

Beverly-Hanks Associates 2015 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	18	22	26	23	26	24	16	18	21	19	21	14	248	21	42	3.5
\$100-\$200,000	77	73	119	124	117	132	132	126	120	99	82	114	1315	109	208	1.9
\$200-\$300,000	64	64	95	87	109	123	133	111	109	104	80	83	1206	100	244	2.4
\$300-\$400,000	18	24	41	30	63	57	59	47	43	53	43	56	534	45	184	4.1
\$400-\$500,000	16	18	23	25	29	40	31	25	24	19	16	25	291	24	126	5.3
\$500-\$750,000	8	5	15	24	24	25	30	24	28	27	15	26	243	20	154	7.7
\$750-\$1,000,000	8	5	3	0	6	10	16	7	9	7	7	4	84	7	79	11.3
\$1 Million plus	5	2	0	1	4	7	6	6	5	3	4	9	32	3	130	43.3
Totals	214	213	332	314	378	468	423	364	359	394	268	331	4001	329	1167	3.5
In Foreclosure	1	1	2	0	2	1	0	2	1	1	0	0	11	0.92	2	2.2
Short Sale	2	4	6	4	0	3	4	1	0	3	2	2	29	2.4	7	2.9
REO	24	17	18	24	19	10	14	13	17	7	5	8	168	14	17	1.2
Totals	27	22	26	8	21	14	18	16	18	11	7	10	208	17	26	1.5
Destressed Sales %													5.20%		2.20%	

Haywood	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	15	10	12	10	19	8	12	14	28	13	13	12	166	14	62	4.4
\$100-\$200,000	24	21	30	38	40	49	38	31	53	46	33	40	443	37	211	5.7
\$200-\$300,000	12	6	10	9	16	17	18	21	19	20	21	15	184	15	201	13.4
\$300-\$400,000	6	1	9	4	7	12	7	5	6	4	7	9	77	6	82	13.7
\$400-\$500,000	0	1	1	0	2	2	2	1	3	4	2	1	19	1.6	46	28.8
\$500-\$750,000	3	1	3	1	2	1	5	2	0	3	3	1	25	2.1	47	22.4
\$750-\$1,000,000	0	0	1	0	0	0	1	1	2	0	0	0	6	0.5	28	56
\$1 Million plus	0	0	0	0	0	1	0	0	0	0	0	0	1	0.08	20	250
Totals	60	40	66	62	86	90	83	75	111	80	79	78	910	76	697	9.2
In Foreclosure	1	0	2	0	1	0	0	1	1	0	0	0	6	0.55	2	3.6
Short Sale	2	1	1	0	8	0	0	1	0	0	0	0	13	1.2	5	4.2
REO	1	8	11	9	9	8	3	4	6	6	6	4	88	8	10	1.3
Totals	4	9	14	9	18	8	3	6	7	6	6	4	108	9.8	17	1.7
Destressed Sales %													11.90%		2.40%	

Beverly-Hanks Associates 2015 Residential Analysis

Henderson

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	21	14	17	17	15	10	11	20	15	20	8	18	186	15	25	1.7
\$100-\$200,000	32	45	61	46	55	78	76	63	65	80	55	63	719	60	139	2.3
\$200-\$300,000	33	35	50	60	44	66	76	67	61	56	45	51	644	54	170	3.1
\$300-\$400,000	11	10	13	16	19	25	20	24	21	15	14	12	179	15	111	7.4
\$400-\$500,000	4	4	6	9	11	13	8	7	9	3	11	6	91	7.6	72	9.5
\$500-\$750,000	2	1	1	2	6	15	6	6	7	6	9	3	60	5	79	15.8
\$750-\$1,000,000	1	0	1	2	0	1	2	1	0	2	1	1	12	1	40	40.0
\$1 Million plus	2	0	1	0	1	0	1	2	0	0	2	2	11	0.92	34	37.0
Totals	106	109	150	152	151	208	200	190	178	182	145	156	1927	160	670	4.2
In Foreclosure	1	2	0	0	0	0	0	0	1	3	1	0	8	0.67	2	3.0
Short Sale	0	1	0	0	1	1	1	1	0	7	1	0	13	1.1	4	3.6
REO	15	16	18	14	4	10	13	8	5	10	4	10	127	11	22	2.0
Totals	16	19	18	14	5	11	14	9	6	20	6	10	148	12.3	28	2.3
Destressed Sales %													8%		4.10%	

Madison

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	1	4	3	4	2	1	2	4	4	6	1	4	37	3	11	3.7
\$100-\$200,000	8	3	4	3	6	10	7	7	8	6	4	6	71	5.9	46	7.8
\$200-\$300,000	3	3	2	2	4	3	2	3	3	5	8	5	43	3.6	59	16.4
\$300-\$400,000	0	0	0	1	3	2	2	5	3	4	2	2	24	2	38	19.0
\$400-\$500,000	0	1	0	0	0	2	1	1	0	1	0	1	7	0.5	19	38.0
\$500-\$750,000	0	0	1	1	0	0	1	1	0	0	0	1	5	0.4	21	52.5
\$750-\$1,000,000	0	0	0	0	0	0	0	0	0	0	1	0	1	0.1	5	50
\$1 Million plus	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4	#DIV/0!
Totals	12	11	10	11	15	18	15	21	18	22	16	19	188	15.7	203	12.9
In Foreclosure	0	0	0	1	0	0	0	0	0	0	0	0	1	0.1	1	0.0
Short Sale	1	0	0	2	0	0	0	0	1	0	0	1	5	0.4	0	0.0
REO	2	4	2	3	1	3	0	2	3	1	2	2	25	2.1	1	0.5
Totals	3	4	2	6	1	3	0	2	4	1	2	3	31	2.6	2	0.8
Destressed Sales %													16%		0.01%	

Polk

	Jan	Feb	Mar	Apr	May	Jun	Jul	AUG	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
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Beverly-Hanks Associates 2015 Residential Analysis

0-\$100,000	2	0	4	2	2	2	2	2	5	2	0	2	25	2.09	9	4.3
\$100-\$200,000	8	2	3	6	7	9	6	4	8	5	8	4	69	5.9	40	6.8
\$200-\$300,000	2	0	2	8	5	8	4	5	5	7	4	3	53	4.5	44	9.8
\$300-\$400,000	1	1	1	5	2	2	1	2	1	3	2	0	21	1.9	36	18.9
\$400-\$500,000	1	1	0	3	1	1	1	1	2	2	1	1	15	1.3	25	19.2
\$500-\$750,000	1	2	0	0	1	1	4	1	1	0	2	1	14	1.2	25	20.8
\$750-\$1,000,000	0	0	0	2	1	1	0	1	0	0	1	0	6	0.5	9	18
\$1 Million plus	1	0	0	0	0	0	0	1	0	0	0	0	2	0.2	20	100
Totals	16	6	10	26	19	24	18	17	22	19	18	11	206	17.7	208	11.8
In Foreclosure	0	0	0	0	0	0	0	1	0	1	0	0	2	0.18	0	0
Short Sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	#DIV/0!
REO	1	0	2	3	2	2	2	2	2	0	0	0	16	1.45	5	3.4
Totals	1	0	2	3	2	2	2	3	2	1	0	0	18	1.63	6	3.7
Destressed Sales %													9.00%		3.00%	

Rutherford

	Jan	Feb	Mar	Apr	May	JUN	JUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	9	12	8	7	8	11	10	9	13	11	9	8	115	9.6	51	5.3
\$100-\$200,000	10	6	8	9	9	8	14	24	16	12	11	17	144	12	104	19.6
\$200-\$300,000	6	6	6	2	6	9	8	11	8	8	3	7	80	6.7	88	13.1
\$300-\$400,000	2	1	1	4	3	4	3	4	6	1	2	3	33	2.8	47	16.8
\$400-\$500,000	1	0	2	2	1	1	2	2	2	2	1	0	16	1.3	20	15.4
\$500-\$750,000	1	0	1	0	1	0	0	1	1	1	4	0	10	0.8	20	25.0
\$750-\$1,000,000	0	1	0	0	0	0	0	2	0	0	1	0	4	0.3	11	36.7
\$1 Million plus	0	0	0	1	1	0	0	1	0	1	0	0	4	0.3	10	33.3
Totals	29	26	26	25	29	33	37	54	41	36	31	35	402	31	351	11.3
In Foreclosure	1	0	0	1	1	1	0	0	2	0	0	0	6	0.5	4	8.0
Short Sale	1	0	0	0	1	0	0	0	0	0	0	0	2	0.16	0	0.0
REO	7	7	6	2	2	4	5	5	3	2	4	2	44	3.7	13	3.5
Totals	9	7	6	3	4	5	5	5	5	2	4	2	52	4.3	17	4.0
Destressed Sales %													13%		4.80%	

Transylvania

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	4	3	6	2	9	5	9	2	6	11	3	9	67	5.6	32	5.7
\$100-\$200,000	9	10	15	10	27	17	24	14	20	15	18	14	182	15.2	84	5.5
\$200-\$300,000	5	8	11	11	11	15	14	13	15	22	16	16	241	20.1	106	5.3

Beverly-Hanks Associates 2015 Residential Analysis

\$300-\$400,000	1	2	4	4	5	10	3	7	3	12	6	3	56	4.7	71	15.1
\$400-\$500,000	3	1	3	4	1	4	4	5	2	4	3	1	28	2.3	54	23.5
\$500-\$750,000	2	0	2	1	3	3	1	6	0	6	4	3	30	2.5	43	17.2
\$750-\$1,000,000	0	3	0	0	1	0	0	0	2	1	0	2	9	0.8	40	50.0
\$1 Million plus	1	1	0	1	1	1	1	2	0	0	0	1	8	0.7	58	82.9
Totals	25	28	41	33	58	55	47	49	48	71	50	48	524	43.7	488	11.2
In Foreclosure	1	0	1	0	0	0	0	0	0	0	0	1	3	0.18	0	0.0
Short Sale	0	0	2	0	1	1	0	0	0	0	0	0	3	0.27	0	0.0
REO	1	2	3	2	4	2	4	3	5	4	2	3	33	2.7	10	3.7
Totals	2	2	6	2	5	3	4	3	5	4	2	4	42	3.5	10	2.9
Destressed Sales %													8%		2.00%	

Totals for 7 Counties

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/9/2015 Actives	Months of Inventory
0-\$100,000	70	65	73	65	81	58	62	69	91	82	71	67	854	71	231	3.3
\$100-\$200,000	168	160	236	236	271	301	297	269	288	263	228	257	2934	245	832	3.4
\$200-\$300,000	125	122	174	178	195	241	257	231	220	222	184	180	2329	194	911	4.7
\$300-\$400,000	39	39	69	64	102	112	95	94	82	92	79	85	957	80	568	7.1
\$400-\$500,000	25	26	35	43	45	63	50	42	42	34	35	35	475	40	362	9.1
\$500-\$750,000	17	10	22	29	37	45	47	41	37	43	41	34	403	34	389	11.4
\$750-\$1,000,000	9	9	5	4	8	12	19	12	13	10	11	5	117	10	212	21.2
\$1 Million plus	0	3	1	3	7	9	8	12	5	4	7	12	71	5.9	276	46.8
Totals	453	434	615	622	751	841	835	770	778	750	656	675	8140	678	3781	5.6
In Foreclosure	5	3	5	1	3	2	0	4	5	2	1	1	32	2.7	10	3.7
Short Sale	6	6	9	5	4	5	5	3	1	6	3	3	55	4.6	18	3.9
REO	38	59	58	56	41	37	41	37	39	27	27	29	459	38	76	2.0
Totals	72	53	72	62	49	44	46	44	45	35	31	33	546	46	104	2.3
Destressed Sales %													6.70%		2.80%	