

Catawba Valley Region Housing Supply Overview



January 2018

As we enter 2018, it will be most interesting to watch demand dynamics, as home sales have been lower in several markets over the last few months. Whether this is related to there being not enough homes for sale, prices getting too high or less buyer interest remains to be seen. For the 12-month period spanning February 2017 through January 2018, Pending Sales in the Catawba Valley region were up 0.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 16.5 percent.

The overall Median Sales Price was up 8.0 percent to \$148,500. The property type with the largest price gain was the Single-Family segment, where prices increased 7.3 percent to \$150,200. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 89 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 138 days.

Market-wide, inventory levels were down 26.6 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 26.2 percent. That amounts to 3.6 months supply for Single-Family homes and 2.5 months supply for Condos-Townhomes.

Quick Facts

+ 16.5%

+ 7.0%

+ 8.1%

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.

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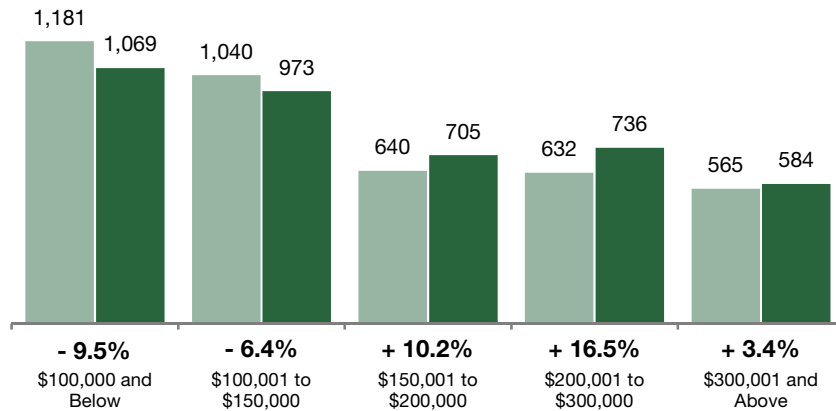
Pending Sales

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



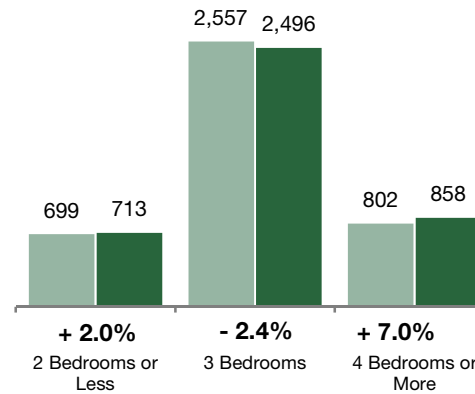
By Price Range

■ 1-2017 ■ 1-2018



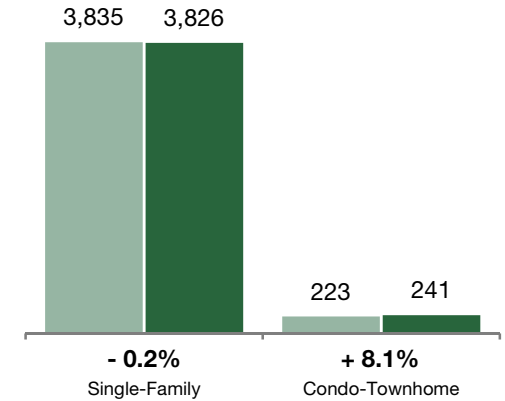
By Bedroom Count

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



All Properties

By Price Range

	1-2017	1-2018	Change
\$100,000 and Below	1,181	1,069	- 9.5%
\$100,001 to \$150,000	1,040	973	- 6.4%
\$150,001 to \$200,000	640	705	+ 10.2%
\$200,001 to \$300,000	632	736	+ 16.5%
\$300,001 and Above	565	584	+ 3.4%
All Price Ranges	4,058	4,067	+ 0.2%

Single-Family

	1-2017	1-2018	Change
\$100,000 and Below	1,069	952	- 10.9%
\$100,001 to \$150,000	977	916	- 6.2%
\$150,001 to \$200,000	627	680	+ 8.5%
\$200,001 to \$300,000	605	700	+ 15.7%
\$300,001 and Above	557	578	+ 3.8%
All Price Ranges	3,835	3,826	- 0.2%

Condo-Townhome

	1-2017	1-2018	Change
\$100,000 and Below	112	117	+ 4.5%
\$100,001 to \$150,000	63	57	- 9.5%
\$150,001 to \$200,000	13	25	+ 92.3%
\$200,001 to \$300,000	27	36	+ 33.3%
\$300,001 and Above	8	6	- 25.0%
All Price Ranges	223	241	+ 8.1%

By Bedroom Count

	1-2017	1-2018	Change
2 Bedrooms or Less	699	713	+ 2.0%
3 Bedrooms	2,557	2,496	- 2.4%
4 Bedrooms or More	802	858	+ 7.0%
All Bedroom Counts	4,058	4,067	+ 0.2%

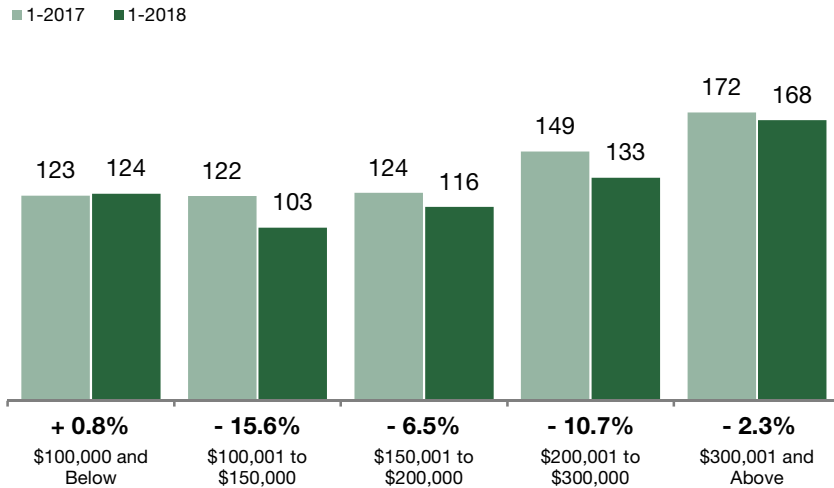
	1-2017	1-2018	Change
2 Bedrooms or Less	553	539	- 2.5%
3 Bedrooms	2,485	2,432	- 2.1%
4 Bedrooms or More	797	855	+ 7.3%
All Bedroom Counts	3,835	3,826	- 0.2%

List to Close

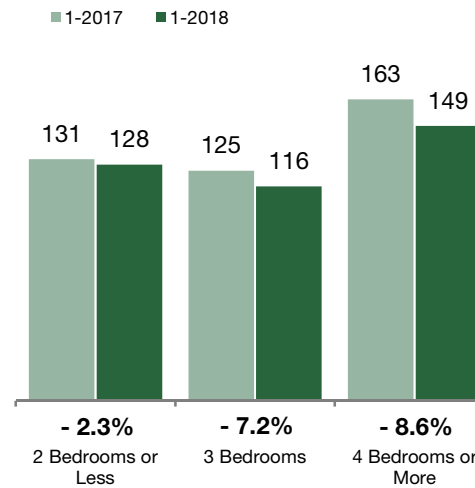
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



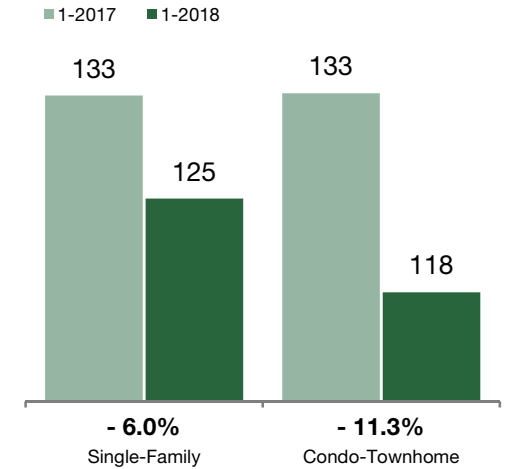
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2017	1-2018	Change
\$100,000 and Below	123	124	+ 0.8%
\$100,001 to \$150,000	122	103	- 15.6%
\$150,001 to \$200,000	124	116	- 6.5%
\$200,001 to \$300,000	149	133	- 10.7%
\$300,001 and Above	172	168	- 2.3%
All Price Ranges	133	125	- 6.0%

Single-Family

1-2017	1-2018	Change	1-2017	1-2018	Change
122	126	+ 3.3%	124	103	- 16.9%
122	102	- 16.4%	130	121	- 6.9%
122	115	- 5.7%	194	146	- 24.7%
150	133	- 11.3%	131	143	+ 9.2%
172	167	- 2.9%	174	213	+ 22.4%
133	125	- 6.0%	133	118	- 11.3%

Condo-Townhome

By Bedroom Count	1-2017	1-2018	Change
2 Bedrooms or Less	131	128	- 2.3%
3 Bedrooms	125	116	- 7.2%
4 Bedrooms or More	163	149	- 8.6%
All Bedroom Counts	133	125	- 6.0%

1-2017	1-2018	Change	1-2017	1-2018	Change
132	136	+ 3.0%	124	104	- 16.1%
124	115	- 7.3%	146	156	+ 6.8%
163	149	- 8.6%	237	112	- 52.7%
133	125	- 6.0%	133	118	- 11.3%

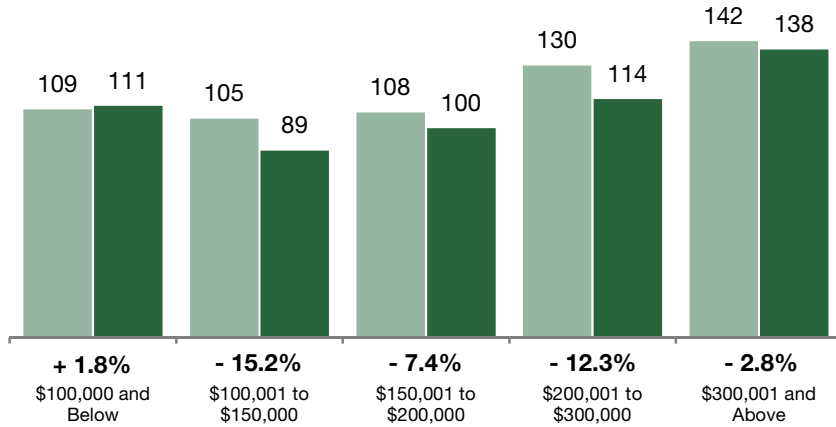
Days on Market Until Sale

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



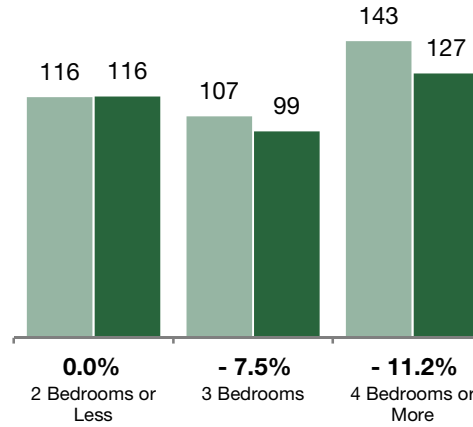
By Price Range

■ 1-2017 ■ 1-2018



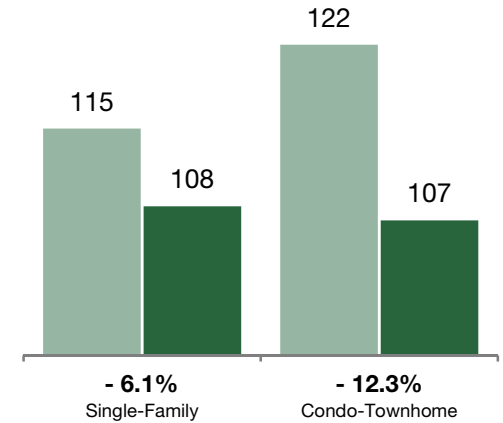
By Bedroom Count

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



All Properties

By Price Range

	1-2017	1-2018	Change
\$100,000 and Below	109	111	+ 1.8%
\$100,001 to \$150,000	105	89	- 15.2%
\$150,001 to \$200,000	108	100	- 7.4%
\$200,001 to \$300,000	130	114	- 12.3%
\$300,001 and Above	142	138	- 2.8%
All Price Ranges	115	108	- 6.1%

Single-Family

	1-2017	1-2018	Change
\$100,000 and Below	109	113	+ 3.7%
\$100,001 to \$150,000	104	88	- 15.4%
\$150,001 to \$200,000	106	99	- 6.6%
\$200,001 to \$300,000	131	113	- 13.7%
\$300,001 and Above	142	137	- 3.5%
All Price Ranges	115	108	- 6.1%

Condo-Townhome

	1-2017	1-2018	Change
\$100,000 and Below	115	92	- 20.0%
\$100,001 to \$150,000	120	112	- 6.7%
\$150,001 to \$200,000	178	129	- 27.5%
\$200,001 to \$300,000	112	131	+ 17.0%
\$300,001 and Above	156	181	+ 16.0%
All Price Ranges	122	107	- 12.3%

By Bedroom Count

	1-2017	1-2018	Change
2 Bedrooms or Less	116	116	0.0%
3 Bedrooms	107	99	- 7.5%
4 Bedrooms or More	143	127	- 11.2%
All Bedroom Counts	115	108	- 6.1%

	1-2017	1-2018	Change
2 Bedrooms or Less	116	123	+ 6.0%
3 Bedrooms	106	98	- 7.5%
4 Bedrooms or More	142	127	- 10.6%
All Bedroom Counts	115	108	- 6.1%

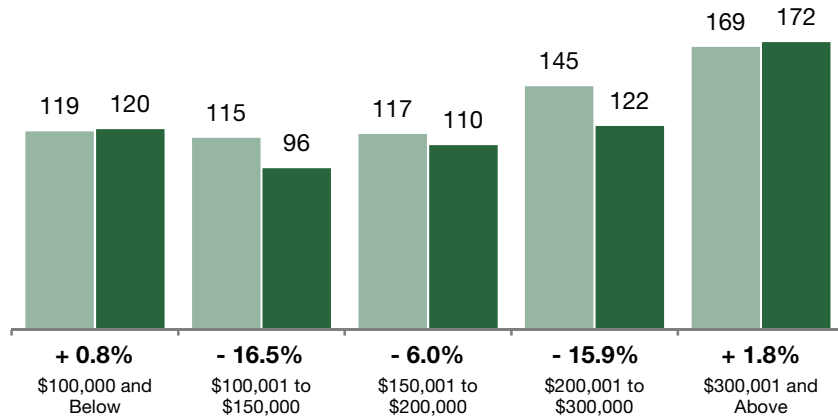
Cumulative Days on Market Until Sale

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.



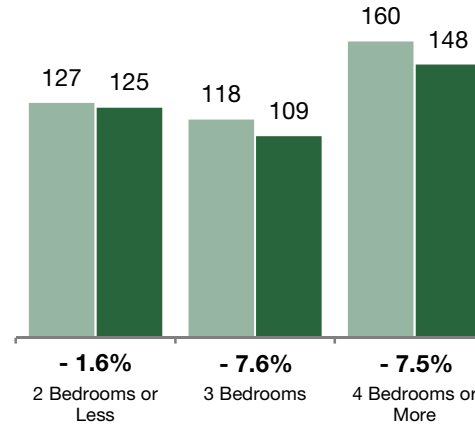
By Price Range

■ 1-2017 ■ 1-2018



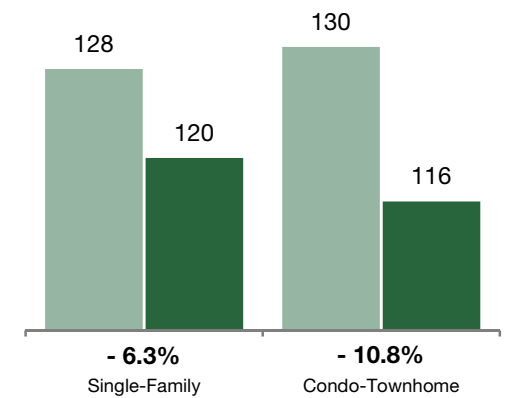
By Bedroom Count

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



All Properties

By Price Range

	1-2017	1-2018	Change
\$100,000 and Below	119	120	+ 0.8%
\$100,001 to \$150,000	115	96	- 16.5%
\$150,001 to \$200,000	117	110	- 6.0%
\$200,001 to \$300,000	145	122	- 15.9%
\$300,001 and Above	169	172	+ 1.8%
All Price Ranges	128	120	- 6.3%

Single-Family

	1-2017	1-2018	Change
2 Bedrooms or Less	118	123	+ 4.2%
3 Bedrooms	114	95	- 16.7%
4 Bedrooms or More	115	109	- 5.2%
Single-Family	146	120	- 17.8%
Condo-Townhome	169	172	+ 1.8%
All Price Ranges	128	120	- 6.3%

Condo-Townhome

By Bedroom Count

	1-2017	1-2018	Change
2 Bedrooms or Less	127	125	- 1.6%
3 Bedrooms	118	109	- 7.6%
4 Bedrooms or More	160	148	- 7.5%
All Bedroom Counts	128	120	- 6.3%

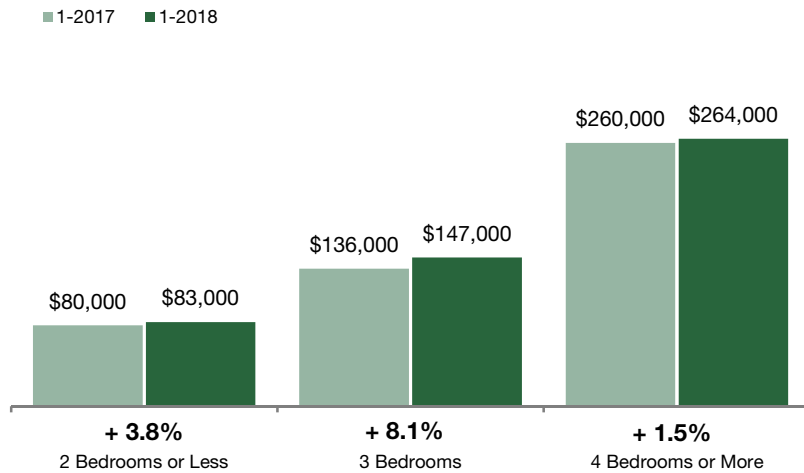
	1-2017	1-2018	Change
2 Bedrooms or Less	128	133	+ 3.9%
3 Bedrooms	118	108	- 8.5%
4 Bedrooms or More	160	148	- 7.5%
Single-Family	231	82	- 64.5%
Condo-Townhome	157	182	+ 15.9%
All Price Ranges	130	116	- 10.8%

Median Sales Price

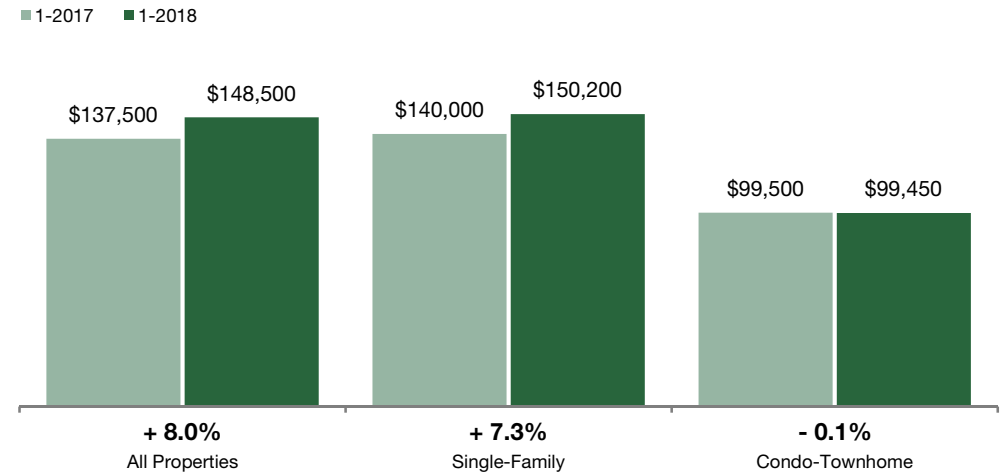
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



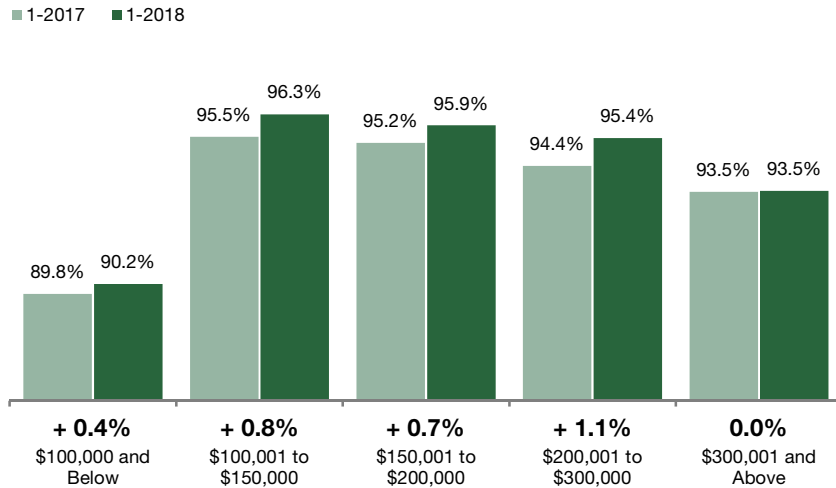
By Bedroom Count	All Properties			Single-Family			Condo-Townhome		
	1-2017	1-2018	Change	1-2017	1-2018	Change	1-2017	1-2018	Change
2 Bedrooms or Less	\$80,000	\$83,000	+ 3.8%	\$80,000	\$83,000	+ 3.8%	\$82,500	\$82,500	0.0%
3 Bedrooms	\$136,000	\$147,000	+ 8.1%	\$135,900	\$146,450	+ 7.8%	\$141,500	\$159,900	+ 13.0%
4 Bedrooms or More	\$260,000	\$264,000	+ 1.5%	\$259,900	\$264,000	+ 1.6%	\$329,000	\$264,000	- 19.8%
All Bedroom Counts	\$137,500	\$148,500	+ 8.0%	\$140,000	\$150,200	+ 7.3%	\$99,500	\$99,450	- 0.1%

Percent of Original List Price Received

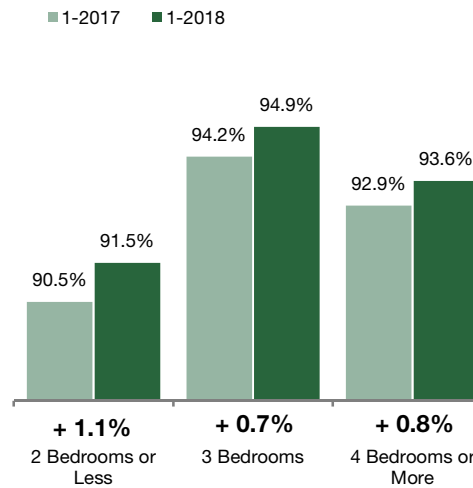
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



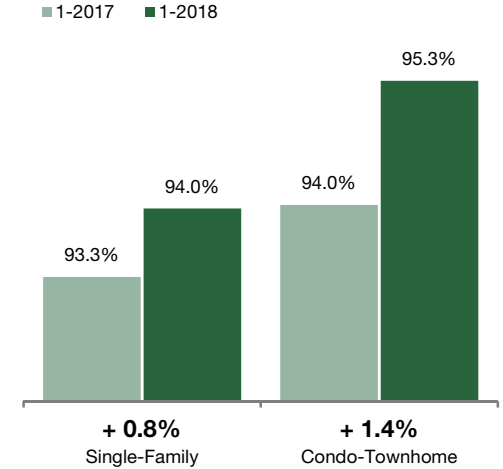
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2017	1-2018	Change
\$100,000 and Below	89.8%	90.2%	+ 0.4%
\$100,001 to \$150,000	95.5%	96.3%	+ 0.8%
\$150,001 to \$200,000	95.2%	95.9%	+ 0.7%
\$200,001 to \$300,000	94.4%	95.4%	+ 1.1%
\$300,001 and Above	93.5%	93.5%	0.0%
All Price Ranges	93.3%	94.1%	+ 0.9%

Single-Family

1-2017	1-2018	Change	1-2017	1-2018	Change
89.5%	89.7%	+ 0.2%	93.0%	94.1%	+ 1.2%
95.4%	96.2%	+ 0.8%	96.4%	97.6%	+ 1.2%
95.3%	95.9%	+ 0.6%	93.1%	94.9%	+ 1.9%
94.4%	95.4%	+ 1.1%	94.9%	94.9%	0.0%
93.5%	93.5%	0.0%	91.0%	99.9%	+ 9.8%
93.3%	94.0%	+ 0.8%	94.0%	95.3%	+ 1.4%

Condo-Townhome

By Bedroom Count	1-2017	1-2018	Change
2 Bedrooms or Less	90.5%	91.5%	+ 1.1%
3 Bedrooms	94.2%	94.9%	+ 0.7%
4 Bedrooms or More	92.9%	93.6%	+ 0.8%
All Bedroom Counts	93.3%	94.1%	+ 0.9%

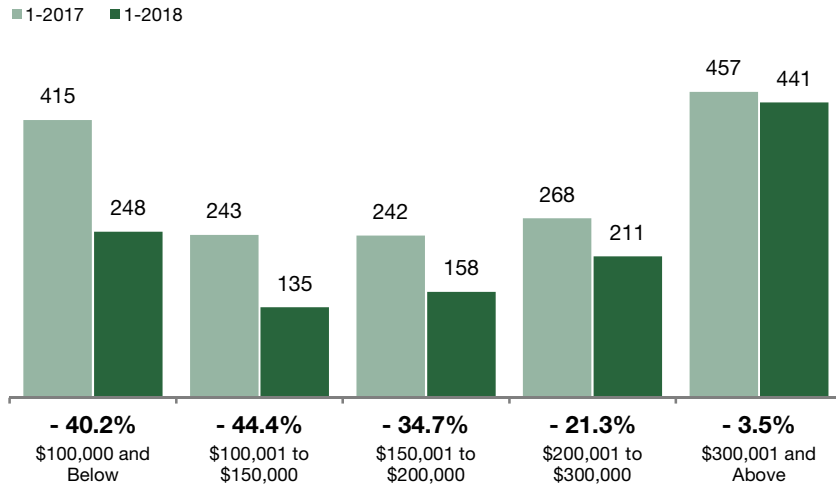
1-2017	1-2018	Change	1-2017	1-2018	Change
89.6%	90.1%	+ 0.6%	94.2%	95.4%	+ 1.3%
94.2%	94.9%	+ 0.7%	94.1%	94.9%	+ 0.9%
93.0%	93.6%	+ 0.6%	87.6%	93.0%	+ 6.2%
93.3%	94.0%	+ 0.8%	94.0%	95.3%	+ 1.4%

Inventory of Homes for Sale

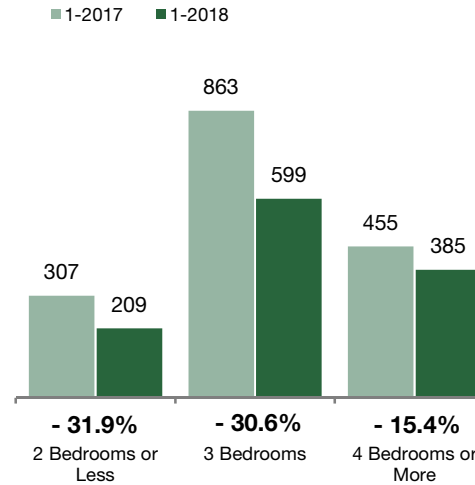
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



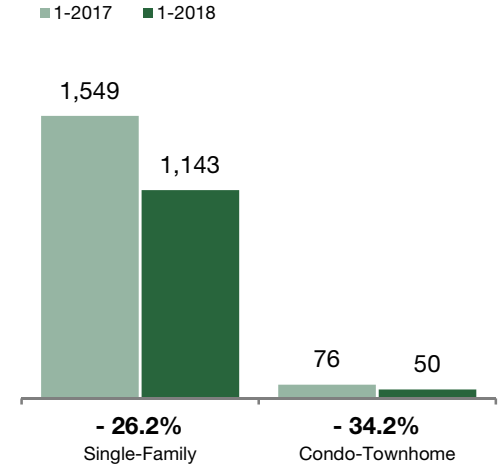
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2017	1-2018	Change
\$100,000 and Below	415	248	- 40.2%
\$100,001 to \$150,000	243	135	- 44.4%
\$150,001 to \$200,000	242	158	- 34.7%
\$200,001 to \$300,000	268	211	- 21.3%
\$300,001 and Above	457	441	- 3.5%
All Price Ranges	1,625	1,193	- 26.6%

Single-Family

1-2017	1-2018	Change	1-2017	1-2018	Change
385	233	- 39.5%	30	15	- 50.0%
231	123	- 46.8%	12	12	0.0%
235	153	- 34.9%	7	5	- 28.6%
247	203	- 17.8%	21	8	- 61.9%
451	431	- 4.4%	6	10	+ 66.7%
1,549	1,143	- 26.2%	76	50	- 34.2%

Condo-Townhome

By Bedroom Count	1-2017	1-2018	Change
2 Bedrooms or Less	307	209	- 31.9%
3 Bedrooms	863	599	- 30.6%
4 Bedrooms or More	455	385	- 15.4%
All Bedroom Counts	1,625	1,193	- 26.6%

1-2017	1-2018	Change	1-2017	1-2018	Change
267	182	- 31.8%	40	27	- 32.5%
827	581	- 29.7%	36	18	- 50.0%
455	380	- 16.5%		5	0.0%
1,549	1,143	- 26.2%	76	50	- 34.2%

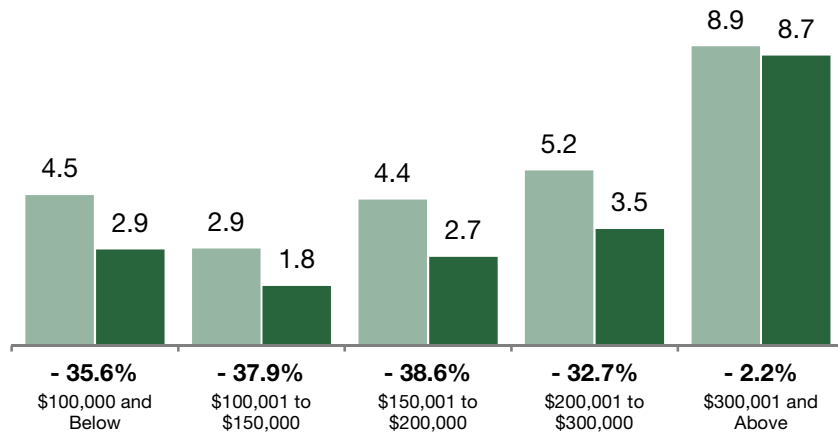
Months Supply of Inventory

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.



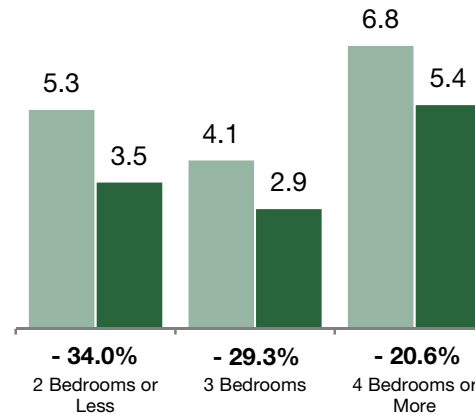
By Price Range

■ 1-2017 ■ 1-2018



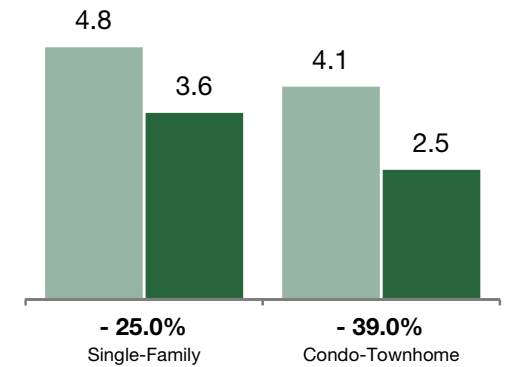
By Bedroom Count

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



All Properties

By Price Range

	1-2017	1-2018	Change
\$100,000 and Below	4.5	2.9	- 35.6%
\$100,001 to \$150,000	2.9	1.8	- 37.9%
\$150,001 to \$200,000	4.4	2.7	- 38.6%
\$200,001 to \$300,000	5.2	3.5	- 32.7%
\$300,001 and Above	8.9	8.7	- 2.2%
All Price Ranges	4.8	3.5	- 27.1%

Single-Family

	1-2017	1-2018	Change
2 Bedrooms or Less	4.6	3.0	- 34.8%
3 Bedrooms	3.0	1.7	- 43.3%
4 Bedrooms or More	4.3	2.7	- 37.2%
All Bedroom Counts	5.1	3.5	- 31.4%
All Price Ranges	8.9	8.6	- 3.4%
All Price Ranges	4.8	3.6	- 25.0%

Condo-Townhome

	1-2017	1-2018	Change
Single-Family	3.3	1.7	- 48.5%
Condo-Townhome	2.1	2.7	+ 28.6%
All Price Ranges	3.2	1.2	- 62.5%
All Bedroom Counts	7.8	2.3	- 70.5%
All Property Types	4.5	6.7	+ 48.9%
All Price Ranges	4.1	2.5	- 39.0%

By Bedroom Count

	1-2017	1-2018	Change
2 Bedrooms or Less	5.3	3.5	- 34.0%
3 Bedrooms	4.1	2.9	- 29.3%
4 Bedrooms or More	6.8	5.4	- 20.6%
All Bedroom Counts	4.8	3.5	- 27.1%

	1-2017	1-2018	Change
2 Bedrooms or Less	5.8	4.1	- 29.3%
3 Bedrooms	4.0	2.9	- 27.5%
4 Bedrooms or More	6.9	5.3	- 23.2%
All Bedroom Counts	4.8	3.6	- 25.0%

	1-2017	1-2018	Change
Single-Family	3.3	1.9	- 42.4%
Condo-Townhome	6.0	3.4	- 43.3%
All Price Ranges	3.3	3.3	0.0%
All Price Ranges	4.1	2.5	- 39.0%

Additional Price Ranges

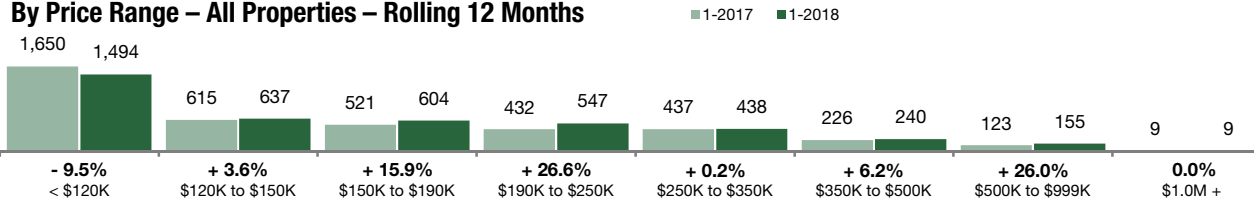


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

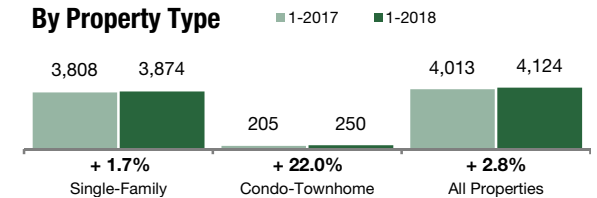
Closed Sales

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		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$120,000 and Below	1,516	1,337	-11.8%	134	157	+17.2%
\$120,001 to \$150,000	589	605	+2.7%	26	32	+23.1%
\$150,001 to \$190,000	511	587	+14.9%	10	17	+70.0%
\$190,001 to \$250,000	414	517	+24.9%	18	30	+66.7%
\$250,001 to \$350,000	425	425	0.0%	12	13	+8.3%
\$350,001 to \$500,000	221	240	+8.6%	5	0	-100.0%
\$500,001 to \$999,999	123	154	+25.2%	0	1	--
\$1M and Above	9	9	0.0%	0	0	--
All Price Ranges	3,808	3,874	+1.7%	205	250	+22.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$120,000 and Below	87	66	-24.1%	12	9	-25.0%
\$120,001 to \$150,000	56	35	-37.5%	5	1	-80.0%
\$150,001 to \$190,000	44	40	-9.1%	2	2	0.0%
\$190,001 to \$250,000	53	38	-28.3%	1	1	0.0%
\$250,001 to \$350,000	29	16	-44.8%	0	1	--
\$350,001 to \$500,000	12	16	+33.3%	0	0	--
\$500,001 to \$999,999	10	13	+30.0%	0	0	--
\$1M and Above	1	1	0.0%	0	0	--
All Price Ranges	292	225	-22.9%	20	14	-30.0%

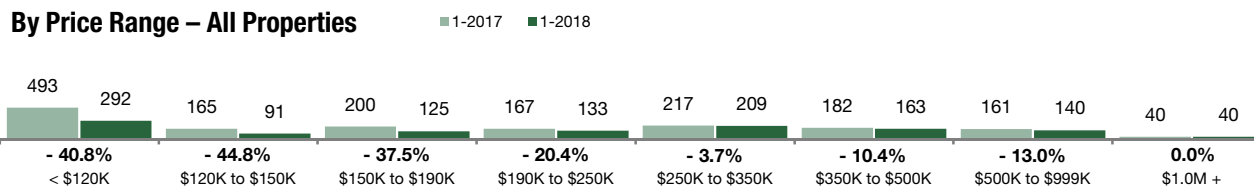
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$120,000 and Below	62	66	+6.5%	5	9	+80.0%
\$120,001 to \$150,000	51	35	-31.4%	1	1	0.0%
\$150,001 to \$190,000	25	40	+60.0%	1	2	+100.0%
\$190,001 to \$250,000	20	38	+90.0%	0	1	--
\$250,001 to \$350,000	20	16	-20.0%	2	1	-50.0%
\$350,001 to \$500,000	10	16	+60.0%	1	0	-100.0%
\$500,001 to \$999,999	0	13	--	0	0	--
\$1M and Above	0	1	--	0	0	--
All Price Ranges	188	225	+19.7%	10	14	+40.0%

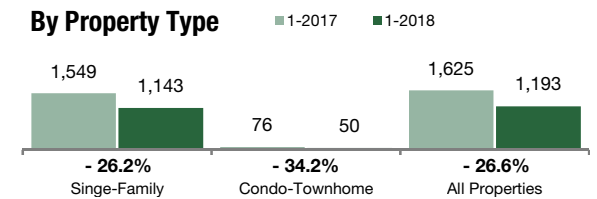
Inventory of Homes for Sale

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		
	1-2017	1-2018	Change	1-2017	1-2018	Change
\$120,000 and Below	456	269	-41.0%	37	23	-37.8%
\$120,001 to \$150,000	160	87	-45.6%	5	4	-20.0%
\$150,001 to \$190,000	193	120	-37.8%	7	5	-28.6%
\$190,001 to \$250,000	161	129	-19.9%	6	4	-33.3%
\$250,001 to \$350,000	201	201	0.0%	16	8	-50.0%
\$350,001 to \$500,000	179	160	-10.6%	3	3	0.0%
\$500,001 to \$999,999	159	137	-13.8%	2	3	+50.0%
\$1M and Above	40	40	0.0%	0	0	--
All Price Ranges	1,549	1,143	-26.2%	76	50	-34.2%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	12-2017	1-2018	Change	12-2017	1-2018	Change
\$120,000 and Below	272	269	-1.1%	16	23	+43.8%
\$120,001 to \$150,000	88	87	-1.1%	5	4	-20.0%
\$150,001 to \$190,000	113	120	+6.2%	5	5	0.0%
\$190,001 to \$250,000	130	129	-0.8%	6	4	-33.3%
\$250,001 to \$350,000	208	201	-3.4%	9	8	-11.1%
\$350,001 to \$500,000	173	160	-7.5%	1	3	+200.0%
\$500,001 to \$999,999	146	137	-6.2%	2	3	+50.0%
\$1M and Above	39	40	+2.6%	0	0	--
All Price Ranges	1,169	1,143	-2.2%	44	50	+13.6%

Year to Date

Property Type	1-2017	1-2018	% Change
Single-Family	1,549	1,143	-26.2%
Condo-Townhome	76	50	-34.2%
All Properties	1,625	1,193	-26.6%

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.