

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	11	12	19	15	15	11	12	14	16	17	12		154	14	33	2.4
\$100-\$200,000	78	68	86	97	82	113	59	109	96	78	98		964	88	160	1.8
\$200-\$300,000	68	66	72	111	114	123	118	119	124	123	100		1138	103	266	2.6
\$300-\$400,000	32	33	36	53	49	65	59	65	68	48	54		562	51	205	4.0
\$400-\$500,000	11	15	25	31	31	39	27	38	31	34	33		305	28	148	5.3
\$500-\$600,000	11	7	12	13	22	16	15	21	20	18	12		167	15	80	5.3
\$600-\$700,000	8	1	8	8	13	10	13	10	6	5	8		90	8	90	11.3
\$700-\$800,000	1	0	3	2	3	5	5	4	4	5	3		35	3	60	20.0
\$800-\$900,000	1	2	7	3	6	9	6	7	3	4	4		52	5	31	6.2
\$900-\$1,000,000	1	2	2	3	2	3	1	4	3	6	3		30	3	39	13.0
\$1 Million plus	4	3	7	5	1	5	4	6	7	5	4		51	5	153	30.6
Totals	225	209	277	341	338	339	319	397	378	343	331		3497	318	1265	4.0
In Foreclosure	0	0	1	0	2	0	0	1	1	1	1		6	5	2	0.4
Short Sale	1	2	1	0	0	0	0	1	0	1	0		6	0.5	3	6.0
REO	6	7	13	9	7	4	8	7	3	8	7		79	7	14	2.0
Totals	7	9	15	9	9	4	8	9	4	10	8		92	8	19	2.4
Distressed Sales %													3.00%			

Beverly-Hanks Associates 2016 Residential Analysis

Haywood	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	12	15	7	9	15	13	12	11	12	9	14		129	12	48	4.0
\$100-\$200,000	21	21	35	37	41	40	43	40	50	28	45		406	37	155	4.2
\$200-\$300,000	6	5	12	12	17	30	27	26	27	25	20		206	19	185	9.7
\$300-\$400,000	3	6	6	7	2	9	5	6	6	12	10		72	7	92	13.1
\$400-\$500,000	5	1	2	2	3	4	3	8	1	3	7		39	4	62	15.5
\$500-\$600,000	2	1	0	0	0	0	2	3	3	0	0		11	1	41	41.0
\$600-\$700,000	0	0	0	1	0	3	0	3	1	1	0		10	0.9	27	30.0
\$700-\$800,000	0	0	1	0	0	0	0	1	0	1	0		3	0.3	20	66.7
\$800-\$900,000	0	1	1	0	1	0	0	0	0	0	0		3	0.3	5	16.7
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	0	0		0	0	10	#DIV/0!
\$1 Million plus	0	0	1	0	0	0	0	0	0	0	0		1	0.1	19	190.0
Totals	49	50	64	68	79	99	92	98	100	79	96		874	79	664	8.4
In Foreclosure	1	0	0	0	0	0	0	1	0	0	0		2	0.2	0	0.0
Short Sale	1	1	0	0	0	1	0	0	1	0	0		4	0.4	1	2.5
REO	3	4	3	2	10	6	2	5	4	4	5		48	4	12	3.0
Totals	5	5	3	2	10	7	2	6	5	4	5		54	5	13	2.6
Distressed Sales %													6.00%			

Beverly-Hanks Associates 2016 Residential Analysis

Henderson	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	10	12	20	11	20	16	13	9	11	7	11		140	13	16	1.2
\$100-\$200,000	34	40	49	59	77	71	81	88	79	64	56		698	63	124	2.0
\$200-\$300,000	38	30	45	67	62	75	72	69	48	63	64		633	58	148	2.6
\$300-\$400,000	14	14	14	18	43	26	26	31	30	18	20		254	23	115	5.0
\$400-\$500,000	5	3	6	7	8	15	7	9	7	10	7		84	8	85	10.6
\$500-\$600,000	2	0	2	7	2	7	6	5	4	3	4		42	4	50	12.5
\$600-\$700,000	0	0	2	2	1	1	1	2	4	2	2		17	2	25	12.5
\$700-\$800,000	0	0	0	0	1	0	0	1	0	0	0		2	0.2	25	125.0
\$800-\$900,000	1	2	1	0	0	0	0	2	0	0	0		6	0.5	12	24.0
\$900-\$1,000,000	0	1	0	1	0	0	0	0	0	0	0		2	0.2	18	90.0
\$1 Million plus	0	1	3	1	0	1	0	0	0	1	0		7	0.6	46	76.7
Totals	104	103	142	173	214	212	206	216	183	168	164		1885	171	664	3.9
In Foreclosure	2	0	1	0	2	0	1	0	1	0	0		7	0.6	0	0.0
Short Sale	1	1	1	0	1	0	2	0	1	1	0		8	0.7	3	4.3
REO	5	8	7	6	13	3	2	5	10	2	8		69	6	6	1.0
Totals	8	9	9	6	16	3	5	5	12	3	8		84	8	9	1.1
Distressed Sales %													4%			

Beverly-Hanks Associates 2016 Residential Analysis

Madison

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	0	3	0	0	1	3	1	6	2	0	3		19	2	13	6.5
\$100-\$200,000	6	5	5	6	5	9	7	9	7	8	2		69	6	45	7.5
\$200-\$300,000	4	2	3	8	1	6	4	4	9	8	3		52	5	65	13.0
\$300-\$400,000	2	1	3	4	2	4	1	3	1	0	4		25	2	35	17.5
\$400-\$500,000	1	0	0	0	2	2	1	1	4	0	0		11	1	28	28.0
\$500-\$600,000	0	0	0	1	0	1	1	0	0	1	2		6	0.5	11	22.0
\$600-\$700,000	0	0	0	0	0	0	0	0	0	0	0		0	0	18	#DIV/0!
\$700-\$800,000	0	0	0	0	0	0	0	0	0	0	0		0	0	3	#DIV/0!
\$800-\$900,000	0	0	0	0	0	0	0	0	0	0	0		0	0	0	#DIV/0!
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	0	1		1	0.1	5	50.0
\$1 Million plus	0	0	0	0	0	0	0	0	0	0	0		0	0	3	#DIV/0!
Totals	13	11	11	19	11	25	15	24	21	17	15		182	17	226	13.3
In Foreclosure	0	0	0	0	0	0	0	0	1	0	0		1	0.1	0	0.0
Short Sale	0	0	0	0	0	0	0	0	0	0	0		0	0	1	#DIV/0!
REO	1	0	1	0	1	1	2	3	0	0	1		10	1	6	6.0
Totals	1	0	1	0	1	1	2	3	1	0	1		11	1	7	7.0
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	11/1/2016 Actives	Months of Inventory
0-\$100,000	2	0	3	0	2	1	1	4	4	7	0		24	2	12	6.0
\$100-\$200,000	4	7	12	9	7	11	4	10	6	10	2		82	7	44	6.3
\$200-\$300,000	5	3	6	7	3	10	5	11	9	3	4		66	6	51	8.5
\$300-\$400,000	2	0	2	2	4	5	5	1	1	6	2		30	3	37	12.3
\$400-\$500,000	0	1	0	0	1	1	1	0	2	8	1		15	1	27	27.0
\$500-\$600,000	0	1	2	0	0	2	0	0	0	1	0		6	0.5	15	30.0
\$600-\$700,000	0	1	0	0	0	0	1	0	0	1	0		3	0.3	13	43.3
\$700-\$800,000	0	0	0	0	0	0	3	0	0	0	1		4	0.4	8	20.0
\$800-\$900,000	0	0	0	0	0	0	2	0	0	0	0		2	0.2	6	30.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	1	0		1	0.1	2	20.0
\$1 Million plus	0	0	0	0	0	0	0	1	0	0	0		1	0.1	20	200.0
Totals	13	13	23	18	17	31	22	27	22	31	10		217	20	235	11.8
In Foreclosure	0	0	1	0	0	0	0	0	0	0	0		1	0.1	1	10.0
Short Sale	0	0	0	0	0	1	0	0	0	0	0		1	0.1	1	10.0
REO	0	1	1	2	0	0	0	1	0	4	0		9	0.8	2	2.5
Totals	0	1	2	2	0	1	0	1	0	4	0		11	1	4	4.0
Destressed Sales %													5.00%			

Beverly-Hanks Associates 2016 Residential Analysis

Rutherford

	Jan	Feb	Mar	Apr	May	jUN	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	7	10	14	5	11	13	12	7	13	8	3		103	9	31	3.4
\$100-\$200,000	13	12	11	26	23	11	11	17	16	18	16		176	16	93	5.8
\$200-\$300,000	6	2	11	2	9	11	11	7	5	9	6		79	7	82	11.7
\$300-\$400,000	1	1	0	0	2	5	1	1	5	3	5		24	2	50	25.0
\$400-\$500,000	0	1	0	2	1	7	2	1	1	2	1		18	2	17	8.5
\$500-\$600,000	1	0	0	0	0	0	0	0	0	1	2		4	0.4	12	30.0
\$600-\$700,000	0	0	0	1	0	0	1	0	1	0	0		3	0.3	18	60.0
\$700-\$800,000	0	0	1	0	1	0	0	0	0	0	0		2	0.2	9	45.0
\$800-\$900,000	0	0	0	0	1	0	0	0	0	1	0		2	0.2	4	20.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	0	0		0	0	4	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	2	0	0	1	0		3	0.3	19	63.3
Totals	28	26	37	36	48	42	40	33	41	43	33		307	28	339	12.1
In Foreclosure	0	0	1	1	0	0	2	0	0	0	0		4	0.4	1	2.5
Short Sale	0	0	0	0	0	0	1	0	0	0	0		1	0.1	0	0.0
REO	3	3	7	2	2	1	1	2	7	3	1		32	3	5	1.7
Totals	3	3	8	3	2	1	4	2	7	3	1		37	4	6	1.5
Distressed Sales %													12%			

Beverly-Hanks Associates 2016 Residential Analysis

Transylvania

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	11/1/2016 Actives	Months of Inventory
0-\$100,000	5	3	7	9	9	6	4	2	3	6	5		49	4	12	3.0
\$100-\$200,000	10	10	11	8	23	17	19	21	23	23	9		183	17	79	4.6
\$200-\$300,000	9	11	12	9	10	18	22	17	18	16	15		167	15	108	7.2
\$300-\$400,000	5	3	3	4	9	11	7	13	11	6	3		76	7	84	12.0
\$400-\$500,000	1	2	1	3	3	3	5	4	2	2	5		31	3	45	15.0
\$500-\$600,000	1	1	0	1	0	3	2	2	1	3	0		14	1	36	36.0
\$600-\$700,000	1	0	0	0	0	0	0	1	2	0	0		4	0.4	22	55.0
\$700-\$800,000	1	0	0	0	1	1	0	1	0	1	0		5	0.5	22	44.0
\$800-\$900,000	1	0	0	0	0	1	1	1	0	0	0		4	0.4	9	22.5
\$900-\$1,000,000	0	0	0	0	0	1	1	1	0	0	0		3	0.3	19	63.3
\$1 Million plus	0	1	1	0	2	2	1	2	1	1	0		11	1	52	52.0
Totals	33	31	35	34	57	63	40	65	61	58	40		517	47	488	10.4
In Foreclosure	1	2	0	0	0	0	0	0	0	0	0		3	0.3	1	3.3
Short Sale	0	1	1	0	0	0	0	0	0	0	0		2	0.2	1	5.0
REO	0	1	3	2	3	0	0	1	6	2	0		18	2	3	1.5
Totals	1	4	4	2	3	0	0	1	6	2	0		23	2	5	2.5
Destressed Sales %													4%			

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	11/1/2016 Actives	Months of Inventory
0-\$100,000	47	53	69	49	73	74	55	53	61	51	49		634	59	161	2.7
\$100-\$200,000	165	161	207	240	258	293	246	294	269	226	230		2589	235	698	3.0
\$200-\$300,000	135	117	161	215	216	282	277	253	299	244	216		2415	220	901	4.1
\$300-\$400,000	59	58	64	88	111	130	109	120	118	92	98		1047	95	608	6.4
\$400-\$500,000	23	22	34	45	49	69	49	61	46	53	54		505	46	409	8.9
\$500-\$600,000	17	10	16	22	24	29	28	31	25	27	20		279	25	246	9.8
\$600-\$700,000	9	2	10	12	14	15	16	16	13	8	11		126	11	212	19.3
\$700-\$800,000	2	0	5	2	6	6	8	7	4	9	4		53	5	147	29.4
\$800-\$9,00,000	3	5	9	3	8	10	11	10	3	5	4		71	6	68	11.3
\$900-\$1,000,000	1	2	2	4	2	4	2	6	2	7	4		36	3	97	32.3
\$1 Million plus	4	6	12	6	3	10	8	9	8	8	6		80	7	312	44.6
Totals	465	536	589	686	764	922	809	860	778	730	696		7835	712	3859	5.4
In Foreclosure	4	2	4	1	4	1	3	2	2	1	1		24	2	5	2.5
Short Sale	3	5	3	0	1	2	3	1	2	2	0		21	2	10	5.0
REO	18	21	34	23	36	16	19	24	30	20	22		263	24	47	2.0
Totals	25	28	41	24	41	19	25	27	34	23	23		310	28	62	2.2
Destressed Sales %													4.00%			

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