

# Monthly Indicators



## April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings decreased 81.1 percent to 216. Pending Sales were down 76.3 percent to 204. Inventory levels shrank 46.0 percent to 949 units.

Prices continued to gain traction. The Median Sales Price increased 10.4 percent to \$212,000. Days on Market was down 19.6 percent to 37 days. Sellers were encouraged as Months Supply of Inventory was down 44.0 percent to 1.4 months.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

## Activity Snapshot

**- 36.9%**    **- 46.0%**    **+ 10.4%**

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	4-2019	4-2020	Percent Change from Previous Year	YTD 2019	YTD 2020	Percent Change from Previous Year
New Listings		1,143	216	- 81.1%	3,624	2,302	- 36.5%
Pending Sales		859	204	- 76.3%	2,763	2,021	- 26.9%
Closed Sales		674	425	- 36.9%	2,201	1,954	- 11.2%
Days on Market		46	37	- 19.6%	50	43	- 14.0%
Median Sales Price		\$192,000	\$212,000	+ 10.4%	\$188,000	\$200,988	+ 6.9%
Average Sales Price		\$225,729	\$240,937	+ 6.7%	\$221,072	\$230,620	+ 4.3%
Pct. of List Price Received		98.0%	98.8%	+ 0.8%	97.4%	98.2%	+ 0.8%
Housing Affordability Index		168	166	- 1.2%	171	175	+ 2.3%
Inventory		1,757	949	- 46.0%	--	--	--
Months Supply		2.5	1.4	- 44.0%	--	--	--

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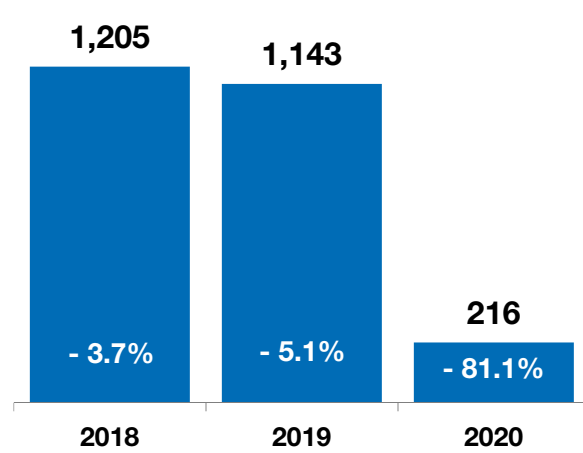


# New Listings

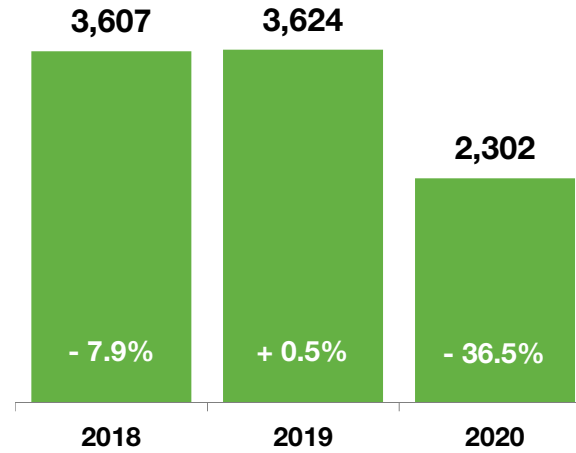
A count of the properties that have been newly listed on the market in a given month.



## April

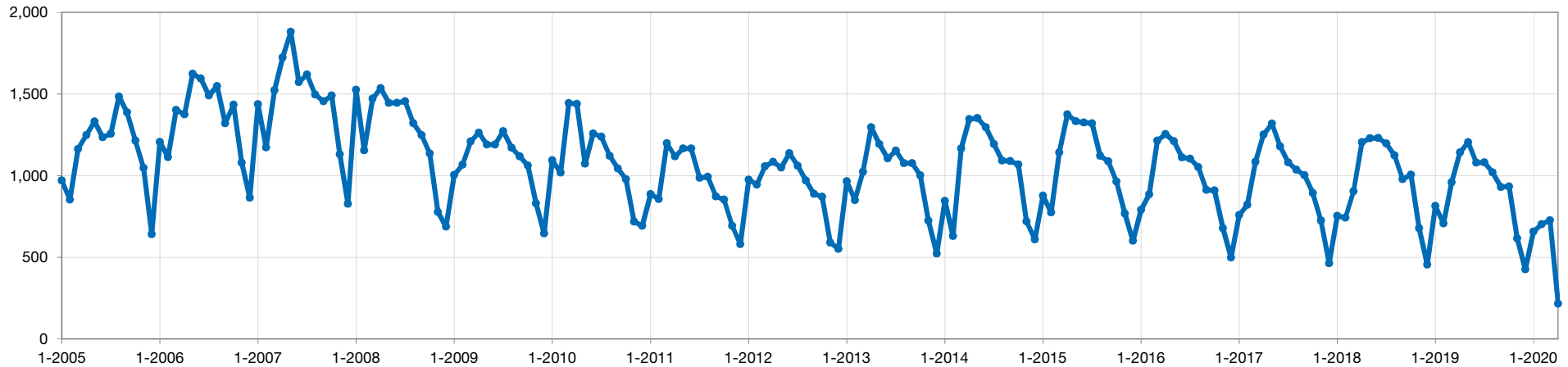


## Year to Date



	New Listings	Prior Year	Percent Change
May 2019	1,205	1,229	-2.0%
June 2019	1,080	1,230	-12.2%
July 2019	1,081	1,197	-9.7%
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	727	959	-24.2%
<b>April 2020</b>	<b>216</b>	<b>1,143</b>	<b>-81.1%</b>
12-Month Avg	800	960	-16.7%

## Historical New Listings by Month



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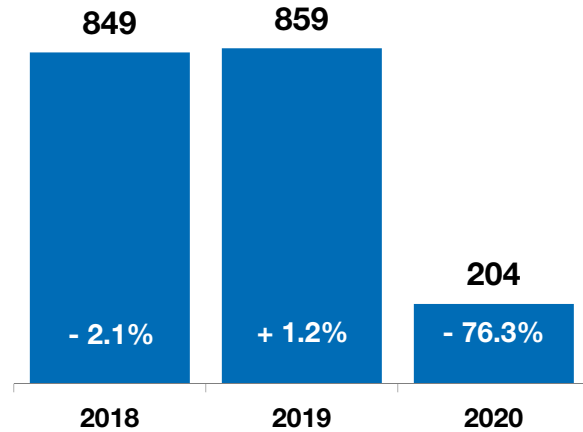


# Pending Sales

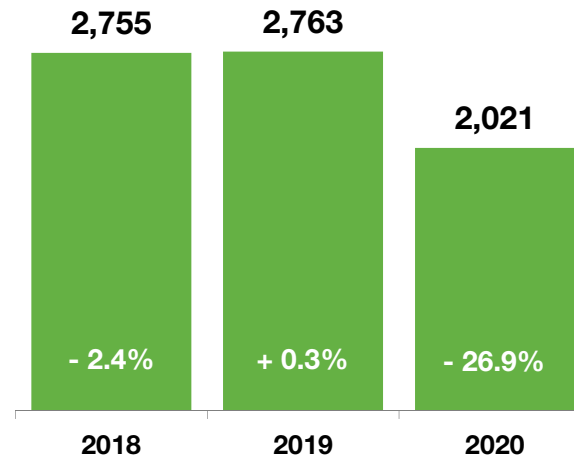
A count of the properties on which offers have been accepted in a given month.



## April

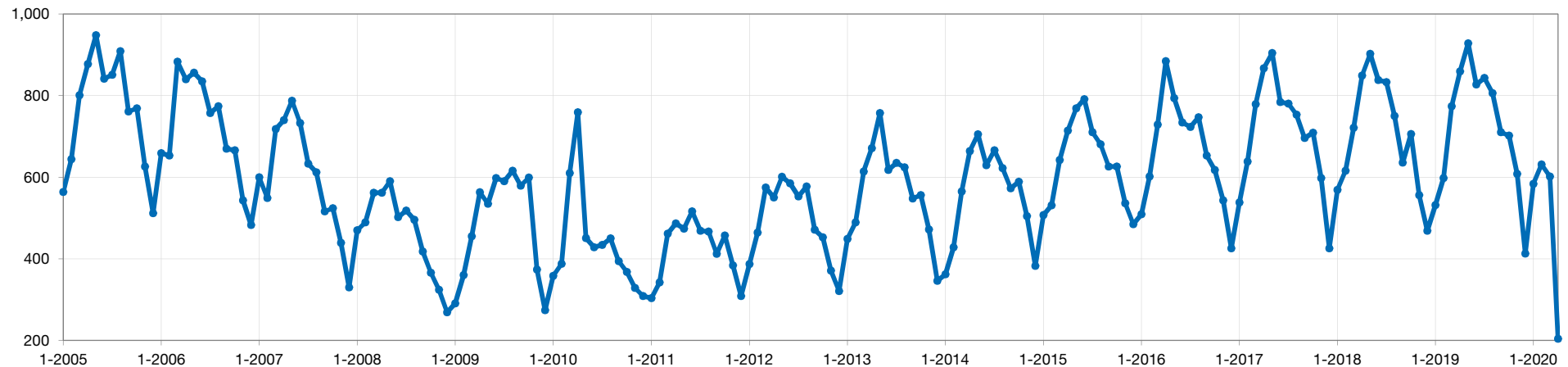


## Year to Date



	Pending Sales	Prior Year	Percent Change
May 2019	928	902	+2.9%
June 2019	827	838	-1.3%
July 2019	843	833	+1.2%
August 2019	806	750	+7.5%
September 2019	710	636	+11.6%
October 2019	702	706	-0.6%
November 2019	608	556	+9.4%
December 2019	413	469	-11.9%
January 2020	584	532	+9.8%
February 2020	631	598	+5.5%
March 2020	602	774	-22.2%
<b>April 2020</b>	<b>204</b>	<b>859</b>	<b>-76.3%</b>
12-Month Avg	655	704	-7.0%

## Historical Pending Sales by Month



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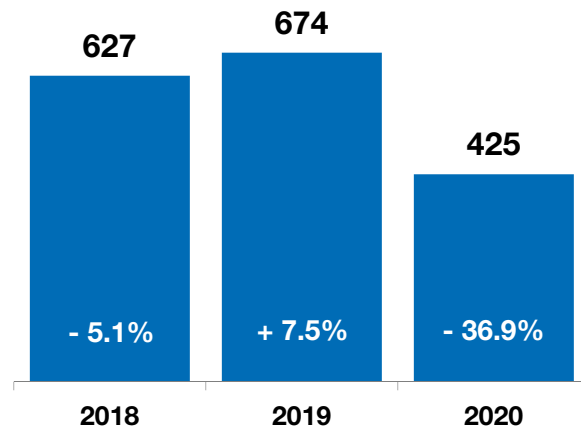


# Closed Sales

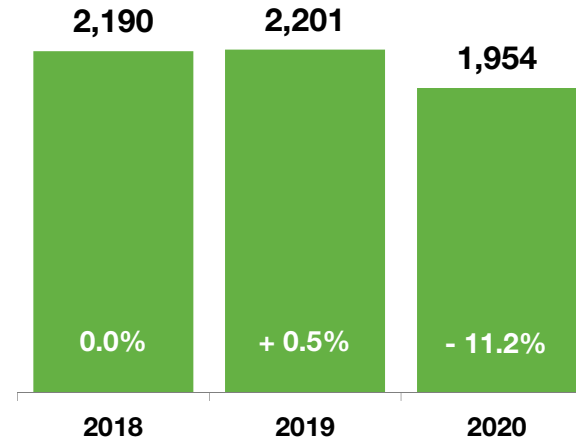
A count of the actual sales that closed in a given month.



## April



## Year to Date



	Closed Sales	Prior Year	Percent Change
May 2019	859	812	+5.8%
June 2019	926	901	+2.8%
July 2019	846	877	-3.5%
August 2019	953	953	0.0%
September 2019	728	690	+5.5%
October 2019	725	744	-2.6%
November 2019	726	711	+2.1%
December 2019	657	568	+15.7%
January 2020	473	468	+1.1%
February 2020	473	450	+5.1%
March 2020	583	609	-4.3%
<b>April 2020</b>	<b>425</b>	<b>674</b>	<b>-36.9%</b>
12-Month Avg	698	705	-1.0%

## Historical Closed Sales by Month



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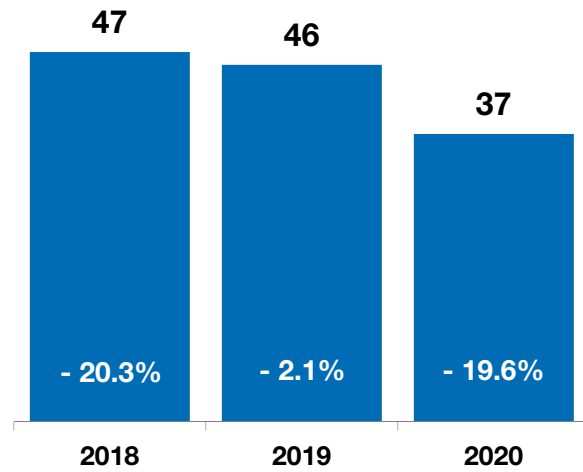


# Days on Market Until Sale

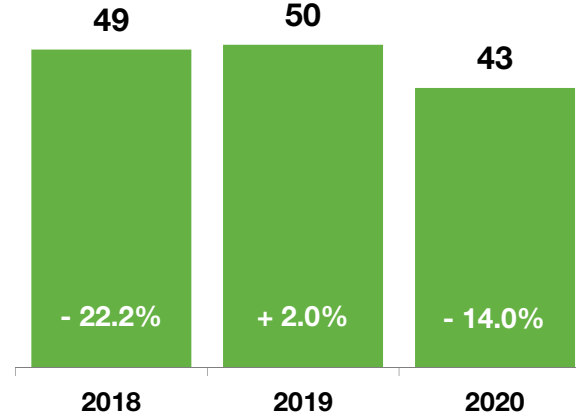
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



## Year to Date



Days on Market	Prior Year	Percent Change	
May 2019	37	40	-7.5%
June 2019	32	34	-5.9%
July 2019	27	29	-6.9%
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%
<b>April 2020</b>	<b>37</b>	<b>46</b>	<b>-19.6%</b>
12-Month Avg*	36	39	-7.7%

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

## Historical Days on Market Until Sale by Month



Sponsored by:

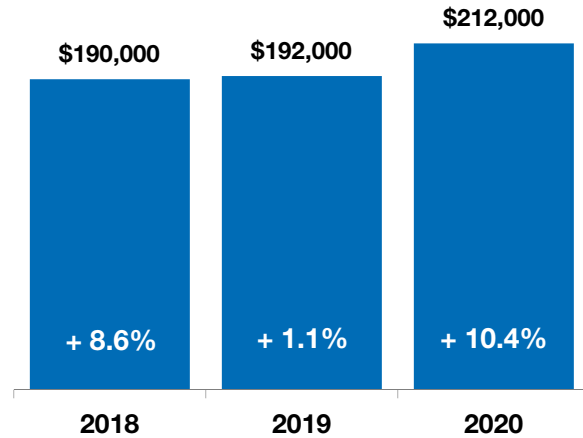


# Median Sales Price

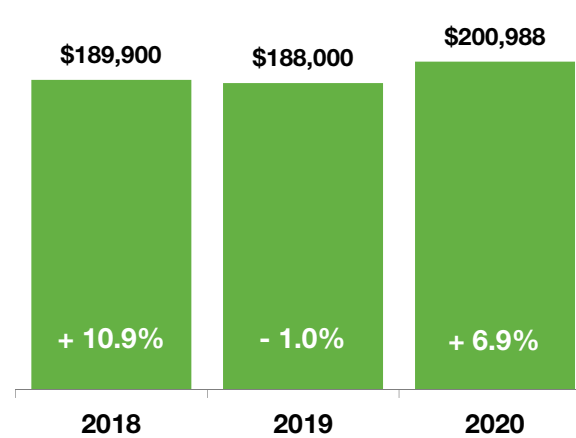
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



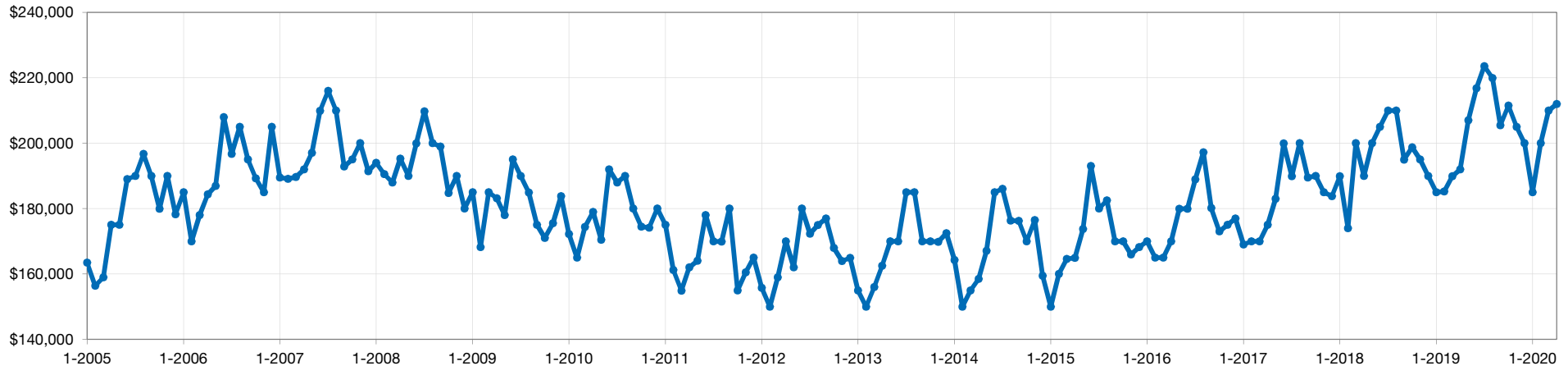
## Year to Date



Median Sales Price	Prior Year	Percent Change
May 2019	\$207,000	\$200,000 +3.5%
June 2019	\$216,750	\$205,000 +5.7%
July 2019	\$223,500	\$210,000 +6.4%
August 2019	\$219,900	\$210,000 +4.7%
September 2019	\$205,500	\$194,950 +5.4%
October 2019	\$211,500	\$198,750 +6.4%
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	\$200,000	\$185,250 +8.0%
March 2020	\$210,000	\$189,900 +10.6%
<b>April 2020</b>	<b>\$212,000</b>	<b>\$192,000 +10.4%</b>
12-Month Med*	\$210,000	\$197,850 +6.1%

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

## Historical Median Sales Price by Month



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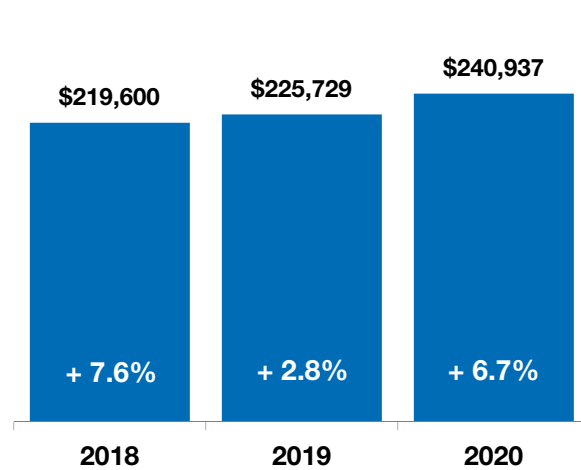


# Average Sales Price

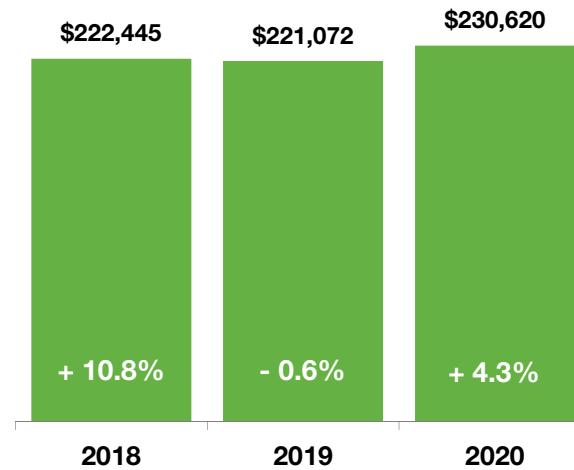
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2019	\$233,891	\$223,159	+4.8%
June 2019	\$246,192	\$237,377	+3.7%
July 2019	\$248,681	\$232,650	+6.9%
August 2019	\$248,229	\$237,443	+4.5%
September 2019	\$231,053	\$221,136	+4.5%
October 2019	\$236,407	\$226,859	+4.2%
November 2019	\$225,704	\$221,525	+1.9%
December 2019	\$231,787	\$221,648	+4.6%
January 2020	\$211,267	\$217,403	-2.8%
February 2020	\$231,033	\$214,213	+7.9%
March 2020	\$238,445	\$223,812	+6.5%
<b>April 2020</b>	<b>\$240,937</b>	<b>\$225,729</b>	<b>+6.7%</b>
12-Month Avg*	\$236,711	\$226,646	+4.4%

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

## Historical Average Sales Price by Month



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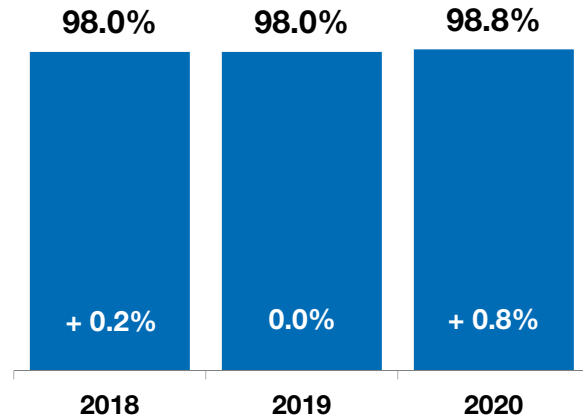


# Percent of List Price Received

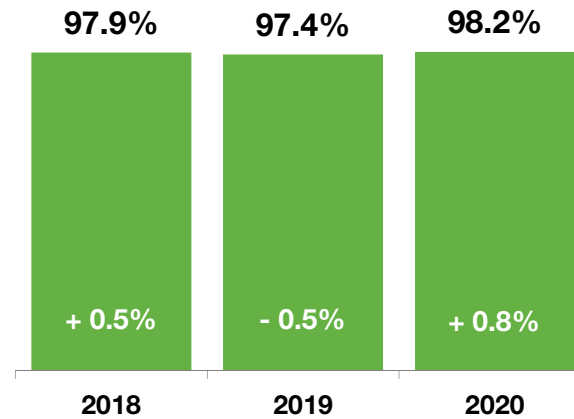


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## April



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2019	98.6%	98.8%	-0.2%
June 2019	98.6%	98.6%	0.0%
July 2019	98.5%	98.6%	-0.1%
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%
<b>April 2020</b>	<b>98.8%</b>	<b>98.0%</b>	<b>+0.8%</b>
12-Month Avg*	98.3%	98.0%	+0.3%

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

## Historical Percent of List Price Received by Month



Sponsored by:

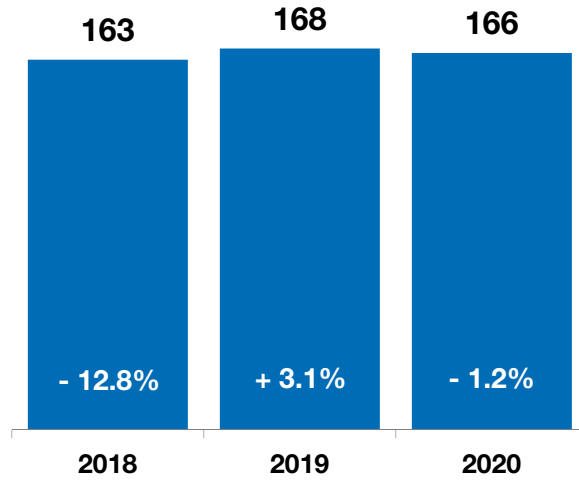


# Housing Affordability Index

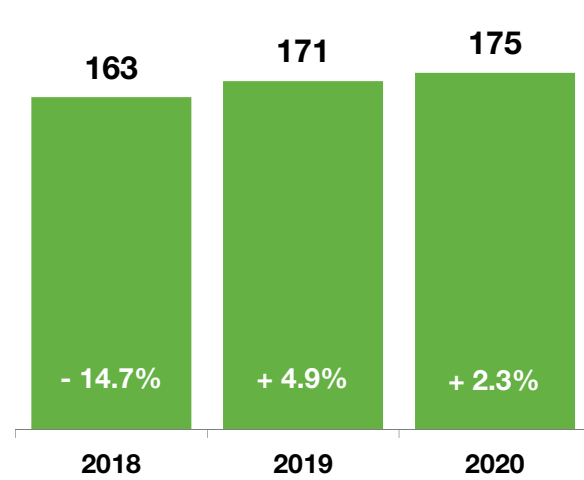


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April



## Year to Date



	Affordability Index	Prior Year	Percent Change
May 2019	155	155	0.0%
June 2019	148	152	-2.6%
July 2019	147	148	-0.7%
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	174	171	+1.8%
March 2020	160	168	-4.8%
<b>April 2020</b>	<b>166</b>	<b>168</b>	<b>-1.2%</b>
12-Month Avg	163	163	0.0%

## Historical Housing Affordability Index by Month



Sponsored by:

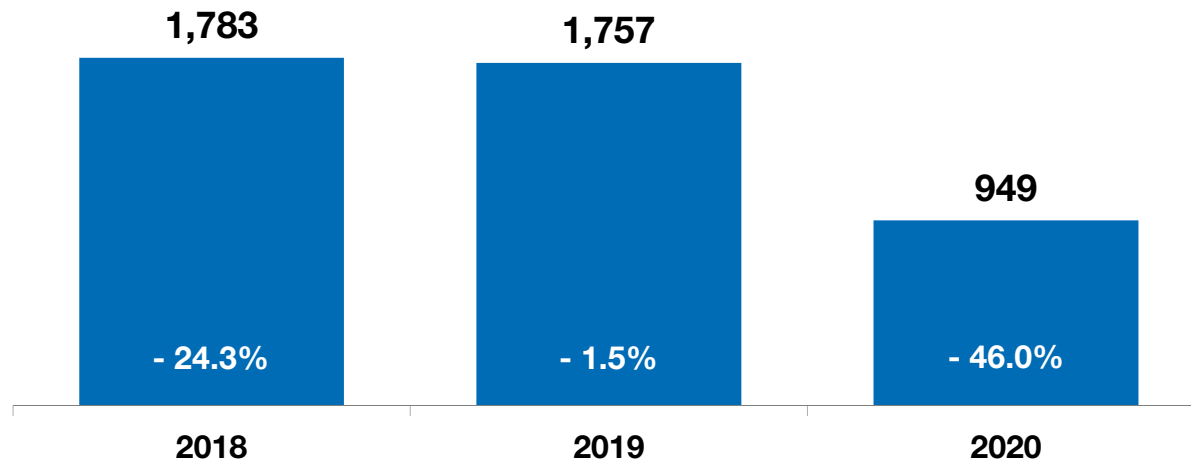


# Inventory of Homes Available

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



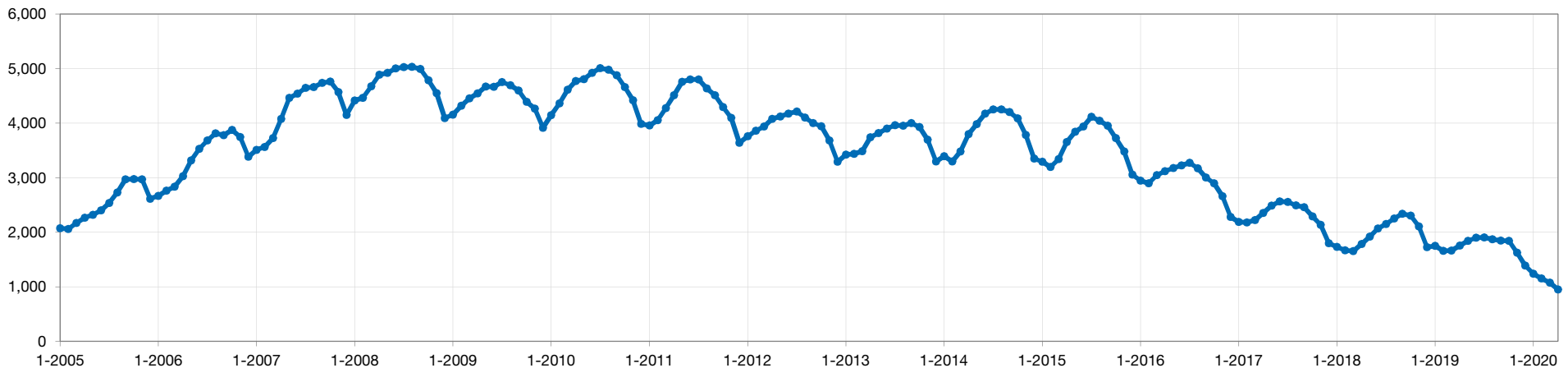
## April



Inventory		Prior Year	Percent Change
May 2019	1,840	1,919	-4.1%
June 2019	1,898	2,069	-8.3%
July 2019	1,906	2,151	-11.4%
August 2019	1,870	2,250	-16.9%
September 2019	1,845	2,340	-21.2%
October 2019	1,842	2,305	-20.1%
November 2019	1,626	2,109	-22.9%
December 2019	1,387	1,728	-19.7%
January 2020	1,241	1,753	-29.2%
February 2020	1,154	1,660	-30.5%
March 2020	1,077	1,665	-35.3%
<b>April 2020</b>	<b>949</b>	<b>1,757</b>	<b>-46.0%</b>
12-Month Avg*	1,553	1,976	-21.4%

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

## Historical Inventory of Homes Available by Month



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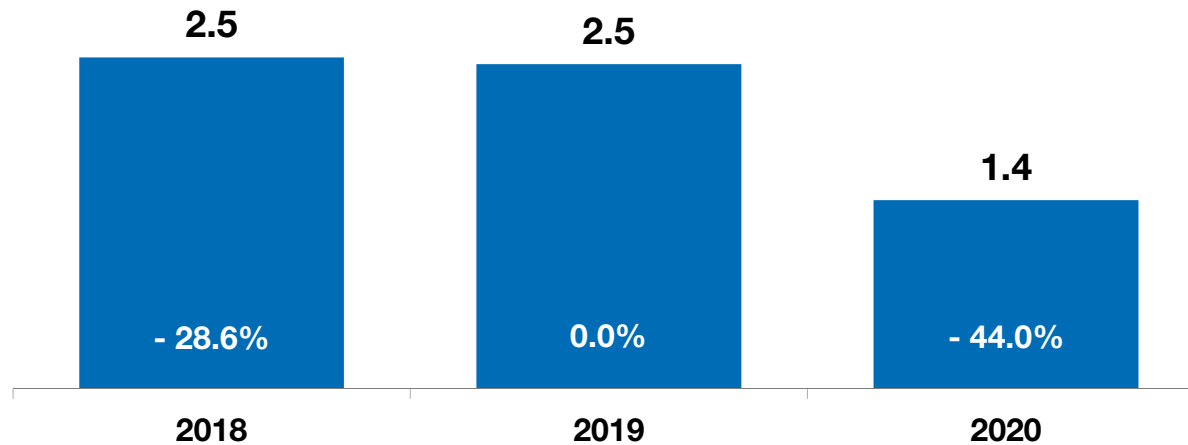


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
May 2019	2.6	2.7	-3.7%
June 2019	2.7	2.9	-6.9%
July 2019	2.7	3.0	-10.0%
August 2019	2.6	3.2	-18.8%
September 2019	2.6	3.3	-21.2%
October 2019	2.6	3.3	-21.2%
November 2019	2.3	3.0	-23.3%
December 2019	1.9	2.5	-24.0%
January 2020	1.7	2.5	-32.0%
February 2020	1.6	2.4	-33.3%
March 2020	1.5	2.4	-37.5%
<b>April 2020</b>	<b>1.4</b>	<b>2.5</b>	<b>-44.0%</b>
12-Month Avg*	2.2	2.8	-21.4%

\* Months Supply for all properties from May 2019 through April 2020. 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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	4-2019	4-2020	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>3,624</b>	<b>2,302</b>	<b>-36.5%</b>	<b>2,763</b>	<b>2,021</b>	<b>-26.9%</b>	<b>2,201</b>	<b>1,954</b>	<b>-11.2%</b>	<b>\$221,072</b>	<b>\$230,620</b>	<b>+4.3%</b>	<b>1,757</b>	<b>949</b>	<b>-46.0%</b>
Allentown	499	330	-33.9%	367	313	-14.7%	318	325	+2.2%	\$131,796	\$147,912	+12.2%	222	127	-42.8%
Catasauqua	63	41	-34.9%	58	32	-44.8%	42	37	-11.9%	\$146,802	\$145,991	-0.6%	28	12	-57.1%
East Penn	330	203	-38.5%	267	178	-33.3%	214	160	-25.2%	\$265,810	\$260,810	-1.9%	133	77	-42.1%
Northern Lehigh	82	56	-31.7%	70	37	-47.1%	51	43	-15.7%	\$159,659	\$191,956	+20.2%	65	37	-43.1%
Northwestern Lehigh	83	42	-49.4%	42	35	-16.7%	23	20	-13.0%	\$301,974	\$273,969	-9.3%	50	29	-42.0%
Parkland	375	201	-46.4%	274	166	-39.4%	210	172	-18.1%	\$285,654	\$313,537	+9.8%	187	90	-51.9%
Salisbury	80	59	-26.3%	59	58	-1.7%	34	50	+47.1%	\$243,853	\$292,107	+19.8%	41	18	-56.1%
Southern Lehigh	158	74	-53.2%	107	67	-37.4%	71	59	-16.9%	\$420,222	\$359,476	-14.5%	92	49	-46.7%
Whitehall	129	113	-12.4%	106	88	-17.0%	86	92	+7.0%	\$191,352	\$206,618	+8.0%	52	37	-28.8%
Bangor Area	132	94	-28.8%	99	87	-12.1%	74	67	-9.5%	\$185,391	\$198,153	+6.9%	92	41	-55.4%
Bethlehem	616	360	-41.6%	495	311	-37.2%	437	320	-26.8%	\$214,589	\$215,132	+0.3%	224	118	-47.3%
Easton	460	299	-35.0%	337	267	-20.8%	256	257	+0.4%	\$213,411	\$238,581	+11.8%	243	130	-46.5%
Nazareth	144	113	-21.5%	101	85	-15.8%	74	75	+1.4%	\$309,825	\$325,248	+5.0%	86	49	-43.0%
Northampton	225	143	-36.4%	191	141	-26.2%	147	135	-8.2%	\$195,974	\$224,077	+14.3%	105	59	-43.8%
Pen Argyl	68	36	-47.1%	51	40	-21.6%	40	38	-5.0%	\$181,916	\$202,022	+11.1%	34	23	-32.4%
Saucon Valley	94	74	-21.3%	58	61	+5.2%	52	54	+3.8%	\$310,245	\$298,566	-3.8%	59	27	-54.2%
Wilson	86	64	-25.6%	81	55	-32.1%	72	50	-30.6%	\$203,653	\$220,268	+8.2%	44	26	-40.9%
<b>Carbon County*</b>	<b>394</b>	<b>223</b>	<b>-43.4%</b>	<b>280</b>	<b>218</b>	<b>-22.1%</b>	<b>220</b>	<b>213</b>	<b>-3.2%</b>	<b>\$142,317</b>	<b>\$157,537</b>	<b>+10.7%</b>	<b>331</b>	<b>187</b>	<b>-43.5%</b>
Jim Thorpe	184	99	-46.2%	121	107	-11.6%	97	104	+7.2%	\$167,473	\$171,257	+2.3%	175	105	-40.0%
Lehighton	71	47	-33.8%	51	45	-11.8%	42	45	+7.1%	\$147,337	\$125,621	-14.7%	59	27	-54.2%
Palmerton	73	43	-41.1%	67	39	-41.8%	50	41	-18.0%	\$143,538	\$190,020	+32.4%	37	22	-40.5%
Panther Valley	53	23	-56.6%	33	19	-42.4%	26	17	-34.6%	\$43,081	\$61,694	+43.2%	47	24	-48.9%
Weatherly	10	11	+10.0%	6	7	+16.7%	3	5	+66.7%	\$46,867	\$239,180	+410.3%	10	9	-10.0%

\* 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)			
	04-2020	Lender-Mediated	Share	YTD 2020	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>949</b>	<b>9</b>	<b>0.9%</b>	<b>1,954</b>	<b>8</b>	<b>0.4%</b>	<b>\$201,000</b>	<b>+6.3%</b>	<b>\$185,000</b>	<b>+90.7%</b>	<b>\$201,000</b>	<b>-9.3%</b>	<b>\$190,914</b>	<b>+54.1%</b>
Allentown	127	0	0.0%	325	0	0.0%	\$145,000	+15.1%	\$0	--	\$147,912	+12.2%	\$0	--
Catasauqua	12	0	0.0%	37	0	0.0%	\$135,000	-2.9%	\$0	--	\$145,991	-0.6%	\$0	--
East Penn	77	0	0.0%	160	0	0.0%	\$242,450	-3.4%	\$0	--	\$260,810	-1.9%	\$0	--
Northern Lehigh	37	0	0.0%	43	0	0.0%	\$192,000	+29.7%	\$0	--	\$191,956	+20.2%	\$0	--
Northwestern Lehigh	29	0	0.0%	20	0	0.0%	\$272,550	-4.4%	\$0	--	\$273,969	-9.3%	\$0	--
Parkland	90	1	1.1%	172	2	1.2%	\$289,750	+8.5%	\$222,000	-45.7%	\$314,614	+10.4%	\$222,000	-45.7%
Salisbury	18	0	0.0%	50	0	0.0%	\$232,500	+8.1%	\$0	--	\$292,107	+19.8%	\$0	--
Southern Lehigh	49	0	0.0%	59	0	0.0%	\$297,000	-3.3%	\$0	--	\$359,476	-14.5%	\$0	--
Whitehall	37	0	0.0%	92	1	1.1%	\$199,950	+7.9%	\$74,000	--	\$208,092	+8.7%	\$74,000	--
Bangor Area	41	0	0.0%	67	0	0.0%	\$176,500	+25.0%	\$0	--	\$198,153	+6.9%	\$0	--
Bethlehem	118	4	3.4%	320	0	0.0%	\$190,000	+0.8%	\$0	-100.0%	\$215,132	-0.7%	\$0	-100.0%
Easton	130	2	1.5%	257	1	0.4%	\$222,918	+14.3%	\$190,000	--	\$238,771	+11.9%	\$190,000	--
Nazareth	49	0	0.0%	75	1	1.3%	\$299,000	-2.3%	\$319,900	--	\$325,321	+5.0%	\$319,900	--
Northampton	59	0	0.0%	135	1	0.7%	\$223,500	+17.6%	\$185,000	+42.3%	\$224,368	+13.5%	\$185,000	+59.5%
Pen Argyl	23	1	4.3%	38	1	2.6%	\$183,000	+13.7%	\$0	--	\$202,022	+11.1%	\$0	--
Saucon Valley	27	1	3.7%	54	1	1.9%	\$234,900	+9.3%	\$123,500	+28.6%	\$301,869	-4.0%	\$123,500	+28.6%
Wilson	26	0	0.0%	50	0	0.0%	\$172,000	+24.3%	\$0	-100.0%	\$220,268	+7.2%	\$0	-100.0%
<b>Carbon County*</b>	<b>187</b>	<b>1</b>	<b>0.5%</b>	<b>213</b>	<b>1</b>	<b>0.5%</b>	<b>\$140,000</b>	<b>+6.4%</b>	<b>\$129,900</b>	<b>--</b>	<b>\$157,668</b>	<b>+10.8%</b>	<b>\$129,900</b>	<b>--</b>
Jim Thorpe	105	1	1.0%	104	0	0.0%	\$157,900	+1.9%	\$0	--	\$171,257	+2.3%	\$0	--
Lehighton	27	0	0.0%	45	1	2.2%	\$111,000	-20.7%	\$129,900	--	\$125,524	-14.8%	\$129,900	--
Palmerton	22	0	0.0%	41	0	0.0%	\$150,000	+16.7%	\$0	--	\$190,020	+32.4%	\$0	--
Panther Valley	24	0	0.0%	17	0	0.0%	\$44,000	+25.7%	\$0	--	\$61,694	+43.2%	\$0	--
Weatherly	9	0	0.0%	5	0	0.0%	\$171,000	+317.1%	\$0	--	\$239,180	+410.3%	\$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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# 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	4-2019	4-2020	Percent Change from Previous Year	YTD 2019	YTD 2020	Percent Change from Previous Year
<b>New Listings</b>		129	12	- 90.7%	394	<b>223</b>	- 43.4%
<b>Pending Sales</b>		79	21	- 73.4%	280	<b>218</b>	- 22.1%
<b>Closed Sales</b>		68	43	- 36.8%	220	<b>213</b>	- 3.2%
<b>Days on Market</b>		93	88	- 5.4%	82	<b>89</b>	+ 8.5%
<b>Median Sales Price</b>		\$136,250	<b>\$135,900</b>	- 0.3%	\$131,625	<b>\$140,000</b>	+ 6.4%
<b>Average Sales Price</b>		\$155,909	<b>\$149,771</b>	- 3.9%	\$142,317	<b>\$157,537</b>	+ 10.7%
<b>Pct. of List Price Received</b>		95.4%	<b>95.9%</b>	+ 0.5%	93.9%	<b>95.0%</b>	+ 1.2%
<b>Housing Affordability Index</b>		168	<b>166</b>	- 1.2%	171	<b>175</b>	+ 2.3%
<b>Inventory</b>		331	<b>187</b>	- 43.5%	--	--	--
<b>Months Supply</b>		5.2	<b>3.0</b>	- 42.3%	--	--	--

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