

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	11	12	19	15	15	11	12	14					109	14	33	2.4
\$100-\$200,000	78	68	86	97	82	113	59	109					692	87	165	1.9
\$200-\$300,000	68	66	72	111	114	123	118	119					791	99	286	2.9
\$300-\$400,000	32	33	36	53	49	65	59	65					392	49	237	4.8
\$400-\$500,000	11	15	25	31	31	39	27	38					217	27	178	6.6
\$500-\$600,000	11	7	12	13	22	16	15	21					117	15	106	7.1
\$600-\$700,000	8	1	8	8	13	10	13	10					71	9	80	8.9
\$700-\$800,000	1	0	3	2	3	5	5	4					23	3	70	23.3
\$800-\$900,000	1	2	7	3	6	9	6	7					41	5	41	8.2
\$900-\$1,000,000	1	2	2	3	2	3	1	4					18	2.3	43	18.7
\$1 Million plus	4	3	7	5	1	5	4	6					35	4.4	177	40.2
Totals	225	209	277	341	338	339	319	397					2445	306	1417	4.6
In Foreclosure	0	0	1	0	2	0	0	1					3	0.38	1	2.6
Short Sale	1	2	1	0	0	0	0	1					5	0.63	4	6.3
REO	6	7	13	9	7	4	8	7					61	7.6	12	1.6
Totals	7	9	15	9	9	4	8	9					70	9	17	1.9
Destressed Sales %													2.90%			

Beverly-Hanks Associates 2016 Residential Analysis

Haywood	Jan	Feb	Mar	Ap	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	12	15	7	9	15	13	12	11					94	12	55	4.6
\$100-\$200,000	21	21	35	37	41	40	43	40					283	35	210	6.0
\$200-\$300,000	6	5	12	12	17	30	27	26					134	18	245	13.6
\$300-\$400,000	3	6	6	7	2	9	5	6					44	5.5	108	19.6
\$400-\$500,000	5	1	2	2	3	4	3	8					28	3.5	75	21.4
\$500-\$600,000	2	1	0	0	0	0	2	3					8	1	40	40.0
\$600-\$700,000	0	0	0	1	0	3	0	3					7	0.88	25	28.4
\$700-\$800,000	0	0	1	0	0	0	0	1					2	0.25	27	108.0
\$800-\$900,000	0	1	1	0	1	0	0	0					3	0.38	8	21.1
\$900-\$1,000,000	0	0	0	0	0	0	0	0					0	0	12	#DIV/0!
\$1 Million plus	0	0	1	0	0	0	0	0					1	0.12	25	208.3
Totals	49	50	64	68	79	99	92	98					599	75	830	11.1
In Foreclosure	1	0	0	0	0	0	0	1					2	0.25	1	4.0
Short Sale	1	1	0	0	0	1	0	0					3	0.38	3	7.9
REO	3	4	3	2	10	6	2	5					35	4	9	2.3
Totals	5	5	3	2	10	7	2	6					40	5	13	2.6
Distressed Sales %													7.00%			

Beverly-Hanks Associates 2016 Residential Analysis

Henderson	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	10	12	20	11	20	16	13	9					111	14	18	1.3
\$100-\$200,000	34	40	49	59	77	71	81	88					499	62	130	2.1
\$200-\$300,000	38	30	45	67	62	75	72	69					458	57	174	3.1
\$300-\$400,000	14	14	14	18	43	26	26	31					186	23	116	5.0
\$400-\$500,000	5	3	6	7	8	15	7	9					60	7.5	97	12.9
\$500-\$600,000	2	0	2	7	2	7	6	5					31	4	69	17.3
\$600-\$700,000	0	0	2	2	1	1	1	2					9	1	35	35.0
\$700-\$800,000	0	0	0	0	1	0	0	1					2	0.25	29	116.0
\$800-\$900,000	1	2	1	0	0	0	0	2					6	0.75	21	28.0
\$900-\$1,000,000	0	1	0	1	0	0	0	0					2	0.25	20	80.0
\$1 Million plus	0	1	3	1	0	1	0	0					6	0.75	55	73.3
Totals	104	103	142	173	214	212	206	216					1370	171	764	4.5
In Foreclosure	2	0	1	0	2	0	1	0					6	0.75	1	1.3
Short Sale	1	1	1	0	1	0	2	0					6	0.75	2	2.7
REO	5	8	7	6	13	3	2	5					49	6	6	1.0
Totals	8	9	9	6	16	3	5	5					61	8	9	1.1
Distressed Sales %													4%			

Beverly-Hanks Associates 2016 Residential Analysis

Madison

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	0	3	0	0	1	3	1	6					14	2	13	6.5
\$100-\$200,000	6	5	5	6	5	9	7	9					52	7	46	6.6
\$200-\$300,000	4	2	3	8	1	6	4	4					32	4	77	19.3
\$300-\$400,000	2	1	3	4	2	4	1	3					20	3	39	13.0
\$400-\$500,000	1	0	0	0	2	2	1	1					7	0.87	29	33.3
\$500-\$600,000	0	0	0	1	0	1	1	0					3	0.42	17	40.5
\$600-\$700,000	0	0	0	0	0	0	0	0					0	0	16	#DIV/0!
\$700-\$800,000	0	0	0	0	0	0	0	0					0	0	7	#DIV/0!
\$800-\$900,000	0	0	0	0	0	0	0	0					0	0	1	#DIV/0!
\$900-\$1,000,000	0	0	0	0	0	0	0	0					0	0	5	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0	0					0	0	4	#DIV/0!
Totals	13	11	11	19	11	25	15	24					129	16	254	15.9
In Foreclosure	0	0	0	0	0	0	0	0					0	0	0	#DIV/0!
Short Sale	0	0	0	0	0	0	0	0					0	0	0	#DIV/0!
REO	1	0	1	0	1	1	2	3					9	1	4	4.0
Totals	1	0	1	0	1	1	2	3					9	1	4	4.0
Destressed Sales %													7%			

Beverly-Hanks Associates 2016 Residential Analysis

Polk

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	2	0	3	0	2	1	1	4					13	2	12	6.0
\$100-\$200,000	4	7	12	9	7	11	4	10					64	8	46	5.8
\$200-\$300,000	5	3	6	7	3	10	5	11					50	6	64	10.7
\$300-\$400,000	2	0	2	2	4	5	5	1					21	3	39	13.0
\$400-\$500,000	0	1	0	0	1	1	1	0					4	0.5	33	66.0
\$500-\$600,000	0	1	2	0	0	2	0	0					5	0.62	26	41.9
\$600-\$700,000	0	1	0	0	0	0	1	0					2	0.25	10	40.0
\$700-\$800,000	0	0	0	0	0	0	3	0					3	0.37	10	27.0
\$800-\$900,000	0	0	0	0	0	0	2	0					2	0.25	6	24.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0					0	0	3	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0	1					1	0.12	25	208.3
Totals	13	13	23	18	17	31	22	27					164	21	274	13.0
In Foreclosure	0	0	1	0	0	0	0	0					1	0.12	0	0.0
Short Sale	0	0	0	0	0	1	0	0					1	0.12	0	0.0
REO	0	1	1	2	0	0	0	1					5	0.62	3	4.8
Totals	0	1	2	2	0	1	0	1					7	0.87	3	3.4
Distressed Sales %													4.20%			

Beverly-Hanks Associates 2016 Residential Analysis

Rutherford

	Jan	Feb	Mar	Apr	May	jUN	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	7	10	14	5	11	13	12	7					79	10	27	2.7
\$100-\$200,000	13	12	11	26	23	11	11	17					126	16	104	6.5
\$200-\$300,000	6	2	11	2	9	11	11	7					59	7	96	13.7
\$300-\$400,000	1	1	0	0	2	5	1	1					11	1	61	61.0
\$400-\$500,000	0	1	0	2	1	7	2	1					14	2	23	11.5
\$500-\$600,000	1	0	0	0	0	0	0	0					1	0.12	14	116.7
\$600-\$700,000	0	0	0	1	0	0	1	0					2	0.25	21	84.0
\$700-\$800,000	0	0	1	0	1	0	0	0					2	0.25	6	24.0
\$800-\$900,000	0	0	0	0	1	0	0	0					1	0.12	5	41.7
\$900-\$1,000,000	0	0	0	0	0	0	0	0					0	0	6	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	2	0					2	0.25	18	72.0
Totals	28	26	37	36	48	42	40	33					290	36	381	10.6
In Foreclosure	0	0	1	1	0	0	2	0					4	0.5	1	2.0
Short Sale	0	0	0	0	0	0	1	0					1	0.12	0	0.0
REO	3	3	7	2	2	1	1	2					21	3	4	1.3
Totals	3	3	8	3	2	1	4	2					26	3	5	1.7
Destressed Sales %													9%			

Beverly-Hanks Associates 2016 Residential Analysis

Transylvania

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	5	3	7	9	9	6	4	2					35	4	17	4.3
\$100-\$200,000	10	10	11	8	23	17	19	21					129	16	96	6.0
\$200-\$300,000	9	11	12	9	10	18	22	17					108	14	112	8.0
\$300-\$400,000	5	3	3	4	9	11	7	13					55	7	101	14.4
\$400-\$500,000	1	2	1	3	3	3	5	4					22	3	50	16.7
\$500-\$600,000	1	1	0	1	0	3	2	2					10	1	42	42.0
\$600-\$700,000	1	0	0	0	0	0	0	1					2	0.25	18	72.0
\$700-\$800,000	1	0	0	0	1	1	0	1					4	0.5	24	48.0
\$800-\$900,000	1	0	0	0	0	1	1	1					4	0.5	13	26.0
\$900-\$1,000,000	0	0	0	0	0	1	1	1					3	0.37	24	64.9
\$1 Million plus	0	1	1	0	2	2	1	2					9	1	54	54.0
Totals	33	31	35	34	57	63	40	65					358	45	551	12.2
In Foreclosure	1	2	0	0	0	0	0	0					3	0.37	0	0.0
Short Sale	0	1	1	0	0	0	0	0					2	0.25	1	4.0
REO	0	1	3	2	3	0	0	1					10	1	2	2.0
Totals	1	4	4	2	3	0	0	1					15	2	3	1.5
Distressed Sales %													4%			

Beverly-Hanks Associates 2016 Residential Analysis

Totals for 7 Counties

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	9/4/2016 Actives	Months of Inventory
0-\$100,000	47	53	69	49	73	74	55	53					473	59	175	3.0
\$100-\$200,000	165	161	207	240	258	293	246	294					1864	233	799	3.4
\$200-\$300,000	135	117	161	215	216	282	277	253					1656	207	1054	5.1
\$300-\$400,000	59	58	64	88	111	130	109	120					739	92	699	7.6
\$400-\$500,000	23	22	34	45	49	69	49	61					352	44	484	11.0
\$500-\$600,000	17	10	16	22	24	29	28	31					177	22	313	14.2
\$600-\$700,000	9	2	10	12	14	15	16	16					94	12	205	17.1
\$700-\$800,000	2	0	5	2	6	6	8	7					36	4	174	43.5
\$800-\$9,00,000	3	5	9	3	8	10	11	10					59	7	95	13.6
\$900-\$1,000,000	1	2	2	4	2	4	2	6					23	3	113	37.7
\$1 Million plus	4	6	12	6	3	10	8	9					58	7	357	51.0
Totals	465	536	589	686	764	922	809	860					5631	704	4469	6.3
In Foreclosure	4	2	4	1	4	1	3	2					20	2.5	4	1.6
Short Sale	3	5	3	0	1	2	3	1					17	2.1	10	4.8
REO	18	21	34	23	36	16	19	24					191	223	40	0.2
Totals	25	28	41	24	41	19	25	27					230	29	54	1.9
Destressed Sales %													4.00%			

#####