

Beverly-Hanks Associates 2016 Residential Analysis

<b>Buncombe</b>														Avg Per	3/2/2017	Months of
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	9	12											21	11	24	2.3
\$100-\$199,999	60	52											112	56	103	1.8
\$200-\$299,999	85	74											159	80	173	2.2
\$300-\$399,999	30	44											74	37	203	5.5
\$400-\$499,999	24	14											38	19	134	7.1
\$500-\$599,999	14	11											25	13	69	5.5
\$600-\$699,999	5	6											11	6	67	12.2
\$700-\$799,999	2	7											9	5	49	10.9
\$800-\$899,999	4	1											5	3	24	9.6
\$900-\$999,999	6	1											7	4	34	9.7
\$1 Million plus	3	2											5	3	139	55.6
<b>Totals</b>	<b>242</b>	<b>224</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>0</b>	<b>0</b>	<b>466</b>	<b>233</b>	<b>1019</b>	<b>4.4</b>
In Foreclosure	0	0											0	0	2	#DIV/0!
Short Sale	0	2											2	1	1	1.0
REO	4	3											7	4	9	2.6
<b>Totals</b>	<b>4</b>	<b>5</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>0</b>	<b>0</b>	<b>9</b>	<b>1</b>	<b>12</b>	<b>16.0</b>
Distressed Sales %													<b>1.93%</b>			

<b>Haywood</b>														Avg Per	3/2/2017	Months of
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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	13	4											17	9	48	5.6
\$100-\$199,999	32	20											52	26	129	5.0
\$200-\$299,999	22	19											41	21	131	6.4
\$300-\$399,999	2	6											8	4	74	18.5
\$400-\$499,999	1	2											3	2	50	33.3
\$500-\$599,999	3	1											4	2	28	14.0
\$600-\$699,999	0	0											0	0	26	#DIV/0!
\$700-\$799,999	0	0											0	0	19	#DIV/0!
\$800-\$899,999	0	0											0	0	5	#DIV/0!
\$900-\$999,999	0	0											0	0	8	#DIV/0!
\$1 Million plus	0	2											2	1	15	15.0
<b>Totals</b>	<b>73</b>	<b>54</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>0</b>	<b>0</b>	<b>127</b>	<b>64</b>	<b>533</b>	<b>8.4</b>
In Foreclosure	0	0											0	0	0	#DIV/0!
Short Sale	0	0											0	0	1	#DIV/0!
REO	8	2											10	5	11	2.2
<b>Totals</b>	<b>8</b>	<b>2</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>0</b>	<b>0</b>	<b>10</b>	<b>5</b>	<b>12</b>	<b>2.4</b>
Destressed Sales %													<b>7.87%</b>			

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<b>Henderson</b>														Avg Per	3/2/2017	Months of
	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	4	4											8	4	10	2.5
\$100-\$199,999	43	47											90	45	78	1.7
\$200-\$299,999	51	35											86	43	112	2.6
\$300-\$399,999	17	14											31	16	99	6.4
\$400-\$499,999	7	7											14	7	66	9.4
\$500-\$599,999	3	2											5	3	45	18.0
\$600-\$699,999	2	2											4	2	27	13.5
\$700-\$799,999	0	0											0	0	19	#DIV/0!
\$800-\$899,999	0	1											1	1	16	32.0
\$900-\$999,999	0	0											0	0	11	#DIV/0!
\$1 Million plus	0	1											1	1	41	82.0
<b>Totals</b>	<b>127</b>	<b>113</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>0</b>	<b>0</b>	<b>240</b>	<b>120</b>	<b>524</b>	<b>4.4</b>
In Foreclosure	0	0											0	0	1	#DIV/0!
Short Sale	0	1											1	1	3	6.0
REO	2	3											5	3	3	1.2
<b>Totals</b>	<b>2</b>	<b>4</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>0</b>	<b>0</b>	<b>6</b>	<b>3</b>	<b>7</b>	<b>2.3</b>
Distressed Sales %													<b>2.50%</b>			

<b>Madison</b>														Avg Per	3/2/2017	Months of
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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	4											6	3	7	2.3
\$100-\$199,999	4	8											12	6	32	5.3
\$200-\$299,999	4	3											7	4	46	13.1
\$300-\$399,999	1	3											4	2	24	12.0
\$400-\$499,999	0	1											1	1	21	42.0
\$500-\$599,999	1	0											1	1	15	30.0
\$600-\$699,999	0	0											0	0	13	#DIV/0!
\$700-\$799,999	0	0											0	0	1	#DIV/0!
\$800-\$899,999	0	0											0	0	0	#DIV/0!
\$900-\$999,999	0	0											0	0	7	#DIV/0!
\$1 Million plus	0	0											0	0	5	#DIV/0!
<b>Totals</b>	<b>12</b>	<b>19</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>0</b>	<b>0</b>	<b>31</b>	<b>16</b>	<b>171</b>	<b>11.0</b>
In Foreclosure	0	0											0	0	0	#DIV/0!
Short Sale	0	0											0	0	1	#DIV/0!
REO	0	2											2	1	2	2.0
<b>Totals</b>	<b>0</b>	<b>2</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>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>3</b>	<b>18.0</b>
Distressed Sales %													<b>6.45%</b>			

<b>Polk</b>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	3/2/2017	Months of Inventory
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0-\$99,999	2	0											2	1	8	8.0
\$100-\$199,999	9	6											15	8	30	4.0
\$200-\$299,999	7	2											9	5	53	11.8
\$300-\$399,999	4	1											5	3	43	17.2
\$400-\$499,999	1	0											1	1	24	48.0
\$500-\$599,999	1	0											1	1	17	34.0
\$600-\$699,999	0	1											1	1	14	28.0
\$700-\$799,999	0	0											0	0	5	#DIV/0!
\$800-\$899,999	0	1											1	1	4	8.0
\$900-\$999,999	0	0											0	0	4	#DIV/0!
\$1 Million plus	0	1											1	1	16	32.0
<b>Totals</b>	<b>24</b>	<b>12</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>0</b>	<b>0</b>	<b>36</b>	<b>18</b>	<b>218</b>	<b>12.1</b>
In Foreclosure	0	0											0	0	0	#DIV/0!
Short Sale	0	0											0	0	0	#DIV/0!
REO	1	0											1	1	2	4.0
<b>Totals</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>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>4.0</b>
Distressed Sales %													<b>2.78%</b>			

<b>Rutherford</b>													Avg Per	3/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	8	7											15	8	42	5.6

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\$100-\$199,999	13	16											29	15	70	4.8
\$200-\$299,999	10	11											21	11	67	6.4
\$300-\$399,999	2	6											8	4	43	10.8
\$400-\$499,999	1	1											2	1	14	14.0
\$500-\$599,999	2	0											2	1	12	12.0
\$600-\$699,999	1	1											2	1	19	19.0
\$700-\$799,999	0	0											0	0	4	#DIV/0!
\$800-\$899,999	0	0											0	0	4	#DIV/0!
\$900-\$999,999	0	0											0	0	6	#DIV/0!
\$1 Million plus	0	0											0	0	16	#DIV/0!
<b>Totals</b>	<b>37</b>	<b>42</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>0</b>	<b>0</b>	<b>79</b>	<b>40</b>	<b>297</b>	<b>7.5</b>
In Foreclosure	0	1											1	1	1	2.0
Short Sale	1	3											4	2	4	2.0
REO	2	4											6	3	5	1.7
<b>Totals</b>	<b>3</b>	<b>8</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>0</b>	<b>0</b>	<b>11</b>	<b>6</b>	<b>10</b>	<b>1.8</b>
Distressed Sales %													<b>13.92%</b>			

Transylvania													Avg Per	3/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	5											7	4	15	4.3
\$100-\$199,999	11	3											14	7	73	10.4

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\$200-\$299,999	11	7											18	9	102	11.3
\$300-\$399,999	3	6											9	5	67	14.9
\$400-\$499,999	5	0											5	3	37	14.8
\$500-\$599,999	1	0											1	1	33	66.0
\$600-\$699,999	0	3											3	2	15	10.0
\$700-\$799,999	0	0											0	0	19	#DIV/0!
\$800-\$899,999	0	0											0	0	11	#DIV/0!
\$900-\$999,999	0	0											0	0	13	#DIV/0!
\$1 Million plus	1	1											2	1	51	51.0
<b>Totals</b>	<b>34</b>	<b>25</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>0</b>	<b>0</b>	<b>59</b>	<b>30</b>	<b>436</b>	<b>14.8</b>
In Foreclosure	0	0											0	0	3	#DIV/0!
Short Sale	0	0											0	0	1	#DIV/0!
REO	2	1											3	2	3	2.0
<b>Totals</b>	<b>2</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>0</b>	<b>0</b>	<b>3</b>	<b>2</b>	<b>7</b>	<b>4.7</b>
Distressed Sales %													<b>5.08%</b>			

Totals for 7 Counties													Avg Per	3/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	40	36											76	38	154	4.1
\$100-\$199,999	172	152											324	162	512	3.2
\$200-\$299,999	190	151											341	171	681	4.0

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\$300-\$399,999	59	80											139	70	551	7.9
\$400-\$499,999	39	25											64	32	346	10.8
\$500-\$599,999	25	13											38	19	219	11.5
\$600-\$699,999	8	13											21	11	179	17.0
\$700-\$799,999	2	7											9	5	116	25.8
\$800-\$899,999	4	3											7	4	63	18.0
\$900-\$999,999	6	1											7	4	79	22.6
\$1 Million plus	4	7											11	6	283	51.5
<b>Totals</b>	<b>549</b>	<b>488</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>0</b>	<b>0</b>	<b>1037</b>	<b>519</b>	<b>3183</b>	<b>6.1</b>
In Foreclosure	0	0											0	0	6	#DIV/0!
Short Sale	1	4											5	3	8	3.2
REO	19	14											33	17	34	2.1
<b>Totals</b>	<b>20</b>	<b>18</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>0</b>	<b>0</b>	<b>38</b>	<b>19</b>	<b>48</b>	<b>2.5</b>
<b>Distressed Sales %</b>													<b>3.66%</b>			