

Beverly-Hanks Associates 2017 Residential Analysis

<b>Buncombe</b>													Avg Per	9/3/2017	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	5	10	7	9					75	9	17	1.8
\$100-\$199,999	60	52	91	68	82	86	97	74					610	76	114	1.5
\$200-\$299,999	85	74	110	91	116	135	125	86					822	103	258	2.5
\$300-\$399,999	30	44	67	54	67	84	65	80					491	61	308	5.0
\$400-\$499,999	24	14	31	42	40	41	32	24					248	31	207	6.7
\$500-\$599,999	14	11	15	14	27	28	27	18					154	19	138	7.2
\$600-\$699,999	5	6	14	9	15	17	16	4					86	11	111	10.3
\$700-\$799,999	2	7	3	5	4	7	7	3					38	5	54	11.4
\$800-\$899,999	4	1	3	4	3	9	1	2					27	3	49	14.5
\$900-\$999,999	6	1	5	3	2	3	2	0					22	3	40	14.5
\$1 Million plus	3	2	4	4	4	11	8	12					48	6	209	34.8
<b>Totals</b>	<b>242</b>	<b>224</b>	<b>358</b>	<b>302</b>	<b>365</b>	<b>431</b>	<b>387</b>	<b>312</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2621</b>	<b>328</b>	<b>1505</b>	<b>4.6</b>
In Foreclosure	0	0	1	0	1	1	0	0					3	0	0	0.0
Short Sale	0	2	1	1	0	0	0	1					5	1	2	3.2
REO	4	3	8	5	5	5	7	10					47	6	8	1.4
<b>Totals</b>	<b>4</b>	<b>5</b>	<b>10</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>55</b>	<b>5</b>	<b>10</b>	<b>2.2</b>
Distressed Sales %													<b>2.10%</b>			

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Haywood													Avg Per	9/3/2017	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	11	11	17	11					94	12	30	2.6
\$100-\$199,999	32	20	46	24	47	42	37	50					298	37	104	2.8
\$200-\$299,999	22	19	22	16	31	31	18	38					197	25	176	7.1
\$300-\$399,999	2	6	6	9	9	9	18	7					66	8	84	10.2
\$400-\$499,999	1	2	5	6	6	3	4	2					29	4	57	15.7
\$500-\$599,999	3	1	2	0	2	2	0	2					12	2	49	32.7
\$600-\$699,999	0	0	1	1	0	1	1	1					5	1	30	48.0
\$700-\$799,999	0	0	0	0	2	1	0	1					4	1	22	44.0
\$800-\$899,999	0	0	0	0	0	0	0	0					0	0	14	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0	0	0					0	0	9	#DIV/0!
\$1 Million plus	0	2	0	0	0	0	0	0					2	0	24	96.0
<b>Totals</b>	<b>73</b>	<b>54</b>	<b>94</b>	<b>71</b>	<b>108</b>	<b>100</b>	<b>95</b>	<b>112</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>707</b>	<b>88</b>	<b>599</b>	<b>6.8</b>
In Foreclosure	0	0	0	1	0	0	0	0					1	0	0	0.0
Short Sale	0	0	1	0	0	1	0	0					2	0	1	4.0
REO	8	2	2	3	6	6	1	2					30	4	3	0.8
<b>Totals</b>	<b>8</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>7</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>33</b>	<b>4</b>	<b>4</b>	<b>1.0</b>
Distressed Sales %													<b>4.67%</b>			

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<b>Henderson</b>													Avg Per	9/3/2017	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	7	7	8	6					51	6	12	1.9
\$100-\$199,999	43	47	67	57	43	66	48	49					420	53	71	1.4
\$200-\$299,999	51	35	68	63	74	78	67	47					483	60	155	2.6
\$300-\$399,999	17	14	41	18	33	47	26	25					221	28	144	5.2
\$400-\$499,999	7	7	8	6	9	16	20	12					85	11	90	8.5
\$500-\$599,999	3	2	1	2	3	7	10	6					34	4	58	13.6
\$600-\$699,999	2	2	2	1	3	4	1	2					17	2	42	19.8
\$700-\$799,999	0	0	3	0	2	5	0	4					14	2	19	10.9
\$800-\$899,999	0	1	4	0	2	2	0	0					9	1	17	15.1
\$900-\$999,999	0	0	0	0	1	1	0	0					2	0	15	60.0
\$1 Million plus	0	1	1	0	2	0	1	2					7	1	43	49.1
<b>Totals</b>	<b>127</b>	<b>113</b>	<b>202</b>	<b>155</b>	<b>179</b>	<b>233</b>	<b>181</b>	<b>153</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1343</b>	<b>168</b>	<b>666</b>	<b>4.0</b>
In Foreclosure	0	0	0	1	0	1	0	0					2	0	0	0.0
Short Sale	0	1	1	2	0	1	1	0					6	1	1	1.3
REO	2	3	2	3	6	1	1	3					21	3	2	0.8
<b>Totals</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29</b>	<b>4</b>	<b>3</b>	<b>0.8</b>
Distressed Sales %													<b>2.16%</b>			

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<b>Madison</b>													Avg Per	9/3/2017	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	4	2	0	2					18	2	9	4.0
\$100-\$199,999	4	8	7	7	5	9	8	5					53	7	32	4.8
\$200-\$299,999	4	3	4	8	5	5	5	10					44	6	38	6.9
\$300-\$399,999	1	3	2	2	1	2	1	2					14	2	35	20.0
\$400-\$499,999	0	1	1	1	1	0	2	3					9	1	24	21.3
\$500-\$599,999	1	0	0	1	0	0	0	0					2	0	14	56.0
\$600-\$699,999	0	0	1	0	2	0	0	0					3	0	16	42.7
\$700-\$799,999	0	0	0	0	0	1	0	0					1	0	7	56.0
\$800-\$899,999	0	0	0	0	0	0	0	0					0	0	2	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0	0	0					0	0	7	#DIV/0!
\$1 Million plus	0	0	0	1	0	0	0	0					1	0	9	72.0
<b>Totals</b>	<b>12</b>	<b>19</b>	<b>18</b>	<b>21</b>	<b>18</b>	<b>19</b>	<b>16</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>145</b>	<b>18</b>	<b>193</b>	<b>10.6</b>
In Foreclosure	0	0	0	2	0	0	0	0					2	0	1	4.0
Short Sale	0	0	0	0	0	0	0	0					0	0	1	#DIV/0!
REO	0	2	2	1	0	1	0	0					6	1	5	6.7
<b>Totals</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>1</b>	<b>7</b>	<b>10.5</b>
Distressed Sales %													<b>5.52%</b>			



Polk													Avg Per	9/3/2017	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	5	2	4	1					27	3	3	0.9
\$100-\$199,999	9	6	18	10	6	7	11	8					75	9	25	2.7
\$200-\$299,999	7	2	9	10	7	10	5	8					58	7	53	7.3
\$300-\$399,999	4	1	2	5	6	1	7	3					29	4	41	11.3
\$400-\$499,999	1	0	0	0	0	3	0	1					5	1	33	52.8
\$500-\$599,999	1	0	0	0	0	0	0	1					2	0	22	88.0
\$600-\$699,999	0	1	2	0	0	1	0	0					4	1	15	30.0
\$700-\$799,999	0	0	0	0	0	0	0	0					0	0	11	#DIV/0!
\$800-\$899,999	0	1	0	1	0	0	0	0					2	0	8	32.0
\$900-\$999,999	0	0	1	0	0	0	0	0					1	0	6	48.0
\$1 Million plus	0	1	1	0	0	0	0	0					2	0	30	120.0
<b>Totals</b>	<b>24</b>	<b>12</b>	<b>43</b>	<b>29</b>	<b>24</b>	<b>24</b>	<b>27</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>205</b>	<b>26</b>	<b>247</b>	<b>9.6</b>
In Foreclosure	0	0	1	0	0	0	0	0					1	0	0	0.0
Short Sale	0	0	1	0	0	0	0	0					1	0	0	0.0
REO	1	0	1	1	0	0	0	0					3	0	1	2.7
<b>Totals</b>	<b>1</b>	<b>0</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>1</b>	<b>1</b>	<b>1.6</b>
Destressed Sales %													<b>2.44%</b>			



<b>Rutherford</b>														Avg Per	9/3/2017	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	12	9	5	11					76	10	30	3.2
\$100-\$199,999	13	16	19	13	19	13	21	15					129	16	85	5.3
\$200-\$299,999	10	11	10	12	9	15	15	8					90	11	92	8.2
\$300-\$399,999	2	6	4	5	4	6	6	6					39	5	55	11.3
\$400-\$499,999	1	1	0	1	2	3	0	0					8	1	22	22.0
\$500-\$599,999	2	0	0	0	1	1	1	1					6	1	24	32.0
\$600-\$699,999	1	1	0	2	1	1	0	1					7	1	24	27.4
\$700-\$799,999	0	0	1	0	0	0	0	1					2	0	8	32.0
\$800-\$899,999	0	0	0	0	1	0	0	0					1	0	8	64.0
\$900-\$999,999	0	0	0	0	0	0	0	0					0	0	8	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0	0					0	0	24	#DIV/0!
<b>Totals</b>	<b>37</b>	<b>42</b>	<b>42</b>	<b>49</b>	<b>49</b>	<b>48</b>	<b>48</b>	<b>43</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>358</b>	<b>45</b>	<b>380</b>	<b>8.5</b>
In Foreclosure	0	1	1	0	0	1	1	0					4	1	2	4.0
Short Sale	1	3	0	0	0	0	0	0					4	1	2	4.0
REO	2	4	1	2	2	3	0	2					16	2	1	0.5
<b>Totals</b>	<b>3</b>	<b>8</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>3</b>	<b>5</b>	<b>1.7</b>
Destressed Sales %													<b>6.70%</b>			



Transylvania													Avg Per	9/3/2017	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	3	7	5	3					33	4	11	2.7
\$100-\$199,999	11	3	9	11	18	23	8	15					98	12	77	6.3
\$200-\$299,999	11	7	24	21	13	27	22	23					148	19	80	4.3
\$300-\$399,999	3	6	9	5	11	5	9	8					56	7	93	13.3
\$400-\$499,999	5	0	3	3	4	6	6	4					31	4	58	15.0
\$500-\$599,999	1	0	1	0	2	0	6	2					12	2	45	30.0
\$600-\$699,999	0	3	1	1	1	2	0	2					10	1	25	20.0
\$700-\$799,999	0	0	1	1	0	1	2	0					5	1	18	28.8
\$800-\$899,999	0	0	0	1	1	0	1	0					3	0	8	21.3
\$900-\$999,999	0	0	0	0	1	0	0	0					1	0	14	112.0
\$1 Million plus	1	1	0	1	0	2	0	2					7	1	47	53.7
<b>Totals</b>	<b>34</b>	<b>25</b>	<b>53</b>	<b>47</b>	<b>54</b>	<b>73</b>	<b>59</b>	<b>59</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>404</b>	<b>51</b>	<b>476</b>	<b>9.4</b>
In Foreclosure	0	0	0	0	1	1	0	0					2	0	0	0.0
Short Sale	0	0	0	0	1	0	0	0					1	0	1	8.0
REO	2	1	1	1	0	1	0	0					6	1	2	2.7
<b>Totals</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>1</b>	<b>3</b>	<b>2.7</b>
Destressed Sales %													<b>2.23%</b>			



Totals for 7 Counties													Avg Per	9/3/2017	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	47	48	46	42					363	45	112	2.5
\$100-\$199,999	172	152	252	187	220	246	230	215					1674	209	508	2.4
\$200-\$299,999	190	151	244	208	255	301	252	220					1821	228	853	3.7
\$300-\$399,999	59	80	131	95	131	154	132	130					912	114	758	6.6
\$400-\$499,999	39	25	48	59	62	72	64	44					413	52	490	9.5
\$500-\$599,999	25	13	19	17	35	38	84	30					261	33	350	10.7
\$600-\$699,999	8	13	21	14	22	26	40	10					154	19	263	13.7
\$700-\$799,999	2	7	8	6	8	15	22	9					77	10	139	14.4
\$800-\$899,999	4	3	4	6	7	11	13	2					50	6	106	17.0
\$900-\$999,999	6	1	6	3	4	4	11	0					35	4	99	22.6
\$1 Million plus	4	7	6	6	6	14	9	16					68	9	386	45.4
<b>Totals</b>	<b>549</b>	<b>488</b>	<b>792</b>	<b>652</b>	<b>797</b>	<b>929</b>	<b>903</b>	<b>718</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5828</b>	<b>729</b>	<b>4063</b>	<b>5.6</b>
In Foreclosure	0	0	1	1	2	4	1	0					9	1	3	2.7
Short Sale	1	4	1	2	1	2	1	1					13	2	8	4.9
REO	19	14	8	13	19	17	9	17					116	15	22	1.5
<b>Totals</b>	<b>20</b>	<b>18</b>	<b>10</b>	<b>16</b>	<b>22</b>	<b>23</b>	<b>11</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>138</b>	<b>17</b>	<b>33</b>	<b>1.9</b>
Destressed Sales %													<b>2.37%</b>			



