

Beverly-Hanks Associates 2017 Residential Analysis

<b>Buncombe</b>													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	9	12	15	8	5	10	7						66	9	18	1.9
\$100-\$199,999	60	52	91	68	82	86	97						536	77	111	1.4
\$200-\$299,999	85	74	110	91	116	135	125						736	105	279	2.7
\$300-\$399,999	30	44	67	54	67	84	65						411	59	270	4.6
\$400-\$499,999	24	14	31	42	40	41	32						224	32	196	6.1
\$500-\$599,999	14	11	15	14	27	28	27						136	19	123	6.3
\$600-\$699,999	5	6	14	9	15	17	16						82	12	100	8.5
\$700-\$799,999	2	7	3	5	4	7	7						35	5	53	10.6
\$800-\$899,999	4	1	3	4	3	9	1						25	4	50	14.0
\$900-\$999,999	6	1	5	3	2	3	2						22	3	41	13.0
\$1 Million plus	3	2	4	4	4	11	8						36	5	192	37.3
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2309</b>	<b>330</b>	<b>1433</b>	<b>4.3</b>
In Foreclosure	0	0	1	0	1	1	0						3	0	1	2.3
Short Sale	0	2	1	1	0	0	0						4	1	3	5.3
REO	4	3	8	5	5	5	7						37	5	14	2.6
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44</b>	<b>4</b>	<b>18</b>	<b>4.9</b>
Distressed Sales %													<b>1.91%</b>			

Haywood													Avg Per	8/2/2017	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						83	12	31	2.6
\$100-\$199,999	32	20	46	24	47	42	37						248	35	122	3.4
\$200-\$299,999	22	19	22	16	31	31	18						159	23	161	7.1
\$300-\$399,999	2	6	6	9	9	9	18						59	8	93	11.0
\$400-\$499,999	1	2	5	6	6	3	4						27	4	65	16.9
\$500-\$599,999	3	1	2	0	2	2	0						10	1	46	32.2
\$600-\$699,999	0	0	1	1	0	1	1						4	1	30	52.5
\$700-\$799,999	0	0	0	0	2	1	0						3	0	24	56.0
\$800-\$899,999	0	0	0	0	0	0	0						0	0	13	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0	0						0	0	10	#DIV/0!
\$1 Million plus	0	2	0	0	0	0	0						2	0	25	87.5
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>595</b>	<b>85</b>	<b>620</b>	<b>7.3</b>
In Foreclosure	0	0	0	1	0	0	0						1	0	0	0.0
Short Sale	0	0	1	0	0	1	0						2	0	2	7.0
REO	8	2	2	3	6	6	1						28	4	6	1.5
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>31</b>	<b>4</b>	<b>8</b>	<b>1.8</b>
Distressed Sales %													<b>5.21%</b>			

<b>Henderson</b>													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	4	4	7	8	7	7	8						45	6	13	2.0
\$100-\$199,999	43	47	67	57	43	66	48						371	53	74	1.4
\$200-\$299,999	51	35	68	63	74	78	67						436	62	156	2.5
\$300-\$399,999	17	14	41	18	33	47	26						196	28	139	5.0
\$400-\$499,999	7	7	8	6	9	16	20						73	10	90	8.6
\$500-\$599,999	3	2	1	2	3	7	10						28	4	59	14.8
\$600-\$699,999	2	2	2	1	3	4	1						15	2	41	19.1
\$700-\$799,999	0	0	3	0	2	5	0						10	1	23	16.1
\$800-\$899,999	0	1	4	0	2	2	0						9	1	17	13.2
\$900-\$999,999	0	0	0	0	1	1	0						2	0	18	63.0
\$1 Million plus	0	1	1	0	2	0	1						5	1	46	64.4
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1190</b>	<b>170</b>	<b>676</b>	<b>4.0</b>
In Foreclosure	0	0	0	1	0	1	0						2	0	0	0.0
Short Sale	0	1	1	2	0	1	1						6	1	3	3.5
REO	2	3	2	3	6	1	1						18	3	5	1.9
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>26</b>	<b>4</b>	<b>8</b>	<b>2.2</b>
Distressed Sales %													<b>2.18%</b>			

Beverly-Hanks Associates 2017 Residential Analysis

Madison													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	4	3	1	4	2	0						16	2	9	3.9
\$100-\$199,999	4	8	7	7	5	9	8						48	7	36	5.3
\$200-\$299,999	4	3	4	8	5	5	5						34	5	43	8.9
\$300-\$399,999	1	3	2	2	1	2	1						12	2	37	21.6
\$400-\$499,999	0	1	1	1	1	0	2						6	1	23	26.8
\$500-\$599,999	1	0	0	1	0	0	0						2	0	12	42.0
\$600-\$699,999	0	0	1	0	2	0	0						3	0	16	37.3
\$700-\$799,999	0	0	0	0	0	1	0						1	0	4	28.0
\$800-\$899,999	0	0	0	0	0	0	0						0	0	2	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0	0						0	0	7	#DIV/0!
\$1 Million plus	0	0	0	1	0	0	0						1	0	8	56.0
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>123</b>	<b>18</b>	<b>197</b>	<b>11.2</b>
In Foreclosure	0	0	0	2	0	0	0						2	0	1	3.5
Short Sale	0	0	0	0	0	0	0						0	0	1	#DIV/0!
REO	0	2	2	1	0	1	0						6	1	7	8.2
<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>9</b>	<b>13.5</b>
Distressed Sales %													<b>6.50%</b>			

Beverly-Hanks Associates 2017 Residential Analysis

Polk													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	0	10	3	5	2	4						26	4	26	7.0
\$100-\$199,999	9	6	18	10	6	7	11						67	10	24	2.5
\$200-\$299,999	7	2	9	10	7	10	5						50	7	43	6.0
\$300-\$399,999	4	1	2	5	6	1	7						26	4	49	13.2
\$400-\$499,999	1	0	0	0	0	3	0						4	1	30	52.5
\$500-\$599,999	1	0	0	0	0	0	0						1	0	23	161.0
\$600-\$699,999	0	1	2	0	0	1	0						4	1	13	22.8
\$700-\$799,999	0	0	0	0	0	0	0						0	0	9	#DIV/0!
\$800-\$899,999	0	1	0	1	0	0	0						2	0	8	28.0
\$900-\$999,999	0	0	1	0	0	0	0						1	0	6	42.0
\$1 Million plus	0	1	1	0	0	0	0						2	0	29	101.5
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>183</b>	<b>26</b>	<b>260</b>	<b>9.9</b>
In Foreclosure	0	0	1	0	0	0	0						1	0	0	0.0
Short Sale	0	0	1	0	0	0	0						1	0	0	0.0
REO	1	0	1	1	0	0	0						3	0	1	2.3
<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>1.4</b>
Distressed Sales %													<b>2.73%</b>			

Rutherford													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	8	7	8	16	12	9	5						65	9	32	3.4
\$100-\$199,999	13	16	19	13	19	13	21						114	16	79	4.9
\$200-\$299,999	10	11	10	12	9	15	15						82	12	78	6.7
\$300-\$399,999	2	6	4	5	4	6	6						33	5	58	12.3
\$400-\$499,999	1	1	0	1	2	3	0						8	1	22	19.3
\$500-\$599,999	2	0	0	0	1	1	1						5	1	22	30.8
\$600-\$699,999	1	1	0	2	1	1	0						6	1	25	29.2
\$700-\$799,999	0	0	1	0	0	0	0						1	0	5	35.0
\$800-\$899,999	0	0	0	0	1	0	0						1	0	7	49.0
\$900-\$999,999	0	0	0	0	0	0	0						0	0	8	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0						0	0	26	#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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>315</b>	<b>45</b>	<b>362</b>	<b>8.0</b>
In Foreclosure	0	1	1	0	0	1	1						4	1	2	3.5
Short Sale	1	3	0	0	0	0	0						4	1	0	0.0
REO	2	4	1	2	2	3	0						14	2	3	1.5
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>22</b>	<b>3</b>	<b>5</b>	<b>1.6</b>
Distressed Sales %													<b>6.98%</b>			

Transylvania													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	2	5	5	3	3	7	5						30	4	12	2.8
\$100-\$199,999	11	3	9	11	18	23	8						83	12	68	5.7
\$200-\$299,999	11	7	24	21	13	27	22						125	18	85	4.8
\$300-\$399,999	3	6	9	5	11	5	9						48	7	92	13.4
\$400-\$499,999	5	0	3	3	4	6	6						27	4	60	15.6
\$500-\$599,999	1	0	1	0	2	0	6						10	1	40	28.0
\$600-\$699,999	0	3	1	1	1	2	0						8	1	26	22.8
\$700-\$799,999	0	0	1	1	0	1	2						5	1	16	22.4
\$800-\$899,999	0	0	0	1	1	0	1						3	0	9	21.0
\$900-\$999,999	0	0	0	0	1	0	0						1	0	13	91.0
\$1 Million plus	1	1	0	1	0	2	0						5	1	47	65.8
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>345</b>	<b>49</b>	<b>468</b>	<b>9.5</b>
In Foreclosure	0	0	0	0	1	1	0						2	0	0	0.0
Short Sale	0	0	0	0	1	0	0						1	0	1	7.0
REO	2	1	1	1	0	1	0						6	1	2	2.3
<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>2.3</b>
Distressed Sales %													<b>2.61%</b>			

Totals for 7 Counties													Avg Per	8/2/2017	Months of	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
0-\$99,999	40	36	53	51	47	48	46						321	46	117	2.6
\$100-\$199,999	172	152	252	187	220	246	230						1459	208	514	2.5
\$200-\$299,999	190	151	244	208	255	301	252						1601	229	845	3.7
\$300-\$399,999	59	80	131	95	131	154	132						782	112	738	6.6
\$400-\$499,999	39	25	48	59	62	72	64						369	53	486	9.2
\$500-\$599,999	25	13	19	17	35	38	84						231	33	325	9.8
\$600-\$699,999	8	13	21	14	22	26	40						144	21	251	12.2
\$700-\$799,999	2	7	8	6	8	15	22						68	10	134	13.8
\$800-\$899,999	4	3	4	6	7	11	13						48	7	106	15.5
\$900-\$999,999	6	1	6	3	4	4	11						35	5	103	20.6
\$1 Million plus	4	7	6	6	6	14	9						52	7	373	50.2
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5110</b>	<b>730</b>	<b>3992</b>	<b>5.5</b>
In Foreclosure	0	0	1	1	2	4	1						9	1	3	2.3
Short Sale	1	4	1	2	1	2	1						12	2	12	7.0
REO	19	14	8	13	19	17	9						99	14	35	2.5
<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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>120</b>	<b>17</b>	<b>50</b>	<b>2.9</b>
Distressed Sales %													<b>2.35%</b>			