

10:00 A.M. PUBLIC HEARING

Sign-up Sheet

Proposed 2011 Schedule of Values, Standards, and Rules and the 2011 Present-Use Values Schedules

November 10, 2010

Please Print

Name:

Address:

1. William Holmes 18 DEEP VALLEY LN, HENDERSONVILLE 28791
2. Rory A. Reagan PEP
3. Steve Dozier 4062 BEAVER DAM Mills River
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Prudential

Lifestyle Realty

Western North Carolina

Market Overview

A Real Estate Overview of Home and Land Sales in Western North Carolina

As Of October 31, 2010

"Highest Overall Satisfaction
for Home Sellers Among
National Full Service
Real Estate Firms"



J.D. Power and Associates
2010 Home Buyer/Seller Study SM

Prepared by Steve Dozier
For Prudential Lifestyle Realty

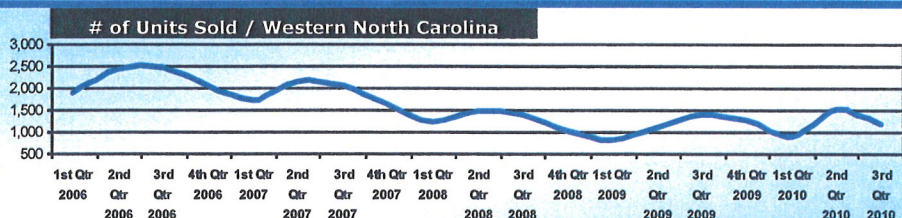
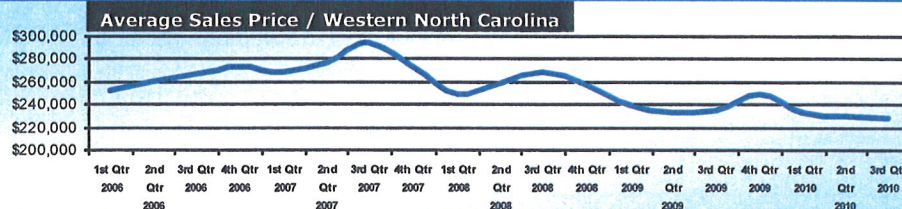
Do you want me to make you feel good or to be honest with you?

Here is the feel good part. Interest rates are at 40 year low and there are many options to choose from when you are looking for your new home, so you have a lot of bargaining power to purchase a good deal. If you are listing your home for sale now, your dedicated Prudential Agent is committed to delivering you the facts on pricing and marketing and the methods to expose your home to as many buyers as possible and working hard to make your home standout in the crowd. Homes are still selling just not at the pace and price they were just 2 years ago.

Just a note, all of the above is also honest, but it is difficult to advise our clients when the sale of their home will not bring the profit that it would have just a year or so ago, but our agents are committed to being completely honest with you in every point of discussion when it comes to either buying or selling a home. Being anything but completely and brutally honest with our clients does not benefit anyone.

The real estate market place is full of over priced listings and if you listen to the market research that your agent advises you on, then your home can sell. It takes a lot of work to establish a true market value for any home these

Western North Carolina	3rd Qtr 2010	Prior Qtr	% Chg	Prior Year 3rd Qtr	% Chg
Average Sales Price	\$ 228,183	\$ 228,629	-0.20%	\$ 234,131	-2.54%
Average Median Price	\$ 190,000	\$ 185,000	2.70%	\$ 189,000	0.53%
Number of Sales	1164	1502	-22.50%	1395	-16.56%
Days on Market	164	163	0.61%	149	10.07%
List to Sell %	92.43%	92.53%		93.30%	
Current Active Homes on Market	9571	* List to Sale % is of Last List Price not Original List Price			



days and if there is a need to sell your home and make that next move, then we are here to help and guide you along the way. If you have a desire to sell your home and make a profit to go buy something else, then your Prudential agent is going to advise you on price and issues, but they may also advise you that now may not be the time to sell now.

Your Prudential Agent is well trained in researching the market data to get you just the right price and to position your home for a reasonable time sale. Call us today to see how we can best serve you.

Call your Prudential Lifestyle Realty Agent today for more information and facts on what is available.

HENDERSONVILLE



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Lifestyle Realty

WESTERN NORTH CAROLINA

Message from Prudential Lifestyle Realty

Prudential Lifestyle Realty is proud to announce our latest tool in searching for any home in this market.

24HR Enter street #
INFO for ANY listing
828.378.0101

Instant info 24/7 on ANY Carolina MLS Service, no matter which real estate firm has the home listed. Call the number above from ANY PHONE, ANY TIME and enter the street number and then the # button on your phone, then if there are multiple street names with the same street #, enter the first 2 letters of the street name and press # and you will be informed of the home's features including price in most cases.

If you have further need for information you can press 1 and speak to the agent that has this home listed within just a few seconds or to an agent that can address any additional questions you may have. Press 2 and you can receive a text message of the home's features, press 3 to receive an estimated monthly mortgage payment schedule and lastly press 4 for the physical address, MLS ID # and estimated Square Footage of this home. Give our new service a try the next time you are previewing homes either in your neighborhood or anywhere in the counties we serve.

All data is pulled from the Western North Carolina Regional MLS system. All information is believed to be correct, but no guarantees are offered.



Prudential

Lifestyle Realty

Asheville, NC

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Prudential Lifestyle Realty South Asheville Office

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Prudential Lifestyle Realty Champion Hills Office

15 Club View Drive
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(828) 693-0072 Office
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Prudential Lifestyle Realty Hendersonville Office

475 S. Church Street, Suite 600
Hendersonville, NC 28792
(828) 233-1150 Office
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www.PrudentialLifestyleRealty.com

YTD Through September of Residential MLS Data for Each Year				
<i>Residential Sales</i>	2007	2008	2009	2010
WNC Units Sold	6500	4547	3807	3930
WNC Volume	\$ 1,819,940,706	\$ 1,183,561,817	\$ 897,522,655	\$ 899,431,956
WNC Average Price	\$ 279,991	\$ 260,295	\$ 235,756	\$ 228,863
WNC Cash Sales	19.69%	21.88%	23.79%	29.21%
WNC DOM	103	123	147	167
Buncombe Cty Units Sold	2992	2217	1823	1888
Buncombe Cty Volume	\$ 887,841,711	\$ 622,071,830	\$ 474,250,625	\$ 465,785,078
Buncombe Cty Average Price	\$ 296,739	\$ 280,592	\$ 260,148	\$ 246,708
Buncombe Cty Cash Sales	14.47%	17.18%	18.21%	24.47%
Buncombe Cty DOM	90	110	132	141
Henderson Cty Units Sold	1609	1064	880	840
Henderson Cty Volume	\$ 420,371,982	\$ 249,977,427	\$ 187,929,273	\$ 185,340,462
Henderson Cty Average Price	\$ 261,263	\$ 234,941	\$ 213,556	\$ 220,643
Henderson Cty Cash Sales	21.56%	22.18%	26.13%	28.09%
Henderson Cty DOM	93	122	150	185
Transylvania Cty Units Sold	378	237	190	229
Transylvania Volume	\$ 128,580,838	\$ 72,820,075	\$ 53,144,633	\$ 60,764,256
Transylvania Cty Average Price	\$ 340,161	\$ 307,258	\$ 279,709	\$ 265,346
Transylvania Cash Sales	30.68%	40.92%	32.63%	37.11%
Transylvania DOM	139	153	174	199

MLS Land Sales Data for Each Year				
<i>Land Sales</i>	2007	2008	2009	2010 YTD
WNC Units Sold	2734	1223	818	733
WNC Volume	\$ 427,973,662	\$ 158,820,288	\$ 88,395,734	\$ 66,722,123
WNC Average Price	\$ 156,537	\$ 129,864	\$ 108,063	\$ 91,026
WNC DOM	241	218	217	259
Buncombe Cty Units Sold	730	387	277	241
Buncombe Cty Volume	\$ 118,773,308	\$ 56,795,453	\$ 32,978,851	\$ 23,890,491
Buncombe Cty Average Price	\$ 162,703	\$ 146,758	\$ 119,057	\$ 99,130
Buncombe Cty DOM	209	157	191	217
Henderson Cty Units Sold	459	200	142	91
Henderson Cty Volume	\$ 49,948,478	\$ 24,430,292	\$ 15,505,300	\$ 73,717,759
Henderson Cty Average Price	\$ 108,820	\$ 122,151	\$ 109,192	\$ 81,008
Henderson Cty DOM	224	173	221	260
Transylvania Cty Units Sold	394	129	90	68
Transylvania Volume	\$ 56,630,242	\$ 11,892,994	\$ 9,756,631	\$ 6,040,438
Transylvania Average Price	\$ 143,731	\$ 92,194	\$ 108,407	\$ 88,829
Transylvania DOM	295	222	222	394

13 Month Running Rate Of Homes Sold By Month & Months Supply of Inventory (MSI)

HOUSING SUPPLY vs DEMAND - Western North Carolina

Price Range	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	April 10	May 10	June 10	July 10	Aug 10	Sept 10	Oct 10	12 Month Total	% of Sold Units	Sold Monthly Average	End of Month Active Listings	1 Yr Avg. MSI	6 Month Avg. MSI	3 Month Avg. MSI
0-\$100,000	38	39	42	45	29	50	68	61	103	63	61	59	52	672	14.41%	56.0	548	9.8	8.2	9.6
\$100,000 to \$199,999	220	159	160	99	102	172	208	186	201	136	164	158	153	1898	40.69%	158.2	2695	17.0	16.2	17.0
\$200,000 to \$299,999	101	107	112	47	66	95	105	119	138	91	90	100	83	1153	24.72%	96.1	2316	24.1	22.4	25.5
\$300,000 to \$399,999	57	38	38	32	19	32	44	47	66	37	48	50	24	475	10.18%	39.6	1290	32.6	28.5	31.7
\$400,000 to \$499,999	31	19	13	15	6	13	16	15	30	20	20	20	20	207	4.44%	17.3	683	39.6	32.8	34.2
\$500,000 to \$599,999	6	7	10	9	5	6	4	9	14	7	1	6	7	85	1.82%	7.1	391	55.2	53.3	83.8
\$600,000 to \$699,999	2	6	3	6	1	1	5	5	8	4	4	7	4	54	1.16%	4.5	229	50.9	42.9	45.8
\$700,000 to \$799,999	5	5	2		2	2	1	1	3	3	1	2	3	25	0.54%	2.1	185	88.8	85.4	92.5
\$800,000 to \$899,999	2	2	4	1	2		3		1	4	1	4	2	24	0.51%	2.0	161	80.5	80.5	69.0
\$900,000 to \$999,999	2	1	2	1	1	2		4	1			1	1	14	0.30%	1.2	130	111.4	111.4	195.0
\$1,000,000 Up.	5	4	11	4	3	5	6	5	6	3	2	4	4	57	1.22%	4.8	494	104.0	123.5	148.2
Totals	469	387	397	259	236	378	460	452	571	368	392	411	353	4664	100.00%	388.7	9122	23.5	18.2	18.0

HOUSING SUPPLY vs DEMAND - Buncombe County

Price Range	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	April 10	May 10	June 10	July 10	Aug 10	Sept 10	Oct 10	12 Month Total	% of Sold Units	Sold Monthly Average	End of Month Active Listings	1 Yr Avg. MSI	6 Month Avg. MSI	3 Month Avg. MSI
0-\$100,000	7	14	13	17	10	18	23	15	32	26	21	22	19	230	10.23%	19.2	129	6.7	5.7	6.2
\$100,000 to \$199,999	99	83	76	47	49	101	112	93	93	56	74	63	71	918	40.82%	76.5	1005	13.1	13.4	14.5
\$200,000 to \$299,999	47	64	53	25	34	51	64	58	63	47	50	39	40	588	26.14%	49.0	784	16.0	15.8	18.2
\$300,000 to \$399,999	36	23	6	14	8	17	23	30	42	19	26	25	12	245	10.89%	20.4	444	21.7	17.3	21.1
\$400,000 to \$499,999	18	13	7	8	4	10	7	10	18	13	12	10	10	122	5.42%	10.2	232	22.8	19.1	21.8
\$500,000 to \$599,999	3	4	6	9	2	2	3	3	7	6		5	4	51	2.27%	4.3	136	32.0	32.6	45.3
\$600,000 to \$699,999	1	2	2	2	1	1	1	1	3	4	3	5	2	27	1.20%	2.3	80	35.6	26.7	24.0
\$700,000 to \$799,999	3	5	2		1	2			1	2	1	0	1	15	0.67%	1.3	66	52.8	79.2	99.0
\$800,000 to \$899,999	2	2	4		1		1		1	2	1	4	0	16	0.71%	1.3	55	41.3	41.3	33.0
\$900,000 to \$999,999	1		1		1			2	1			0	0	5	0.22%	0.4	55	132.0	110.0	No Data
\$1,000,000 Up.	2		7	3	2	3	4	2	4	1		2	4	32	1.42%	2.7	215	80.6	99.2	107.5
Totals	219	210	177	125	113	205	238	214	265	176	188	175	163	2249	100.00%	187.4	3201	17.1	13.5	13.7

MSI indicates the number of months it would take if no new listings were added to current inventory for the inventory to sale. MSI in the shorter time frames indicate trends. A minimum of 6 months is necessary to look at real trends.

13 Month Running Rate Of Homes Sold By Month & Months Supply of Inventory (MSI)

HOUSING SUPPLY vs DEMAND - Henderson County

Price Range	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	April 10	May 10	June 10	July 10	Aug 10	Sept 10	Oct 10	12 Month Total	% of Sold Units	Sold Monthly Average	End of Month Active Listings	1 Yr Avg. MSI	6 Month Avg. MSI	3 Month Avg. MSI
0-\$100,000	7	8	12	8	6	9	8	13	19	6	8	13	8	118	11.96%	9.8	114	11.6	10.2	11.8
\$100,000 to \$199,999	58	35	27	25	18	37	49	50	45	36	32	36	39	429	43.47%	35.8	603	16.9	15.2	16.9
\$200,000 to \$299,999	26	20	26	11	13	24	24	28	34	19	21	27	15	262	26.55%	21.8	477	21.8	19.9	22.7
\$300,000 to \$399,999	8	8	7	7	5	3	9	10	15	9	7	11	7	98	9.93%	8.2	245	30.0	24.9	29.4
\$400,000 to \$499,999	5	4	4	6	2	1	4	2	9	2	3	3	2	42	4.26%	3.5	107	30.6	30.6	40.1
\$500,000 to \$599,999	3	1	2	1		3		1	4	1		3	1	17	1.72%	1.4	71	50.1	42.6	53.3
\$600,000 to \$699,999		2					3		3			0	0	8	0.81%	0.7	44	66.0	88.0	No Data
\$700,000 to \$799,999							1		1			1	0	3	0.30%	0.3	33	132.0	99.0	99.0
\$800,000 to \$899,999									0	1		0	0	1	0.10%	0.1	21	252.0	126.0	No Data
\$900,000 to \$999,999	1	1		1				1	0			0	0	3	0.30%	0.3	9	36.0	54.0	No Data
\$1,000,000 Up.	1					2			1		2	1	0	6	0.61%	0.5	51	102.0	76.5	51.0
Totals	109	79	78	59	44	79	98	105	131	74	73	95	72	987	100.00%	82.3	1775	21.6	16.4	17.0

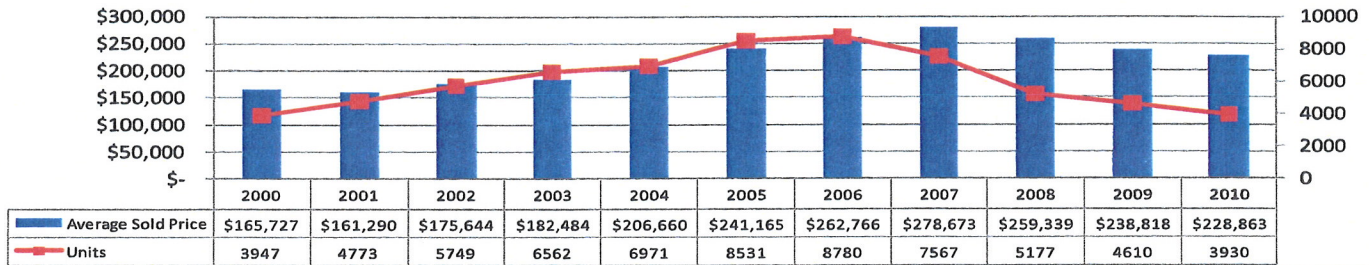
HOUSING SUPPLY vs DEMAND - Transylvania County

Price Range	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	Mar 10	April 10	May 10	June 10	July 10	Aug 10	Sept 10	Oct 10	12 Month Total	% of Sold Units	Sold Monthly Average	End of Month Active Listings	1 Yr Avg. MSI	6 Month Avg. MSI	3 Month Avg. MSI
0-\$100,000	2	1	2	2	2	1	6	3	5	4	2	4	2	34	12.10%	2.8	34	12.0	10.2	12.8
\$100,000 to \$199,999	12	8	12	7	7	6	13	11	9	13	9	8	7	110	39.15%	9.2	190	20.7	20.0	23.8
\$200,000 to \$299,999	5	5	8		6	1	3	6	11	7	4	5	5	61	21.71%	5.1	198	39.0	31.3	42.4
\$300,000 to \$399,999	5	2	4	3	1	6	2	1	1	2	3	3	2	30	10.68%	2.5	128	51.2	64.0	48.0
\$400,000 to \$499,999	1		2	1			1	2	0	1		3	4	14	4.98%	1.2	73	62.6	43.8	31.3
\$500,000 to \$599,999		1			1		1	4	0		1	0	1	9	3.20%	0.8	68	90.7	68.0	102.0
\$600,000 to \$699,999	1	1		2			1	1	1		1	0	0	7	2.49%	0.6	25	42.9	50.0	75.0
\$700,000 to \$799,999					1				0			0	0	1	0.36%	0.1	26	312.0	No Data	No Data
\$800,000 to \$899,999									0			0	2	2	0.71%	0.2	20	120.0	60.0	30.0
\$900,000 to \$999,999						1			0			0	1	2	0.71%	0.2	22	0.5	132.0	66.0
\$1,000,000 Up.	1	4	1				2	2	1	1		0	0	11	3.91%	0.9	76	82.9	114.0	No Data
Totals	27	22	29	15	18	15	29	30	28	28	20	23	24	281	100.00%	23.4	860	36.7	28.4	27.2

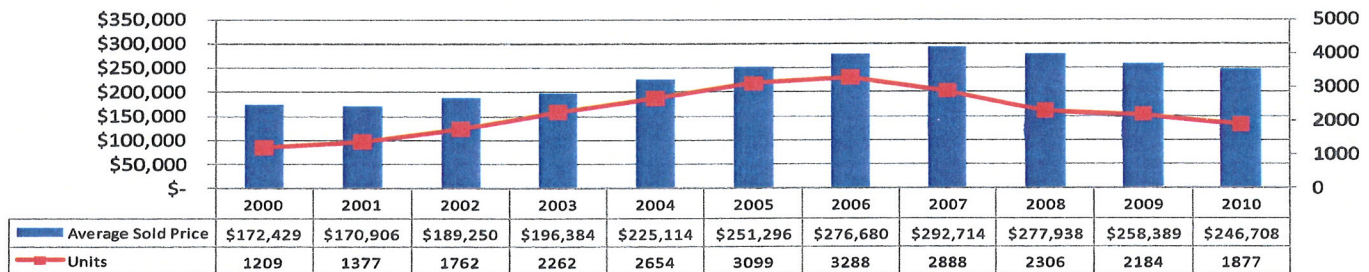
MSI indicates the number of months it would take if no new listings were added to current inventory for the inventory to sale. MSI in the shorter time frames indicate trends. A minimum of 6 months is necessary to look at real trends.

Average Sales Price and Units Sold 10 Year History

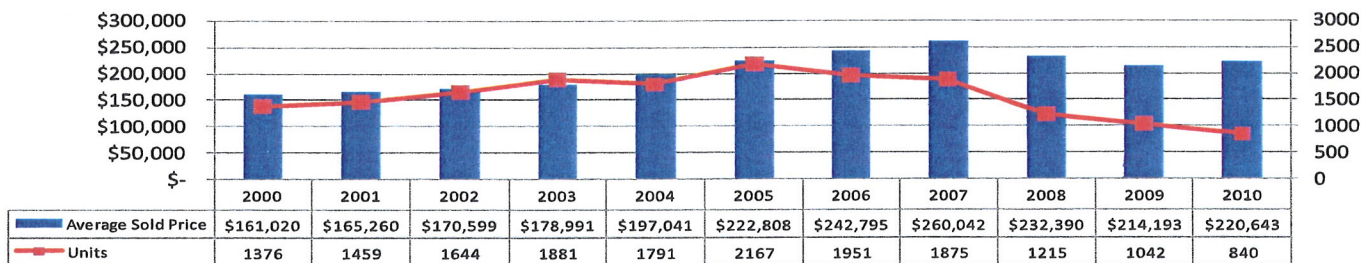
Residential - Regional Annual Sales Data



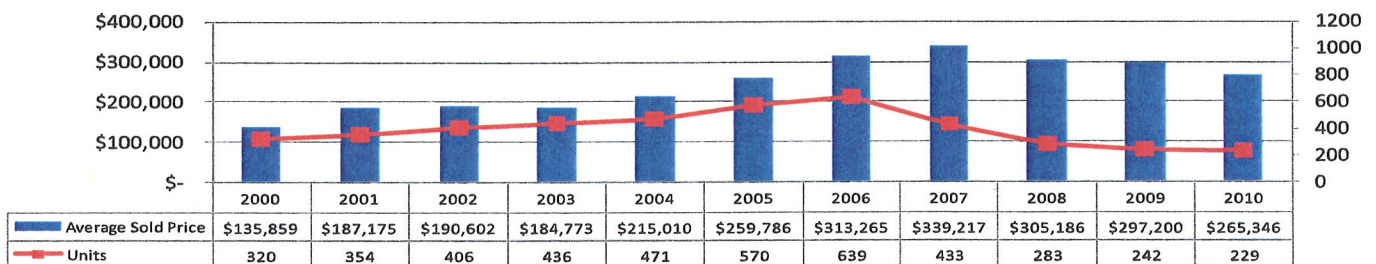
Residential - Buncombe County Annual Sales Data



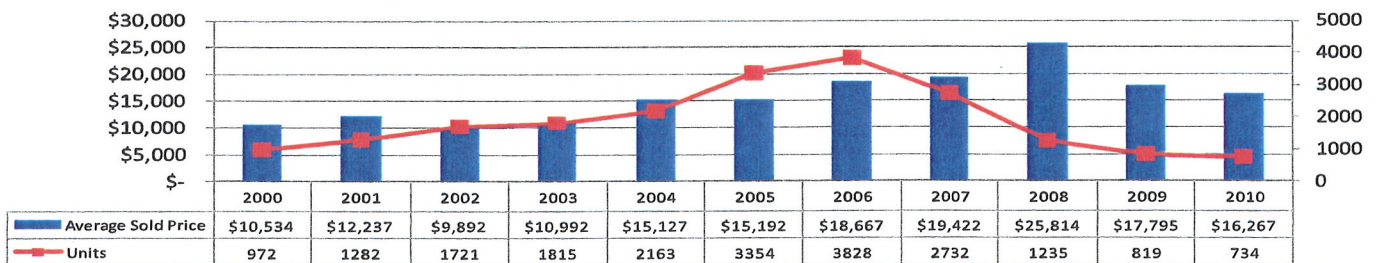
Residential - Henderson County Annual Sales Data



Residential - Transylvania County Annual Sales Data



Land - Regional Annual Sales Data



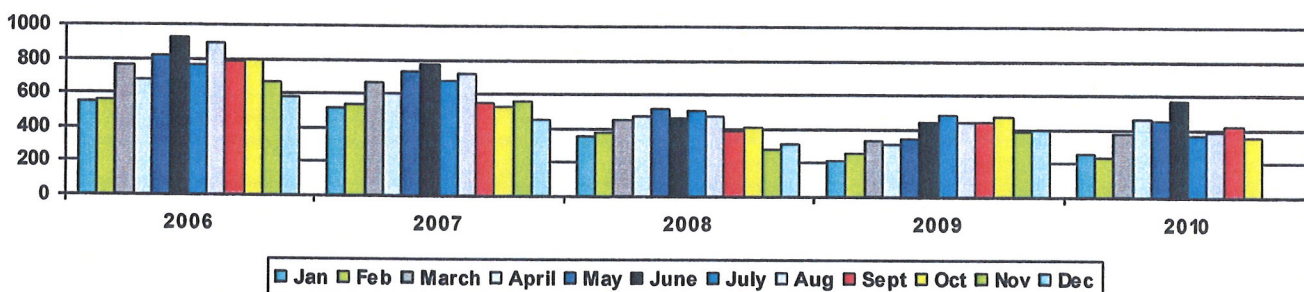
2010 is only YTD, All others are showing full year of sold property and units sold.

These charts represent conditions and trends in our market place. Decisions should be made on conditions that are unique to you and your situation. Our agents are well versed in market conditions and trends, we understand the differences in Buyer and Seller markets and are committed to assisting you in your home buying and selling decisions.

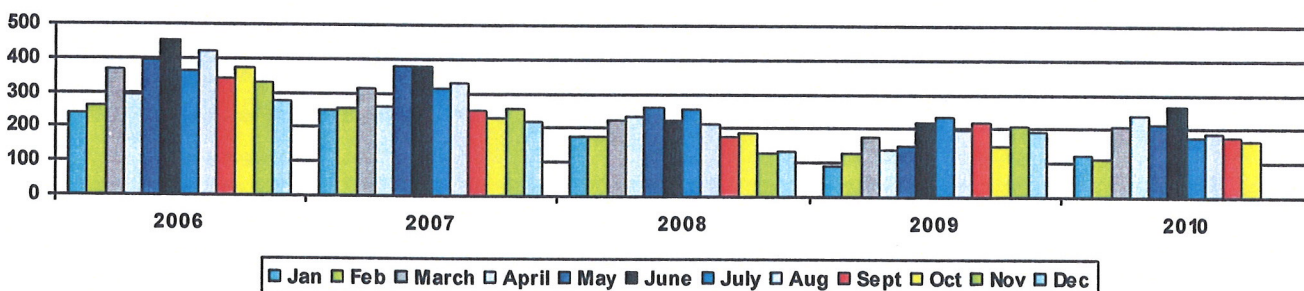
National Assoc. of Realtors Outlook: October 2010

Housing Indicators <i>Percent Change -- Year Ago</i>	2010	2010	2010	2010	2011	2011	2011	2011	2012	2012	Annual			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2009	2010	2011	2012
Existing Home Sales	11.5	16.5	-21.4	-24.1	-7.3	-6.6	29.9	14.5	7.1	3.0	4.9	-6.4	7.1	4.3
New Single-Family Sales	2.0	-8.7	-28.7	-11.1	1.3	18.2	51.4	42.0	35.0	41.1	-22.6	-13.4	28.9	28.0
Housing Starts	16.5	12.2	1.3	15.6	13.1	24.0	33.1	29.1	25.4	31.2	-38.7	11.3	24.8	31.7
Single-Family Units	45.0	16.1	-10.4	1.4	0.8	15.6	37.2	32.2	29.4	37.2	-28.9	10.5	20.8	36.9
Multifamily Units	-44.8	-2.4	66.4	106.9	82.8	60.6	21.2	19.4	12.9	12.3	-60.3	14.1	40.4	14.6
Residential Construction	-6.2	4.9	-0.4	0.4	7.2	4.9	11.8	15.2	15.2	16.1	-20.5	-5.0	9.7	17.7

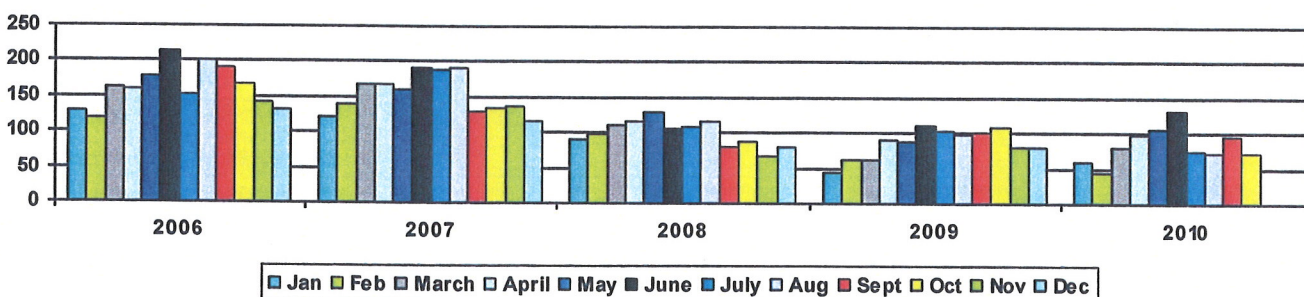
WNC Regional Sales By Month



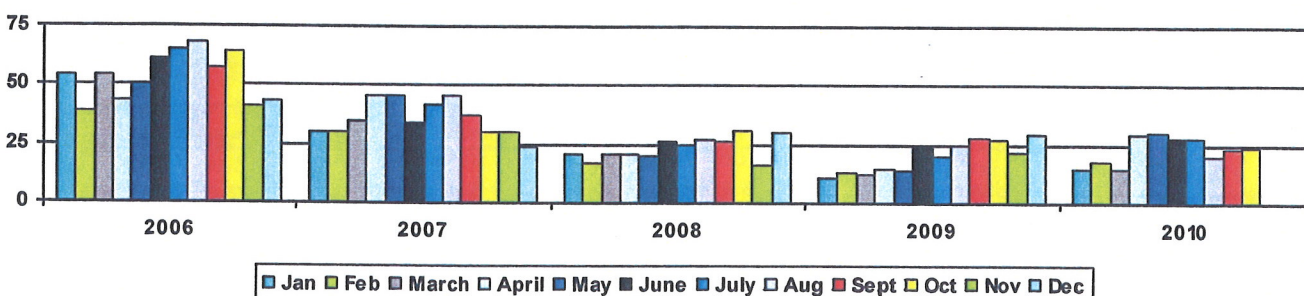
Buncombe County Sales By Month



Henderson County Sales By Month



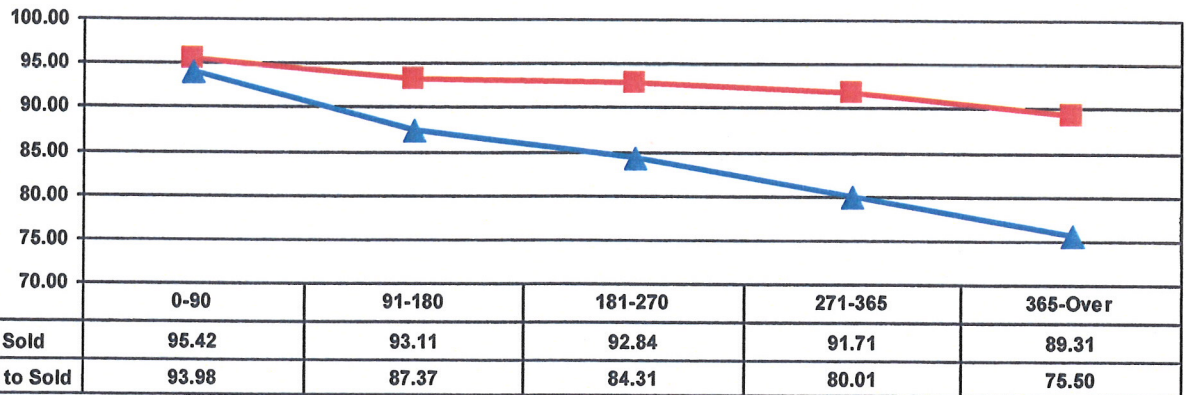
Transylvania County Sales By Month



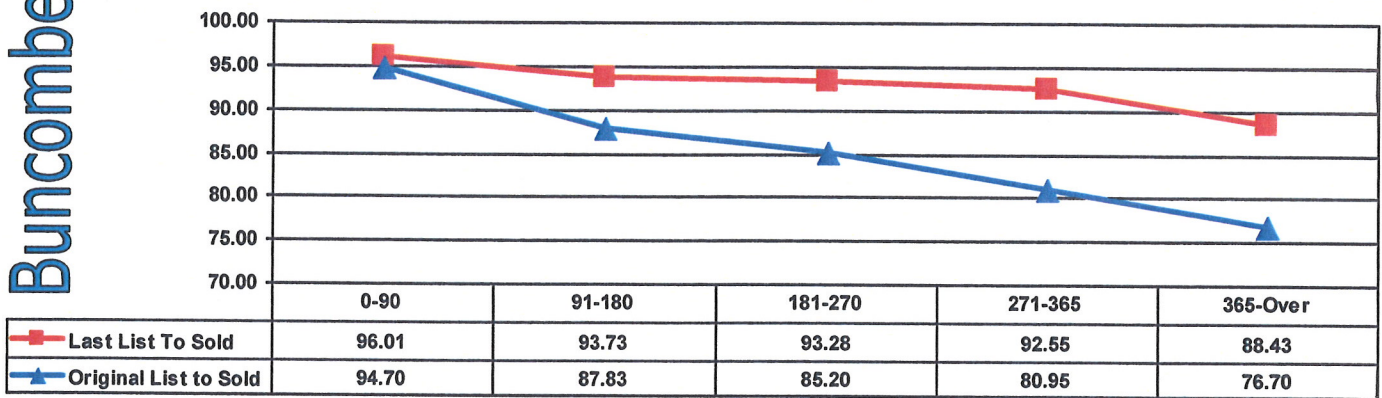
**Original List Price & Last List Price To Sold Price
Percentages from October 1, 2009 through September 30, 2010**

Stats are updated Quarterly

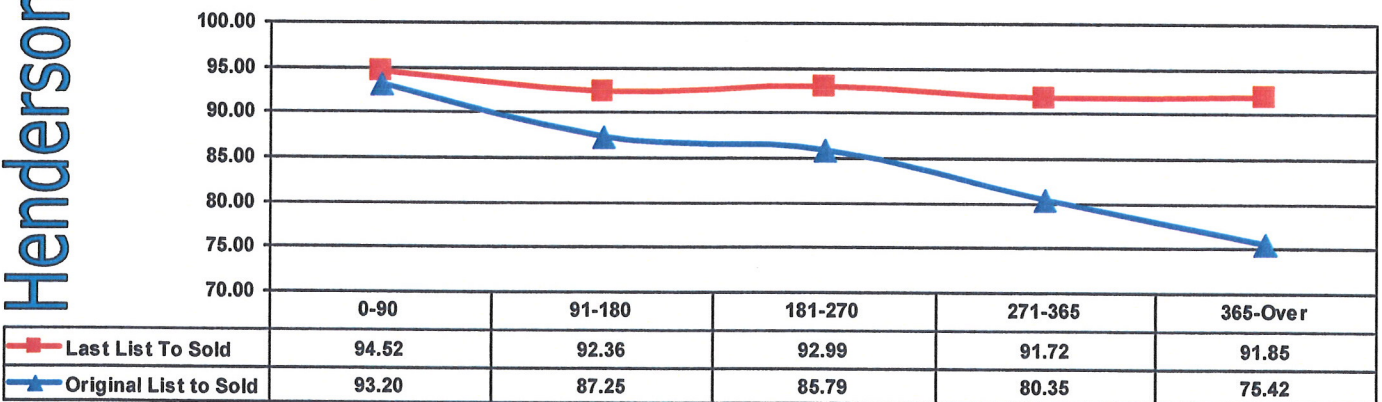
Regional



Buncombe



Henderson



Transylvania

