

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe														Avg Per	4/2/2017	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										36	12	26	2.2
\$100-\$199,999	60	52	91										203	68	116	1.7
\$200-\$299,999	85	74	110										269	90	208	2.3
\$300-\$399,999	30	44	67										141	47	218	4.6
\$400-\$499,999	24	14	31										69	23	140	6.1
\$500-\$599,999	14	11	15										40	13	80	6.0
\$600-\$699,999	5	6	14										25	8	80	9.6
\$700-\$799,999	2	7	3										12	4	51	12.8
\$800-\$899,999	4	1	3										8	3	28	10.5
\$900-\$999,999	6	1	5										12	4	36	9.0
\$1 Million plus	3	2	4										9	3	145	48.3
Totals	242	224	358	0	0	0	0	0	0	0	0	0	824	275	1128	4.1
In Foreclosure	0	0	1										1	0	2	6.0
Short Sale	0	2	1										3	1	1	1.0
REO	4	3	8										15	5	12	2.4
Totals	4	5	10	0	0	0	0	0	0	0	0	0	19	2	15	9.5
Distressed Sales %													2.31%			

Haywood														Avg Per	4/2/2017	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	12										29	10	53	5.5
\$100-\$199,999	32	20	46										98	33	129	3.9
\$200-\$299,999	22	19	22										63	21	129	6.1
\$300-\$399,999	2	6	6										14	5	79	16.9
\$400-\$499,999	1	2	5										8	3	49	18.4
\$500-\$599,999	3	1	2										6	2	31	15.5
\$600-\$699,999	0	0	1										1	0	26	78.0
\$700-\$799,999	0	0	0										0	0	18	#DIV/0!
\$800-\$899,999	0	0	0										0	0	26	#DIV/0!
\$900-\$999,999	0	0	0										0	0	7	#DIV/0!
\$1 Million plus	0	2	0										2	1	17	25.5
Totals	73	54	94	0	0	0	0	0	0	0	0	0	221	74	564	7.7
In Foreclosure	0	0	0										0	0	0	#DIV/0!
Short Sale	0	0	1										1	0	4	12.0
REO	8	2	2										12	4	5	1.3
Totals	8	2	3	0	0	0	0	0	0	0	0	0	13	4	9	2.1
Destressed Sales %													5.88%			

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Henderson														Avg Per	4/2/2017	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										15	5	11	2.2
\$100-\$199,999	43	47	67										157	52	79	1.5
\$200-\$299,999	51	35	68										154	51	108	2.1
\$300-\$399,999	17	14	41										72	24	125	5.2
\$400-\$499,999	7	7	8										22	7	80	10.9
\$500-\$599,999	3	2	1										6	2	53	26.5
\$600-\$699,999	2	2	2										6	2	38	19.0
\$700-\$799,999	0	0	3										3	1	15	15.0
\$800-\$899,999	0	1	4										5	2	15	9.0
\$900-\$999,999	0	0	0										0	0	11	#DIV/0!
\$1 Million plus	0	1	1										2	1	45	67.5
Totals	127	113	202	0	0	0	0	0	0	0	0	0	442	147	580	3.9
In Foreclosure	0	0	0										0	0	0	#DIV/0!
Short Sale	0	1	1										2	1	4	6.0
REO	2	3	2										7	2	5	2.1
Totals	2	4	3	0	0	0	0	0	0	0	0	0	9	3	9	3.0
Distressed Sales %													2.04%			

Madison														Avg Per	4/2/2017	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	3										9	3	3	1.0
\$100-\$199,999	4	8	7										19	6	29	4.6
\$200-\$299,999	4	3	4										11	4	48	13.1
\$300-\$399,999	1	3	2										6	2	27	13.5
\$400-\$499,999	0	1	1										2	1	21	31.5
\$500-\$599,999	1	0	0										1	0	14	42.0
\$600-\$699,999	0	0	1										1	0	15	45.0
\$700-\$799,999	0	0	0										0	0	0	#DIV/0!
\$800-\$899,999	0	0	0										0	0	2	#DIV/0!
\$900-\$999,999	0	0	0										0	0	7	#DIV/0!
\$1 Million plus	0	0	0										0	0	4	#DIV/0!
Totals	12	19	18	0	0	0	0	0	0	0	0	0	49	16	170	10.4
In Foreclosure	0	0	0										0	0	1	#DIV/0!
Short Sale	0	0	0										0	0	0	#DIV/0!
REO	0	2	2										4	1	1	0.8
Totals	0	2	2	0	0	0	0	0	0	0	0	0	4	0	2	6.0
Distressed Sales %													8.16%			

Polk	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Month	Actives	Inventory
														Avg Per	4/2/2017	Months of

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0-\$99,999	2	0	10										12	4	7	1.8
\$100-\$199,999	9	6	18										33	11	28	2.5
\$200-\$299,999	7	2	9										18	6	52	8.7
\$300-\$399,999	4	1	2										7	2	40	17.1
\$400-\$499,999	1	0	0										1	0	22	66.0
\$500-\$599,999	1	0	0										1	0	20	60.0
\$600-\$699,999	0	1	2										3	1	14	14.0
\$700-\$799,999	0	0	0										0	0	7	#DIV/0!
\$800-\$899,999	0	1	0										1	0	5	15.0
\$900-\$999,999	0	0	1										1	0	5	15.0
\$1 Million plus	0	1	1										2	1	15	22.5
Totals	24	12	43	0	0	0	0	0	0	0	0	0	79	26	215	8.2
In Foreclosure	0	0	1										1	0	0	0.0
Short Sale	0	0	1										1	0	0	0.0
REO	1	0	1										2	1	2	3.0
Totals	1	0	3	0	0	0	0	0	0	0	0	0	4	1	2	1.5
Distressed Sales %													5.06%			

Rutherford													Avg Per	4/2/2017	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										23	8	38	5.0

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\$100-\$199,999	13	16	19										48	16	68	4.3
\$200-\$299,999	10	11	10										31	10	69	6.7
\$300-\$399,999	2	6	4										12	4	50	12.5
\$400-\$499,999	1	1	0										2	1	18	27.0
\$500-\$599,999	2	0	0										2	1	14	21.0
\$600-\$699,999	1	1	0										2	1	23	34.5
\$700-\$799,999	0	0	1										1	0	5	15.0
\$800-\$899,999	0	0	0										0	0	6	#DIV/0!
\$900-\$999,999	0	0	0										0	0	1	#DIV/0!
\$1 Million plus	0	0	0										0	0	22	#DIV/0!
Totals	37	42	42	0	0	0	0	0	0	0	0	0	121	40	314	7.8
In Foreclosure	0	1	1										2	1	2	3.0
Short Sale	1	3	0										4	1	1	0.8
REO	2	4	1										7	2	3	1.3
Totals	3	8	2	0	0	0	0	0	0	0	0	0	13	4	6	1.4
Distressed Sales %													10.74%			

Transylvania													Avg Per	4/2/2017	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										12	4	13	3.3
\$100-\$199,999	11	3	9										23	8	70	9.1

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\$200-\$299,999	11	7	24										42	14	105	7.5
\$300-\$399,999	3	6	9										18	6	67	11.2
\$400-\$499,999	5	0	3										8	3	38	14.3
\$500-\$599,999	1	0	1										2	1	35	52.5
\$600-\$699,999	0	3	1										4	1	22	16.5
\$700-\$799,999	0	0	1										1	0	20	60.0
\$800-\$899,999	0	0	0										0	0	11	#DIV/0!
\$900-\$999,999	0	0	0										0	0	14	#DIV/0!
\$1 Million plus	1	1	0										2	1	51	76.5
Totals	34	25	53	0	0	0	0	0	0	0	0	0	112	37	446	11.9
In Foreclosure	0	0	0										0	0	1	#DIV/0!
Short Sale	0	0	0										0	0	1	#DIV/0!
REO	2	1	1										4	1	2	1.5
Totals	2	1	1	0	0	0	0	0	0	0	0	0	4	1	4	3.0
Distressed Sales %													3.57%			

Totals for 7 Counties													Avg Per	4/2/2017	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										129	43	147	3.4
\$100-\$199,999	172	152	252										576	192	182	0.9
\$200-\$299,999	190	151	244										585	195	721	3.7

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\$300-\$399,999	59	80	131										270	90	612	6.8
\$400-\$499,999	39	25	48										112	37	371	9.9
\$500-\$599,999	25	13	19										57	19	251	13.2
\$600-\$699,999	8	13	21										42	14	218	15.6
\$700-\$799,999	2	7	8										17	6	126	22.2
\$800-\$899,999	4	3	4										11	4	75	20.5
\$900-\$999,999	6	1	6										13	4	80	18.5
\$1 Million plus	4	7	6										17	6	301	53.1
Totals	549	488	792	0	0	0	0	0	0	0	0	0	1829	610	3384	5.6
In Foreclosure	0	0	1										1	0	2	6.0
Short Sale	1	4	1										6	2	1	0.5
REO	19	14	8										41	14	12	0.9
Totals	20	18	10	0	0	0	0	0	0	0	0	0	48	16	15	0.9
Distressed Sales %													2.62%			