

Beverly-Hanks Associates 2016 Residential Analysis

Buncombe	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	1/2/2017 Actives	Months of Inventory
0-\$100,000	11	12	19	15	15	11	12	14	16	17	12	12	166	14	32	2.3
\$100-\$200,000	78	68	86	97	82	113	59	109	96	78	98	72	1036	86	138	1.6
\$200-\$300,000	68	66	72	111	114	123	118	119	124	123	100	91	1229	102	217	2.1
\$300-\$400,000	32	33	36	53	49	65	59	65	68	48	54	61	623	52	184	3.5
\$400-\$500,000	11	15	25	31	31	39	27	38	31	34	33	22	327	27	140	5.2
\$500-\$600,000	11	7	12	13	22	16	15	21	20	18	12	21	188	16	72	4.5
\$600-\$700,000	8	1	8	8	13	10	13	10	6	5	8	9	99	8	73	9.1
\$700-\$800,000	1	0	3	2	3	5	5	4	4	5	3	3	38	3	49	16.3
\$800-\$900,000	1	2	7	3	6	9	6	7	3	4	4	3	55	5	25	5.0
\$900-\$1,000,000	1	2	2	3	2	3	1	4	3	6	3	2	32	3	37	12.3
\$1 Million plus	4	3	7	5	1	5	4	6	7	5	4	8	59	5	142	28.4
Totals	225	209	277	341	338	339	319	397	378	343	331	304	3801	316	1109	3.5
In Foreclosure	0	0	1	0	2	0	0	1	1	1	1	0	6	0.5	3	6.0
Short Sale	1	2	1	0	0	0	0	1	0	1	0	2	8	0.7	4	5.7
REO	6	7	13	9	7	4	8	7	3	8	7	6	85	7	11	1.6
Totals	7	9	15	9	9	4	8	9	4	10	8	8	100	8	19	2.4
Distressed Sales %													3.00%			

Beverly-Hanks Associates 2016 Residential Analysis

Haywood	Jan	Feb	Mar	Ap	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	1/2/2017 Actives	Months of Inventory
0-\$100,000	12	15	7	9	15	13	12	11	12	9	14	8	137	11	49	4.5
\$100-\$200,000	21	21	35	37	41	40	43	40	50	28	45	34	440	37	148	4.0
\$200-\$300,000	6	5	12	12	17	30	27	26	27	25	20	28	234	20	159	8.0
\$300-\$400,000	3	6	6	7	2	9	5	6	6	12	10	13	86	7	71	10.1
\$400-\$500,000	5	1	2	2	3	4	3	8	1	3	7	3	42	4	54	13.5
\$500-\$600,000	2	1	0	0	0	0	2	3	3	0	0	1	12	1	33	33.0
\$600-\$700,000	0	0	0	1	0	3	0	3	1	1	0	0	10	0.9	22	24.4
\$700-\$800,000	0	0	1	0	0	0	0	1	0	1	0	0	3	0.3	19	63.3
\$800-\$900,000	0	1	1	0	1	0	0	0	0	0	0	1	4	0.3	2	6.7
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	0	0	1	1	0.1	8	80.0
\$1 Million plus	0	0	1	0	0	0	0	0	0	0	0	0	1	0.1	17	170.0
Totals	49	50	64	68	79	99	92	98	100	79	96	89	963	80	582	7.3
In Foreclosure	1	0	0	0	0	0	0	1	0	0	0	0	2	0.2	0	0.0
Short Sale	1	1	0	0	0	1	0	0	1	0	0	2	6	0.5	1	2.0
REO	3	4	3	2	10	6	2	5	4	4	5	1	49	4	13	3.3
Totals	5	5	3	2	10	7	2	6	5	4	5	3	57	5	14	2.8
Destressed 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	1/2/2017 Actives	Months of Inventory
0-\$100,000	10	12	20	11	20	16	13	9	11	7	11	9	149	12	14	1.2
\$100-\$200,000	34	40	49	59	77	71	81	88	79	64	56	65	763	64	97	1.5
\$200-\$300,000	38	30	45	67	62	75	72	69	48	63	64	56	689	57	129	2.3
\$300-\$400,000	14	14	14	18	43	26	26	31	30	18	20	24	278	23	116	5.0
\$400-\$500,000	5	3	6	7	8	15	7	9	7	10	7	6	90	8	70	8.8
\$500-\$600,000	2	0	2	7	2	7	6	5	4	3	4	11	53	4	44	11.0
\$600-\$700,000	0	0	2	2	1	1	1	2	4	2	2	1	18	2	26	13.0
\$700-\$800,000	0	0	0	0	1	0	0	1	0	0	0	2	4	0.3	22	73.3
\$800-\$900,000	1	2	1	0	0	0	0	2	0	0	0	1	7	0.6	13	21.7
\$900-\$1,000,000	0	1	0	1	0	0	0	0	0	0	0	1	3	0.3	14	46.7
\$1 Million plus	0	1	3	1	0	1	0	0	0	1	0	0	7	0.6	42	70.0
Totals	104	103	142	173	214	212	206	216	183	168	164	176	2061	172	587	3.4
In Foreclosure	2	0	1	0	2	0	1	0	1	0	0	0	7	0.6	0	0.0
Short Sale	1	1	1	0	1	0	2	0	1	1	0	1	9	0.7	4	5.7
REO	5	8	7	6	13	3	2	5	10	2	8	6	75	6	6	1.0
Totals	8	9	9	6	16	3	5	5	12	3	8	7	91	8	10	1.3
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	1/2/2017 Actives	Months of Inventory
0-\$100,000	0	3	0	0	1	3	1	6	2	0	3	1	20	2	12	6.0
\$100-\$200,000	6	5	5	6	5	9	7	9	7	8	2	5	74	6	39	6.5
\$200-\$300,000	4	2	3	8	1	6	4	4	9	8	3	5	57	5	56	11.2
\$300-\$400,000	2	1	3	4	2	4	1	3	1	0	4	2	27	2	32	16.0
\$400-\$500,000	1	0	0	0	2	2	1	1	4	0	0	2	13	1	26	26.0
\$500-\$600,000	0	0	0	1	0	1	1	0	0	1	2	1	7	0.6	10	16.7
\$600-\$700,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	15	#DIV/0!
\$700-\$800,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	#DIV/0!
\$800-\$900,000	0	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	0	1	0.1	5	50.0
\$1 Million plus	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	#DIV/0!
Totals	13	11	11	19	11	25	15	24	21	17	15	16	197	16	202	12.6
In Foreclosure	0	0	0	0	0	0	0	0	1	0	0	0	1	0.1	0	0.0
Short Sale	0	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	2	12	1	4	4.0
Totals	1	0	1	0	1	1	2	3	1	0	1	2	13	1	5	5.0
Destressed Sales %													7%			

Beverly-Hanks Associates 2016 Residential Analysis

Polk

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals YTD	Avg Per Month	1/2/2017 Actives	Months of Inventory
0-\$100,000	2	0	3	0	2	1	1	4	4	7	0	4	28	2	14	7.0
\$100-\$200,000	4	7	12	9	7	11	4	10	6	10	2	5	87	7	35	5.0
\$200-\$300,000	5	3	6	7	3	10	5	11	9	3	4	7	72	6	49	8.2
\$300-\$400,000	2	0	2	2	4	5	5	1	1	6	2	4	34	3	37	12.3
\$400-\$500,000	0	1	0	0	1	1	1	0	2	8	1	1	16	1	22	22.0
\$500-\$600,000	0	1	2	0	0	2	0	0	0	1	0	1	7	0.5	14	28.0
\$600-\$700,000	0	1	0	0	0	0	1	0	0	1	0	1	4	0.3	12	40.0
\$700-\$800,000	0	0	0	0	0	0	3	0	0	0	1	0	4	0.3	7	23.3
\$800-\$900,000	0	0	0	0	0	0	2	0	0	0	0	0	2	0.2	5	25.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	1	0	0	1	0.1	4	40.0
\$1 Million plus	0	0	0	0	0	0	0	1	0	0	0	0	1	0.1	21	210.0
Totals	13	13	23	18	17	31	22	27	22	31	10	23	217	18	220	12.2
In Foreclosure	0	0	1	0	0	0	0	0	0	0	0	0	1	0.1	0	0.0
Short Sale	0	0	0	0	0	1	0	0	0	0	0	0	1	0.1	0	0.0
REO	0	1	1	2	0	0	0	1	0	4	0	0	9	0.7	5	7.1
Totals	0	1	2	2	0	1	0	1	0	4	0	0	11	1	5	5.0
Distressed 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	1/2/2017 Actives	Months of Inventory
0-\$100,000	7	10	14	5	11	13	12	7	13	8	3	14	117	10	32	3.2
\$100-\$200,000	13	12	11	26	23	11	11	17	16	18	16	17	193	16	86	5.4
\$200-\$300,000	6	2	11	2	9	11	11	7	5	9	6	4	83	7	70	10.0
\$300-\$400,000	1	1	0	0	2	5	1	1	5	3	5	3	27	2	43	21.5
\$400-\$500,000	0	1	0	2	1	7	2	1	1	2	1	1	19	2	17	8.5
\$500-\$600,000	1	0	0	0	0	0	0	0	0	1	2	0	4	0.3	12	40.0
\$600-\$700,000	0	0	0	1	0	0	1	0	1	0	0	0	3	0.2	17	85.0
\$700-\$800,000	0	0	1	0	1	0	0	0	0	0	0	1	3	0.2	8	40.0
\$800-\$900,000	0	0	0	0	1	0	0	0	0	1	0	0	2	0.2	2	10.0
\$900-\$1,000,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	#DIV/0!
\$1 Million plus	0	0	0	0	0	0	2	0	0	1	0	0	3	0.2	0	0.0
Totals	28	26	37	36	48	42	40	33	41	43	33	40	347	29	302	10.4
In Foreclosure	0	0	1	1	0	0	2	0	0	0	0	0	4	0.3	1	3.3
Short Sale	0	0	0	0	0	0	1	0	0	0	0	1	2	0.2	0	0.0
REO	3	3	7	2	2	1	1	2	7	3	1	3	35	3	5	1.7
Totals	3	3	8	3	2	1	4	2	7	3	1	4	41	3	6	2.0
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	1/2/2017 Actives	Months of Inventory
0-\$100,000	5	3	7	9	9	6	4	2	3	6	5	4	53	4	12	3.0
\$100-\$200,000	10	10	11	8	23	17	19	21	23	23	9	14	197	16	63	3.9
\$200-\$300,000	9	11	12	9	10	18	22	17	18	16	15	17	184	15	98	6.5
\$300-\$400,000	5	3	3	4	9	11	7	13	11	6	3	6	82	7	72	10.3
\$400-\$500,000	1	2	1	3	3	3	5	4	2	2	5	2	33	3	38	12.7
\$500-\$600,000	1	1	0	1	0	3	2	2	1	3	0	0	14	1	32	32.0
\$600-\$700,000	1	0	0	0	0	0	0	1	2	0	0	1	5	0.4	18	45.0
\$700-\$800,000	1	0	0	0	1	1	0	1	0	1	0	0	5	0.4	20	50.0
\$800-\$900,000	1	0	0	0	0	1	1	1	0	0	0	0	4	0.3	7	23.3
\$900-\$1,000,000	0	0	0	0	0	1	1	1	0	0	0	0	3	0.2	18	90.0
\$1 Million plus	0	1	1	0	2	2	1	2	1	1	0	0	11	1	53	53.0
Totals	33	31	35	34	57	63	40	65	61	58	40	44	561	47	431	9.2
In Foreclosure	1	2	0	0	0	0	0	0	0	0	0	0	3	0.2	1	5.0
Short Sale	0	1	1	0	0	0	0	0	0	0	0	0	2	0.2	2	10.0
REO	0	1	3	2	3	0	0	1	6	2	0	0	18	2	3	1.5
Totals	1	4	4	2	3	0	0	1	6	2	0	0	23	2	6	3.0
Distressed 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	1/2/2017 Actives	Months of Inventory
0-\$100,000	47	53	69	49	73	74	55	53	61	51	49	52	686	57	165	2.9
\$100-\$200,000	165	161	207	240	258	293	246	294	269	226	230	212	2801	233	604	2.6
\$200-\$300,000	135	117	161	215	216	282	277	253	299	244	216	208	2623	219	778	3.6
\$300-\$400,000	59	58	64	88	111	130	109	120	118	92	98	113	1160	97	555	5.7
\$400-\$500,000	23	22	34	45	49	69	49	61	46	53	54	37	542	45	367	8.2
\$500-\$600,000	17	10	16	22	24	29	28	31	25	27	20	35	314	26	217	8.3
\$600-\$700,000	9	2	10	12	14	15	16	16	13	8	11	12	138	12	183	15.3
\$700-\$800,000	2	0	5	2	6	6	8	7	4	9	4	6	59	5	127	25.4
\$800-\$9,00,000	3	5	9	3	8	10	11	10	3	5	4	5	76	6	54	9.0
\$900-\$1,000,000	1	2	2	4	2	4	2	6	2	7	4	4	40	3	88	29.3
\$1 Million plus	4	6	12	6	3	10	8	9	8	8	6	8	88	7	293	41.9
Totals	465	536	589	686	764	922	809	860	778	730	696	692	8527	711	3431	4.8
In Foreclosure	4	2	4	1	4	1	3	2	2	1	1	0	24	2	5	2.5
Short Sale	3	5	3	0	1	2	3	1	2	2	0	6	27	2	12	6.0
REO	18	21	34	23	36	16	19	24	30	20	22	19	282	24	47	2.0
Totals	25	28	41	24	41	19	25	27	34	23	23	25	335	28	64	2.3
Destressed Sales %													4.00%			

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