

Catawba Valley Region Housing Supply Overview



February 2018

Mortgage rates are on the rise. When this happens, it means that buyers in the lower-priced categories tend to have the dilemma of choosing to pay more for their desired home, paying less to get less, waiting for more listings or saving more money toward a downpayment. For the 12-month period spanning March 2017 through February 2018, Pending Sales in the Catawba Valley region were down 2.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 15.4 percent.

The overall Median Sales Price was up 8.7 percent to \$150,000. The property type with the largest price gain was the Single-Family segment, where prices increased 8.8 percent to \$152,384. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 88 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 137 days.

Market-wide, inventory levels were down 44.0 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 43.7 percent. That amounts to 2.9 months supply for Single-Family homes and 1.6 months supply for Condos-Townhomes.

Quick Facts

+ 15.4%

+ 4.8%

+ 0.4%

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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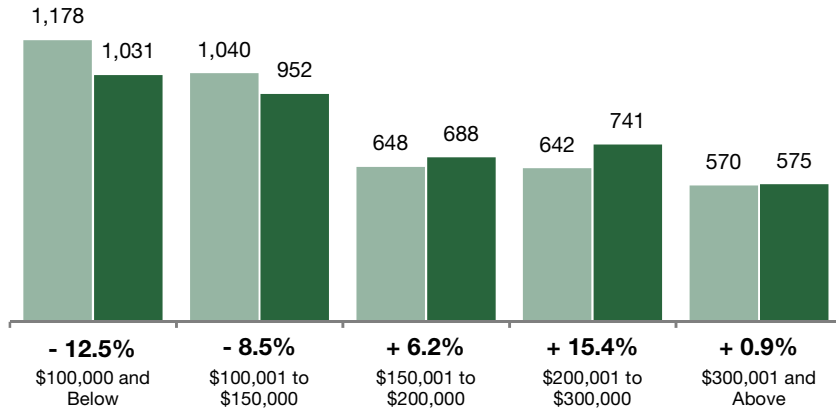
Pending Sales

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



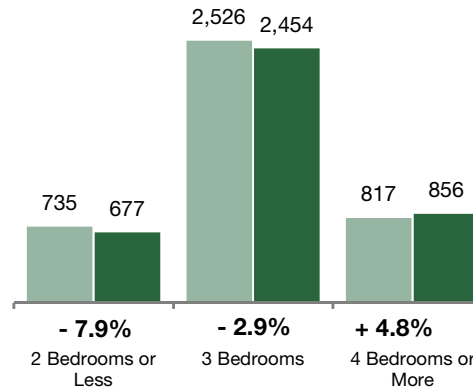
By Price Range

■ 2-2017 ■ 2-2018



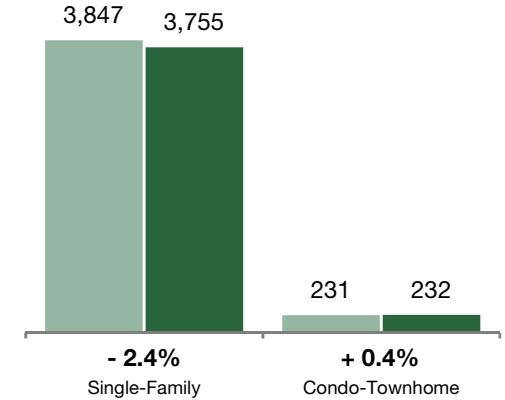
By Bedroom Count

■ 2-2017 ■ 2-2018



By Property Type

■ 2-2017 ■ 2-2018



All Properties

By Price Range

	2-2017	2-2018	Change
\$100,000 and Below	1,178	1,031	- 12.5%
\$100,001 to \$150,000	1,040	952	- 8.5%
\$150,001 to \$200,000	648	688	+ 6.2%
\$200,001 to \$300,000	642	741	+ 15.4%
\$300,001 and Above	570	575	+ 0.9%
All Price Ranges	4,078	3,987	- 2.2%

Single-Family

	2-2017	2-2018	Change
\$100,000 and Below	1,053	924	- 12.3%
\$100,001 to \$150,000	981	893	- 9.0%
\$150,001 to \$200,000	638	664	+ 4.1%
\$200,001 to \$300,000	614	704	+ 14.7%
\$300,001 and Above	561	570	+ 1.6%
All Price Ranges	3,847	3,755	- 2.4%

Condo-Townhome

	2-2017	2-2018	Change
\$100,000 and Below	125	107	- 14.4%
\$100,001 to \$150,000	59	59	0.0%
\$150,001 to \$200,000	10	24	+ 140.0%
\$200,001 to \$300,000	28	37	+ 32.1%
\$300,001 and Above	9	5	- 44.4%
All Price Ranges	231	232	+ 0.4%

By Bedroom Count

	2-2017	2-2018	Change
2 Bedrooms or Less	735	677	- 7.9%
3 Bedrooms	2,526	2,454	- 2.9%
4 Bedrooms or More	817	856	+ 4.8%
All Bedroom Counts	4,078	3,987	- 2.2%

	2-2017	2-2018	Change
2 Bedrooms or Less	577	510	- 11.6%
3 Bedrooms	2,458	2,392	- 2.7%
4 Bedrooms or More	812	853	+ 5.0%
All Bedroom Counts	3,847	3,755	- 2.4%

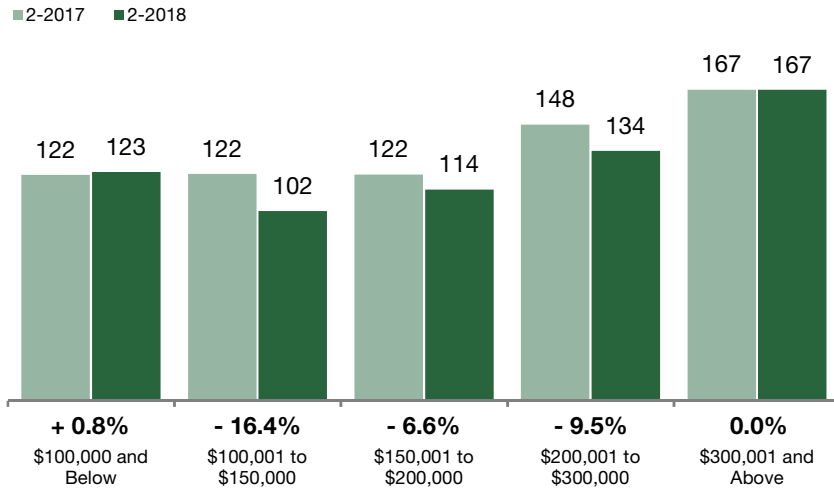
	2-2017	2-2018	Change
2 Bedrooms or Less	158	167	+ 5.7%
3 Bedrooms	68	62	- 8.8%
4 Bedrooms or More	5	3	- 40.0%
All Bedroom Counts	231	232	+ 0.4%

List to Close

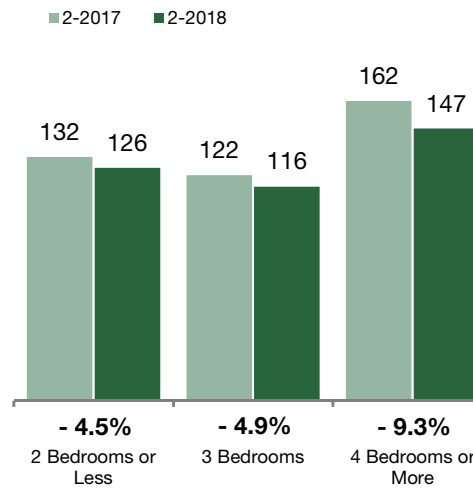
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



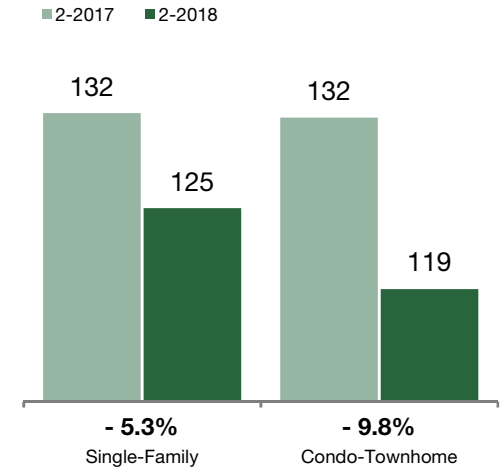
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	122	123	+ 0.8%
\$100,001 to \$150,000	122	102	- 16.4%
\$150,001 to \$200,000	122	114	- 6.6%
\$200,001 to \$300,000	148	134	- 9.5%
\$300,001 and Above	167	167	0.0%
All Price Ranges	132	124	- 6.1%

Single-Family

2-2017	2-2018	Change	2-2017	2-2018	Change
121	126	+ 4.1%	123	103	- 16.3%
122	101	- 17.2%	127	118	- 7.1%
120	112	- 6.7%	194	145	- 25.3%
149	134	- 10.1%	127	147	+ 15.7%
167	167	0.0%	174	213	+ 22.4%
132	125	- 5.3%	132	119	- 9.8%

Condo-Townhome

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	132	126	- 4.5%
3 Bedrooms	122	116	- 4.9%
4 Bedrooms or More	162	147	- 9.3%
All Bedroom Counts	132	124	- 6.1%

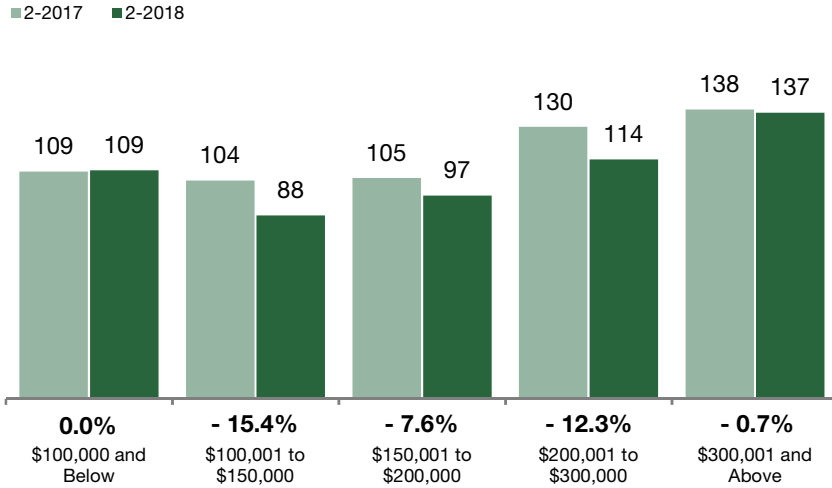
2-2017	2-2018	Change	2-2017	2-2018	Change
135	134	- 0.7%	121	104	- 14.0%
122	115	- 5.7%	146	158	+ 8.2%
162	148	- 8.6%	237	112	- 52.7%
132	125	- 5.3%	132	119	- 9.8%

Days on Market Until Sale

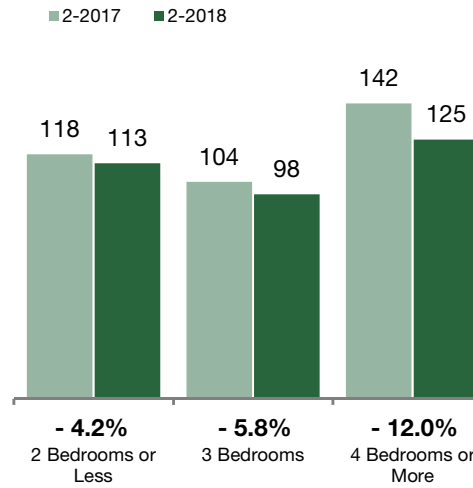
Average number of days between when a property is first listed and when an offer is accepted. Based on a rolling 12-month average.



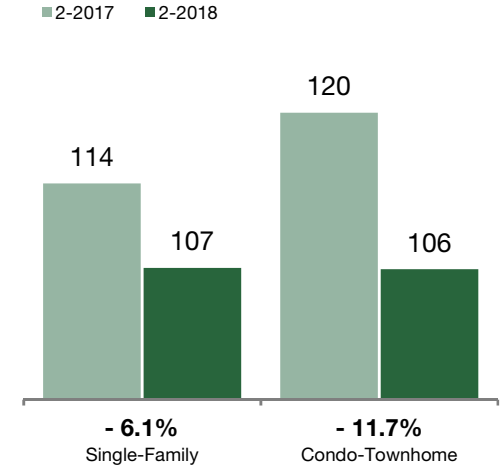
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	109	109	0.0%
\$100,001 to \$150,000	104	88	-15.4%
\$150,001 to \$200,000	105	97	-7.6%
\$200,001 to \$300,000	130	114	-12.3%
\$300,001 and Above	138	137	-0.7%
All Price Ranges	114	107	-6.1%

Single-Family

2-2017	2-2018	Change
108	111	+2.8%
104	86	-17.3%
104	96	-7.7%
131	114	-13.0%
138	136	-1.4%
114	107	-6.1%

Condo-Townhome

2-2017	2-2018	Change
114	91	-20.2%
117	109	-6.8%
178	126	-29.2%
109	133	+22.0%
156	181	+16.0%
120	106	-11.7%

By Bedroom Count

2-2017	2-2018	Change
118	113	-4.2%
104	98	-5.8%
142	125	-12.0%
114	107	-6.1%

2-2017	2-2018	Change
119	120	+0.8%
104	97	-6.7%
142	125	-12.0%
114	107	-6.1%

2-2017	2-2018	Change
112	93	-17.0%
130	142	+9.2%
231	82	-64.5%
120	106	-11.7%

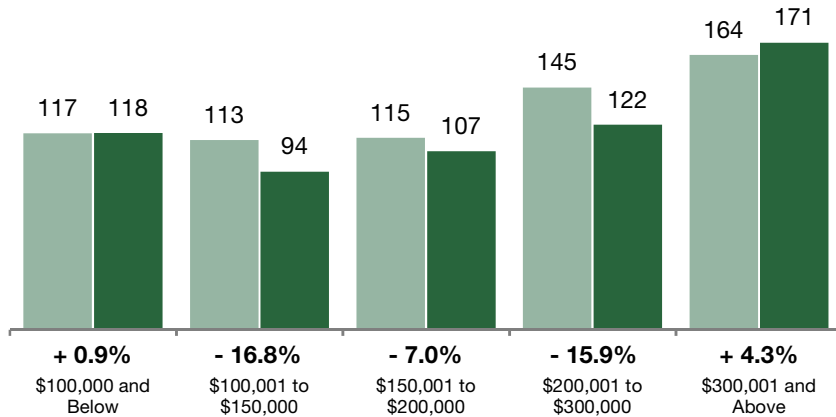
Cumulative Days on Market Until Sale

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.



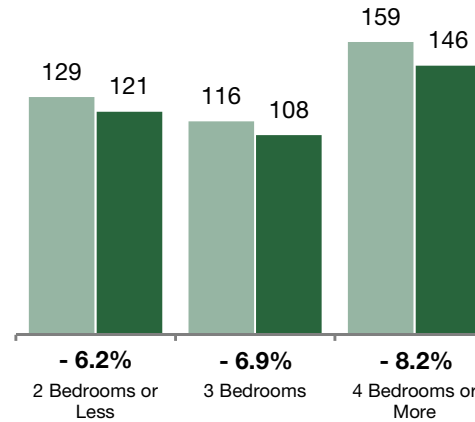
By Price Range

■ 2-2017 ■ 2-2018



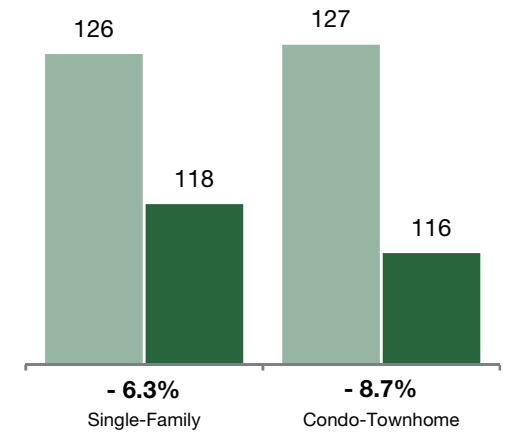
By Bedroom Count

■ 2-2017 ■ 2-2018



By Property Type

■ 2-2017 ■ 2-2018



All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	117	118	+ 0.9%
\$100,001 to \$150,000	113	94	- 16.8%
\$150,001 to \$200,000	115	107	- 7.0%
\$200,001 to \$300,000	145	122	- 15.9%
\$300,001 and Above	164	171	+ 4.3%
All Price Ranges	126	118	- 6.3%

Single-Family

2-2017	2-2018	Change	2-2017	2-2018	Change
117	120	+ 2.6%	123	97	- 21.1%
113	93	- 17.7%	121	110	- 9.1%
113	105	- 7.1%	178	147	- 17.4%
146	121	- 17.1%	115	164	+ 42.6%
164	171	+ 4.3%	157	182	+ 15.9%
126	118	- 6.3%	127	116	- 8.7%

Condo-Townhome

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	129	121	- 6.2%
3 Bedrooms	116	108	- 6.9%
4 Bedrooms or More	159	146	- 8.2%
All Bedroom Counts	126	118	- 6.3%

2-2017	2-2018	Change	2-2017	2-2018	Change
131	129	- 1.5%	121	97	- 19.8%
115	107	- 7.0%	132	167	+ 26.5%
158	146	- 7.6%	231	82	- 64.5%
126	118	- 6.3%	127	116	- 8.7%

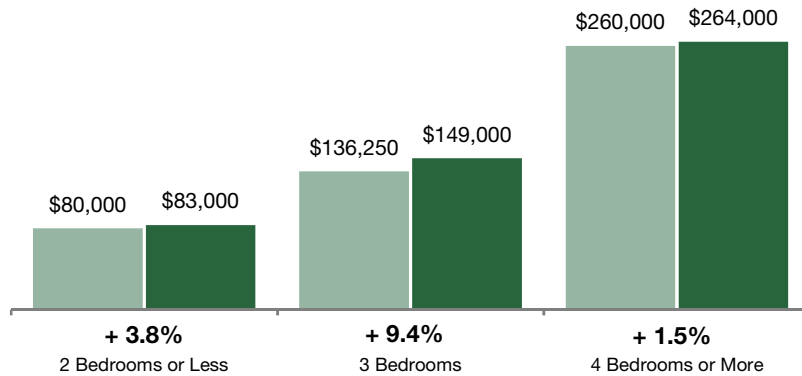
Median Sales Price

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



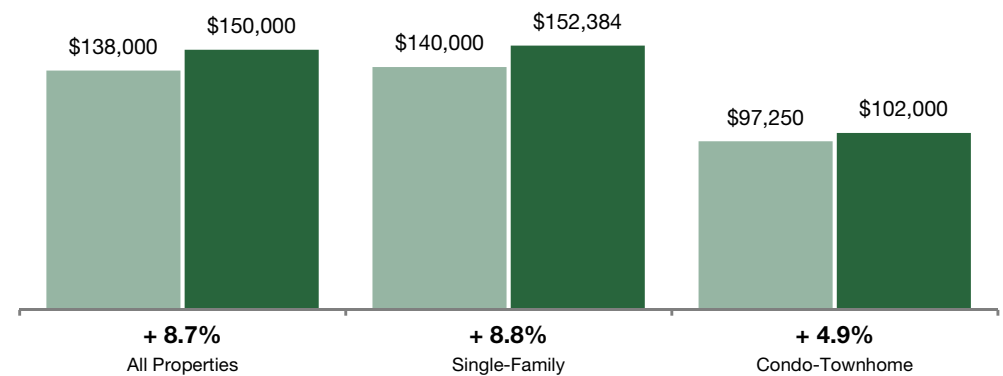
By Bedroom Count

■ 2-2017 ■ 2-2018



By Property Type

■ 2-2017 ■ 2-2018



All Properties

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	\$80,000	\$83,000	+ 3.8%
3 Bedrooms	\$136,250	\$149,000	+ 9.4%
4 Bedrooms or More	\$260,000	\$264,000	+ 1.5%
All Bedroom Counts	\$138,000	\$150,000	+ 8.7%

Single-Family

2-2017	2-2018	Change	2-2017	2-2018	Change
\$80,000	\$82,700	+ 3.4%	\$80,000	\$85,000	+ 6.3%
\$136,000	\$148,950	+ 9.5%	\$141,500	\$168,000	+ 18.7%
\$260,000	\$264,045	+ 1.6%	\$329,000	\$264,000	- 19.8%
\$140,000	\$152,384	+ 8.8%	\$97,250	\$102,000	+ 4.9%

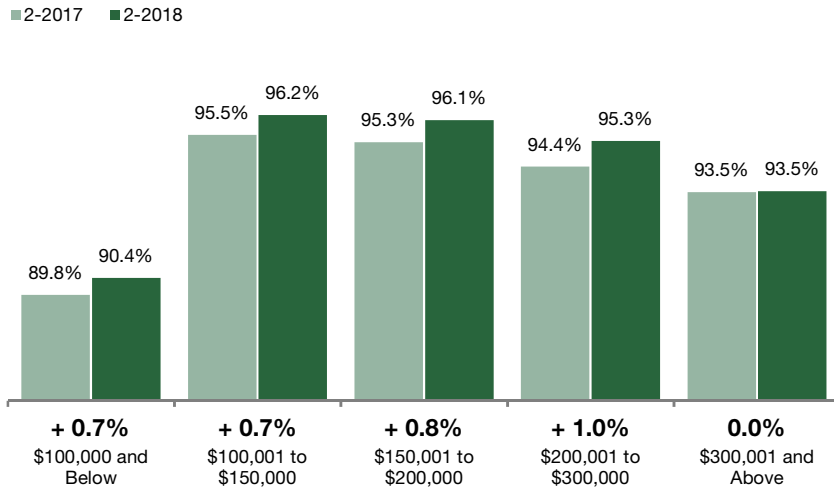
Condo-Townhome

Percent of Original List Price Received

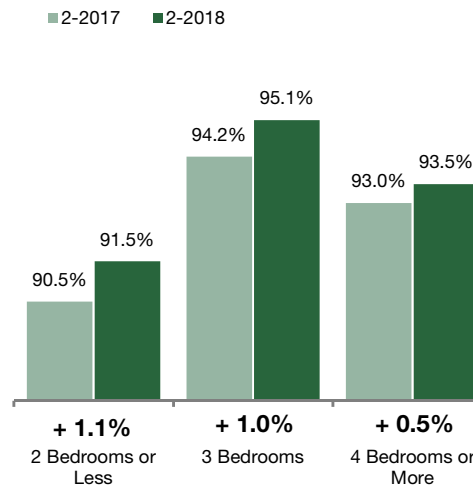
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



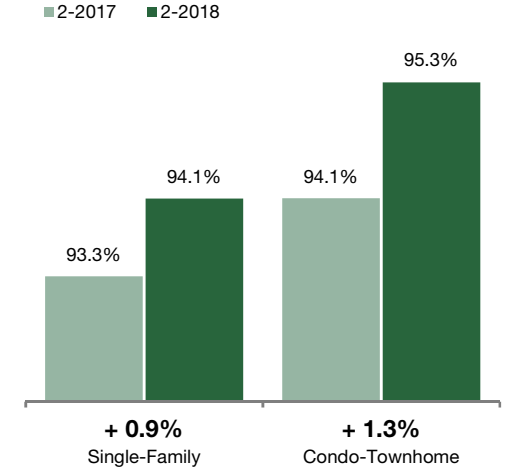
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	89.8%	90.4%	+ 0.7%
\$100,001 to \$150,000	95.5%	96.2%	+ 0.7%
\$150,001 to \$200,000	95.3%	96.1%	+ 0.8%
\$200,001 to \$300,000	94.4%	95.3%	+ 1.0%
\$300,001 and Above	93.5%	93.5%	0.0%
All Price Ranges	93.3%	94.2%	+ 1.0%

Single-Family

2-2017	2-2018	Change
89.5%	89.9%	+ 0.4%
95.5%	96.1%	+ 0.6%
95.3%	96.1%	+ 0.8%
94.4%	95.3%	+ 1.0%
93.5%	93.5%	0.0%
93.3%	94.1%	+ 0.9%

Condo-Townhome

2-2017	2-2018	Change
93.1%	94.0%	+ 1.0%
96.4%	98.0%	+ 1.7%
93.1%	94.7%	+ 1.7%
95.2%	94.8%	- 0.4%
91.0%	99.9%	+ 9.8%
94.1%	95.3%	+ 1.3%

By Bedroom Count

2-2017	2-2018	Change
90.5%	91.5%	+ 1.1%
94.2%	95.1%	+ 1.0%
93.0%	93.5%	+ 0.5%
93.3%	94.2%	+ 1.0%

2-2017	2-2018	Change
89.5%	90.2%	+ 0.8%
94.2%	95.1%	+ 1.0%
93.0%	93.5%	+ 0.5%
93.3%	94.1%	+ 0.9%

2-2017	2-2018	Change
94.3%	95.4%	+ 1.2%
94.0%	95.1%	+ 1.2%
87.6%	93.0%	+ 6.2%
94.1%	95.3%	+ 1.3%

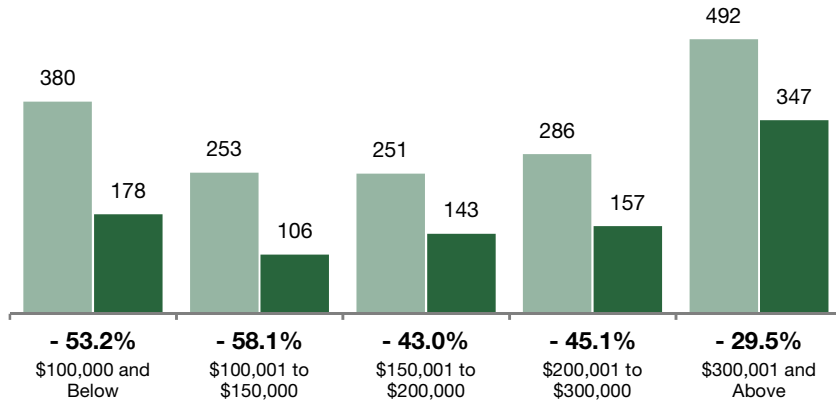
Inventory of Homes for Sale

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



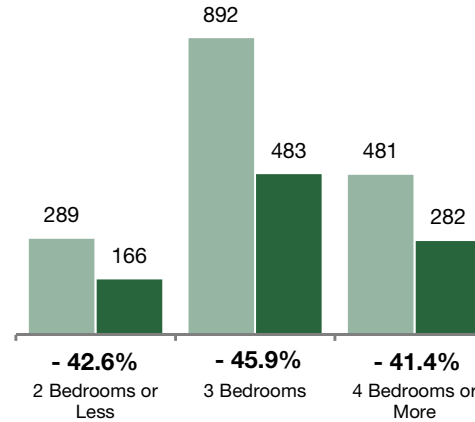
By Price Range

■ 2-2017 ■ 2-2018



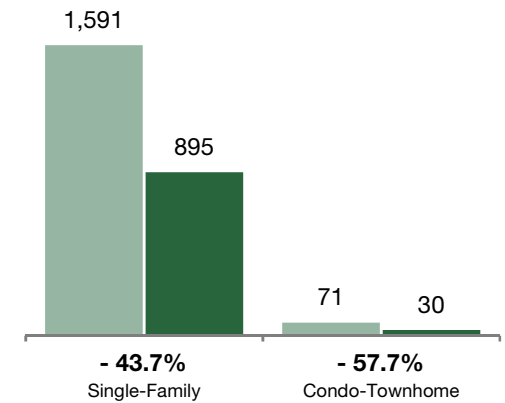
By Bedroom Count

■ 2-2017 ■ 2-2018



By Property Type

■ 2-2017 ■ 2-2018



All Properties

By Price Range	2-2017	2-2018	Change
\$100,000 and Below	380	178	- 53.2%
\$100,001 to \$150,000	253	106	- 58.1%
\$150,001 to \$200,000	251	143	- 43.0%
\$200,001 to \$300,000	286	157	- 45.1%
\$300,001 and Above	492	347	- 29.5%
All Price Ranges	1,662	931	- 44.0%

Single-Family

2-2017	2-2018	Change	2-2017	2-2018	Change
360	170	- 52.8%	20	8	- 60.0%
240	99	- 58.8%	13	7	- 46.2%
241	139	- 42.3%	10	4	- 60.0%
266	153	- 42.5%	20	4	- 80.0%
484	340	- 29.8%	8	7	- 12.5%
1,591	895	- 43.7%	71	30	- 57.7%

Condo-Townhome

By Bedroom Count	2-2017	2-2018	Change
2 Bedrooms or Less	289	166	- 42.6%
3 Bedrooms	892	483	- 45.9%
4 Bedrooms or More	481	282	- 41.4%
All Bedroom Counts	1,662	931	- 44.0%

2-2017	2-2018	Change	2-2017	2-2018	Change
258	152	- 41.1%	31	14	- 54.8%
854	471	- 44.8%	38	12	- 68.4%
479	278	- 42.0%	2	4	+ 100.0%
1,591	895	- 43.7%	71	30	- 57.7%

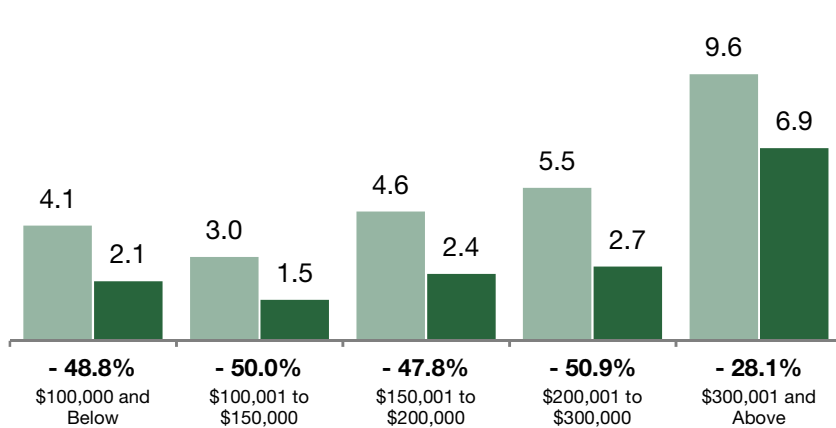
Months Supply of Inventory

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.



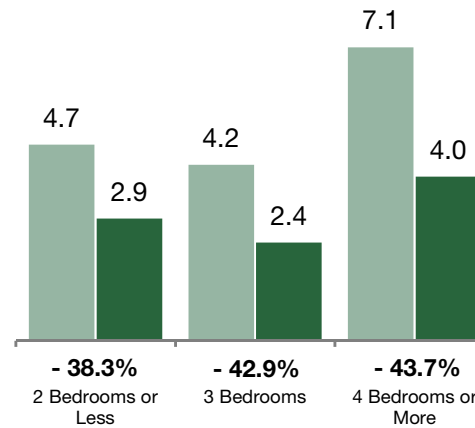
By Price Range

■ 2-2017 ■ 2-2018



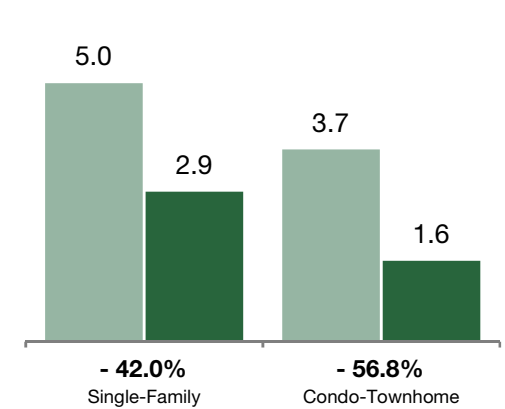
By Bedroom Count

■ 2-2017 ■ 2-2018



By Property Type

■ 2-2017 ■ 2-2018



All Properties

By Price Range

	2-2017	2-2018	Change
\$100,000 and Below	4.1	2.1	- 48.8%
\$100,001 to \$150,000	3.0	1.5	- 50.0%
\$150,001 to \$200,000	4.6	2.4	- 47.8%
\$200,001 to \$300,000	5.5	2.7	- 50.9%
\$300,001 and Above	9.6	6.9	- 28.1%
All Price Ranges	4.9	2.8	- 42.9%

Single-Family

	2-2017	2-2018	Change
\$100,000 and Below	4.4	2.2	- 50.0%
\$100,001 to \$150,000	3.0	1.5	- 50.0%
\$150,001 to \$200,000	4.5	2.4	- 46.7%
\$200,001 to \$300,000	5.3	2.7	- 49.1%
\$300,001 and Above	9.5	6.8	- 28.4%
All Price Ranges	5.0	2.9	- 42.0%

Condo-Townhome

	2-2017	2-2018	Change
\$100,000 and Below	2.1	1.1	- 47.6%
\$100,001 to \$150,000	2.2	1.2	- 45.5%
\$150,001 to \$200,000	6.0	1.1	- 81.7%
\$200,001 to \$300,000	7.9	1.3	- 83.5%
\$300,001 and Above	6.2	4.2	- 32.3%
All Price Ranges	3.7	1.6	- 56.8%

By Bedroom Count

	2-2017	2-2018	Change
2 Bedrooms or Less	4.7	2.9	- 38.3%
3 Bedrooms	4.2	2.4	- 42.9%
4 Bedrooms or More	7.1	4.0	- 43.7%
All Bedroom Counts	4.9	2.8	- 42.9%

	2-2017	2-2018	Change
2 Bedrooms or Less	5.4	3.6	- 33.3%
3 Bedrooms	4.2	2.4	- 42.9%
4 Bedrooms or More	7.1	3.9	- 45.1%
All Bedroom Counts	5.0	2.9	- 42.0%

Additional Price Ranges

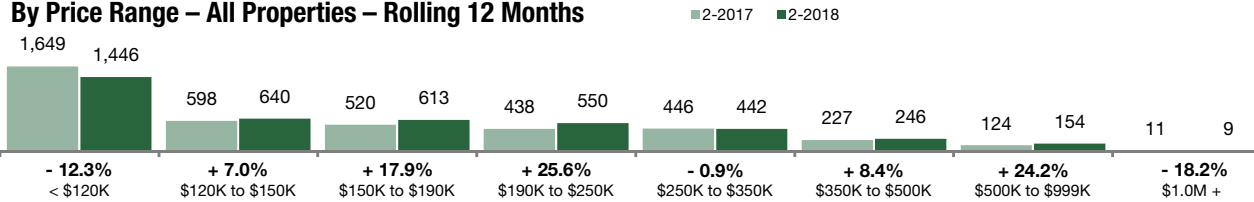


Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.

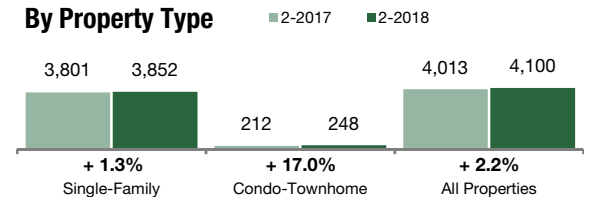
Closed Sales

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		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$120,000 and Below	1,509	1,295	-14.2%	140	151	+7.9%
\$120,001 to \$150,000	573	608	+6.1%	25	32	+28.0%
\$150,001 to \$190,000	510	593	+16.3%	10	20	+100.0%
\$190,001 to \$250,000	419	518	+23.6%	19	32	+68.4%
\$250,001 to \$350,000	433	430	-0.7%	13	12	-7.7%
\$350,001 to \$500,000	222	246	+10.8%	5	0	-100.0%
\$500,001 to \$999,999	124	153	+23.4%	0	1	--
\$1M and Above	11	9	-18.2%	0	0	--
All Price Ranges	3,801	3,852	+1.3%	212	248	+17.0%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	01-2018	2-2018	Change	01-2018	2-2018	Change
\$120,000 and Below	66	64	-3.0%	9	6	-33.3%
\$120,001 to \$150,000	35	28	-20.0%	1	0	-100.0%
\$150,001 to \$190,000	40	30	-25.0%	2	3	+50.0%
\$190,001 to \$250,000	38	29	-23.7%	1	3	+200.0%
\$250,001 to \$350,000	16	22	+37.5%	1	0	-100.0%
\$350,001 to \$500,000	16	14	-12.5%	0	0	--
\$500,001 to \$999,999	13	4	-69.2%	0	0	--
\$1M and Above	1	2	+100.0%	0	0	--
All Price Ranges	225	193	-14.2%	14	12	-14.3%

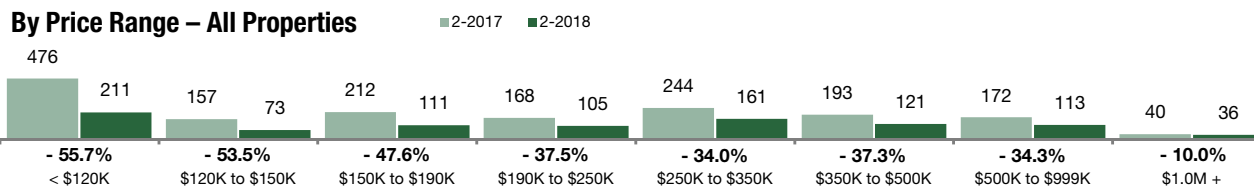
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$120,000 and Below	168	130	-22.6%	17	15	-11.8%
\$120,001 to \$150,000	76	63	-17.1%	1	1	0.0%
\$150,001 to \$190,000	49	70	+42.9%	1	5	+400.0%
\$190,001 to \$250,000	48	67	+39.6%	1	4	+300.0%
\$250,001 to \$350,000	37	38	+2.7%	3	1	-66.7%
\$350,001 to \$500,000	18	30	+66.7%	1	0	-100.0%
\$500,001 to \$999,999	5	17	+240.0%	0	0	--
\$1M and Above	2	3	+50.0%	0	0	--
All Price Ranges	403	418	+3.7%	24	26	+8.3%

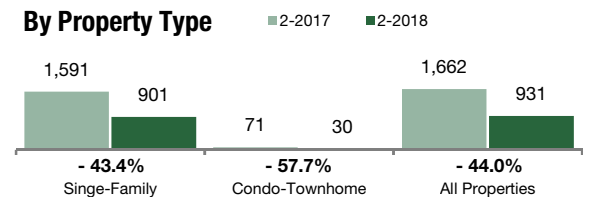
Inventory of Homes for Sale

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		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$120,000 and Below	448	195	-56.5%	28	12	-57.1%
\$120,001 to \$150,000	152	70	-53.9%	5	3	-40.0%
\$150,001 to \$190,000	202	106	-47.5%	10	4	-60.0%
\$190,001 to \$250,000	161	103	-36.0%	7	2	-71.4%
\$250,001 to \$350,000	230	155	-32.6%	14	6	-57.1%
\$350,001 to \$500,000	188	120	-36.2%	5	1	-80.0%
\$500,001 to \$999,999	170	110	-35.3%	2	2	0.0%
\$1M and Above	40	36	-10.0%	0	0	--
All Price Ranges	1,591	895	-43.7%	71	30	-57.7%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	01-2018	2-2018	Change	01-2018	2-2018	Change
\$120,000 and Below	269	195	-27.5%	23	12	-47.8%
\$120,001 to \$150,000	87	70	-19.5%	4	3	-25.0%
\$150,001 to \$190,000	120	106	-11.7%	5	4	-20.0%
\$190,001 to \$250,000	129	103	-20.2%	4	2	-50.0%
\$250,001 to \$350,000	201	155	-22.9%	8	6	-25.0%
\$350,001 to \$500,000	160	120	-25.0%	3	1	-66.7%
\$500,001 to \$999,999	137	110	-19.7%	3	2	-33.3%
\$1M and Above	40	36	-10.0%	0	0	--
All Price Ranges	1,143	895	-21.7%	50	30	-40.0%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	2-2017	2-2018	Change	2-2017	2-2018	Change
\$120,000 and Below	168	130	-22.6%	17	15	-11.8%
\$120,001 to \$150,000	76	63	-17.1%	1	1	0.0%
\$150,001 to \$190,000	49	70	+42.9%	1	5	+400.0%
\$190,001 to \$250,000	48	67	+39.6%	1	4	+300.0%
\$250,001 to \$350,000	37	38	+2.7%	3	1	-66.7%
\$350,001 to \$500,000	18	30	+66.7%	1	0	-100.0%
\$500,001 to \$999,999	5	17	+240.0%	0	0	--
\$1M and Above	2	3	+50.0%	0	0	--
All Price Ranges	403	418	+3.7%	24	26	+8.3%

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.