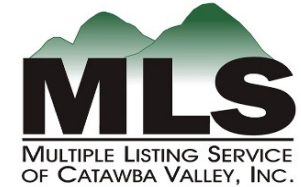


Catawba Valley Region Housing Supply Overview



April 2018

Although housing supply is low and will likely remain low for the duration of 2018, there are signs of improvement for new listings. Sellers are beginning to come out of hibernation while new build projects are taking shape with more regularity. For the 12-month period spanning May 2017 through April 2018, Pending Sales in the Catawba Valley region were down 3.6 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 16.9 percent.

The overall Median Sales Price was up 10.1 percent to \$152,000. The property type with the largest price gain was the Condo-Townhome segment, where prices increased 12.6 percent to \$107,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 79 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 132 days.

Market-wide, inventory levels were down 47.8 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 46.9 percent. That amounts to 2.8 months supply for Single-Family homes and 1.3 months supply for Condos-Townhomes.

Quick Facts

+ 16.9%

+ 6.8%

+ 2.6%

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

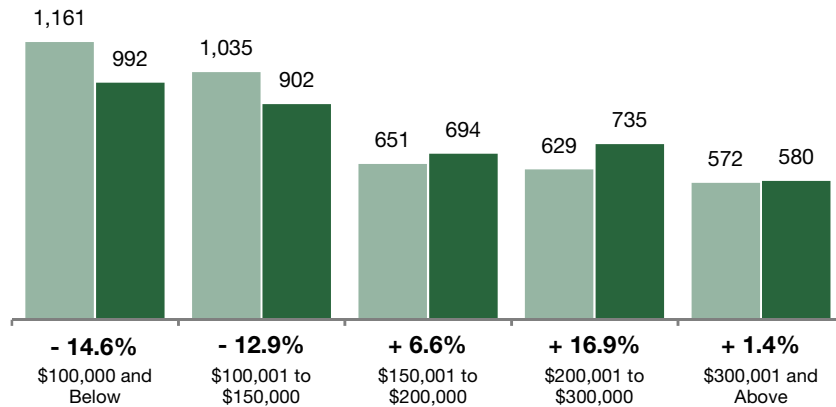
Pending Sales

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



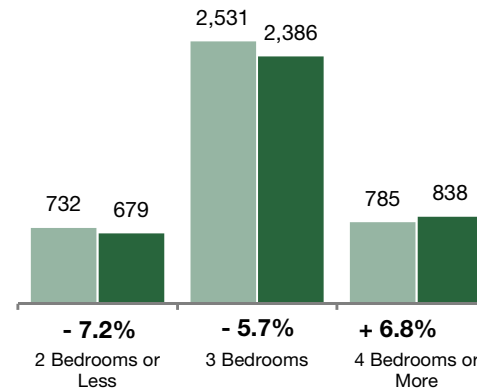
By Price Range

■ 4-2017 ■ 4-2018



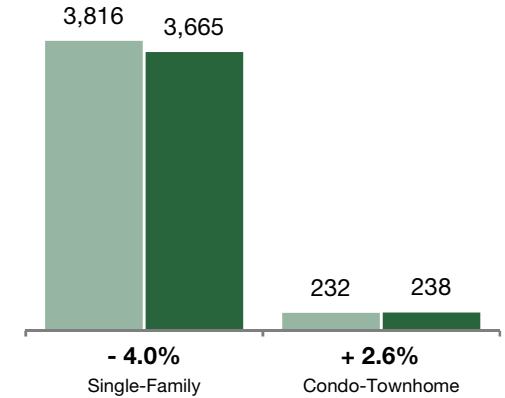
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range

	4-2017	4-2018	Change
\$100,000 and Below	1,161	992	- 14.6%
\$100,001 to \$150,000	1,035	902	- 12.9%
\$150,001 to \$200,000	651	694	+ 6.6%
\$200,001 to \$300,000	629	735	+ 16.9%
\$300,001 and Above	572	580	+ 1.4%
All Price Ranges	4,048	3,903	- 3.6%

Single-Family

	4-2017	4-2018	Change
1,038	881	- 15.1%	
971	845	- 13.0%	
641	665	+ 3.7%	
602	701	+ 16.4%	
564	573	+ 1.6%	
3,816	3,665	- 4.0%	

Condo-Townhome

	4-2017	4-2018	Change
123	111	- 9.8%	
64	57	- 10.9%	
10	29	+ 190.0%	
27	34	+ 25.9%	
8	7	- 12.5%	
232	238	+ 2.6%	

By Bedroom Count

	4-2017	4-2018	Change
2 Bedrooms or Less	732	679	- 7.2%
3 Bedrooms	2,531	2,386	- 5.7%
4 Bedrooms or More	785	838	+ 6.8%
All Bedroom Counts	4,048	3,903	- 3.6%

	4-2017	4-2018	Change
566	513	- 9.4%	
2,469	2,317	- 6.2%	
781	835	+ 6.9%	
3,816	3,665	- 4.0%	

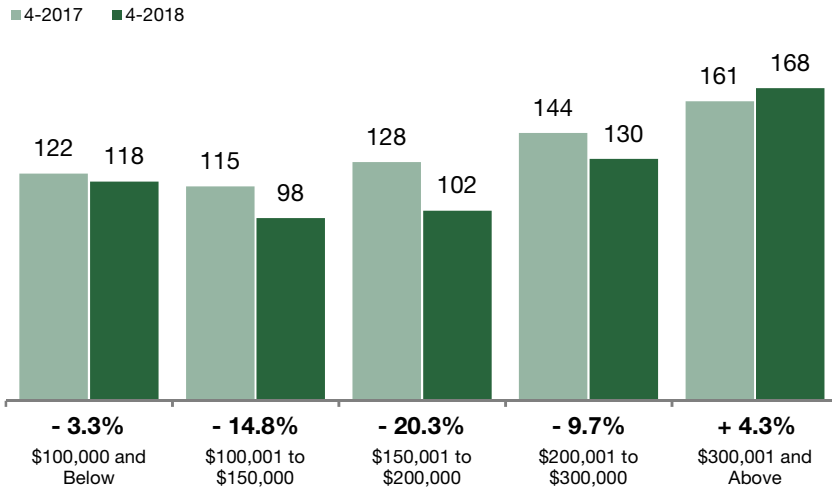
	4-2017	4-2018	Change
166	166	0.0%	
62	69	+ 11.3%	
4	3	- 25.0%	
232	238	+ 2.6%	

List to Close

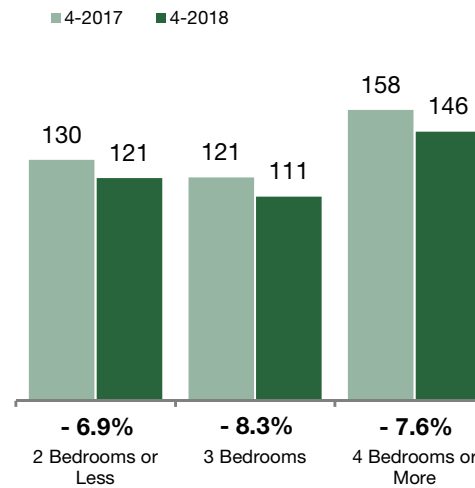
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



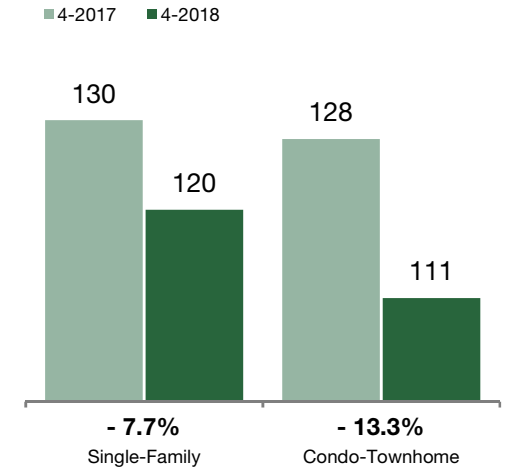
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	122	118	- 3.3%
\$100,001 to \$150,000	115	98	- 14.8%
\$150,001 to \$200,000	128	102	- 20.3%
\$200,001 to \$300,000	144	130	- 9.7%
\$300,001 and Above	161	168	+ 4.3%
All Price Ranges	130	120	- 7.7%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
122	121	- 0.8%	127	94	- 26.0%
116	97	- 16.4%	110	112	+ 1.8%
128	101	- 21.1%	147	139	- 5.4%
144	130	- 9.7%	151	140	- 7.3%
161	168	+ 4.3%	173	167	- 3.5%
130	120	- 7.7%	128	111	- 13.3%

Condo-Townhome

By Bedroom Count	4-2017	4-2018	Change
2 Bedrooms or Less	130	121	- 6.9%
3 Bedrooms	121	111	- 8.3%
4 Bedrooms or More	158	146	- 7.6%
All Bedroom Counts	130	120	- 7.7%

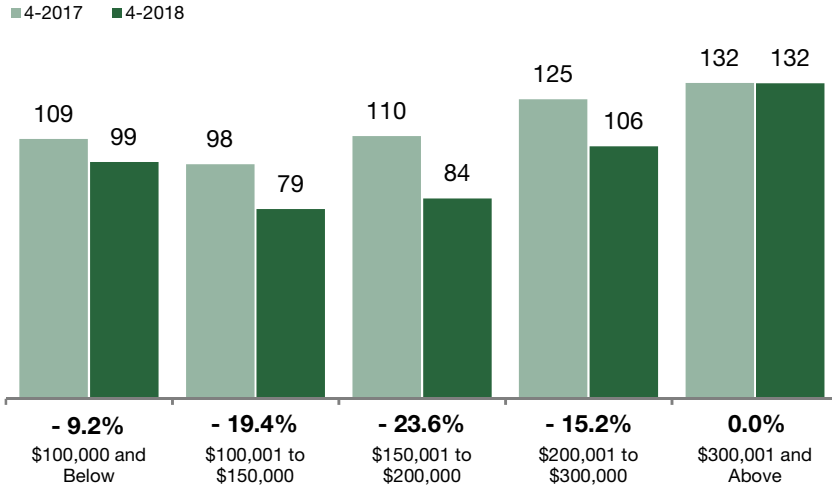
4-2017	4-2018	Change	4-2017	4-2018	Change
133	129	- 3.0%	121	97	- 19.8%
121	109	- 9.9%	135	151	+ 11.9%
157	146	- 7.0%	237	112	- 52.7%
130	120	- 7.7%	128	111	- 13.3%

Days on Market Until Sale

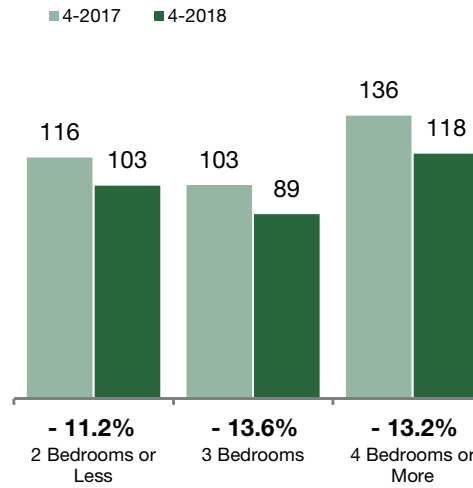
Average number of days between when a property is first listed and when an offer is accepted. **Based on a rolling 12-month average.**



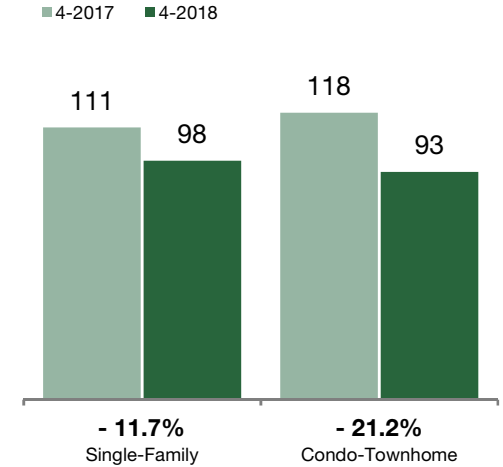
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	109	99	- 9.2%
\$100,001 to \$150,000	98	79	- 19.4%
\$150,001 to \$200,000	110	84	- 23.6%
\$200,001 to \$300,000	125	106	- 15.2%
\$300,001 and Above	132	132	0.0%
All Price Ranges	112	98	- 12.5%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
108	102	- 5.6%	117	77	- 34.2%
98	78	- 20.4%	101	95	- 5.9%
109	82	- 24.8%	133	119	- 10.5%
125	105	- 16.0%	136	123	- 9.6%
132	132	0.0%	157	128	- 18.5%
111	98	- 11.7%	118	93	- 21.2%

Condo-Townhome

By Bedroom Count	4-2017	4-2018	Change
2 Bedrooms or Less	116	103	- 11.2%
3 Bedrooms	103	89	- 13.6%
4 Bedrooms or More	136	118	- 13.2%
All Bedroom Counts	112	98	- 12.5%

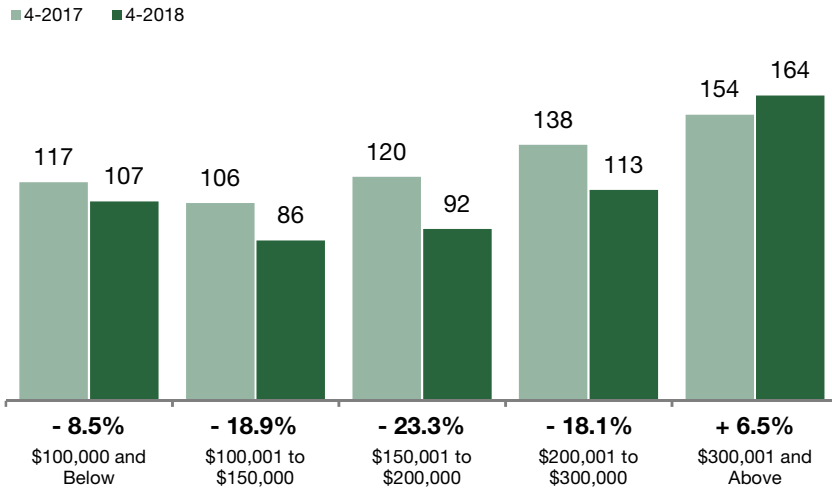
4-2017	4-2018	Change	4-2017	4-2018	Change
117	110	- 6.0%	112	80	- 28.6%
102	88	- 13.7%	121	130	+ 7.4%
136	118	- 13.2%	231	82	- 64.5%
111	98	- 11.7%	118	93	- 21.2%

Cumulative Days on Market Until Sale

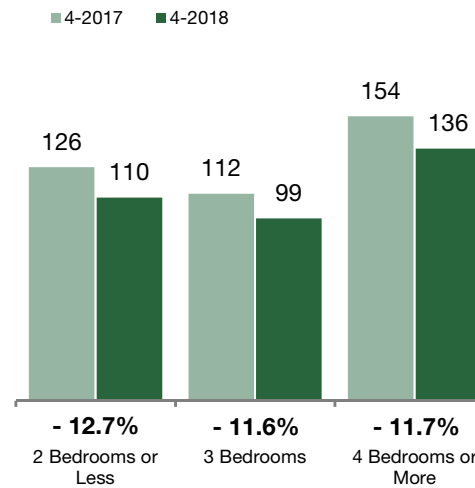
Cumulative Days on Market (CDOM) functions like Days on Market (DOM), but CDOM tracks DOM for a property over a period of multiple listings. When a new listing is entered, CDOM resets to zero only if the previous listing closed (sold) or if the previous listing has been off the market (expired, withdrawn)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



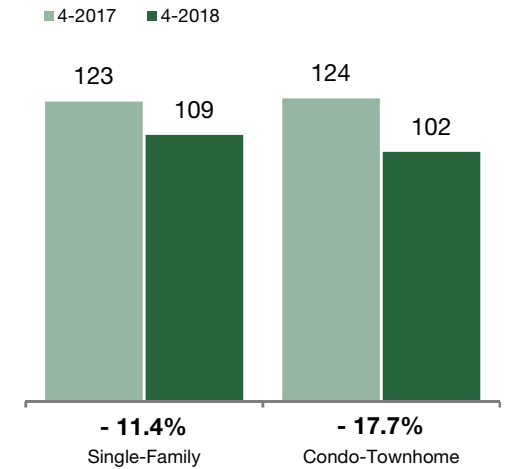
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$100,000 and Below	117	107	- 8.5%
\$100,001 to \$150,000	106	86	- 18.9%
\$150,001 to \$200,000	120	92	- 23.3%
\$200,001 to \$300,000	138	113	- 18.1%
\$300,001 and Above	154	164	+ 6.5%
All Price Ranges	123	109	- 11.4%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
117	110	- 6.0%	125	83	- 33.6%
106	86	- 18.9%	106	96	- 9.4%
120	90	- 25.0%	133	138	+ 3.8%
137	112	- 18.2%	144	151	+ 4.9%
154	164	+ 6.5%	157	129	- 17.8%
123	109	- 11.4%	124	102	- 17.7%

Condo-Townhome

By Bedroom Count	4-2017	4-2018	Change
2 Bedrooms or Less	126	110	- 12.7%
3 Bedrooms	112	99	- 11.6%
4 Bedrooms or More	154	136	- 11.7%
All Bedroom Counts	123	109	- 11.4%

4-2017	4-2018	Change	4-2017	4-2018	Change
128	120	- 6.3%	121	84	- 30.6%
112	97	- 13.4%	123	156	+ 26.8%
154	137	- 11.0%	231	82	- 64.5%
123	109	- 11.4%	124	102	- 17.7%

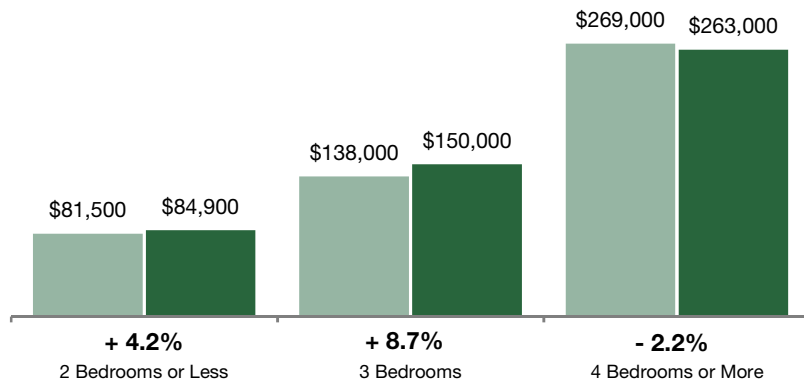
Median Sales Price

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



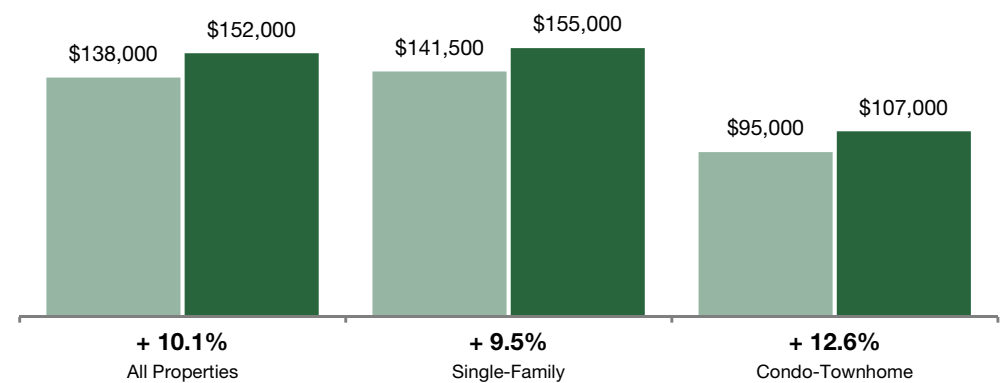
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Bedroom Count	4-2017	4-2018	Change
2 Bedrooms or Less	\$81,500	\$84,900	+ 4.2%
3 Bedrooms	\$138,000	\$150,000	+ 8.7%
4 Bedrooms or More	\$269,000	\$263,000	- 2.2%
All Bedroom Counts	\$138,000	\$152,000	+ 10.1%

Single-Family

4-2017	4-2018	Change
\$81,600	\$82,500	+ 1.1%
\$138,000	\$150,000	+ 8.7%
\$269,000	\$262,500	- 2.4%
\$141,500	\$155,000	+ 9.5%

Condo-Townhome

4-2017	4-2018	Change
\$79,900	\$86,000	+ 7.6%
\$138,000	\$175,900	+ 27.5%
\$329,000	\$264,000	- 19.8%
\$95,000	\$107,000	+ 12.6%

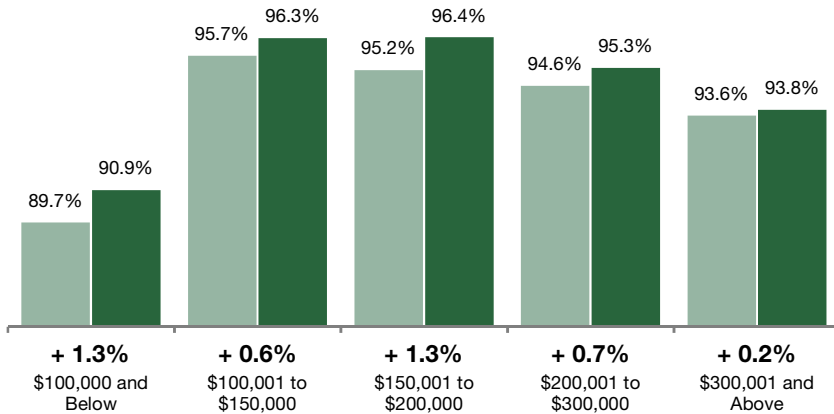
Percent of Original List Price Received

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.**



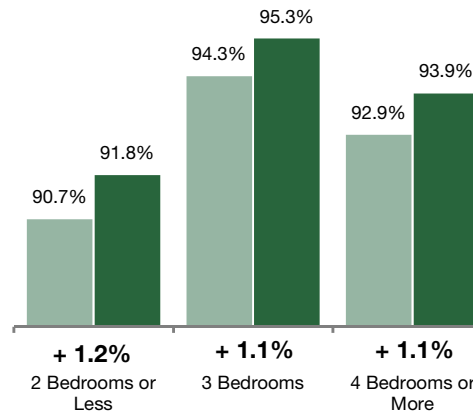
By Price Range

■ 4-2017 ■ 4-2018



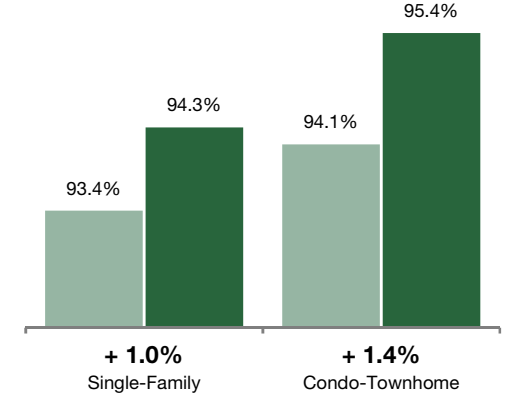
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range

	4-2017	4-2018	Change
\$100,000 and Below	89.7%	90.9%	+ 1.3%
\$100,001 to \$150,000	95.7%	96.3%	+ 0.6%
\$150,001 to \$200,000	95.2%	96.4%	+ 1.3%
\$200,001 to \$300,000	94.6%	95.3%	+ 0.7%
\$300,001 and Above	93.6%	93.8%	+ 0.2%
All Price Ranges	93.4%	94.4%	+ 1.1%

Single-Family

	4-2017	4-2018	Change
\$100,000 and Below	89.4%	90.4%	+ 1.1%
\$100,001 to \$150,000	95.6%	96.3%	+ 0.7%
\$150,001 to \$200,000	95.2%	96.4%	+ 1.3%
\$200,001 to \$300,000	94.6%	95.3%	+ 0.7%
\$300,001 and Above	93.6%	93.7%	+ 0.1%
All Price Ranges	93.4%	94.3%	+ 1.0%

Condo-Townhome

	4-2017	4-2018	Change
\$100,000 and Below	92.7%	94.4%	+ 1.8%
\$100,001 to \$150,000	96.9%	97.7%	+ 0.8%
\$150,001 to \$200,000	95.3%	95.0%	- 0.3%
\$200,001 to \$300,000	95.1%	94.5%	- 0.6%
\$300,001 and Above	91.8%	98.9%	+ 7.7%
All Price Ranges	94.1%	95.4%	+ 1.4%

By Bedroom Count

	4-2017	4-2018	Change
2 Bedrooms or Less	90.7%	91.8%	+ 1.2%
3 Bedrooms	94.3%	95.3%	+ 1.1%
4 Bedrooms or More	92.9%	93.9%	+ 1.1%
All Bedroom Counts	93.4%	94.4%	+ 1.1%

	4-2017	4-2018	Change
2 Bedrooms or Less	89.9%	90.2%	+ 0.3%
3 Bedrooms	94.3%	95.3%	+ 1.1%
4 Bedrooms or More	92.9%	93.9%	+ 1.1%
All Bedroom Counts	93.4%	94.3%	+ 1.0%

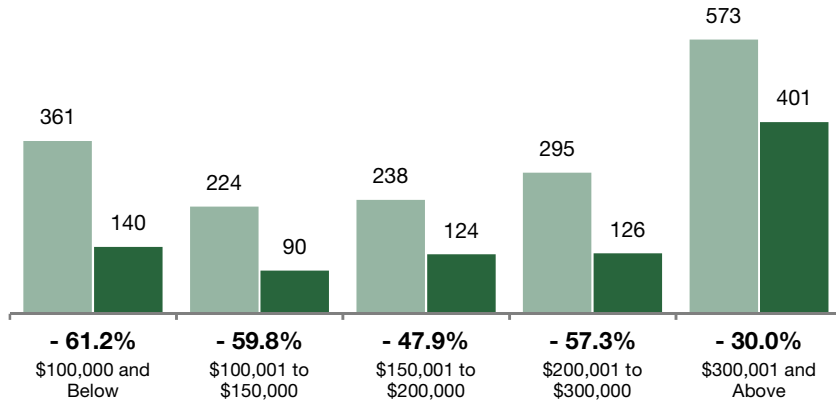
Inventory of Homes for Sale

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



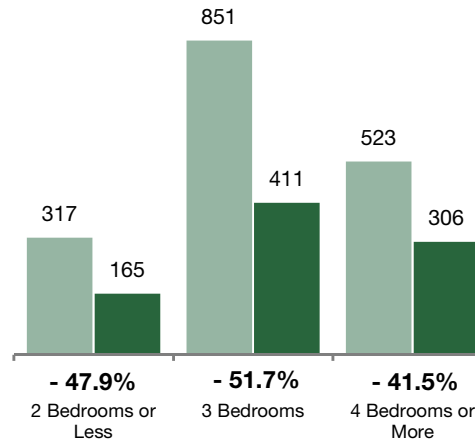
By Price Range

■ 4-2017 ■ 4-2018



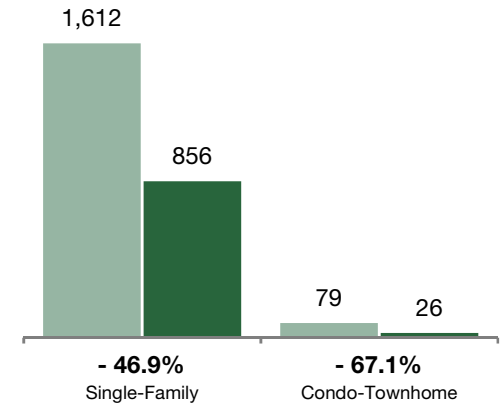
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range

	4-2017	4-2018	Change
\$100,000 and Below	361	140	- 61.2%
\$100,001 to \$150,000	224	90	- 59.8%
\$150,001 to \$200,000	238	124	- 47.9%
\$200,001 to \$300,000	295	126	- 57.3%
\$300,001 and Above	573	401	- 30.0%
All Price Ranges	1,691	882	- 47.8%

Single-Family

	4-2017	4-2018	Change
2 Bedrooms or Less	335	136	- 59.4%
3 Bedrooms	210	86	- 59.0%
4 Bedrooms or More	228	116	- 49.1%
Single-Family Total	275	121	- 56.0%
Condo-Townhome	564	396	- 29.8%
All Price Ranges	1,612	856	- 46.9%

Condo-Townhome

By Bedroom Count

	4-2017	4-2018	Change
2 Bedrooms or Less	317	165	- 47.9%
3 Bedrooms	851	411	- 51.7%
4 Bedrooms or More	523	306	- 41.5%
All Bedroom Counts	1,691	882	- 47.8%

	4-2017	4-2018	Change
2 Bedrooms or Less	278	158	- 43.2%
3 Bedrooms	814	398	- 51.1%
4 Bedrooms or More	520	300	- 42.3%
All Bedroom Counts	1,612	856	- 46.9%

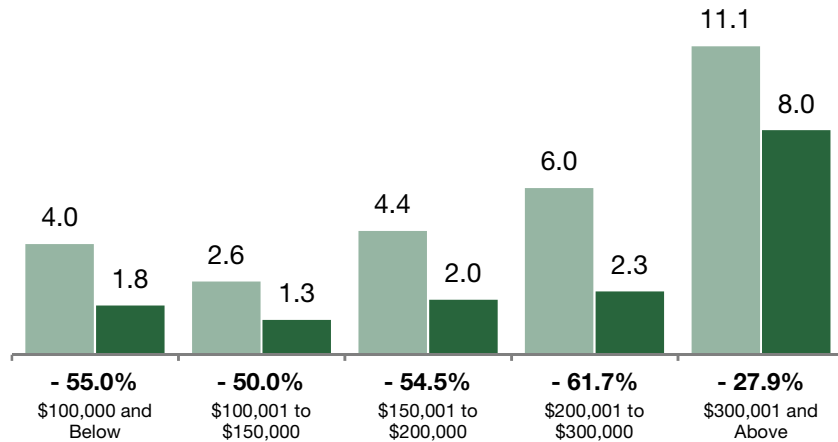
Months Supply of Inventory

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.



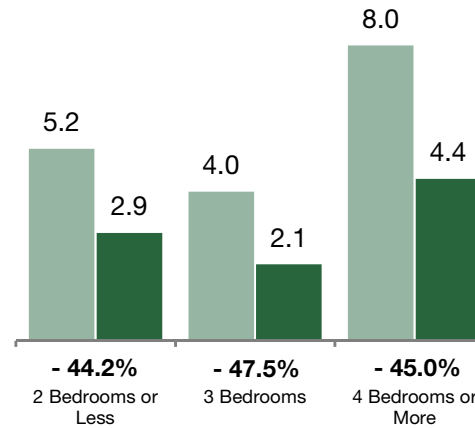
By Price Range

■ 4-2017 ■ 4-2018



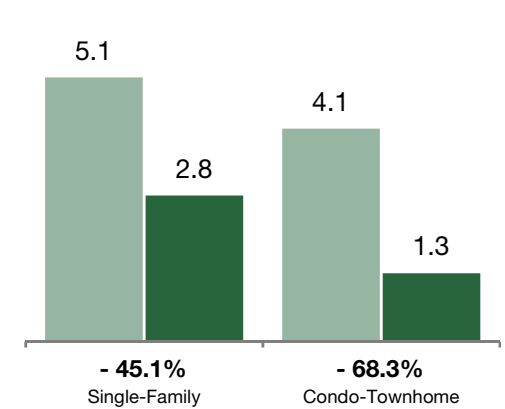
By Bedroom Count

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range

	4-2017	4-2018	Change
\$100,000 and Below	4.0	1.8	- 55.0%
\$100,001 to \$150,000	2.6	1.3	- 50.0%
\$150,001 to \$200,000	4.4	2.0	- 54.5%
\$200,001 to \$300,000	6.0	2.3	- 61.7%
\$300,001 and Above	11.1	8.0	- 27.9%
All Price Ranges	5.0	2.7	- 46.0%

Single-Family

	4-2017	4-2018	Change
2 Bedrooms or Less	5.2	2.9	- 44.2%
3 Bedrooms	4.0	2.1	- 47.5%
4 Bedrooms or More	8.0	4.4	- 45.0%
All Bedroom Counts	5.1	2.8	- 45.1%

Condo-Townhome

	4-2017	4-2018	Change
Single-Family	5.1	2.8	- 45.1%
Condo-Townhome	4.1	1.3	- 68.3%

By Bedroom Count

	4-2017	4-2018	Change
2 Bedrooms or Less	5.2	2.9	- 44.2%
3 Bedrooms	4.0	2.1	- 47.5%
4 Bedrooms or More	8.0	4.4	- 45.0%
All Bedroom Counts	5.0	2.7	- 46.0%

	4-2017	4-2018	Change
2 Bedrooms or Less	5.2	2.9	- 44.2%
3 Bedrooms	4.0	2.1	- 47.5%
4 Bedrooms or More	8.0	4.4	- 45.0%
All Bedroom Counts	5.1	2.8	- 45.1%

	4-2017	4-2018	Change
Single-Family	5.1	2.8	- 45.1%
Condo-Townhome	4.1	1.3	- 68.3%

Additional Price Ranges

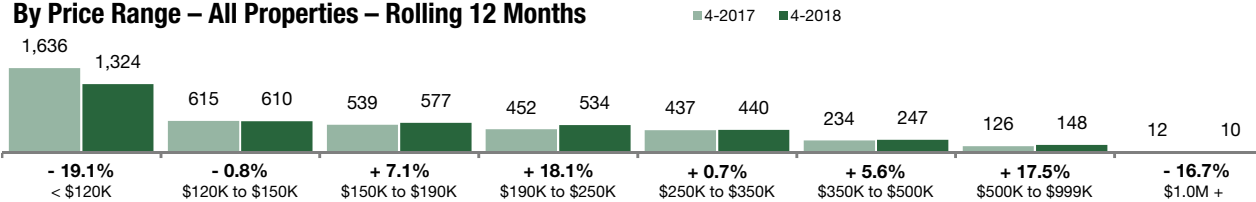
Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.



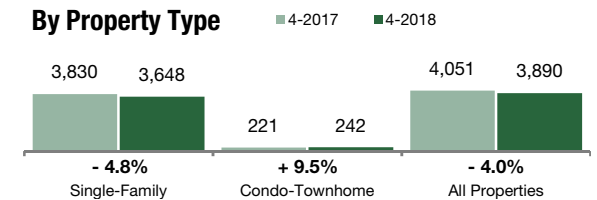
Closed Sales

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$120,000 and Below	1,484	1,187	-20.0%	152	137	-9.9%
\$120,001 to \$150,000	590	571	-3.2%	25	39	+56.0%
\$150,001 to \$190,000	532	555	+4.3%	7	22	+214.3%
\$190,001 to \$250,000	435	507	+16.6%	17	27	+58.8%
\$250,001 to \$350,000	422	426	+0.9%	15	14	-6.7%
\$350,001 to \$500,000	229	246	+7.4%	5	1	-80.0%
\$500,001 to \$999,999	126	146	+15.9%	0	2	--
\$1M and Above	12	10	-16.7%	0	0	--
All Price Ranges	3,830	3,648	-4.8%	221	242	+9.5%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	03-2018	4-2018	Change	03-2018	4-2018	Change
\$120,000 and Below	91	70	-23.1%	4	10	+150.0%
\$120,001 to \$150,000	27	40	+48.1%	4	5	+25.0%
\$150,001 to \$190,000	29	38	+31.0%	0	2	--
\$190,001 to \$250,000	30	32	+6.7%	0	0	--
\$250,001 to \$350,000	29	26	-10.3%	3	1	-66.7%
\$350,001 to \$500,000	17	20	+17.6%	0	1	--
\$500,001 to \$999,999	5	12	+140.0%	0	1	--
\$1M and Above	0	3	--	0	0	--
All Price Ranges	228	241	+5.7%	11	20	+81.8%

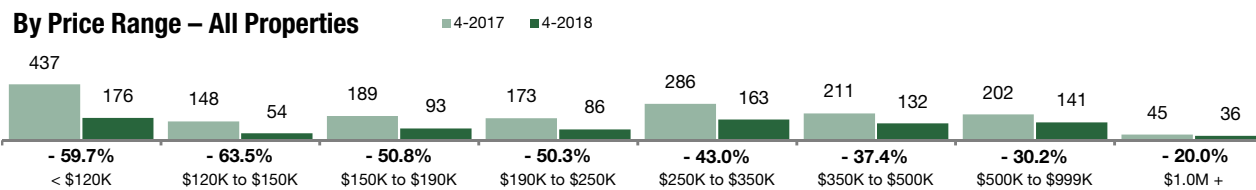
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$120,000 and Below	438	291	-33.6%	45	29	-35.6%
\$120,001 to \$150,000	181	131	-27.6%	3	10	+233.3%
\$150,001 to \$190,000	154	137	-11.0%	1	7	+600.0%
\$190,001 to \$250,000	122	130	+6.6%	6	4	-33.3%
\$250,001 to \$350,000	96	93	-3.1%	5	5	0.0%
\$350,001 to \$500,000	55	67	+21.8%	1	1	0.0%
\$500,001 to \$999,999	30	34	+13.3%	0	1	--
\$1M and Above	4	6	+50.0%	0	0	--
All Price Ranges	1,080	889	-17.7%	61	57	-6.6%

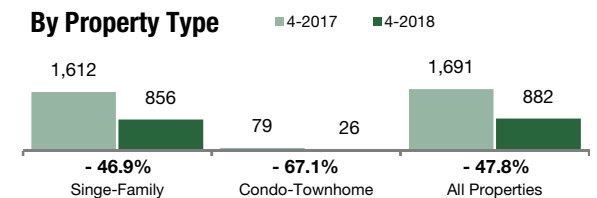
Inventory of Homes for Sale

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$120,000 and Below	406	170	-58.1%	31	6	-80.6%
\$120,001 to \$150,000	139	52	-62.6%	9	2	-77.8%
\$150,001 to \$190,000	182	85	-53.3%	7	8	+14.3%
\$190,001 to \$250,000	163	83	-49.1%	10	3	-70.0%
\$250,001 to \$350,000	272	158	-41.9%	14	5	-64.3%
\$350,001 to \$500,000	206	131	-36.4%	5	1	-80.0%
\$500,001 to \$999,999	199	140	-29.6%	3	1	-66.7%
\$1M and Above	45	36	-20.0%	0	0	--
All Price Ranges	1,612	856	-46.9%	79	26	-67.1%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	03-2018	4-2018	Change	03-2018	4-2018	Change
\$120,000 and Below	186	170	-8.6%	6	6	0.0%
\$120,001 to \$150,000	66	52	-21.2%	5	2	-60.0%
\$150,001 to \$190,000	83	85	+2.4%	8	8	0.0%
\$190,001 to \$250,000	104	83	-20.2%	3	3	0.0%
\$250,001 to \$350,000	164	158	-3.7%	5	5	0.0%
\$350,001 to \$500,000	127	131	+3.1%	1	1	0.0%
\$500,001 to \$999,999	122	140	+14.8%	1	1	0.0%
\$1M and Above	34	36	+5.9%	0	0	--
All Price Ranges	886	856	-3.4%	29	26	-10.3%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$120,000 and Below	438	291	-33.6%	45	29	-35.6%
\$120,001 to \$150,000	181	131	-27.6%	3	10	+233.3%
\$150,001 to \$190,000	154	137	-11.0%	1	7	+600.0%
\$190,001 to \$250,000	122	130	+6.6%	6	4	-33.3%
\$250,001 to \$350,000	96	93	-3.1%	5	5	0.0%
\$350,001 to \$500,000	55	67	+21.8%	1	1	0.0%
\$500,001 to \$999,999	30	34	+13.3%	0	1	--
\$1M and Above	4	6	+50.0%	0	0	--
All Price Ranges	1,080	889	-17.7%	61	57	-6.6%

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.