

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	11	12	19	15	15	11	12	14	16				125	14	35	2.5
\$100-\$200,000	78	68	86	97	82	113	59	109	96				788	88	178	2.0
\$200-\$300,000	68	66	72	111	114	123	118	119	124				915	102	270	2.6
\$300-\$400,000	32	33	36	53	49	65	59	65	68				460	51	274	5.4
\$400-\$500,000	11	15	25	31	31	39	27	38	31				248	28	171	6.1
\$500-\$600,000	11	7	12	13	22	16	15	21	20				137	15	101	6.7
\$600-\$700,000	8	1	8	8	13	10	13	10	6				77	9	85	9.4
\$700-\$800,000	1	0	3	2	3	5	5	4	4				27	3	65	21.7
\$800-\$900,000	1	2	7	3	6	9	6	7	3				44	5	45	9.0
\$900-\$1,000,000	1	2	2	3	2	3	1	4	3				21	2	37	18.5
\$1 Million plus	4	3	7	5	1	5	4	6	7				42	5	177	35.4
Totals	225	209	277	341	338	339	319	397	378				2823	314	1408	4.5
In Foreclosure	0	0	1	0	2	0	0	1	1				4	0.4	2	5.0
Short Sale	1	2	1	0	0	0	0	1	0				5	0.6	3	5.0
REO	6	7	13	9	7	4	8	7	3				64	7	13	1.9
Totals	7	9	15	9	9	4	8	9	4				74	8	18	2.3
Destressed Sales %													2.60%			

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Haywood	Jan	Feb	Mar	Ap	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	12	15	7	9	15	13	12	11	12				106	12	52	4.3
\$100-\$200,000	21	21	35	37	41	40	43	40	50				333	37	211	5.7
\$200-\$300,000	6	5	12	12	17	30	27	26	27				161	18	235	13.1
\$300-\$400,000	3	6	6	7	2	9	5	6	6				50	6	119	19.8
\$400-\$500,000	5	1	2	2	3	4	3	8	1				29	3	76	25.3
\$500-\$600,000	2	1	0	0	0	0	2	3	3				11	1	38	38.0
\$600-\$700,000	0	0	0	1	0	3	0	3	1				9	1	28	28.0
\$700-\$800,000	0	0	1	0	0	0	0	1	0				2	0.2	28	140.0
\$800-\$900,000	0	1	1	0	1	0	0	0	0				3	0.3	10	33.3
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0				0	0	12	#DIV/0!
\$1 Million plus	0	0	1	0	0	0	0	0	0				1	0.1	25	250.0
Totals	49	50	64	68	79	99	92	98	100				699	78	834	10.7
In Foreclosure	1	0	0	0	0	0	0	1	0				2	0.2	0	0.0
Short Sale	1	1	0	0	0	1	0	0	1				4	0.4	1	2.5
REO	3	4	3	2	10	6	2	5	4				39	4	8	2.0
Totals	5	5	3	2	10	7	2	6	5				45	5	9	1.8
Destressed Sales %													4.50%			

Beverly-Hanks Associates 2016 Residential Analysis

Henderson	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	10	12	20	11	20	16	13	9	11				122	14	19	1.4
\$100-\$200,000	34	40	49	59	77	71	81	88	79				578	64	123	1.9
\$200-\$300,000	38	30	45	67	62	75	72	69	48				506	56	177	3.2
\$300-\$400,000	14	14	14	18	43	26	26	31	30				216	24	122	5.1
\$400-\$500,000	5	3	6	7	8	15	7	9	7				67	7	98	14.0
\$500-\$600,000	2	0	2	7	2	7	6	5	4				35	4	73	18.3
\$600-\$700,000	0	0	2	2	1	1	1	2	4				13	1	30	30.0
\$700-\$800,000	0	0	0	0	1	0	0	1	0				2	0.2	30	150.0
\$800-\$900,000	1	2	1	0	0	0	0	2	0				6	0.6	20	33.3
\$900-\$1,000,000	0	1	0	1	0	0	0	0	0				2	0.2	17	85.0
\$1 Million plus	0	1	3	1	0	1	0	0	0				6	0.6	56	93.3
Totals	104	103	142	173	214	212	206	216	183				1553	172	765	4.4
In Foreclosure	2	0	1	0	2	0	1	0	1				7	0.8	0	0.0
Short Sale	1	1	1	0	1	0	2	0	1				7	0.8	1	1.3
REO	5	8	7	6	13	3	2	5	10				59	6	4	0.7
Totals	8	9	9	6	16	3	5	5	12				73	7	5	0.7
Distressed Sales %													6%			

Beverly-Hanks Associates 2016 Residential Analysis

Madison

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	0	3	0	0	1	3	1	6	2				16	2	15	7.5
\$100-\$200,000	6	5	5	6	5	9	7	9	7				59	6	49	8.2
\$200-\$300,000	4	2	3	8	1	6	4	4	9				41	4	71	17.8
\$300-\$400,000	2	1	3	4	2	4	1	3	1				21	2	41	20.5
\$400-\$500,000	1	0	0	0	2	2	1	1	4				11	1	30	30.0
\$500-\$600,000	0	0	0	1	0	1	1	0	0				3	0.3	14	46.7
\$600-\$700,000	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	7	#DIV/0!
\$800-\$900,000	0	0	0	0	0	0	0	0	0				0	0	1	#DIV/0!
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0				0	0	5	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0	0	0				0	0	4	#DIV/0!
Totals	13	11	11	19	11	25	15	24	21				150	17	255	15.0
In Foreclosure	0	0	0	0	0	0	0	0	1				1	0.1	0	0.0
Short Sale	0	0	0	0	0	0	0	0	0				0	0	0	#DIV/0!
REO	1	0	1	0	1	1	2	3	0				9	1	5	5.0
Totals	1	0	1	0	1	1	2	3	1				10	1	5	5.0
Destressed Sales %													7%			

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Polk

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	2	0	3	0	2	1	1	4	4				17	2	11	5.5
\$100-\$200,000	4	7	12	9	7	11	4	10	6				70	8	52	6.5
\$200-\$300,000	5	3	6	7	3	10	5	11	9				59	6	60	10.0
\$300-\$400,000	2	0	2	2	4	5	5	1	1				22	2	40	20.0
\$400-\$500,000	0	1	0	0	1	1	1	0	2				6	0.7	72	102.9
\$500-\$600,000	0	1	2	0	0	2	0	0	0				5	0.5	17	34.0
\$600-\$700,000	0	1	0	0	0	0	1	0	0				2	0.2	10	50.0
\$700-\$800,000	0	0	0	0	0	0	3	0	0				3	0.3	10	33.3
\$800-\$900,000	0	0	0	0	0	0	2	0	0				2	0.2	6	30.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0				0	0	3	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	0	1	0				1	0.1	25	250.0
Totals	13	13	23	18	17	31	22	27	22				186	21	266	12.7
In Foreclosure	0	0	1	0	0	0	0	0	0				1	0.1	0	0.0
Short Sale	0	0	0	0	0	1	0	0	0				1	0.1	0	0.0
REO	0	1	1	2	0	0	0	1	0				5	0.6	2	3.3
Totals	0	1	2	2	0	1	0	1	0				7	0.8	2	2.5
Destressed Sales %													3.70%			

Beverly-Hanks Associates 2016 Residential Analysis

Rutherford

	Jan	Feb	Mar	Apr	May	jUN	jUL	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	7	10	14	5	11	13	12	7	13				92	10	35	3.5
\$100-\$200,000	13	12	11	26	23	11	11	17	16				142	16	101	6.3
\$200-\$300,000	6	2	11	2	9	11	11	7	5				64	7	101	14.4
\$300-\$400,000	1	1	0	0	2	5	1	1	5				16	2	57	28.5
\$400-\$500,000	0	1	0	2	1	7	2	1	1				15	2	26	13.0
\$500-\$600,000	1	0	0	0	0	0	0	0	0				1	0.1	16	160.0
\$600-\$700,000	0	0	0	1	0	0	1	0	1				3	0.3	21	70.0
\$700-\$800,000	0	0	1	0	1	0	0	0	0				2	0.2	8	40.0
\$800-\$900,000	0	0	0	0	1	0	0	0	0				1	0.1	5	50.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0				0	0	5	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	2	0	0				2	0.2	21	105.0
Totals	28	26	37	36	48	42	40	33	41				231	26	396	15.2
In Foreclosure	0	0	1	1	0	0	2	0	0				4	0.4	1	2.5
Short Sale	0	0	0	0	0	0	1	0	0				1	0.1	0	0.0
REO	3	3	7	2	2	1	1	2	7				28	3	4	1.3
Totals	3	3	8	3	2	1	4	2	7				33	4	5	1.3
Destressed Sales %													14%			

Beverly-Hanks Associates 2016 Residential Analysis

Transylvania

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	5	3	7	9	9	6	4	2	3				38	4	15	3.8
\$100-\$200,000	10	10	11	8	23	17	19	21	23				152	17	85	5.0
\$200-\$300,000	9	11	12	9	10	18	22	17	18				136	15	120	8.0
\$300-\$400,000	5	3	3	4	9	11	7	13	11				67	7	97	13.9
\$400-\$500,000	1	2	1	3	3	3	5	4	2				24	3	53	17.7
\$500-\$600,000	1	1	0	1	0	3	2	2	1				11	1	40	40.0
\$600-\$700,000	1	0	0	0	0	0	0	1	2				4	0.4	19	47.5
\$700-\$800,000	1	0	0	0	1	1	0	1	0				4	0.4	23	57.5
\$800-\$900,000	1	0	0	0	0	1	1	1	0				4	0.4	12	30.0
\$900-\$1,000,000	0	0	0	0	0	1	1	1	0				3	0.3	23	76.7
\$1 Million plus	0	1	1	0	2	2	1	2	1				10	1	50	50.0
Totals	33	31	35	34	57	63	40	65	61				419	47	537	11.4
In Foreclosure	1	2	0	0	0	0	0	0	0				3	0.3	2	6.7
Short Sale	0	1	1	0	0	0	0	0	0				2	0.2	2	10.0
REO	0	1	3	2	3	0	0	1	6				16	2	2	1.0
Totals	1	4	4	2	3	0	0	1	6				21	2	6	3.0
Destressed Sales %													5%			

Totals for 7 Counties

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	10/4/2016 Actives	Months of Inventory
0-\$100,000	47	53	69	49	73	74	55	53	61				534	59	182	3.1
\$100-\$200,000	165	161	207	240	258	293	246	294	269				2133	237	790	3.3
\$200-\$300,000	135	117	161	215	216	282	277	253	299				1955	217	1033	4.8
\$300-\$400,000	59	58	64	88	111	130	109	120	118				857	95	722	7.6
\$400-\$500,000	23	22	34	45	49	69	49	61	46				398	44	481	10.9
\$500-\$600,000	17	10	16	22	24	29	28	31	25				202	22	300	13.6
\$600-\$700,000	9	2	10	12	14	15	16	16	13				107	12	212	17.7
\$700-\$800,000	2	0	5	2	6	6	8	7	4				40	4	173	43.3
\$800-\$9,00,000	3	5	9	3	8	10	11	10	3				62	7	96	13.7
\$900-\$1,000,000	1	2	2	4	2	4	2	6	2				25	3	107	35.7
\$1 Million plus	4	6	12	6	3	10	8	9	8				66	7	353	50.4
Totals	465	536	589	686	764	922	809	860	778				6409	712	4449	6.2
In Foreclosure	4	2	4	1	4	1	3	2	2				22	2.4	4	1.7
Short Sale	3	5	3	0	1	2	3	1	2				19	2.1	7	3.3
REO	18	21	34	23	36	16	19	24	30				221	24.5	39	1.6
Totals	25	28	41	24	41	19	25	27	34				264	29	50	1.7
Destressed Sales %													4.00%			

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