

Beverly-Hanks Associates 2015 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
	0-\$100,000	18	22	26	23	26	72							187	31	56
\$100-\$200,000	77	73	119	124	117	132							642	107	307	2.9
\$200-\$300,000	64	64	95	87	109	123							586	95	395	4.2
\$300-\$400,000	18	24	41	30	63	57							233	38	271	7.1
\$400-\$500,000	16	18	23	25	29	40							151	25	179	7.2
\$500-\$750,000	8	5	15	24	24	25							103	17	215	12.6
\$750-\$1,000,000	8	5	3	0	6	10							32	5.3	123	23.2
\$1 Million plus	5	2	0	1	4	7							19	3.2	177	55.3
<b>Totals</b>	<b>214</b>	<b>213</b>	<b>332</b>	<b>314</b>	<b>378</b>	<b>468</b>							<b>1917</b>	<b>320</b>	<b>1723</b>	<b>5.4</b>
In Foreclosure	1	1	2	0	2	1							7	1.2	3	2.5
Short Sale	2	4	6	4	0	3							19	3.2	19	5.9
REO	24	17	18	24	19	10							112	19	28	1.5
Totals	27	22	26	8	21	14							118	20	50	2.5
Distressed Sales %													6.10%		2.90%	

Haywood	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
	0-\$100,000	15	10	12	10	19	8							74	12.3	79
\$100-\$200,000	24	21	30	38	40	49							202	34	318	9.4
\$200-\$300,000	12	6	10	9	16	17							70	12	286	23.8
\$300-\$400,000	6	1	9	4	7	12							39	6.5	133	20.5
\$400-\$500,000	0	1	1	0	2	2							6	1	57	57.0
\$500-\$750,000	3	1	3	1	2	1							11	1.8	84	46.7
\$750-\$1,000,000	0	0	1	0	0	0							2	0.33	36	109.0909
\$1 Million plus	0	0	0	0	0	1							1	0.17	20	117.6471
<b>Totals</b>	<b>60</b>	<b>40</b>	<b>66</b>	<b>62</b>	<b>86</b>	<b>90</b>							<b>490</b>	<b>82</b>	<b>1013</b>	<b>12.4</b>
In Foreclosure	1	0	2	0	1	0							4	0.67	1	1.5
Short Sale	2	1	1	0	8	0							12	2	7	3.5
REO	1	8	11	9	9	8							63	10.5	13	1.2
Totals	4	9	14	9	18	8							79	13.2	21	1.6
Distressed Sales %													16.10%		2.00%	

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**Henderson**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	21	14	17	17	15	10							84	14	30	2.1
\$100-\$200,000	32	45	61	46	55	78							317	53	208	3.9
\$200-\$300,000	33	35	50	60	44	66							288	48	276	5.8
\$300-\$400,000	11	10	13	16	19	25							94	16	153	9.6
\$400-\$500,000	4	4	6	9	11	13							47	7.8	112	14.4
\$500-\$750,000	2	1	1	2	6	15							27	4.5	129	28.7
\$750-\$1,000,000	1	0	1	2	0	1							5	0.83	49	59.0
\$1 Million plus	2	0	1	0	1	0							4	0.67	53	79.1
<b>Totals</b>	<b>106</b>	<b>109</b>	<b>150</b>	<b>152</b>	<b>151</b>	<b>208</b>							<b>876</b>	<b>146</b>	<b>1010</b>	<b>6.9</b>
In Foreclosure	1	2	0	0	0	0							3	0.5	1	2.0
Short Sale	0	1	0	0	1	1							3	0.5	6	12.0
REO	15	16	18	14	4	10							77	12.8	19	1.5
Totals	16	19	18	14	5	11							83	14	26	1.9
Destressed Sales %													10%		2.60%	

**Madison**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	1	4	3	4	2	1							15	2.5	22	8.8
\$100-\$200,000	8	3	4	3	6	10							34	5.7	70	12.3
\$200-\$300,000	3	3	2	2	4	3							17	2.8	73	26.1
\$300-\$400,000	0	0	0	1	3	2							6	1	58	58.0
\$400-\$500,000	0	1	0	0	0	2							3	0.5	19	38.0
\$500-\$750,000	0	0	1	1	0	0							2	0.33	23	69.7
\$750-\$1,000,000	0	0	0	0	0	0							0	0	17	#DIV/0!
\$1 Million plus	0	0	0	0	0	0							0	0	5	#DIV/0!
<b>Totals</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>15</b>	<b>18</b>							<b>77</b>	<b>12.8</b>	<b>263</b>	<b>20.5</b>
In Foreclosure	0	0	0	1	0	0							1	0.16	0	0.0
Short Sale	1	0	0	2	0	0							3	0.5	2	4.0
REO	2	4	2	3	1	3							15	2.5	11	4.4
Totals	3	4	2	6	1	3							19	3.2	13	4.1
Destressed Sales %													25%		4.90%	

**Polk**

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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	2	0	4	2	2	2							12	2	8	4.0
\$100-\$200,000	8	2	3	6	7	9							35	5.8	47	8.1
\$200-\$300,000	2	0	2	8	5	8							25	4.2	63	15.0
\$300-\$400,000	1	1	1	5	2	2							12	2	47	23.5
\$400-\$500,000	1	1	0	3	1	1							7	1.2	22	18.3
\$500-\$750,000	1	2	0	0	1	1							5	0.83	34	41.0
\$750-\$1,000,000	0	0	0	2	1	1							4	0.67	13	19.40299
\$1 Million plus	1	0	0	0	0	0							1	0.17	20	117.6471
<b>Totals</b>	<b>16</b>	<b>6</b>	<b>10</b>	<b>26</b>	<b>19</b>	<b>24</b>							<b>101</b>	<b>16.8</b>	<b>254</b>	<b>15.1</b>
In Foreclosure	0	0	0	0	0	0							0	0	0	#DIV/0!
Short Sale	0	0	0	0	0	0							0	0	0	#DIV/0!
REO	1	0	2	3	2	2							10	1.7	1	0.6
Totals	1	0	2	3	2	2							10	1.7	1	0.6
Destressed Sales %													10.00%		0.39%	

**Rutherford**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	9	12	8	7	8	11							55	9.2	54	5.9
\$100-\$200,000	10	6	8	9	9	8							50	8.3	128	19.6
\$200-\$300,000	6	6	6	2	6	9							35	5.8	114	19.7
\$300-\$400,000	2	1	1	4	3	4							14	2.3	60	26.1
\$400-\$500,000	1	0	2	2	1	1							7	1.2	32	26.7
\$500-\$750,000	1	0	1	0	1	0							3	0.5	32	64.0
\$750-\$1,000,000	0	1	0	0	0	0							1	0.17	18	105.9
\$1 Million plus	0	0	0	1	1	0							2	0.33	16	48.48485
<b>Totals</b>	<b>29</b>	<b>26</b>	<b>26</b>	<b>25</b>	<b>29</b>	<b>33</b>							<b>167</b>	<b>27.8</b>	<b>454</b>	<b>16.3</b>
In Foreclosure	1	0	0	1	1	1							4	0.67	3	4.5
Short Sale	1	0	0	0	1	0							2	0.5	0	0.0
REO	7	7	6	2	2	4							28	4.7	7	1.5
Totals	9	7	6	3	4	5							34	5.7	10	1.8
Destressed Sales %													20%		2.20%	

**Transylvania**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	4	3	6	2	9	5							27	4.5	34	7.6

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\$100-\$200,000	9	10	15	10	27	17	78	13	145	11.2
\$200-\$300,000	5	8	11	11	11	15	45	7.5	171	22.8
\$300-\$400,000	1	2	4	4	5	10	22	3.7	95	25.7
\$400-\$500,000	3	1	3	4	1	4	12	2	73	36.5
\$500-\$750,000	2	0	2	1	3	3	10	1.7	84	49.4
\$750-\$1,000,000	0	3	0	0	1	0	4	0.67	42	62.7
\$1 Million plus	1	1	0	1	1	1	4	0.67	62	92.5
<b>Totals</b>	<b>25</b>	<b>28</b>	<b>41</b>	<b>33</b>	<b>58</b>	<b>55</b>	<b>202</b>	<b>33.7</b>	<b>706</b>	<b>20.9</b>
In Foreclosure	1	0	1	0	0	0	2	0.33	0	0.0
Short Sale	0	0	2	0	1	1	3	0.5	2	4.0
REO	1	2	3	2	4	2	10	1.7	13	7.6
Totals	2	2	6	2	5	3	15	2.5	15	6.0
Destressed Sales %							7%		2.10%	

**Totals for 7 Counties**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	7/4/2015 Actives	Months of Inventory
0-\$100,000	70	65	73	65	81	58							412	69	281	4.1
\$100-\$200,000	168	160	236	236	271	301							1372	229	1223	5.3
\$200-\$300,000	125	122	174	178	195	241							1035	173	1379	8.0
\$300-\$400,000	39	39	69	64	102	112							430	72	815	11.3
\$400-\$500,000	25	26	35	43	45	63							237	40	495	12.4
\$500-\$750,000	17	10	22	29	37	45							160	27	603	22.3
\$750-\$1,000,000	9	9	5	4	8	12							47	8	298	37.3
\$1 Million plus	0	3	1	3	7	9							23	4	353	88.3
<b>Totals</b>	<b>453</b>	<b>434</b>	<b>615</b>	<b>622</b>	<b>751</b>	<b>841</b>							<b>3716</b>	<b>619</b>	<b>5447</b>	<b>8.8</b>
In Foreclosure	5	3	5	1	3	2							19	3.2	7	2.2
Short Sale	6	6	9	5	4	5							34	5.7	37	6.5
REO	38	59	58	56	41	37							259	43.2	92	2.1
Totals	72	53	72	62	49	44							344	57.3	136	2.4
Destressed Sales %													9.30%		2.50%	