

Catawba Valley Region Housing Supply Overview



July 2018

There are beginning to be hints of more supply in several markets across the country, coupled with a slowdown in total sales. These factors could potentially slow the long-standing trend of year-over-year median sales price increases. For the 12-month period spanning August 2017 through July 2018, Pending Sales in the Catawba Valley region were down 7.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 8.6 percent.

The overall Median Sales Price was up 11.0 percent to \$154,900. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 12.4 percent to \$109,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 65 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 116 days.

Market-wide, inventory levels were down 40.3 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 39.0 percent. That amounts to 3.4 months supply for Single-Family homes and 1.4 months supply for Condos-Townhomes.

Quick Facts

+ 8.6%

- 4.0%

- 6.7%

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:
Single-Family

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

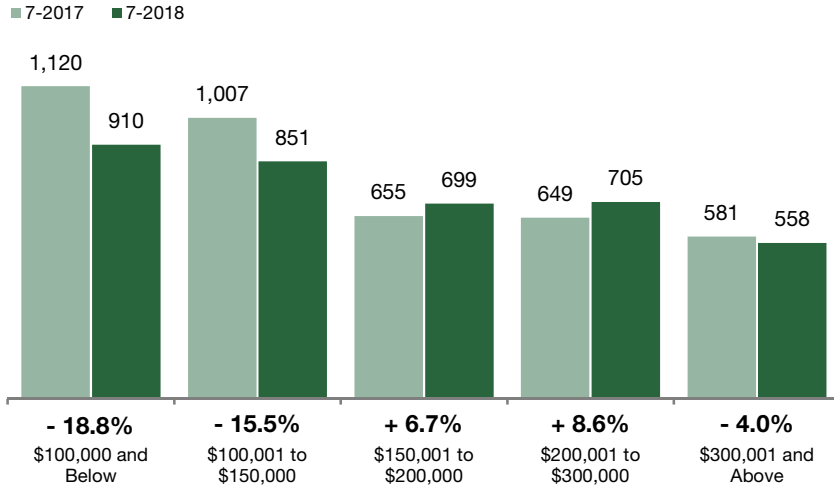


Pending Sales

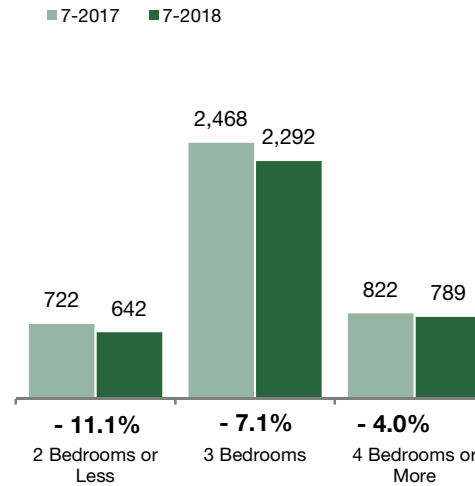
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



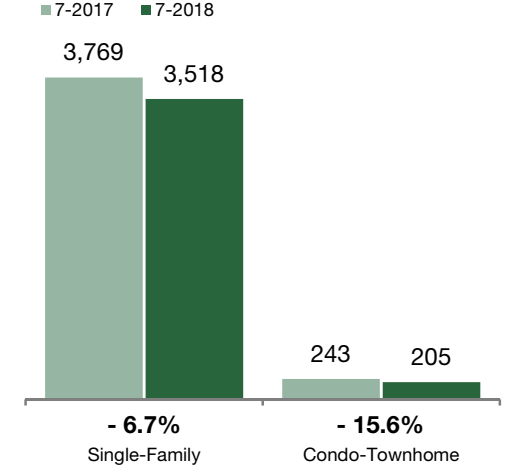
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	1,120	910	- 18.8%
\$100,001 to \$150,000	1,007	851	- 15.5%
\$150,001 to \$200,000	655	699	+ 6.7%
\$200,001 to \$300,000	649	705	+ 8.6%
\$300,001 and Above	581	558	- 4.0%
All Price Ranges	4,012	3,723	- 7.2%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
988	824	- 16.6%	132	86	- 34.8%
951	789	- 17.0%	56	62	+ 10.7%
639	672	+ 5.2%	16	27	+ 68.8%
619	678	+ 9.5%	30	27	- 10.0%
572	555	- 3.0%	9	3	- 66.7%
3,769	3,518	- 6.7%	243	205	- 15.6%

Condo-Townhome

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	722	642	- 11.1%
3 Bedrooms	2,468	2,292	- 7.1%
4 Bedrooms or More	822	789	- 4.0%
All Bedroom Counts	4,012	3,723	- 7.2%

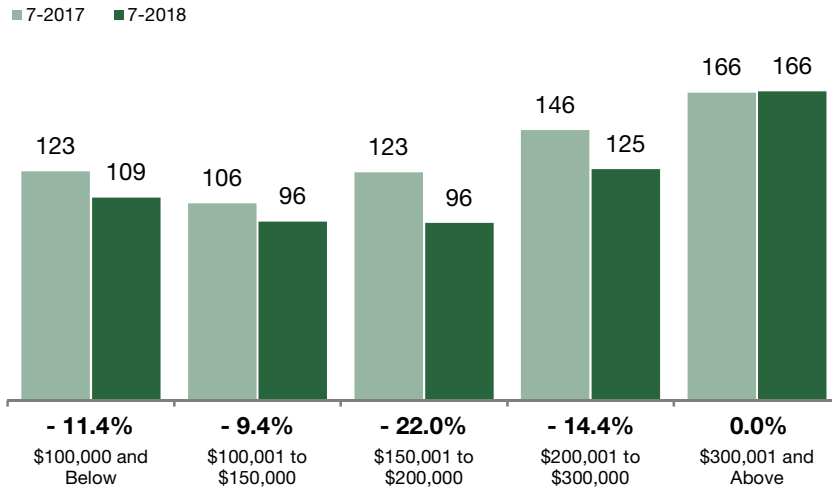
7-2017	7-2018	Change	7-2017	7-2018	Change
545	502	- 7.9%	177	140	- 20.9%
2,407	2,231	- 7.3%	61	61	0.0%
817	785	- 3.9%	5	4	- 20.0%
3,769	3,518	- 6.7%	243	205	- 15.6%

List to Close

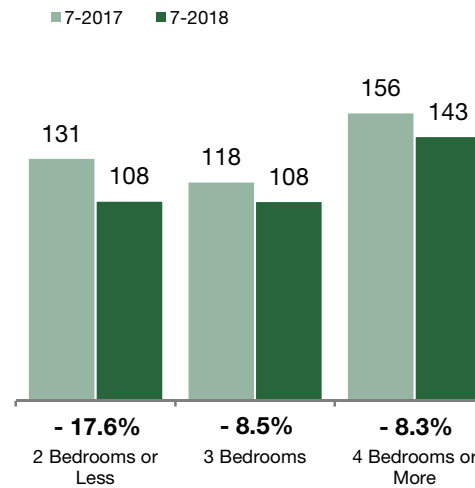
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



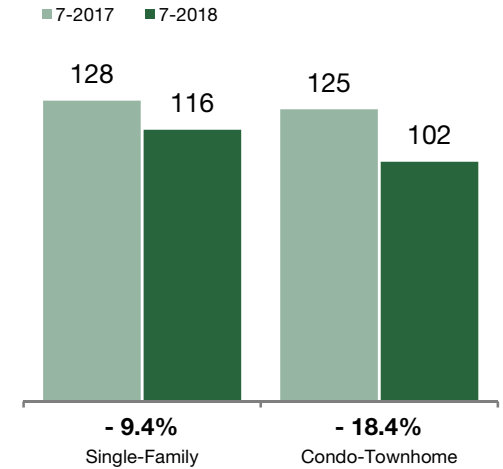
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	123	109	- 11.4%
\$100,001 to \$150,000	106	96	- 9.4%
\$150,001 to \$200,000	123	96	- 22.0%
\$200,001 to \$300,000	146	125	- 14.4%
\$300,001 and Above	166	166	0.0%
All Price Ranges	128	115	- 10.2%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
124	113	- 8.9%	120	81	- 32.5%
106	95	- 10.4%	104	118	+ 13.5%
123	94	- 23.6%	133	123	- 7.5%
145	125	- 13.8%	170	120	- 29.4%
166	166	0.0%	170	195	+ 14.7%
128	116	- 9.4%	125	102	- 18.4%

Condo-Townhome

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	131	108	- 17.6%
3 Bedrooms	118	108	- 8.5%
4 Bedrooms or More	156	143	- 8.3%
All Bedroom Counts	128	115	- 10.2%

7-2017	7-2018	Change	7-2017	7-2018	Change
137	113	- 17.5%	112	90	- 19.6%
117	107	- 8.5%	152	133	- 12.5%
155	143	- 7.7%	207	101	- 51.2%
128	116	- 9.4%	125	102	- 18.4%

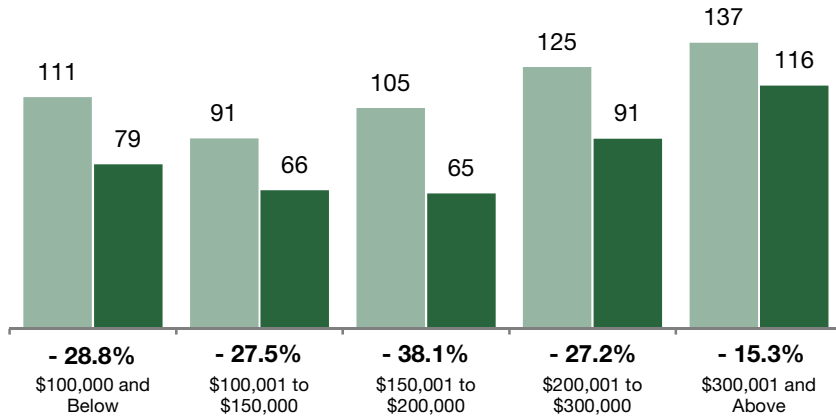
Days on Market Until Sale

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



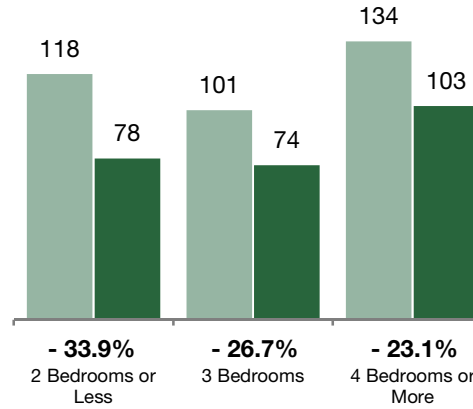
By Price Range

■ 7-2017 ■ 7-2018



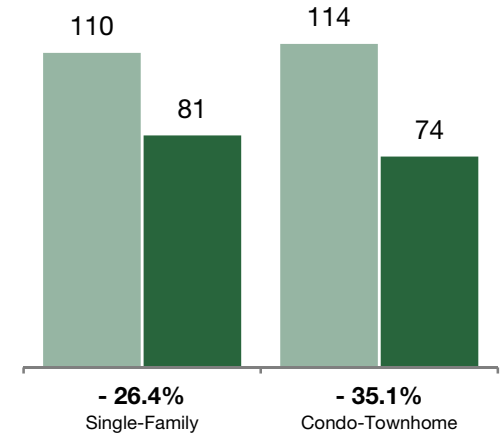
By Bedroom Count

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$100,000 and Below	111	79	- 28.8%
\$100,001 to \$150,000	91	66	- 27.5%
\$150,001 to \$200,000	105	65	- 38.1%
\$200,001 to \$300,000	125	91	- 27.2%
\$300,001 and Above	137	116	- 15.3%
All Price Ranges	111	81	- 27.0%

Single-Family

	7-2017	7-2018	Change
\$100,000 and Below	111	82	- 26.1%
\$100,001 to \$150,000	91	64	- 29.7%
\$150,001 to \$200,000	105	64	- 39.0%
\$200,001 to \$300,000	124	90	- 27.4%
\$300,001 and Above	137	117	- 14.6%
All Price Ranges	110	81	- 26.4%

Condo-Townhome

	7-2017	7-2018	Change
\$100,000 and Below	111	54	- 51.4%
\$100,001 to \$150,000	94	95	+ 1.1%
\$150,001 to \$200,000	118	89	- 24.6%
\$200,001 to \$300,000	155	97	- 37.4%
\$300,001 and Above	142	38	- 73.2%
All Price Ranges	114	74	- 35.1%

By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	118	78	- 33.9%
3 Bedrooms	101	74	- 26.7%
4 Bedrooms or More	134	103	- 23.1%
All Bedroom Counts	111	81	- 27.0%

	7-2017	7-2018	Change
2 Bedrooms or Less	123	81	- 34.1%
3 Bedrooms	100	74	- 26.0%
4 Bedrooms or More	134	103	- 23.1%
All Bedroom Counts	110	81	- 26.4%

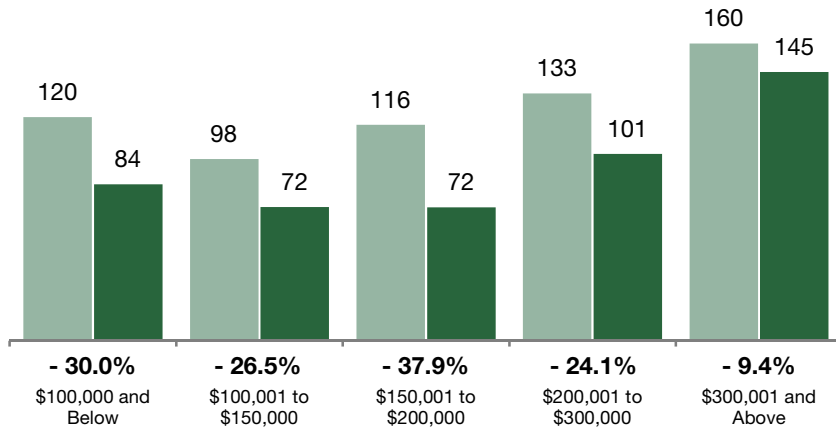
Cumulative Days on Market Until Sale

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.



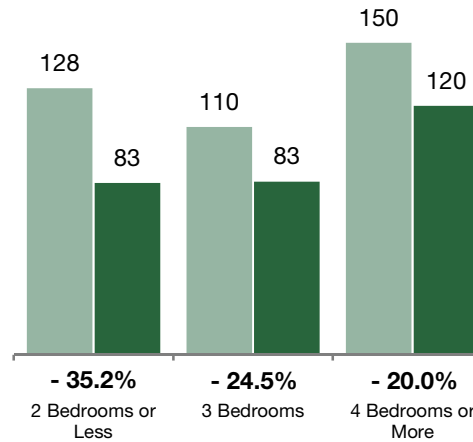
By Price Range

■ 7-2017 ■ 7-2018



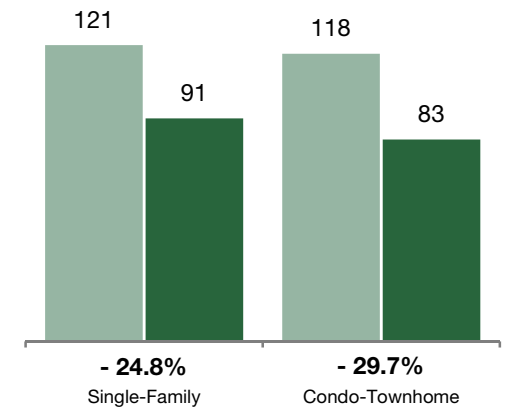
By Bedroom Count

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$100,000 and Below	120	84	-30.0%
\$100,001 to \$150,000	98	72	-26.5%
\$150,001 to \$200,000	116	72	-37.9%
\$200,001 to \$300,000	133	101	-24.1%
\$300,001 and Above	160	145	-9.4%
All Price Ranges	121	91	-24.8%

Single-Family

	7-2017	7-2018	Change
Single-Family	121	87	-28.1%
Condo-Townhome	113	62	-45.1%
Single-Family	98	70	-28.6%
Condo-Townhome	99	96	-3.0%
Single-Family	116	70	-39.7%
Condo-Townhome	135	98	-27.4%
Single-Family	132	99	-25.0%
Condo-Townhome	163	126	-22.7%
Single-Family	160	145	-9.4%
Condo-Townhome	143	38	-73.4%
All Price Ranges	121	91	-24.8%
All Price Ranges	118	83	-29.7%

Condo-Townhome

By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	128	83	-35.2%
3 Bedrooms	110	83	-24.5%
4 Bedrooms or More	150	120	-20.0%
All Bedroom Counts	121	91	-24.8%

	7-2017	7-2018	Change
Single-Family	135	87	-35.6%
Condo-Townhome	106	70	-34.0%
Single-Family	109	82	-24.8%
Condo-Townhome	143	117	-18.2%
Single-Family	150	120	-20.0%
Condo-Townhome	190	81	-57.4%
All Bedroom Counts	121	91	-24.8%
All Bedroom Counts	118	83	-29.7%

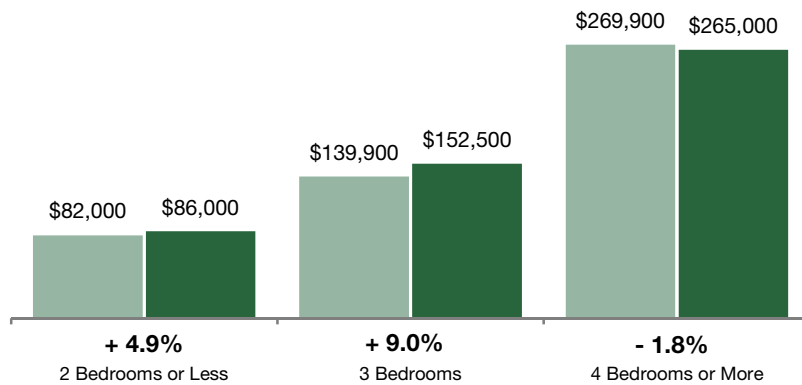
Median Sales Price

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



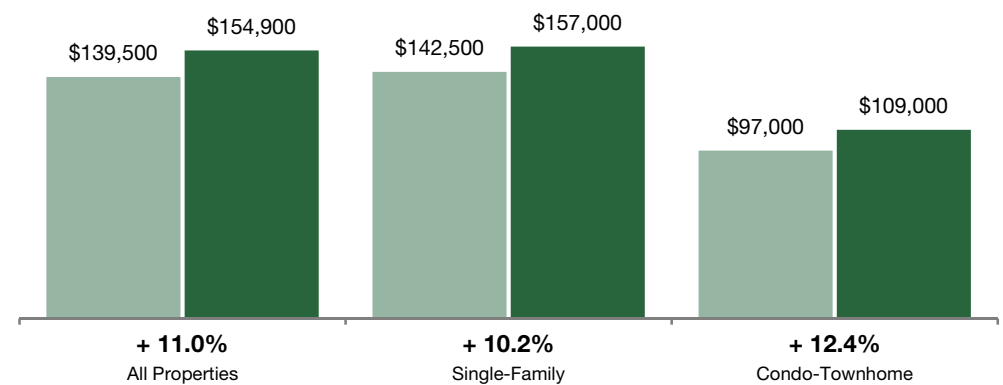
By Bedroom Count

7-2017 7-2018



By Property Type

7-2017 7-2018



All Properties

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	\$82,000	\$86,000	+ 4.9%
3 Bedrooms	\$139,900	\$152,500	+ 9.0%
4 Bedrooms or More	\$269,900	\$265,000	- 1.8%
All Bedroom Counts	\$139,500	\$154,900	+ 11.0%

Single-Family

7-2017	7-2018	Change
\$82,750	\$84,900	+ 2.6%
\$139,900	\$152,250	+ 8.8%
\$269,900	\$265,000	- 1.8%
\$142,500	\$157,000	+ 10.2%

Condo-Townhome

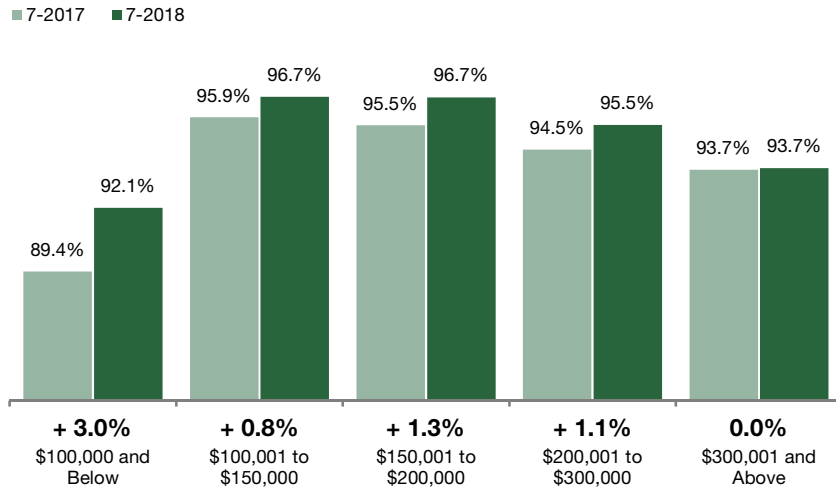
7-2017	7-2018	Change
\$79,900	\$91,450	+ 14.5%
\$162,000	\$158,950	- 1.9%
\$415,000	\$264,000	- 36.4%
\$97,000	\$109,000	+ 12.4%

Percent of Original List Price Received

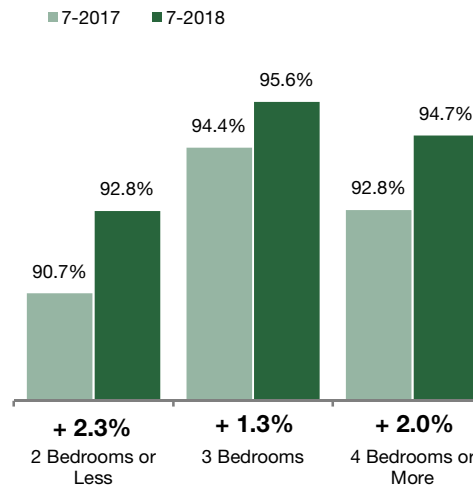
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



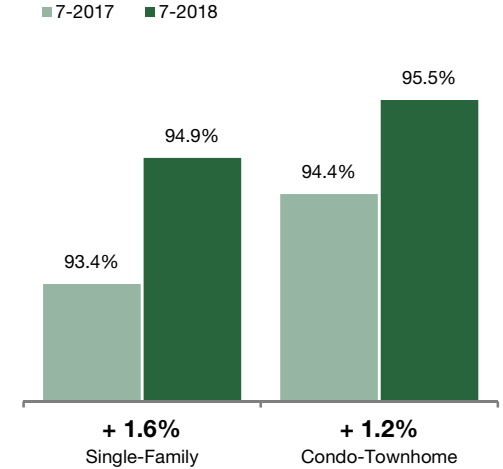
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2017	7-2018	Change
\$100,000 and Below	89.4%	92.1%	+ 3.0%
\$100,001 to \$150,000	95.9%	96.7%	+ 0.8%
\$150,001 to \$200,000	95.5%	96.7%	+ 1.3%
\$200,001 to \$300,000	94.5%	95.5%	+ 1.1%
\$300,001 and Above	93.7%	93.7%	0.0%
All Price Ranges	93.4%	94.9%	+ 1.6%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
88.9%	91.7%	+ 3.1%	93.2%	94.8%	+ 1.7%
95.8%	96.7%	+ 0.9%	97.2%	96.8%	- 0.4%
95.5%	96.7%	+ 1.3%	95.9%	95.4%	- 0.5%
94.5%	95.6%	+ 1.2%	94.6%	95.2%	+ 0.6%
93.7%	93.7%	0.0%	90.2%	101.8%	+ 12.9%
93.4%	94.9%	+ 1.6%	94.4%	95.5%	+ 1.2%

Condo-Townhome

By Bedroom Count	7-2017	7-2018	Change
2 Bedrooms or Less	90.7%	92.8%	+ 2.3%
3 Bedrooms	94.4%	95.6%	+ 1.3%
4 Bedrooms or More	92.8%	94.7%	+ 2.0%
All Bedroom Counts	93.4%	94.9%	+ 1.6%

7-2017	7-2018	Change	7-2017	7-2018	Change
89.5%	91.7%	+ 2.5%	94.6%	96.0%	+ 1.5%
94.4%	95.6%	+ 1.3%	94.7%	94.4%	- 0.3%
92.9%	94.7%	+ 1.9%	86.2%	95.0%	+ 10.2%
93.4%	94.9%	+ 1.6%	94.4%	95.5%	+ 1.2%

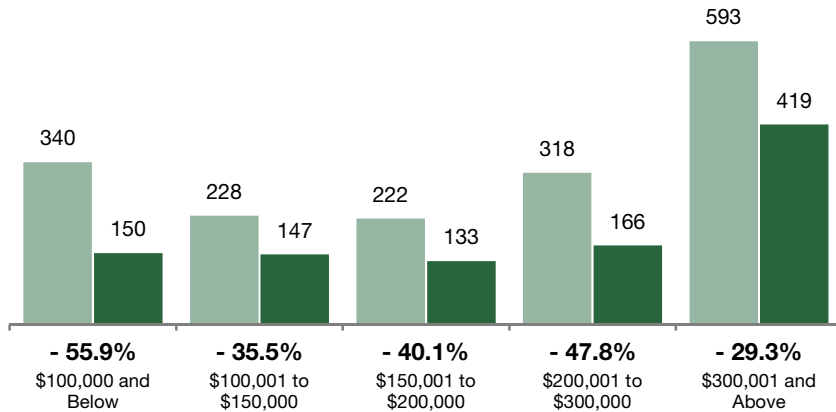
Inventory of Homes for Sale

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



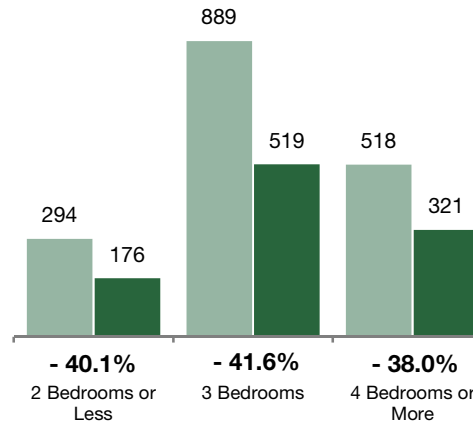
By Price Range

■ 7-2017 ■ 7-2018



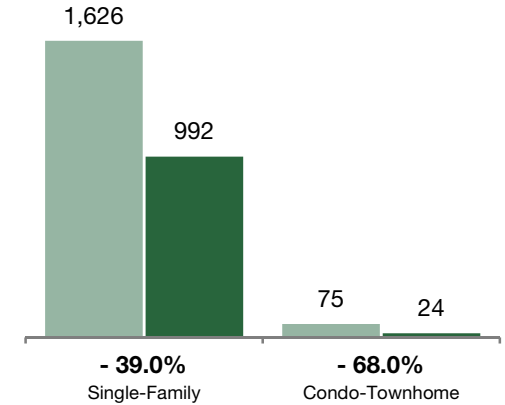
By Bedroom Count

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$100,000 and Below	340	150	- 55.9%
\$100,001 to \$150,000	228	147	- 35.5%
\$150,001 to \$200,000	222	133	- 40.1%
\$200,001 to \$300,000	318	166	- 47.8%
\$300,001 and Above	593	419	- 29.3%
All Price Ranges	1,701	1,016	- 40.3%

Single-Family

	7-2017	7-2018	Change
2 Bedrooms or Less	317	143	- 54.9%
3 Bedrooms	210	145	- 31.0%
4 Bedrooms or More	217	130	- 40.1%
Single-Family	297	160	- 46.1%
Condo-Townhome	585	413	- 29.4%
All Price Ranges	1,626	992	- 39.0%

Condo-Townhome

By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	294	176	- 40.1%
3 Bedrooms	889	519	- 41.6%
4 Bedrooms or More	518	321	- 38.0%
All Bedroom Counts	1,701	1,016	- 40.3%

	7-2017	7-2018	Change
2 Bedrooms or Less	261	167	- 36.0%
3 Bedrooms	853	508	- 40.4%
4 Bedrooms or More	512	317	- 38.1%
Single-Family	33	9	- 72.7%
Condo-Townhome	36	11	- 69.4%
All Bedroom Counts	1,626	992	- 39.0%

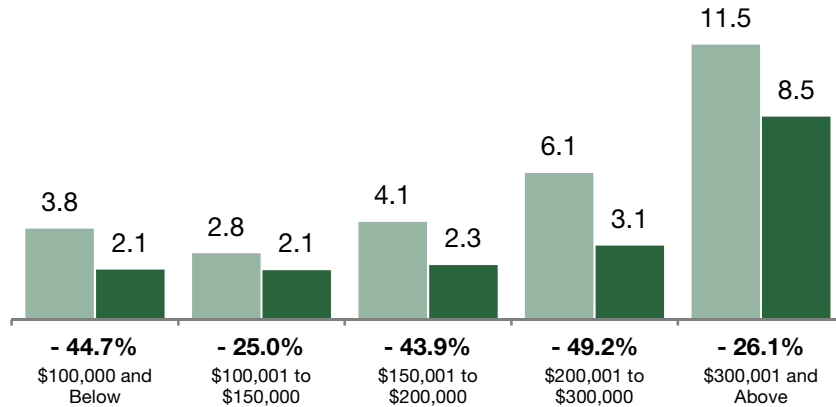
Months Supply of Inventory

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.



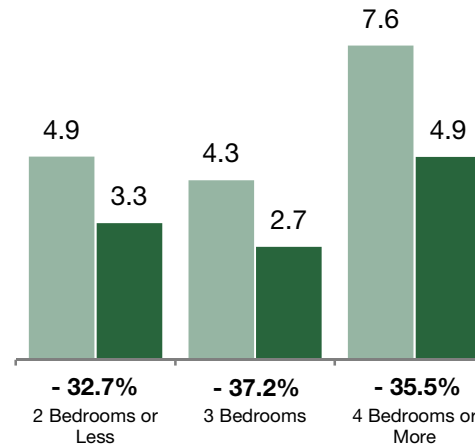
By Price Range

■ 7-2017 ■ 7-2018



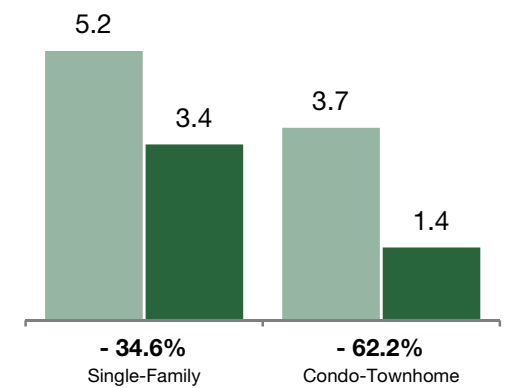
By Bedroom Count

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$100,000 and Below	3.8	2.1	- 44.7%
\$100,001 to \$150,000	2.8	2.1	- 25.0%
\$150,001 to \$200,000	4.1	2.3	- 43.9%
\$200,001 to \$300,000	6.1	3.1	- 49.2%
\$300,001 and Above	11.5	8.5	- 26.1%
All Price Ranges	5.1	3.3	- 35.3%

Single-Family

	7-2017	7-2018	Change
\$100,000 and Below	4.0	2.2	- 45.0%
\$100,001 to \$150,000	2.8	2.2	- 21.4%
\$150,001 to \$200,000	4.0	2.4	- 40.0%
\$200,001 to \$300,000	6.1	3.1	- 49.2%
\$300,001 and Above	11.5	8.4	- 27.0%
All Price Ranges	5.2	3.4	- 34.6%

Condo-Townhome

	7-2017	7-2018	Change
\$100,000 and Below	2.4	1.0	- 58.3%
\$100,001 to \$150,000	3.0	0.8	- 73.3%
\$150,001 to \$200,000	3.9	0.4	- 89.7%
\$200,001 to \$300,000	6.2	2.4	- 61.3%
\$300,001 and Above	6.0	2.0	- 66.7%
All Price Ranges	3.7	1.4	- 62.2%

By Bedroom Count

	7-2017	7-2018	Change
2 Bedrooms or Less	4.9	3.3	- 32.7%
3 Bedrooms	4.3	2.7	- 37.2%
4 Bedrooms or More	7.6	4.9	- 35.5%
All Bedroom Counts	5.1	3.3	- 35.3%

	7-2017	7-2018	Change
2 Bedrooms or Less	5.7	4.0	- 29.8%
3 Bedrooms	4.3	2.7	- 37.2%
4 Bedrooms or More	7.5	4.8	- 36.0%
All Bedroom Counts	5.2	3.4	- 34.6%

Additional Price Ranges

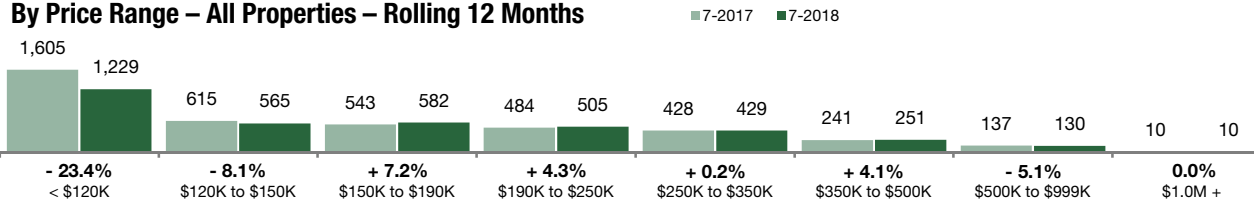
Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.



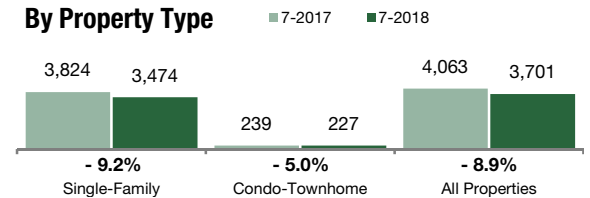
Closed Sales

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		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$120,000 and Below	1,448	1,102	-23.9%	157	127	-19.1%
\$120,001 to \$150,000	587	529	-9.9%	28	36	+28.6%
\$150,001 to \$190,000	531	558	+5.1%	12	24	+100.0%
\$190,001 to \$250,000	463	481	+3.9%	21	24	+14.3%
\$250,001 to \$350,000	413	416	+0.7%	15	13	-13.3%
\$350,001 to \$500,000	236	249	+5.5%	5	2	-60.0%
\$500,001 to \$999,999	136	129	-5.1%	1	1	0.0%
\$1M and Above	10	10	0.0%	0	0	--
All Price Ranges	3,824	3,474	-9.2%	239	227	-5.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	06-2018	7-2018	Change	06-2018	7-2018	Change
\$120,000 and Below	88	83	-5.7%	11	6	-45.5%
\$120,001 to \$150,000	33	44	+33.3%	4	3	-25.0%
\$150,001 to \$190,000	44	59	+34.1%	1	2	+100.0%
\$190,001 to \$250,000	45	41	-8.9%	2	2	0.0%
\$250,001 to \$350,000	35	43	+22.9%	1	0	-100.0%
\$350,001 to \$500,000	21	28	+33.3%	0	0	--
\$500,001 to \$999,999	16	11	-31.3%	0	0	--
\$1M and Above	0	1	--	0	0	--
All Price Ranges	282	310	+9.9%	19	13	-31.6%

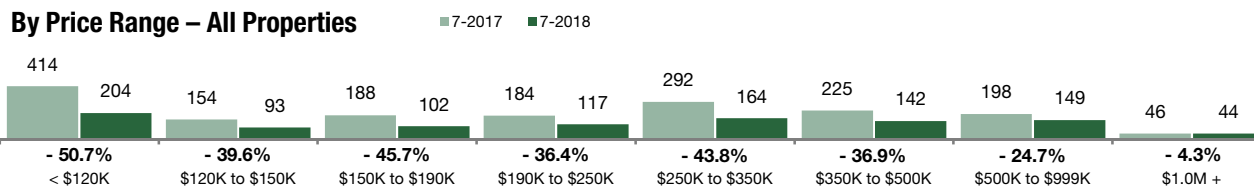
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$120,000 and Below	798	564	-29.3%	86	60	-30.2%
\$120,001 to \$150,000	351	259	-26.2%	16	20	+25.0%
\$150,001 to \$190,000	310	296	-4.5%	6	14	+133.3%
\$190,001 to \$250,000	280	262	-6.4%	15	10	-33.3%
\$250,001 to \$350,000	228	215	-5.7%	8	7	-12.5%
\$350,001 to \$500,000	127	142	+11.8%	1	2	+100.0%
\$500,001 to \$999,999	82	69	-15.9%	1	1	0.0%
\$1M and Above	7	9	+28.6%	0	0	--
All Price Ranges	2,183	1,816	-16.8%	133	114	-14.3%

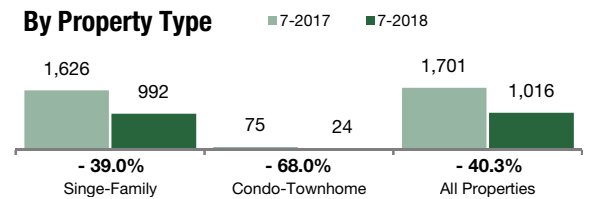
Inventory of Homes for Sale

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		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$120,000 and Below	383	196	-48.8%	31	8	-74.2%
\$120,001 to \$150,000	144	92	-36.1%	10	1	-90.0%
\$150,001 to \$190,000	185	99	-46.5%	3	3	0.0%
\$190,001 to \$250,000	172	114	-33.7%	12	3	-75.0%
\$250,001 to \$350,000	277	159	-42.6%	15	5	-66.7%
\$350,001 to \$500,000	223	140	-37.2%	2	2	0.0%
\$500,001 to \$999,999	196	147	-25.0%	2	2	0.0%
\$1M and Above	46	44	-4.3%	0	0	--
All Price Ranges	1,626	992	-39.0%	75	24	-68.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	06-2018	7-2018	Change	06-2018	7-2018	Change
\$120,000 and Below	185	196	+5.9%	6	8	+33.3%
\$120,001 to \$150,000	84	92	+9.5%	1	1	0.0%
\$150,001 to \$190,000	89	99	+11.2%	9	3	-66.7%
\$190,001 to \$250,000	97	114	+17.5%	2	3	+50.0%
\$250,001 to \$350,000	164	159	-3.0%	4	5	+25.0%
\$350,001 to \$500,000	137	140	+2.2%	1	2	+100.0%
\$500,001 to \$999,999	135	147	+8.9%	1	2	+100.0%
\$1M and Above	45	44	-2.2%	0	0	--
All Price Ranges	937	992	+5.9%	24	24	0.0%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$120,000 and Below	1,626	992	-39.0%	75	24	-68.0%
\$120,001 to \$150,000	1,448	1,102	-23.9%	157	127	-19.1%
\$150,001 to \$190,000	587	529	-9.9%	28	36	+28.6%
\$190,001 to \$250,000	531	558	+5.1%	12	24	+100.0%
\$250,001 to \$350,000	463	481	+3.9%	21	24	+14.3%
\$350,001 to \$500,000	413	416	+0.7%	15	13	-13.3%
\$500,001 to \$999,999	236	249	+5.5%	5	2	-60.0%
\$1M and Above	10	10	0.0%	0	0	--
All Price Ranges	3,824	3,474	-9.2%	239	227	-5.0%

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.