

Catawba Valley Region Housing Supply Overview



June 2018

We are firmly within summer during an economically strong year in the U.S., thus real estate activity is busy. There are still generally more buyers than sellers in most price and housing style categories, so prices will continue to rise until that situation changes. For the 12-month period spanning July 2017 through June 2018, Pending Sales in the Catawba Valley region were down 7.3 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 9.4 percent.

The overall Median Sales Price was up 10.8 percent to \$154,000. The property type with the largest price gain was the Single-Family segment, where prices increased 9.9 percent to \$156,000. The price range that tended to sell the quickest was the \$100,001 to \$150,000 range at 72 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 123 days.

Market-wide, inventory levels were down 43.6 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 42.8 percent. That amounts to 3.2 months supply for Single-Family homes and 1.3 months supply for Condos-Townhomes.

Quick Facts

+ 9.4%

- 1.5%

- 7.1%

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:

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.

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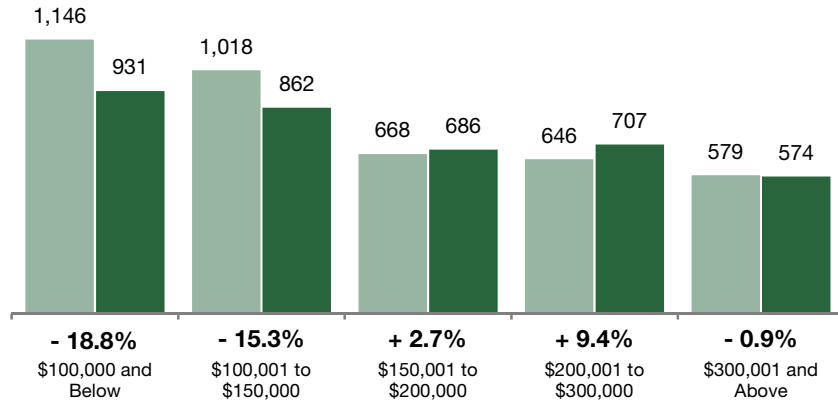
Pending Sales

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



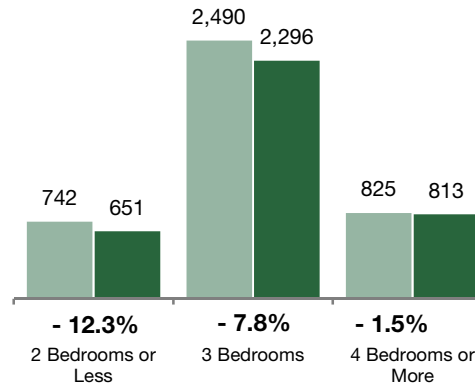
By Price Range

■ 6-2017 ■ 6-2018



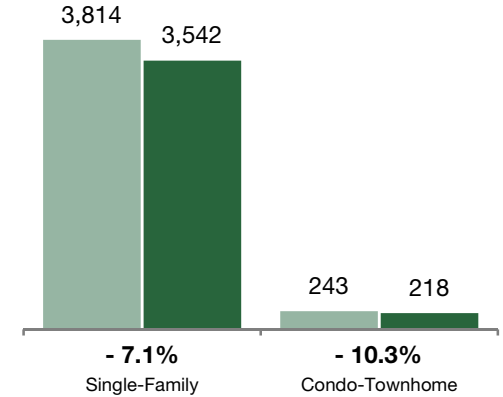
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	1,146	931	- 18.8%
\$100,001 to \$150,000	1,018	862	- 15.3%
\$150,001 to \$200,000	668	686	+ 2.7%
\$200,001 to \$300,000	646	707	+ 9.4%
\$300,001 and Above	579	574	- 0.9%
All Price Ranges	4,057	3,760	- 7.3%

Single-Family

	6-2017	6-2018	Change
2 Bedrooms or Less	1,020	830	- 18.6%
3 Bedrooms	959	805	- 16.1%
4 Bedrooms or More	651	661	+ 1.5%
	615	676	+ 9.9%
	569	570	+ 0.2%
All Single-Family	3,814	3,542	- 7.1%

Condo-Townhome

	6-2017	6-2018	Change
	126	101	- 19.8%
	59	57	- 3.4%
	17	25	+ 47.1%
	31	31	0.0%
	10	4	- 60.0%
All Condo-Townhome	243	218	- 10.3%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	742	651	- 12.3%
3 Bedrooms	2,490	2,296	- 7.8%
4 Bedrooms or More	825	813	- 1.5%
All Bedroom Counts	4,057	3,760	- 7.3%

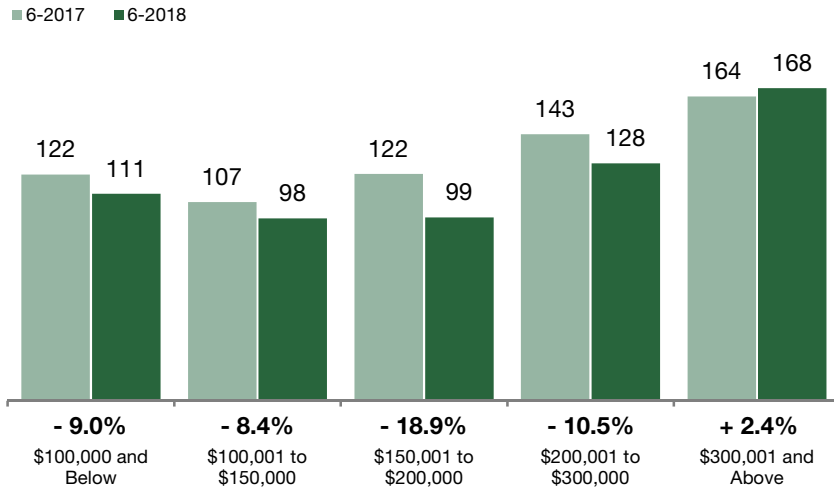
	6-2017	6-2018	Change
2 Bedrooms or Less	568	497	- 12.5%
3 Bedrooms	2,426	2,235	- 7.9%
4 Bedrooms or More	820	810	- 1.2%
All Single-Family	3,814	3,542	- 7.1%

List to Close

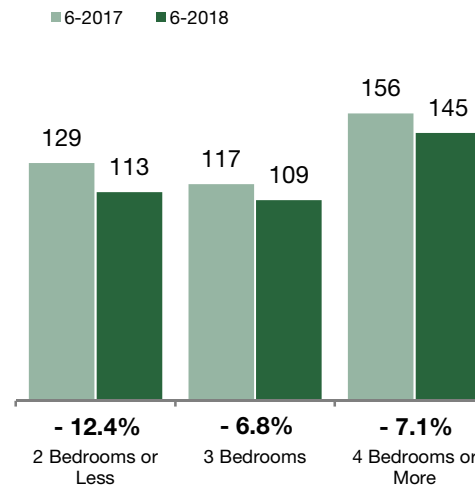
A count of the days between the date listed and the date closed for all properties sold. Based on a rolling 12-month average.



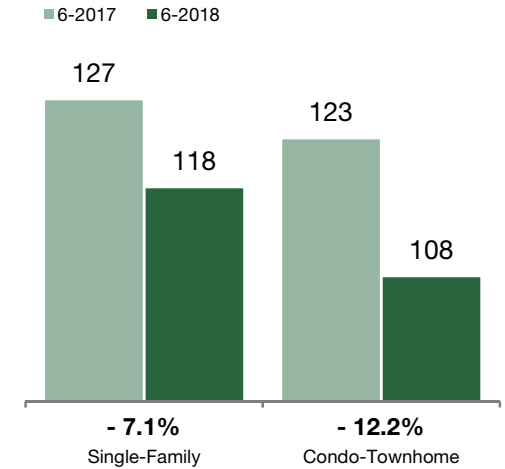
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	122	111	- 9.0%
\$100,001 to \$150,000	107	98	- 8.4%
\$150,001 to \$200,000	122	99	- 18.9%
\$200,001 to \$300,000	143	128	- 10.5%
\$300,001 and Above	164	168	+ 2.4%
All Price Ranges	127	117	- 7.9%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
121	115	- 5.0%	123	85	- 30.9%
107	96	- 10.3%	104	124	+ 19.2%
122	97	- 20.5%	129	127	- 1.6%
143	128	- 10.5%	162	129	- 20.4%
164	168	+ 2.4%	140	213	+ 52.1%
127	118	- 7.1%	123	108	- 12.2%

Condo-Townhome

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	129	113	- 12.4%
3 Bedrooms	117	109	- 6.8%
4 Bedrooms or More	156	145	- 7.1%
All Bedroom Counts	127	117	- 7.9%

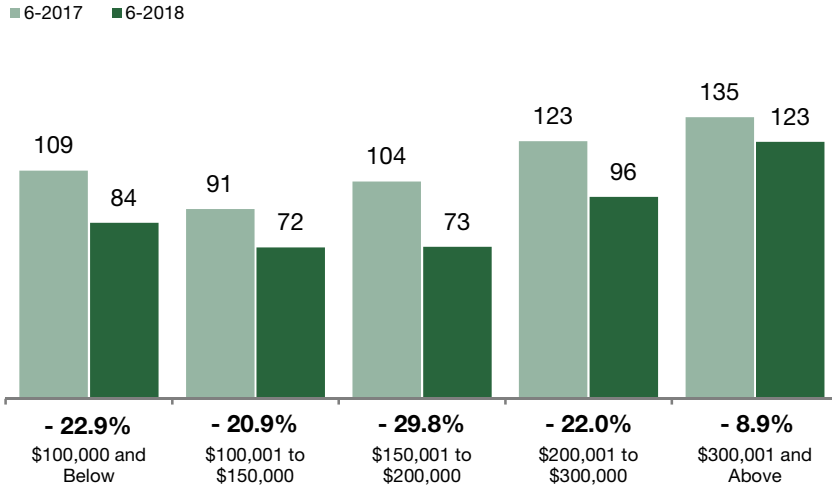
6-2017	6-2018	Change	6-2017	6-2018	Change
134	119	- 11.2%	112	95	- 15.2%
117	108	- 7.7%	144	142	- 1.4%
155	145	- 6.5%	227	108	- 52.4%
127	118	- 7.1%	123	108	- 12.2%

Days on Market Until Sale

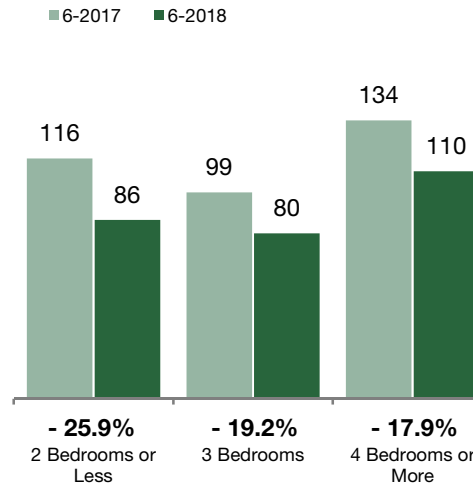
Average number of days between when a property is first listed and when an offer is accepted. **Based on a rolling 12-month average.**



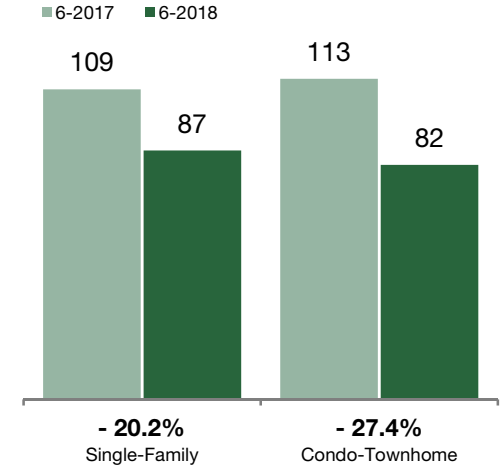
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	109	84	- 22.9%
\$100,001 to \$150,000	91	72	- 20.9%
\$150,001 to \$200,000	104	73	- 29.8%
\$200,001 to \$300,000	123	96	- 22.0%
\$300,001 and Above	135	123	- 8.9%
All Price Ranges	109	87	- 20.2%

Single-Family

6-2017	6-2018	Change
109	87	- 20.2%
90	70	- 22.2%
104	71	- 31.7%
122	96	- 21.3%
135	123	- 8.9%
109	87	- 20.2%

Condo-Townhome

6-2017	6-2018	Change
114	60	- 47.4%
95	102	+ 7.4%
116	101	- 12.9%
146	107	- 26.7%
119	113	- 5.0%
113	82	- 27.4%

By Bedroom Count

6-2017	6-2018	Change
116	86	- 25.9%
99	80	- 19.2%
134	110	- 17.9%
109	87	- 20.2%

6-2017	6-2018	Change
119	91	- 23.5%
99	79	- 20.2%
134	110	- 17.9%
109	87	- 20.2%

6-2017	6-2018	Change
103	72	- 30.1%
130	110	- 15.4%
219	80	- 63.5%
113	82	- 27.4%

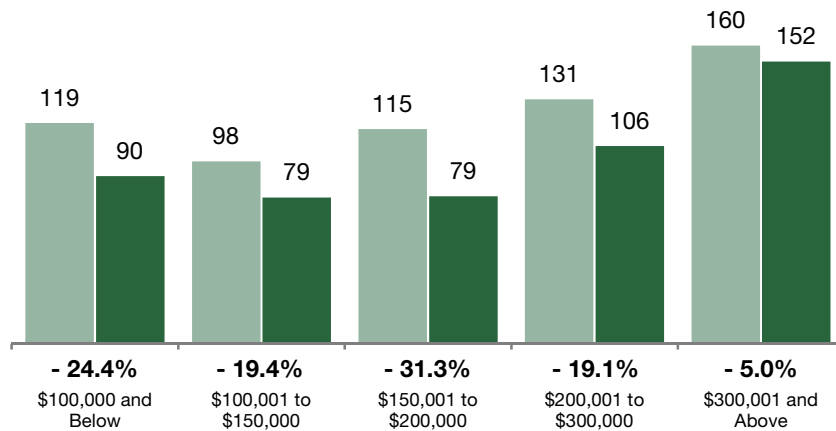
Cumulative Days on Market Until Sale

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.



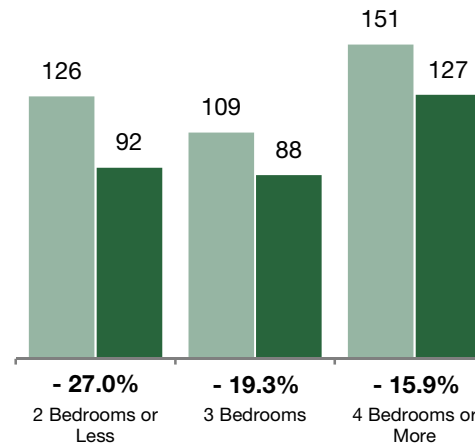
By Price Range

■ 6-2017 ■ 6-2018



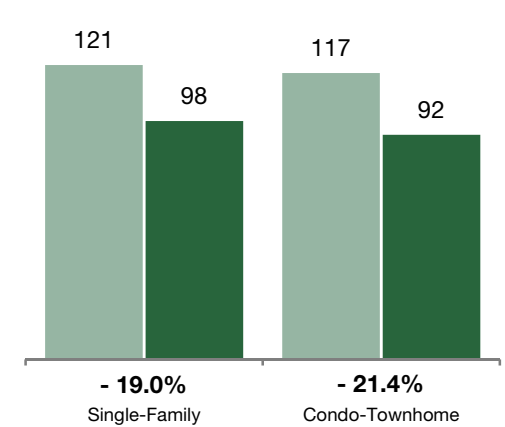
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	119	90	-24.4%
\$100,001 to \$150,000	98	79	-19.4%
\$150,001 to \$200,000	115	79	-31.3%
\$200,001 to \$300,000	131	106	-19.1%
\$300,001 and Above	160	152	-5.0%
All Price Ranges	120	97	-19.2%

Single-Family

	6-2017	6-2018	Change
\$100,000 and Below	119	93	-21.8%
\$100,001 to \$150,000	98	77	-21.4%
\$150,001 to \$200,000	115	77	-33.0%
\$200,001 to \$300,000	130	105	-19.2%
\$300,001 and Above	161	152	-5.6%
All Price Ranges	121	98	-19.0%

Condo-Townhome

	6-2017	6-2018	Change
\$100,000 and Below	119	68	-42.9%
\$100,001 to \$150,000	99	103	+4.0%
\$150,001 to \$200,000	117	121	+3.4%
\$200,001 to \$300,000	154	135	-12.3%
\$300,001 and Above	120	114	-5.0%
All Price Ranges	117	92	-21.4%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	126	92	-27.0%
3 Bedrooms	109	88	-19.3%
4 Bedrooms or More	151	127	-15.9%
All Bedroom Counts	120	97	-19.2%

	6-2017	6-2018	Change
2 Bedrooms or Less	131	98	-25.2%
3 Bedrooms	108	87	-19.4%
4 Bedrooms or More	151	127	-15.9%
All Bedroom Counts	121	98	-19.0%

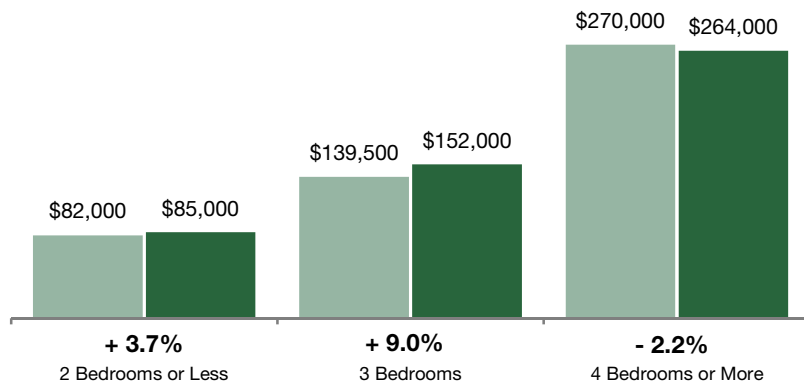
Median Sales Price

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



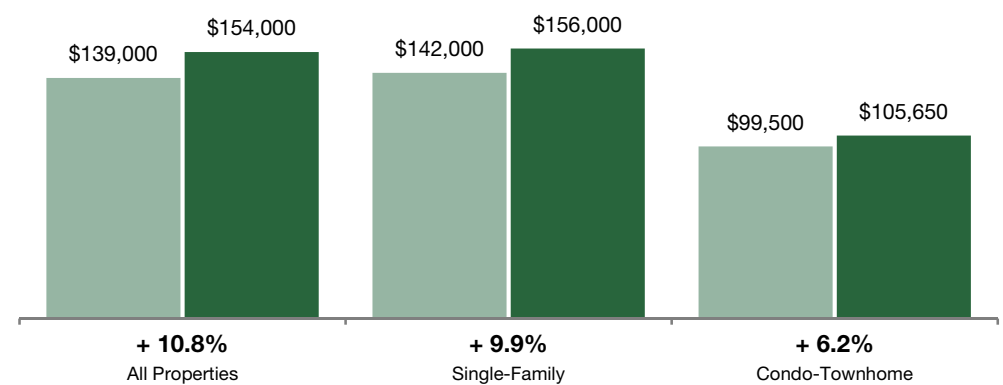
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	\$82,000	\$85,000	+ 3.7%
3 Bedrooms	\$139,500	\$152,000	+ 9.0%
4 Bedrooms or More	\$270,000	\$264,000	- 2.2%
All Bedroom Counts	\$139,000	\$154,000	+ 10.8%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
\$82,000	\$83,200	+ 1.5%	\$79,900	\$87,500	+ 9.5%
\$139,000	\$151,500	+ 9.0%	\$145,000	\$158,950	+ 9.6%
\$270,000	\$264,090	- 2.2%	\$337,500	\$264,000	- 21.8%
\$142,000	\$156,000	+ 9.9%	\$99,500	\$105,650	+ 6.2%

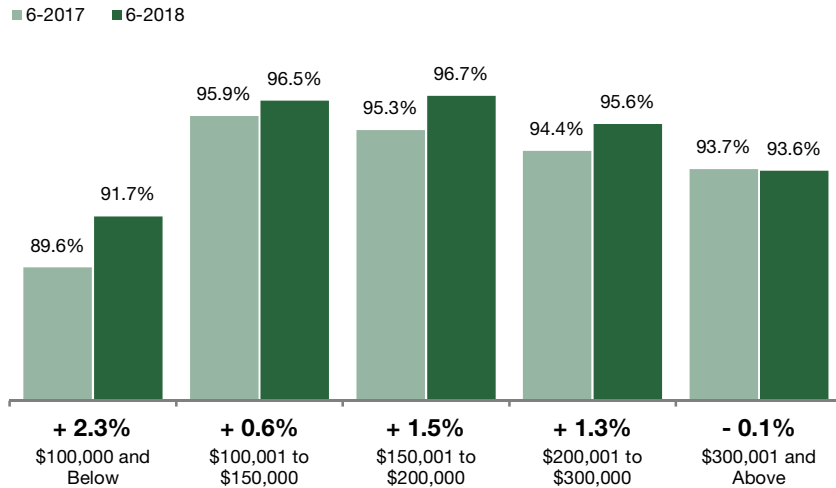
Condo-Townhome

Percent of Original List Price Received

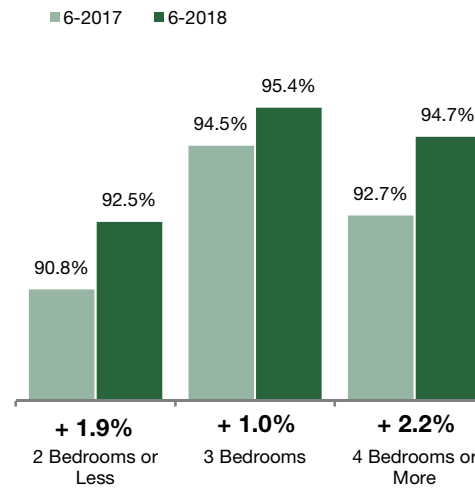
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



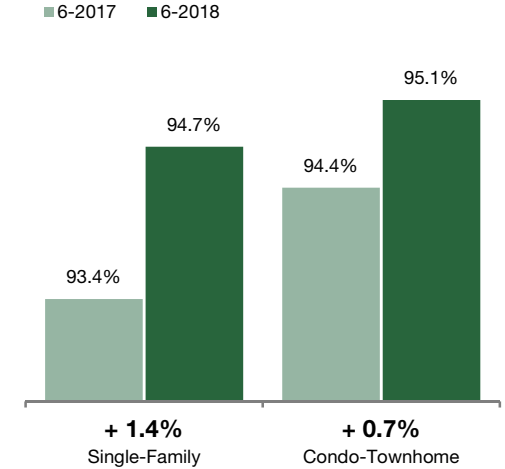
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$100,000 and Below	89.6%	91.7%	+ 2.3%
\$100,001 to \$150,000	95.9%	96.5%	+ 0.6%
\$150,001 to \$200,000	95.3%	96.7%	+ 1.5%
\$200,001 to \$300,000	94.4%	95.6%	+ 1.3%
\$300,001 and Above	93.7%	93.6%	- 0.1%
All Price Ranges	93.5%	94.8%	+ 1.4%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
89.2%	91.3%	+ 2.4%	93.0%	94.3%	+ 1.4%
95.8%	96.5%	+ 0.7%	97.2%	96.6%	- 0.6%
95.3%	96.8%	+ 1.6%	95.8%	95.1%	- 0.7%
94.4%	95.6%	+ 1.3%	94.7%	95.1%	+ 0.4%
93.7%	93.6%	- 0.1%	89.2%	97.7%	+ 9.5%
93.4%	94.7%	+ 1.4%	94.4%	95.1%	+ 0.7%

Condo-Townhome

By Bedroom Count	6-2017	6-2018	Change
2 Bedrooms or Less	90.8%	92.5%	+ 1.9%
3 Bedrooms	94.5%	95.4%	+ 1.0%
4 Bedrooms or More	92.7%	94.7%	+ 2.2%
All Bedroom Counts	93.5%	94.8%	+ 1.4%

6-2017	6-2018	Change	6-2017	6-2018	Change
89.8%	91.4%	+ 1.8%	94.3%	95.7%	+ 1.5%
94.4%	95.5%	+ 1.2%	95.2%	93.8%	- 1.5%
92.7%	94.7%	+ 2.2%	85.3%	93.7%	+ 9.8%
93.4%	94.7%	+ 1.4%	94.4%	95.1%	+ 0.7%

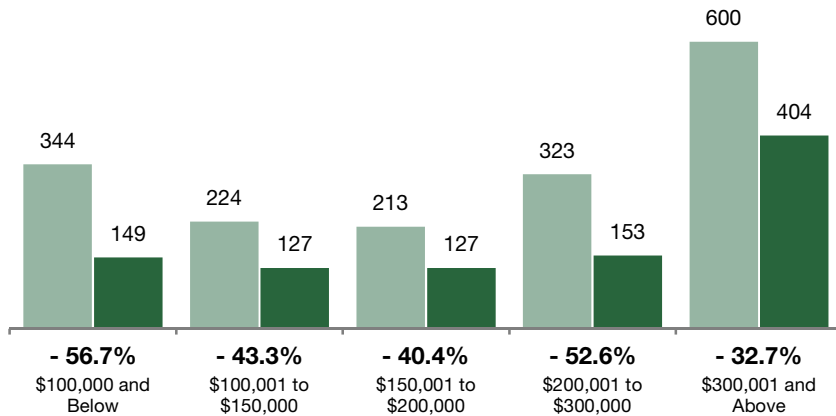
Inventory of Homes for Sale

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



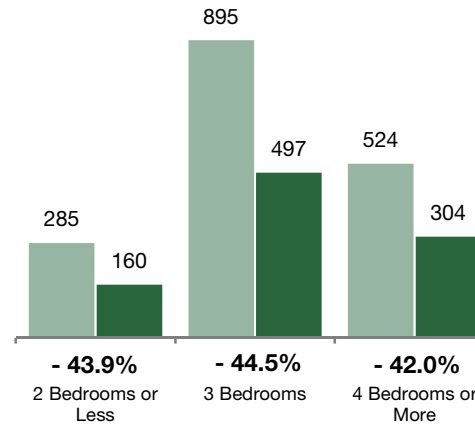
By Price Range

■ 6-2017 ■ 6-2018



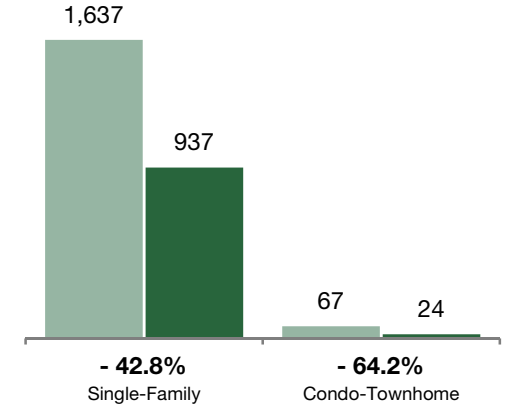
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	344	149	- 56.7%
\$100,001 to \$150,000	224	127	- 43.3%
\$150,001 to \$200,000	213	127	- 40.4%
\$200,001 to \$300,000	323	153	- 52.6%
\$300,001 and Above	600	404	- 32.7%
All Price Ranges	1,704	961	- 43.6%

Single-Family

	6-2017	6-2018	Change
2 Bedrooms or Less	318	145	- 54.4%
3 Bedrooms	213	124	- 41.8%
4 Bedrooms or More	209	118	- 43.5%
Single-Family Total	595	400	- 32.8%
All Price Ranges	1,637	937	- 42.8%

Condo-Townhome

	6-2017	6-2018	Change
Condo-Townhome	26	4	- 84.6%
Single-Family	11	3	- 72.7%
4 Bedrooms or More	4	9	+ 125.0%
Single-Family	21	4	- 81.0%
Condo-Townhome	5	4	- 20.0%
All Price Ranges	67	24	- 64.2%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	285	160	- 43.9%
3 Bedrooms	895	497	- 44.5%
4 Bedrooms or More	524	304	- 42.0%
All Bedroom Counts	1,704	961	- 43.6%

	6-2017	6-2018	Change
2 Bedrooms or Less	253	154	- 39.1%
3 Bedrooms	861	484	- 43.8%
4 Bedrooms or More	523	299	- 42.8%
All Bedroom Counts	1,637	937	- 42.8%

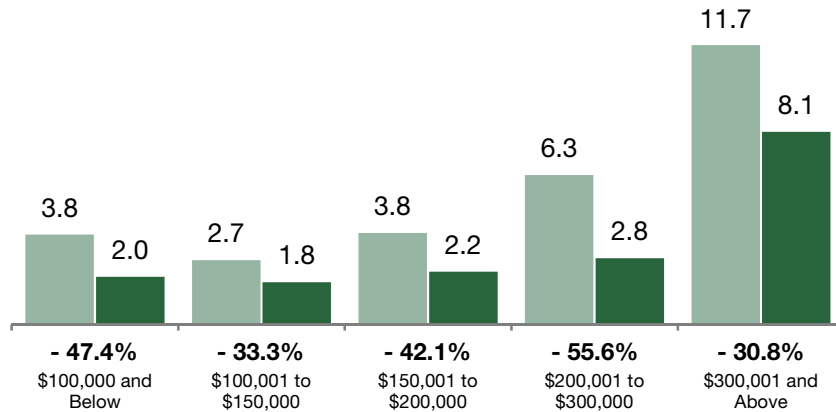
Months Supply of Inventory

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.



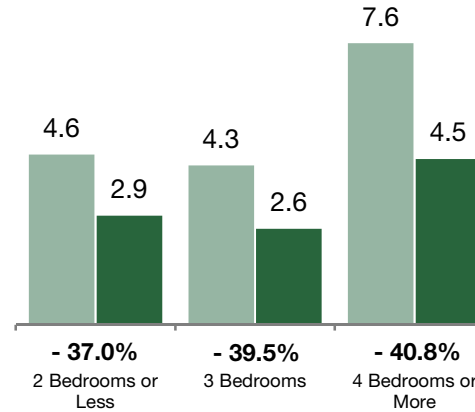
By Price Range

■ 6-2017 ■ 6-2018



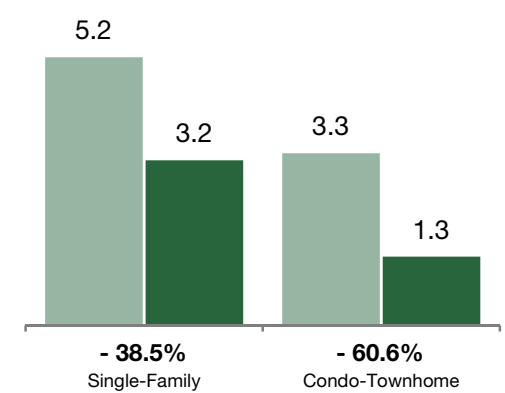
By Bedroom Count

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range

	6-2017	6-2018	Change
\$100,000 and Below	3.8	2.0	- 47.4%
\$100,001 to \$150,000	2.7	1.8	- 33.3%
\$150,001 to \$200,000	3.8	2.2	- 42.1%
\$200,001 to \$300,000	6.3	2.8	- 55.6%
\$300,001 and Above	11.7	8.1	- 30.8%
All Price Ranges	5.0	3.1	- 38.0%

Single-Family

	6-2017	6-2018	Change
2 Bedrooms or Less	3.9	2.2	- 43.6%
3 Bedrooms	2.8	1.8	- 35.7%
4 Bedrooms or More	3.8	2.2	- 42.1%
All Bedroom Counts	6.2	2.8	- 54.8%
All Price Ranges	5.2	3.2	- 38.5%

Condo-Townhome

	6-2017	6-2018	Change
Single-Family	2.8	0.5	- 82.1%
Condo-Townhome	1.4	1.5	+ 7.1%
All Property Types	2.9	2.0	- 31.0%
4 Bedrooms or More	6.0	1.4	- 76.7%
3 Bedrooms	4.2	2.0	- 52.4%
All Price Ranges	3.3	1.3	- 60.6%

By Bedroom Count

	6-2017	6-2018	Change
2 Bedrooms or Less	4.6	2.9	- 37.0%
3 Bedrooms	4.3	2.6	- 39.5%
4 Bedrooms or More	7.6	4.5	- 40.8%
All Bedroom Counts	5.0	3.1	- 38.0%

	6-2017	6-2018	Change
2 Bedrooms or Less	5.3	3.7	- 30.2%
3 Bedrooms	4.3	2.6	- 39.5%
4 Bedrooms or More	7.7	4.4	- 42.9%
All Bedroom Counts	5.2	3.2	- 38.5%

	6-2017	6-2018	Change
Single-Family	2.2	0.5	- 77.3%
Condo-Townhome	6.4	2.6	- 59.4%
All Property Types	0.6	3.3	+ 450.0%
4 Bedrooms or More	3.3	1.3	- 60.6%
All Price Ranges	3.3	1.3	- 60.6%

Additional Price Ranges

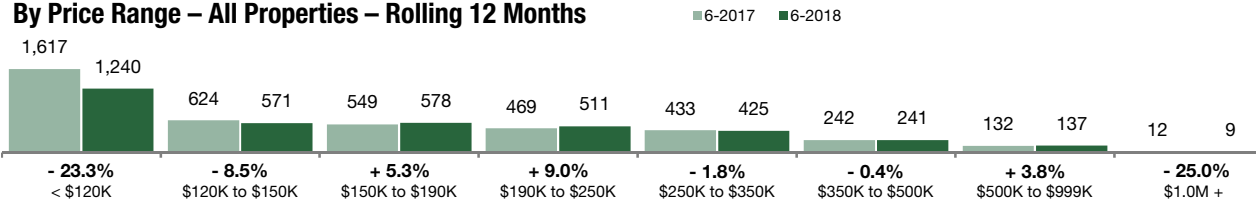
Closed Sales and Inventory of Homes for Sale for a wider set of price ranges, given for a rolling 12-month period, compared to prior month and year to date.



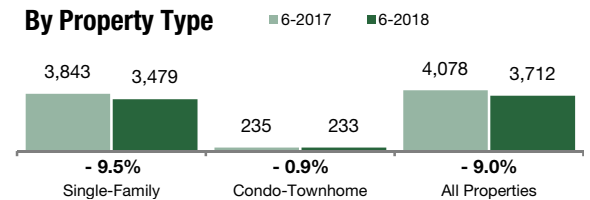
Closed Sales

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		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$120,000 and Below	1,463	1,108	-24.3%	154	132	-14.3%
\$120,001 to \$150,000	593	536	-9.6%	31	35	+12.9%
\$150,001 to \$190,000	537	556	+3.5%	12	22	+83.3%
\$190,001 to \$250,000	449	486	+8.2%	20	25	+25.0%
\$250,001 to \$350,000	420	410	-2.4%	13	15	+15.4%
\$350,001 to \$500,000	237	239	+0.8%	5	2	-60.0%
\$500,001 to \$999,999	132	135	+2.3%	0	2	--
\$1M and Above	12	9	-25.0%	0	0	--
All Price Ranges	3,843	3,479	-9.5%	235	233	-0.9%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	05-2018	6-2018	Change	05-2018	6-2018	Change
\$120,000 and Below	85	88	+3.5%	13	11	-15.4%
\$120,001 to \$150,000	42	33	-21.4%	2	4	+100.0%
\$150,001 to \$190,000	51	44	-13.7%	4	1	-75.0%
\$190,001 to \$250,000	40	45	+12.5%	2	2	0.0%
\$250,001 to \$350,000	37	35	-5.4%	1	1	0.0%
\$350,001 to \$500,000	25	21	-16.0%	0	0	--
\$500,001 to \$999,999	8	16	+100.0%	0	0	--
\$1M and Above	2	0	-100.0%	0	0	--
All Price Ranges	290	282	-2.8%	22	19	-13.6%

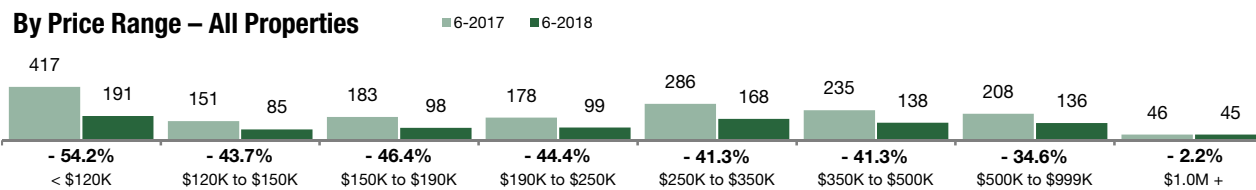
Year to Date

By Price Range	Single-Family			Condo-Townhome		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$120,000 and Below	703	475	-32.4%	75	54	-28.0%
\$120,001 to \$150,000	299	214	-28.4%	14	17	+21.4%
\$150,001 to \$190,000	251	235	-6.4%	6	12	+100.0%
\$190,001 to \$250,000	231	218	-5.6%	12	8	-33.3%
\$250,001 to \$350,000	188	169	-10.1%	6	7	+16.7%
\$350,001 to \$500,000	108	113	+4.6%	1	2	+100.0%
\$500,001 to \$999,999	65	58	-10.8%	0	1	--
\$1M and Above	7	8	+14.3%	0	0	--
All Price Ranges	1,852	1,490	-19.5%	114	101	-11.4%

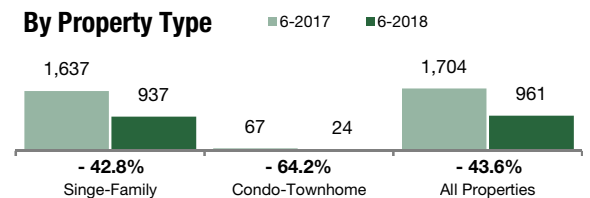
Inventory of Homes for Sale

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 – All Properties



By Property Type



Year over Year

By Price Range	Single-Family			Condo-Townhome		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$120,000 and Below	385	185	-51.9%	32	6	-81.3%
\$120,001 to \$150,000	146	84	-42.5%	5	1	-80.0%
\$150,001 to \$190,000	180	89	-50.6%	3	9	+200.0%
\$190,001 to \$250,000	169	97	-42.6%	9	2	-77.8%
\$250,001 to \$350,000	271	164	-39.5%	15	4	-73.3%
\$350,001 to \$500,000	234	137	-41.5%	1	1	0.0%
\$500,001 to \$999,999	206	135	-34.5%	2	1	-50.0%
\$1M and Above	46	45	-2.2%	0	0	--
All Price Ranges	1,637	937	-42.8%	67	24	-64.2%

Compared to Prior Month

By Price Range	Single-Family			Condo-Townhome		
	05-2018	6-2018	Change	05-2018	6-2018	Change
\$120,000 and Below	157	185	+17.8%	6	6	0.0%
\$120,001 to \$150,000	62	84	+35.5%	2	1	-50.0%
\$150,001 to \$190,000	100	89	-11.0%	9	9	0.0%
\$190,001 to \$250,000	93	97	+4.3%	3	2	-33.3%
\$250,001 to \$350,000	160	164	+2.5%	5	4	-20.0%
\$350,001 to \$500,000	132	137	+3.8%	1	1	0.0%
\$500,001 to \$999,999	131	135	+3.1%	1	1	0.0%
\$1M and Above	41	45	+9.8%	0	0	--
All Price Ranges	877	937	+6.8%	27	24	-11.1%

Year to Date

By Price Range	Single-Family			Condo-Townhome		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$120,000 and Below	703	475	-32.4%	75	54	-28.0%
\$120,001 to \$150,000	299	214	-28.4%	14	17	+21.4%
\$150,001 to \$190,000	251	235	-6.4%	6	12	+100.0%
\$190,001 to \$250,000	231	218	-5.6%	12	8	-33.3%
\$250,001 to \$350,000	188	169	-10.1%	6	7	+16.7%
\$350,001 to \$500,000	108	113	+4.6%	1	2	+100.0%
\$500,001 to \$999,999	65	58	-10.8%	0	1	--
\$1M and Above	7	8	+14.3%	0	0	--
All Price Ranges	1,852	1,490	-19.5%	114	101	-11.4%

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.