

Beverly-Hanks Associates 2017 Residential Analysis

Buncombe													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	9	12	15	8									44	11	24	2.2
\$100-\$199,999	60	52	91	68									271	68	120	1.8
\$200-\$299,999	85	74	110	91									360	90	215	2.4
\$300-\$399,999	30	44	67	54									195	49	232	4.8
\$400-\$499,999	24	14	31	42									111	28	142	5.1
\$500-\$599,999	14	11	15	14									54	14	90	6.7
\$600-\$699,999	5	6	14	9									34	9	83	9.8
\$700-\$799,999	2	7	3	5									17	4	55	12.9
\$800-\$899,999	4	1	3	4									12	3	33	11.0
\$900-\$999,999	6	1	5	3									15	4	36	9.6
\$1 Million plus	3	2	4	4									13	3	160	49.2
Totals	242	224	358	302	0	0	0	0	0	0	0	0	1126	282	1190	4.2
In Foreclosure	0	0	1	0									1	0	3	12.0
Short Sale	0	2	1	1									4	1	3	3.0
REO	4	3	8	5									20	5	11	2.2
Totals	4	5	10	6	0	0	0	0	0	0	0	0	25	2	17	8.2
Distressed Sales %													2.22%			

Haywood													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	13	4	12	15									44	11	46	4.2
\$100-\$199,999	32	20	46	24									122	31	123	4.0
\$200-\$299,999	22	19	22	16									79	20	147	7.4
\$300-\$399,999	2	6	6	9									23	6	79	13.7
\$400-\$499,999	1	2	5	6									14	4	48	13.7
\$500-\$599,999	3	1	2	0									6	2	32	21.3
\$600-\$699,999	0	0	1	1									2	1	28	56.0
\$700-\$799,999	0	0	0	0									0	0	16	#DIV/0!
\$800-\$899,999	0	0	0	0									0	0	8	#DIV/0!
\$900-\$999,999	0	0	0	0									0	0	9	#DIV/0!
\$1 Million plus	0	2	0	0									2	1	21	42.0
Totals	73	54	94	71	0	0	0	0	0	0	0	0	292	73	557	7.6
In Foreclosure	0	0	0	1									1	0	0	0.0
Short Sale	0	0	1	0									1	0	0	0.0
REO	8	2	2	3									15	4	0	0.0
Totals	8	2	3	4	0	0	0	0	0	0	0	0	17	4	0	0.0
Distressed Sales %													5.82%			

Henderson													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	4	4	7	8									23	6	13	2.3
\$100-\$199,999	43	47	67	57									214	54	71	1.3
\$200-\$299,999	51	35	68	63									217	54	102	1.9
\$300-\$399,999	17	14	41	18									90	23	126	5.6
\$400-\$499,999	7	7	8	6									28	7	79	11.3
\$500-\$599,999	3	2	1	2									8	2	56	28.0
\$600-\$699,999	2	2	2	1									7	2	36	20.6
\$700-\$799,999	0	0	3	0									3	1	18	24.0
\$800-\$899,999	0	1	4	0									5	1	13	10.4
\$900-\$999,999	0	0	0	0									0	0	12	#DIV/0!
\$1 Million plus	0	1	1	0									2	1	46	92.0
Totals	127	113	202	155	0	0	0	0	0	0	0	0	597	149	572	3.8
In Foreclosure	0	0	0	1									1	0	0	0.0
Short Sale	0	1	1	2									4	1	3	3.0
REO	2	3	2	3									10	3	1	0.4
Totals	2	4	3	6	0	0	0	0	0	0	0	0	15	4	4	1.1
Destressed Sales %													2.51%			

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Madison													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	4	3	1									10	3	3	1.2
\$100-\$199,999	4	8	7	7									26	7	24	3.7
\$200-\$299,999	4	3	4	8									19	5	49	10.3
\$300-\$399,999	1	3	2	2									8	2	26	13.0
\$400-\$499,999	0	1	1	1									3	1	20	26.7
\$500-\$599,999	1	0	0	1									2	1	14	28.0
\$600-\$699,999	0	0	1	0									1	0	13	52.0
\$700-\$799,999	0	0	0	0									0	0	1	#DIV/0!
\$800-\$899,999	0	0	0	0									0	0	2	#DIV/0!
\$900-\$999,999	0	0	0	0									0	0	8	#DIV/0!
\$1 Million plus	0	0	0	1									1	0	5	20.0
Totals	12	19	18	21	0	0	0	0	0	0	0	0	70	18	165	9.4
In Foreclosure	0	0	0	2									2	1	1	2.0
Short Sale	0	0	0	0									0	0	1	#DIV/0!
REO	0	2	2	1									5	1	1	0.8
Totals	0	2	2	3	0	0	0	0	0	0	0	0	7	1	3	5.1
Destressed Sales %													10.00%			

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Polk													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	0	10	3									15	4	5	1.3
\$100-\$199,999	9	6	18	10									43	11	31	2.9
\$200-\$299,999	7	2	9	10									28	7	48	6.9
\$300-\$399,999	4	1	2	5									12	3	47	15.7
\$400-\$499,999	1	0	0	0									1	0	23	92.0
\$500-\$599,999	1	0	0	0									1	0	23	92.0
\$600-\$699,999	0	1	2	0									3	1	13	17.3
\$700-\$799,999	0	0	0	0									0	0	8	#DIV/0!
\$800-\$899,999	0	1	0	1									2	1	14	28.0
\$900-\$999,999	0	0	1	0									1	0	6	24.0
\$1 Million plus	0	1	1	0									2	1	19	38.0
Totals	24	12	43	29	0	0	0	0	0	0	0	0	108	27	237	8.8
In Foreclosure	0	0	1	0									1	0	1	4.0
Short Sale	0	0	1	0									1	0	0	0.0
REO	1	0	1	1									3	1	1	1.3
Totals	1	0	3	1	0	0	0	0	0	0	0	0	5	1	2	1.6
Destressed Sales %													4.63%			



Rutherford													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	8	7	8	16									39	10	34	3.5
\$100-\$199,999	13	16	19	13									61	15	61	4.0
\$200-\$299,999	10	11	10	12									43	11	69	6.4
\$300-\$399,999	2	6	4	5									17	4	51	12.0
\$400-\$499,999	1	1	0	1									3	1	23	30.7
\$500-\$599,999	2	0	0	0									2	1	16	32.0
\$600-\$699,999	1	1	0	2									4	1	21	21.0
\$700-\$799,999	0	0	1	0									1	0	5	20.0
\$800-\$899,999	0	0	0	0									0	0	6	#DIV/0!
\$900-\$999,999	0	0	0	0									0	0	2	#DIV/0!
\$1 Million plus	0	0	0	0									0	0	21	#DIV/0!
Totals	37	42	42	49	0	0	0	0	0	0	0	0	170	43	309	7.3
In Foreclosure	0	1	1	0									2	1	1	2.0
Short Sale	1	3	0	0									4	1	1	1.0
REO	2	4	1	2									9	2	2	0.9
Totals	3	8	2	2	0	0	0	0	0	0	0	0	15	4	4	1.1
Destressed Sales %													8.82%			



Transylvania													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	5	5	3									15	4	9	2.4
\$100-\$199,999	11	3	9	11									34	9	67	7.9
\$200-\$299,999	11	7	24	21									63	16	112	7.1
\$300-\$399,999	3	6	9	5									23	6	76	13.2
\$400-\$499,999	5	0	3	3									11	3	43	15.6
\$500-\$599,999	1	0	1	0									2	1	38	76.0
\$600-\$699,999	0	3	1	1									5	1	19	15.2
\$700-\$799,999	0	0	1	1									2	1	20	40.0
\$800-\$899,999	0	0	0	1									1	0	11	44.0
\$900-\$999,999	0	0	0	0									0	0	10	#DIV/0!
\$1 Million plus	1	1	0	1									3	1	48	64.0
Totals	34	25	53	47	0	0	0	0	0	0	0	0	159	40	453	11.4
In Foreclosure	0	0	0	0									0	0	0	#DIV/0!
Short Sale	0	0	0	0									0	0	1	#DIV/0!
REO	2	1	1	1									5	1	2	1.6
Totals	2	1	1	1	0	0	0	0	0	0	0	0	5	1	3	2.4
Destressed Sales %													3.14%			

Totals for 7 Counties													Avg Per	5/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	40	36	53	51									180	45	134	3.0
\$100-\$199,999	172	152	252	187									763	191	496	2.6
\$200-\$299,999	190	151	244	208									793	198	746	3.8
\$300-\$399,999	59	80	131	95									365	91	637	7.0
\$400-\$499,999	39	25	48	59									171	43	376	8.8
\$500-\$599,999	25	13	19	17									74	19	269	14.5
\$600-\$699,999	8	13	21	14									56	14	213	15.2
\$700-\$799,999	2	7	8	6									23	6	122	21.2
\$800-\$899,999	4	3	4	6									17	4	81	19.1
\$900-\$999,999	6	1	6	3									16	4	83	20.8
\$1 Million plus	4	7	6	6									23	6	318	55.3
Totals	549	488	792	652	0	0	0	0	0	0	0	0	2481	620	3384	5.5
In Foreclosure	0	0	1	1									2	1	5	10.0
Short Sale	1	4	1	2									8	2	10	5.0
REO	19	14	8	13									54	14	26	1.9
Totals	20	18	10	16	0	0	0	0	0	0	0	0	64	16	41	2.6
Distressed Sales %													2.58%			