

North Carolina Appraisal Institute

May 9, 2017

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Market Opportunity Research Enterprises®

P.O. Box 8287

Rocky Mount, NC 27804-1287

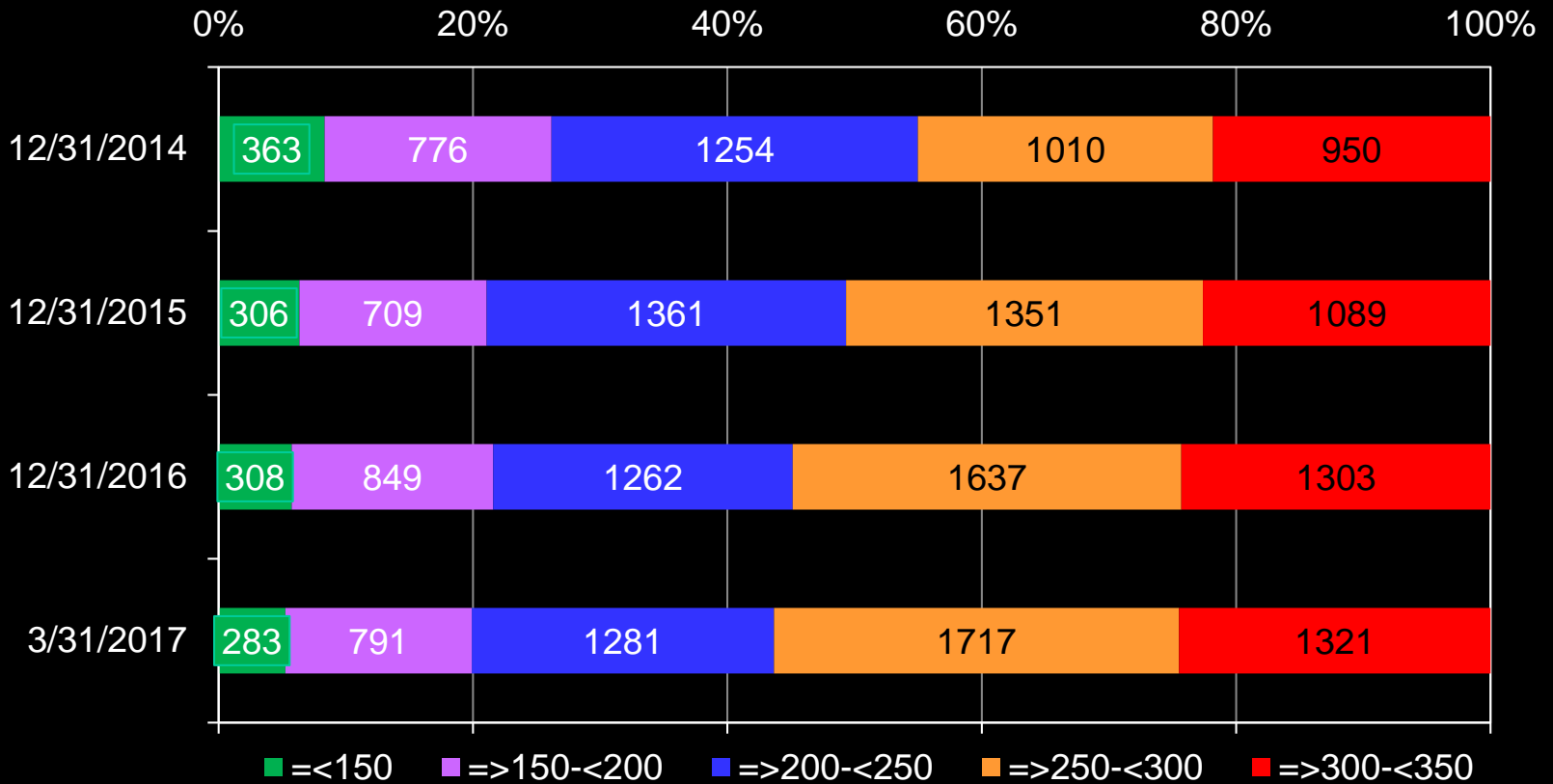
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New SFD Price Range Analysis < \$350,000

Research Triangle Area, North Carolina

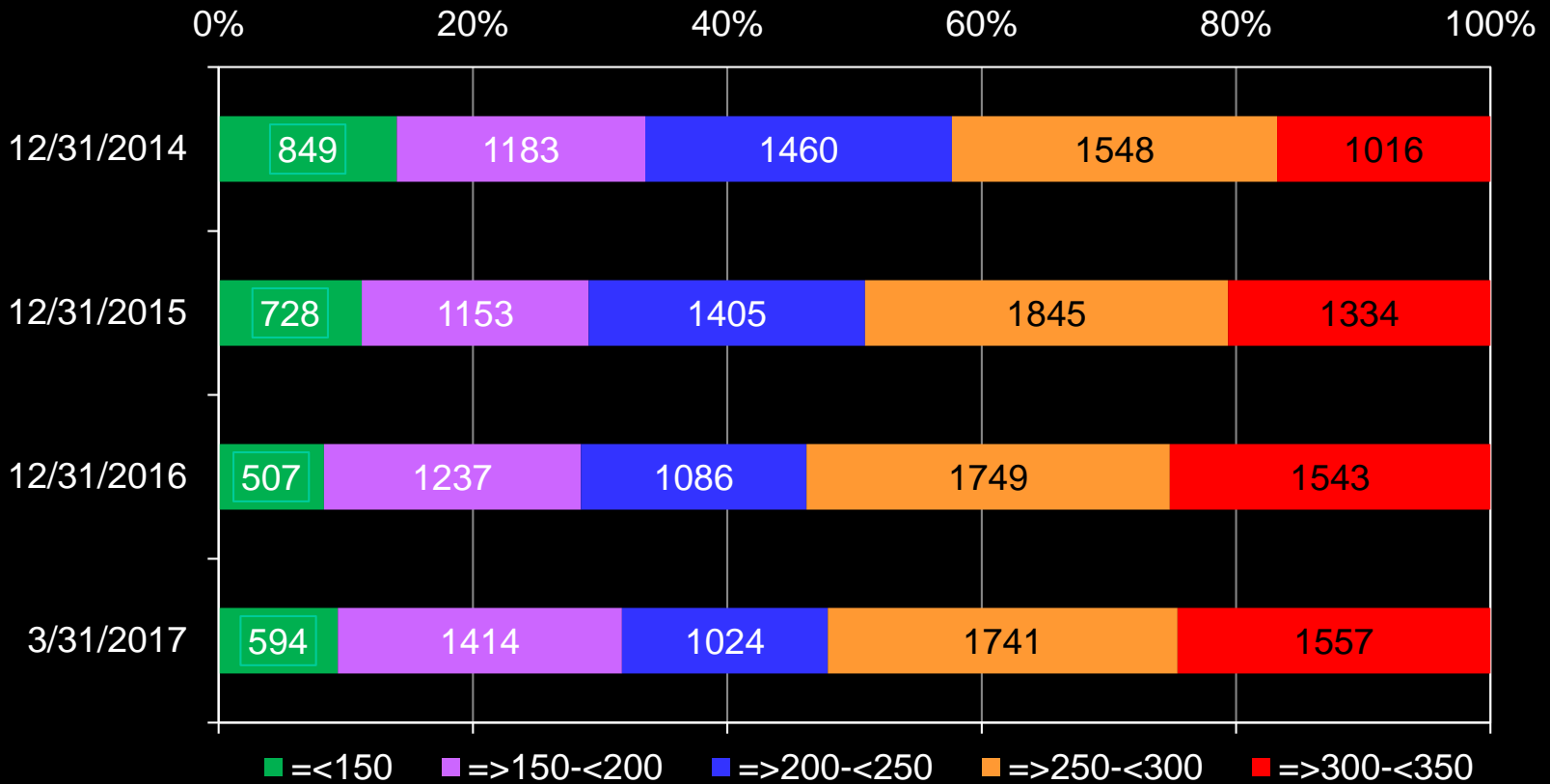
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New SFD Price Range Analysis < \$350,000

Charlotte Area, North Carolina

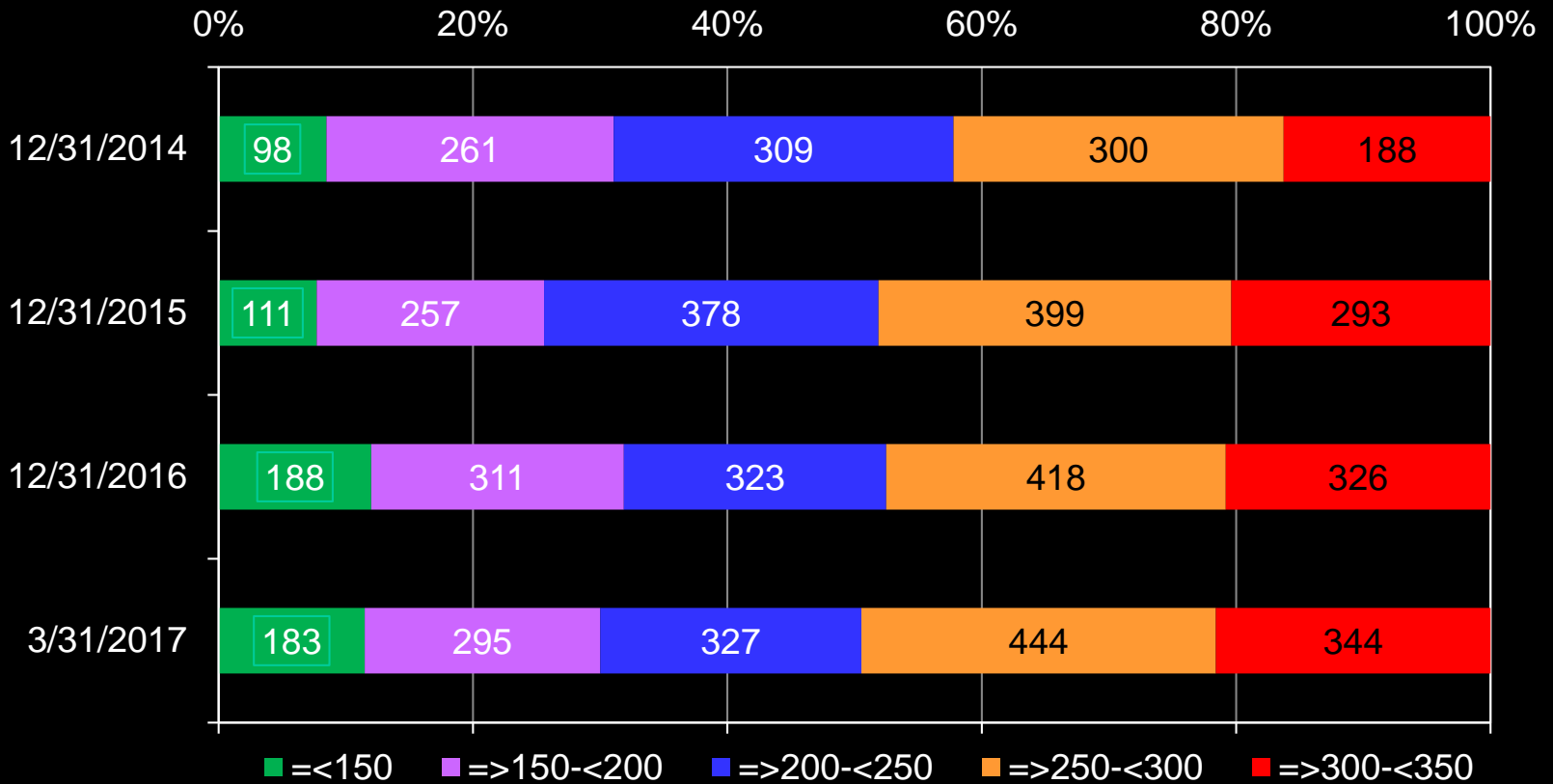
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New SFD Price Range Analysis < \$350,000

Wilmington Area, North Carolina

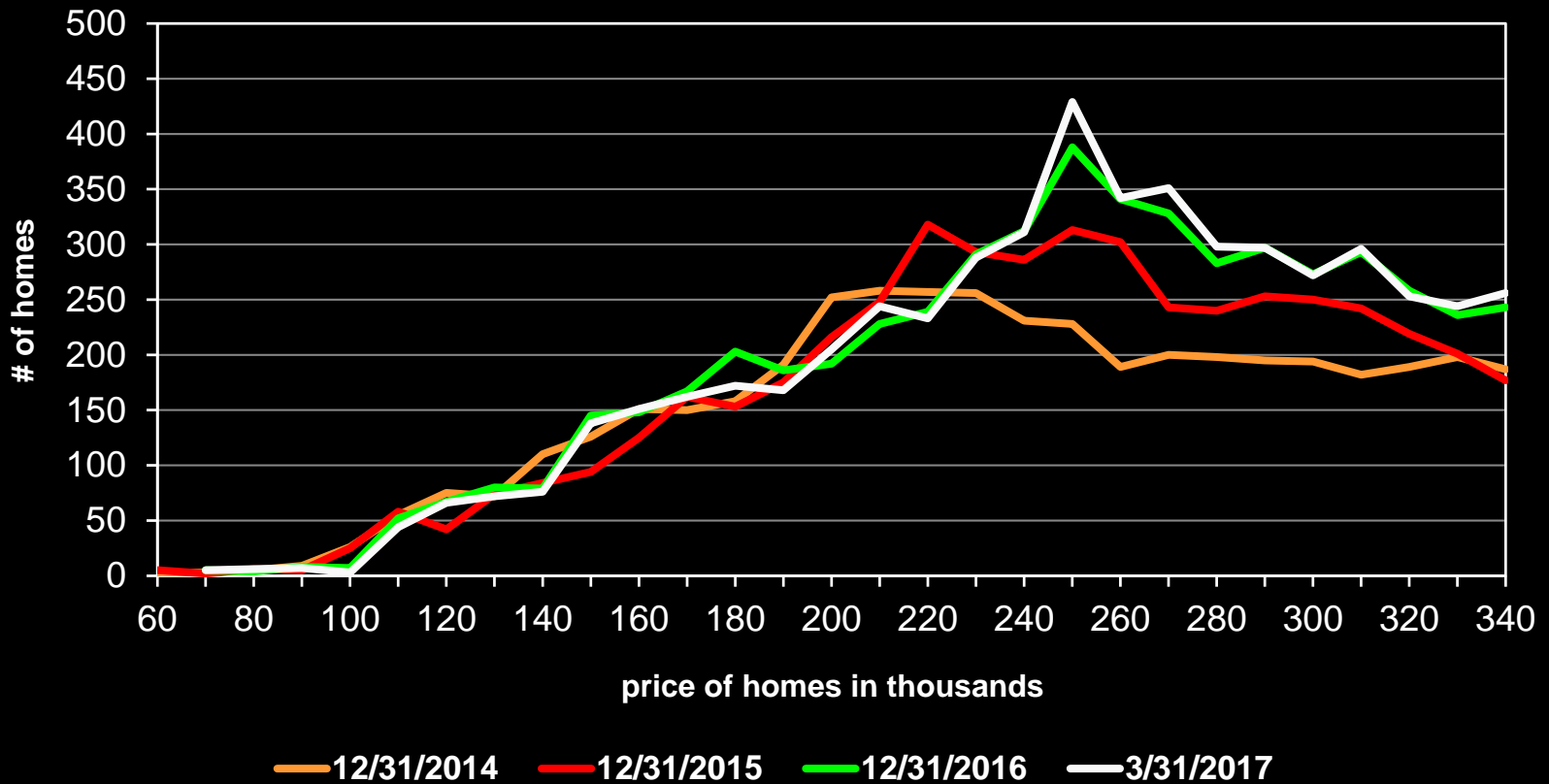
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New SFD Home Price Distribution < \$350,000

Research Triangle Area, North Carolina

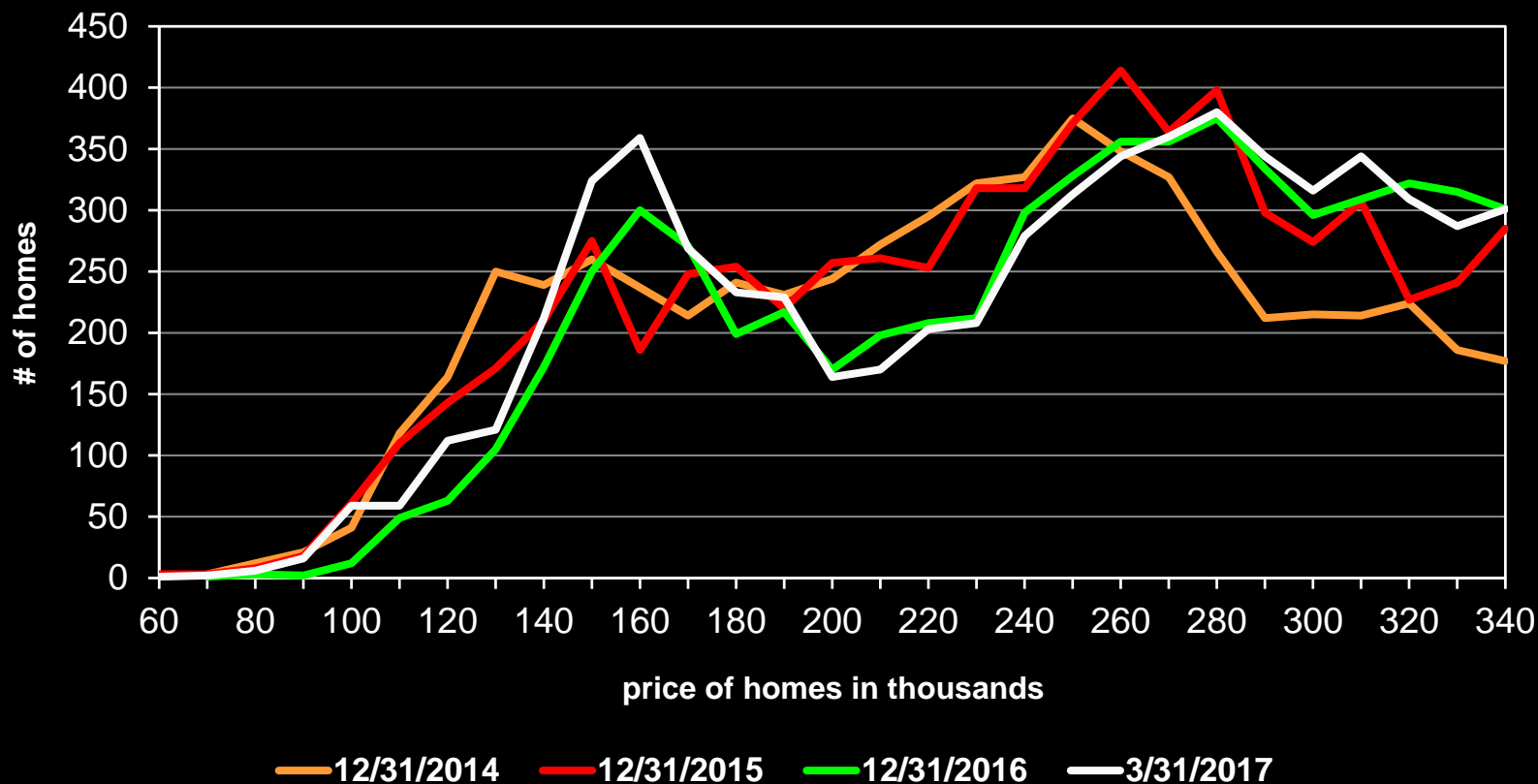
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New SFD Home Price Distribution < \$350,000

Charlotte Area, North Carolina

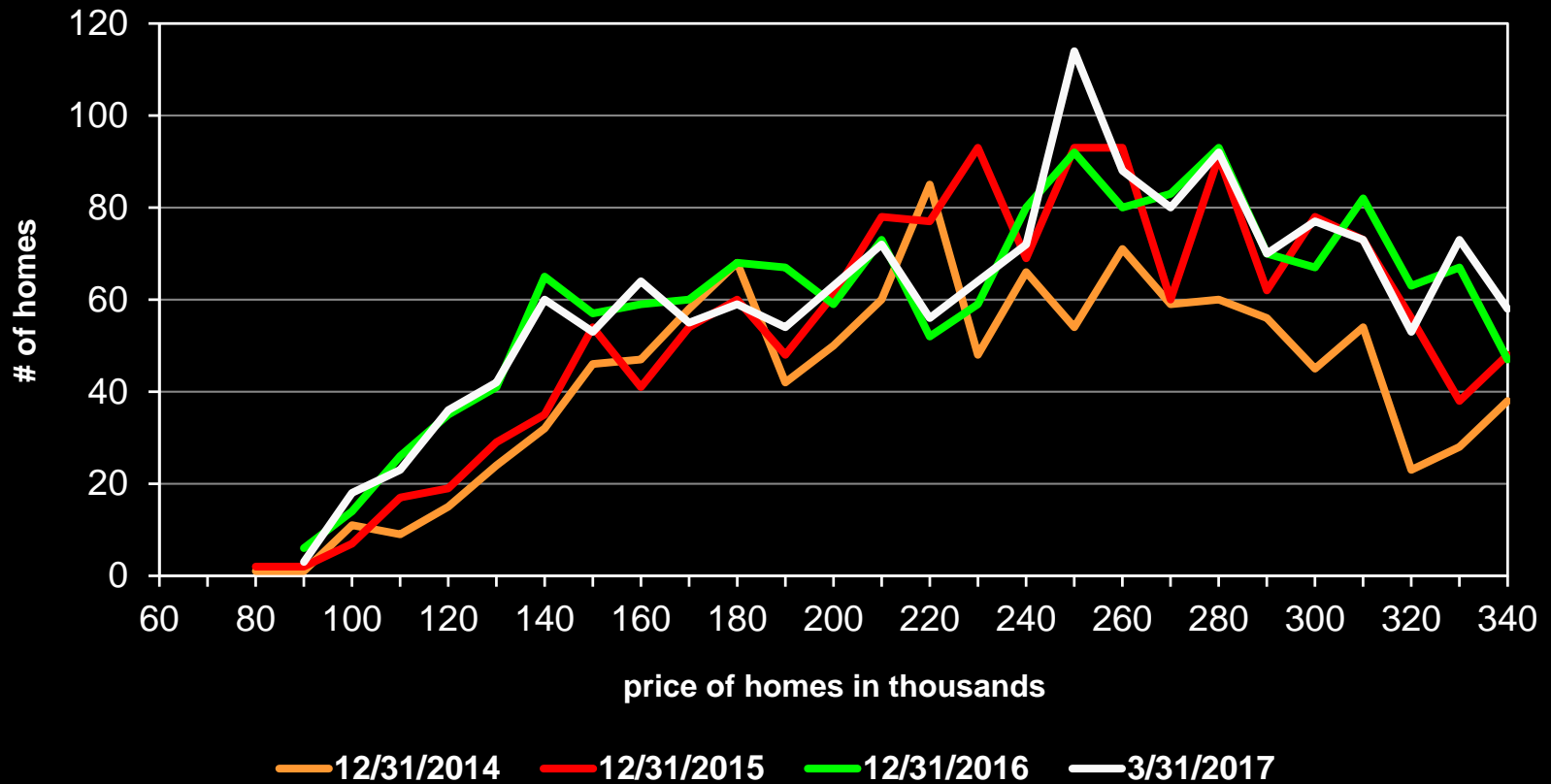
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New SFD Home Price Distribution < \$350,000

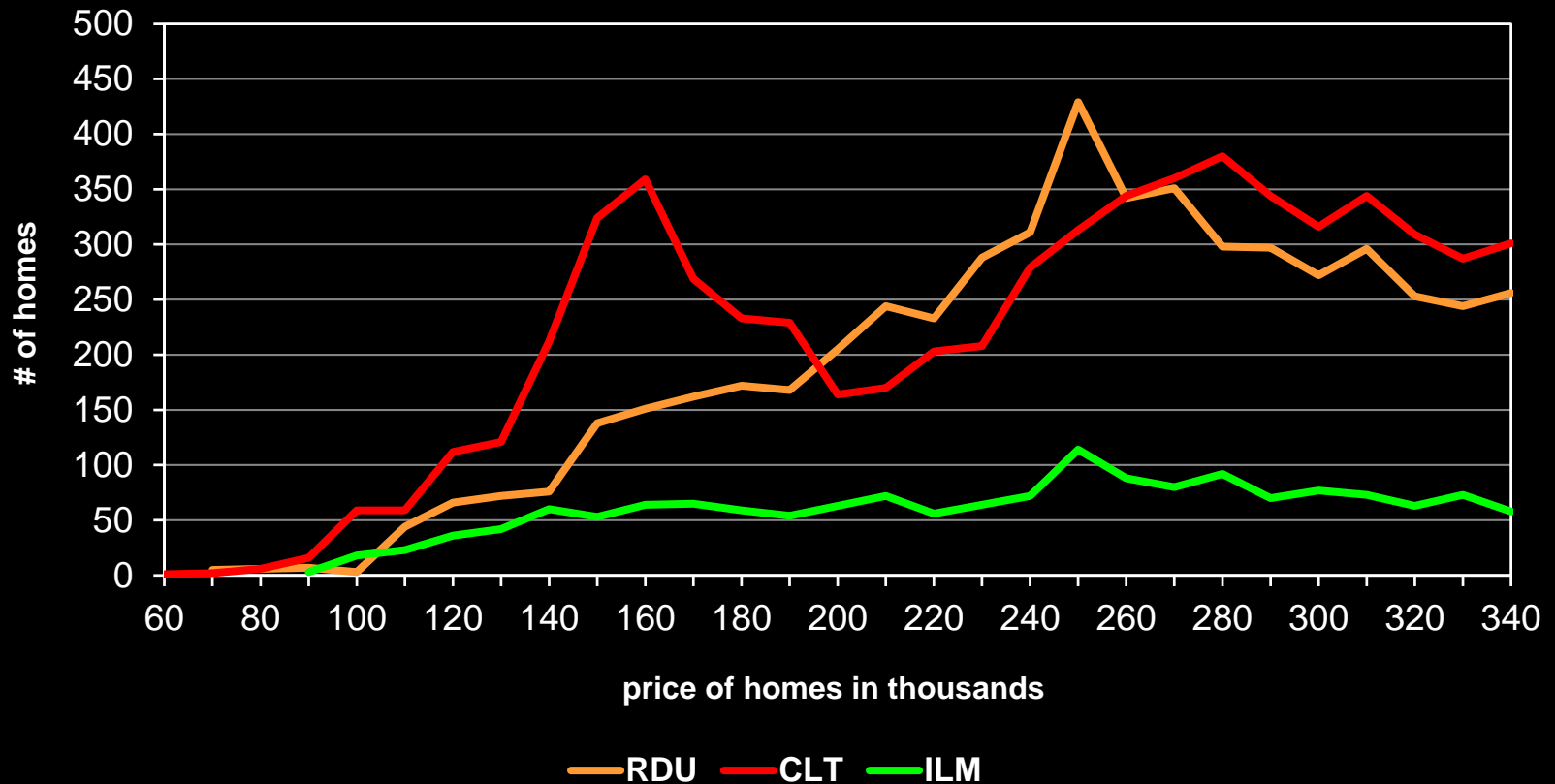
Wilmington Area, North Carolina

12 months ended --/--/--



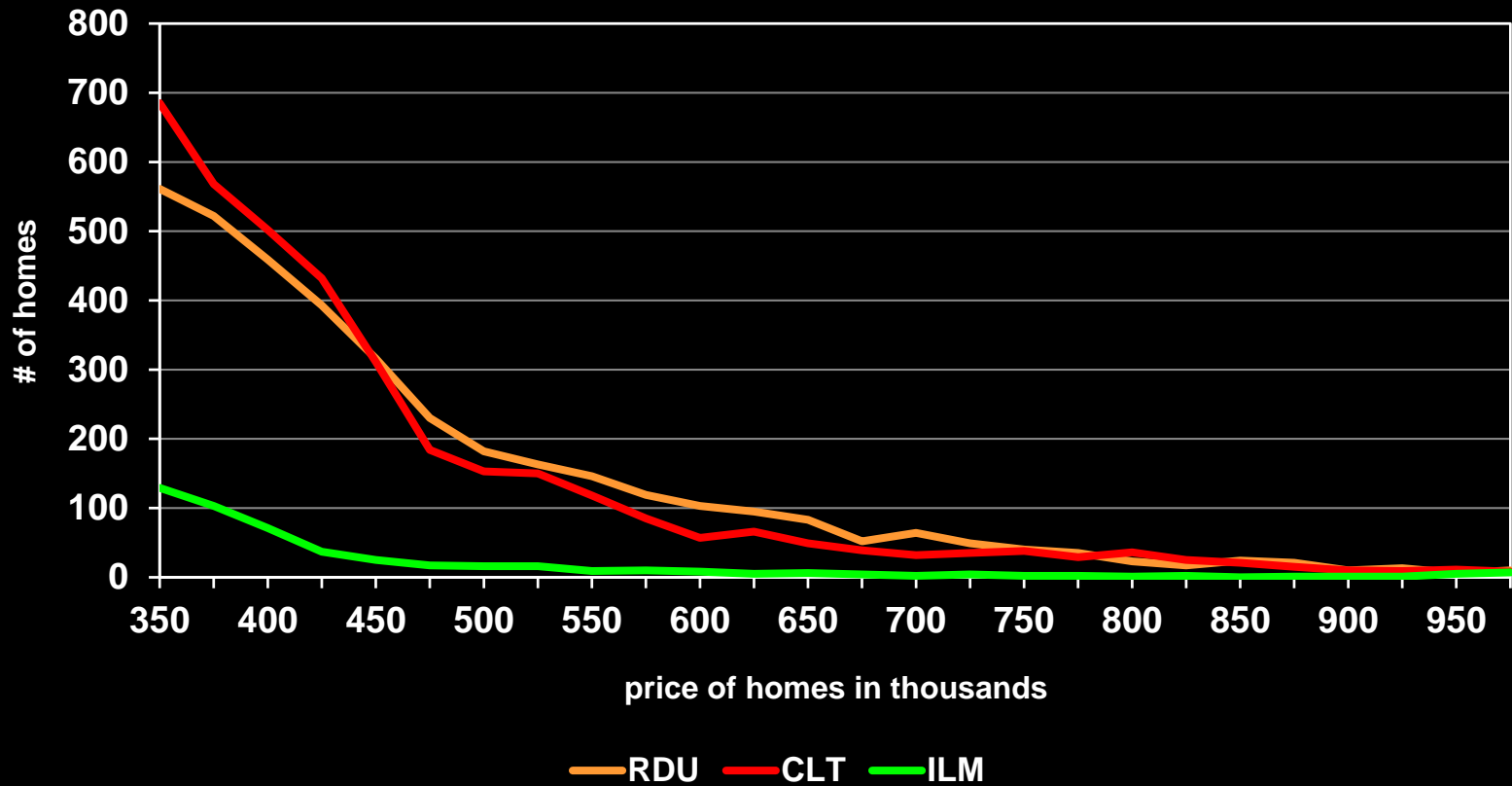
New SFD Home Price Distribution < \$350,000

Research Triangle Area, Charlotte Area, Wilmington Area, North Carolina
12 months ended 03/31/2017



New SFD Home Price Distribution => \$350,000

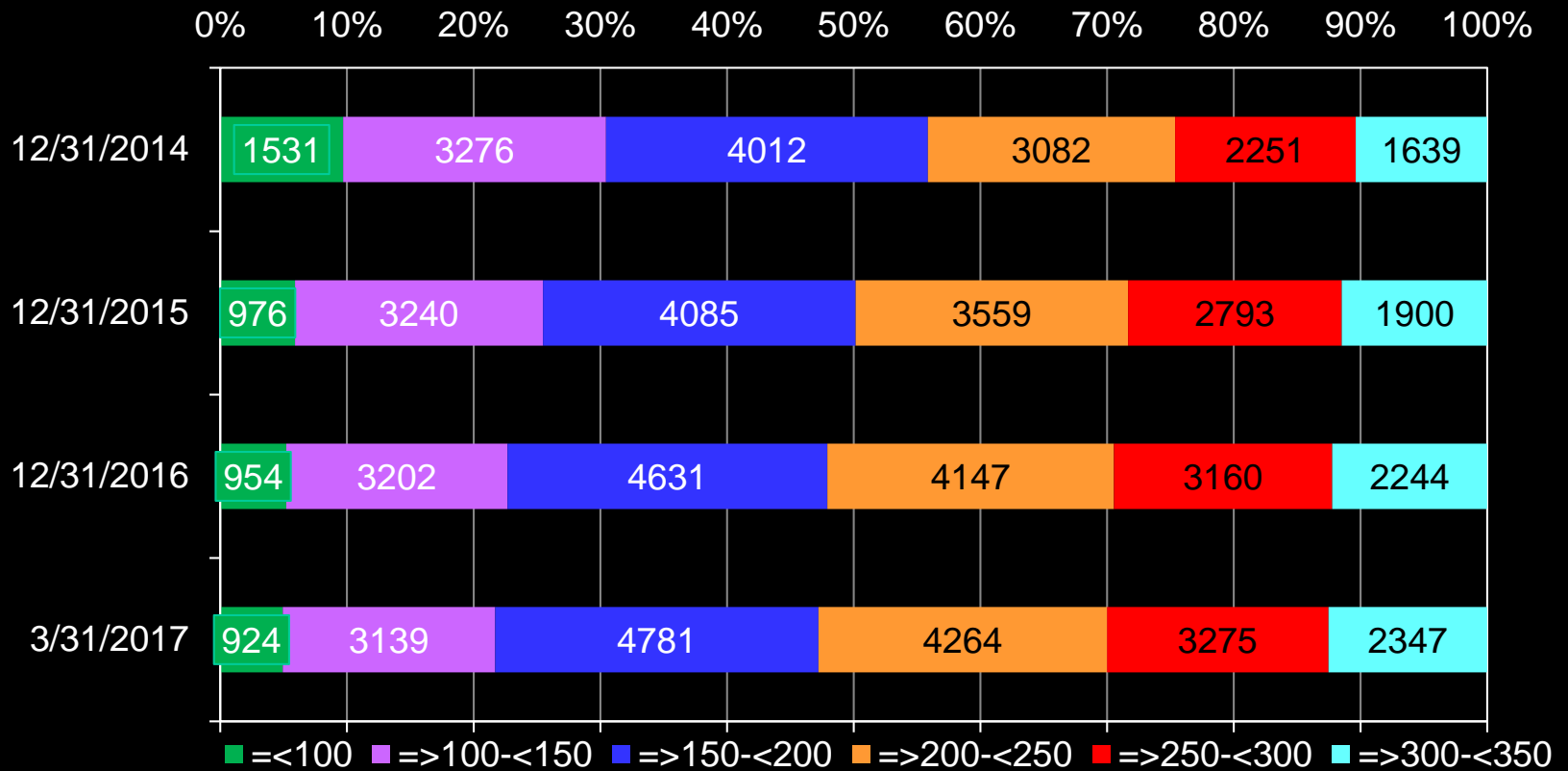
Research Triangle Area, Charlotte Area, Wilmington Area, North Carolina
12 months ended 03/31/2017



Resale SFD Price Range Analysis < \$350,000

Research Triangle Area, North Carolina

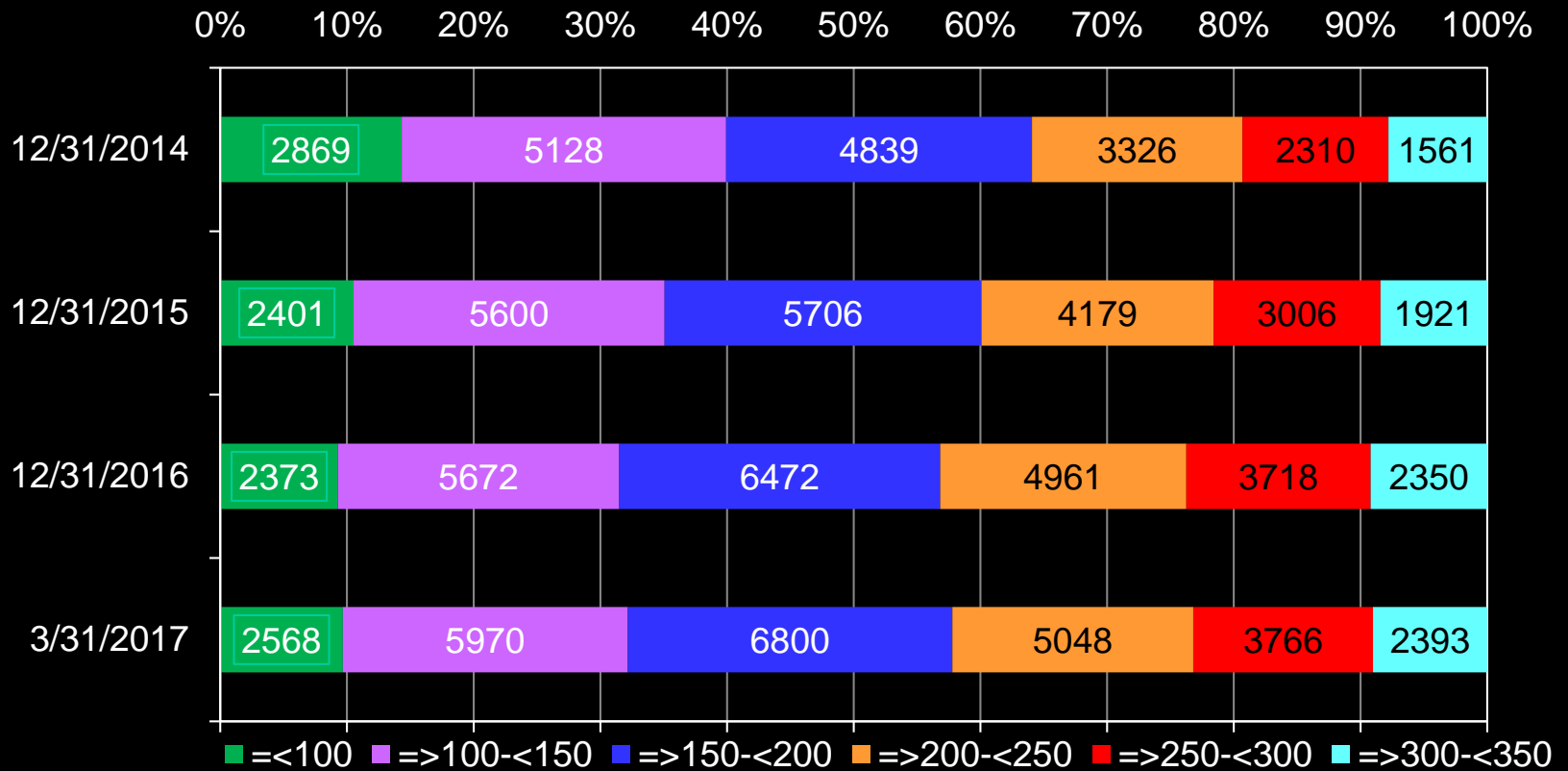
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Resale SFD Price Range Analysis < \$350,000

Charlotte Area, North Carolina

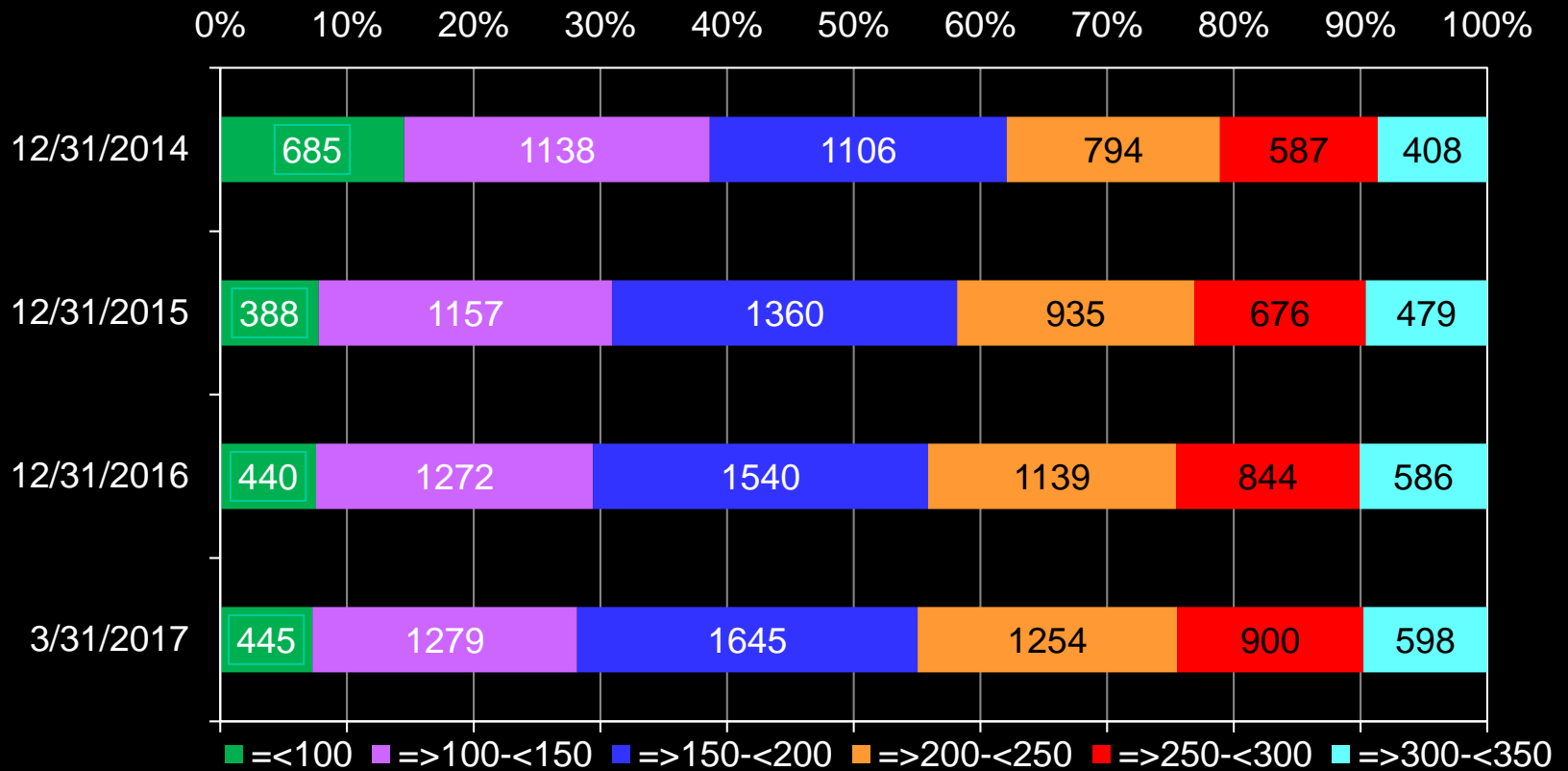
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Resale SFD Price Range Analysis < \$350,000

Wilmington Area, North Carolina

12 months ended --/--/----



New/Resale SFD Home Price Comparison

Research Triangle Area, North Carolina

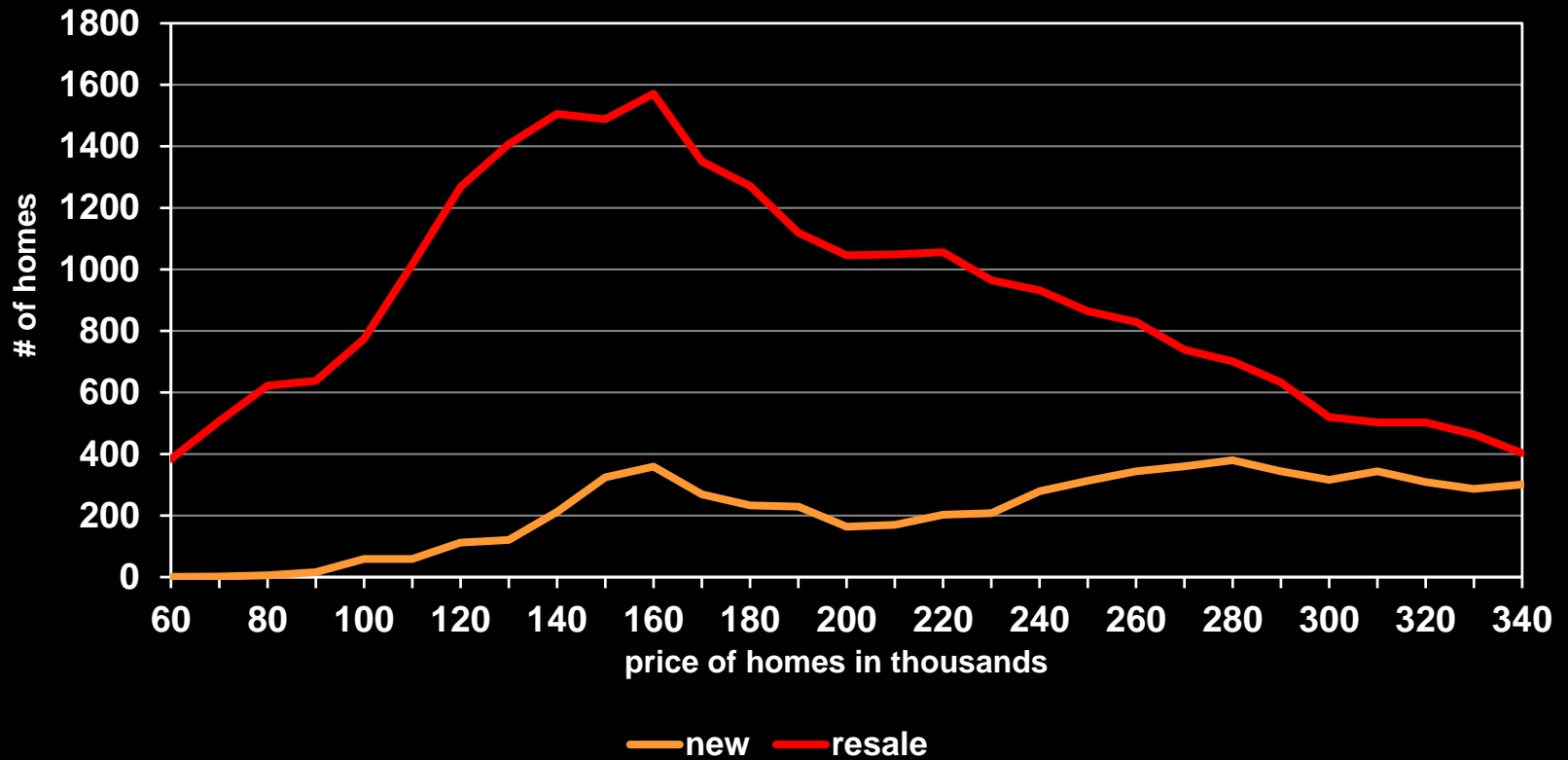
12 months ended 03/31/2017



New/Resale SFD Home Price Comparison

Charlotte Area, North Carolina

12 months ended 03/31/2017



New/Resale SFD Home Price Comparison

Wilmington Area, North Carolina

12 months ended 03/31/2017



**Lot to Package Ratio
Research Triangle Area, North Carolina**

	Avg Lot \$	Avg Home \$	L/P %
2014	\$ 63,243	\$ 334,200	18.9%
2015	\$62,821	\$ 343,856	18.3%
2016	\$70,578	\$ 348,058	20.2%
LTM	\$71,500	\$ 354,132	20.2%

**Lot to Package Ratio
Charlotte Area, North Carolina**

	Avg Lot \$	Avg Home \$	L/P %
2014	\$48,348	\$292,124	17.5%
2015	\$58,231	\$307,220	19.0%
2016	\$60,730	\$334,922	18.1%
LTM	\$57,724	\$330,117	17.5%

**Lot to Package Ratio
Wilmington Area, North Carolina**

	Avg Lot \$	Avg Home \$	L/P %
2014	\$ 62,147	\$275,043	22.6%
2015	\$88,374	\$283,695	31.2%
2016	\$67,134	\$ 283,782	23.7%
LTM	\$67,212	\$286,514	23.5%

**Permit to Closing Ratio
Research Triangle Area, North Carolina**

	Permits Issued	Sales Recorded	P/C Ratio
2014	8,051	7,014	1.15
2015	8,749	7,607	1.15
2016	9,575	8,917	1.07
LTM	9,827	9,195	1.07

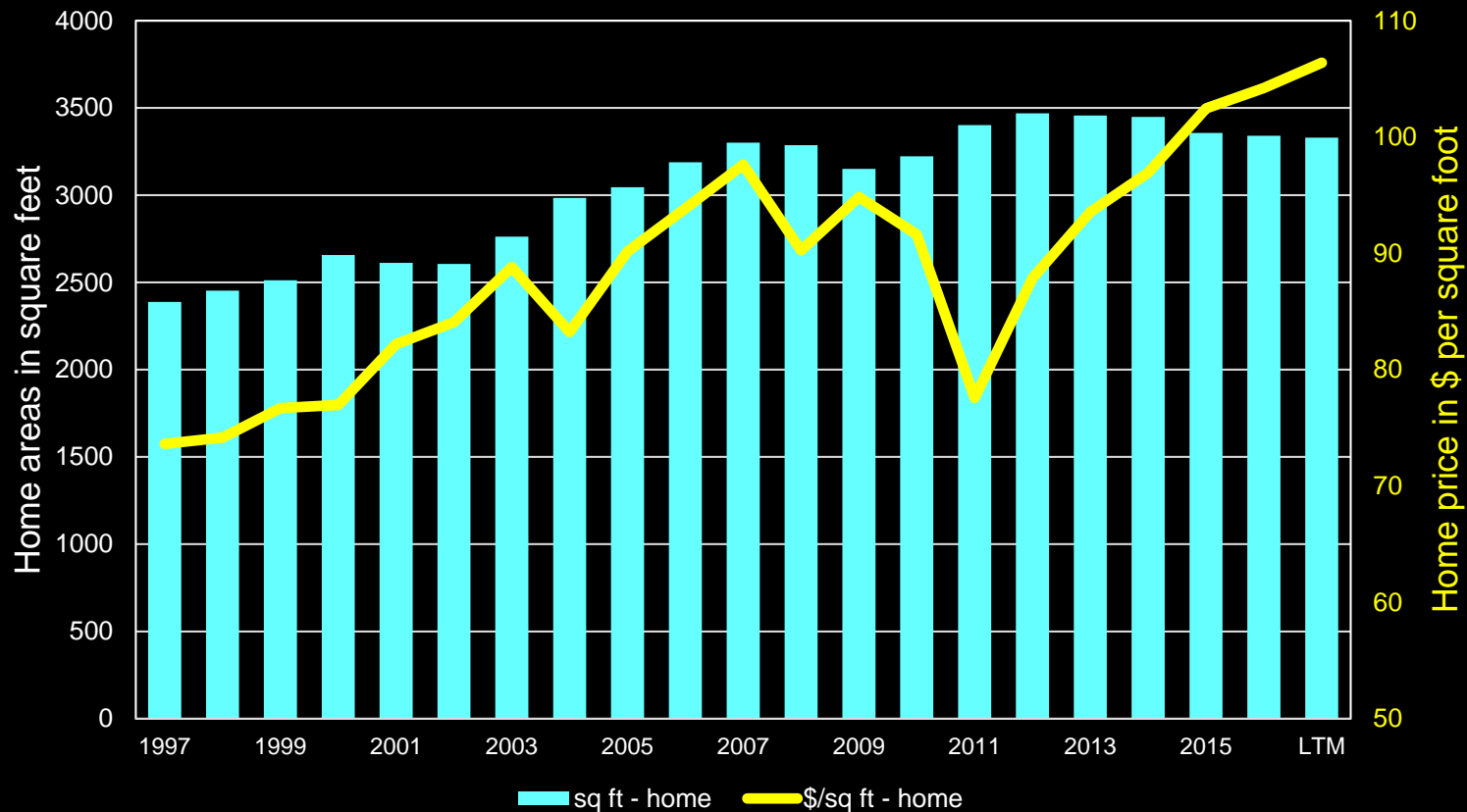
**Permit to Closing Ratio
Charlotte Area, North Carolina**

	Permits Issued	Sales Recorded	P/C Ratio
2014	9,192	7,556	1.22
2015	10,264	9,063	1.13
2016	10,770	9,770	1.10
LTM	11,214	10,039	1.12

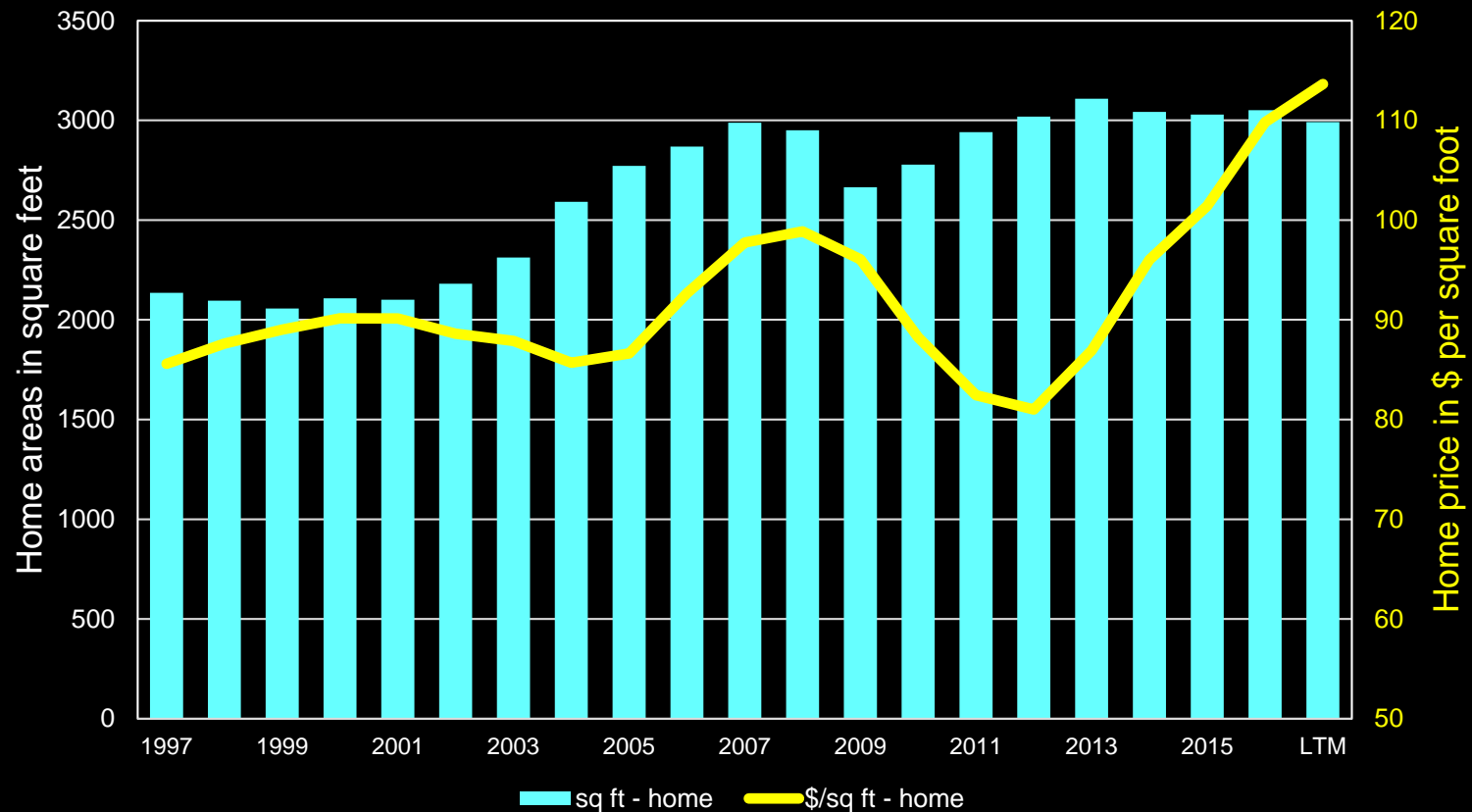
**Permit to Closing Ratio
Wilmington Area, North Carolina**

	Permits Issued	Sales Recorded	P/C Ratio
2014	2,279	1,412	1.61
2015	2,933	1,763	1.66
2016	2,867	2,012	1.42
LTM	3,058	2,071	1.48

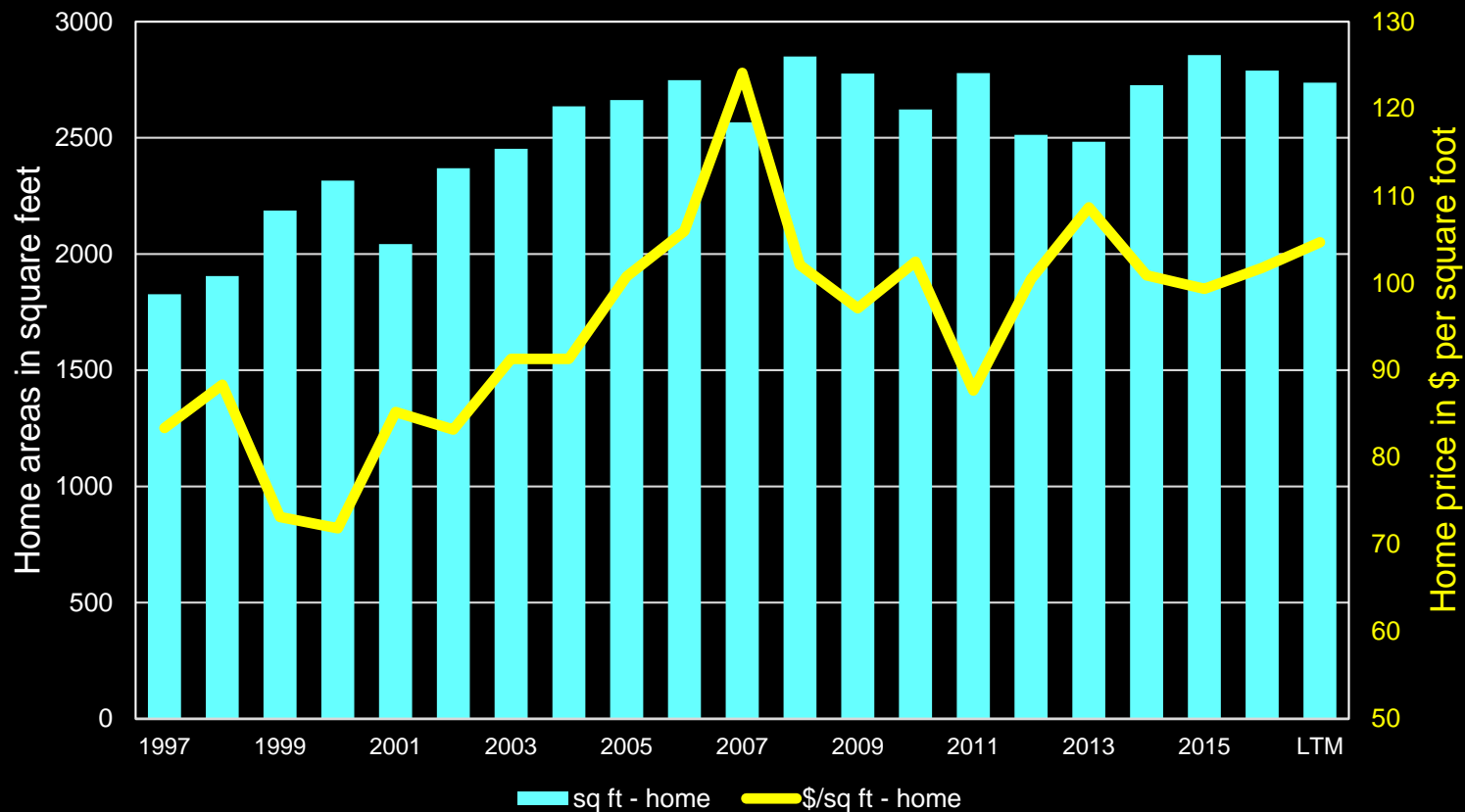
New SFD Size and Selling Price per Square Foot Research Triangle Area, North Carolina



New SFD Size and Selling Price per Square Foot Charlotte Area, North Carolina



New SFD Size and Selling Price per Square Foot Wilmington Area, North Carolina



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