

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe														Avg Per	1/1/2017	Months of
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	9												9	9	27	3.0
\$100-\$199,999	60												60	60	115	1.9
\$200-\$299,999	85												85	85	197	2.3
\$300-\$399,999	30												30	30	198	6.6
\$400-\$499,999	24												24	24	129	5.4
\$500-\$599,999	14												14	14	67	4.8
\$600-\$699,999	5												5	5	68	13.6
\$700-\$799,999	2												2	2	44	22.0
\$800-\$899,999	4												4	4	25	6.3
\$900-\$999,999	6												6	6	35	5.8
\$1 Million plus	3												3	3	139	46.3
Totals	242	0	0	0	0	0	0	0	0	0	0	0	242	242	1044	4.3
In Foreclosure	0												0	0	3	#DIV/0!
Short Sale	0												0	0	3	#DIV/0!
REO	4												4	4	13	3.3
Totals	4	0	0	0	0	0	0	0	0	0	0	0	4	0	19	57.0
Distressed Sales %													1.65%			

Haywood														Avg Per	1/1/2017	Months of
----------------	--	--	--	--	--	--	--	--	--	--	--	--	--	---------	----------	-----------

Beverly-Hanks Associates 2016 Residential Analysis

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	13												13	13	54	4.2
\$100-\$199,999	32												32	32	136	4.3
\$200-\$299,999	22												22	22	141	6.4
\$300-\$399,999	2												2	2	60	30.0
\$400-\$499,999	1												1	1	50	50.0
\$500-\$599,999	3												3	3	25	8.3
\$600-\$699,999	0												0	0	23	#DIV/0!
\$700-\$799,999	0												0	0	18	#DIV/0!
\$800-\$899,999	0												0	0	4	#DIV/0!
\$900-\$999,999	0												0	0	8	#DIV/0!
\$1 Million plus	0												0	0	15	#DIV/0!
Totals	73	0	0	0	0	0	0	0	0	0	0	0	73	73	534	7.3
In Foreclosure	0												0	0	1	#DIV/0!
Short Sale	0												0	0	0	#DIV/0!
REO	8												8	8	12	1.5
Totals	8	0	0	0	0	0	0	0	0	0	0	0	8	8	13	1.6
Distressed Sales %													10.96%			

Henderson													Avg Per	1/1/2017	Months of
Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory

Beverly-Hanks Associates 2016 Residential Analysis

0-\$99,999	4												4	4	15	3.8
\$100-\$199,999	43												43	43	77	1.8
\$200-\$299,999	51												51	51	128	2.5
\$300-\$399,999	17												17	17	93	5.5
\$400-\$499,999	7												7	7	69	9.9
\$500-\$599,999	3												3	3	46	15.3
\$600-\$699,999	2												2	2	26	13.0
\$700-\$799,999	0												0	0	23	#DIV/0!
\$800-\$899,999	0												0	0	16	#DIV/0!
\$900-\$999,999	0												0	0	11	#DIV/0!
\$1 Million plus	0												0	0	44	#DIV/0!
Totals	127	0	0	0	0	0	0	0	0	0	0	0	127	127	548	4.3
In Foreclosure	0												0	0	0	#DIV/0!
Short Sale	0												0	0	2	#DIV/0!
REO	2												2	2	3	1.5
Totals	2	0	0	0	0	0	0	0	0	0	0	0	2	2	5	2.5
Distressed Sales %													1.57%			

Madison													Avg Per	1/1/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2												2	2	8	4.0

Beverly-Hanks Associates 2016 Residential Analysis

\$100-\$199,999	4												4	4	31	7.8
\$200-\$299,999	4												4	4	52	13.0
\$300-\$399,999	1												1	1	27	27.0
\$400-\$499,999	0												0	0	21	#DIV/0!
\$500-\$599,999	1												1	1	13	13.0
\$600-\$699,999	0												0	0	15	#DIV/0!
\$700-\$799,999	0												0	0	2	#DIV/0!
\$800-\$899,999	0												0	0	0	#DIV/0!
\$900-\$999,999	0												0	0	6	#DIV/0!
\$1 Million plus	0												0	0	5	#DIV/0!
Totals	12	0	0	0	0	0	0	0	0	0	0	0	12	12	180	15.0
In Foreclosure	0												0	0	0	#DIV/0!
Short Sale	0												0	0	1	#DIV/0!
REO	0												0	0	4	#DIV/0!
Totals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	#DIV/0!
Distressed Sales %													0.00%			

Polk													Avg Per	1/1/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2												2	2	11	5.5
\$100-\$199,999	9												9	9	31	3.4

Beverly-Hanks Associates 2016 Residential Analysis

\$200-\$299,999	7												7	7	49	7.0
\$300-\$399,999	4												4	4	39	9.8
\$400-\$499,999	1												1	1	21	21.0
\$500-\$599,999	1												1	1	15	15.0
\$600-\$699,999	0												0	0	10	#DIV/0!
\$700-\$799,999	0												0	0	6	#DIV/0!
\$800-\$899,999	0												0	0	5	#DIV/0!
\$900-\$999,999	0												0	0	4	#DIV/0!
\$1 Million plus	0												0	0	22	#DIV/0!
Totals	24	0	0	0	0	0	0	0	0	0	0	0	24	24	213	8.9
In Foreclosure	0												0	0	0	#DIV/0!
Short Sale	0												0	0	0	#DIV/0!
REO	1												1	1	3	3.0
Totals	1	0	0	0	0	0	0	0	0	0	0	0	1	1	3	3.0
Distressed Sales %													4.17%			

Rutherford														Avg Per	1/1/2017	Months of
	Jan	Feb	Mar	Apr	May	Jun	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	8												8	8	36	4.5
\$100-\$199,999	13												13	13	76	5.8
\$200-\$299,999	10												10	10	68	6.8

Beverly-Hanks Associates 2016 Residential Analysis

\$300-\$399,999	2												2	2	36	18.0
\$400-\$499,999	1												1	1	15	15.0
\$500-\$599,999	2												2	2	12	6.0
\$600-\$699,999	1												1	1	20	20.0
\$700-\$799,999	0												0	0	5	#DIV/0!
\$800-\$899,999	0												0	0	2	#DIV/0!
\$900-\$999,999	0												0	0	2	#DIV/0!
\$1 Million plus	0												0	0	14	#DIV/0!
Totals	37	0	0	0	0	0	0	0	0	0	0	0	37	37	286	7.7
In Foreclosure	0												0	0	1	#DIV/0!
Short Sale	1												1	1	2	2.0
REO	2												2	2	3	1.5
Totals	3	0	0	0	0	0	0	0	0	0	0	0	3	3	6	2.0
Distressed Sales %													8.11%			

Transylvania													Avg Per	1/1/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2												2	2	14	7.0
\$100-\$199,999	11												11	11	67	6.1
\$200-\$299,999	11												11	11	95	8.6
\$300-\$399,999	3												3	3	72	24.0

Beverly-Hanks Associates 2016 Residential Analysis

\$400-\$499,999	5												5	5	34	6.8
\$500-\$599,999	1												1	1	32	32.0
\$600-\$699,999	0												0	0	14	#DIV/0!
\$700-\$799,999	0												0	0	19	#DIV/0!
\$800-\$899,999	0												0	0	9	#DIV/0!
\$900-\$999,999	0												0	0	18	#DIV/0!
\$1 Million plus	1												1	1	50	50.0
Totals	34	0	0	0	0	0	0	0	0	0	0	0	34	34	424	12.5
In Foreclosure	0												0	0	2	#DIV/0!
Short Sale	0												0	0	1	#DIV/0!
REO	2												2	2	3	1.5
Totals	2	0	0	0	0	0	0	0	0	0	0	0	2	2	6	3.0
Distressed Sales %													5.88%			

Totals for 7 Counties													Avg Per	1/1/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	40												40	40	165	4.1
\$100-\$199,999	172												172	172	533	3.1
\$200-\$299,999	190												190	190	730	3.8
\$300-\$399,999	59												59	59	525	8.9
\$400-\$499,999	39												39	39	339	8.7

Beverly-Hanks Associates 2016 Residential Analysis

\$500-\$599,999	25												25	25	210	8.4
\$600-\$699,999	8												8	8	176	22.0
\$700-\$799,999	2												2	2	117	58.5
\$800-\$899,999	4												4	4	61	15.3
\$900-\$999,999	6												6	6	84	14.0
\$1 Million plus	4												4	4	289	72.3
Totals	549	0	0	0	0	0	0	0	0	0	0	0	549	549	3229	5.9
In Foreclosure	0												0	0	7	#DIV/0!
Short Sale	1												1	1	9	9.0
REO	19												19	19	41	2.2
Totals	20	0	0	0	0	0	0	0	0	0	0	0	20	20	57	2.9
Distressed Sales %													3.64%			