

Beverly-Hanks Associates 2015 Residential Analysis

Buncombe						Totals YTD	Avg Per	6/4/2015	Months of
	Jan	Feb	Mar	Apr	May	Month	Actives	Inventory	
0-\$100,000	18	22	26	23	26	115	23	61	3.5
\$100-\$200,000	77	73	119	124	117	510	102	287	2.8
\$200-\$300,000	64	64	95	87	109	465	93	394	4.2
\$300-\$400,000	18	24	41	30	63	176	35	236	6.7
\$400-\$500,000	16	18	23	25	29	111	22	175	8.0
\$500-\$750,000	8	5	15	24	24	78	16	212	13.3
\$750-\$1,000,000	8	5	3	0	6	22	4.4	122	27.7
\$1 Million plus	5	2	0	1	4	12	2.4	196	81.7
Totals	214	213	332	314	378	1451	290	1663	5.7
In Foreclosure	1	1	2	0	2	6	1.3	2	1.5
Short Sale	2	4	6	4	0	16	3.2	18	5.6
REO	24	17	18	24	19	102	20.4	31	1.5
Totals	27	22	26	8	21	104	21	51	2.4
Destressed Sales %						7.10%		1.20%	

Haywood						Totals YTD	Avg Per	6/4/2015	Months of
	Jan	Feb	Mar	Apr	May	Month	Actives	Inventory	
0-\$100,000	15	10	12	10	19	66	13.2	77	5.8
\$100-\$200,000	24	21	30	38	40	153	30.6	328	10.7
\$200-\$300,000	12	6	10	9	16	53	10.6	279	26.3
\$300-\$400,000	6	1	9	4	7	27	5.4	128	23.7
\$400-\$500,000	0	1	1	0	2	4	0.8	57	71.3
\$500-\$750,000	3	1	3	1	2	10	2	75	37.5
\$750-\$1,000,000	0	0	1	0	0	1	0.2	38	190
\$1 Million plus	0	0	0	0	0	0	0	21	#DIV/0!
Totals	60	40	66	62	86	400	80	1003	12.5
In Foreclosure	1	0	2	0	1	4	0.8	1	1.3
Short Sale	2	1	1	0	8	12	2.4	8	3.3
REO	1	8	11	9	9	55	11	17	1.5
Totals	4	9	14	9	18	71	14.2	26	1.8
Destressed Sales %						17.70%		2.50%	

Beverly-Hanks Associates 2015 Residential Analysis

Henderson							Totals YTD	Avg Per	6/4/2015	Months of
	Jan	Feb	Mar	Apr	May		Month	Actives	Inventory	
0-\$100,000	21	14	17	17	15	84	16.8	42	2.5	
\$100-\$200,000	32	45	61	46	55	239	47.8	195	4.1	
\$200-\$300,000	33	35	50	60	44	222	44.4	283	6.4	
\$300-\$400,000	11	10	13	16	19	69	13.8	149	10.8	
\$400-\$500,000	4	4	6	9	11	34	6.8	100	14.7	
\$500-\$750,000	2	1	1	2	6	12	2.4	124	51.7	
\$750-\$1,000,000	1	0	1	2	0	4	0.8	50	62.5	
\$1 Million plus	2	0	1	0	1	4	0.8	52	65.0	
Totals	106	109	150	152	151	668	133.6	995	7.4	
In Foreclosure	1	2	0	0	0	3	0.6	2	3.3	
Short Sale	0	1	0	0	1	2	0.4	2	5.0	
REO	15	16	18	14	4	67	13.4	21	1.6	
Totals	16	19	18	14	5	72	14.4	25	1.7	
Destressed Sales %						11%		2.50%		

Madison							Totals YTD	Avg Per	6/4/2015	Months of
	Jan	Feb	Mar	Apr	May		Month	Actives	Inventory	
0-\$100,000	1	4	3	4	2	14	2.8	19	6.8	
\$100-\$200,000	8	3	4	3	6	24	4.8	58	12.1	
\$200-\$300,000	3	3	2	2	4	14	2.8	67	23.9	
\$300-\$400,000	0	0	0	1	3	4	0.8	47	58.8	
\$400-\$500,000	0	1	0	0	0	1	0.2	24	120.0	
\$500-\$750,000	0	0	1	1	0	2	0.4	27	67.5	
\$750-\$1,000,000	0	0	0	0	0	0	0	15	#DIV/0!	
\$1 Million plus	0	0	0	0	0	0	0	6	#DIV/0!	
Totals	12	11	10	11	15	59	11.8	263	22.3	
In Foreclosure	0	0	0	1	0	1	0.2	0	0.0	
Short Sale	1	0	0	2	0	3	0.6	1	1.7	
REO	2	4	2	3	1	12	2.4	8	3.3	
Totals	3	4	2	6	1	16	3.2	9	2.8	
Destressed Sales %						27%		3.40%		

Polk							Totals YTD	Avg Per	6/4/2015	Months of
-------------	--	--	--	--	--	--	------------	---------	----------	-----------

Beverly-Hanks Associates 2015 Residential Analysis

	Jan	Feb	Mar	Apr	May		Month	Actives	Inventory
0-\$100,000	2	0	4	2	2	10	2	10	5.0
\$100-\$200,000	8	2	3	6	7	26	5.2	44	8.5
\$200-\$300,000	2	0	2	8	5	17	3.4	59	17.4
\$300-\$400,000	1	1	1	5	2	10	2	45	22.5
\$400-\$500,000	1	1	0	3	1	6	1.2	21	17.5
\$500-\$750,000	1	2	0	0	1	4	0.8	36	45.0
\$750-\$1,000,000	0	0	0	2	1	3	0.6	15	25
\$1 Million plus	1	0	0	0	0	1	0.2	20	100
Totals	16	6	10	26	19	77	15.4	250	16.2
In Foreclosure	0	0	0	0	0	0	0	0	#DIV/0!
Short Sale	0	0	0	0	0	0	0	1	#DIV/0!
REO	1	0	2	3	2	8	1.6	0	0.0
Totals	1	0	2	3	2	8	1.6	3	1.9
Destressed Sales %						10.30%		1.20%	

Rutherford

	Jan	Feb	Mar	Apr	May	Totals YTD	Avg Per Month	6/4/2015 Actives	Months of Inventory
0-\$100,000	9	12	8	7	8	44	8.8	10	1.1
\$100-\$200,000	10	6	8	9	9	42	8.4	44	19.6
\$200-\$300,000	6	6	6	2	6	26	5.2	59	11.3
\$300-\$400,000	2	1	1	4	3	10	2	45	22.5
\$400-\$500,000	1	0	2	2	1	6	1.2	21	17.5
\$500-\$750,000	1	0	1	0	1	3	0.6	36	60.0
\$750-\$1,000,000	0	1	0	0	0	1	0.2	15	75.0
\$1 Million plus	0	0	0	1	1	2	0.4	20	50
Totals	29	26	26	25	29	135	27	250	9.3
In Foreclosure	1	0	0	1	1	3	0.6	1	1.7
Short Sale	1	0	0	0	1	2	0.4	1	2.5
REO	7	7	6	2	2	24	4.8	0	0.0
Totals	9	7	6	3	4	21.4	6.3	3	0.5
Destressed Sales %						24%		1.20%	

Transylvania

	Jan	Feb	Mar	Apr	May	Totals YTD	Avg Per Month	6/4/2015 Actives	Months of Inventory
0-\$100,000	4	3	6	2	9	22	4.4	35	8.0

Beverly-Hanks Associates 2015 Residential Analysis

\$100-\$200,000	9	10	15	10	27	61	12.2	143	11.7
\$200-\$300,000	5	8	11	11	11	35	7	155	22.1
\$300-\$400,000	1	2	4	4	5	12	2.4	95	39.6
\$400-\$500,000	3	1	3	4	1	8	1.6	76	47.5
\$500-\$750,000	2	0	2	1	3	7	1.4	83	59.3
\$750-\$1,000,000	0	3	0	0	1	4	0.8	39	48.8
\$1 Million plus	1	1	0	1	1	3	0.6	58	96.7
Totals	25	28	41	33	58	185	37	684	18.5
In Foreclosure	1	0	1	0	0	2	0.4	0	0.0
Short Sale	0	0	2	0	1	3	0.6	2	3.3
REO	1	2	3	2	4	10	2	11	5.5
Totals	2	2	6	2	5	15	3	13	4.3
Destressed Sales %						8%		1.90%	

Totals for 7 Counties

	Jan	Feb	Mar	Apr	May	Totals YTD	Avg Per Month	6/4/2015 Actives	Months of Inventory
0-\$100,000	70	65	73	65	81	354	70.8	297	4.2
\$100-\$200,000	168	160	236	236	271	1071	214	1190	5.6
\$200-\$300,000	125	122	174	178	195	794	158	1349	8.5
\$300-\$400,000	39	39	69	64	102	318	64	761	11.9
\$400-\$500,000	25	26	35	43	45	174	35	480	13.7
\$500-\$750,000	17	10	22	29	37	115	23	588	25.6
\$750-\$1,000,000	9	9	5	4	8	35	7	296	42.3
\$1 Million plus	0	3	1	3	7	14	2.8	349	124.6
Totals	453	434	615	622	751	2875	575	5310	9.2
In Foreclosure	5	3	5	1	3	17	3.4	7	2.1
Short Sale	6	6	9	5	4	29	5.8	32	5.5
REO	38	59	58	56	41	222	44	97	2.2
Totals	72	53	72	62	49	300	60	136	2.3
Destressed Sales %						10.00%		2.50%	