

# Monthly Indicators



## July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

New Listings decreased 0.3 percent to 1,078. Pending Sales were up 25.4 percent to 1,053. Inventory levels shrank 52.0 percent to 929 units.

Prices continued to gain traction. The Median Sales Price increased 6.4 percent to \$237,750. Days on Market was up 18.5 percent to 32 days. Sellers were encouraged as Months Supply of Inventory was down 48.1 percent to 1.4 months.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

## Activity Snapshot

**+ 3.1%**      **- 52.0%**      **+ 6.4%**

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	7-2019	7-2020	Percent Change from Previous Year	YTD 2019	YTD 2020	Percent Change from Previous Year
<b>New Listings</b>		1,081	<b>1,078</b>	- 0.3%	6,988	<b>5,275</b>	- 24.5%
<b>Pending Sales</b>		840	<b>1,053</b>	+ 25.4%	5,356	<b>4,656</b>	- 13.1%
<b>Closed Sales</b>		846	<b>872</b>	+ 3.1%	4,832	<b>3,610</b>	- 25.3%
<b>Days on Market</b>		27	<b>32</b>	+ 18.5%	40	<b>39</b>	- 2.5%
<b>Median Sales Price</b>		\$223,500	<b>\$237,750</b>	+ 6.4%	\$202,500	<b>\$215,550</b>	+ 6.4%
<b>Average Sales Price</b>		\$248,681	<b>\$265,145</b>	+ 6.6%	\$232,998	<b>\$243,422</b>	+ 4.5%
<b>Pct. of List Price Received</b>		98.5%	<b>99.2%</b>	+ 0.7%	98.0%	<b>98.5%</b>	+ 0.5%
<b>Housing Affordability Index</b>		147	<b>152</b>	+ 3.4%	162	<b>168</b>	+ 3.7%
<b>Inventory</b>		1,935	<b>929</b>	- 52.0%	--	--	--
<b>Months Supply</b>		2.7	<b>1.4</b>	- 48.1%	--	--	--

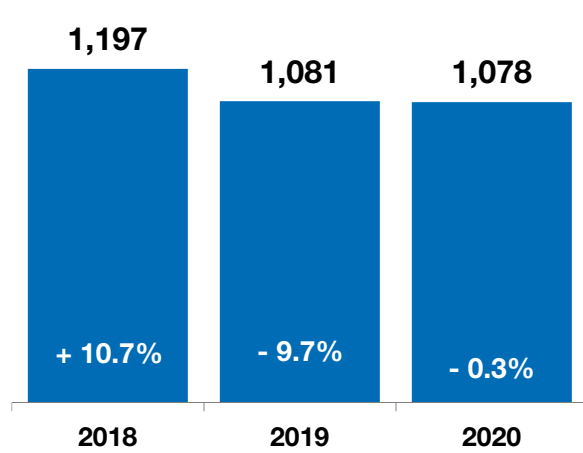


# New Listings

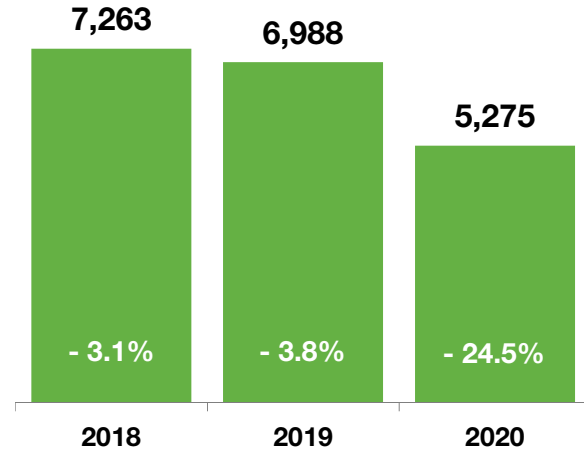
A count of the properties that have been newly listed on the market in a given month.



## July

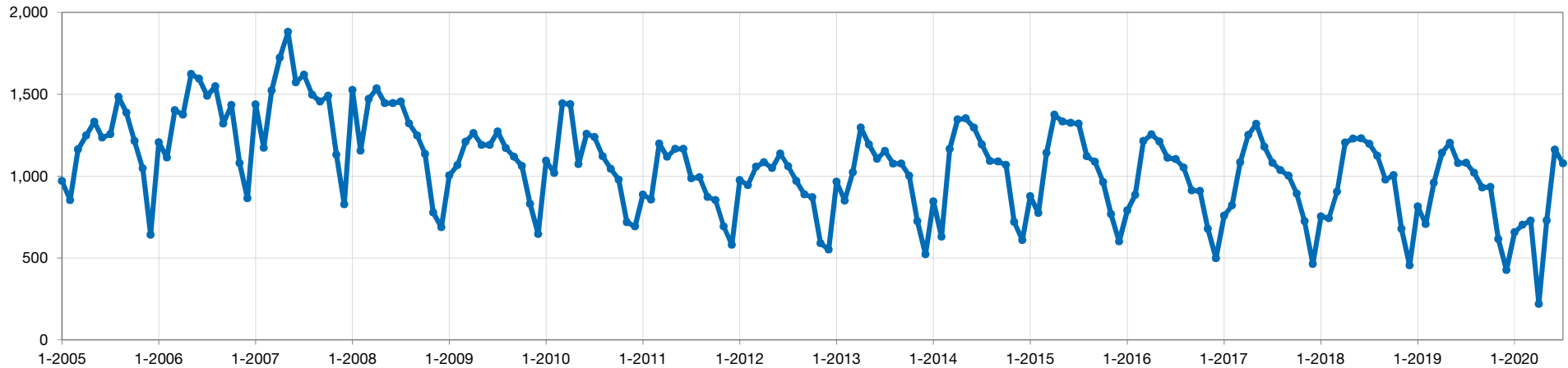


## Year to Date



	New Listings	Prior Year	Percent Change
August 2019	1,021	1,124	-9.2%
September 2019	930	978	-4.9%
October 2019	933	1,006	-7.3%
November 2019	616	679	-9.3%
December 2019	426	455	-6.4%
January 2020	657	814	-19.3%
February 2020	702	708	-0.8%
March 2020	728	959	-24.1%
April 2020	219	1,143	-80.8%
May 2020	729	1,204	-39.5%
June 2020	1,162	1,079	+7.7%
<b>July 2020</b>	<b>1,078</b>	<b>1,081</b>	<b>-0.3%</b>
12-Month Avg	767	936	-18.1%

## Historical New Listings by Month

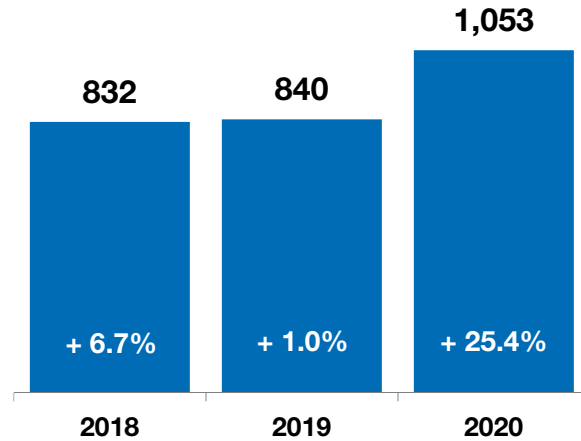


# Pending Sales

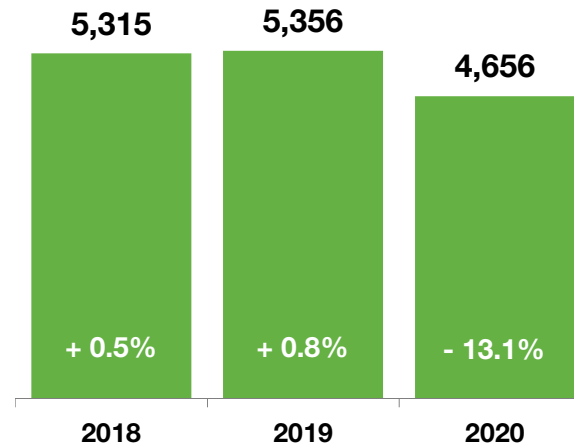
A count of the properties on which offers have been accepted in a given month.



## July

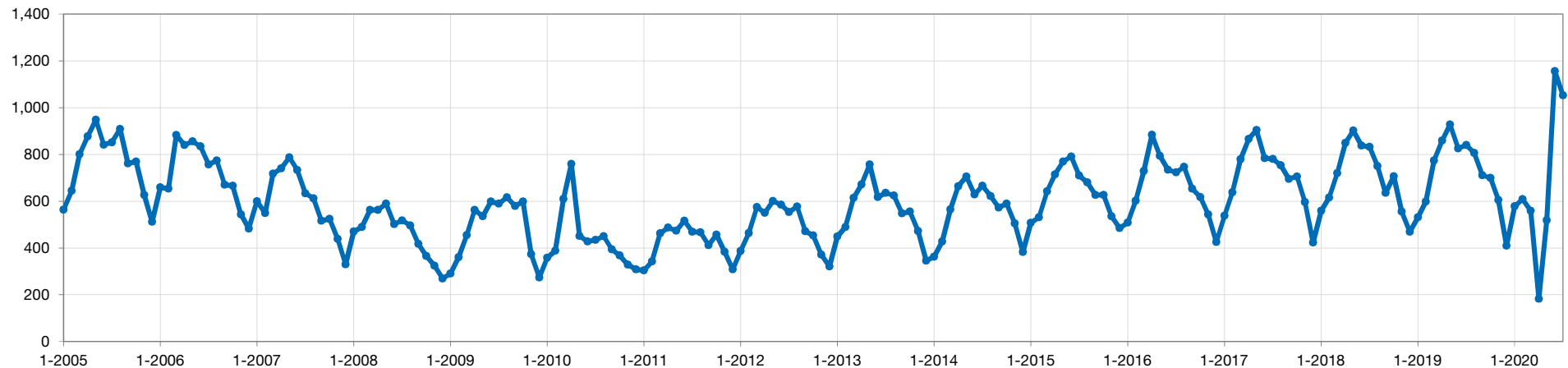


## Year to Date



	Pending Sales	Prior Year	Percent Change
August 2019	806	750	+7.5%
September 2019	711	635	+12.0%
October 2019	700	706	-0.8%
November 2019	605	556	+8.8%
December 2019	410	469	-12.6%
January 2020	578	531	+8.9%
February 2020	608	598	+1.7%
March 2020	559	774	-27.8%
April 2020	183	859	-78.7%
May 2020	519	928	-44.1%
June 2020	1,156	826	+40.0%
<b>July 2020</b>	<b>1,053</b>	<b>840</b>	<b>+25.4%</b>
12-Month Avg	657	706	-6.9%

## Historical Pending Sales by Month

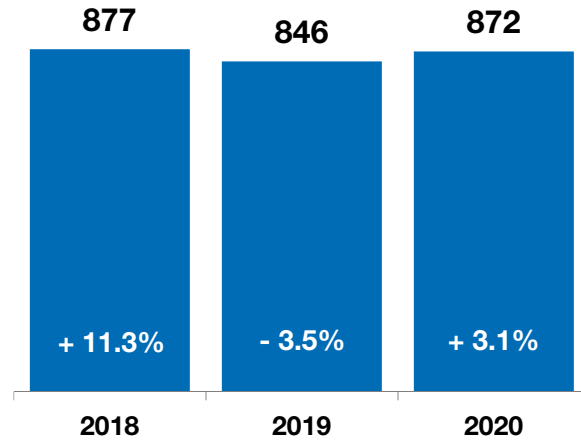


# Closed Sales

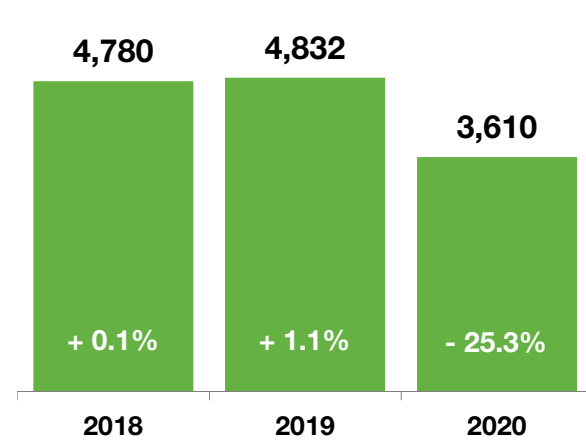
A count of the actual sales that closed in a given month.



## July

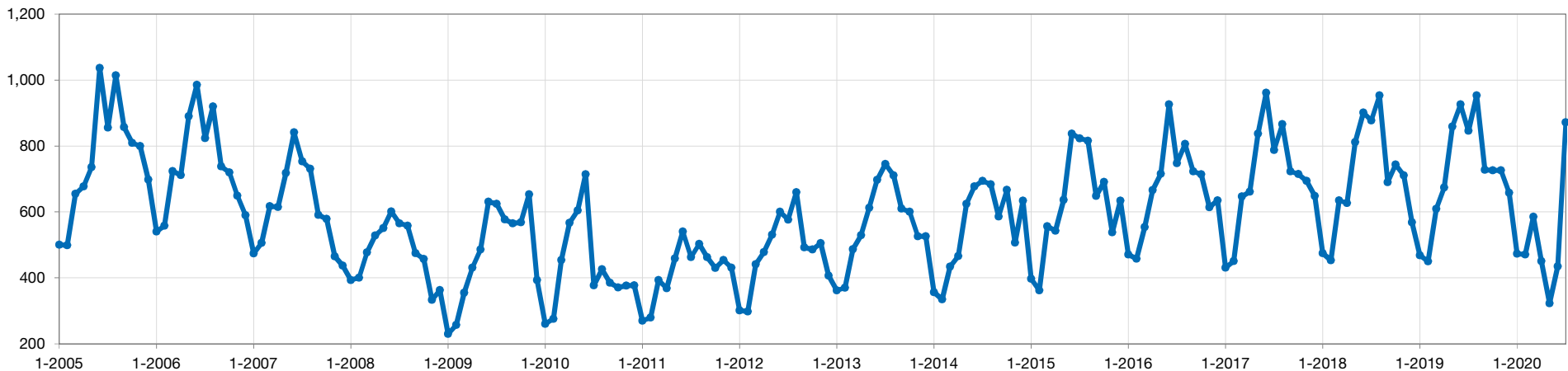


## Year to Date



	Closed Sales	Prior Year	Percent Change
August 2019	953	953	0.0%
September 2019	728	690	+5.5%
October 2019	726	744	-2.4%
November 2019	726	711	+2.1%
December 2019	658	568	+15.8%
January 2020	473	468	+1.1%
February 2020	471	450	+4.7%
March 2020	585	609	-3.9%
April 2020	451	674	-33.1%
May 2020	323	859	-62.4%
June 2020	435	926	-53.0%
<b>July 2020</b>	<b>872</b>	<b>846</b>	<b>+3.1%</b>
12-Month Avg	617	708	-12.9%

## Historical Closed Sales by Month

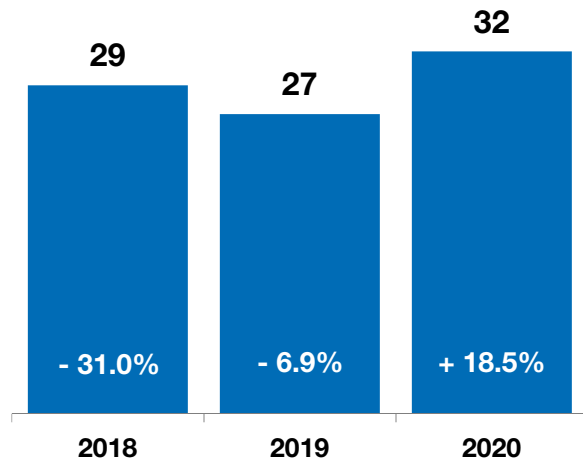


# Days on Market Until Sale

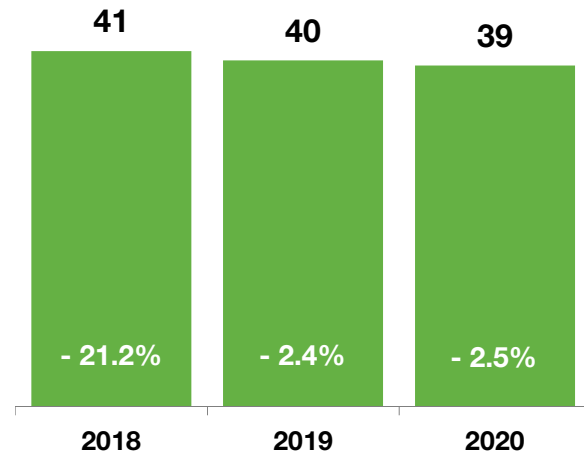
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



## Year to Date



Days on Market	Prior Year	Percent Change	
August 2019	32	31	+3.2%
September 2019	33	31	+6.5%
October 2019	34	38	-10.5%
November 2019	34	38	-10.5%
December 2019	43	42	+2.4%
January 2020	41	47	-12.8%
February 2020	51	54	-5.6%
March 2020	43	54	-20.4%
April 2020	36	46	-21.7%
May 2020	35	37	-5.4%
June 2020	40	32	+25.0%
<b>July 2020</b>	<b>32</b>	<b>27</b>	<b>+18.5%</b>
12-Month Avg*	37	38	-2.6%

\* Average Days on Market of all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

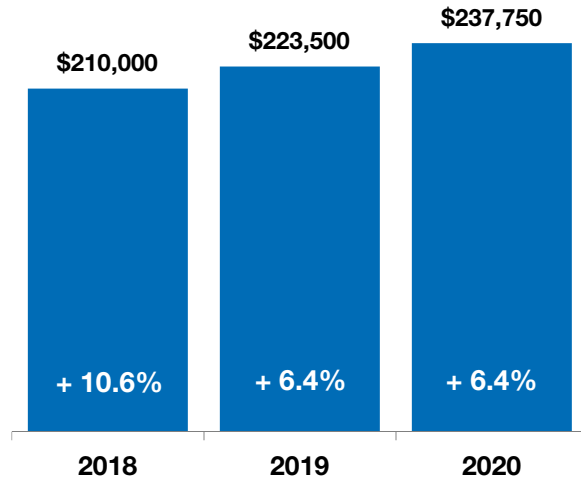


# Median Sales Price

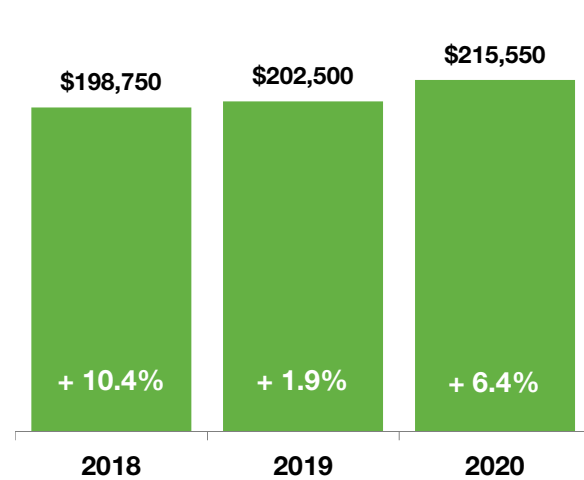
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2019	\$219,900	\$210,000	+4.7%
September 2019	\$205,500	\$194,950	+5.4%
October 2019	\$211,000	\$198,750	+6.2%
November 2019	\$204,950	\$195,000	+5.1%
December 2019	\$200,000	\$190,000	+5.3%
January 2020	\$185,000	\$185,000	0.0%
February 2020	\$201,000	\$185,250	+8.5%
March 2020	\$210,000	\$189,900	+10.6%
April 2020	\$209,000	\$192,000	+8.9%
May 2020	\$214,365	\$207,000	+3.6%
June 2020	\$234,000	\$216,750	+8.0%
<b>July 2020</b>	<b>\$237,750</b>	<b>\$223,500</b>	<b>+6.4%</b>
12-Month Med*	\$212,638	\$200,000	+6.3%

\* Median Sales Price of all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

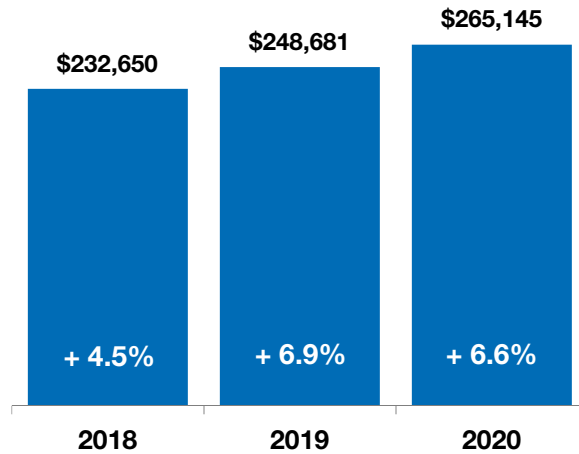


# Average Sales Price

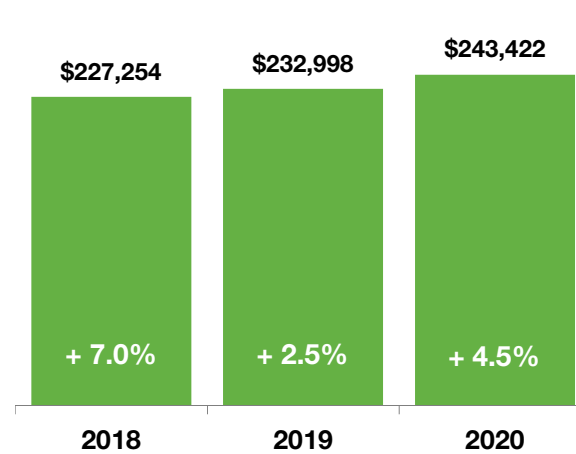
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2019	\$248,229	\$237,443	+4.5%
September 2019	\$231,053	\$221,136	+4.5%
October 2019	\$236,122	\$226,859	+4.1%
November 2019	\$225,704	\$221,525	+1.9%
December 2019	\$231,543	\$221,648	+4.5%
January 2020	\$211,267	\$217,403	-2.8%
February 2020	\$231,473	\$214,213	+8.1%
March 2020	\$238,214	\$223,812	+6.4%
April 2020	\$239,235	\$225,729	+6.0%
May 2020	\$238,467	\$233,891	+2.0%
June 2020	\$262,721	\$246,192	+6.7%
<b>July 2020</b>	<b>\$265,145</b>	<b>\$248,681</b>	<b>+6.6%</b>
12-Month Avg*	\$239,316	\$230,279	+3.9%

\* Avg. Sales Price of all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





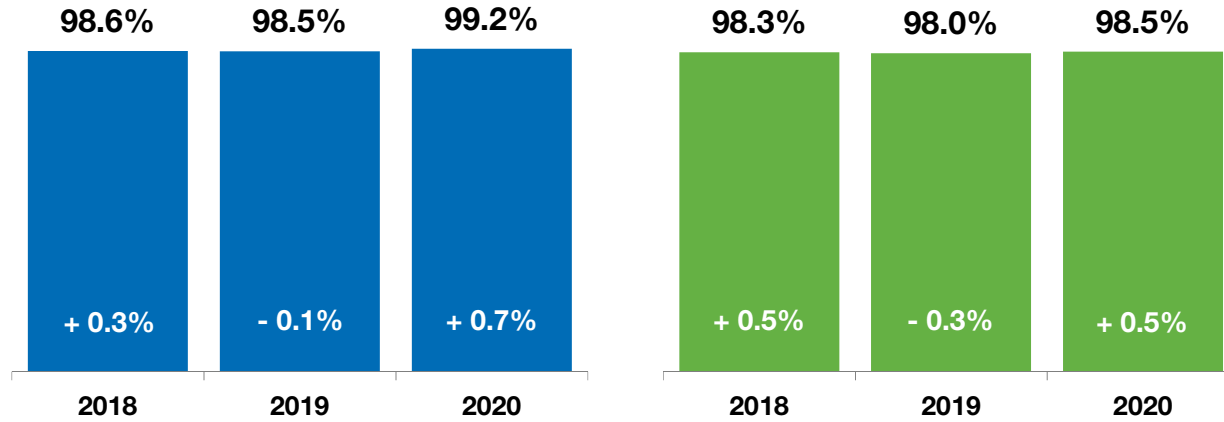
# Percent of List Price Received



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.

## July

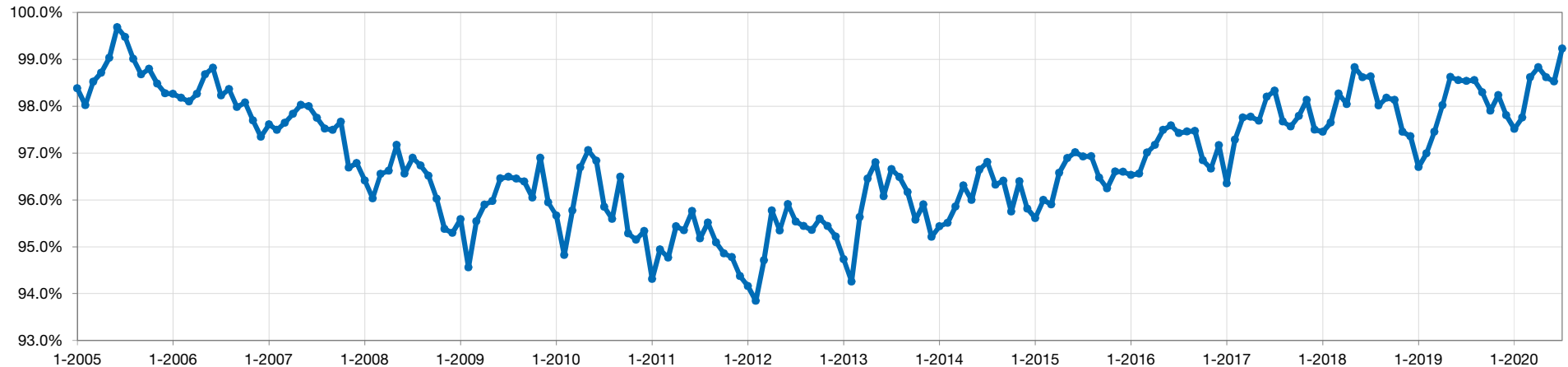
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
August 2019	98.6%	98.0%	+0.6%
September 2019	98.3%	98.2%	+0.1%
October 2019	97.9%	98.1%	-0.2%
November 2019	98.2%	97.5%	+0.7%
December 2019	97.8%	97.4%	+0.4%
January 2020	97.5%	96.7%	+0.8%
February 2020	97.8%	97.0%	+0.8%
March 2020	98.6%	97.5%	+1.1%
April 2020	98.8%	98.0%	+0.8%
May 2020	98.6%	98.6%	0.0%
June 2020	98.5%	98.6%	-0.1%
<b>July 2020</b>	<b>99.2%</b>	<b>98.5%</b>	<b>+0.7%</b>
12-Month Avg*	98.4%	98.0%	+0.4%

\* Average Pct. of List Price Received for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

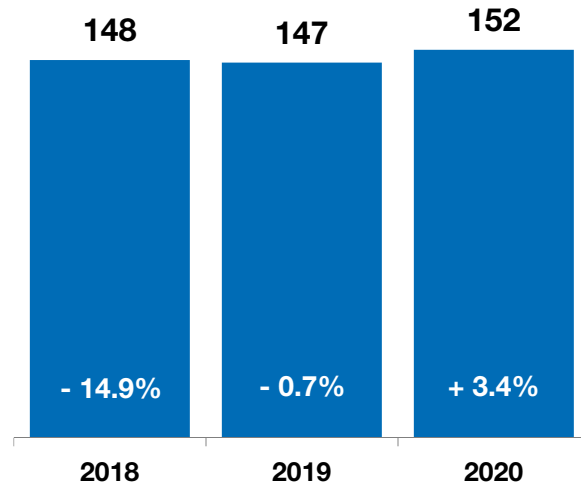


# Housing Affordability Index

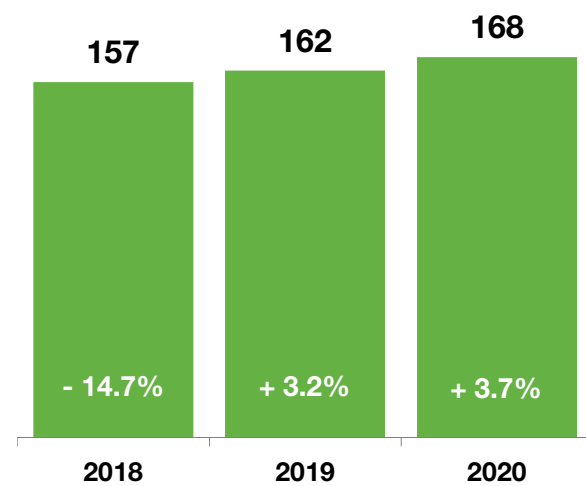


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## July

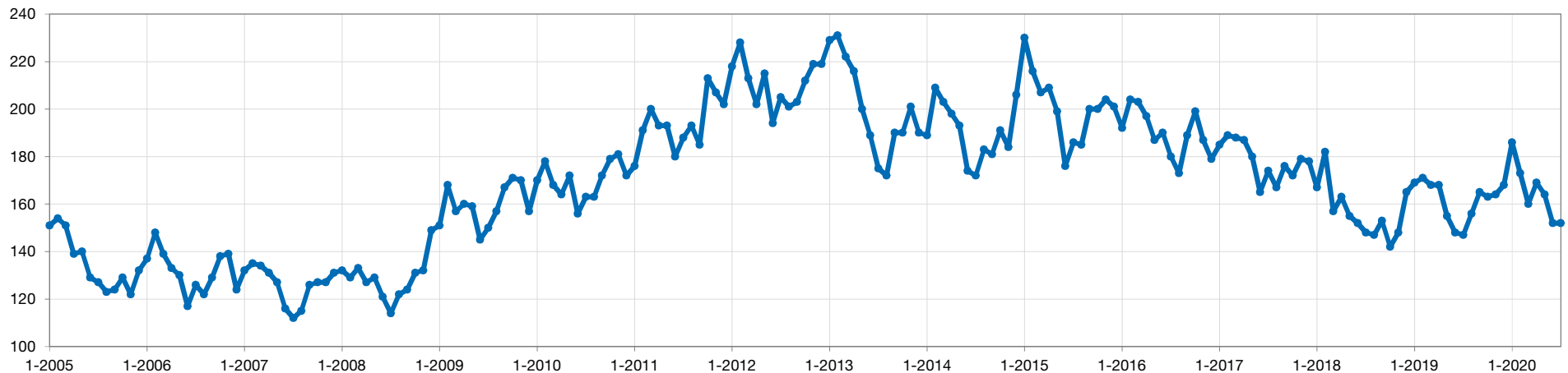


## Year to Date



	Affordability Index	Prior Year	Percent Change
August 2019	156	147	+6.1%
September 2019	165	153	+7.8%
October 2019	163	142	+14.8%
November 2019	164	148	+10.8%
December 2019	168	165	+1.8%
January 2020	186	169	+10.1%
February 2020	173	171	+1.2%
March 2020	160	168	-4.8%
April 2020	169	168	+0.6%
May 2020	164	155	+5.8%
June 2020	152	148	+2.7%
<b>July 2020</b>	<b>152</b>	<b>147</b>	<b>+3.4%</b>
12-Month Avg	164	164	0.0%

## Historical Housing Affordability Index by Month

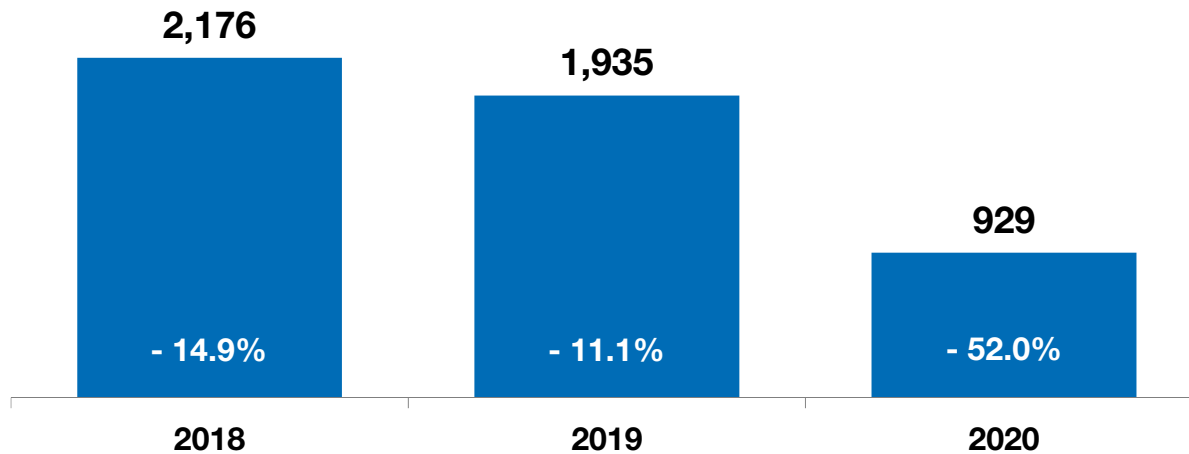


# Inventory of Homes Available

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



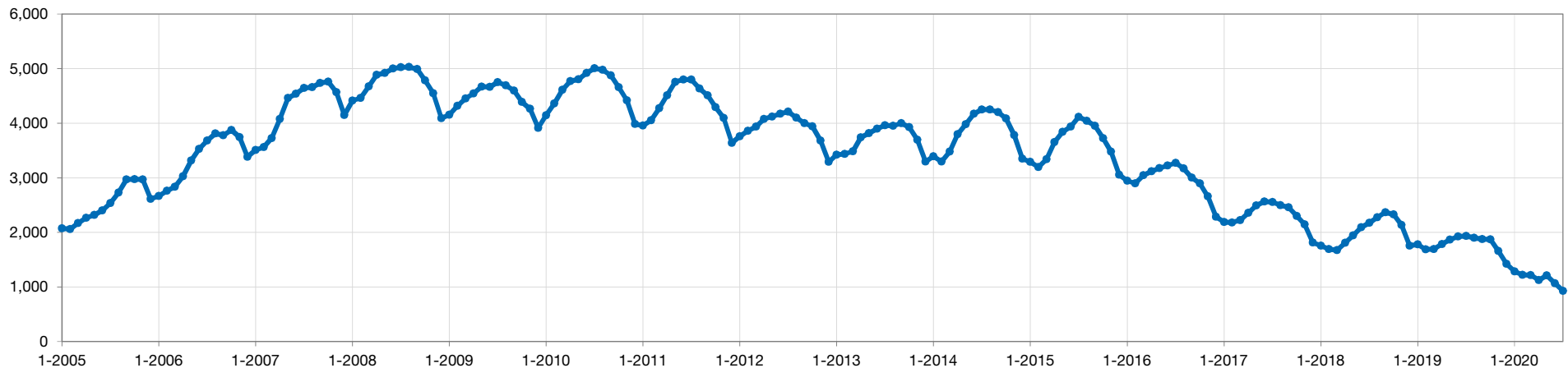
## July



Inventory		Prior Year	Percent Change
August 2019	1,900	2,275	-16.5%
September 2019	1,874	2,366	-20.8%
October 2019	1,873	2,331	-19.6%
November 2019	1,661	2,135	-22.2%
December 2019	1,425	1,754	-18.8%
January 2020	1,285	1,780	-27.8%
February 2020	1,223	1,687	-27.5%
March 2020	1,215	1,692	-28.2%
April 2020	1,125	1,784	-36.9%
May 2020	1,209	1,866	-35.2%
June 2020	1,066	1,924	-44.6%
<b>July 2020</b>	<b>929</b>	<b>1,935</b>	<b>-52.0%</b>
12-Month Avg*	1,399	1,961	-28.7%

\* Inventory for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month

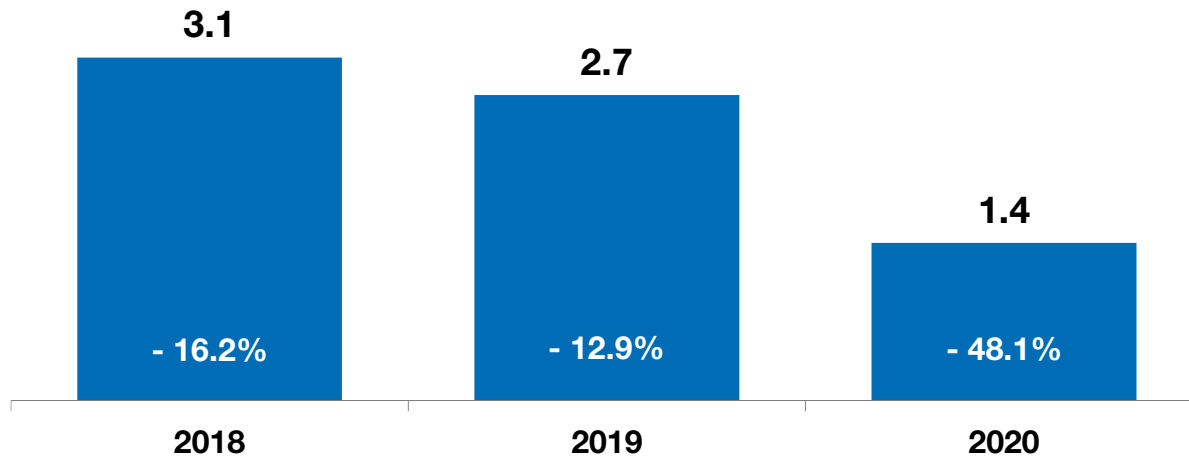


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
August 2019	2.7	3.2	-15.6%
September 2019	2.6	3.4	-23.5%
October 2019	2.6	3.3	-21.2%
November 2019	2.3	3.1	-25.8%
December 2019	2.0	2.5	-20.0%
January 2020	1.8	2.5	-28.0%
February 2020	1.7	2.4	-29.2%
March 2020	1.7	2.4	-29.2%
April 2020	1.7	2.5	-32.0%
May 2020	2.0	2.6	-23.1%
June 2020	1.7	2.7	-37.0%
<b>July 2020</b>	<b>1.4</b>	<b>2.7</b>	<b>-48.1%</b>
12-Month Avg*	2.0	2.8	-28.6%

\* Months Supply for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# 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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	7-2019	7-2020	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>6,988</b>	<b>5,275</b>	<b>-24.5%</b>	<b>5,356</b>	<b>4,656</b>	<b>-13.1%</b>	<b>4,832</b>	<b>3,610</b>	<b>-25.3%</b>	<b>\$232,998</b>	<b>\$243,422</b>	<b>+4.5%</b>	<b>1,935</b>	<b>929</b>	<b>-52.0%</b>
Allentown	936	722	-22.9%	701	671	-4.3%	652	557	-14.6%	\$137,027	\$151,346	+10.5%	238	106	-55.5%
Catasauqua	112	98	-12.5%	103	85	-17.5%	94	64	-31.9%	\$162,501	\$154,471	-4.9%	25	11	-56.0%
East Penn	660	498	-24.5%	567	438	-22.8%	497	321	-35.4%	\$281,166	\$281,889	+0.3%	123	79	-35.8%
Northern Lehigh	158	114	-27.8%	126	92	-27.0%	113	77	-31.9%	\$173,134	\$209,749	+21.1%	70	28	-60.0%
Northwestern Lehigh	146	85	-41.8%	87	72	-17.2%	70	47	-32.9%	\$324,697	\$301,375	-7.2%	54	29	-46.3%
Parkland	677	480	-29.1%	532	416	-21.8%	467	310	-33.6%	\$294,194	\$319,986	+8.8%	173	87	-49.7%
Salisbury	168	129	-23.2%	121	120	-0.8%	104	98	-5.8%	\$241,202	\$287,164	+19.1%	48	19	-60.4%
Southern Lehigh	271	189	-30.3%	193	167	-13.5%	180	122	-32.2%	\$388,165	\$369,250	-4.9%	95	47	-50.5%
Whitehall	292	238	-18.5%	227	209	-7.9%	191	165	-13.6%	\$190,216	\$217,510	+14.3%	67	21	-68.7%
Bangor Area	259	192	-25.9%	193	170	-11.9%	166	127	-23.5%	\$199,296	\$222,575	+11.7%	93	42	-54.8%
Bethlehem	1,182	838	-29.1%	929	740	-20.3%	896	586	-34.6%	\$226,143	\$226,873	+0.3%	300	126	-58.0%
Easton	897	674	-24.9%	660	579	-12.3%	583	439	-24.7%	\$226,730	\$249,817	+10.2%	271	143	-47.2%
Nazareth	317	261	-17.7%	229	226	-1.3%	186	174	-6.5%	\$314,857	\$340,217	+8.1%	92	50	-45.7%
Northampton	423	344	-18.7%	331	319	-3.6%	313	260	-16.9%	\$206,313	\$225,637	+9.4%	130	63	-51.5%
Pen Argyl	134	94	-29.9%	85	92	+8.2%	78	64	-17.9%	\$186,035	\$207,684	+11.6%	49	14	-71.4%
Saucon Valley	191	177	-7.3%	138	138	0.0%	123	106	-13.8%	\$330,914	\$307,657	-7.0%	50	36	-28.0%
Wilson	165	142	-13.9%	134	122	-9.0%	119	93	-21.8%	\$203,746	\$223,431	+9.7%	57	28	-50.9%
<b>Carbon County*</b>	<b>740</b>	<b>557</b>	<b>-24.7%</b>	<b>513</b>	<b>524</b>	<b>+2.1%</b>	<b>457</b>	<b>383</b>	<b>-16.2%</b>	<b>\$144,688</b>	<b>\$162,486</b>	<b>+12.3%</b>	<b>359</b>	<b>163</b>	<b>-54.6%</b>
Jim Thorpe	358	273	-23.7%	227	276	+21.6%	198	190	-4.0%	\$166,777	\$177,282	+6.3%	204	80	-60.8%
Lehighton	140	100	-28.6%	105	87	-17.1%	94	75	-20.2%	\$147,826	\$140,599	-4.9%	57	31	-45.6%
Palmerton	121	99	-18.2%	105	88	-16.2%	95	73	-23.2%	\$152,127	\$192,822	+26.8%	36	26	-27.8%
Panther Valley	95	60	-36.8%	63	54	-14.3%	59	35	-40.7%	\$52,798	\$70,438	+33.4%	45	17	-62.2%
Weatherly	19	23	+21.1%	10	16	+60.0%	8	9	+12.5%	\$144,575	\$157,989	+9.3%	14	9	-35.7%

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



# 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)			
	07-2020	Lender-Mediated	Share	YTD 2020	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>929</b>	<b>6</b>	<b>0.6%</b>	<b>3,610</b>	<b>13</b>	<b>0.4%</b>	<b>\$215,950</b>	<b>+6.1%</b>	<b>\$187,500</b>	<b>+91.3%</b>	<b>\$215,950</b>	<b>-7.5%</b>	<b>\$239,842</b>	<b>+65.6%</b>
Allentown	106	1	0.9%	557	0	0.0%	\$149,554	+14.1%	\$0	-100.0%	\$151,346	+10.3%	\$0	-100.0%
Catasauqua	11	0	0.0%	64	0	0.0%	\$146,000	-5.7%	\$0	-100.0%	\$154,471	-5.7%	\$0	-100.0%
East Penn	79	0	0.0%	321	1	0.3%	\$257,000	-1.2%	\$207,700	-35.1%	\$282,121	+0.4%	\$207,700	-35.1%
Northern Lehigh	28	0	0.0%	77	0	0.0%	\$199,900	+24.2%	\$0	--	\$209,749	+21.1%	\$0	--
Northwestern Lehigh	29	0	0.0%	47	0	0.0%	\$299,900	-3.5%	\$0	--	\$301,375	-7.2%	\$0	--
Parkland	87	0	0.0%	310	2	0.6%	\$291,041	+4.0%	\$222,000	-24.6%	\$320,623	+9.0%	\$222,000	-24.6%
Salisbury	19	0	0.0%	98	0	0.0%	\$246,700	+17.5%	\$0	--	\$287,164	+19.1%	\$0	--
Southern Lehigh	47	0	0.0%	122	0	0.0%	\$331,500	+4.4%	\$0	--	\$369,250	-4.9%	\$0	--
Whitehall	21	0	0.0%	165	1	0.6%	\$215,000	+15.6%	\$74,000	--	\$218,390	+14.8%	\$74,000	--
Bangor Area	42	0	0.0%	127	1	0.8%	\$189,900	+19.1%	\$74,000	--	\$223,754	+12.3%	\$74,000	--
Bethlehem	126	2	1.6%	586	0	0.0%	\$200,000	0.0%	\$0	-100.0%	\$226,873	-0.3%	\$0	-100.0%
Easton	143	1	0.7%	439	3	0.7%	\$231,250	+7.6%	\$190,000	-35.6%	\$249,770	+10.2%	\$256,667	-0.3%
Nazareth	50	0	0.0%	174	1	0.6%	\$305,000	+1.0%	\$319,900	+26.9%	\$340,335	+8.0%	\$319,900	+26.9%
Northampton	63	1	1.6%	260	1	0.4%	\$225,000	+12.6%	\$185,000	+42.3%	\$225,794	+9.0%	\$185,000	+59.5%
Pen Argyl	14	0	0.0%	64	1	1.6%	\$184,900	+12.4%	\$0	--	\$207,684	+11.6%	\$0	--
Saucon Valley	36	1	2.8%	106	1	0.9%	\$237,350	+2.1%	\$123,500	+28.6%	\$309,411	-7.0%	\$123,500	+28.6%
Wilson	28	0	0.0%	93	1	1.1%	\$174,450	+14.0%	\$680,000	+817.8%	\$218,468	+6.7%	\$680,000	+817.8%
<b>Carbon County*</b>	<b>163</b>	<b>0</b>	<b>0.0%</b>	<b>383</b>	<b>1</b>	<b>0.3%</b>	<b>\$145,000</b>	<b>+13.9%</b>	<b>\$129,900</b>	<b>+124.0%</b>	<b>\$162,572</b>	<b>+12.2%</b>	<b>\$129,900</b>	<b>+124.0%</b>
Jim Thorpe	80	0	0.0%	190	0	0.0%	\$166,450	+7.4%	\$0	-100.0%	\$177,282	+5.9%	\$0	-100.0%
Lehighton	31	0	0.0%	75	1	1.3%	\$113,000	-5.0%	\$129,900	--	\$140,744	-4.8%	\$129,900	--
Palmerton	26	0	0.0%	73	0	0.0%	\$158,000	+26.4%	\$0	--	\$192,822	+26.8%	\$0	--
Panther Valley	17	0	0.0%	35	0	0.0%	\$56,000	+40.0%	\$0	--	\$70,438	+33.4%	\$0	--
Weatherly	9	0	0.0%	9	0	0.0%	\$95,000	+8.6%	\$0	--	\$157,989	+9.3%	\$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	7-2019	7-2020	Percent Change from Previous Year	YTD 2019	YTD 2020	Percent Change from Previous Year
<b>New Listings</b>		112	<b>128</b>	+ 14.3%	740	<b>557</b>	- 24.7%
<b>Pending Sales</b>		77	<b>136</b>	+ 76.6%	513	<b>524</b>	+ 2.1%
<b>Closed Sales</b>		79	<b>91</b>	+ 15.2%	457	<b>383</b>	- 16.2%
<b>Days on Market</b>		63	<b>81</b>	+ 28.6%	78	<b>85</b>	+ 9.0%
<b>Median Sales Price</b>		\$122,000	<b>\$154,900</b>	+ 27.0%	\$127,000	<b>\$145,000</b>	+ 14.2%
<b>Average Sales Price</b>		\$141,820	<b>\$168,995</b>	+ 19.2%	\$144,688	<b>\$162,486</b>	+ 12.3%
<b>Pct. of List Price Received</b>		95.6%	<b>97.7%</b>	+ 2.2%	94.5%	<b>95.8%</b>	+ 1.4%
<b>Housing Affordability Index</b>		147	<b>152</b>	+ 3.4%	162	<b>168</b>	+ 3.7%
<b>Inventory</b>		359	<b>163</b>	- 54.6%	--	--	--
<b>Months Supply</b>		5.5	<b>2.4</b>	- 56.4%	--	--	--

