

Beverly-Hanks Associates 2016 Residential Analysis

<b>Buncombe</b>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	8/1/2016 Actives	Months of Inventory
0-\$100,000	11	12	19	15	15	11	12						95	14	40	2.9
\$100-\$200,000	78	68	86	97	82	113	59						583	83	150	1.8
\$200-\$300,000	68	66	72	111	114	123	118						672	96	287	3.0
\$300-\$400,000	32	33	36	53	49	65	59						327	47	251	5.3
\$400-\$500,000	11	15	25	31	31	39	27						179	26	176	6.8
\$500-\$600,000	11	7	12	13	22	16	15						96	14	112	8.0
\$600-\$700,000	8	1	8	8	13	10	13						61	9	72	8.0
\$700-\$800,000	1	0	3	2	3	5	5						19	3	64	21.3
\$800-\$900,000	1	2	7	3	6	9	6						34	5	37	7.4
\$900-\$1,000,000	1	2	2	3	2	3	1						14	2	49	24.5
\$1 Million plus	4	3	7	5	1	5	4						29	4	166	41.5
<b>Totals</b>	<b>225</b>	<b>209</b>	<b>277</b>	<b>341</b>	<b>338</b>	<b>339</b>	<b>319</b>						<b>2048</b>	<b>293</b>	<b>1404</b>	<b>4.8</b>
In Foreclosure	0	0	1	0	2	0	0						2	0.28	1	3.6
Short Sale	1	2	1	0	0	0	0						4	0.57	4	7.0
REO	6	7	13	9	7	4	8						54	8	8	1.0
Totals	7	9	15	9	9	4	8						61	9	13	1.4
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	8/1/2016 Actives	Months of Inventory
0-\$100,000	12	15	7	9	15	13	12						83	12	52	4.3
\$100-\$200,000	21	21	35	37	41	40	43						243	35	219	6.3
\$200-\$300,000	6	5	12	12	17	30	27						109	15	249	16.6
\$300-\$400,000	3	6	6	7	2	9	5						38	5	118	23.6
\$400-\$500,000	5	1	2	2	3	4	3						20	3	72	24.0
\$500-\$600,000	2	1	0	0	0	0	2						5	1	38	38.0
\$600-\$700,000	0	0	0	1	0	3	0						4	0.5	31	62.0
\$700-\$800,000	0	0	1	0	0	0	0						1	0.14	21	150.0
\$800-\$900,000	0	1	1	0	1	0	0						3	0.43	11	25.6
\$900-\$1,000,000	0	0	0	0	0	0	0						0	0	14	#DIV/0!
\$1 Million plus	0	0	1	0	0	0	0						1	0.14	24	171.4
<b>Totals</b>	<b>49</b>	<b>50</b>	<b>64</b>	<b>68</b>	<b>79</b>	<b>99</b>	<b>92</b>						<b>501</b>	<b>72</b>	<b>849</b>	<b>11.8</b>
In Foreclosure	1	0	0	0	0	0	0						1	0.14	1	7.1
Short Sale	1	1	0	0	0	1	0						3	0.43	3	7.0
REO	3	4	3	2	10	6	2						30	4	10	2.5
Totals	5	5	3	2	10	7	2						34	5	14	2.8
Distressed Sales %													6.80%			

Beverly-Hanks Associates 2016 Residential Analysis

<b>Henderson</b>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	8/1/2016 Actives	Months of Inventory
0-\$100,000	10	12	20	11	20	16	13						102	15	19	1.3
\$100-\$200,000	34	40	49	59	77	71	81						411	59	126	2.1
\$200-\$300,000	38	30	45	67	62	75	72						389	56	154	2.8
\$300-\$400,000	14	14	14	18	43	26	26						155	22	109	5.0
\$400-\$500,000	5	3	6	7	8	15	7						51	7	94	13.4
\$500-\$600,000	2	0	2	7	2	7	6						26	4	69	17.3
\$600-\$700,000	0	0	2	2	1	1	1						7	1	35	35.0
\$700-\$800,000	0	0	0	0	1	0	0						1	0.14	30	214.3
\$800-\$900,000	1	2	1	0	0	0	0						4	0.57	20	35.1
\$900-\$1,000,000	0	1	0	1	0	0	0						2	0.28	16	57.1
\$1 Million plus	0	1	3	1	0	1	0						6	0.86	50	58.1
<b>Totals</b>	<b>104</b>	<b>103</b>	<b>142</b>	<b>173</b>	<b>214</b>	<b>212</b>	<b>206</b>						<b>1154</b>	<b>165</b>	<b>722</b>	<b>4.4</b>
In Foreclosure	2	0	1	0	2	0	1						6	0.86	2	2.3
Short Sale	1	1	1	0	1	0	2						6	0.86	4	4.7
REO	5	8	7	6	13	3	2						44	6	11	1.8
Totals	8	9	9	6	16	3	5						56	8	17	2.1
Distressed Sales %													5%			

Beverly-Hanks Associates 2016 Residential Analysis

**Madison**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	8/1/2016 Actives	Months of Inventory
0-\$100,000	0	3	0	0	1	3	1						8	1	13	13.0
\$100-\$200,000	6	5	5	6	5	9	7						43	6	50	8.3
\$200-\$300,000	4	2	3	8	1	6	4						28	4	80	20.0
\$300-\$400,000	2	1	3	4	2	4	1						17	2	34	17.0
\$400-\$500,000	1	0	0	0	2	2	1						6	0.85	28	32.9
\$500-\$600,000	0	0	0	1	0	1	1						3	0.42	20	47.6
\$600-\$700,000	0	0	0	0	0	0	0						0	0	13	#DIV/0!
\$700-\$800,000	0	0	0	0	0	0	0						0	0	13	#DIV/0!
\$800-\$900,000	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	6	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0						0	0	5	#DIV/0!
<b>Totals</b>	<b>13</b>	<b>11</b>	<b>11</b>	<b>19</b>	<b>11</b>	<b>25</b>	<b>15</b>						<b>105</b>	<b>15</b>	<b>263</b>	<b>17.5</b>
In Foreclosure	0	0	0	0	0	0	0						0	0	1	#DIV/0!
Short Sale	0	0	0	0	0	0	0						0	0	0	#DIV/0!
REO	1	0	1	0	1	1	2						6	0.85	2	2.4
Totals	1	0	1	0	1	1	2						6	0.85	3	3.5
Destressed Sales %													6%			

Beverly-Hanks Associates 2016 Residential Analysis

**Polk**

	Jan	Feb	Mar	Apr	May	Jun	Jul	AUG	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	8/1/2016 Actives	Months of Inventory
0-\$100,000	2	0	3	0	2	1	1						9	1	10	10.0
\$100-\$200,000	4	7	12	9	7	11	4						54	8	47	5.9
\$200-\$300,000	5	3	6	7	3	10	5						39	6	56	9.3
\$300-\$400,000	2	0	2	2	4	5	5						20	3	45	15.0
\$400-\$500,000	0	1	0	0	1	1	1						4	0.57	35	61.4
\$500-\$600,000	0	1	2	0	0	2	0						5	0.71	22	31.0
\$600-\$700,000	0	1	0	0	0	0	1						2	0.29	7	24.1
\$700-\$800,000	0	0	0	0	0	0	3						3	0.43	10	23.3
\$800-\$900,000	0	0	0	0	0	0	2						2	0.29	6	20.7
\$900-\$1,000,000	0	0	0	0	0	0	0						0	0	3	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0						0	0	30	#DIV/0!
<b>Totals</b>	<b>13</b>	<b>13</b>	<b>23</b>	<b>18</b>	<b>17</b>	<b>31</b>	<b>22</b>						<b>137</b>	<b>20</b>	<b>271</b>	<b>13.6</b>
In Foreclosure	0	0	1	0	0	0	0						1	0.14	1	7.1
Short Sale	0	0	0	0	0	1	0						1	0.14	0	0.0
REO	0	1	1	2	0	0	0						4	0.57	2	3.5
Totals	0	1	2	2	0	1	0						6	0.86	3	3.5
Distressed Sales %													4.30%			

Beverly-Hanks Associates 2016 Residential Analysis

**Rutherford**

	Jan	Feb	Mar	Apr	May	jUN	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	8/1/2016 Actives	Months of Inventory
0-\$100,000	7	10	14	5	11	13	12						72	10	29	2.9
\$100-\$200,000	13	12	11	26	23	11	11						109	16	94	5.9
\$200-\$300,000	6	2	11	2	9	11	11						52	7	92	13.1
\$300-\$400,000	1	1	0	0	2	5	1						10	1	67	67.0
\$400-\$500,000	0	1	0	2	1	7	2						13	2	23	11.5
\$500-\$600,000	1	0	0	0	0	0	0						1	0.14	16	114.3
\$600-\$700,000	0	0	0	1	0	0	1						2	0.28	18	64.3
\$700-\$800,000	0	0	1	0	1	0	0						2	0.28	8	28.6
\$800-\$900,000	0	0	0	0	1	0	0						1	0.14	4	28.6
\$900-\$1,000,000	0	0	0	0	0	0	0						0	0	5	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	2						2	0.28	18	64.3
<b>Totals</b>	<b>28</b>	<b>26</b>	<b>37</b>	<b>36</b>	<b>48</b>	<b>42</b>	<b>40</b>						<b>257</b>	<b>37</b>	<b>374</b>	<b>10.1</b>
In Foreclosure	0	0	1	1	0	0	2						4	0.57	0	0.0
Short Sale	0	0	0	0	0	0	1						1	0.14	0	0.0
REO	3	3	7	2	2	1	1						19	3	9	3.0
Totals	3	3	8	3	2	1	4						24	3	9	3.0
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	8/1/2016 Actives	Months of Inventory
0-\$100,000	5	3	7	9	9	6	4						33	5	17	3.4
\$100-\$200,000	10	10	11	8	23	17	19						108	15	93	6.2
\$200-\$300,000	9	11	12	9	10	18	22						91	13	123	9.5
\$300-\$400,000	5	3	3	4	9	11	7						42	6	94	15.7
\$400-\$500,000	1	2	1	3	3	3	5						18	3	51	17.0
\$500-\$600,000	1	1	0	1	0	3	2						8	1	40	40.0
\$600-\$700,000	1	0	0	0	0	0	0						1	0.14	18	128.6
\$700-\$800,000	1	0	0	0	1	1	0						3	0.43	27	62.8
\$800-\$900,000	1	0	0	0	0	1	1						3	0.43	13	30.2
\$900-\$1,000,000	0	0	0	0	0	1	1						2	0.29	22	75.9
\$1 Million plus	0	1	1	0	2	2	1						7	1	60	60.0
<b>Totals</b>	<b>33</b>	<b>31</b>	<b>35</b>	<b>34</b>	<b>57</b>	<b>63</b>	<b>40</b>						<b>293</b>	<b>42</b>	<b>558</b>	<b>13.3</b>
In Foreclosure	1	2	0	0	0	0	0						3	0.43	0	0.0
Short Sale	0	1	1	0	0	0	0						2	0.29	1	3.4
REO	0	1	3	2	3	0	0						9	1	5	5.0
Totals	1	4	4	2	3	0	0						14	2	6	3.0
Distressed Sales %													2%			

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	8/1/2016 Actives	Months of Inventory
0-\$100,000	47	53	69	49	73	74	55						420	60	181	3.0
\$100-\$200,000	165	161	207	240	258	293	246						1570	224	784	3.5
\$200-\$300,000	135	117	161	215	216	282	277						1403	201	1041	5.2
\$300-\$400,000	59	58	64	88	111	130	109						619	88	713	8.1
\$400-\$500,000	23	22	34	45	49	69	49						291	42	485	11.5
\$500-\$600,000	17	10	16	22	24	29	28						146	21	319	15.2
\$600-\$700,000	9	2	10	12	14	15	16						78	11	192	17.5
\$700-\$800,000	2	0	5	2	6	6	8						29	4	171	42.8
\$800-\$9,00,000	3	5	9	3	8	10	11						49	7	95	13.6
\$900-\$1,000,000	1	2	2	4	2	4	2						17	2	115	57.5
\$1 Million plus	4	6	12	6	3	10	8						49	7	355	50.7
<b>Totals</b>	<b>465</b>	<b>536</b>	<b>589</b>	<b>686</b>	<b>764</b>	<b>922</b>	<b>809</b>						<b>4771</b>	<b>682</b>	<b>4451</b>	<b>6.5</b>
In Foreclosure	4	2	4	1	4	1	3						14	2	6	3.0
Short Sale	3	5	3	0	1	2	3						14	2	13	6.5
REO	18	21	34	23	36	16	19						133	19	46	2.4
Totals	25	28	41	24	41	19	25						162	23	65	2.8
Destressed Sales %													3.40%			

#####