

Beverly-Hanks Associates 2017 Residential Analysis

Buncombe													Avg Per	7/3/2017	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							59	10	18	1.8
\$100-\$199,999	60	52	91	68	82	86							439	73	114	1.6
\$200-\$299,999	85	74	110	91	116	135							611	102	249	2.4
\$300-\$399,999	30	44	67	54	67	84							346	58	241	4.2
\$400-\$499,999	24	14	31	42	40	41							192	32	180	5.6
\$500-\$599,999	14	11	15	14	27	28							109	18	119	6.6
\$600-\$699,999	5	6	14	9	15	17							66	11	105	9.5
\$700-\$799,999	2	7	3	5	4	7							28	5	53	11.4
\$800-\$899,999	4	1	3	4	3	9							24	4	52	13.0
\$900-\$999,999	6	1	5	3	2	3							20	3	40	12.0
\$1 Million plus	3	2	4	4	4	11							28	5	181	38.8
Totals	242	224	358	302	365	431	0	0	0	0	0	0	1922	320	1352	4.2
In Foreclosure	0	0	1	0	1	1							3	1	0	0.0
Short Sale	0	2	1	1	0	0							4	1	2	3.0
REO	4	3	8	5	5	5							30	5	12	2.4
Totals	4	5	10	6	6	6	0	0	0	0	0	0	37	3	14	4.5
Distressed Sales %													1.93%			

Haywood													Avg Per	7/3/2017	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							66	11	33	3.0
\$100-\$199,999	32	20	46	24	47	42							211	35	123	3.5
\$200-\$299,999	22	19	22	16	31	31							141	24	177	7.5
\$300-\$399,999	2	6	6	9	9	9							41	7	89	13.0
\$400-\$499,999	1	2	5	6	6	3							23	4	61	15.9
\$500-\$599,999	3	1	2	0	2	2							10	2	41	24.6
\$600-\$699,999	0	0	1	1	0	1							3	1	33	66.0
\$700-\$799,999	0	0	0	0	2	1							3	1	21	42.0
\$800-\$899,999	0	0	0	0	0	0							0	0	12	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0							0	0	10	#DIV/0!
\$1 Million plus	0	2	0	0	0	0							2	0	21	63.0
Totals	73	54	94	71	108	100	0	0	0	0	0	0	500	83	624	7.5
In Foreclosure	0	0	0	1	0	0							1	0	0	0.0
Short Sale	0	0	1	0	0	1							2	0	1	3.0
REO	8	2	2	3	6	6							27	5	5	1.1
Totals	8	2	3	4	6	7	0	0	0	0	0	0	30	5	6	1.2
Distressed Sales %													6.00%			

Henderson													Avg Per	7/3/2017	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							37	6	12	1.9
\$100-\$199,999	43	47	67	57	43	66							323	54	66	1.2
\$200-\$299,999	51	35	68	63	74	78							369	62	140	2.3
\$300-\$399,999	17	14	41	18	33	47							170	28	120	4.2
\$400-\$499,999	7	7	8	6	9	16							53	9	92	10.4
\$500-\$599,999	3	2	1	2	3	7							18	3	57	19.0
\$600-\$699,999	2	2	2	1	3	4							14	2	40	17.1
\$700-\$799,999	0	0	3	0	2	5							10	2	19	11.4
\$800-\$899,999	0	1	4	0	2	2							9	2	17	11.3
\$900-\$999,999	0	0	0	0	1	1							2	0	19	57.0
\$1 Million plus	0	1	1	0	2	0							4	1	44	66.0
Totals	127	113	202	155	179	233	0	0	0	0	0	0	1009	168	626	3.7
In Foreclosure	0	0	0	1	0	1							2	0	0	0.0
Short Sale	0	1	1	2	0	1							5	1	0	0.0
REO	2	3	2	3	6	1							17	3	3	1.1
Totals	2	4	3	6	6	3	0	0	0	0	0	0	24	4	3	0.8
Distressed Sales %													2.38%			

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Madison													Avg Per	7/3/2017	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							16	3	7	2.6
\$100-\$199,999	4	8	7	7	5	9							40	7	38	5.7
\$200-\$299,999	4	3	4	8	5	5							29	5	47	9.7
\$300-\$399,999	1	3	2	2	1	2							11	2	35	19.1
\$400-\$499,999	0	1	1	1	1	0							4	1	23	34.5
\$500-\$599,999	1	0	0	1	0	0							2	0	17	51.0
\$600-\$699,999	0	0	1	0	2	0							3	1	18	36.0
\$700-\$799,999	0	0	0	0	0	1							1	0	2	12.0
\$800-\$899,999	0	0	0	0	0	0							0	0	2	#DIV/0!
\$900-\$999,999	0	0	0	0	0	0							0	0	8	#DIV/0!
\$1 Million plus	0	0	0	1	0	0							1	0	8	48.0
Totals	12	19	18	21	18	19	0	0	0	0	0	0	107	18	205	11.5
In Foreclosure	0	0	0	2	0	0							2	0	1	3.0
Short Sale	0	0	0	0	0	0							0	0	1	#DIV/0!
REO	0	2	2	1	0	1							6	1	4	4.0
Totals	0	2	2	3	0	1	0	0	0	0	0	0	8	1	6	9.0
Destressed Sales %													7.48%			

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Polk													Avg Per	7/3/2017	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							22	4	3	0.8
\$100-\$199,999	9	6	18	10	6	7							56	9	21	2.3
\$200-\$299,999	7	2	9	10	7	10							45	8	44	5.9
\$300-\$399,999	4	1	2	5	6	1							19	3	43	13.6
\$400-\$499,999	1	0	0	0	0	3							4	1	29	43.5
\$500-\$599,999	1	0	0	0	0	0							1	0	26	156.0
\$600-\$699,999	0	1	2	0	0	1							4	1	13	19.5
\$700-\$799,999	0	0	0	0	0	0							0	0	8	#DIV/0!
\$800-\$899,999	0	1	0	1	0	0							2	0	6	18.0
\$900-\$999,999	0	0	1	0	0	0							1	0	7	42.0
\$1 Million plus	0	1	1	0	0	0							2	0	27	81.0
Totals	24	12	43	29	24	24	0	0	0	0	0	0	156	26	227	8.7
In Foreclosure	0	0	1	0	0	0							1	0	0	0.0
Short Sale	0	0	1	0	0	0							1	0	0	0.0
REO	1	0	1	1	0	0							3	1	1	2.0
Totals	1	0	3	1	0	0	0	0	0	0	0	0	5	1	1	1.2
Destressed Sales %													3.21%			

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Rutherford														Avg Per	7/3/2017	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							60	10	36	3.6
\$100-\$199,999	13	16	19	13	19	13							93	16	83	5.4
\$200-\$299,999	10	11	10	12	9	15							67	11	80	7.2
\$300-\$399,999	2	6	4	5	4	6							27	5	55	12.2
\$400-\$499,999	1	1	0	1	2	3							8	1	20	15.0
\$500-\$599,999	2	0	0	0	1	1							4	1	21	31.5
\$600-\$699,999	1	1	0	2	1	1							6	1	25	25.0
\$700-\$799,999	0	0	1	0	0	0							1	0	6	36.0
\$800-\$899,999	0	0	0	0	1	0							1	0	8	48.0
\$900-\$999,999	0	0	0	0	0	0							0	0	6	#DIV/0!
\$1 Million plus	0	0	0	0	0	0							0	0	24	#DIV/0!
Totals	37	42	42	49	49	48	0	0	0	0	0	0	267	45	364	8.2
In Foreclosure	0	1	1	0	0	1							3	1	2	4.0
Short Sale	1	3	0	0	0	0							4	1	0	0.0
REO	2	4	1	2	2	3							14	2	3	1.3
Totals	3	8	2	2	2	4	0	0	0	0	0	0	21	4	5	1.4
Distressed Sales %													7.87%			

Transylvania													Avg Per	7/3/2017	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							25	4	10	2.4
\$100-\$199,999	11	3	9	11	18	23							75	13	78	6.2
\$200-\$299,999	11	7	24	21	13	27							103	17	95	5.5
\$300-\$399,999	3	6	9	5	11	5							39	7	93	14.3
\$400-\$499,999	5	0	3	3	4	6							21	4	54	15.4
\$500-\$599,999	1	0	1	0	2	0							4	1	40	60.0
\$600-\$699,999	0	3	1	1	1	2							8	1	22	16.5
\$700-\$799,999	0	0	1	1	0	1							3	1	18	36.0
\$800-\$899,999	0	0	0	1	1	0							2	0	10	30.0
\$900-\$999,999	0	0	0	0	1	0							1	0	13	78.0
\$1 Million plus	1	1	0	1	0	2							5	1	44	52.8
Totals	34	25	53	47	54	73	0	0	0	0	0	0	286	48	477	10.0
In Foreclosure	0	0	0	0	1	1							2	0	0	0.0
Short Sale	0	0	0	0	1	0							1	0	0	0.0
REO	2	1	1	1	0	1							6	1	2	2.0
Totals	2	1	1	1	2	2	0	0	0	0	0	0	9	2	2	1.3
Distressed Sales %													3.15%			

Totals for 7 Counties													Avg Per	7/3/2017	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							275	46	119	2.6
\$100-\$199,999	172	152	252	187	220	246							1229	205	523	2.6
\$200-\$299,999	190	151	244	208	255	301							1349	225	832	3.7
\$300-\$399,999	59	80	131	95	131	154							650	108	676	6.2
\$400-\$499,999	39	25	48	59	62	72							305	51	459	9.0
\$500-\$599,999	25	13	19	17	35	38							147	25	321	13.1
\$600-\$699,999	8	13	21	14	22	26							104	17	256	14.8
\$700-\$799,999	2	7	8	6	8	15							46	8	127	16.6
\$800-\$899,999	4	3	4	6	7	11							35	6	107	18.3
\$900-\$999,999	6	1	6	3	4	4							24	4	101	25.3
\$1 Million plus	4	7	6	6	6	14							43	7	354	49.4
Totals	549	488	792	652	797	929	0	0	0	0	0	0	4207	701	3875	5.5
In Foreclosure	0	0	1	1	2	4							8	1	3	2.3
Short Sale	1	4	1	2	1	2							11	2	7	3.8
REO	19	14	8	13	19	17							90	15	32	2.1
Totals	20	18	10	16	22	23	0	0	0	0	0	0	109	18	42	2.3
Distressed Sales %													2.59%			