

# Monthly Indicators



## March 2018

New residential real estate activity has been relatively slow in the first quarter of 2018, yet housing is proving its resiliency in a consistently improving economy. Some markets have had increases in signed contracts, but the vast majority of the nation continues to experience fewer closed sales and lower inventory compared to last year at this time. Despite there being fewer homes for sale, buyer demand has remained strong enough to keep prices on the rise, which should continue for the foreseeable future.

New Listings decreased 18.6 percent to 882. Pending Sales were down 0.1 percent to 779. Inventory levels shrank 34.2 percent to 1,436 units.

Prices continued to gain traction. The Median Sales Price increased 17.6 percent to \$200,000. Days on Market was down 23.5 percent to 52 days. Sellers were encouraged as Months Supply of Inventory was down 37.5 percent to 2.0 months.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

## Activity Snapshot

**- 7.9%**      **- 34.2%**      **+ 17.6%**

One-Year Change in **Closed Sales**      One-Year Change in **Inventory**      One-Year Change in **Median Sales Price**

Residential real estate activity in the counties of Lehigh and Northampton, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change from Previous Year	YTD 2017	YTD 2018	Percent Change from Previous Year
New Listings		1,083	882	- 18.6%	2,660	2,351	- 11.6%
Pending Sales		780	779	- 0.1%	1,958	1,981	+ 1.2%
Closed Sales		646	595	- 7.9%	1,528	1,507	- 1.4%
Days on Market		68	52	- 23.5%	64	50	- 21.9%
Median Sales Price		\$170,000	\$200,000	+ 17.6%	\$170,000	\$190,000	+ 11.8%
Average Sales Price		\$196,949	\$231,423	+ 17.5%	\$199,549	\$225,085	+ 12.8%
Pct. of List Price Received		97.8%	98.3%	+ 0.5%	97.2%	97.9%	+ 0.7%
Housing Affordability Index		188	157	- 16.5%	188	166	- 11.7%
Inventory		2,183	1,436	- 34.2%	--	--	--
Months Supply		3.2	2.0	- 37.5%	--	--	--

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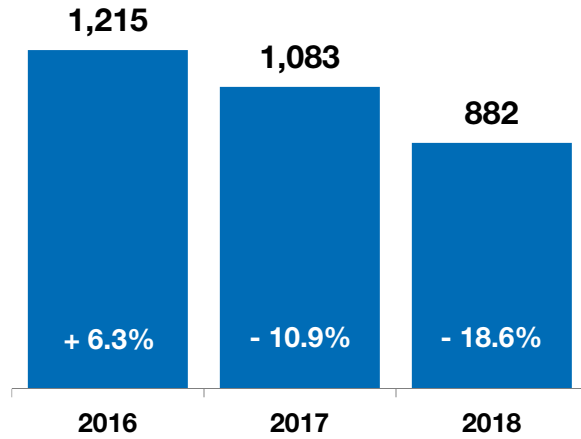
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# New Listings

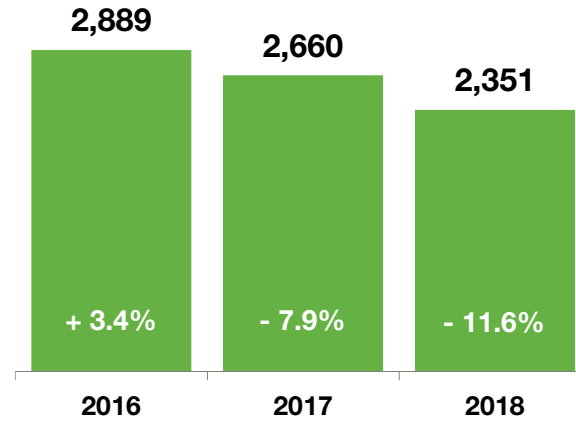
A count of the properties that have been newly listed on the market in a given month.



## March

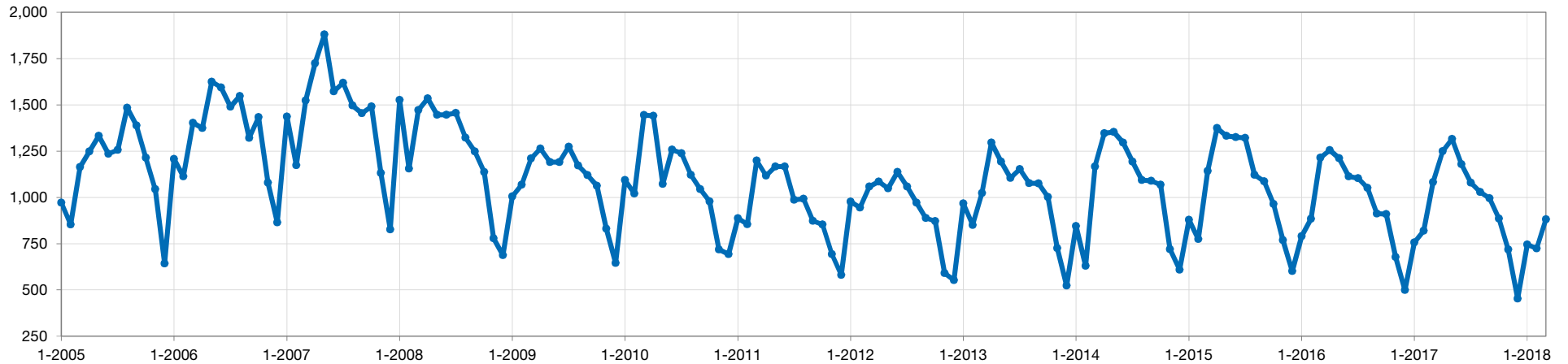


## Year to Date



	New Listings	Prior Year	Percent Change
April 2017	1,249	1,255	-0.5%
May 2017	1,316	1,211	+8.7%
June 2017	1,179	1,113	+5.9%
July 2017	1,079	1,104	-2.3%
August 2017	1,029	1,052	-2.2%
September 2017	995	912	+9.1%
October 2017	885	909	-2.6%
November 2017	718	678	+5.9%
December 2017	453	499	-9.2%
January 2018	745	757	-1.6%
February 2018	724	820	-11.7%
<b>March 2018</b>	<b>882</b>	<b>1,083</b>	<b>-18.6%</b>
12-Month Avg	938	949	-1.2%

## Historical New Listings by Month



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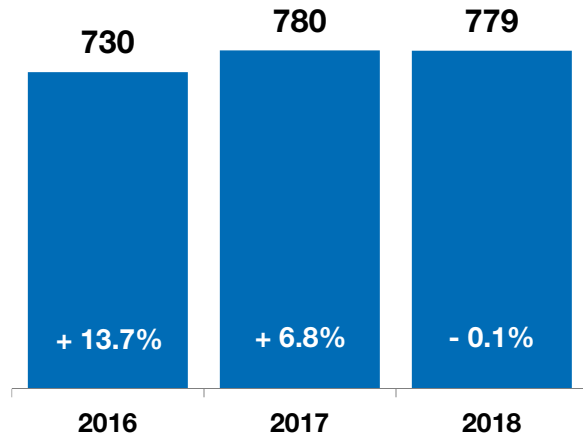
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# Pending Sales

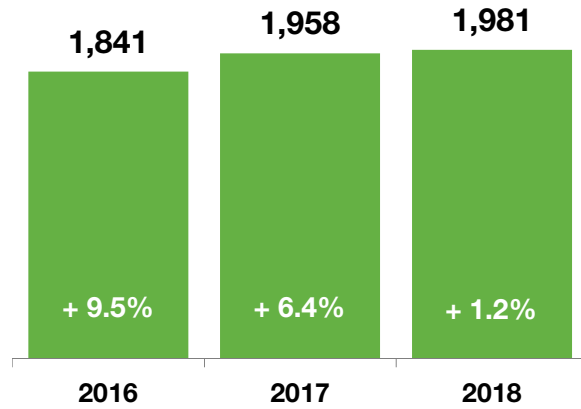
A count of the properties on which offers have been accepted in a given month.



## March

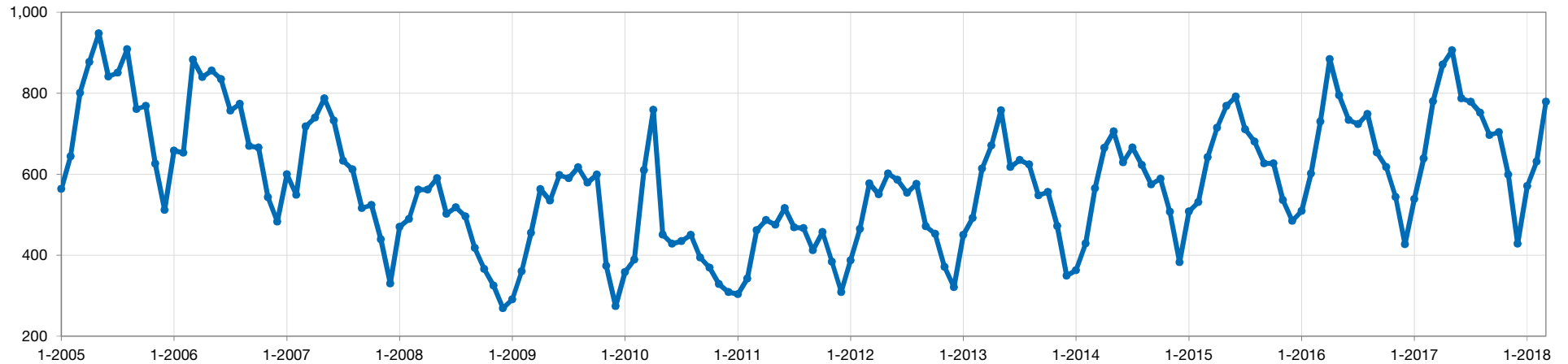


## Year to Date



	Pending Sales	Prior Year	Percent Change
April 2017	871	884	-1.5%
May 2017	906	795	+14.0%
June 2017	787	734	+7.2%
July 2017	779	724	+7.6%
August 2017	752	749	+0.4%
September 2017	697	654	+6.6%
October 2017	704	618	+13.9%
November 2017	599	544	+10.1%
December 2017	428	427	+0.2%
January 2018	571	539	+5.9%
February 2018	631	639	-1.3%
<b>March 2018</b>	<b>779</b>	<b>780</b>	<b>-0.1%</b>
12-Month Avg	709	674	+5.2%

## Historical Pending Sales by Month



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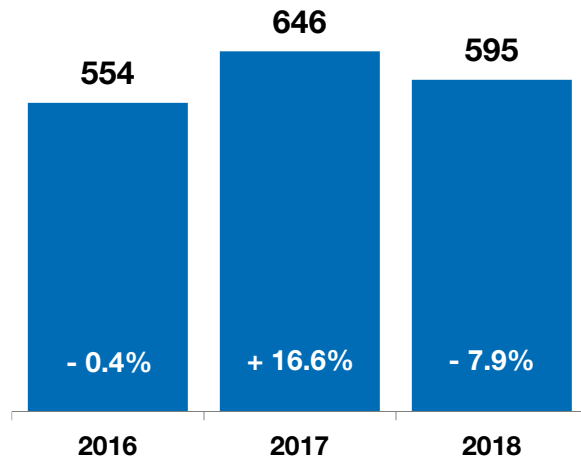
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# Closed Sales

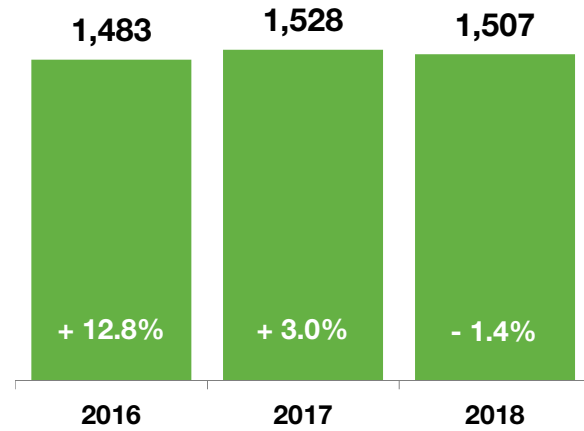
A count of the actual sales that closed in a given month.



## March



## Year to Date



Closed Sales	Prior Year	Percent Change	
April 2017	661	665	-0.6%
May 2017	836	716	+16.8%
June 2017	961	926	+3.8%
July 2017	786	747	+5.2%
August 2017	865	807	+7.2%
September 2017	721	722	-0.1%
October 2017	708	713	-0.7%
November 2017	691	614	+12.5%
December 2017	637	635	+0.3%
January 2018	469	431	+8.8%
February 2018	443	451	-1.8%
<b>March 2018</b>	<b>595</b>	<b>646</b>	<b>-7.9%</b>
12-Month Avg	698	673	+3.7%

## Historical Closed Sales by Month



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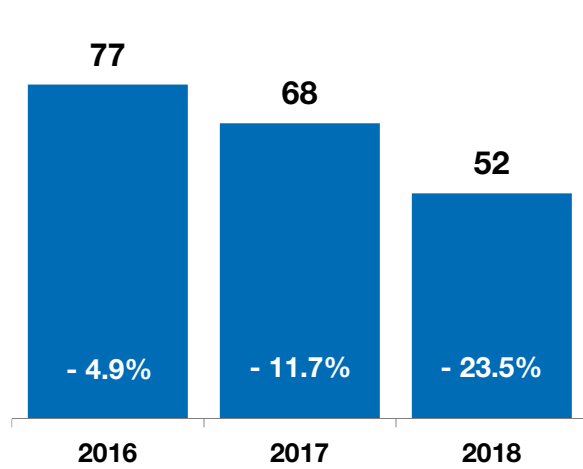
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# Days on Market Until Sale

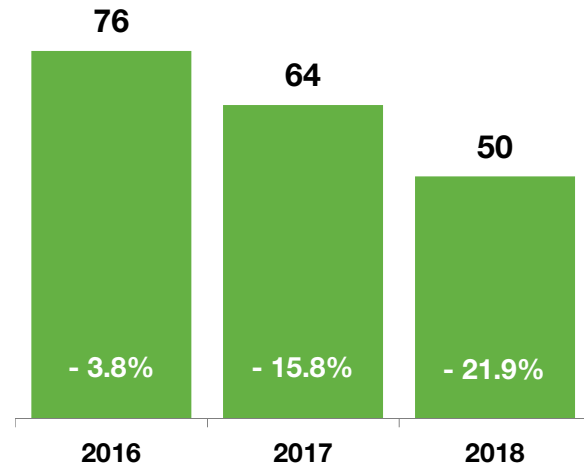
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



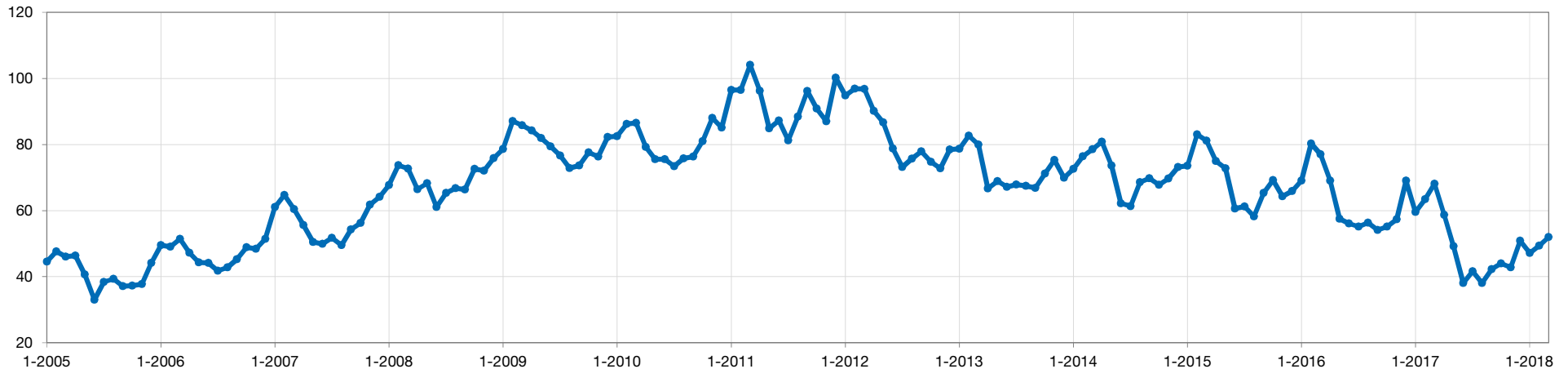
## Year to Date



Days on Market	Prior Year	Percent Change	
April 2017	59	69	-14.5%
May 2017	49	58	-15.5%
June 2017	38	56	-32.1%
July 2017	42	55	-23.6%
August 2017	38	56	-32.1%
September 2017	42	54	-22.2%
October 2017	44	55	-20.0%
November 2017	43	57	-24.6%
December 2017	51	69	-26.1%
January 2018	47	60	-21.7%
February 2018	49	63	-22.2%
<b>March 2018</b>	<b>52</b>	<b>68</b>	<b>-23.5%</b>
12-Month Avg*	45	60	-25.0%

\* Average Days on Market of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



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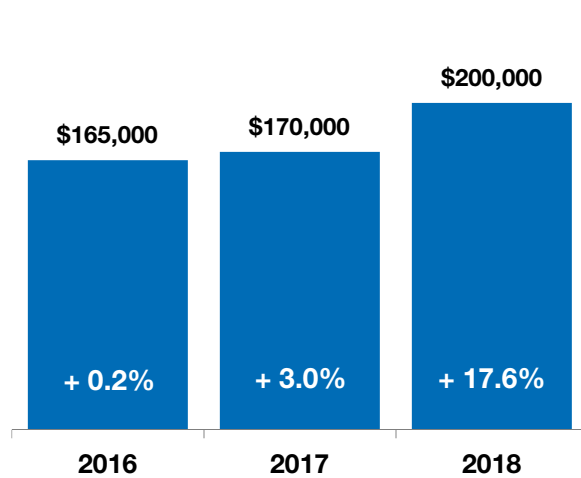
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# Median Sales Price

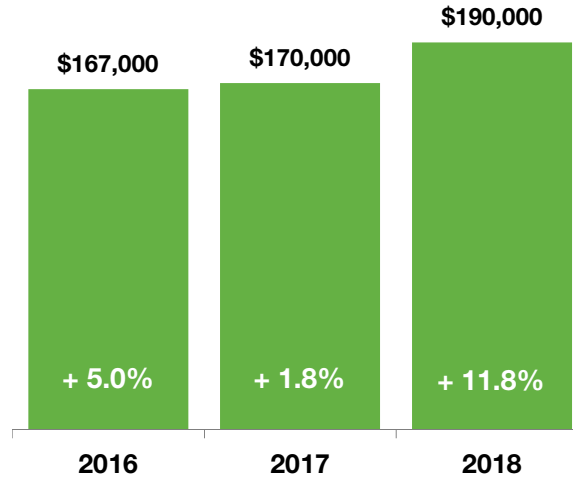
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



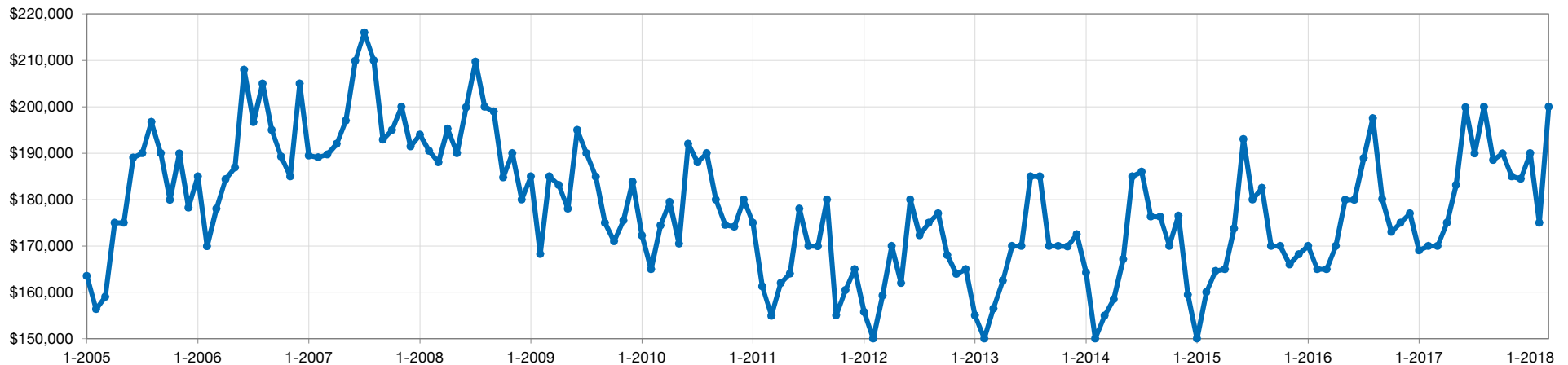
## Year to Date



Median Sales Price	Prior Year	Percent Change
April 2017	\$175,000	+2.9%
May 2017	\$183,105	+1.8%
June 2017	\$199,900	+11.1%
July 2017	\$189,900	+0.5%
August 2017	\$200,000	+1.3%
September 2017	\$188,500	+4.7%
October 2017	\$189,950	+9.8%
November 2017	\$185,000	+5.7%
December 2017	\$184,500	+4.2%
January 2018	\$190,000	+12.4%
February 2018	\$175,000	+2.9%
<b>March 2018</b>	<b>\$200,000</b>	<b>+17.6%</b>
12-Month Med*	\$189,000	+5.6%

\* Median Sales Price of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



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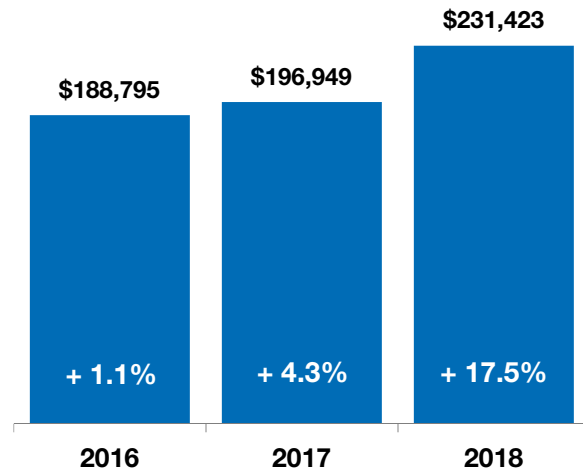
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# Average Sales Price

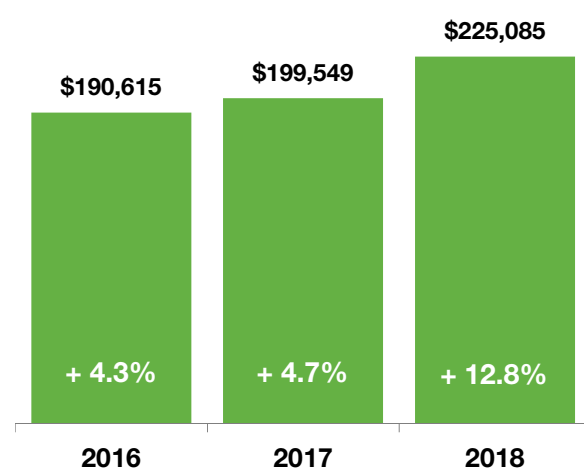
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2017	\$204,045	\$195,299	+4.5%
May 2017	\$209,714	\$215,508	-2.7%
June 2017	\$232,579	\$205,965	+12.9%
July 2017	\$222,706	\$211,578	+5.3%
August 2017	\$224,818	\$228,350	-1.5%
September 2017	\$219,613	\$215,394	+2.0%
October 2017	\$215,708	\$196,152	+10.0%
November 2017	\$217,764	\$197,581	+10.2%
December 2017	\$220,229	\$202,879	+8.6%
January 2018	\$228,597	\$194,421	+17.6%
February 2018	\$212,643	\$208,197	+2.1%
<b>March 2018</b>	<b>\$231,423</b>	<b>\$196,949</b>	<b>+17.5%</b>
12-Month Avg*	\$220,259	\$206,571	+6.6%

\* Avg. Sales Price of all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



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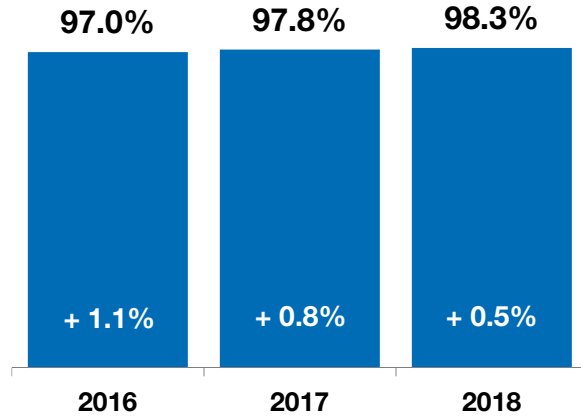


# Percent of List Price Received

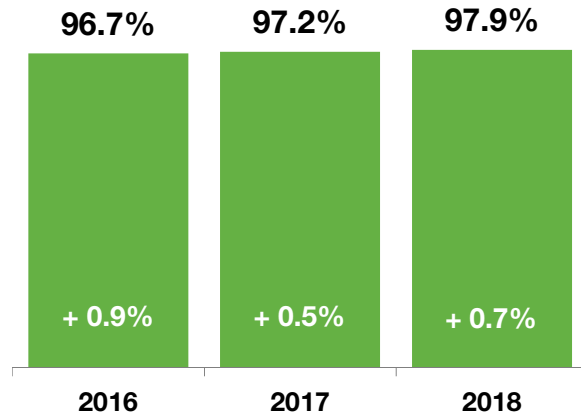
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
April 2017	97.8%	97.2%	+0.6%
May 2017	97.7%	97.5%	+0.2%
June 2017	98.2%	97.6%	+0.6%
July 2017	98.3%	97.4%	+0.9%
August 2017	97.7%	97.5%	+0.2%
September 2017	97.6%	97.5%	+0.1%
October 2017	97.8%	96.8%	+1.0%
November 2017	98.1%	96.7%	+1.4%
December 2017	97.5%	97.2%	+0.3%
January 2018	97.4%	96.4%	+1.0%
February 2018	97.7%	97.3%	+0.4%
<b>March 2018</b>	<b>98.3%</b>	<b>97.8%</b>	<b>+0.5%</b>
12-Month Avg*	97.9%	97.3%	+0.6%

\* Average Pct. of List Price Received for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



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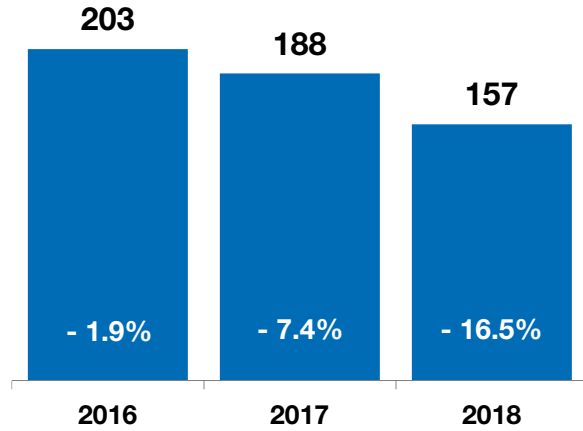
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# Housing Affordability Index

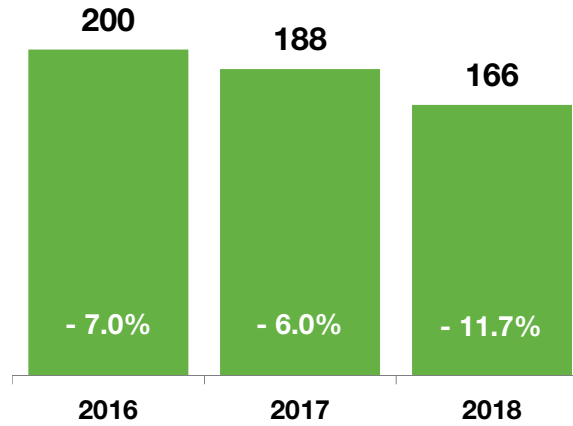


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March

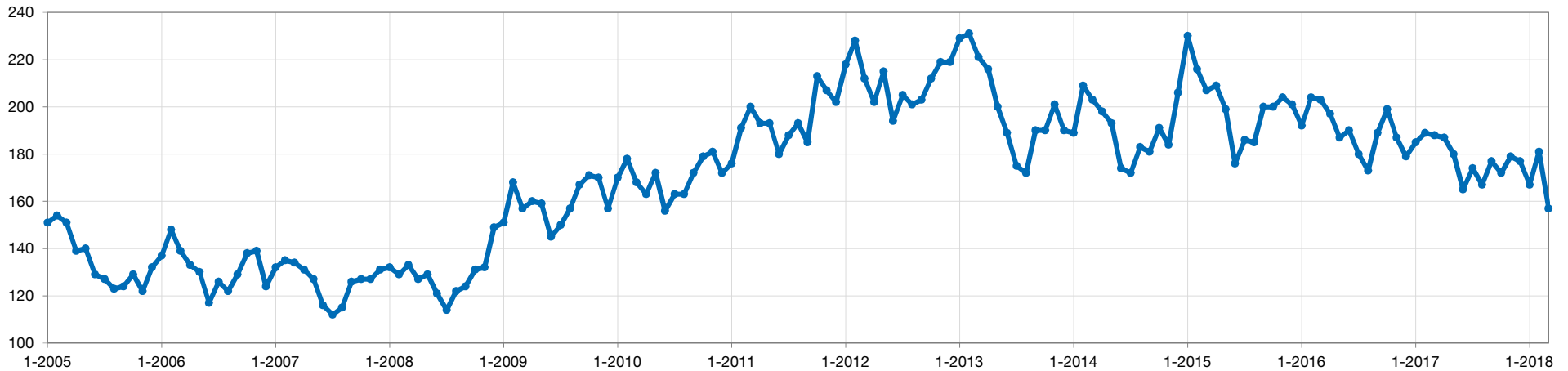


## Year to Date



	Affordability Index	Prior Year	Percent Change
April 2017	187	197	-5.1%
May 2017	180	187	-3.7%
June 2017	165	190	-13.2%
July 2017	174	180	-3.3%
August 2017	167	173	-3.5%
September 2017	177	189	-6.3%
October 2017	172	199	-13.6%
November 2017	179	187	-4.3%
December 2017	177	179	-1.1%
January 2018	167	185	-9.7%
February 2018	181	189	-4.2%
<b>March 2018</b>	<b>157</b>	<b>188</b>	<b>-16.5%</b>
12-Month Avg	174	174	0.0%

## Historical Housing Affordability Index by Month



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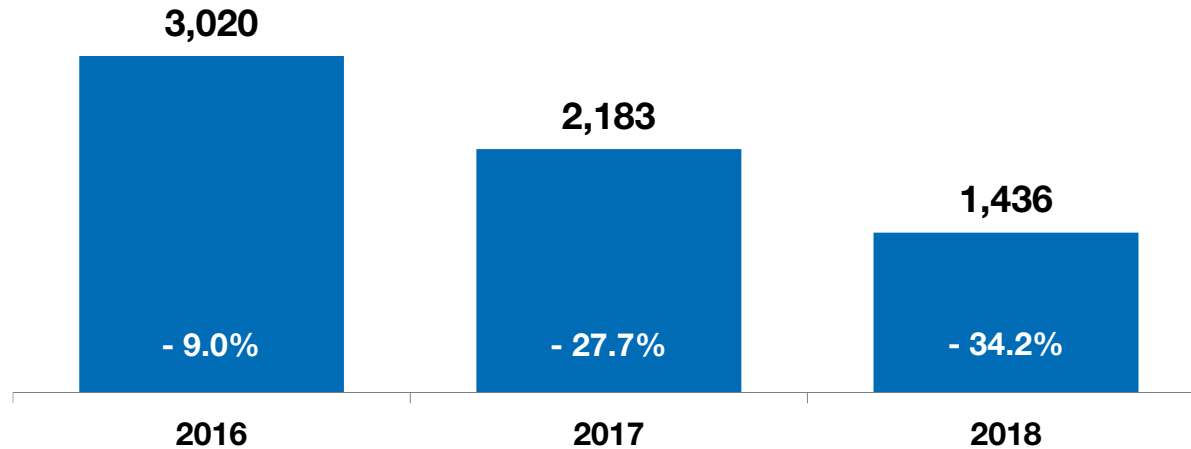
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# Inventory of Homes Available

The number of properties available for sale in active status at the end of a given month.



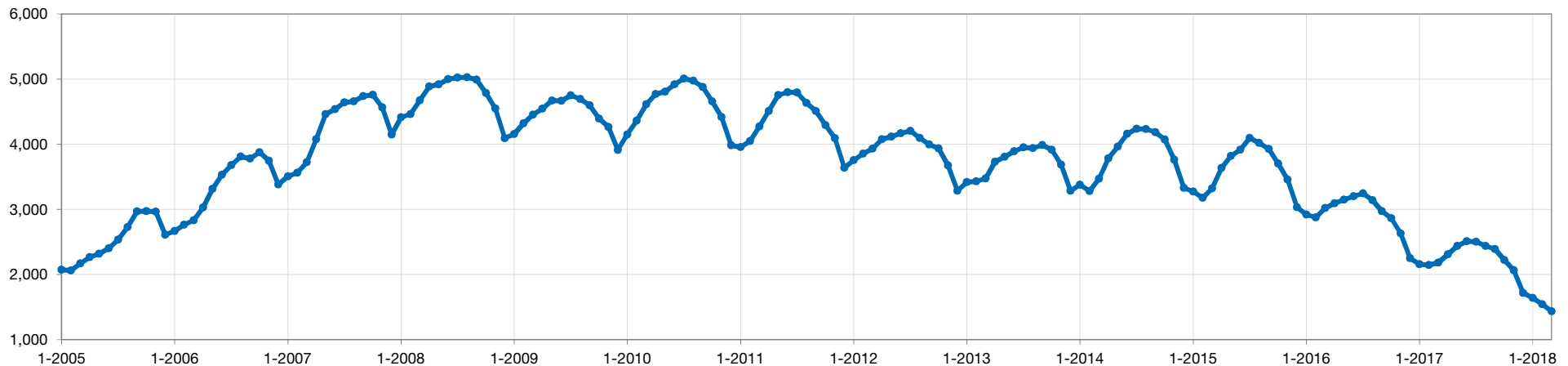
## March



Inventory		Prior Year	Percent Change
April 2017	2,310	3,092	-25.3%
May 2017	2,440	3,150	-22.5%
June 2017	2,512	3,201	-21.5%
July 2017	2,502	3,245	-22.9%
August 2017	2,438	3,141	-22.4%
September 2017	2,392	2,972	-19.5%
October 2017	2,223	2,865	-22.4%
November 2017	2,065	2,630	-21.5%
December 2017	1,717	2,250	-23.7%
January 2018	1,641	2,156	-23.9%
February 2018	1,544	2,144	-28.0%
<b>March 2018</b>	<b>1,436</b>	<b>2,183</b>	<b>-34.2%</b>
12-Month Avg*	2,102	2,752	-23.6%

\* Inventory for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month



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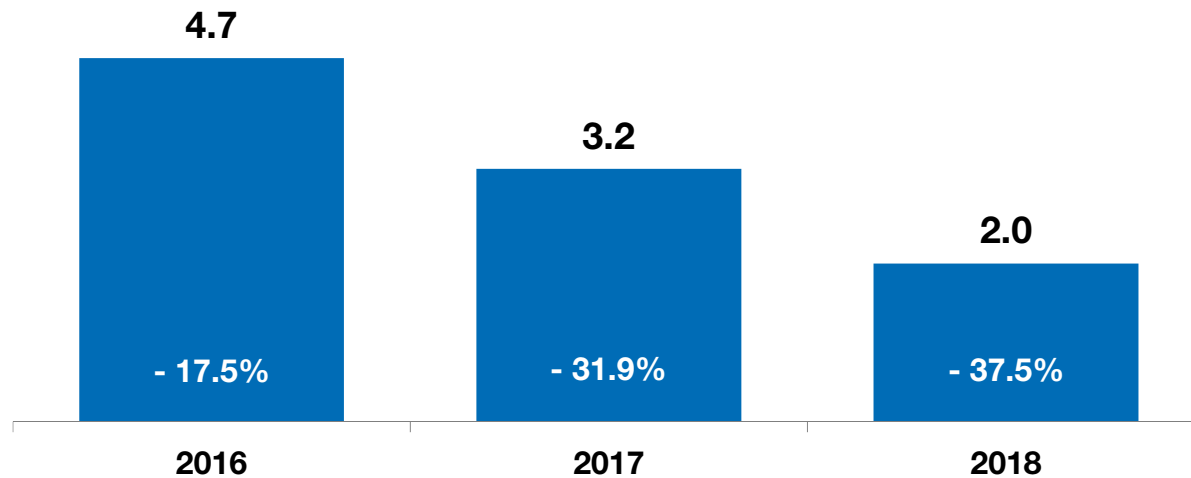
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# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## March



Months Supply	Prior Year	Percent Change	
April 2017	3.4	4.7	-27.7%
May 2017	3.6	4.7	-23.4%
June 2017	3.7	4.8	-22.9%
July 2017	3.6	4.9	-26.5%
August 2017	3.5	4.7	-25.5%
September 2017	3.4	4.4	-22.7%
October 2017	3.2	4.3	-25.6%
November 2017	2.9	3.9	-25.6%
December 2017	2.4	3.4	-29.4%
January 2018	2.3	3.2	-28.1%
February 2018	2.2	3.2	-31.3%
<b>March 2018</b>	<b>2.0</b>	<b>3.2</b>	<b>-37.5%</b>
12-Month Avg*	3.0	4.1	-26.8%

\* Months Supply for all properties from April 2017 through March 2018. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



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# Activity by School District

New Listings, Closed Sales, and Average Sales Price are based on year-to-date (YTD) figures. Homes for Sale is based on monthly figures.



	New Listings			Pending Sales			Closed Sales			Avg. Sales Price			Inventory		
	YTD 2017	YTD 2018	+/-	YTD 2017	YTD 2018	+/-	YTD 2017	YTD 2018	+/-	YTD 2017	YTD 2018	+/-	3-2017	3-2018	+/-
<b>Lehigh and Northampton County School Districts</b>	<b>2,660</b>	<b>2,351</b>	<b>-11.6%</b>	<b>1,958</b>	<b>1,981</b>	<b>+1.2%</b>	<b>1,528</b>	<b>1,507</b>	<b>-1.4%</b>	<b>\$199,549</b>	<b>\$225,085</b>	<b>+12.8%</b>	<b>2,183</b>	<b>1,436</b>	<b>-34.2%</b>
Allentown	334	314	-6.0%	279	279	0.0%	232	226	-2.6%	\$106,615	\$119,322	+11.9%	283	171	-39.6%
Catasauqua	39	36	-7.7%	21	37	+76.2%	25	27	+8.0%	\$158,076	\$150,857	-4.6%	36	11	-69.4%
East Penn	261	188	-28.0%	182	161	-11.5%	150	116	-22.7%	\$228,837	\$253,887	+10.9%	175	94	-46.3%
Northern Lehigh	57	52	-8.8%	50	38	-24.0%	36	36	0.0%	\$135,023	\$148,222	+9.8%	64	58	-9.4%
Northwestern Lehigh	38	38	0.0%	25	35	+40.0%	24	28	+16.7%	\$248,030	\$235,593	-5.0%	58	41	-29.3%
Parkland	251	226	-10.0%	184	186	+1.1%	131	153	+16.8%	\$261,724	\$249,405	-4.7%	193	125	-35.2%
Salisbury	49	45	-8.2%	41	46	+12.2%	36	29	-19.4%	\$226,500	\$288,869	+27.5%	41	25	-39.0%
Southern Lehigh	107	118	+10.3%	87	96	+10.3%	64	79	+23.4%	\$400,353	\$467,268	+16.7%	98	80	-18.4%
Whitehall	131	98	-25.2%	88	84	-4.5%	64	65	+1.6%	\$169,658	\$184,859	+9.0%	87	55	-36.8%
Bangor Area	101	80	-20.8%	68	53	-22.1%	54	45	-16.7%	\$192,366	\$192,298	-0.0%	123	89	-27.6%
Bethlehem	447	441	-1.3%	351	388	+10.5%	274	282	+2.9%	\$177,086	\$221,898	+25.3%	332	221	-33.4%
Easton	316	282	-10.8%	230	236	+2.6%	178	160	-10.1%	\$203,527	\$214,999	+5.6%	237	158	-33.3%
Nazareth	159	123	-22.6%	103	84	-18.4%	71	64	-9.9%	\$263,868	\$327,172	+24.0%	104	83	-20.2%
Northampton	165	131	-20.6%	115	114	-0.9%	86	77	-10.5%	\$191,677	\$222,236	+15.9%	153	82	-46.4%
Pen Argyl	56	39	-30.4%	31	23	-25.8%	26	27	+3.8%	\$157,444	\$157,815	+0.2%	59	40	-32.2%
Saucon Valley	82	74	-9.8%	56	53	-5.4%	41	46	+12.2%	\$288,318	\$311,157	+7.9%	78	55	-29.5%
Wilson	67	66	-1.5%	47	68	+44.7%	36	47	+30.6%	\$160,784	\$174,679	+8.6%	62	48	-22.6%
<b>Carbon County*</b>	<b>181</b>	<b>240</b>	<b>+32.6%</b>	<b>123</b>	<b>175</b>	<b>+42.3%</b>	<b>112</b>	<b>123</b>	<b>+9.8%</b>	<b>\$110,981</b>	<b>\$124,775</b>	<b>+12.4%</b>	<b>305</b>	<b>279</b>	<b>-8.5%</b>
Jim Thorpe	68	119	+75.0%	40	67	+67.5%	31	36	+16.1%	\$124,547	\$146,990	+18.0%	109	141	+29.4%
Lehighton	51	49	-3.9%	32	49	+53.1%	37	33	-10.8%	\$112,831	\$148,389	+31.5%	80	47	-41.3%
Palmerton	34	39	+14.7%	30	33	+10.0%	27	31	+14.8%	\$135,136	\$118,430	-12.4%	54	50	-7.4%
Panther Valley	26	29	+11.5%	15	23	+53.3%	13	18	+38.5%	\$42,265	\$65,256	+54.4%	53	34	-35.8%
Weatherly	1	3	+200.0%	4	1	-75.0%	2	1	-50.0%	\$31,600	\$60,000	+89.9%	3	7	+133.3%

\* Carbon County data includes listings in the Hazelton Area School District, which is not a school district in GLVR's footprint.

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# Lender-Mediated Activity

Metrics are based on year-to-date (YTD) figures. Lender-mediated properties are those marked as "Foreclosed," "REO," "Bank Owned," "Pre-Foreclosure" or "Short Sale." Residential activity only. The YTD data point represents all traditional and lender-mediated activity. Share is the market share of lender-mediated activity for each area.



	Inventory			Closed Sales			Median Sales Price (YTD)				Avg. Sales Price (YTD)			
	03-2018	Lender-Mediated	Share	YTD 2018	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>1,436</b>	<b>45</b>	<b>3.1%</b>	<b>1,507</b>	<b>90</b>	<b>6.0%</b>	<b>\$195,000</b>	<b>+11.4%</b>	<b>\$100,921</b>	<b>-3.8%</b>	<b>\$195,000</b>	<b>-5.4%</b>	<b>\$137,891</b>	<b>+9.4%</b>
Allentown	171	8	4.7%	226	19	8.4%	\$119,000	+8.2%	\$89,000	+27.1%	\$122,483	+10.9%	\$86,211	+11.4%
Catasauqua	11	2	18.2%	27	3	11.1%	\$155,450	-1.6%	\$50,560	-21.2%	\$159,116	-7.6%	\$84,786	+0.7%
East Penn	94	3	3.2%	116	3	2.6%	\$222,500	+4.3%	\$170,000	-22.9%	\$256,714	+11.6%	\$147,407	-26.6%
Northern Lehigh	58	2	3.4%	36	4	11.1%	\$149,950	+8.7%	\$101,900	+67.2%	\$151,319	+0.6%	\$123,450	+102.9%
Northwestern Lehigh	41	0	0.0%	28	1	3.6%	\$204,000	-9.7%	\$360,000	+104.5%	\$230,985	-8.0%	\$360,000	+104.5%
Parkland	125	2	1.6%	153	7	4.6%	\$250,000	-3.8%	\$147,000	+6.1%	\$252,597	-6.4%	\$182,821	+34.6%
Salisbury	25	0	0.0%	29	1	3.4%	\$230,000	+7.0%	\$166,000	-1.5%	\$293,257	+26.5%	\$166,000	-0.6%
Southern Lehigh	80	1	1.3%	79	0	0.0%	\$410,000	+17.2%	\$0	-100.0%	\$467,268	+16.0%	\$0	-100.0%
Whitehall	55	3	5.5%	65	4	6.2%	\$180,000	+5.3%	\$114,950	-0.9%	\$188,073	+4.5%	\$135,850	+27.4%
Bangor Area	89	4	4.5%	45	3	6.7%	\$176,500	+4.1%	\$89,105	+27.3%	\$199,474	+0.2%	\$91,830	-16.5%
Bethlehem	221	8	3.6%	282	14	5.0%	\$200,000	+28.2%	\$119,429	+2.0%	\$226,490	+25.0%	\$127,218	-8.0%
Easton	158	4	2.5%	160	10	6.3%	\$205,000	+6.2%	\$87,000	-33.1%	\$220,660	+6.2%	\$130,090	-13.7%
Nazareth	83	1	1.2%	64	3	4.7%	\$283,605	+22.5%	\$384,500	+205.2%	\$325,058	+22.7%	\$370,167	+53.6%
Northampton	82	4	4.9%	77	5	6.5%	\$227,000	+16.4%	\$100,921	-22.4%	\$231,163	+17.2%	\$93,684	-34.8%
Pen Argyl	40	1	2.5%	27	2	7.4%	\$148,000	-1.3%	\$112,750	-3.6%	\$161,420	+1.5%	\$112,750	-3.6%
Saucon Valley	55	2	3.6%	46	2	4.3%	\$216,200	+20.6%	\$447,450	+314.3%	\$304,961	-0.5%	\$447,450	+184.2%
Wilson	48	0	0.0%	47	9	19.1%	\$145,750	+16.7%	\$65,000	--	\$185,387	+15.3%	\$129,469	--
<b>Carbon County*</b>	<b>279</b>	<b>16</b>	<b>5.7%</b>	<b>123</b>	<b>14</b>	<b>11.4%</b>	<b>\$115,950</b>	<b>+3.1%</b>	<b>\$61,600</b>	<b>+29.0%</b>	<b>\$129,633</b>	<b>+0.1%</b>	<b>\$87,304</b>	<b>+36.9%</b>
Jim Thorpe	141	8	5.7%	36	2	5.6%	\$132,500	-0.2%	\$90,400	+100.9%	\$150,318	-8.1%	\$90,400	+69.0%
Lehighton	47	3	6.4%	33	3	9.1%	\$137,500	+32.2%	\$72,500	-18.9%	\$151,118	+27.7%	\$121,092	+29.5%
Palmerton	50	1	2.0%	31	5	16.1%	\$101,250	-28.7%	\$79,000	-3.3%	\$121,873	-20.0%	\$100,524	+34.4%
Panther Valley	34	4	11.8%	18	2	11.1%	\$55,000	+24.5%	\$48,500	+67.2%	\$67,491	+42.4%	\$48,500	+51.6%
Weatherly	7	0	0.0%	1	0	0.0%	\$60,000	--	\$0	-100.0%	\$60,000	--	\$0	-100.0%

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# Carbon County Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change from Previous Year	YTD 2017	YTD 2018	Percent Change from Previous Year
<b>New Listings</b>		63	<b>81</b>	+ 28.6%	181	<b>240</b>	+ 32.6%
<b>Pending Sales</b>		48	<b>72</b>	+ 50.0%	123	<b>175</b>	+ 42.3%
<b>Closed Sales</b>		39	<b>46</b>	+ 17.9%	112	<b>123</b>	+ 9.8%
<b>Days on Market</b>		100	<b>95</b>	- 5.0%	95	<b>87</b>	- 8.4%
<b>Median Sales Price</b>		\$113,700	<b>\$89,900</b>	- 20.9%	\$95,013	<b>\$105,500</b>	+ 11.0%
<b>Average Sales Price</b>		\$137,526	<b>\$118,544</b>	- 13.8%	\$110,981	<b>\$124,775</b>	+ 12.4%
<b>Pct. of List Price Received</b>		94.3%	<b>93.9%</b>	- 0.4%	94.0%	<b>95.8%</b>	+ 1.9%
<b>Housing Affordability Index</b>		188	<b>157</b>	- 16.5%	188	<b>166</b>	- 11.7%
<b>Inventory</b>		305	<b>279</b>	- 8.5%	--	--	--
<b>Months Supply</b>		6.5	<b>5.0</b>	- 23.1%	--	--	--

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