

Monthly Indicators



April 2016

The housing market is being predictable, and that's a good thing. At the beginning of the year, it was anticipated that the prevailing trends of the past year would continue into and through 2016, and that has largely been the case. The number of homes for sale has generally remained lower compared to a year ago, and prices have been steadily rising in desirable communities where homes show well.

New Listings decreased 8.7 percent to 1,255. Pending Sales were up 23.6 percent to 884. Inventory levels shrank 15.0 percent to 3,089 units.

Prices continued to gain traction. The Median Sales Price increased 3.1 percent to \$170,000. Days on Market was down 8.0 percent to 69 days. Sellers were encouraged as Months Supply of Inventory was down 24.2 percent to 4.7 months.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

Activity Snapshot

+ 22.5% **- 15.0%** **+ 3.1%**

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 | 4-2015 | 4-2016 | Percent Change from Previous Year | YTD 2015 | YTD 2016 | Percent Change from Previous Year |
|-----------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| New Listings | | 1,375 | 1,255 | - 8.7% | 4,170 | 4,145 | - 0.6% |
| Pending Sales | | 715 | 884 | + 23.6% | 2,396 | 2,725 | + 13.7% |
| Closed Sales | | 543 | 665 | + 22.5% | 1,858 | 2,147 | + 15.6% |
| Days on Market | | 75 | 69 | - 8.0% | 78 | 74 | - 5.1% |
| Median Sales Price | | \$164,950 | \$170,000 | + 3.1% | \$160,000 | \$167,950 | + 5.0% |
| Average Sales Price | | \$201,506 | \$195,299 | - 3.1% | \$188,191 | \$192,153 | + 2.1% |
| Pct. of List Price Received | | 96.6% | 97.2% | + 0.6% | 96.1% | 96.9% | + 0.8% |
| Housing Affordability Index | | 209 | 197 | - 5.7% | 216 | 200 | - 7.4% |
| Inventory | | 3,635 | 3,089 | - 15.0% | -- | -- | -- |
| Months Supply | | 6.2 | 4.7 | - 24.2% | -- | -- | -- |

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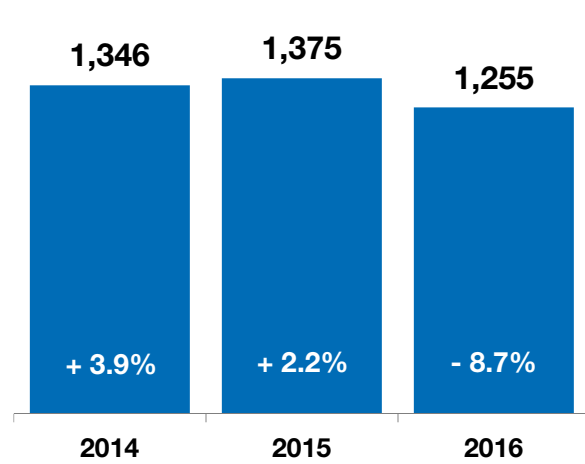


New Listings

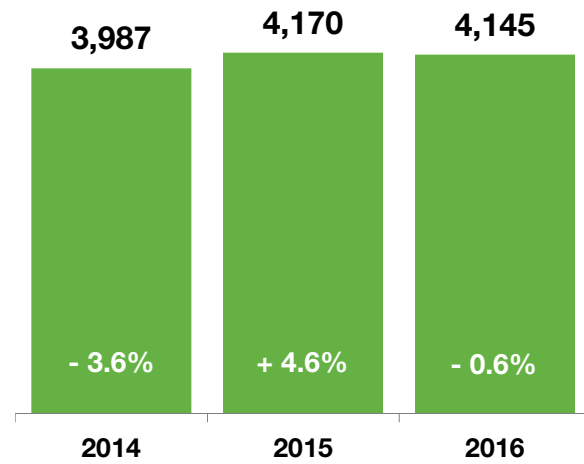
A count of the properties that have been newly listed on the market in a given month.



April

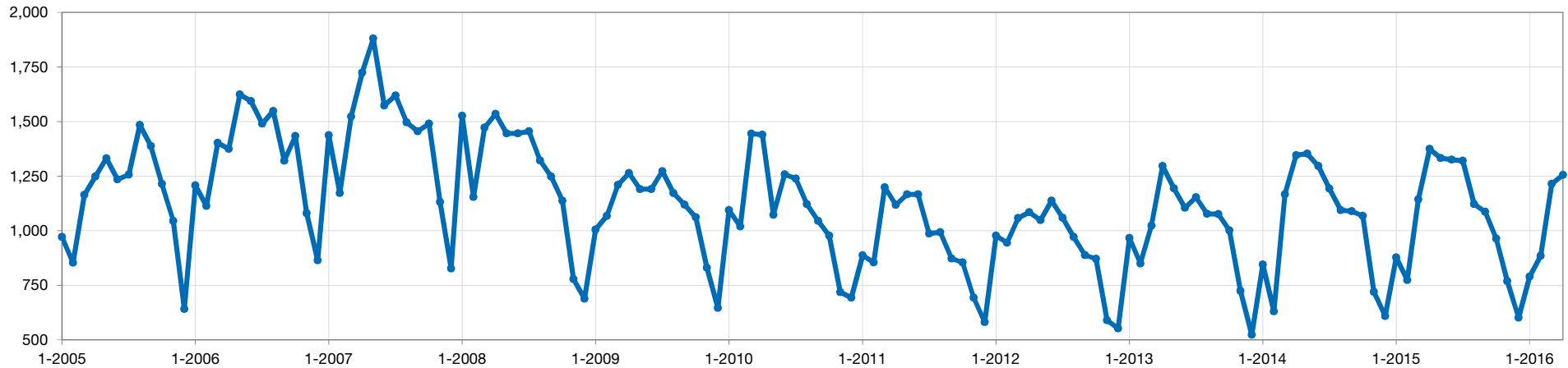


Year to Date



| | New Listings | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| May 2015 | 1,333 | 1,353 | -1.5% |
| June 2015 | 1,326 | 1,296 | +2.3% |
| July 2015 | 1,321 | 1,193 | +10.7% |
| August 2015 | 1,122 | 1,094 | +2.6% |
| September 2015 | 1,087 | 1,089 | -0.2% |
| October 2015 | 964 | 1,068 | -9.7% |
| November 2015 | 769 | 720 | +6.8% |
| December 2015 | 602 | 609 | -1.1% |
| January 2016 | 790 | 878 | -10.0% |
| February 2016 | 885 | 774 | +14.3% |
| March 2016 | 1,215 | 1,143 | +6.3% |
| April 2016 | 1,255 | 1,375 | -8.7% |
| 12-Month Avg | 1,056 | 1,049 | +0.7% |

Historical New Listings by Month



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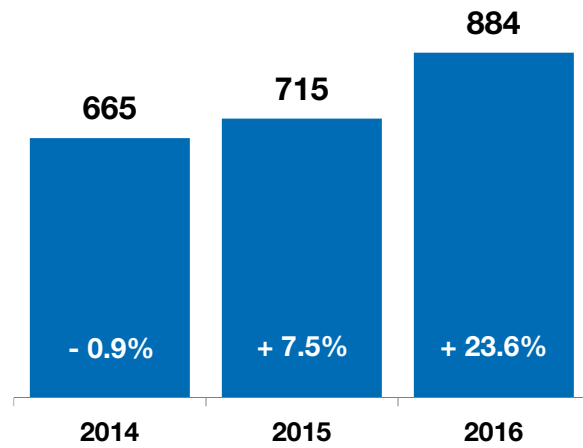


Pending Sales

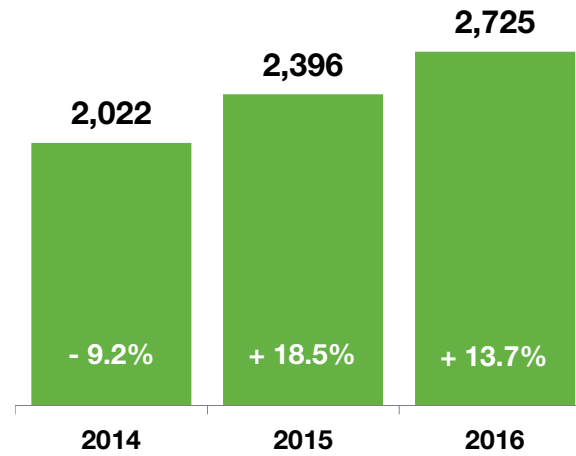
A count of the properties on which offers have been accepted in a given month.



April

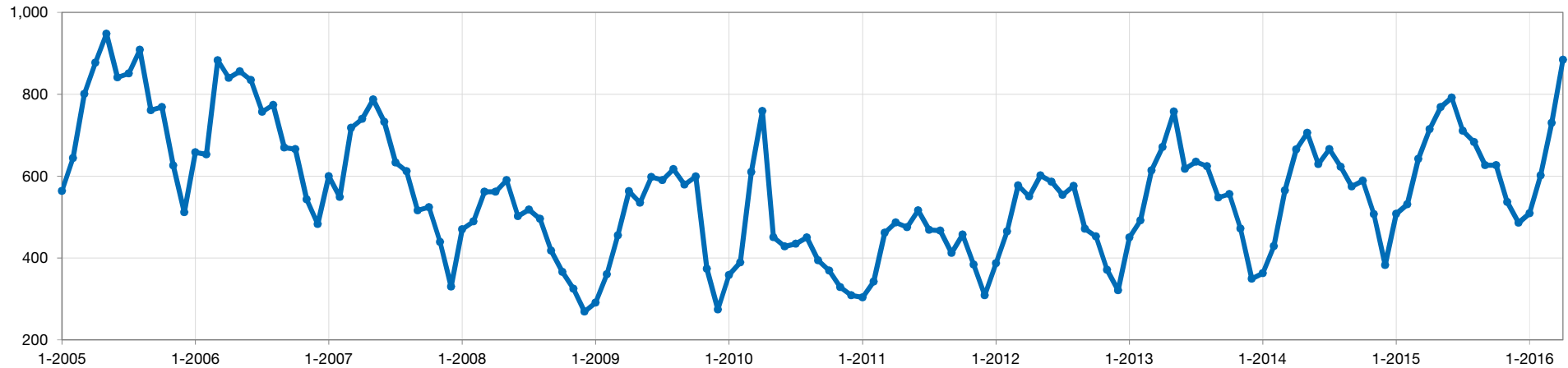


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|-------------------|---------------|------------|----------------|
| May 2015 | 769 | 706 | +8.9% |
| June 2015 | 792 | 629 | +25.9% |
| July 2015 | 711 | 666 | +6.8% |
| August 2015 | 683 | 623 | +9.6% |
| September 2015 | 627 | 575 | +9.0% |
| October 2015 | 627 | 589 | +6.5% |
| November 2015 | 537 | 507 | +5.9% |
| December 2015 | 486 | 383 | +26.9% |
| January 2016 | 509 | 508 | +0.2% |
| February 2016 | 602 | 531 | +13.4% |
| March 2016 | 730 | 642 | +13.7% |
| April 2016 | 884 | 715 | +23.6% |
| 12-Month Avg | 663 | 590 | +12.4% |

Historical Pending Sales by Month



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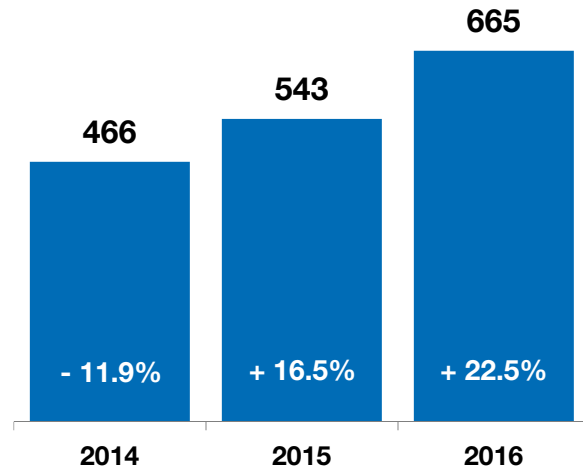


Closed Sales

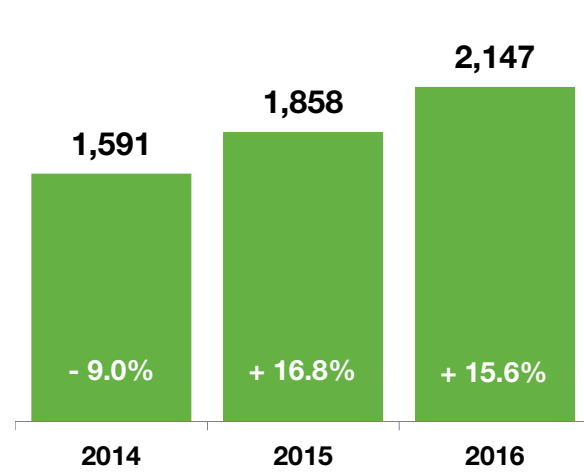
A count of the actual sales that closed in a given month.



April

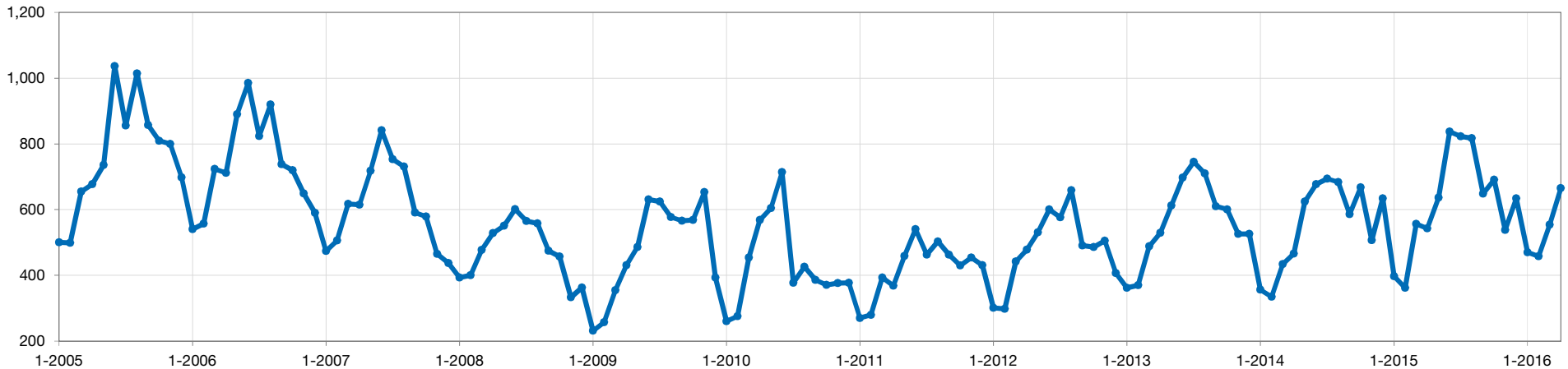


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|-------------------|--------------|------------|----------------|
| May 2015 | 636 | 624 | +1.9% |
| June 2015 | 837 | 677 | +23.6% |
| July 2015 | 823 | 694 | +18.6% |
| August 2015 | 817 | 684 | +19.4% |
| September 2015 | 648 | 586 | +10.6% |
| October 2015 | 691 | 668 | +3.4% |
| November 2015 | 538 | 507 | +6.1% |
| December 2015 | 634 | 634 | 0.0% |
| January 2016 | 470 | 397 | +18.4% |
| February 2016 | 458 | 362 | +26.5% |
| March 2016 | 554 | 556 | -0.4% |
| April 2016 | 665 | 543 | +22.5% |
| 12-Month Avg | 648 | 578 | +12.1% |

Historical Closed Sales by Month



Sponsored by:

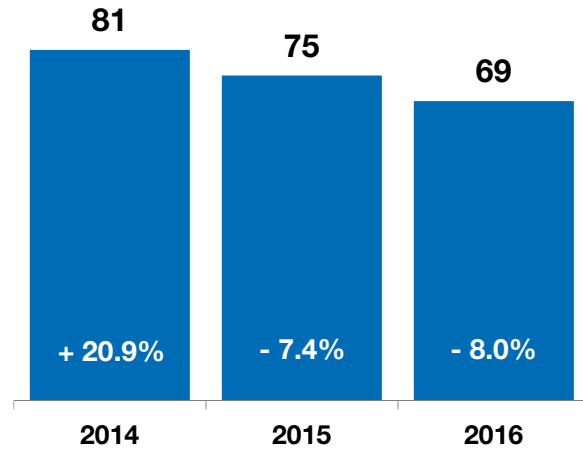


Days on Market Until Sale

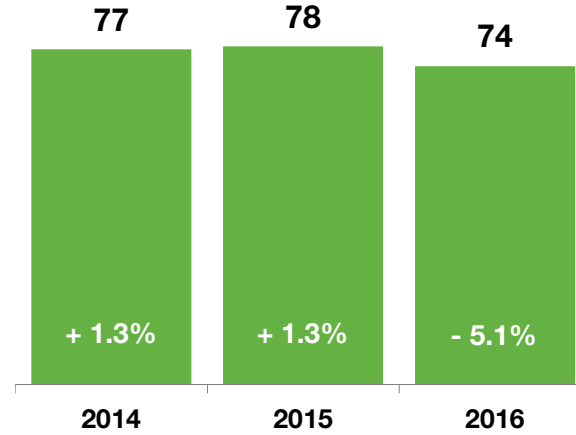
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



| Days on Market | Prior Year | Percent Change | |
|-------------------|------------|----------------|--------------|
| May 2015 | 73 | 74 | -1.4% |
| June 2015 | 61 | 62 | -1.6% |
| July 2015 | 61 | 61 | 0.0% |
| August 2015 | 58 | 69 | -15.9% |
| September 2015 | 65 | 70 | -7.1% |
| October 2015 | 69 | 68 | +1.5% |
| November 2015 | 64 | 70 | -8.6% |
| December 2015 | 66 | 73 | -9.6% |
| January 2016 | 69 | 74 | -6.8% |
| February 2016 | 80 | 83 | -3.6% |
| March 2016 | 77 | 81 | -4.9% |
| April 2016 | 69 | 75 | -8.0% |
| 12-Month Avg* | 67 | 71 | -5.6% |

* Average Days on Market of all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Sponsored by:

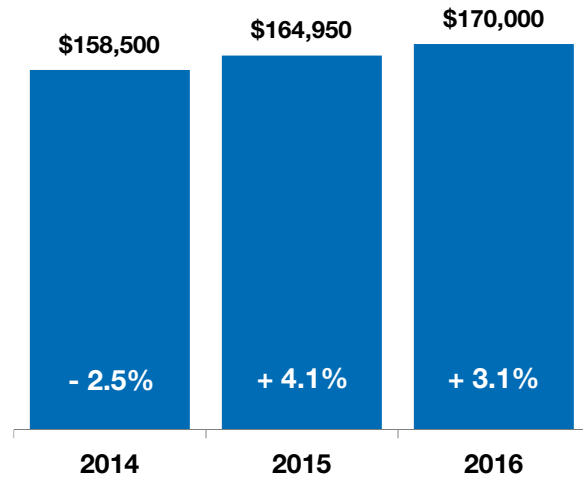


Median Sales Price

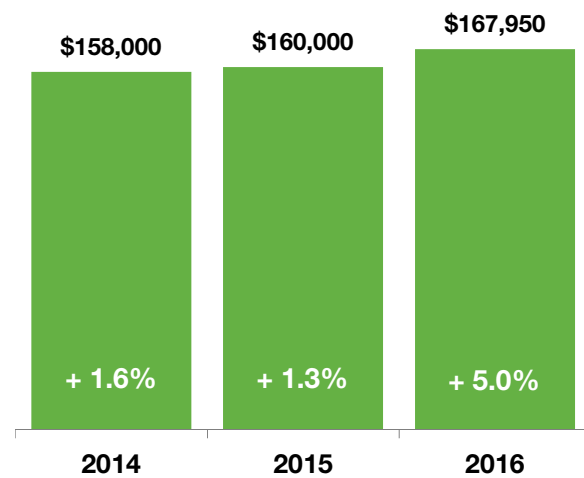
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



| Month | Median Sales Price | Prior Year | Percent Change |
|-------------------|--------------------|------------------|----------------|
| May 2015 | \$173,750 | \$167,125 | +4.0% |
| June 2015 | \$193,000 | \$185,000 | +4.3% |
| July 2015 | \$180,000 | \$186,000 | -3.2% |
| August 2015 | \$182,500 | \$176,300 | +3.5% |
| September 2015 | \$170,000 | \$176,250 | -3.5% |
| October 2015 | \$170,000 | \$170,000 | 0.0% |
| November 2015 | \$166,000 | \$176,500 | -5.9% |
| December 2015 | \$168,190 | \$159,450 | +5.5% |
| January 2016 | \$170,000 | \$150,000 | +13.3% |
| February 2016 | \$165,000 | \$160,000 | +3.1% |
| March 2016 | \$165,000 | \$164,600 | +0.2% |
| April 2016 | \$170,000 | \$164,950 | +3.1% |
| 12-Month Med* | \$174,000 | \$170,000 | +2.4% |

* Median Sales Price of all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Sponsored by:

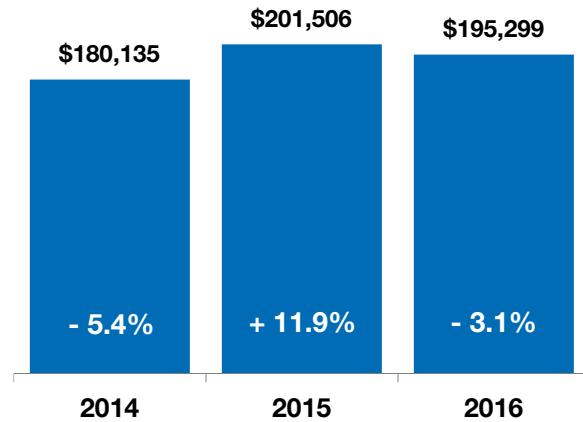


Average Sales Price

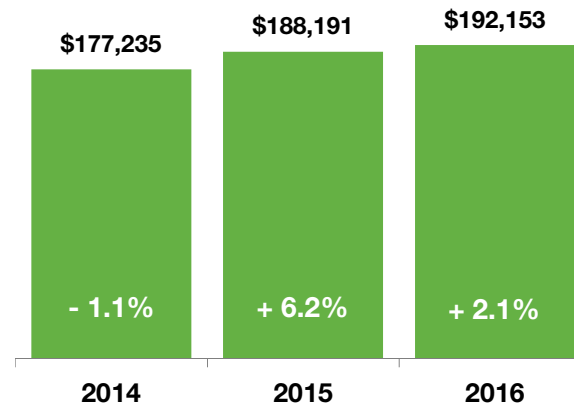
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|-------------------|------------------|------------------|----------------|
| May 2015 | \$199,519 | \$190,237 | +4.9% |
| June 2015 | \$220,369 | \$218,886 | +0.7% |
| July 2015 | \$212,339 | \$216,111 | -1.7% |
| August 2015 | \$207,821 | \$206,199 | +0.8% |
| September 2015 | \$201,246 | \$211,183 | -4.7% |
| October 2015 | \$199,586 | \$189,508 | +5.3% |
| November 2015 | \$196,018 | \$196,548 | -0.3% |
| December 2015 | \$195,898 | \$187,811 | +4.3% |
| January 2016 | \$193,966 | \$177,908 | +9.0% |
| February 2016 | \$189,792 | \$181,642 | +4.5% |
| March 2016 | \$188,795 | \$186,783 | +1.1% |
| April 2016 | \$195,299 | \$201,506 | -3.1% |
| 12-Month Avg* | \$201,572 | \$198,602 | +1.5% |

* Avg. Sales Price of all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Sponsored by:

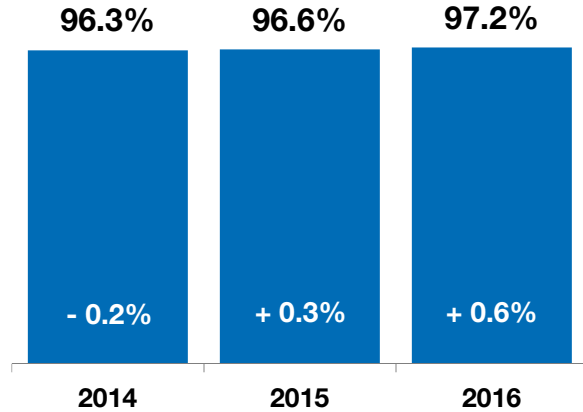


Percent of List Price Received

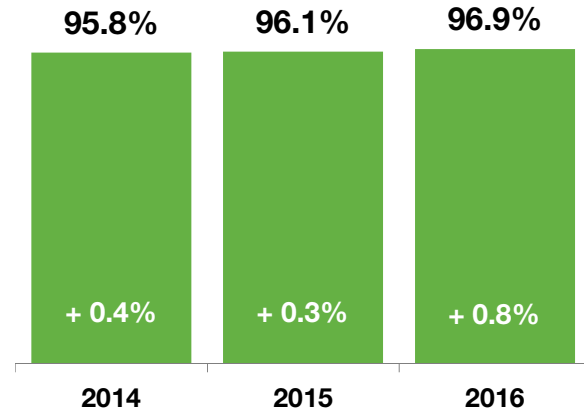


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April



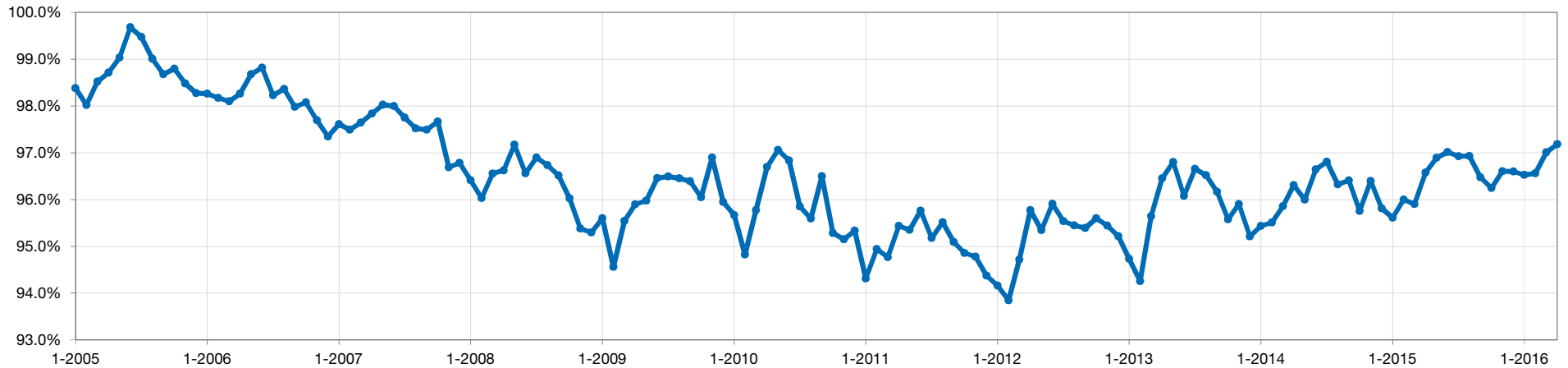
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|-------------------|-----------------------------|--------------|----------------|
| May 2015 | 96.9% | 96.0% | +0.9% |
| June 2015 | 97.0% | 96.6% | +0.4% |
| July 2015 | 96.9% | 96.8% | +0.1% |
| August 2015 | 96.9% | 96.3% | +0.6% |
| September 2015 | 96.5% | 96.4% | +0.1% |
| October 2015 | 96.2% | 95.8% | +0.4% |
| November 2015 | 96.6% | 96.4% | +0.2% |
| December 2015 | 96.6% | 95.8% | +0.8% |
| January 2016 | 96.5% | 95.6% | +0.9% |
| February 2016 | 96.6% | 96.0% | +0.6% |
| March 2016 | 97.0% | 95.9% | +1.1% |
| April 2016 | 97.2% | 96.6% | +0.6% |
| 12-Month Avg* | 96.8% | 96.2% | +0.6% |

* Average Pct. of List Price Received for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Sponsored by:

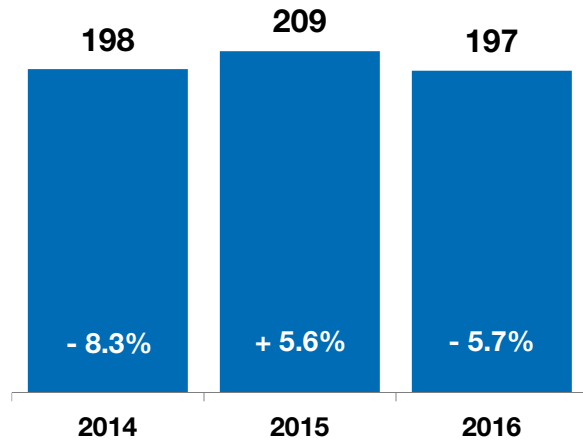


Housing Affordability Index

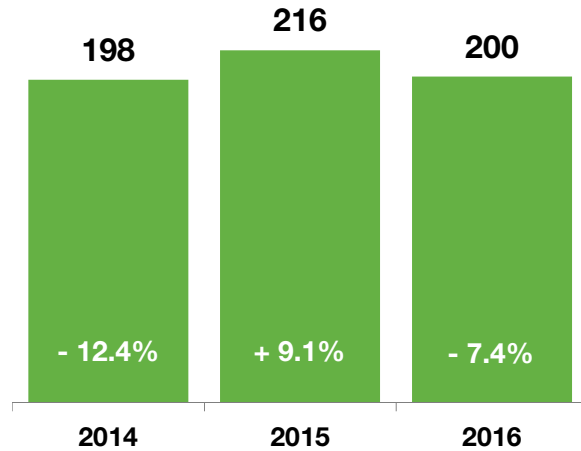


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

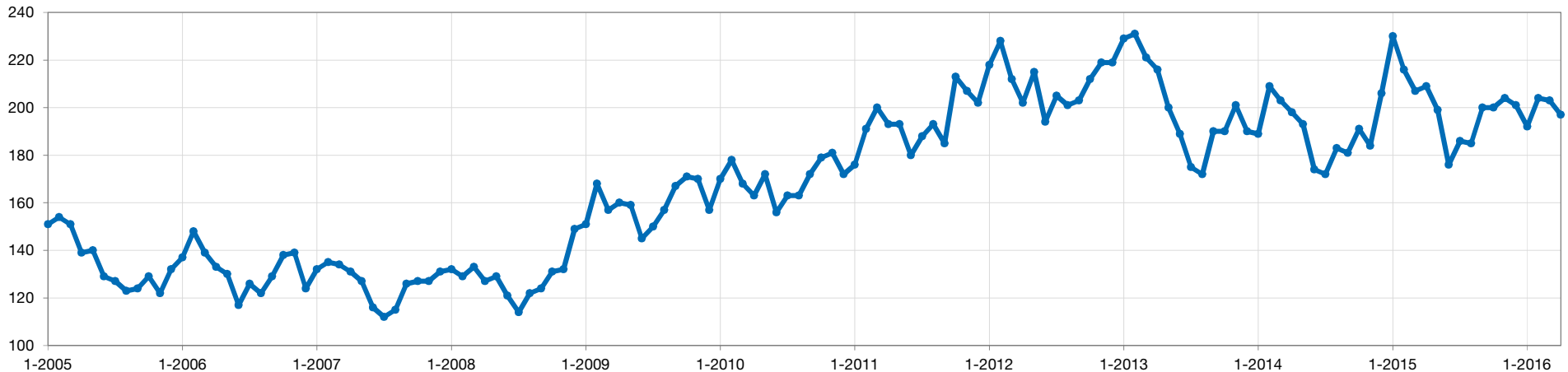


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|-------------------|---------------------|------------|----------------|
| May 2015 | 199 | 193 | +3.1% |
| June 2015 | 176 | 174 | +1.1% |
| July 2015 | 186 | 172 | +8.1% |
| August 2015 | 185 | 183 | +1.1% |
| September 2015 | 200 | 181 | +10.5% |
| October 2015 | 200 | 191 | +4.7% |
| November 2015 | 204 | 184 | +10.9% |
| December 2015 | 201 | 206 | -2.4% |
| January 2016 | 192 | 230 | -16.5% |
| February 2016 | 204 | 216 | -5.6% |
| March 2016 | 203 | 207 | -1.9% |
| April 2016 | 197 | 209 | -5.7% |
| 12-Month Avg | 196 | 196 | 0.0% |

Historical Housing Affordability Index by Month



Sponsored by:

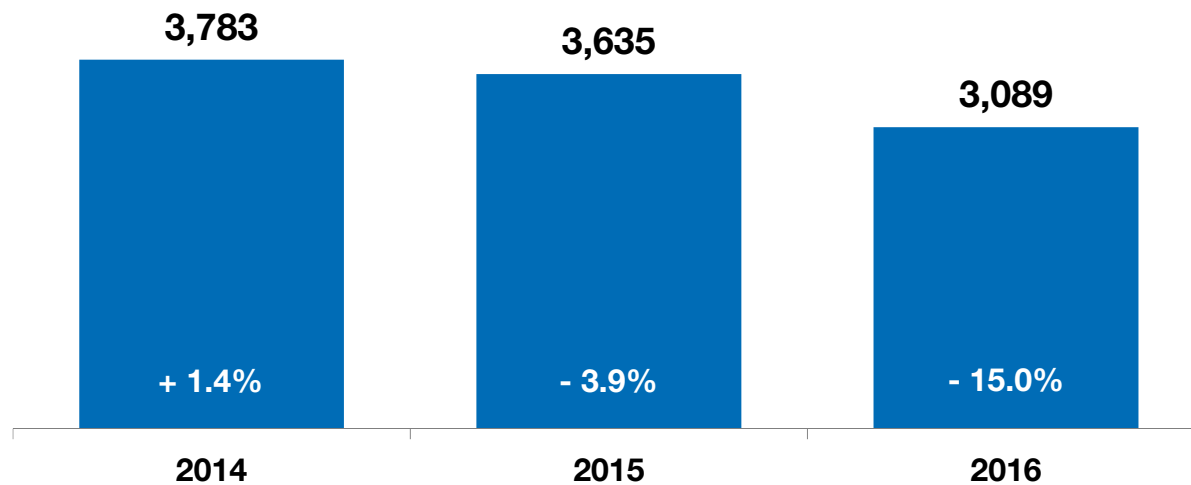


Inventory of Homes Available

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



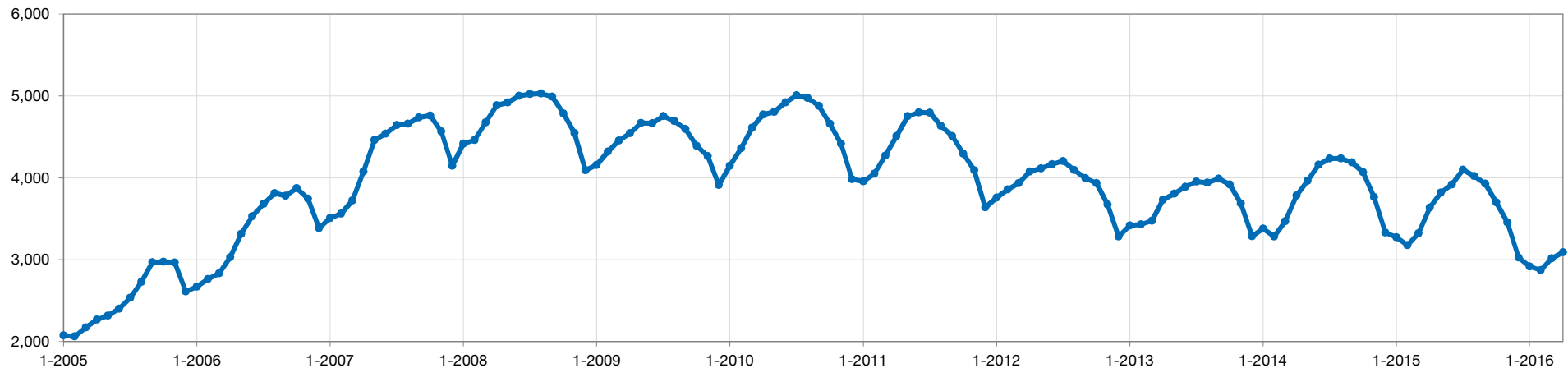
April



| Inventory | | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| May 2015 | 3,819 | 3,964 | -3.7% |
| June 2015 | 3,918 | 4,161 | -5.8% |
| July 2015 | 4,098 | 4,236 | -3.3% |
| August 2015 | 4,020 | 4,235 | -5.1% |
| September 2015 | 3,928 | 4,187 | -6.2% |
| October 2015 | 3,701 | 4,071 | -9.1% |
| November 2015 | 3,456 | 3,765 | -8.2% |
| December 2015 | 3,027 | 3,330 | -9.1% |
| January 2016 | 2,918 | 3,273 | -10.8% |
| February 2016 | 2,872 | 3,176 | -9.6% |
| March 2016 | 3,017 | 3,320 | -9.1% |
| April 2016 | 3,089 | 3,635 | -15.0% |
| 12-Month Avg* | 3,489 | 3,779 | -7.7% |

* Inventory for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Inventory of Homes Available by Month



Sponsored by:

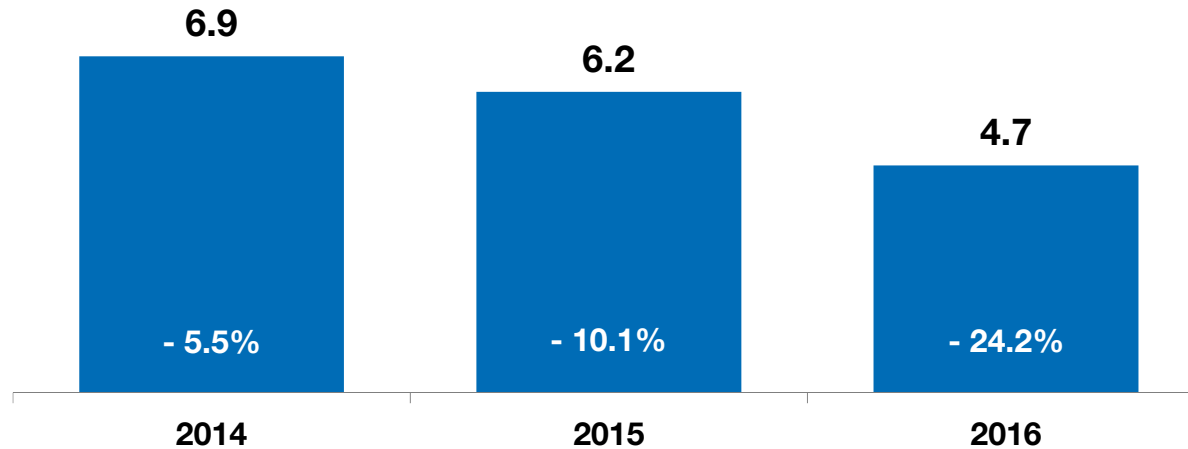


Months Supply of Inventory

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.



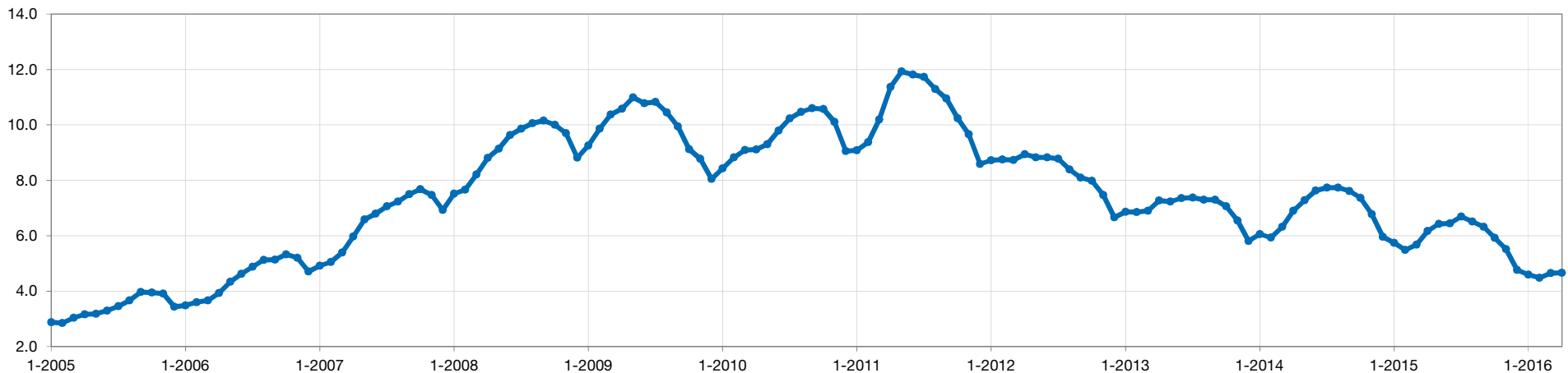
April



| Months Supply | | Prior Year | Percent Change |
|-------------------|------------|------------|----------------|
| May 2015 | 6.4 | 7.3 | -12.3% |
| June 2015 | 6.4 | 7.6 | -15.8% |
| July 2015 | 6.7 | 7.7 | -13.0% |
| August 2015 | 6.5 | 7.7 | -15.6% |
| September 2015 | 6.3 | 7.6 | -17.1% |
| October 2015 | 5.9 | 7.4 | -20.3% |
| November 2015 | 5.5 | 6.8 | -19.1% |
| December 2015 | 4.8 | 6.0 | -20.0% |
| January 2016 | 4.6 | 5.7 | -19.3% |
| February 2016 | 4.5 | 5.5 | -18.2% |
| March 2016 | 4.6 | 5.7 | -19.3% |
| April 2016 | 4.7 | 6.2 | -24.2% |
| 12-Month Avg* | 5.6 | 6.8 | -17.6% |

* Months Supply for all properties from May 2015 through April 2016. 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 2015 | YTD 2016 | + / - | YTD 2015 | YTD 2016 | + / - | YTD 2015 | YTD 2016 | + / - | YTD 2015 | YTD 2016 | + / - | 4-2015 | 4-2016 | + / - |
| Lehigh Valley School Districts | 4,170 | 4,145 | -0.6% | 2,396 | 2,725 | +13.7% | 1,858 | 2,147 | +15.6% | \$188,191 | \$192,153 | +2.1% | 3,635 | 3,089 | -15.0% |
| Allentown | 574 | 578 | +0.7% | 343 | 405 | +18.1% | 276 | 327 | +18.5% | \$98,181 | \$101,689 | +3.6% | 512 | 442 | -13.7% |
| Catasauqua | 66 | 52 | -21.2% | 39 | 43 | +10.3% | 22 | 39 | +77.3% | \$105,336 | \$131,534 | +24.9% | 45 | 34 | -24.4% |
| East Penn | 451 | 409 | -9.3% | 269 | 304 | +13.0% | 199 | 226 | +13.6% | \$228,302 | \$228,370 | +0.0% | 317 | 210 | -33.8% |
| Northern Lehigh | 79 | 82 | +3.8% | 43 | 52 | +20.9% | 37 | 37 | 0.0% | \$131,777 | \$142,848 | +8.4% | 70 | 67 | -4.3% |
| Northwestern Lehigh | 77 | 64 | -16.9% | 41 | 43 | +4.9% | 41 | 35 | -14.6% | \$244,129 | \$268,291 | +9.9% | 82 | 64 | -22.0% |
| Parkland | 415 | 414 | -0.2% | 227 | 271 | +19.4% | 177 | 187 | +5.6% | \$256,046 | \$253,714 | -0.9% | 349 | 260 | -25.5% |
| Salisbury | 79 | 80 | +1.3% | 43 | 53 | +23.3% | 36 | 51 | +41.7% | \$225,888 | \$229,141 | +1.4% | 79 | 59 | -25.3% |
| Southern Lehigh | 169 | 161 | -4.7% | 89 | 100 | +12.4% | 56 | 87 | +55.4% | \$292,630 | \$366,013 | +25.1% | 163 | 142 | -12.9% |
| Whitehall | 163 | 157 | -3.7% | 114 | 101 | -11.4% | 96 | 72 | -25.0% | \$150,709 | \$167,076 | +10.9% | 142 | 125 | -12.0% |
| Bangor Area | 148 | 162 | +9.5% | 76 | 73 | -3.9% | 68 | 66 | -2.9% | \$167,898 | \$157,615 | -6.1% | 161 | 171 | +6.2% |
| Bethlehem | 696 | 683 | -1.9% | 431 | 461 | +7.0% | 339 | 378 | +11.5% | \$193,377 | \$186,437 | -3.6% | 585 | 487 | -16.8% |
| Easton | 472 | 463 | -1.9% | 276 | 303 | +9.8% | 224 | 247 | +10.3% | \$185,638 | \$185,219 | -0.2% | 440 | 380 | -13.6% |
| Nazareth | 217 | 248 | +14.3% | 108 | 135 | +25.0% | 75 | 106 | +41.3% | \$258,103 | \$244,955 | -5.1% | 178 | 152 | -14.6% |
| Northampton | 247 | 286 | +15.8% | 125 | 184 | +47.2% | 84 | 143 | +70.2% | \$178,046 | \$166,027 | -6.8% | 222 | 232 | +4.5% |
| Pen Argyl | 73 | 61 | -16.4% | 36 | 44 | +22.2% | 28 | 32 | +14.3% | \$119,390 | \$170,125 | +42.5% | 77 | 63 | -18.2% |
| Saucon Valley | 134 | 131 | -2.2% | 76 | 86 | +13.2% | 56 | 62 | +10.7% | \$238,130 | \$230,857 | -3.1% | 130 | 106 | -18.5% |
| Wilson | 110 | 114 | +3.6% | 60 | 67 | +11.7% | 44 | 52 | +18.2% | \$141,519 | \$163,848 | +15.8% | 83 | 95 | +14.5% |

Sponsored by:



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) | | | |
|---------------------------------------|--------------|-----------------|--------------|--------------|-----------------|--------------|--------------------------|--------------|-----------------|--------------|------------------------|---------------|------------------|--------------|
| | 04-2016 | Lender-Mediated | Share | YTD 2016 | Lender-Mediated | Share | Traditional | + / - | Lender-Mediated | + / - | Traditional | + / - | Lender-Mediated | + / - |
| Lehigh Valley School Districts | 3,089 | 414 | 13.4% | 2,147 | 326 | 15.2% | \$179,900 | +5.8% | \$80,000 | -7.1% | \$179,900 | -10.8% | \$105,850 | -2.2% |
| Allentown | 442 | 101 | 22.9% | 327 | 90 | 27.5% | \$112,000 | +2.8% | \$62,550 | +13.9% | \$115,986 | +3.0% | \$64,358 | +5.7% |
| Catasauqua | 34 | 7 | 20.6% | 39 | 15 | 38.5% | \$140,050 | +14.3% | \$103,950 | +50.7% | \$140,100 | +28.3% | \$116,849 | +26.7% |
| East Penn | 210 | 23 | 11.0% | 226 | 12 | 5.3% | \$225,000 | +5.7% | \$158,000 | +2.6% | \$231,947 | -2.0% | \$164,583 | +13.7% |
| Northern Lehigh | 67 | 21 | 31.3% | 37 | 12 | 32.4% | \$155,000 | +10.7% | \$71,435 | +39.1% | \$158,740 | +5.0% | \$109,741 | +78.2% |
| Northwestern Lehigh | 64 | 5 | 7.8% | 35 | 5 | 14.3% | \$279,000 | +9.4% | \$145,000 | +28.1% | \$290,803 | +6.5% | \$133,220 | +7.2% |
| Parkland | 260 | 16 | 6.2% | 187 | 17 | 9.1% | \$251,000 | +5.4% | \$102,900 | -18.0% | \$265,904 | +1.6% | \$131,818 | -18.4% |
| Salisbury | 59 | 8 | 13.6% | 51 | 6 | 11.8% | \$210,000 | +4.7% | \$138,402 | -36.4% | \$237,042 | +3.5% | \$169,884 | -15.4% |
| Southern Lehigh | 142 | 14 | 9.9% | 87 | 5 | 5.7% | \$302,342 | +28.7% | \$140,000 | -6.4% | \$376,263 | +22.8% | \$197,900 | +31.1% |
| Whitehall | 125 | 13 | 10.4% | 72 | 10 | 13.9% | \$163,700 | +16.9% | \$119,500 | -18.7% | \$172,430 | +13.1% | \$133,880 | -4.1% |
| Bangor Area | 171 | 18 | 10.5% | 66 | 10 | 15.2% | \$146,250 | +12.5% | \$63,500 | -59.0% | \$170,991 | +0.5% | \$82,712 | -30.1% |
| Bethlehem | 487 | 57 | 11.7% | 378 | 49 | 13.0% | \$165,000 | +1.2% | \$105,000 | 0.0% | \$196,878 | -3.2% | \$116,334 | -5.5% |
| Easton | 380 | 53 | 13.9% | 247 | 42 | 17.0% | \$180,000 | +2.2% | \$96,501 | -19.6% | \$200,484 | +1.9% | \$111,076 | -9.1% |
| Nazareth | 152 | 10 | 6.6% | 106 | 8 | 7.5% | \$226,350 | -5.4% | \$110,000 | -39.1% | \$250,461 | -5.5% | \$177,513 | -14.3% |
| Northampton | 232 | 37 | 15.9% | 143 | 24 | 16.8% | \$170,000 | -2.8% | \$78,750 | -36.0% | \$179,816 | -3.9% | \$97,654 | -26.7% |
| Pen Argyl | 63 | 5 | 7.9% | 32 | 2 | 6.3% | \$150,000 | +14.5% | \$66,550 | +49.7% | \$177,268 | +34.6% | \$66,550 | +45.5% |
| Saucon Valley | 106 | 13 | 12.3% | 62 | 5 | 8.1% | \$196,970 | +11.6% | \$169,001 | +47.0% | \$234,774 | -8.9% | \$186,200 | +85.4% |
| Wilson | 95 | 13 | 13.7% | 52 | 14 | 26.9% | \$155,200 | +26.2% | \$71,500 | +12.4% | \$187,208 | +21.7% | \$100,442 | +52.4% |

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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 | 4-2015 | 4-2016 | Percent Change from Previous Year | YTD 2015 | YTD 2016 | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|-----------------|-----------------------------------|-----------|------------------|-----------------------------------|
| New Listings | | 120 | 100 | - 16.7% | 324 | 380 | + 17.3% |
| Pending Sales | | 43 | 67 | + 55.8% | 139 | 200 | + 43.9% |
| Closed Sales | | 40 | 40 | 0.0% | 125 | 147 | + 17.6% |
| Days on Market | | 93 | 137 | + 47.3% | 107 | 129 | + 20.6% |
| Median Sales Price | | \$105,500 | \$64,675 | - 38.7% | \$94,000 | \$80,000 | - 14.9% |
| Average Sales Price | | \$105,766 | \$89,595 | - 15.3% | \$102,864 | \$107,271 | + 4.3% |
| Pct. of List Price Received | | 91.8% | 92.4% | + 0.7% | 91.6% | 91.6% | 0.0% |
| Housing Affordability Index | | 209 | 197 | - 5.7% | 216 | 200 | - 7.4% |
| Inventory | | 475 | 408 | - 14.1% | -- | -- | -- |
| Months Supply | | 12.8 | 9.0 | - 29.7% | -- | -- | -- |

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