

Beverly-Hanks Associates 2017 Residential Analysis

Buncombe	2017												Avg Per	6/2/17	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								49	10	19	1.9
\$100-\$199,999	60	52	91	68	82								353	71	116	1.6
\$200-\$299,999	85	74	110	91	116								476	95	230	2.4
\$300-\$399,999	30	44	67	54	67								262	52	239	4.6
\$400-\$499,999	24	14	31	42	40								151	30	146	4.8
\$500-\$599,999	14	11	15	14	27								81	16	106	6.5
\$600-\$699,999	5	6	14	9	15								49	10	88	9.0
\$700-\$799,999	2	7	3	5	4								21	4	60	14.3
\$800-\$899,999	4	1	3	4	3								15	3	45	15.0
\$900-\$999,999	6	1	5	3	2								17	3	40	11.8
\$1 Million plus	3	2	4	4	4								17	3	171	50.3
<b>Totals</b>	<b>242</b>	<b>224</b>	<b>358</b>	<b>302</b>	<b>365</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1491</b>	<b>298</b>	<b>1260</b>	<b>4.2</b>
In Foreclosure	0	0	1	0	1								2	0	2	5.0
Short Sale	0	2	1	1	0								4	1	3	3.8
REO	4	3	8	5	5								25	5	13	2.6
<b>Totals</b>	<b>4</b>	<b>5</b>	<b>10</b>	<b>6</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>31</b>	<b>3</b>	<b>18</b>	<b>7.0</b>
Distressed Sales %													<b>2.08%</b>			

Haywood	2017												Avg Per	6/2/17	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								55	11	37	3.4
\$100-\$199,999	32	20	46	24	47								169	34	119	3.5
\$200-\$299,999	22	19	22	16	31								110	22	164	7.5
\$300-\$399,999	2	6	6	9	9								32	6	90	14.1
\$400-\$499,999	1	2	5	6	6								20	4	58	14.5
\$500-\$599,999	3	1	2	0	2								8	2	45	28.1
\$600-\$699,999	0	0	1	1	0								2	0	33	82.5
\$700-\$799,999	0	0	0	0	2								2	0	21	52.5
\$800-\$899,999	0	0	0	0	0								0	0	11	#DIV/0!
\$900-\$999,999	0	0	0	0	0								0	0	10	#DIV/0!
\$1 Million plus	0	2	0	0	0								2	0	21	52.5
<b>Totals</b>	<b>73</b>	<b>54</b>	<b>94</b>	<b>71</b>	<b>108</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>400</b>	<b>80</b>	<b>609</b>	<b>7.6</b>
In Foreclosure	0	0	0	1	0								1	0	0	0.0
Short Sale	0	0	1	0	0								1	0	3	15.0
REO	8	2	2	3	6								21	4	4	1.0
<b>Totals</b>	<b>8</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>5</b>	<b>7</b>	<b>1.5</b>
Distressed Sales %													<b>5.75%</b>			

Henderson	2017												Avg Per	6/2/17	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								30	6	8	1.3
\$100-\$199,999	43	47	67	57	43								257	51	75	1.5
\$200-\$299,999	51	35	68	63	74								291	58	122	2.1
\$300-\$399,999	17	14	41	18	33								123	25	125	5.1
\$400-\$499,999	7	7	8	6	9								37	7	93	12.6
\$500-\$599,999	3	2	1	2	3								11	2	56	25.5
\$600-\$699,999	2	2	2	1	3								10	2	36	18.0
\$700-\$799,999	0	0	3	0	2								5	1	22	22.0
\$800-\$899,999	0	1	4	0	2								7	1	14	10.0
\$900-\$999,999	0	0	0	0	1								1	0	18	90.0
\$1 Million plus	0	1	1	0	2								4	1	41	51.3
<b>Totals</b>	<b>127</b>	<b>113</b>	<b>202</b>	<b>155</b>	<b>179</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>776</b>	<b>155</b>	<b>610</b>	<b>3.9</b>
In Foreclosure	0	0	0	1	0								1	0	0	0.0
Short Sale	0	1	1	2	0								4	1	3	3.8
REO	2	3	2	3	6								16	3	4	1.3
<b>Totals</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>6</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>4</b>	<b>7</b>	<b>1.7</b>
Destressed Sales %													<b>2.71%</b>			

Beverly-Hanks Associates 2017 Residential Analysis

Madison	2017												Avg Per	6/2/17	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								14	3	6	2.1
\$100-\$199,999	4	8	7	7	5								31	6	29	4.7
\$200-\$299,999	4	3	4	8	5								24	5	49	10.2
\$300-\$399,999	1	3	2	2	1								9	2	27	15.0
\$400-\$499,999	0	1	1	1	1								4	1	24	30.0
\$500-\$599,999	1	0	0	1	0								2	0	15	37.5
\$600-\$699,999	0	0	1	0	2								3	1	16	26.7
\$700-\$799,999	0	0	0	0	0								0	0	3	#DIV/0!
\$800-\$899,999	0	0	0	0	0								0	0	2	#DIV/0!
\$900-\$999,999	0	0	0	0	0								0	0	8	#DIV/0!
\$1 Million plus	0	0	0	1	0								1	0	6	30.0
<b>Totals</b>	<b>12</b>	<b>19</b>	<b>18</b>	<b>21</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>88</b>	<b>18</b>	<b>185</b>	<b>10.5</b>
In Foreclosure	0	0	0	2									2	1	2	4.0
Short Sale	0	0	0	0									0	0	1	#DIV/0!
REO	0	2	2	1									5	1	2	1.6
<b>Totals</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>3</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>7</b>	<b>1</b>	<b>5</b>	<b>8.6</b>
Distressed Sales %													<b>7.95%</b>			

Beverly-Hanks Associates 2017 Residential Analysis

Polk	2017												Avg Per	6/2/17	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								20	4	7	1.8
\$100-\$199,999	9	6	18	10	6								49	10	26	2.7
\$200-\$299,999	7	2	9	10	7								35	7	45	6.4
\$300-\$399,999	4	1	2	5	6								18	4	41	11.4
\$400-\$499,999	1	0	0	0	0								1	0	27	135.0
\$500-\$599,999	1	0	0	0	0								1	0	24	120.0
\$600-\$699,999	0	1	2	0	0								3	1	16	26.7
\$700-\$799,999	0	0	0	0	0								0	0	9	#DIV/0!
\$800-\$899,999	0	1	0	1	0								2	0	6	15.0
\$900-\$999,999	0	0	1	0	0								1	0	6	30.0
\$1 Million plus	0	1	1	0	0								2	0	23	57.5
<b>Totals</b>	<b>24</b>	<b>12</b>	<b>43</b>	<b>29</b>	<b>24</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>132</b>	<b>26</b>	<b>230</b>	<b>8.7</b>
In Foreclosure	0	0	1	0									1	0	0	0.0
Short Sale	0	0	1	0									1	0	0	0.0
REO	1	0	1	1									3	1	1	1.3
<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>0.8</b>
Distressed Sales %													<b>3.79%</b>			

Rutherford	2017												Avg Per	6/2/17	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								51	10	43	4.2
\$100-\$199,999	13	16	19	13	19								80	16	72	4.5
\$200-\$299,999	10	11	10	12	9								52	10	80	7.7
\$300-\$399,999	2	6	4	5	4								21	4	55	13.1
\$400-\$499,999	1	1	0	1	2								5	1	24	24.0
\$500-\$599,999	2	0	0	0	1								3	1	18	30.0
\$600-\$699,999	1	1	0	2	1								5	1	22	22.0
\$700-\$799,999	0	0	1	0	0								1	0	6	30.0
\$800-\$899,999	0	0	0	0	1								1	0	8	40.0
\$900-\$999,999	0	0	0	0	0								0	0	4	#DIV/0!
\$1 Million plus	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>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>219</b>	<b>44</b>	<b>358</b>	<b>8.2</b>
In Foreclosure	0	1	1	0	0								2	0	2	5.0
Short Sale	1	3	0	0	0								4	1	1	1.3
REO	2	4	1	2	2								11	2	5	2.3
<b>Totals</b>	<b>3</b>	<b>8</b>	<b>2</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>0</b>	<b>17</b>	<b>3</b>	<b>8</b>	<b>2.4</b>
Distressed Sales %													<b>7.76%</b>			

Transylvania	2017												Avg Per	6/2/17	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								18	4	13	3.6
\$100-\$199,999	11	3	9	11	18								52	10	67	6.4
\$200-\$299,999	11	7	24	21	13								76	15	102	6.7
\$300-\$399,999	3	6	9	5	11								34	7	91	13.4
\$400-\$499,999	5	0	3	3	4								15	3	49	16.3
\$500-\$599,999	1	0	1	0	2								4	1	38	47.5
\$600-\$699,999	0	3	1	1	1								6	1	21	17.5
\$700-\$799,999	0	0	1	1	0								2	0	19	47.5
\$800-\$899,999	0	0	0	1	1								2	0	11	27.5
\$900-\$999,999	0	0	0	0	1								1	0	11	55.0
\$1 Million plus	1	1	0	1	0								3	1	48	80.0
<b>Totals</b>	<b>34</b>	<b>25</b>	<b>53</b>	<b>47</b>	<b>54</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>213</b>	<b>43</b>	<b>470</b>	<b>11.0</b>
In Foreclosure	0	0	0	0	1								1	0	1	5.0
Short Sale	0	0	0	0	1								1	0	2	10.0
REO	2	1	1	1	0								5	1	2	2.0
<b>Totals</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7</b>	<b>1</b>	<b>5</b>	<b>3.6</b>
Distressed Sales %													<b>3.29%</b>			

Totals for 7 Counties	2017												Avg Per	6/2/17	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								227	45	133	2.9
\$100-\$199,999	172	152	252	187	220								983	197	504	2.6
\$200-\$299,999	190	151	244	208	255								1048	210	792	3.8
\$300-\$399,999	59	80	131	95	131								496	99	668	6.7
\$400-\$499,999	39	25	48	59	62								233	47	421	9.0
\$500-\$599,999	25	13	19	17	35								109	22	302	13.9
\$600-\$699,999	8	13	21	14	22								78	16	232	14.9
\$700-\$799,999	2	7	8	6	8								31	6	140	22.6
\$800-\$899,999	4	3	4	6	7								24	5	97	20.2
\$900-\$999,999	6	1	6	3	4								20	4	97	24.3
\$1 Million plus	4	7	6	6	6								29	6	336	57.9
<b>Totals</b>	<b>549</b>	<b>488</b>	<b>792</b>	<b>652</b>	<b>797</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3278</b>	<b>656</b>	<b>3384</b>	<b>5.2</b>
In Foreclosure	0	0	1	1	2								4	1	7	8.8
Short Sale	1	4	1	2	1								9	2	13	7.2
REO	19	14	8	13	19								73	15	31	2.1
<b>Totals</b>	<b>20</b>	<b>18</b>	<b>10</b>	<b>16</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>86</b>	<b>17</b>	<b>51</b>	<b>3.0</b>
Distressed Sales %													<b>2.62%</b>			