8	0.7	10%	16.5
200,001	225,000	9	17	1.4	21%	6.4
225,001	250,000	10	20	1.7	25%	6.0
250,001	275,000	5	9	0.8	11%	6.7
275,001	300,000	8	11	0.9	14%	8.7
300,001	325,000	2	1	0.1	1%	24.0
325,001	350,000	3	0	0.0	0%	#DIV/0!
350,001	375,000	1	1	0.1	1%	12.0
375,001	400,000	0	1	0.1	1%	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
		53	81	6.8		7.9

**Average Sale Price = \$233,738    Avg \$/S.F. = \$92.35**

**Active Subdivisions**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Blakefield	9	26	200k - 260k	4.2	\$89
River Glen	11	12	195k - 290k	11.0	\$93

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**Douglas Byrd**

**01/01/16 - 12/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	0	0.0	0%	<b>0.0</b>
125,001	150,000	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	1	0.1	6%	<b>0.0</b>
175,001	200,000	0	5	0.4	31%	<b>0.0</b>
200,001	225,000	0	6	0.5	38%	<b>0.0</b>
225,001	250,000	0	4	0.3	25%	<b>0.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<b>0.0</b>
325,001	350,000	0	0	0.0	0%	<b>0.0</b>
350,001	375,000	0	0	0.0	0%	<b>0.0</b>
375,001	400,000	0	0	0.0	0%	<b>0.0</b>
400,001	450,000	0	0	0.0	0%	<b>0.0</b>
450,001	500,000	0	0	0.0	0%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
		0	16	1.3		<b>0.0</b>

**Average Sale Price = \$210,716 Avg \$/S. \$95.92**

**Active Subdivisions**

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

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**E.E. Smith****01/01/16 - 12/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	0	0.0	0%	<b>0.0</b>
125,001	150,000	0	1	0.1	11%	<b>0.0</b>
150,001	175,000	0	0	0.0	0%	<b>0.0</b>
175,001	200,000	4	6	0.5	67%	<b>8.0</b>
200,001	225,000	0	2	0.2	22%	<b>0.0</b>
225,001	250,000	0	0	0.0	0%	<b>0.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<b>0.0</b>
325,001	350,000	0	0	0.0	0%	<b>0.0</b>
350,001	375,000	0	0	0.0	0%	<b>0.0</b>
375,001	400,000	0	0	0.0	0%	<b>0.0</b>
400,001	450,000	0	0	0.0	0%	<b>0.0</b>
450,001	500,000	0	0	0.0	0%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	and up	0	0	0.0	0%	<b>0.0</b>
		4	9	0.8		<b>5.3</b>

**Average Sale Price = \$190,066 Avg \$/S. \$92.94****Active Subdivisions**

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

01/01/16 - 12/31/16

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	2	0.2	1%	0.0
150,001	175,000	2	11	0.9	7%	2.2
175,001	200,000	2	35	2.9	22%	0.7
200,001	225,000	16	20	1.7	13%	9.6
225,001	250,000	8	26	2.2	16%	3.7
250,001	275,000	26	29	2.4	18%	10.8
275,001	300,000	7	14	1.2	9%	6.0
300,001	325,000	2	8	0.7	5%	3.0
325,001	350,000	0	5	0.4	3%	0.0
350,001	375,000	2	1	0.1	1%	24.0
375,001	400,000	0	3	0.3	2%	0.0
400,001	450,000	1	3	0.3	2%	4.0
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
		66	158	13.2		5.0

**Average Sale Price = \$242,816    Avg \$/S.F. = \$90.43**

## ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Roslin Farms West	10	12	241k - 285k	10.0	\$88
The Ashlands @ Cypress	10	10	250k - 265k	12.0	\$87
The Gardens @ Cypress	6	13	219k - 227k	5.5	\$96
Village at Rockfish	15	31	175k - 283k	5.8	\$85

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**Jack Britt****01/01/16 - 12/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	0	0.0	0%	<b>0.0</b>
125,001	150,000	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	0	0.0	0%	<b>0.0</b>
175,001	200,000	1	2	0.2	2%	<b>6.0</b>
200,001	225,000	4	11	0.9	11%	<b>4.4</b>
225,001	250,000	4	10	0.8	10%	<b>4.8</b>
250,001	275,000	10	11	0.9	11%	<b>10.9</b>
275,001	300,000	8	18	1.5	18%	<b>5.3</b>
300,001	325,000	5	25	2.1	26%	<b>2.4</b>
325,001	350,000	13	14	1.2	14%	<b>11.1</b>
350,001	375,000	7	3	0.3	3%	<b>28.0</b>
375,001	400,000	5	2	0.2	2%	<b>30.0</b>
400,001	450,000	2	1	0.1	1%	<b>24.0</b>
450,001	500,000	0	1	0.1	1%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	100,000,000	0	0	0.0	0%	<b>0.0</b>
				0.0	0.0	
		59	98	8.2		<b>7.2</b>

**Average Sale Price = \$290,852    Avg \$/S.F. = \$101.76**

## ACTIVE SUBDIVISIONS

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Gates Four	6	6	330k - 440k	<b>12.0</b>	<b>\$129</b>
George Town Estates	8	3	242k - 304k	<b>32.0</b>	<b>\$104</b>
Legacy @ Traemoor	8	2	316k - 379k	<b>48.0</b>	<b>\$109</b>
The Preserve @ Lake Up	12	10	280k - 390k	<b>14.4</b>	<b>\$116</b>
Westhaven	9	24	295k - 356k	<b>4.5</b>	<b>\$97</b>

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**Pine Forest**

**01/01/16 - 12/31/16**

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	1	0.1	2%	0.0
175,001	200,000	0	3	0.3	5%	0.0
200,001	225,000	3	6	0.5	9%	6.0
225,001	250,000	8	10	0.8	15%	9.6
250,001	275,000	13	13	1.1	20%	12.0
275,001	300,000	6	16	1.3	25%	4.5
300,001	325,000	2	8	0.7	12%	3.0
325,001	350,000	0	2	0.2	3%	0.0
350,001	375,000	0	2	0.2	3%	0.0
375,001	400,000	0	1	0.1	2%	0.0
400,001	450,000	1	2	0.2	3%	6.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	0	1	0.1	2%	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	65	5.4		6.1

**Average Sale Price = \$281,333    Avg \$/S.F. = \$98.93**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Cottages @ North Ramsey	7	8	220k - 306k	10.5	\$145
Kings Grant II	7	0	223k - 240k	#DIV/0!	\$0
Liberty Hill	6	35	260k - 315k	2.1	\$89

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**Seventy First**

**01/01/16 - 12/31/16**

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	2	0	0.0	0%	#DIV/0!
150,001	175,000	4	4	0.3	9%	12.0
175,001	200,000	12	18	1.5	38%	8.0
200,001	225,000	10	18	1.5	38%	6.7
225,001	250,000	5	4	0.3	9%	15.0
250,001	275,000	0	3	0.3	6%	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
		34	47	3.9		8.7

**Average Sale Price = \$207,120    Avg \$/S.F. = \$79.13**

**ACTIVE SUBDIVISIONS**

	Actives	Closed	Price Range	Mos Inv.	\$/S.F.
Heathcliff @ Westpoint	8	7	213k - 226k	13.7	\$71
Little River Farms	7	10	160k - 185k	8.4	\$72
West Park Place	8	7	170k - 194k	13.7	\$108

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**South View**

**01/01/16 - 12/31/16**

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	1	19	1.6	31%	0.6
175,001	200,000	1	11	0.9	18%	1.1
200,001	225,000	3	9	0.8	15%	4.0
225,001	250,000	9	14	1.2	23%	7.7
250,001	275,000	6	8	0.7	13%	9.0
275,001	300,000	1	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

21                      61                      5.1                      4.1

**Average Sale Price = \$204,109    Avg \$/S.F.    \$84.57**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Valley End	10	26	225k - 263k	4.6	\$83

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**Terry Sanford**

**01/01/16 - 12/31/16**

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	3	3	0.3	14%	0.0
175,001	200,000	5	1	0.1	5%	60.0
200,001	225,000	0	1	0.1	5%	0.0
225,001	250,000	5	1	0.1	5%	60.0
250,001	275,000	3	4	0.3	19%	9.0
275,001	300,000	0	2	0.2	10%	0.0
300,001	325,000	3	1	0.1	5%	36.0
325,001	350,000	2	2	0.2	10%	12.0
350,001	375,000	4	2	0.2	10%	24.0
375,001	400,000	5	1	0.1	5%	60.0
400,001	450,000	1	2	0.2	10%	6.0
450,001	500,000	0	0	0.0	0%	0.0
500,001	550,000	1	0	0.0	0%	#DIV/0!
550,001	600,000	0	1	0.1	5%	0.0
600,001	1,875,000	0	0	0.0	0%	0.0
				0.0	0.0	
		32	21	1.8		18.3

**Average Sale Price = \$300,516    Avg \$/S.    \$134.29**

**ACTIVE SUBDIVISIONS**

	Active	Closed	Price Range	Mos Inv.	\$/S.F.
Haymount	10	6	240k - 550k	20.0	\$122
Parkview	11	4	242k - 399k	33.0	\$179
Villas @ Lockwood Park	8	0	170k - 180k	#DIV/0!	\$0

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**Westover****01/01/16 - 12/31/16**

Price	Range	# Active	# Closed last 12mo	#Closed per month	% of Market	Months Supply
75,000	100,000	0	0	0.0	0%	<b>0.0</b>
100,001	125,000	0	1	0.1	25%	<b>0.0</b>
125,001	150,000	0	0	0.0	0%	<b>0.0</b>
150,001	175,000	0	0	0.0	0%	<b>0.0</b>
175,001	200,000	0	3	0.3	75%	<b>0.0</b>
200,001	225,000	0	0	0.0	0%	<b>0.0</b>
225,001	250,000	0	0	0.0	0%	<b>0.0</b>
250,001	275,000	0	0	0.0	0%	<b>0.0</b>
275,001	300,000	0	0	0.0	0%	<b>0.0</b>
300,001	325,000	0	0	0.0	0%	<b>0.0</b>
325,001	350,000	0	0	0.0	0%	<b>0.0</b>
350,001	375,000	0	0	0.0	0%	<b>0.0</b>
375,001	400,000	0	0	0.0	0%	<b>0.0</b>
400,001	450,000	0	0	0.0	0%	<b>0.0</b>
450,001	500,000	0	0	0.0	0%	<b>0.0</b>
500,001	550,000	0	0	0.0	0%	<b>0.0</b>
550,001	600,000	0	0	0.0	0%	<b>0.0</b>
600,001	and up	0	0	0.0	0%	<b>0.0</b>
		0	4	0.3		<b>0.0</b>

**Average Sale Price = \$170,925    Avg \$/S.    \$96.55**

**ACTIVE SUBDIVISIONS**

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

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**New Construction Numbers 2016**

		<b>1 Yr. % chg</b>
Total Closed	1,364	0%
average price	\$237,948	7.70%
average s.f.	2,523	0.16%
average \$/s.f.	\$94.32	2.88%
median price	\$233,790	3.95%
median s.f.	2434	-1.36%
median \$/s.f.	\$94.78	3.69%

**Existing Numbers 2016**

		<b>1 Yr. % chg</b>
Total Closed	6,269	9.69%
average price	\$142,911	7.30%
average s.f.	1,835	0.99%
average \$/s.f.	\$77.87	6.16%
average DOM	94	
median price	\$135,000	8.87%
median s.f.	1,695	0.12%
median \$/s.f.	\$79.13	6.95%
median DOM	59	

**Top Half DOM**

<u>Avg S.F.</u>	<u>DOM</u>	<u>Avg Price</u>	<u>\$/S.F</u>
1780	23	\$135,196	\$75.93

**Bottom Half DOM**

<u>Avg S.F.</u>	<u>DOM</u>	<u>Avg Price</u>	<u>\$/S.F</u>
1879	165	\$147,461	\$78.48

## 2016 New Construction Numbers by County

### Cumberland County

		<u>1yr. % chg.</u>
Total Closed	566	-3.6%
average price	\$247,364	4.1%
average s.f.	2,634	2.3%
average \$/s.f.	\$93.30	1.2%
median price	\$283,900	23.5%
median s.f.	2552	1.3%
median \$/s.f.	\$93.09	2.3%

### Harnett County

Total Closed	413	-4.8%
average price	\$219,416	0.9%
average s.f.	2,352	-2.2%
average \$/s.f.	\$93.30	3.2%
median price	\$203,400	-0.2%
median s.f.	2309	-1.8%
median \$/s.f.	\$96.57	4.6%

### Hoke County

Total Closed	173	1.2%
average price	\$228,221	5.2%
average s.f.	2,485	0.2%
average \$/s.f.	\$91.83	5.1%
median price	\$236,900	7.7%
median s.f.	2407	1.9%
median \$/s.f.	\$93.18	6.0%

## 2016 Existing Residential Numbers by County

### Cumberland County

		<u>1yr. %Chg.</u>
Total Closed	3,402	17.3%
average price	\$129,153	7.0%
average s.f.	1,756	1.4%
average \$/s.f.	\$73.57	5.5%
median price	\$118,000	7.4%
median S.F.	1615	0.8%
median \$/s.f.	\$73.80	6.6%

### Harnett County

Total Closed	788	3.5%
average price	\$161,222	3.8%
average s.f.	1,978	-0.4%
average \$/s.f.	\$81.50	4.3%
median price	\$161,900	3.5%
median S.F.	1921	-1.1%
median \$/s.f.	\$84.29	3.3%

### Hoke County

Total Closed	614	17.4%
average price	\$144,234	7.9%
average s.f.	1,795	0.8%
average \$/s.f.	\$80.34	7.0%
median price	\$144,900	7.3%
median S.F.	1707	2.9%
median \$/s.f.	\$90.51	13.2%

**Sales Trend New Construction December 2016**

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Dec	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	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	1	0	3	1	0	0	1	0	0	0	1	1	8	0.98%	0.59%
\$140,000 - \$159,999	9	2	8	4	6	10	9	5	8	4	3	6	74	5.88%	5.45%
\$160,000 - \$179,999	15	20	15	18	17	24	12	16	15	12	5	12	181	11.76%	13.32%
\$180,000 - \$199,999	13	13	20	10	13	20	8	18	10	10	8	8	151	7.84%	11.11%
\$200,000 - \$249,999	31	35	35	46	37	56	36	43	31	40	25	35	450	34.31%	33.11%
\$250,000 - \$299,999	13	18	33	30	41	34	30	31	20	17	29	21	317	20.59%	23.33%
\$300,000 - \$349,999	5	6	7	16	15	8	7	18	8	9	9	12	120	11.76%	8.83%
\$350,000 - \$399,999	0	2	3	1	4	4	2	9	0	3	1	6	35	5.88%	2.58%
\$400,000 - \$499,999	2	1	1	2	2	2	2	1	1	0	4	1	19	0.98%	1.40%
\$500,000 - \$599,999	1	0	0	0	0	1	0	0	0	1	1	0	4	0.00%	0.29%
\$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	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%
<b>Current Year Total</b>	<b>90</b>	<b>97</b>	<b>125</b>	<b>128</b>	<b>135</b>	<b>159</b>	<b>107</b>	<b>141</b>	<b>93</b>	<b>96</b>	<b>86</b>	<b>102</b>	<b>1,359</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Prior Year Total</b>	<b>85</b>	<b>73</b>	<b>132</b>	<b>109</b>	<b>152</b>	<b>162</b>	<b>128</b>	<b>127</b>	<b>109</b>	<b>106</b>	<b>69</b>	<b>110</b>	<b>1,362</b>		
<b>% Change</b>	<b>6%</b>	<b>33%</b>	<b>-5%</b>	<b>17%</b>	<b>-11%</b>	<b>-2%</b>	<b>-16%</b>	<b>11%</b>	<b>-15%</b>	<b>-9%</b>	<b>25%</b>	<b>-7%</b>	<b>-0%</b>		
<b>Current YTD</b>	<b>90</b>	<b>187</b>	<b>312</b>	<b>440</b>	<b>575</b>	<b>734</b>	<b>841</b>	<b>982</b>	<b>1,075</b>	<b>1,171</b>	<b>1,257</b>	<b>1,359</b>			
<b>Prior YTD</b>	<b>85</b>	<b>158</b>	<b>290</b>	<b>399</b>	<b>551</b>	<b>713</b>	<b>841</b>	<b>968</b>	<b>1,077</b>	<b>1,183</b>	<b>1,252</b>	<b>1,362</b>			
<b>% Change YTD</b>	<b>6%</b>	<b>18%</b>	<b>8%</b>	<b>10%</b>	<b>4%</b>	<b>3%</b>	<b>0%</b>	<b>1%</b>	<b>-0%</b>	<b>-1%</b>	<b>0%</b>	<b>-0%</b>			

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Appreciation Factors for New Construction 2016								
							1 Year	
	2011	2012	2013	2014	2015	2016	% chg	
Avg. Price	\$207,435	\$210,487	\$221,524	\$223,305	\$220,934	\$237,948	7.70%	
Avg. S. F.	2,293	2,396	2,482	2495	2519	2523	0.16%	
Avg. \$/S.F	\$90.46	\$87.69	\$89.25	\$89.32	\$91.68	\$94.32	2.88%	
Median Price	\$199,900	\$204,000	\$212,400	\$216,000	\$224,900	\$233,790	3.95%	
Median S.F.	2,195	2,329	2,378	2,409	2,465	2,434	-1.26%	
Median \$/S.F	\$91.86	\$88.64	\$89.44	\$89.48	\$91.41	\$94.78	3.69%	
Total Closed	2,030	1,979	1,815	1,568	1,361	1,364	0.22%	

Data was pulled from the MLS Jan 15 2017

Appreciation Factors for New Construction 2013 - 2016								
							4 Year	
	2011	2012	2013	2014	2015	2016	% chg	
Avg. Price	\$207,435	\$210,487	\$221,524	\$223,305	\$220,934	\$237,948	7.41%	
Avg. S. F.	2,293	2,396	2,482	2495	2519	2523	1.65%	
Avg. \$/S.F	\$90.46	\$87.69	\$89.25	\$89.32	\$91.68	\$94.32	5.68%	
Median Price	\$199,900	\$204,000	\$212,400	\$216,000	\$224,900	\$233,790	10.07%	
Median S.F.	2,195	2,329	2,378	2,409	2,465	2,434	2.35%	
Median \$/S.F	\$91.86	\$88.64	\$89.44	\$89.48	\$91.41	\$94.78	5.97%	
Total Closed	2,030	1,979	1,815	1,568	1,361	1,364	-24.85%	

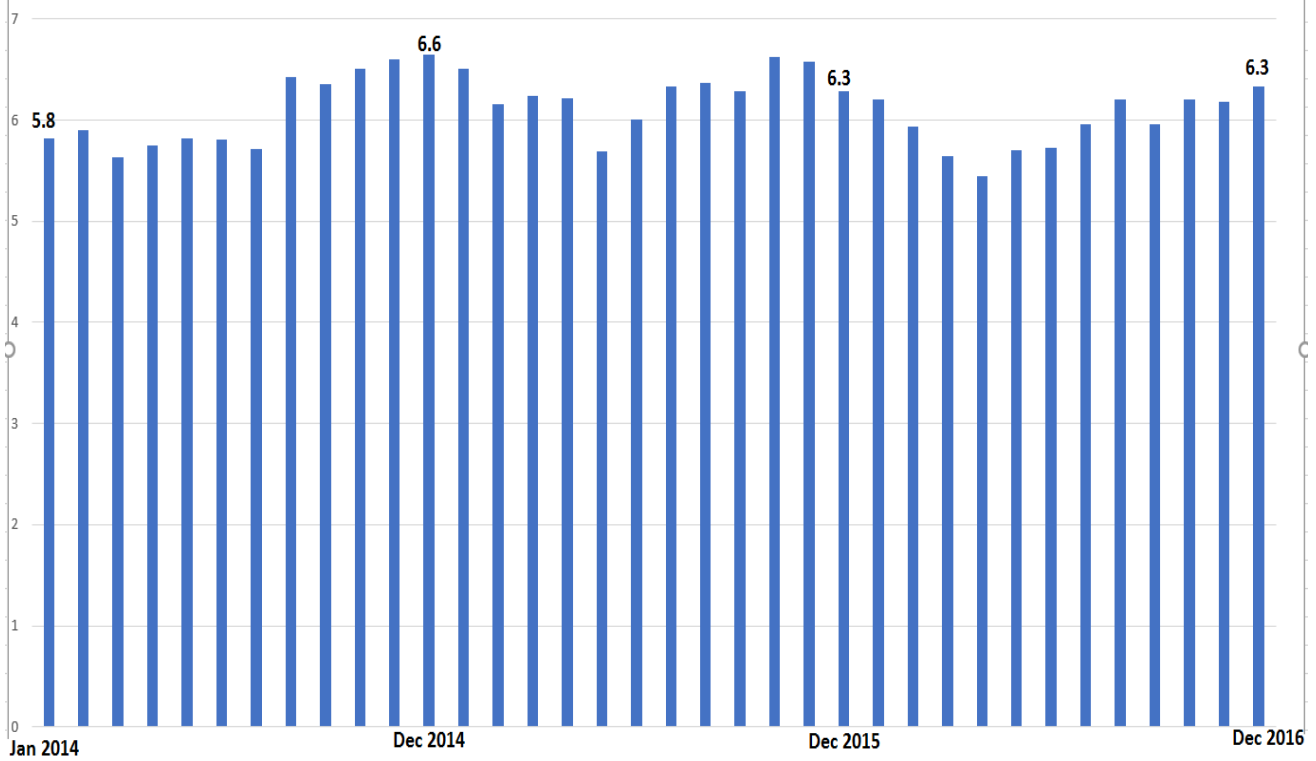
Data was pulled from the MLS Jan 15 2017

Appreciation Factors for New Construction 2015								
							1 Year	
	2011	2012	2013	2014	2015		% chg	
Avg. Price	\$207,435	\$210,487	\$221,524	\$223,305	\$220,934		-1.06%	
Avg. S. F.	2,293	2,396	2,482	2495	2519		0.96%	
Avg. \$/S.F	\$90.46	\$87.69	\$89.25	\$89.32	\$91.68		2.64%	
Median Price	\$199,900	\$204,000	\$212,400	\$216,000	\$224,900		4.12%	
Median S.F.	2,195	2,329	2,378	2,409	2,465		2.32%	
Median \$/S.F	\$91.86	\$88.64	\$89.44	\$89.48	\$91.41		2.16%	
Total Closed	2,030	1,979	1,815	1,568	1,361		-13.20%	

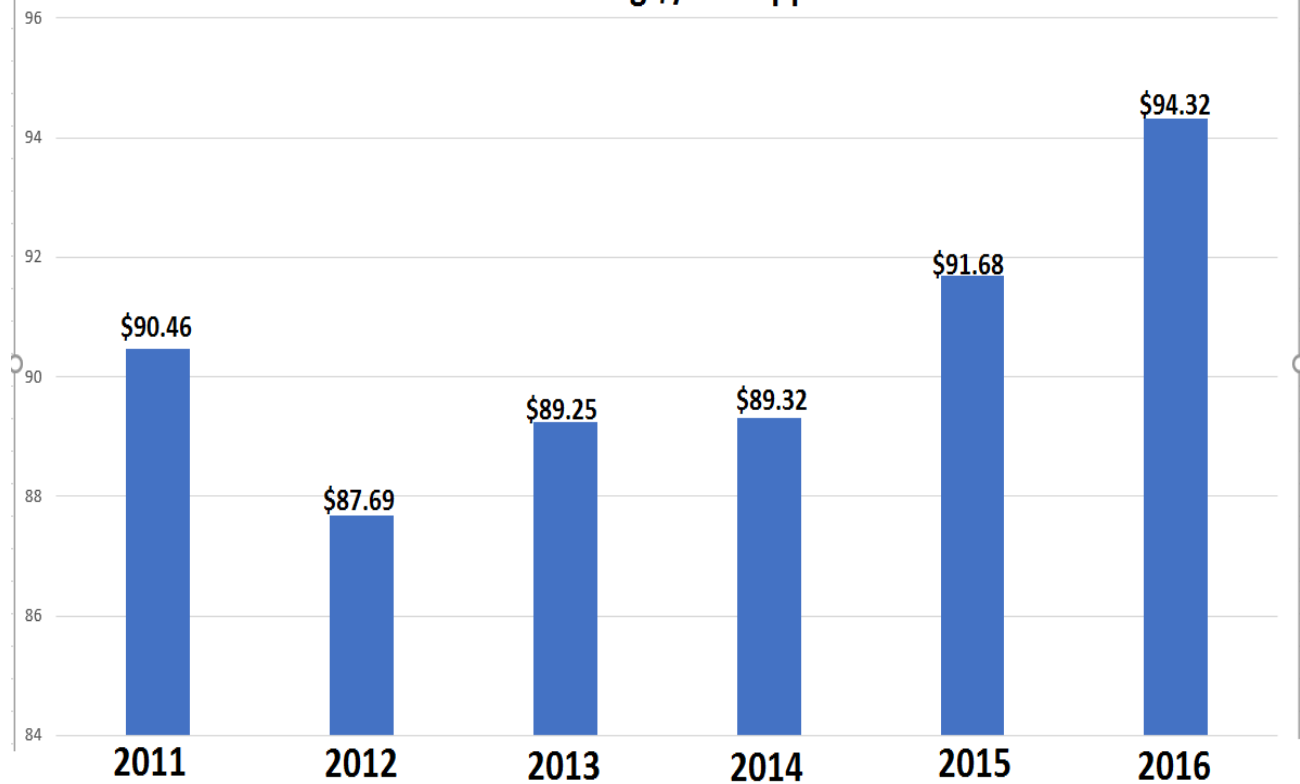
Data was pulled from the MLS Jan 18 2016



### New Construction Inventory Levels 2014 - 2016



### New Construction Avg \$/S.F. Appreciation



**Dec 1, 2015 to November 30, 2016 Whole MKT Existing Home Absorption Rates**

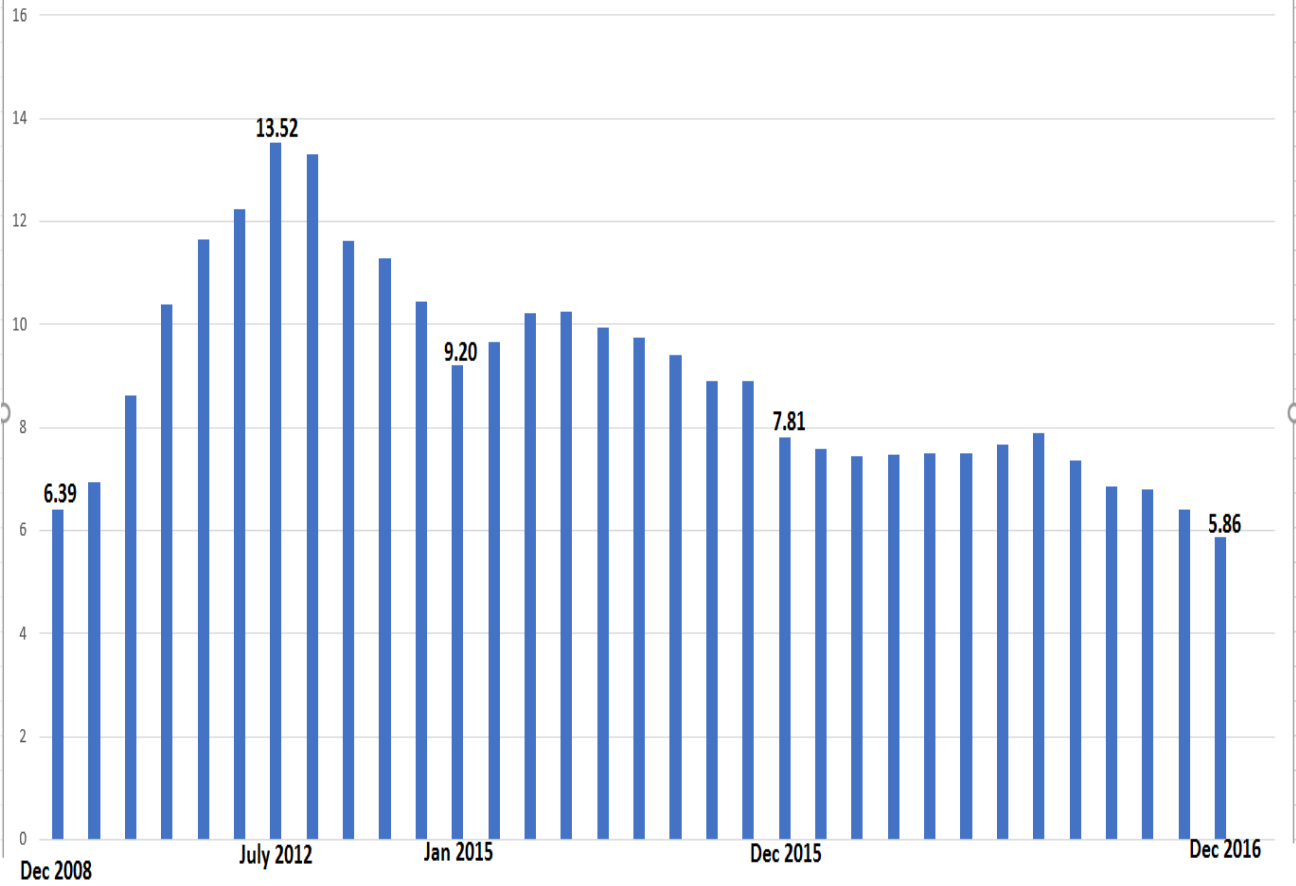
443 closed in December 2016

% of MKT

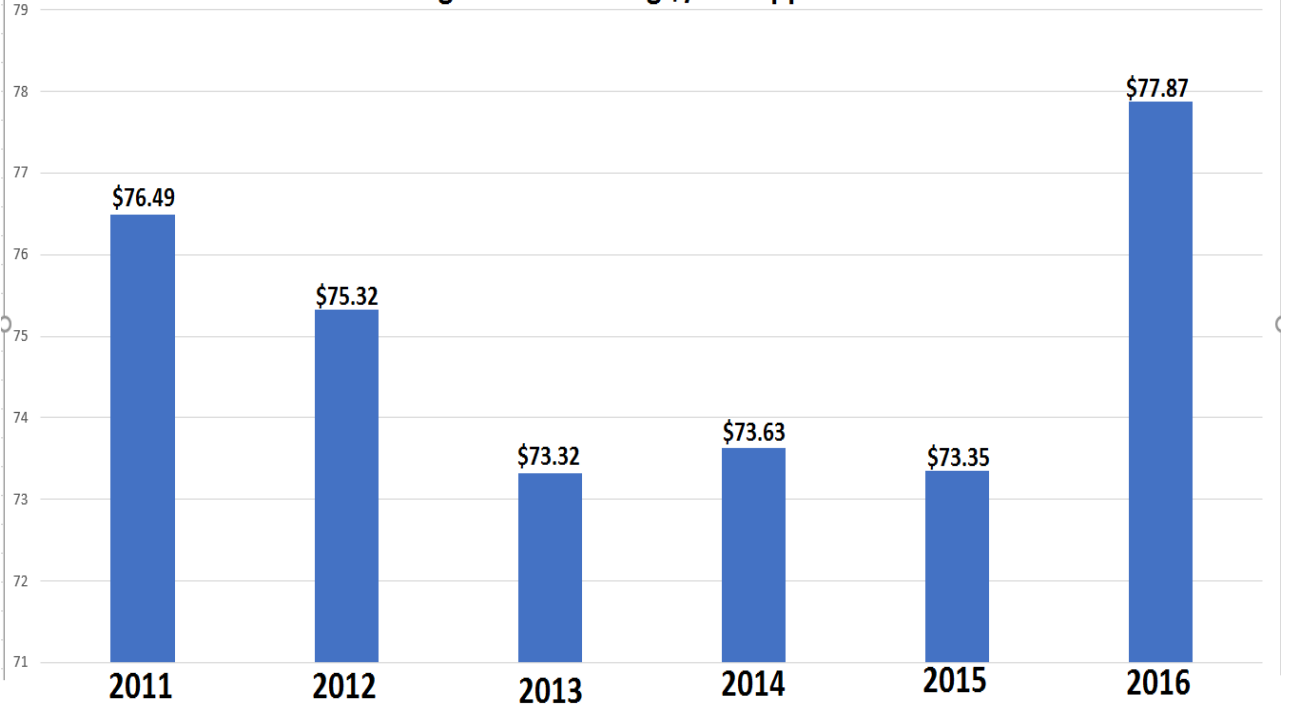
Price Range	# Active	# Closed	Closed/Month	Mos. Supply
<74,999	518	1,411	119.75	4.78
\$75,000-\$99,999	441	680	54.00	8.70
\$100,000-\$124,999	369	700	57.42	6.71
\$125,000-\$149,999	355	835	68.75	5.66
\$150,000-\$174,999	259	778	64.83	4.52
\$175,000-\$199,999	241	559	47.08	6.01
\$200,000-\$224,999	118	391	33.08	4.26
\$225,000-\$249,999	192	285	24.33	8.38
\$250,000-\$299,999	207	341	28.33	7.76
\$300,000-\$349,999	101	140	11.33	9.88
\$350,000-\$399,999	89	61	5.17	16.26
\$400,000-\$499,999	74	48	3.92	20.43
\$500,000-\$749,999	56	22	1.83	32.18
\$750,000-\$999,999	19	2	0.17	108.00
\$1,000,000 and up	13	2	0.17	96.00
<b>Totals</b>	<b>3,052</b>	<b>6,255</b>	<b>521.25</b>	<b>5.86</b>

<b><u>November 30, 2016 Existing Absorption</u></b>	419 closed	was	<b>6.39</b>
<b><u>October 31, 2016 Existing Absorption</u></b>	408 closed	was	<b>6.80</b>
<b><u>September 30, 2016 Existing Absorption</u></b>	527 closed	was	<b>6.86</b>
<b><u>August 31, 2016 Existing Absorption</u></b>	638 closed	was	<b>7.37</b>
<b><u>July 31, 2016 Existing Absorption</u></b>	560 Closed	was	<b>7.88</b>
<b><u>June 30, 2016 Existing Absorption</u></b>	562 closed	was	<b>7.67</b>
<b><u>May 31, 2016 Existing Absorption</u></b>	527 closed	was	<b>7.50</b>
<b><u>April 30, 2016 Existing Absorption</u></b>	469 closed	was	<b>7.50</b>
<b><u>March 31, 2016 Existing Absorption</u></b>	481 closed	was	<b>7.47</b>
<b><u>February 29, 2016 Existing Absorption</u></b>	385 closed	was	<b>7.45</b>
<b><u>January 31 2016 Existing Absorption</u></b>	327 closed	was	<b>7.57</b>
<b><u>December 31 2015 Existing Absorption</u></b>	382 closed	was	<b>7.81</b>
<b><u>November 30 2015 Existing Absorption</u></b>	362 closed	was	<b>8.91</b>
<b><u>October 31 2015 Existing Absorption</u></b>	430 closed	was	<b>8.91</b>
<b><u>September 30 2015 Existing Absorption</u></b>	437 closed	was	<b>9.40</b>
<b><u>Aug 31 2015 Existing Home Absorption Rates</u></b>	510 closed	was	<b>9.74</b>
<b><u>July 31 2015 Existing Home Absorption Rates</u></b>	525 closed	was	<b>9.93</b>
<b><u>June 30 2015 Existing Home Absorption Rates</u></b>	442 closed	was	<b>10.3</b>
<b><u>May 31 2015 Existing Home Absorption Rates</u></b>	418 closed	was	<b>10.2</b>
<b><u>March 31 2015 Existing Home Absorption Rates</u></b>	385 closed	was	<b>9.67</b>
<b><u>January 31 2015 Existing Home Absorption Rates</u></b>	265 closed	was	<b>9.20</b>
<b><u>September 30, 2014 Existing Home Absorption Rates</u></b>	365 closed	was	<b>10.44</b>
<b><u>Sep 30, 2013 Existing Home Absorption Rates</u></b>	359 closed	was	<b>11.28</b>
<b><u>December 31, 2012 Existing Home Absorption Rates</u></b>	228 closed	was	<b>11.61</b>
<b><u>September 30, 2012 Existing Home Absorption Rates</u></b>	229 closed	was	<b>13.29</b>
<b><u>July 31, 2012 Existing Home Absorption Rates</u></b>	252 closed	was	<b>13.52</b>
<b><u>March 31, 2012 Existing Home Absorption Rates</u></b>	231 closed	was	<b>12.23</b>
<b><u>Sep 30, 2011 Existing Home Absorption Rates</u></b>	266 closed	was	<b>11.64</b>
<b><u>Dec 31, 2010 Existing Home Absorption Rates</u></b>	301 closed	was	<b>10.39</b>
<b><u>Dec 31, 2009 Existing Home Absorption Rates</u></b>	274 closed	was	<b>8.61</b>
<b><u>March 31, 2009 Existing Home Absorption Rates</u></b>	329 closed	was	<b>6.95</b>
<b><u>Dec 31, 2008 Existing Home Absorption Rates</u></b>	296 closed	was	<b>6.39</b>

### Existing Residential Months of Inventory 2008 - 2016



### Existing Residential Avg \$/S.F. Appreciation



### Sales Trend Existing Residential December 2016

Price Ranges	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total	Percent Dec	Percent YTD
\$1 - \$49,999	72	73	98	90	85	62	53	73	62	46	58	53	825	12.47%	13.23%
\$50,000 - \$59,999	14	25	22	23	19	22	22	19	11	7	10	14	208	3.29%	3.33%
\$60,000 - \$69,999	15	19	21	16	23	30	24	17	26	25	19	17	252	4.00%	4.04%
\$70,000 - \$79,999	10	21	19	24	26	25	23	30	15	24	15	32	264	7.53%	4.23%
\$80,000 - \$89,999	20	19	20	27	28	29	31	32	20	19	18	21	284	4.94%	4.55%
\$90,000 - \$99,999	16	17	22	24	16	26	20	21	28	16	25	20	251	4.71%	4.02%
\$100,000 - \$119,999	30	41	61	59	55	49	50	52	50	32	46	41	566	9.65%	9.07%
\$120,000 - \$139,999	35	29	58	60	60	64	77	65	51	39	42	53	633	12.47%	10.15%
\$140,000 - \$159,999	41	51	60	50	78	79	51	59	64	48	31	45	657	10.59%	10.53%
\$160,000 - \$179,999	39	36	52	46	60	64	46	63	50	39	51	40	586	9.41%	9.40%
\$180,000 - \$199,999	24	35	30	37	35	59	35	49	43	31	30	16	424	3.76%	6.80%
\$200,000 - \$249,999	36	39	56	46	68	72	73	84	63	52	42	42	673	9.88%	10.79%
\$250,000 - \$299,999	19	20	29	22	28	47	37	49	29	19	24	16	339	3.76%	5.44%
\$300,000 - \$349,999	7	17	5	7	17	13	13	16	14	11	12	8	140	1.88%	2.24%
\$350,000 - \$399,999	2	5	4	4	6	7	7	8	5	6	4	3	61	0.71%	0.98%
\$400,000 - \$499,999	1	2	3	7	2	6	6	6	6	5	1	3	48	0.71%	0.77%
\$500,000 - \$599,999	0	1	2	1	0	1	2	0	1	0	0	1	9	0.24%	0.14%
\$600,000 - \$699,999	0	1	2	0	0	1	2	1	1	0	2	0	10	0.00%	0.16%
\$700,000 - \$799,999	0	0	0	0	1	0	0	1	0	0	1	0	3	0.00%	0.05%
\$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	1	0	0	0	1	0	2	0.00%	0.03%
\$1,000,000 - and over	0	1	0	0	0	0	1	0	0	0	0	0	2	0.00%	0.03%
<b>Current Year Total</b>	<b>381</b>	<b>452</b>	<b>564</b>	<b>543</b>	<b>607</b>	<b>656</b>	<b>574</b>	<b>645</b>	<b>539</b>	<b>419</b>	<b>432</b>	<b>425</b>	<b>6,237</b>	<b>100.00%</b>	<b>100.00%</b>
<b>Prior Year Total</b>	<b>309</b>	<b>356</b>	<b>451</b>	<b>457</b>	<b>500</b>	<b>543</b>	<b>631</b>	<b>587</b>	<b>504</b>	<b>498</b>	<b>418</b>	<b>461</b>	<b>5,715</b>		
<b>% Change</b>	<b>23%</b>	<b>27%</b>	<b>25%</b>	<b>19%</b>	<b>21%</b>	<b>21%</b>	<b>-9%</b>	<b>10%</b>	<b>7%</b>	<b>-16%</b>	<b>3%</b>	<b>-8%</b>	<b>9%</b>		
<b>Current YTD</b>	<b>381</b>	<b>833</b>	<b>1,397</b>	<b>1,940</b>	<b>2,547</b>	<b>3,203</b>	<b>3,777</b>	<b>4,422</b>	<b>4,961</b>	<b>5,380</b>	<b>5,812</b>	<b>6,237</b>			
<b>Prior YTD</b>	<b>309</b>	<b>665</b>	<b>1,116</b>	<b>1,573</b>	<b>2,073</b>	<b>2,616</b>	<b>3,247</b>	<b>3,834</b>	<b>4,338</b>	<b>4,836</b>	<b>5,254</b>	<b>5,715</b>			
<b>% Change YTD</b>	<b>23%</b>	<b>25%</b>	<b>25%</b>	<b>23%</b>	<b>23%</b>	<b>22%</b>	<b>16%</b>	<b>15%</b>	<b>14%</b>	<b>11%</b>	<b>11%</b>	<b>9%</b>			

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Appreciation Factors for Existing 2016							
	2011	2012	2013	2014	2015	2016	1 Year % chg
<b>Avg. Price</b>	\$133,076	\$138,981	\$129,698	\$135,465	\$133,251	\$142,977	7.30%
<b>Avg. S. F.</b>	1,740	1,769	1,769	1,775	1,817	1,835	0.99%
<b>Avg. \$/S.F.</b>	\$76.49	\$75.32	\$73.32	\$73.63	\$73.35	\$77.87	6.16%
<b>Median Price</b>	\$124,900	\$122,000	\$119,900	\$117,000	\$124,000	\$135,000	8.87%
<b>Median S.F.</b>	1,622	1,633	1,647	1,636	1,693	1,695	0.12%
<b>Median \$/S.F.</b>	\$79.19	\$75.61	\$74.25	\$73.08	\$73.99	\$79.13	6.95%
<b>Total Closed</b>	4,431	4,125	4,703	5,314	5,715	6,269	9.69%

\*Data was pulled out of MLS on Jan 17 2017

Appreciation Factors for Existing 2013 - 2016							
	2011	2012	2013	2014	2015	2016	4 Years % chg
<b>Avg. Price</b>	\$133,076	\$138,981	\$129,698	\$135,465	\$133,251	\$142,977	10.24%
<b>Avg. S. F.</b>	1,740	1,769	1,769	1,775	1,817	1,835	3.73%
<b>Avg. \$/S.F.</b>	\$76.49	\$75.32	\$73.32	\$73.63	\$73.35	\$77.87	6.21%
<b>Median Price</b>	\$124,900	\$122,000	\$119,900	\$117,000	\$124,000	\$135,000	12.59%
<b>Median S.F.</b>	1,622	1,633	1,647	1,636	1,693	1,695	2.91%
<b>Median \$/S.F.</b>	\$79.19	\$75.61	\$74.25	\$73.08	\$73.99	\$79.13	6.57%
<b>Total Closed</b>	4,431	4,125	4,703	5,314	5,715	6,269	33.30%

\*Data was pulled out of MLS on Jan 15 2017

Appreciation Factors for Existing 2015							
	2011	2012	2013	2014	2015	1 Year % chg	
<b>Avg. Price</b>	\$133,076	\$138,981	\$129,698	\$135,465	\$133,251	-1.63%	
<b>Avg. S. F.</b>	1,740	1,769	1,769	1,775	1,817	2.37%	
<b>Avg. \$/S.F.</b>	\$76.49	\$75.32	\$73.32	\$73.63	\$73.35	-0.38%	
<b>Median Price</b>	\$124,900	\$122,000	\$119,900	\$117,000	\$124,000	5.98%	
<b>Median S.F.</b>	1,622	1,633	1,647	1,636	1,693	3.48%	
<b>Median \$/S.F.</b>	\$79.19	\$75.61	\$74.25	\$73.08	\$73.99	1.25%	
<b>Total Closed</b>	4,431	4,125	4,703	5,314	5,715	7.55%	

\*Data was pulled out of MLS on Jan 18 2017

## SUMMARY OF SALES 2016

### New Construction Homes Sales 2013-2016 By County

County	New 2013	New 2014	New 2015	New 2016	Percentage Chg 1 Year
Whole MKT	1817	1572	1362	1364	0.1%
Cumberland	788	653	588	566	-4%
Harnett	575	523	434	413	-5%
Hoke	298	228	171	173	1%

### Existing Homes Sales 2012-2016 By County

County	Existing 2013	Existing 2014	Existing 2015	Existing 2016	Percentage Chg 1 Year
Whole MKT	4,703	5,314	5,715	6,269	9.7%
Cumberland	2472	2706	2924	3402	16%
Harnett	492	655	766	788	3%
Hoke	340	428	526	614	17%

### Total Of All New Construction & Existing Homes Sales 2013-2016 By County

County	All Sales 2013	All Sales 2014	All Sales 2015	All Sales 2016	Percentage Chg 1 Year
Whole MKT	6,520	6,886	7,077	7,633	7.9%
Cumberland	3,260	3,359	3,512	3,968	13%
Harnett	1,067	1,178	1,200	1,201	0%
Hoke	638	656	697	787	13%

## Year to Date Foreclosures 2016

### Fayetteville Regional Association of REALTORS

Residential Monthly Sales  
December and January through December 2016

As of  
1/14/2017

	<b>Total</b>	<b>% r/s : n/c</b>	<b>Foreclosure</b>	<b>% of total</b>	<b>Short Sale</b>	<b>% of total</b>
<b>ACTIVE:</b>						
resale	3052	81.15%	163	5.34%	78	2.56%
new const	709	18.85%	0	0.00%	0	0.00%
total	3761		163		78	

<b>PENDING:</b>						
resale	774	80.88%	141	18.22%	17	2.20%
new const	183	19.12%	0	0.00%	0	0.00%
total	957		141		17	

#### **CLOSED: December Only**

resale	442	80.51%	86	19.46%	8	1.81%
new const	107	19.49%	0	0.00%	0	0.00%
total	549		86		8	

#### **CLOSED: January through December 2016**

resale	6268	82.13%	1052	16.78%	76	1.21%
new const	1364	17.87%	0	0.00%	0	0.00%
total	7632		1052		76	

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**Year to Year Comparison of Foreclosures**

**Fayetteville Regional Association of REALTORS**

Residential Yearly Sales- EOY 2011, 2012, 2013, 2014, 2015 and 2016

	<b>Total</b>	<b>% r/s : n/c</b>	 <b>Foreclosure</b>	<b>% of total</b>	<b>Short Sale</b>	<b>% of total</b>
<b>2011</b>						
resale	3429	62.81%	647	18.87%	47	1.37%
new const	2030	37.19%	3	0.15%	2	0.10%
<b>total</b>	<b>5459</b>		<b>650</b>		<b>49</b>	
<b>2012</b>						
resale	3173	61.59%	716	22.57%	55	1.73%
new const	1979	38.41%	0	0.00%	3	0.15%
<b>total</b>	<b>5152</b>		<b>716</b>		<b>58</b>	
<b>2013</b>						
resale	3840	67.90%	1045	27.21%	51	1.33%
new const	1815	32.10%	1	0.06%	0	0.00%
<b>total</b>	<b>5655</b>		<b>1046</b>		<b>51</b>	
<b>2014</b>						
resale	4398	73.97%	1251	 28.44%	51	1.16%
new const	1548	26.03%	0	0.00%	0	0.00%
<b>total</b>	<b>5946</b>		<b>1251</b>		<b>51</b>	
<b>2015</b>						
resale	4884	78.22%	1192	24.41%	58	1.19%
new const	1360	21.78%	0	0.00%	0	0.00%
<b>total</b>	<b>6244</b>		<b>1192</b>		<b>58</b>	
<b>2016</b>						
resale	6268	 82.13%	1052	 16.78%	76	1.21%
new const	1364	 17.87%	0	0.00%	0	0.00%
<b>total</b>	<b>7632</b>		<b>1052</b>		<b>76</b>	

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