

Catawba Valley Region Housing Supply Overview



May 2018

Having a balanced number of homes for sale is an ongoing concern in most submarkets, as demand exceeds inventory. New construction optimism is tempered by building costs, but clever builders will figure out ways to turn profits while the economy is ripe for production. For the 12-month period spanning June 2017 through May 2018, Pending Sales in the Catawba Valley region were down 5.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 12.2 percent.

The overall Median Sales Price was up 10.8 percent to \$154,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 19.7 percent to \$111,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 75 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 125 days.

Market-wide, inventory levels were down 48.1 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 47.4 percent. That amounts to 2.9 months supply for Single-Family homes and 1.4 months supply for Condos-Townhomes.

Quick Facts

+ 12.2%

+ 5.1%

- 4.6%

Price Range With the Strongest Sales:
\$200,001 to \$300,000

Bedroom Count With Strongest Sales:
4 Bedrooms or More

Property Type With Strongest Sales:
Condo-Townhome

The Catawba Valley Region report includes Alexander, Burke, Caldwell and Catawba counties. Comprised of single-family properties, townhomes and condominiums combined. Data is refreshed regularly to capture changes in market activity. Figures shown may be different than previously reported. Percent changes are calculated using rounded figures.

Pending Sales	2
List to Close	3
Days on Market Until Sale	4
Cumulative Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Inventory of Homes for Sale	8
Months Supply of Inventory	9
Additional Price Ranges	10

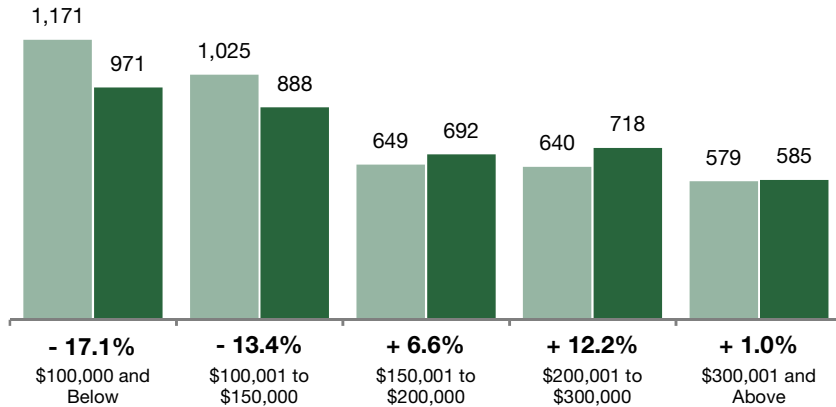
Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



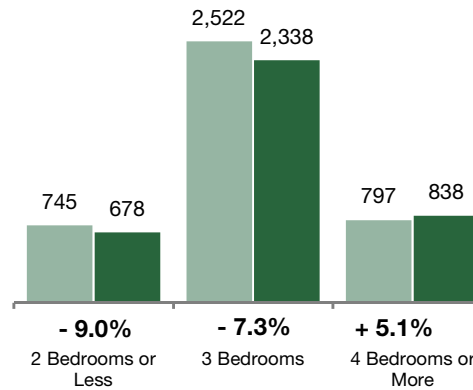
By Price Range

■ 5-2017 ■ 5-2018



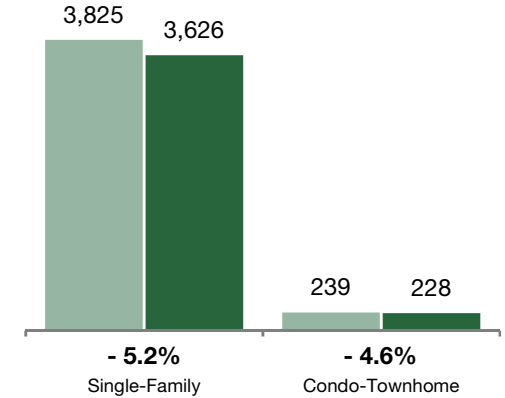
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

	5-2017	5-2018	Change
\$100,000 and Below	1,171	971	- 17.1%
\$100,001 to \$150,000	1,025	888	- 13.4%
\$150,001 to \$200,000	649	692	+ 6.6%
\$200,001 to \$300,000	640	718	+ 12.2%
\$300,001 and Above	579	585	+ 1.0%
All Price Ranges	4,064	3,854	- 5.2%

Single-Family

	5-2017	5-2018	Change
\$100,000 and Below	1,049	862	- 17.8%
\$100,001 to \$150,000	961	832	- 13.4%
\$150,001 to \$200,000	634	668	+ 5.4%
\$200,001 to \$300,000	609	686	+ 12.6%
\$300,001 and Above	572	578	+ 1.0%
All Price Ranges	3,825	3,626	- 5.2%

Condo-Townhome

	5-2017	5-2018	Change
\$100,000 and Below	122	109	- 10.7%
\$100,001 to \$150,000	64	56	- 12.5%
\$150,001 to \$200,000	15	24	+ 60.0%
\$200,001 to \$300,000	31	32	+ 3.2%
\$300,001 and Above	7	7	0.0%
All Price Ranges	239	228	- 4.6%

By Bedroom Count

	5-2017	5-2018	Change
2 Bedrooms or Less	745	678	- 9.0%
3 Bedrooms	2,522	2,338	- 7.3%
4 Bedrooms or More	797	838	+ 5.1%
All Bedroom Counts	4,064	3,854	- 5.2%

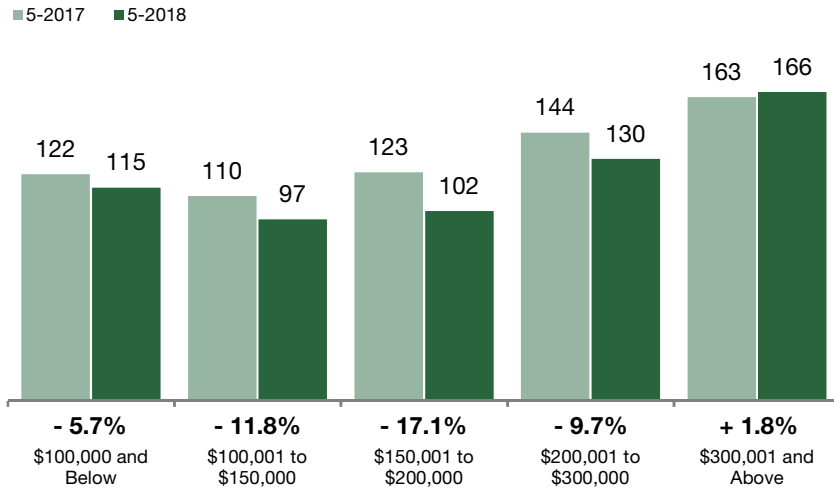
	5-2017	5-2018	Change
2 Bedrooms or Less	575	516	- 10.3%
3 Bedrooms	2,457	2,276	- 7.4%
4 Bedrooms or More	793	834	+ 5.2%
All Bedroom Counts	3,825	3,626	- 5.2%

List to Close

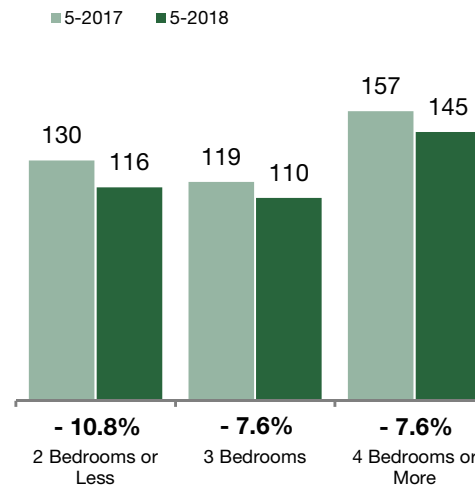
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



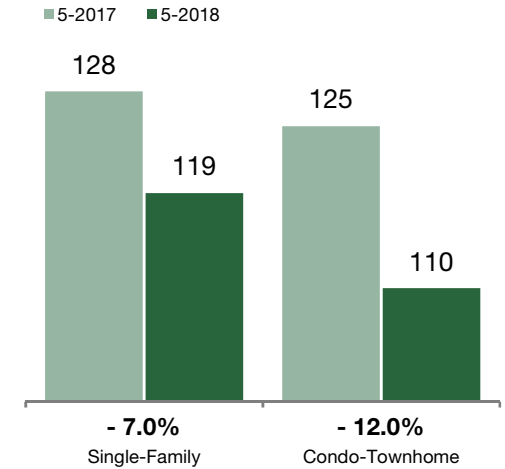
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2017	5-2018	Change
\$100,000 and Below	122	115	- 5.7%
\$100,001 to \$150,000	110	97	- 11.8%
\$150,001 to \$200,000	123	102	- 17.1%
\$200,001 to \$300,000	144	130	- 9.7%
\$300,001 and Above	163	166	+ 1.8%
All Price Ranges	128	119	- 7.0%

Single-Family

5-2017	5-2018	Change	5-2017	5-2018	Change
122	118	- 3.3%	122	87	- 28.7%
110	96	- 12.7%	107	120	+ 12.1%
122	101	- 17.2%	140	126	- 10.0%
144	130	- 9.7%	158	143	- 9.5%
163	166	+ 1.8%	173	213	+ 23.1%
128	119	- 7.0%	125	110	- 12.0%

Condo-Townhome

By Bedroom Count	5-2017	5-2018	Change
2 Bedrooms or Less	130	116	- 10.8%
3 Bedrooms	119	110	- 7.6%
4 Bedrooms or More	157	145	- 7.6%
All Bedroom Counts	128	119	- 7.0%

5-2017	5-2018	Change	5-2017	5-2018	Change
135	122	- 9.6%	114	95	- 16.7%
118	109	- 7.6%	146	146	0.0%
156	146	- 6.4%	237	112	- 52.7%
128	119	- 7.0%	125	110	- 12.0%

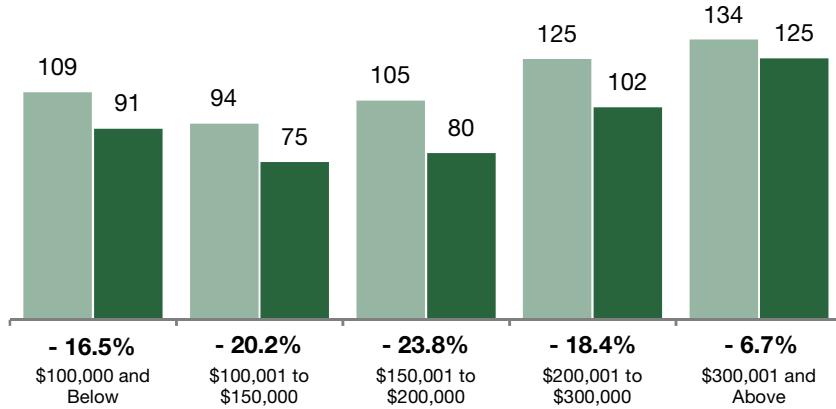
Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.



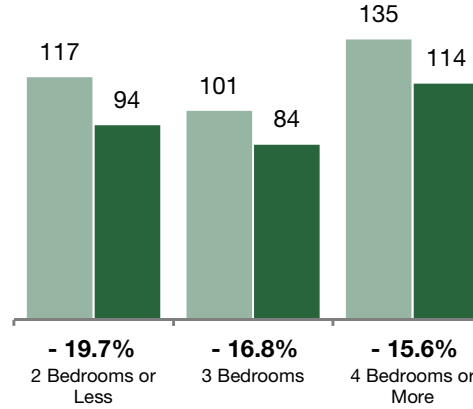
By Price Range

■ 5-2017 ■ 5-2018



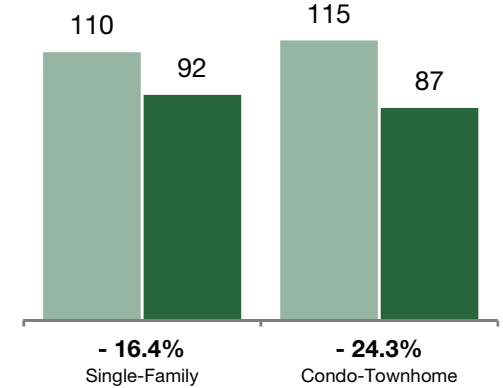
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

	5-2017	5-2018	Change
\$100,000 and Below	109	91	- 16.5%
\$100,001 to \$150,000	94	75	- 20.2%
\$150,001 to \$200,000	105	80	- 23.8%
\$200,001 to \$300,000	125	102	- 18.4%
\$300,001 and Above	134	125	- 6.7%
All Price Ranges	110	92	- 16.4%

Single-Family

	5-2017	5-2018	Change
2 Bedrooms or Less	108	95	- 12.0%
3 Bedrooms	94	74	- 21.3%
4 Bedrooms or More	104	78	- 25.0%
	124	101	- 18.5%
	134	125	- 6.7%
All Single-Family	110	92	- 16.4%

Condo-Townhome

	5-2017	5-2018	Change
	114	65	- 43.0%
	97	102	+ 5.2%
	127	103	- 18.9%
	142	123	- 13.4%
	157	113	- 28.0%
All Condo-Townhome	115	87	- 24.3%

By Bedroom Count

	5-2017	5-2018	Change
2 Bedrooms or Less	117	94	- 19.7%
3 Bedrooms	101	84	- 16.8%
4 Bedrooms or More	135	114	- 15.6%
All Bedroom Counts	110	92	- 16.4%

	5-2017	5-2018	Change
2 Bedrooms or Less	120	100	- 16.7%
3 Bedrooms	100	83	- 17.0%
4 Bedrooms or More	134	114	- 14.9%
All Single-Family	110	92	- 16.4%

	5-2017	5-2018	Change
2 Bedrooms or Less	105	75	- 28.6%
3 Bedrooms	132	117	- 11.4%
4 Bedrooms or More	231	82	- 64.5%
All Condo-Townhome	115	87	- 24.3%

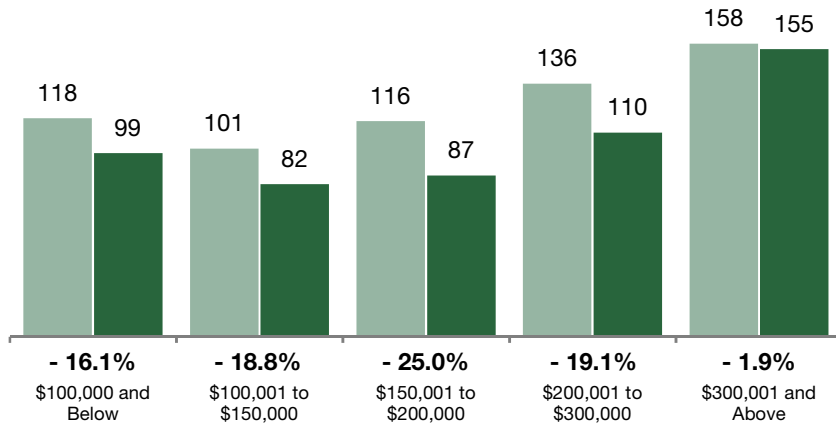
Cumulative Days on Market Until Sale

Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn) for more than 90 days. Based on a rolling 12-month average.



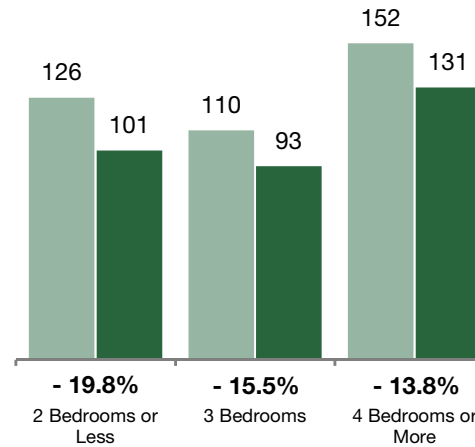
By Price Range

■ 5-2017 ■ 5-2018



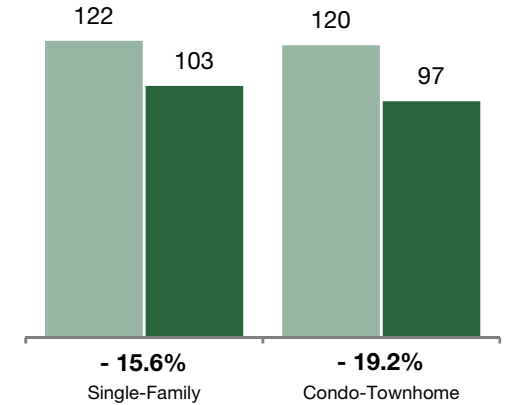
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

	5-2017	5-2018	Change
\$100,000 and Below	118	99	- 16.1%
\$100,001 to \$150,000	101	82	- 18.8%
\$150,001 to \$200,000	116	87	- 25.0%
\$200,001 to \$300,000	136	110	- 19.1%
\$300,001 and Above	158	155	- 1.9%
All Price Ranges	121	103	- 14.9%

Single-Family

	5-2017	5-2018	Change
\$100,000 and Below	117	102	- 12.8%
\$100,001 to \$150,000	101	81	- 19.8%
\$150,001 to \$200,000	116	85	- 26.7%
\$200,001 to \$300,000	136	108	- 20.6%
\$300,001 and Above	158	155	- 1.9%
All Price Ranges	122	103	- 15.6%

Condo-Townhome

	5-2017	5-2018	Change
\$100,000 and Below	119	72	- 39.5%
\$100,001 to \$150,000	102	103	+ 1.0%
\$150,001 to \$200,000	127	120	- 5.5%
\$200,001 to \$300,000	151	150	- 0.7%
\$300,001 and Above	157	114	- 27.4%
All Price Ranges	120	97	- 19.2%

By Bedroom Count

	5-2017	5-2018	Change
2 Bedrooms or Less	126	101	- 19.8%
3 Bedrooms	110	93	- 15.5%
4 Bedrooms or More	152	131	- 13.8%
All Bedroom Counts	121	103	- 14.9%

	5-2017	5-2018	Change
2 Bedrooms or Less	130	108	- 16.9%
3 Bedrooms	110	92	- 16.4%
4 Bedrooms or More	152	131	- 13.8%
All Bedroom Counts	122	103	- 15.6%

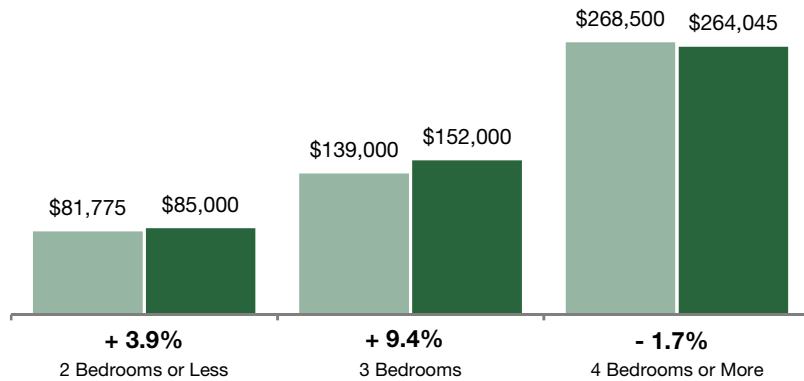
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



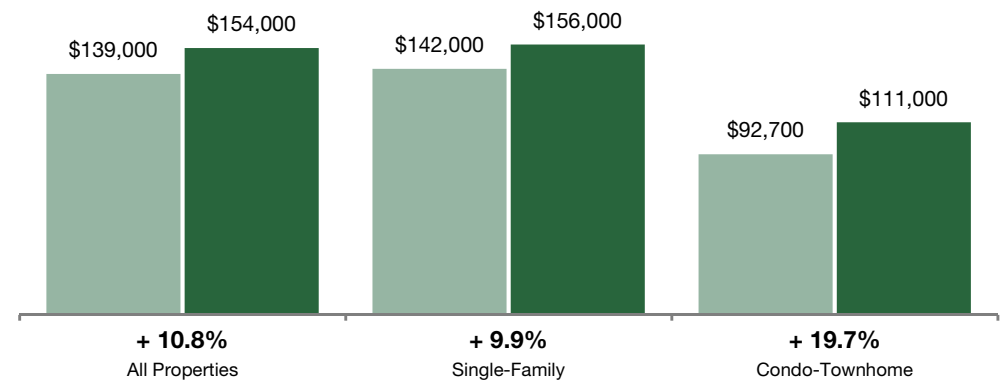
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Bedroom Count	5-2017	5-2018	Change
2 Bedrooms or Less	\$81,775	\$85,000	+ 3.9%
3 Bedrooms	\$139,000	\$152,000	+ 9.4%
4 Bedrooms or More	\$268,500	\$264,045	- 1.7%
All Bedroom Counts	\$139,000	\$154,000	+ 10.8%

Single-Family

5-2017	5-2018	Change
\$82,000	\$82,900	+ 1.1%
\$138,500	\$151,000	+ 9.0%
\$268,000	\$264,090	- 1.5%
\$142,000	\$156,000	+ 9.9%

Condo-Townhome

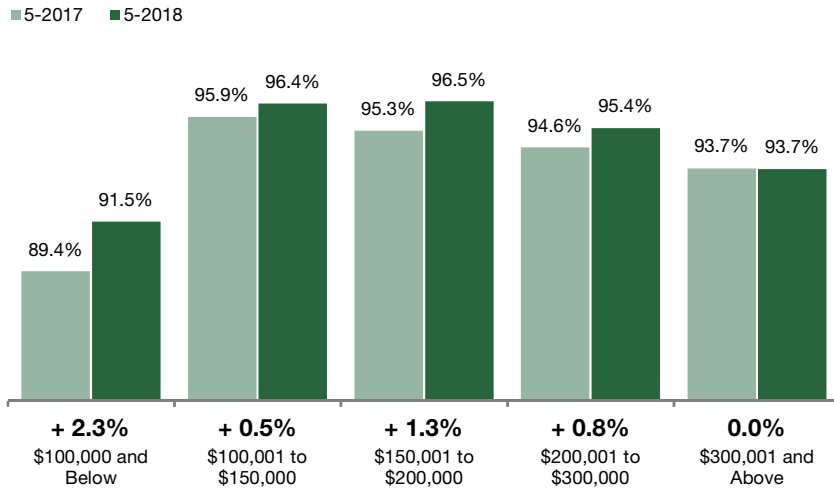
5-2017	5-2018	Change
\$79,900	\$86,700	+ 8.5%
\$141,500	\$169,000	+ 19.4%
\$329,000	\$264,000	- 19.8%
\$92,700	\$111,000	+ 19.7%

Percent of Original List Price Received

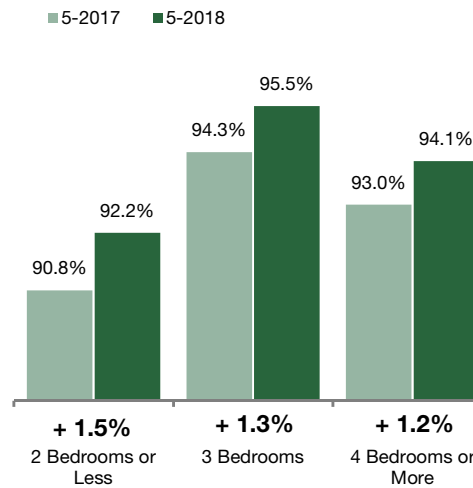
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



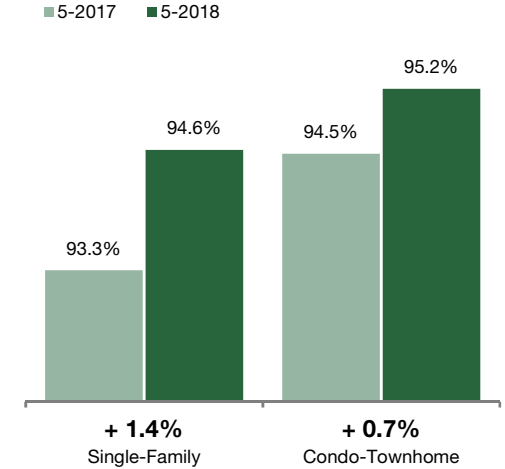
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	5-2017	5-2018	Change
\$100,000 and Below	89.4%	91.5%	+ 2.3%
\$100,001 to \$150,000	95.9%	96.4%	+ 0.5%
\$150,001 to \$200,000	95.3%	96.5%	+ 1.3%
\$200,001 to \$300,000	94.6%	95.4%	+ 0.8%
\$300,001 and Above	93.7%	93.7%	0.0%
All Price Ranges	93.4%	94.6%	+ 1.3%

Single-Family

By Price Range	5-2017	5-2018	Change
\$100,000 and Below	89.0%	91.1%	+ 2.4%
\$100,001 to \$150,000	95.8%	96.4%	+ 0.6%
\$150,001 to \$200,000	95.3%	96.6%	+ 1.4%
\$200,001 to \$300,000	94.6%	95.4%	+ 0.8%
\$300,001 and Above	93.7%	93.6%	- 0.1%
All Price Ranges	93.3%	94.6%	+ 1.4%

Condo-Townhome

By Price Range	5-2017	5-2018	Change
\$100,000 and Below	93.3%	94.2%	+ 1.0%
\$100,001 to \$150,000	97.3%	97.2%	- 0.1%
\$150,001 to \$200,000	95.4%	95.2%	- 0.2%
\$200,001 to \$300,000	94.9%	94.6%	- 0.3%
\$300,001 and Above	91.8%	97.7%	+ 6.4%
All Price Ranges	94.5%	95.2%	+ 0.7%

By Bedroom Count

By Bedroom Count	5-2017	5-2018	Change
2 Bedrooms or Less	90.8%	92.2%	+ 1.5%
3 Bedrooms	94.3%	95.5%	+ 1.3%
4 Bedrooms or More	93.0%	94.1%	+ 1.2%
All Bedroom Counts	93.4%	94.6%	+ 1.3%

By Bedroom Count	5-2017	5-2018	Change
2 Bedrooms or Less	89.7%	91.0%	+ 1.4%
3 Bedrooms	94.3%	95.5%	+ 1.3%
4 Bedrooms or More	93.0%	94.1%	+ 1.2%
All Bedroom Counts	93.3%	94.6%	+ 1.4%

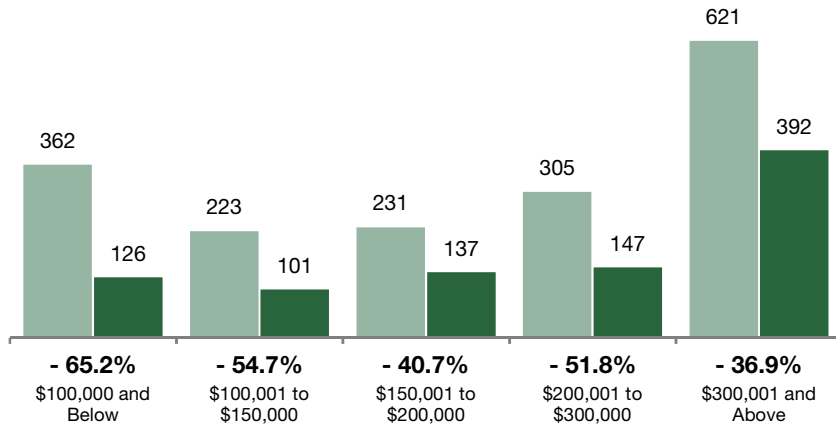
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



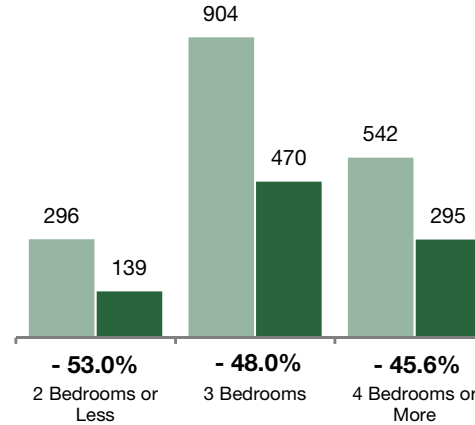
By Price Range

■ 5-2017 ■ 5-2018



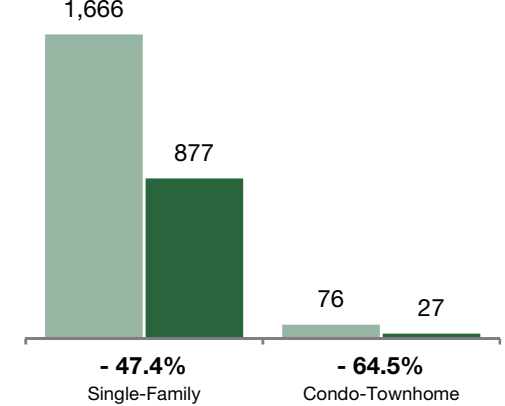
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

	5-2017	5-2018	Change
\$100,000 and Below	362	126	- 65.2%
\$100,001 to \$150,000	223	101	- 54.7%
\$150,001 to \$200,000	231	137	- 40.7%
\$200,001 to \$300,000	305	147	- 51.8%
\$300,001 and Above	621	392	- 36.9%
All Price Ranges	1,742	904	- 48.1%

Single-Family

	5-2017	5-2018	Change
2 Bedrooms or Less	332	123	- 63.0%
3 Bedrooms	213	96	- 54.9%
4 Bedrooms or More	223	127	- 43.0%
Single-Family Total	286	143	- 50.0%
Condo-Townhome	612	387	- 36.8%
All Price Ranges	1,666	877	- 47.4%

Condo-Townhome

By Bedroom Count

	5-2017	5-2018	Change
2 Bedrooms or Less	296	139	- 53.0%
3 Bedrooms	904	470	- 48.0%
4 Bedrooms or More	542	295	- 45.6%
All Bedroom Counts	1,742	904	- 48.1%

	5-2017	5-2018	Change
2 Bedrooms or Less	259	133	- 48.6%
3 Bedrooms	868	454	- 47.7%
4 Bedrooms or More	539	290	- 46.2%
All Bedroom Counts	1,666	877	- 47.4%

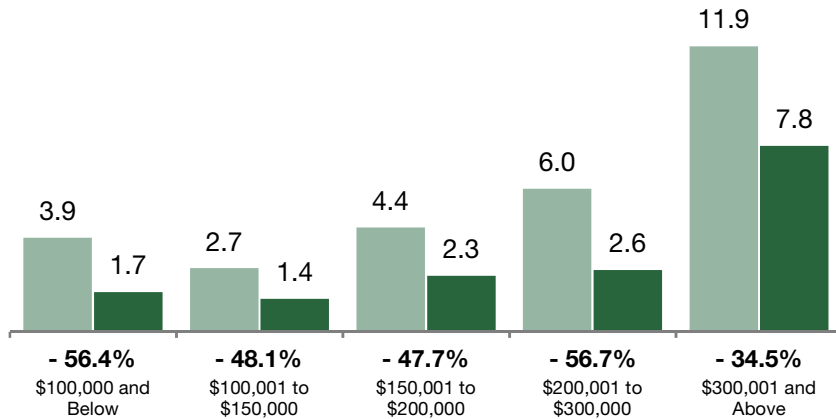
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



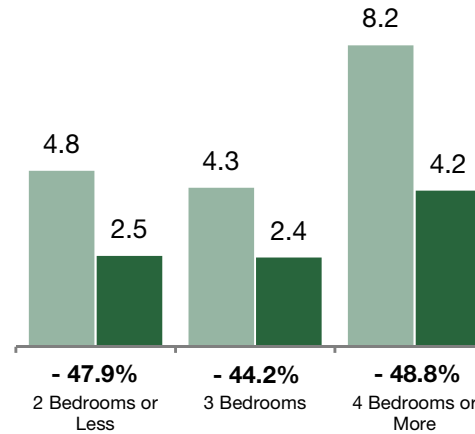
By Price Range

■ 5-2017 ■ 5-2018



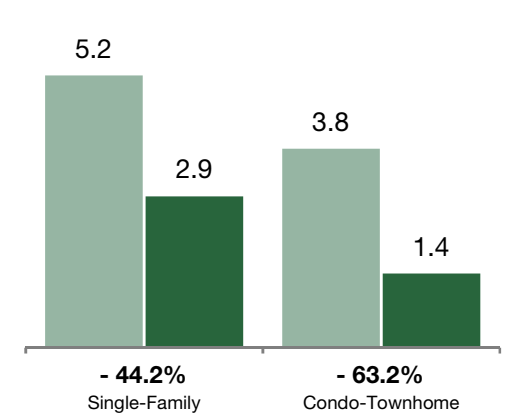
By Bedroom Count

■ 5-2017 ■ 5-2018



By Property Type

■ 5-2017 ■ 5-2018



All Properties

By Price Range

	5-2017	5-2018	Change
\$100,000 and Below	3.9	1.7	- 56.4%
\$100,001 to \$150,000	2.7	1.4	- 48.1%
\$150,001 to \$200,000	4.4	2.3	- 47.7%
\$200,001 to \$300,000	6.0	2.6	- 56.7%
\$300,001 and Above	11.9	7.8	- 34.5%
All Price Ranges	5.1	2.8	- 45.1%

Single-Family

	5-2017	5-2018	Change
\$100,000 and Below	4.0	1.8	- 55.0%
\$100,001 to \$150,000	2.7	1.4	- 48.1%
\$150,001 to \$200,000	4.3	2.3	- 46.5%
\$200,001 to \$300,000	6.0	2.6	- 56.7%
\$300,001 and Above	11.9	7.8	- 34.5%
All Price Ranges	5.2	2.9	- 44.2%

Condo-Townhome

	5-2017	5-2018	Change
\$100,000 and Below	3.2	0.3	- 90.6%
\$100,001 to \$150,000	1.3	1.7	+ 30.8%
\$150,001 to \$200,000	4.0	2.9	- 27.5%
\$200,001 to \$300,000	5.7	1.5	- 73.7%
\$300,001 and Above	7.1	2.1	- 70.4%
All Price Ranges	3.8	1.4	- 63.2%

By Bedroom Count

	5-2017	5-2018	Change
2 Bedrooms or Less	4.8	2.5	- 47.9%
3 Bedrooms	4.3	2.4	- 44.2%
4 Bedrooms or More	8.2	4.2	- 48.8%
All Bedroom Counts	5.1	2.8	- 45.1%

	5-2017	5-2018	Change
2 Bedrooms or Less	5.4	3.1	- 42.6%
3 Bedrooms	4.2	2.4	- 42.9%
4 Bedrooms or More	8.2	4.2	- 48.8%
All Bedroom Counts	5.2	2.9	- 44.2%

Additional Price Ranges

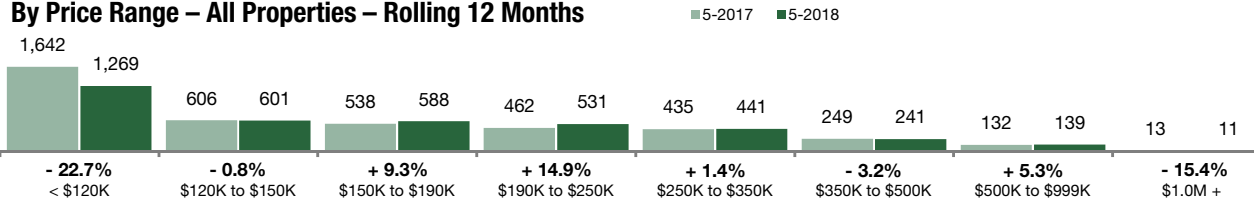
Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.



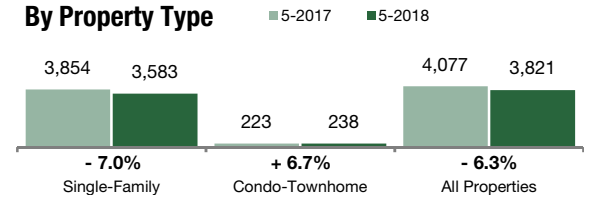
Closed Sales

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single-Family			Condo-Townhome		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$120,000 and Below	1,488	1,138	-23.5%	154	131	-14.9%
\$120,001 to \$150,000	581	565	-2.8%	25	36	+44.0%
\$150,001 to \$190,000	530	563	+6.2%	8	25	+212.5%
\$190,001 to \$250,000	447	503	+12.5%	15	28	+86.7%
\$250,001 to \$350,000	419	427	+1.9%	16	14	-12.5%
\$350,001 to \$500,000	244	239	-2.0%	5	2	-60.0%
\$500,001 to \$999,999	132	137	+3.8%	0	2	--
\$1M and Above	13	11	-15.4%	0	0	--
All Price Ranges	3,854	3,583	-7.0%	223	238	+6.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	04-2018	5-2018	Change	04-2018	5-2018	Change
\$120,000 and Below	74	85	+14.9%	10	13	+30.0%
\$120,001 to \$150,000	42	42	0.0%	5	2	-60.0%
\$150,001 to \$190,000	38	51	+34.2%	2	4	+100.0%
\$190,001 to \$250,000	32	40	+25.0%	0	2	--
\$250,001 to \$350,000	27	37	+37.0%	1	1	0.0%
\$350,001 to \$500,000	20	25	+25.0%	2	0	-100.0%
\$500,001 to \$999,999	12	8	-33.3%	1	0	-100.0%
\$1M and Above	3	2	-33.3%	0	0	--
All Price Ranges	248	290	+16.9%	21	22	+4.8%

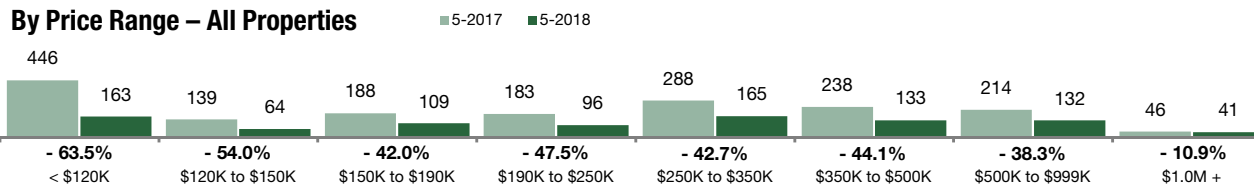
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$120,000 and Below	579	381	-34.2%	64	42	-34.4%
\$120,001 to \$150,000	232	176	-24.1%	8	12	+50.0%
\$150,001 to \$190,000	197	188	-4.6%	2	11	+450.0%
\$190,001 to \$250,000	166	170	+2.4%	7	6	-14.3%
\$250,001 to \$350,000	133	131	-1.5%	6	6	0.0%
\$350,001 to \$500,000	87	92	+5.7%	1	2	+100.0%
\$500,001 to \$999,999	47	42	-10.6%	0	1	--
\$1M and Above	5	8	+60.0%	0	0	--
All Price Ranges	1,446	1,188	-17.8%	88	80	-9.1%

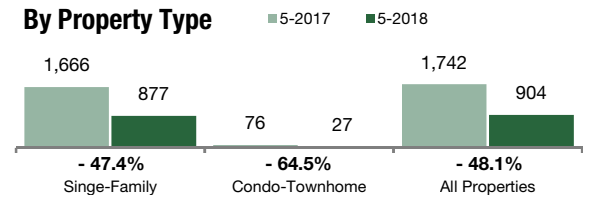
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$120,000 and Below	412	157	-61.9%	34	6	-82.4%
\$120,001 to \$150,000	133	62	-53.4%	6	2	-66.7%
\$150,001 to \$190,000	181	100	-44.8%	7	9	+28.6%
\$190,001 to \$250,000	177	93	-47.5%	6	3	-50.0%
\$250,001 to \$350,000	273	160	-41.4%	15	5	-66.7%
\$350,001 to \$500,000	233	132	-43.3%	5	1	-80.0%
\$500,001 to \$999,999	211	131	-37.9%	3	1	-66.7%
\$1M and Above	46	41	-10.9%	0	0	--
All Price Ranges	1,666	877	-47.4%	76	27	-64.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	04-2018	5-2018	Change	04-2018	5-2018	Change
\$120,000 and Below	193	157	-18.7%	6	6	0.0%
\$120,001 to \$150,000	62	62	0.0%	2	2	0.0%
\$150,001 to \$190,000	95	100	+5.3%	8	9	+12.5%
\$190,001 to \$250,000	91	93	+2.2%	3	3	0.0%
\$250,001 to \$350,000	167	160	-4.2%	5	5	0.0%
\$350,001 to \$500,000	132	132	0.0%	1	1	0.0%
\$500,001 to \$999,999	141	131	-7.1%	1	1	0.0%
\$1M and Above	37	41	+10.8%	0	0	--
All Price Ranges	919	877	-4.6%	26	27	+3.8%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	5-2017	5-2018	Change	5-2017	5-2018	Change
\$120,000 and Below	579	381	-34.2%	64	42	-34.4%
\$120,001 to \$150,000	232	176	-24.1%	8	12	+50.0%
\$150,001 to \$190,000	197	188	-4.6%	2	11	+450.0%
\$190,001 to \$250,000	166	170	+2.4%	7	6	-14.3%
\$250,001 to \$350,000	133	131	-1.5%	6	6	0.0%
\$350,001 to \$500,000	87	92	+5.7%	1	2	+100.0%
\$500,001 to \$999,999	47	42	-10.6%	0	1	--
\$1M and Above	5	8	+60.0%	0	0	--
All Price Ranges	1,446	1,188	-17.8%	88	80	-9.1%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.