

# Monthly Indicators



## March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

New Listings increased 4.3 percent to 944. Pending Sales were up 13.3 percent to 819. Inventory levels shrank 7.2 percent to 1,521 units.

Prices were a tad soft. The Median Sales Price decreased 5.0 percent to \$189,950. Days on Market was up 3.8 percent to 54 days. Sellers were encouraged as Months Supply of Inventory was down 8.7 percent to 2.1 months.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

## Activity Snapshot

**- 7.2%**      **- 7.2%**      **- 5.0%**

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 composed 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 | 3-2018    | 3-2019           | Percent Change from Previous Year | YTD 2018  | YTD 2019         | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| <b>New Listings</b>                |                      | 905       | <b>944</b>       | + 4.3%                            | 2,402     | <b>2,462</b>     | + 2.5%                            |
| <b>Pending Sales</b>               |                      | 723       | <b>819</b>       | + 13.3%                           | 1,909     | <b>1,980</b>     | + 3.7%                            |
| <b>Closed Sales</b>                |                      | 635       | <b>589</b>       | - 7.2%                            | 1,563     | <b>1,504</b>     | - 3.8%                            |
| <b>Days on Market</b>              |                      | 52        | <b>54</b>        | + 3.8%                            | 50        | <b>51</b>        | + 2.0%                            |
| <b>Median Sales Price</b>          |                      | \$200,000 | <b>\$189,950</b> | - 5.0%                            | \$188,690 | <b>\$187,000</b> | - 0.9%                            |
| <b>Average Sales Price</b>         |                      | \$230,156 | <b>\$225,036</b> | - 2.2%                            | \$223,586 | <b>\$219,522</b> | - 1.8%                            |
| <b>Pct. of List Price Received</b> |                      | 98.3%     | <b>97.5%</b>     | - 0.8%                            | 97.8%     | <b>97.1%</b>     | - 0.7%                            |
| <b>Housing Affordability Index</b> |                      | 157       | <b>168</b>       | + 7.0%                            | 167       | <b>171</b>       | + 2.4%                            |
| <b>Inventory</b>                   |                      | 1,639     | <b>1,521</b>     | - 7.2%                            | --        | --               | --                                |
| <b>Months Supply</b>               |                      | 2.3       | <b>2.1</b>       | - 8.7%                            | --        | --               | --                                |

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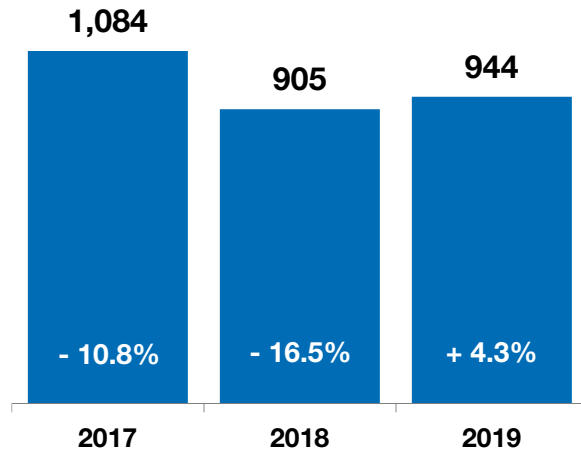
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# New Listings

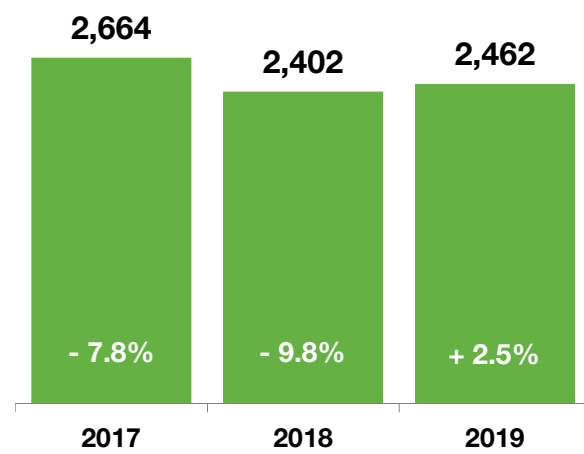
A count of the properties that have been newly listed on the market in a given month.



## March

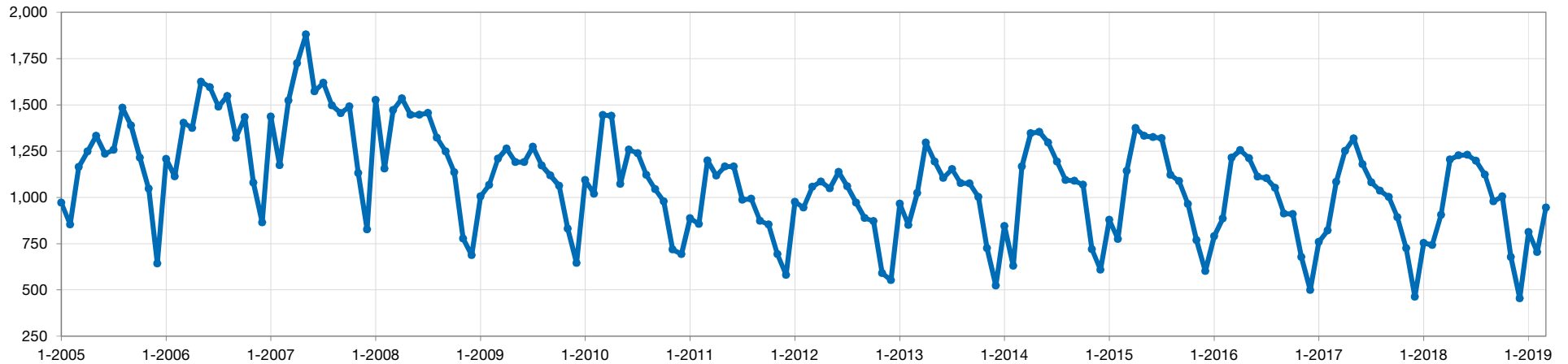


## Year to Date



|                   | New Listings | Prior Year | Percent Change |
|-------------------|--------------|------------|----------------|
| April 2018        | 1,204        | 1,251      | -3.8%          |
| May 2018          | 1,227        | 1,319      | -7.0%          |
| June 2018         | 1,230        | 1,179      | +4.3%          |
| July 2018         | 1,197        | 1,081      | +10.7%         |
| August 2018       | 1,123        | 1,036      | +8.4%          |
| September 2018    | 978          | 1,002      | -2.4%          |
| October 2018      | 1,005        | 893        | +12.5%         |
| November 2018     | 678          | 725        | -6.5%          |
| December 2018     | 455          | 463        | -1.7%          |
| January 2019      | 813          | 754        | +7.8%          |
| February 2019     | 705          | 743        | -5.1%          |
| <b>March 2019</b> | <b>944</b>   | <b>905</b> | <b>+4.3%</b>   |
| 12-Month Avg      | 963          | 946        | +1.8%          |

## Historical New Listings by Month



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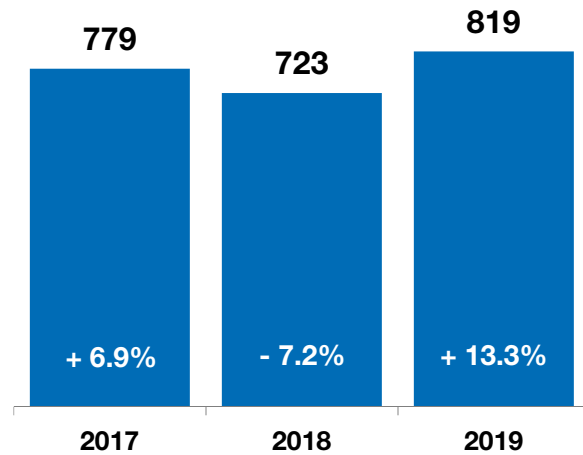
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# Pending Sales

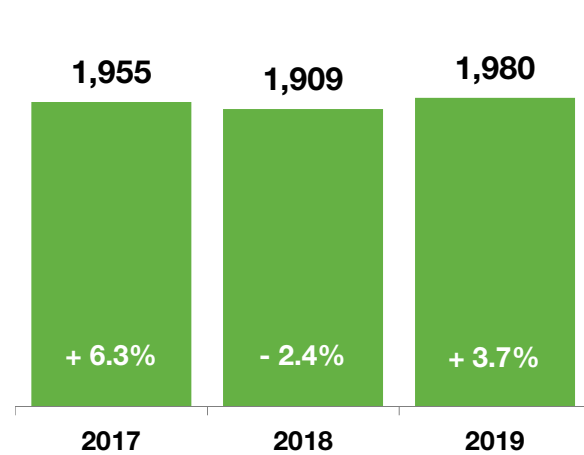
A count of the properties on which offers have been accepted in a given month.



## March

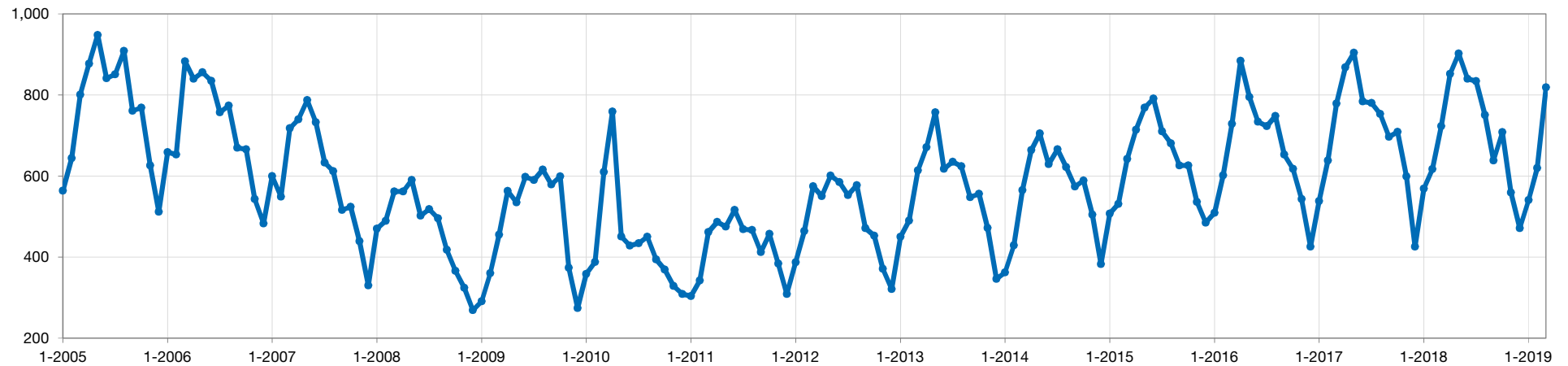


## Year to Date



| Pending Sales     | Pending Sales | Prior Year | Percent Change |
|-------------------|---------------|------------|----------------|
| April 2018        | 852           | 868        | -1.8%          |
| May 2018          | 902           | 904        | -0.2%          |
| June 2018         | 840           | 784        | +7.1%          |
| July 2018         | 834           | 780        | +6.9%          |
| August 2018       | 751           | 753        | -0.3%          |
| September 2018    | 638           | 697        | -8.5%          |
| October 2018      | 708           | 709        | -0.1%          |
| November 2018     | 559           | 599        | -6.7%          |
| December 2018     | 471           | 426        | +10.6%         |
| January 2019      | 541           | 569        | -4.9%          |
| February 2019     | 620           | 617        | +0.5%          |
| <b>March 2019</b> | <b>819</b>    | <b>723</b> | <b>+13.3%</b>  |
| 12-Month Avg      | 711           | 702        | +1.3%          |

## Historical Pending Sales by Month



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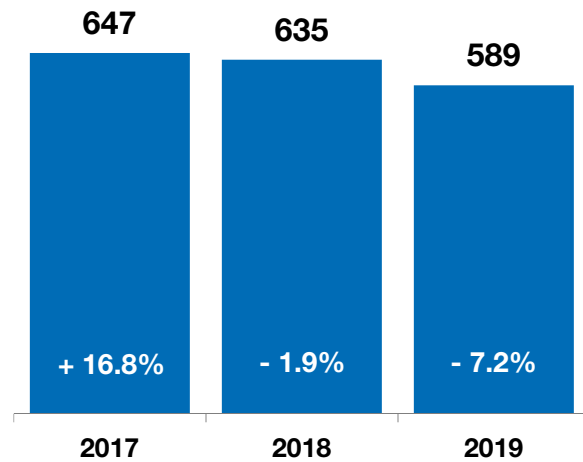
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# Closed Sales

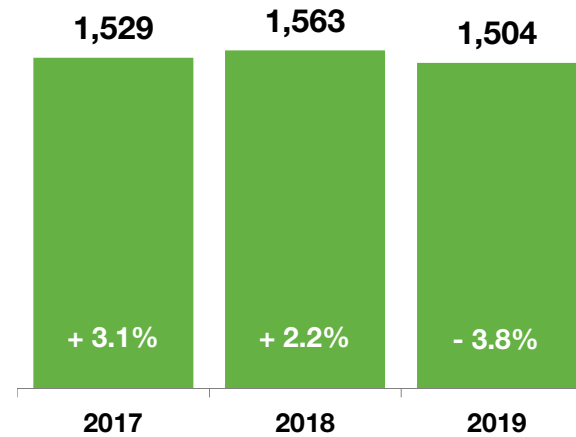
A count of the actual sales that closed in a given month.



## March

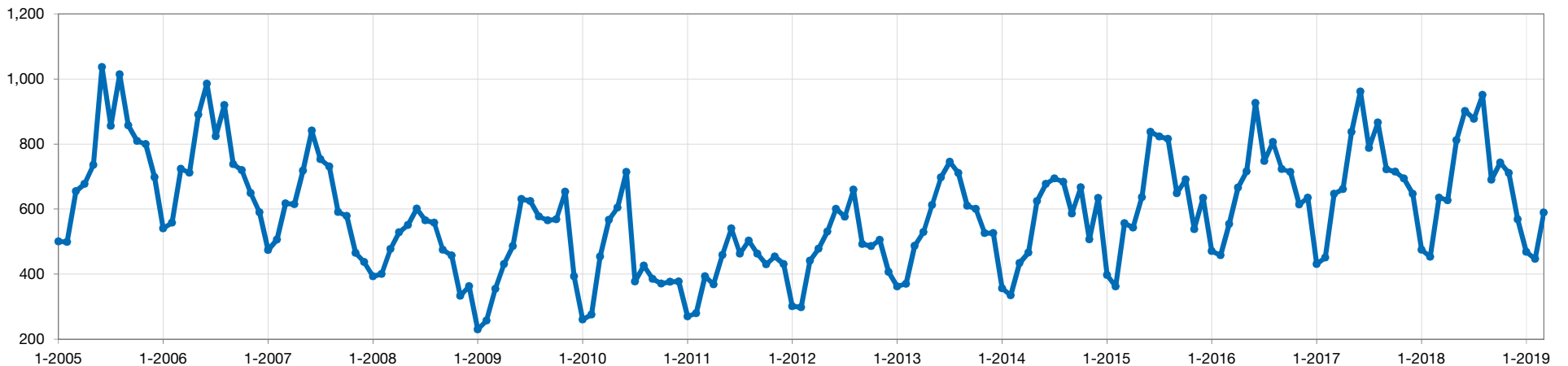


## Year to Date



| Closed Sales      | Prior Year | Percent Change |              |
|-------------------|------------|----------------|--------------|
| April 2018        | 627        | 661            | -5.1%        |
| May 2018          | 812        | 837            | -3.0%        |
| June 2018         | 901        | 961            | -6.2%        |
| July 2018         | 877        | 788            | +11.3%       |
| August 2018       | 951        | 866            | +9.8%        |
| September 2018    | 690        | 722            | -4.4%        |
| October 2018      | 743        | 715            | +3.9%        |
| November 2018     | 711        | 694            | +2.4%        |
| December 2018     | 568        | 647            | -12.2%       |
| January 2019      | 468        | 475            | -1.5%        |
| February 2019     | 447        | 453            | -1.3%        |
| <b>March 2019</b> | <b>589</b> | <b>635</b>     | <b>-7.2%</b> |
| 12-Month Avg      | 699        | 705            | -0.9%        |

## Historical Closed Sales by Month



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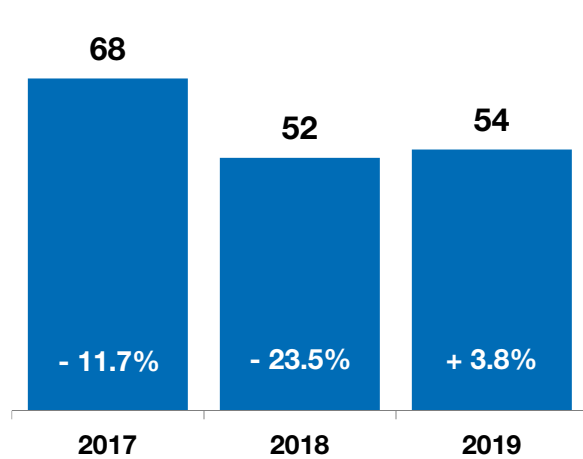
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# Days on Market Until Sale

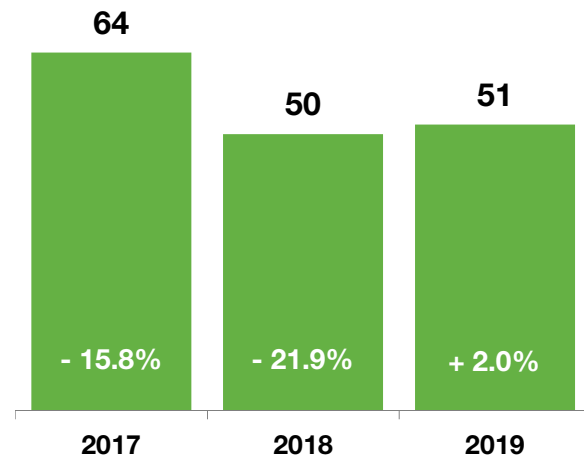
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



## Year to Date



| Days on Market    | Prior Year | Percent Change |              |
|-------------------|------------|----------------|--------------|
| April 2018        | 47         | 59             | -20.3%       |
| May 2018          | 40         | 49             | -18.4%       |
| June 2018         | 34         | 38             | -10.5%       |
| July 2018         | 29         | 42             | -31.0%       |
| August 2018       | 31         | 38             | -18.4%       |
| September 2018    | 31         | 43             | -27.9%       |
| October 2018      | 38         | 44             | -13.6%       |
| November 2018     | 38         | 43             | -11.6%       |
| December 2018     | 42         | 51             | -17.6%       |
| January 2019      | 47         | 47             | 0.0%         |
| February 2019     | 54         | 49             | +10.2%       |
| <b>March 2019</b> | <b>54</b>  | <b>52</b>      | <b>+3.8%</b> |
| 12-Month Avg*     | 39         | 46             | -15.2%       |

\* Average Days on Market of all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



Sponsored by:



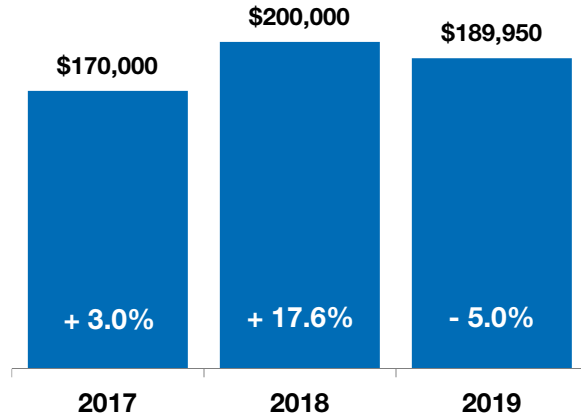
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# Median Sales Price

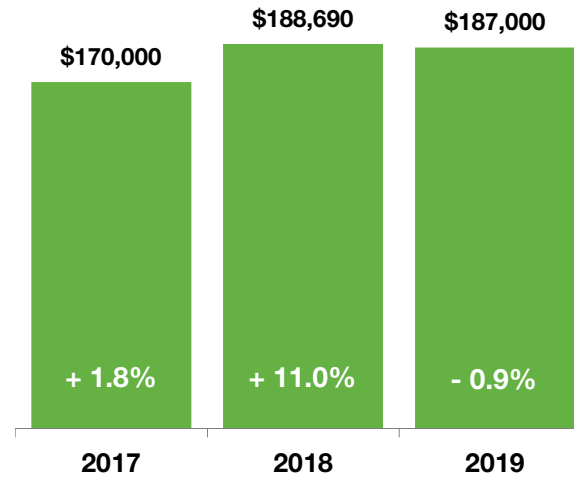
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



## Year to Date



|                   | Median Sales Price | Prior Year       | Percent Change |
|-------------------|--------------------|------------------|----------------|
| April 2018        | \$190,000          | \$175,000        | +8.6%          |
| May 2018          | \$200,000          | \$183,000        | +9.3%          |
| June 2018         | \$205,000          | \$199,900        | +2.6%          |
| July 2018         | \$210,000          | \$189,900        | +10.6%         |
| August 2018       | \$210,000          | \$200,000        | +5.0%          |
| September 2018    | \$194,950          | \$189,000        | +3.1%          |
| October 2018      | \$198,000          | \$190,000        | +4.2%          |
| November 2018     | \$195,000          | \$185,000        | +5.4%          |
| December 2018     | \$190,000          | \$183,000        | +3.8%          |
| January 2019      | \$185,000          | \$189,900        | -2.6%          |
| February 2019     | \$185,500          | \$174,000        | +6.6%          |
| <b>March 2019</b> | <b>\$189,950</b>   | <b>\$200,000</b> | <b>-5.0%</b>   |
| 12-Month Med*     | \$198,000          | \$188,600        | +5.0%          |

\* Median Sales Price of all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



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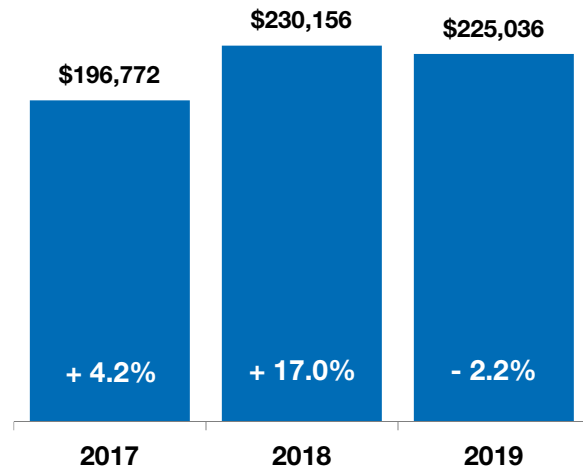
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# Average Sales Price

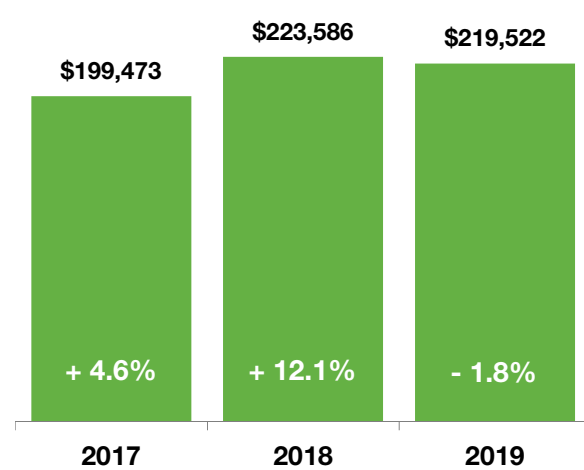
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year to Date



|                   | Avg. Sales Price | Prior Year       | Percent Change |
|-------------------|------------------|------------------|----------------|
| April 2018        | \$219,600        | \$204,045        | +7.6%          |
| May 2018          | \$223,159        | \$209,565        | +6.5%          |
| June 2018         | \$237,377        | \$232,579        | +2.1%          |
| July 2018         | \$232,650        | \$222,549        | +4.5%          |
| August 2018       | \$237,616        | \$224,720        | +5.7%          |
| September 2018    | \$221,136        | \$219,860        | +0.6%          |
| October 2018      | \$226,767        | \$215,394        | +5.3%          |
| November 2018     | \$221,525        | \$217,527        | +1.8%          |
| December 2018     | \$221,671        | \$219,700        | +0.9%          |
| January 2019      | \$217,403        | \$227,601        | -4.5%          |
| February 2019     | \$214,487        | \$210,180        | +2.0%          |
| <b>March 2019</b> | <b>\$225,036</b> | <b>\$230,156</b> | <b>-2.2%</b>   |
| 12-Month Avg*     | \$226,316        | \$219,909        | +2.9%          |

\* Avg. Sales Price of all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



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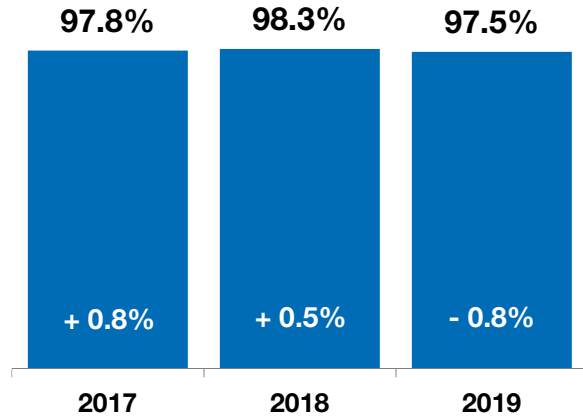


# Percent of List Price Received

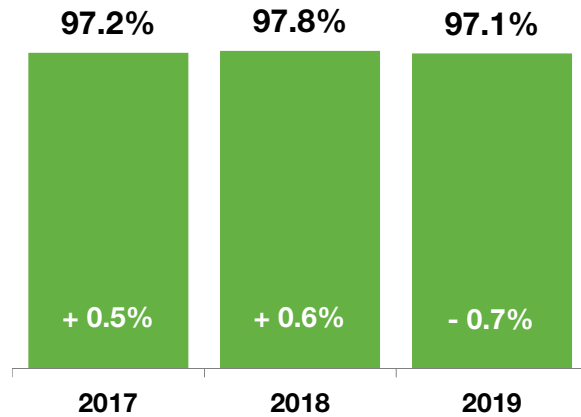
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



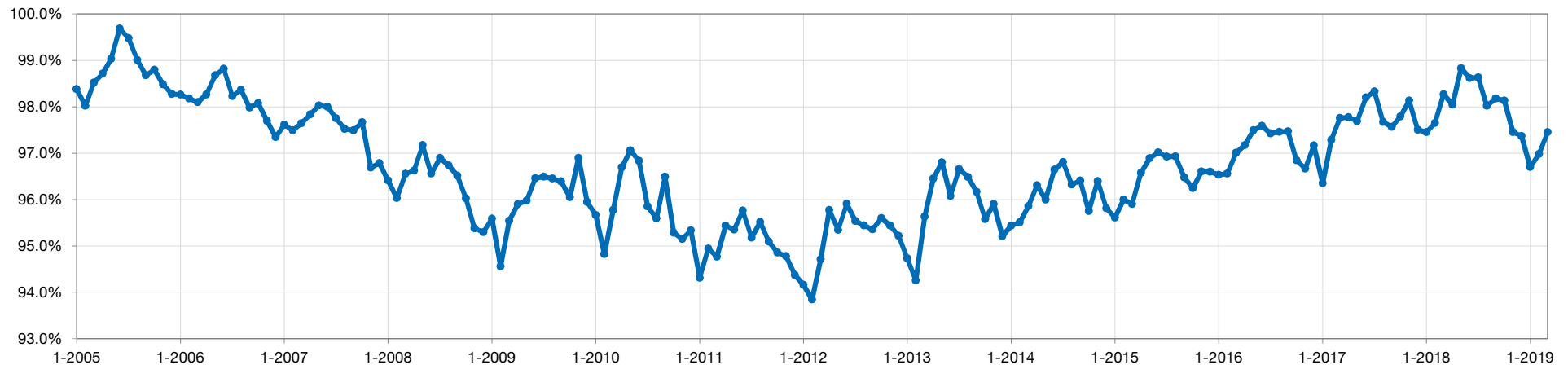
## Year to Date



|                   | Pct. of List Price Received | Prior Year   | Percent Change |
|-------------------|-----------------------------|--------------|----------------|
| April 2018        | 98.0%                       | 97.8%        | +0.2%          |
| May 2018          | 98.8%                       | 97.7%        | +1.1%          |
| June 2018         | 98.6%                       | 98.2%        | +0.4%          |
| July 2018         | 98.6%                       | 98.3%        | +0.3%          |
| August 2018       | 98.0%                       | 97.7%        | +0.3%          |
| September 2018    | 98.2%                       | 97.6%        | +0.6%          |
| October 2018      | 98.1%                       | 97.8%        | +0.3%          |
| November 2018     | 97.5%                       | 98.1%        | -0.6%          |
| December 2018     | 97.4%                       | 97.5%        | -0.1%          |
| January 2019      | 96.7%                       | 97.5%        | -0.8%          |
| February 2019     | 97.0%                       | 97.7%        | -0.7%          |
| <b>March 2019</b> | <b>97.5%</b>                | <b>98.3%</b> | <b>-0.8%</b>   |
| 12-Month Avg*     | 98.0%                       | 97.9%        | +0.1%          |

\* Average Pct. of List Price Received for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



Sponsored by:



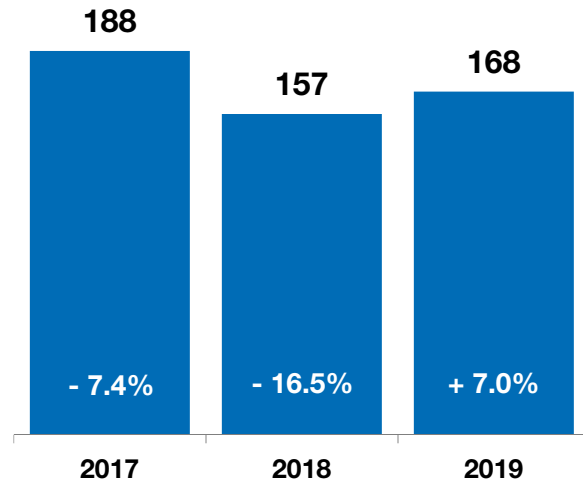
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# Housing Affordability Index

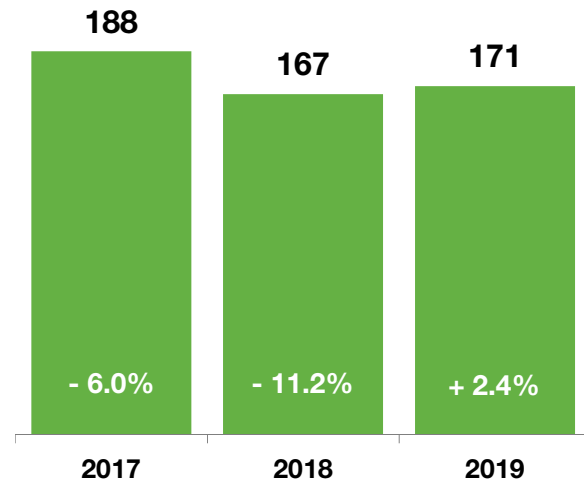
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March



## Year to Date



|                   | Affordability Index | Prior Year | Percent Change |
|-------------------|---------------------|------------|----------------|
| April 2018        | 163                 | 187        | -12.8%         |
| May 2018          | 155                 | 180        | -13.9%         |
| June 2018         | 152                 | 165        | -7.9%          |
| July 2018         | 148                 | 174        | -14.9%         |
| August 2018       | 147                 | 167        | -12.0%         |
| September 2018    | 153                 | 176        | -13.1%         |
| October 2018      | 143                 | 172        | -16.9%         |
| November 2018     | 148                 | 179        | -17.3%         |
| December 2018     | 165                 | 179        | -7.8%          |
| January 2019      | 169                 | 167        | +1.2%          |
| February 2019     | 171                 | 182        | -6.0%          |
| <b>March 2019</b> | <b>168</b>          | <b>157</b> | <b>+7.0%</b>   |
| 12-Month Avg      | 157                 | 157        | 0.0%           |

## Historical Housing Affordability Index by Month



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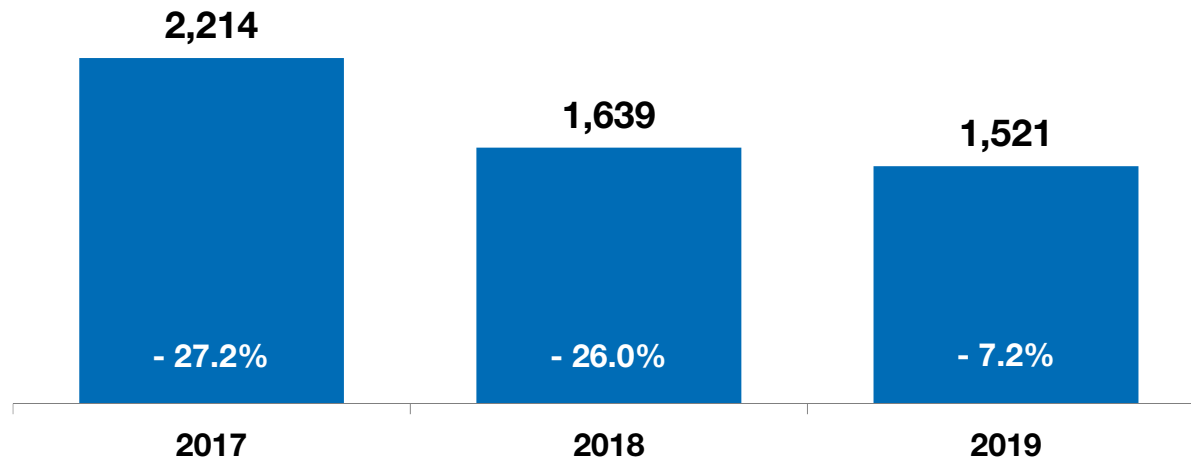
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# Inventory of Homes Available

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



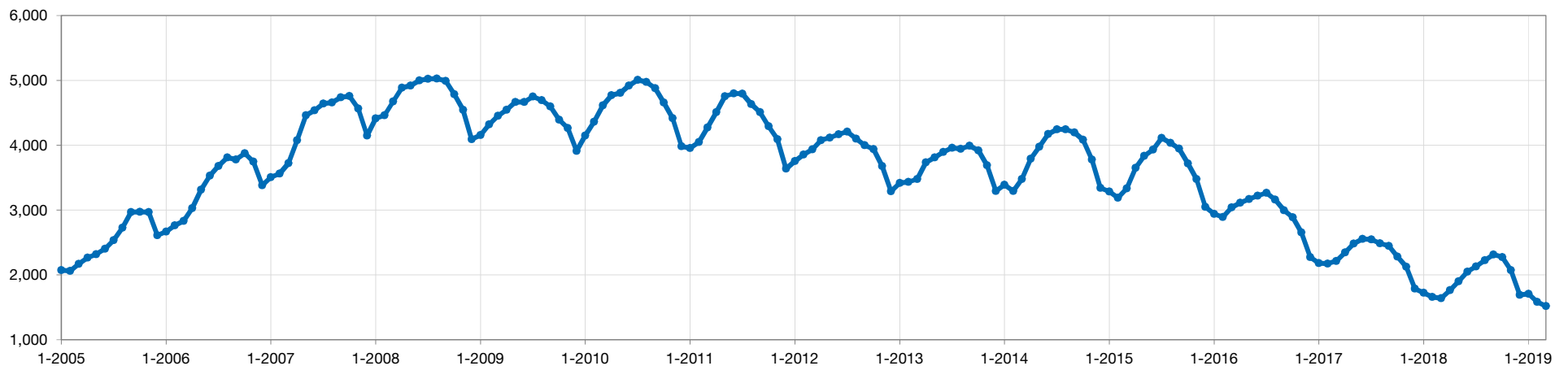
## March



| Inventory         |              | Prior Year   | Percent Change |
|-------------------|--------------|--------------|----------------|
| April 2018        | 1,766        | 2,346        | -24.7%         |
| May 2018          | 1,900        | 2,481        | -23.4%         |
| June 2018         | 2,048        | 2,556        | -19.9%         |
| July 2018         | 2,129        | 2,546        | -16.4%         |
| August 2018       | 2,226        | 2,486        | -10.5%         |
| September 2018    | 2,314        | 2,448        | -5.5%          |
| October 2018      | 2,276        | 2,282        | -0.3%          |
| November 2018     | 2,075        | 2,127        | -2.4%          |
| December 2018     | 1,694        | 1,790        | -5.4%          |
| January 2019      | 1,707        | 1,723        | -0.9%          |
| February 2019     | 1,584        | 1,660        | -4.6%          |
| <b>March 2019</b> | <b>1,521</b> | <b>1,639</b> | <b>-7.2%</b>   |
| 12-Month Avg*     | 1,937        | 2,174        | -10.9%         |

\* Inventory for all properties from April 2018 through March 2019. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month



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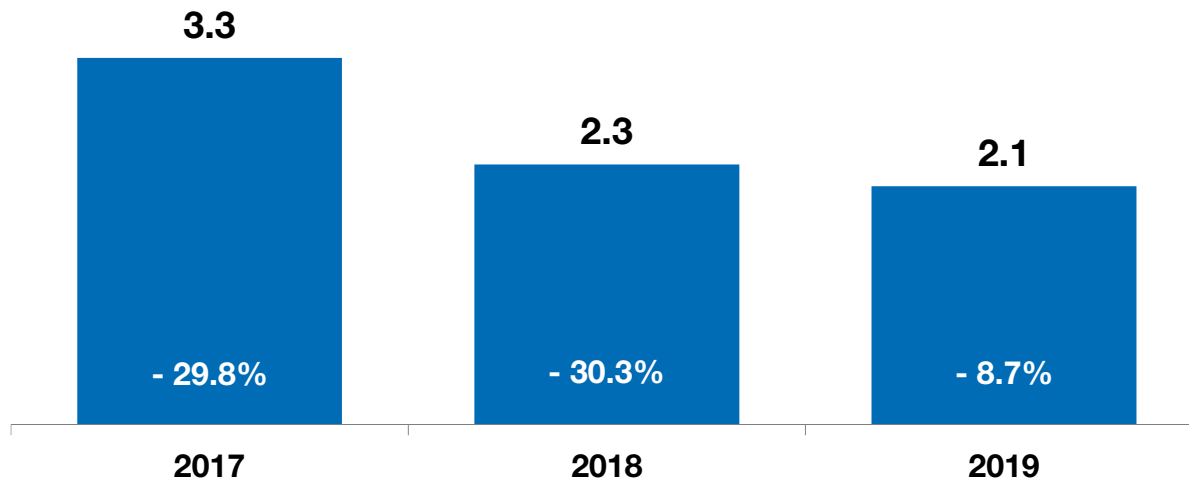
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# Months Supply of Inventory

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.



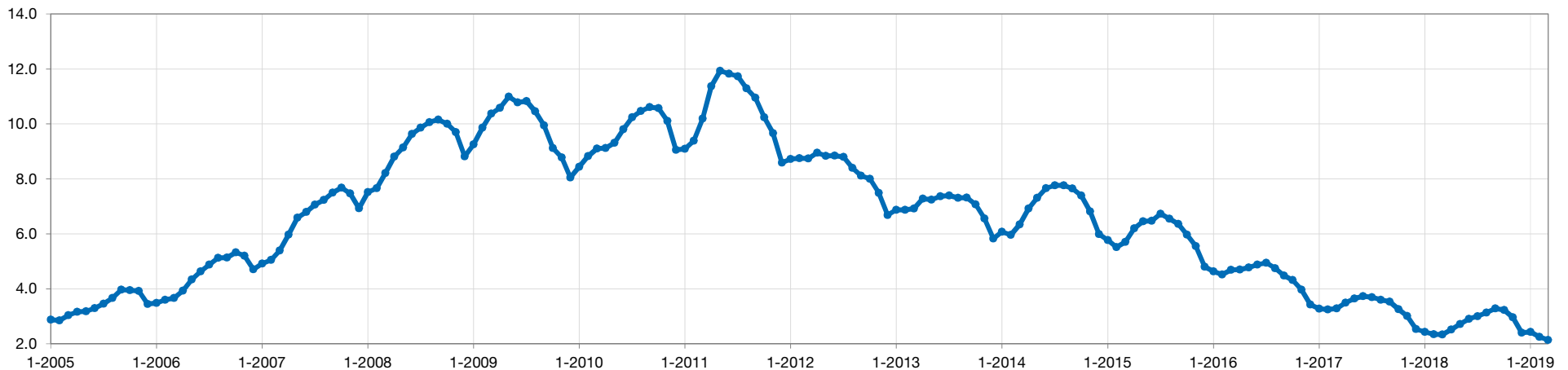
## March



| Months Supply     |            | Prior Year | Percent Change |
|-------------------|------------|------------|----------------|
| April 2018        | 2.5        | 3.5        | -28.6%         |
| May 2018          | 2.7        | 3.6        | -25.0%         |
| June 2018         | 2.9        | 3.7        | -21.6%         |
| July 2018         | 3.0        | 3.7        | -18.9%         |
| August 2018       | 3.1        | 3.6        | -13.9%         |
| September 2018    | 3.3        | 3.5        | -5.7%          |
| October 2018      | 3.2        | 3.3        | -3.0%          |
| November 2018     | 3.0        | 3.0        | 0.0%           |
| December 2018     | 2.4        | 2.5        | -4.0%          |
| January 2019      | 2.4        | 2.4        | 0.0%           |
| February 2019     | 2.3        | 2.3        | 0.0%           |
| <b>March 2019</b> | <b>2.1</b> | <b>2.3</b> | <b>-8.7%</b>   |
| 12-Month Avg*     | 2.7        | 3.1        | -12.9%         |

\* Months Supply for all properties from April 2018 through March 2019. 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 2018     | YTD 2019     | +/-          | YTD 2018      | YTD 2019     | +/-           | YTD 2018     | YTD 2019     | +/-           | YTD 2018         | YTD 2019         | +/-           | 3-2018       | 3-2019       | +/-          |
| <b>Lehigh and Northampton County School Districts</b> | <b>2,402</b> | <b>2,462</b> | <b>+2.5%</b> | <b>1,909</b>  | <b>1,980</b> | <b>+3.7%</b>  | <b>1,563</b> | <b>1,504</b> | <b>-3.8%</b>  | <b>\$223,586</b> | <b>\$219,522</b> | <b>-1.8%</b>  | <b>1,639</b> | <b>1,521</b> | <b>-7.2%</b> |
| Allentown   | 316          | 353          | +11.7%       | 260           | 272          | +4.6%         | 232          | 226          | -2.6%         | \$117,806        | \$134,160        | +13.9%        | 204          | 201          | -1.5%        |
| Catasauqua  | 36           | 40           | +11.1%       | 32            | 40           | +25.0%        | 28           | 28           | 0.0%          | \$149,755        | \$157,446        | +5.1%         | 17           | 24           | +41.2%       |
| East Penn   | 189          | 236          | +24.9%       | 152           | 178          | +17.1%        | 117          | 133          | +13.7%        | \$253,640        | \$252,839        | -0.3%         | 107          | 139          | +29.9%       |
| Northern Lehigh                                       | 52           | 60           | +15.4%       | 35            | 57           | +62.9%        | 37           | 38           | +2.7%         | \$154,708        | \$165,665        | +7.1%         | 60           | 56           | -6.7%        |
| Northwestern Lehigh                                   | 40           | 59           | +47.5%       | 33            | 28           | -15.2%        | 29           | 16           | -44.8%        | \$235,572        | \$326,375        | +38.5%        | 48           | 48           | 0.0%         |
| Parkland  | 226          | 246          | +8.8%        | 178           | 191          | +7.3%         | 157          | 132          | -15.9%        | \$250,550        | \$289,335        | +15.5%        | 145          | 159          | +9.7%        |
| Salisbury   | 46           | 46           | 0.0%         | 44            | 38           | -13.6%        | 30           | 22           | -26.7%        | \$286,073        | \$266,232        | -6.9%         | 29           | 31           | +6.9%        |
| Southern Lehigh                                       | 118          | 108          | -8.5%        | 95            | 67           | -29.5%        | 80           | 58           | -27.5%        | \$465,146        | \$386,273        | -17.0%        | 81           | 86           | +6.2%        |
| Whitehall   | 98           | 92           | -6.1%        | 82            | 79           | -3.7%         | 65           | 56           | -13.8%        | \$184,859        | \$195,060        | +5.5%         | 62           | 46           | -25.8%       |
| Bangor Area   | 80           | 90           | +12.5%       | 49            | 73           | +49.0%        | 46           | 57           | +23.9%        | \$188,889        | \$161,457        | -14.5%        | 97           | 79           | -18.6%       |
| Bethlehem   | 450          | 432          | -4.0%        | 375           | 372          | -0.8%         | 296          | 307          | +3.7%         | \$226,639        | \$221,576        | -2.2%         | 255          | 181          | -29.0%       |
| Easton  | 285          | 299          | +4.9%        | 221           | 232          | +5.0%         | 164          | 177          | +7.9%         | \$212,545        | \$210,643        | -0.9%         | 183          | 197          | +7.7%        |
| Nazareth  | 125          | 95           | -24.0%       | 77            | 74           | -3.9%         | 64           | 48           | -25.0%        | \$327,172        | \$289,083        | -11.6%        | 97           | 66           | -32.0%       |
| Northampton   | 161          | 144          | -10.6%       | 139           | 135          | -2.9%         | 95           | 93           | -2.1%         | \$206,316        | \$195,405        | -5.3%         | 100          | 93           | -7.0%        |
| Pen Argyl   | 39           | 44           | +12.8%       | 22            | 35           | +59.1%        | 27           | 28           | +3.7%         | \$157,815        | \$164,598        | +4.3%         | 42           | 32           | -23.8%       |
| Saucon Valley   | 74           | 61           | -17.6%       | 51            | 42           | -17.6%        | 46           | 38           | -17.4%        | \$311,157        | \$308,170        | -1.0%         | 59           | 48           | -18.6%       |
| Wilson  | 67           | 57           | -14.9%       | 64            | 67           | +4.7%         | 50           | 47           | -6.0%         | \$176,418        | \$212,313        | +20.3%        | 53           | 35           | -34.0%       |
| <b>Carbon County*</b>                                 | <b>243</b>   | <b>261</b>   | <b>+7.4%</b> | <b>164</b>    | <b>205</b>   | <b>+25.0%</b> | <b>130</b>   | <b>148</b>   | <b>+13.8%</b> | <b>\$122,426</b> | <b>\$136,537</b> | <b>+11.5%</b> | <b>301</b>   | <b>300</b>   | <b>-0.3%</b> |
| Jim Thorpe  | 121          | 123          | +1.7%        | 60            | 85           | +41.7%        | 40           | 65           | +62.5%        | \$144,163        | \$161,826        | +12.3%        | 152          | 162          | +6.6%        |
| Lehighton   | 49           | 49           | 0.0%         | 46            | 38           | -17.4%        | 33           | 29           | -12.1%        | \$148,404        | \$147,450        | -0.6%         | 55           | 52           | -5.5%        |
| Palmerton   | 40           | 49           | +22.5%       | 32            | 50           | +56.3%        | 31           | 32           | +3.2%         | \$118,430        | \$125,038        | +5.6%         | 52           | 37           | -28.8%       |
| Panther Valley  | 29           | 33           | +13.8%       | 23            | 26           | +13.0%        | 21           | 18           | -14.3%        | \$60,218         | \$47,578         | -21.0%        | 35           | 38           | +8.6%        |
| Weatherly   | 3            | 4            | +33.3%       | 1             | 5            | +400.0%       | 1            | 2            | +100.0%       | \$60,000         | \$58,000         | -3.3%         | 7            | 7            | 0.0%         |

\* 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) |               |                  |              |
|---|--------------|-----------------|-------------|--------------|-----------------|-------------|--------------------------|---------------|-----------------|---------------|------------------------|---------------|------------------|--------------|
|   | 03-2019      | Lender-Mediated | Share       | YTD 2019     | Lender-Mediated | Share       | Traditional              | + / -         | Lender-Mediated | + / -         | Traditional            | + / -         | Lender-Mediated  | + / -        |
| <b>Lehigh and Northampton County School Districts</b> | <b>1,521</b> | <b>11</b>       | <b>0.7%</b> | <b>1,504</b> | <b>12</b>       | <b>0.8%</b> | <b>\$188,000</b>         | <b>-1.1%</b>  | <b>\$97,000</b> | <b>-13.8%</b> | <b>\$188,000</b>       | <b>-16.3%</b> | <b>\$125,584</b> | <b>+3.2%</b> |
| Allentown   | 201          | 1               | 0.5%        | 226          | 0               | 0.0%        | \$130,250                | +13.3%        | \$0             | -100.0%       | \$134,160              | +13.4%        | \$0              | -100.0%      |
| Catasauqua  | 24           | 1               | 4.2%        | 28           | 0               | 0.0%        | \$143,500                | -1.7%         | \$0             | -100.0%       | \$157,446              | +4.4%         | \$0              | -100.0%      |
| East Penn   | 139          | 3               | 2.2%        | 133          | 0               | 0.0%        | \$235,000                | +6.1%         | \$0             | --            | \$252,839              | -0.3%         | \$0              | --           |
| Northern Lehigh                                       | 56           | 0               | 0.0%        | 38           | 0               | 0.0%        | \$153,500                | +2.3%         | \$0             | --            | \$165,665              | +7.1%         | \$0              | --           |
| Northwestern Lehigh                                   | 48           | 0               | 0.0%        | 16           | 0               | 0.0%        | \$290,000                | +34.9%        | \$0             | --            | \$326,375              | +38.5%        | \$0              | --           |
| Parkland  | 159          | 1               | 0.6%        | 132          | 1               | 0.8%        | \$284,019                | +13.6%        | \$409,000       | +209.8%       | \$288,422              | +14.8%        | \$409,000        | +209.8%      |
| Salisbury   | 31           | 0               | 0.0%        | 22           | 0               | 0.0%        | \$225,000                | +3.2%         | \$0             | --            | \$266,232              | -6.9%         | \$0              | --           |
| Southern Lehigh                                       | 86           | 0               | 0.0%        | 58           | 0               | 0.0%        | \$297,450                | -27.3%        | \$0             | --            | \$386,273              | -17.0%        | \$0              | --           |
| Whitehall   | 46           | 1               | 2.2%        | 56           | 0               | 0.0%        | \$185,750                | +3.3%         | \$0             | -100.0%       | \$195,060              | +5.8%         | \$0              | -100.0%      |
| Bangor Area   | 79           | 1               | 1.3%        | 57           | 0               | 0.0%        | \$129,900                | -23.3%        | \$0             | --            | \$161,457              | -14.5%        | \$0              | --           |
| Bethlehem   | 181          | 1               | 0.6%        | 307          | 6               | 2.0%        | \$190,000                | -6.7%         | \$96,500        | -38.7%        | \$224,066              | -1.5%         | \$96,648         | -29.5%       |
| Easton  | 197          | 1               | 0.5%        | 177          | 0               | 0.0%        | \$185,000                | -6.6%         | \$0             | -100.0%       | \$210,643              | -1.9%         | \$0              | -100.0%      |
| Nazareth  | 66           | 0               | 0.0%        | 48           | 0               | 0.0%        | \$285,835                | +0.5%         | \$0             | --            | \$289,083              | -11.6%        | \$0              | --           |
| Northampton   | 93           | 0               | 0.0%        | 93           | 3               | 3.2%        | \$190,000                | -5.0%         | \$130,000       | -13.3%        | \$198,052              | -4.3%         | \$116,008        | -22.7%       |
| Pen Argyl   | 32           | 1               | 3.1%        | 28           | 0               | 0.0%        | \$161,000                | +8.5%         | \$0             | -100.0%       | \$164,598              | +2.2%         | \$0              | -100.0%      |
| Saucon Valley   | 48           | 0               | 0.0%        | 38           | 1               | 2.6%        | \$215,000                | -1.4%         | \$96,000        | --            | \$313,904              | +0.9%         | \$96,000         | --           |
| Wilson  | 35           | 0               | 0.0%        | 47           | 1               | 2.1%        | \$129,750                | -5.4%         | \$74,094        | --            | \$215,318              | +22.0%        | \$74,094         | --           |
| <b>Carbon County*</b>                                 | <b>300</b>   | <b>3</b>        | <b>1.0%</b> | <b>148</b>   | <b>0</b>        | <b>0.0%</b> | <b>\$127,500</b>         | <b>+22.6%</b> | <b>\$0</b>      | <b>--</b>     | <b>\$136,537</b>       | <b>+11.5%</b> | <b>\$0</b>       | <b>--</b>    |
| Jim Thorpe  | 162          | 1               | 0.6%        | 65           | 0               | 0.0%        | \$149,000                | +12.5%        | \$0             | --            | \$161,826              | +12.3%        | \$0              | --           |
| Lehighton   | 52           | 1               | 1.9%        | 29           | 0               | 0.0%        | \$145,000                | +5.8%         | \$0             | --            | \$147,450              | -0.6%         | \$0              | --           |
| Palmerton   | 37           | 1               | 2.7%        | 32           | 0               | 0.0%        | \$121,250                | +25.6%        | \$0             | --            | \$125,038              | +5.6%         | \$0              | --           |
| Panther Valley  | 38           | 0               | 0.0%        | 18           | 0               | 0.0%        | \$35,000                 | -33.3%        | \$0             | --            | \$47,578               | -21.0%        | \$0              | --           |
| Weatherly   | 7            | 0               | 0.0%        | 2            | 0               | 0.0%        | \$58,000                 | -3.3%         | \$0             | --            | \$58,000               | -3.3%         | \$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 | 3-2018    | 3-2019    | Percent Change from Previous Year | YTD 2018  | YTD 2019  | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|-----------|-----------------------------------|-----------|-----------|-----------------------------------|
| <b>New Listings</b>                |                      | 82        | 90        | + 9.8%                            | 243       | 261       | + 7.4%                            |
| <b>Pending Sales</b>               |                      | 64        | 86        | + 34.4%                           | 164       | 205       | + 25.0%                           |
| <b>Closed Sales</b>                |                      | 50        | 64        | + 28.0%                           | 130       | 148       | + 13.8%                           |
| <b>Days on Market</b>              |                      | 91        | 70        | - 23.1%                           | 87        | 78        | - 10.3%                           |
| <b>Median Sales Price</b>          |                      | \$85,000  | \$123,750 | + 45.6%                           | \$104,000 | \$127,500 | + 22.6%                           |
| <b>Average Sales Price</b>         |                      | \$115,714 | \$139,471 | + 20.5%                           | \$122,426 | \$136,537 | + 11.5%                           |
| <b>Pct. of List Price Received</b> |                      | 93.2%     | 93.0%     | - 0.2%                            | 95.2%     | 93.3%     | - 2.0%                            |
| <b>Housing Affordability Index</b> |                      | 157       | 168       | + 7.0%                            | 167       | 171       | + 2.4%                            |
| <b>Inventory</b>                   |                      | 301       | 300       | - 0.3%                            | --        | --        | --                                |
| <b>Months Supply</b>               |                      | 5.5       | 4.8       | - 12.7%                           | --        | --        | --                                |

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