

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings decreased 4.6 percent to 1,191. Pending Sales were up 7.2 percent to 934. Inventory levels shrank 33.0 percent to 1,548 units.

Prices continued to gain traction. The Median Sales Price increased 11.4 percent to \$195,000. Days on Market was down 18.6 percent to 48 days. Sellers were encouraged as Months Supply of Inventory was down 35.3 percent to 2.2 months.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

- 10.6% **- 33.0%** **+ 11.4%**

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, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

| | |
|---------------------------------|----|
| Activity Overview | 2 |
| New Listings | 3 |
| Pending Sales | 4 |
| Closed Sales | 5 |
| Days on Market Until Sale | 6 |
| Median Sales Price | 7 |
| Average Sales Price | 8 |
| Percent of List Price Received | 9 |
| Housing Affordability Index | 10 |
| Inventory of Homes Available | 11 |
| Months Supply of Inventory | 12 |
| Activity by School District | 13 |
| Lender-Mediated Activity | 14 |
| Carbon County Activity Overview | 15 |

Sponsored by:



FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

Activity Overview

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



| Key Metrics | Historical Sparkbars | 4-2017 | 4-2018 | Percent Change from Previous Year | YTD 2017 | YTD 2018 | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| New Listings | | 1,249 | 1,191 | - 4.6% | 3,909 | 3,560 | - 8.9% |
| Pending Sales | | 871 | 934 | + 7.2% | 2,829 | 2,861 | + 1.1% |
| Closed Sales | | 661 | 591 | - 10.6% | 2,189 | 2,118 | - 3.2% |
| Days on Market | | 59 | 48 | - 18.6% | 63 | 49 | - 22.2% |
| Median Sales Price | | \$175,000 | \$195,000 | + 11.4% | \$171,500 | \$191,091 | + 11.4% |
| Average Sales Price | | \$204,045 | \$222,951 | + 9.3% | \$200,907 | \$224,654 | + 11.8% |
| Pct. of List Price Received | | 97.8% | 98.2% | + 0.4% | 97.4% | 97.9% | + 0.5% |
| Housing Affordability Index | | 187 | 159 | - 15.0% | 191 | 162 | - 15.2% |
| Inventory | | 2,310 | 1,548 | - 33.0% | -- | -- | -- |
| Months Supply | | 3.4 | 2.2 | - 35.3% | -- | -- | -- |

Sponsored by:



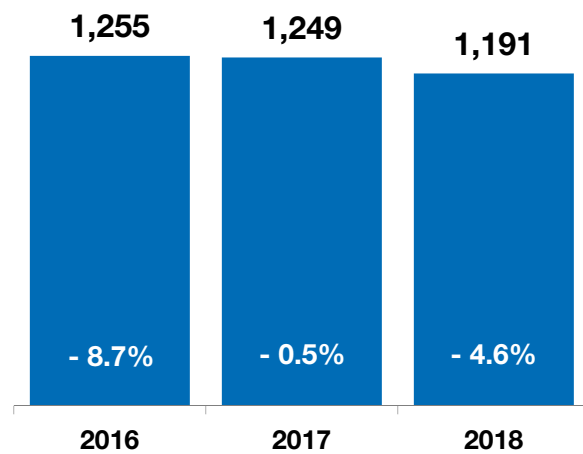
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

New Listings

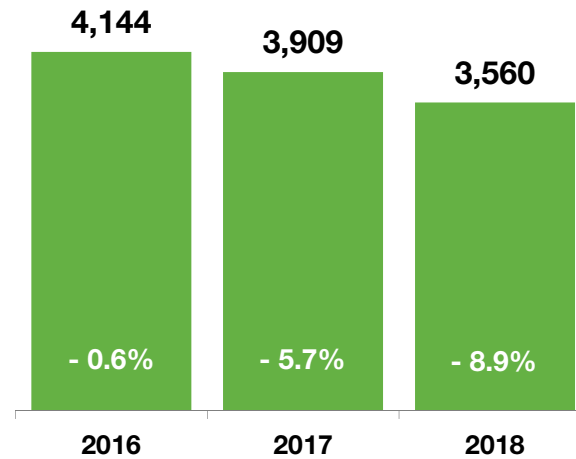
A count of the properties that have been newly listed on the market in a given month.



April

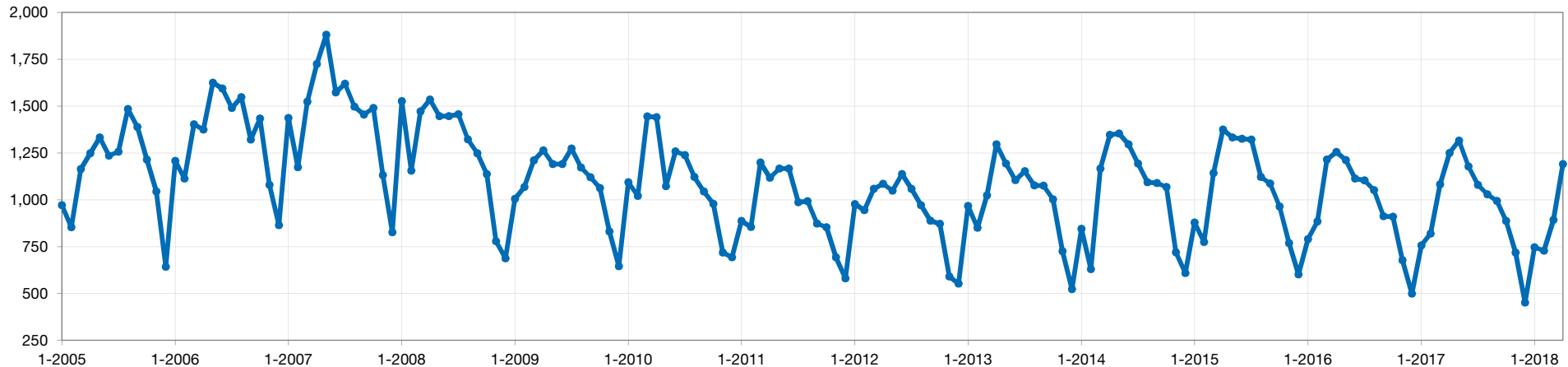


Year to Date



| | New Listings | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| May 2017 | 1,316 | 1,211 | +8.7% |
| June 2017 | 1,178 | 1,113 | +5.8% |
| July 2017 | 1,079 | 1,104 | -2.3% |
| August 2017 | 1,029 | 1,052 | -2.2% |
| September 2017 | 994 | 912 | +9.0% |
| October 2017 | 887 | 909 | -2.4% |
| November 2017 | 718 | 678 | +5.9% |
| December 2017 | 452 | 499 | -9.4% |
| January 2018 | 747 | 757 | -1.3% |
| February 2018 | 729 | 820 | -11.1% |
| March 2018 | 893 | 1,083 | -17.5% |
| April 2018 | 1,191 | 1,249 | -4.6% |
| 12-Month Avg | 934 | 949 | -1.6% |

Historical New Listings by Month



Sponsored by:



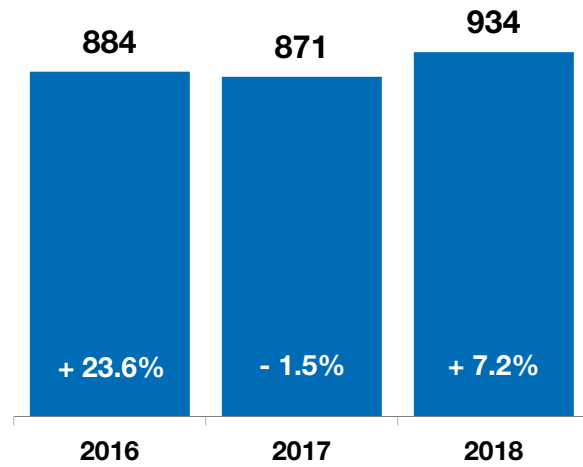
FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

Pending Sales

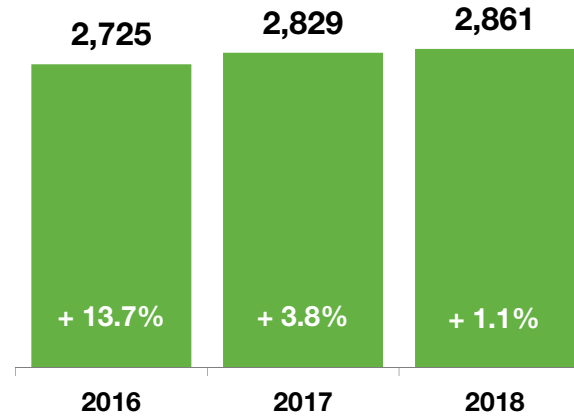
A count of the properties on which offers have been accepted in a given month.



April

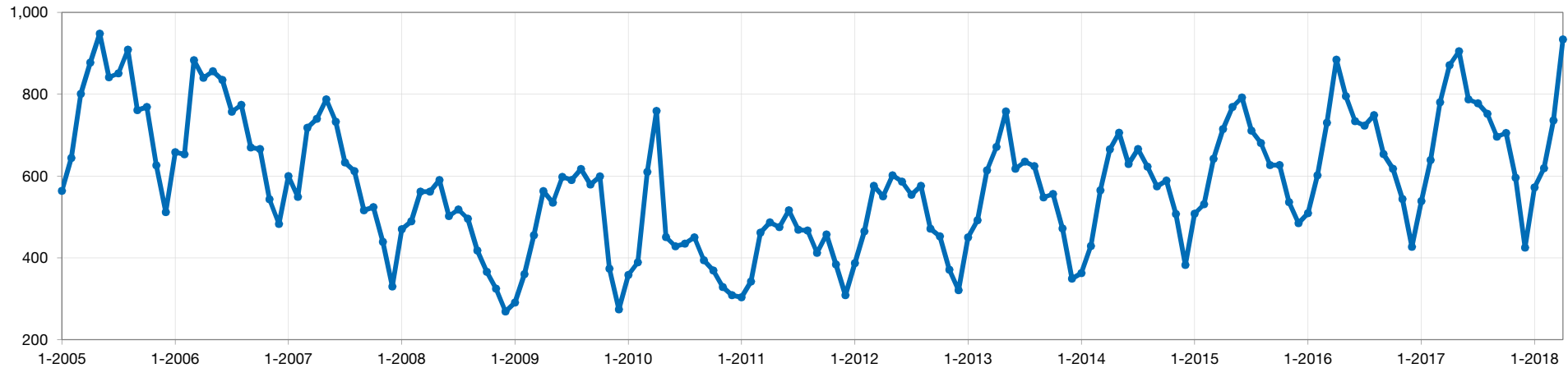


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|-------------------|---------------|------------|----------------|
| May 2017 | 905 | 795 | +13.8% |
| June 2017 | 787 | 734 | +7.2% |
| July 2017 | 778 | 723 | +7.6% |
| August 2017 | 752 | 749 | +0.4% |
| September 2017 | 696 | 654 | +6.4% |
| October 2017 | 705 | 618 | +14.1% |
| November 2017 | 596 | 544 | +9.6% |
| December 2017 | 425 | 427 | -0.5% |
| January 2018 | 572 | 539 | +6.1% |
| February 2018 | 619 | 639 | -3.1% |
| March 2018 | 736 | 780 | -5.6% |
| April 2018 | 934 | 871 | +7.2% |
| 12-Month Avg | 709 | 673 | +5.3% |

Historical Pending Sales by Month



Sponsored by:



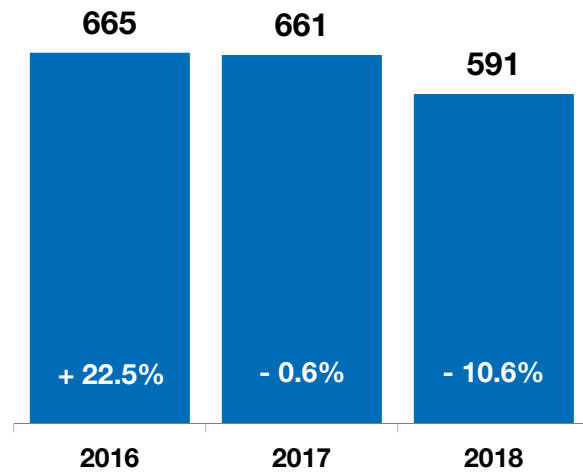
FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

Closed Sales

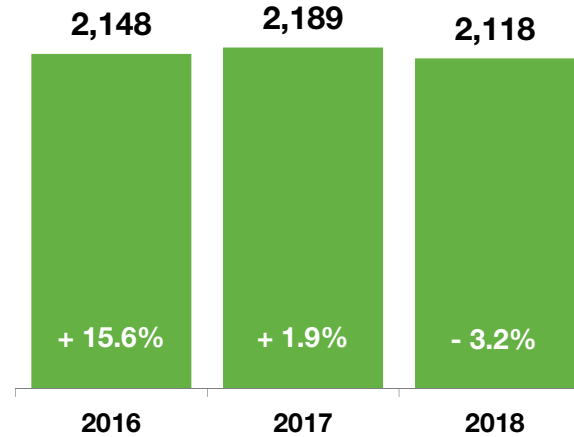
A count of the actual sales that closed in a given month.



April

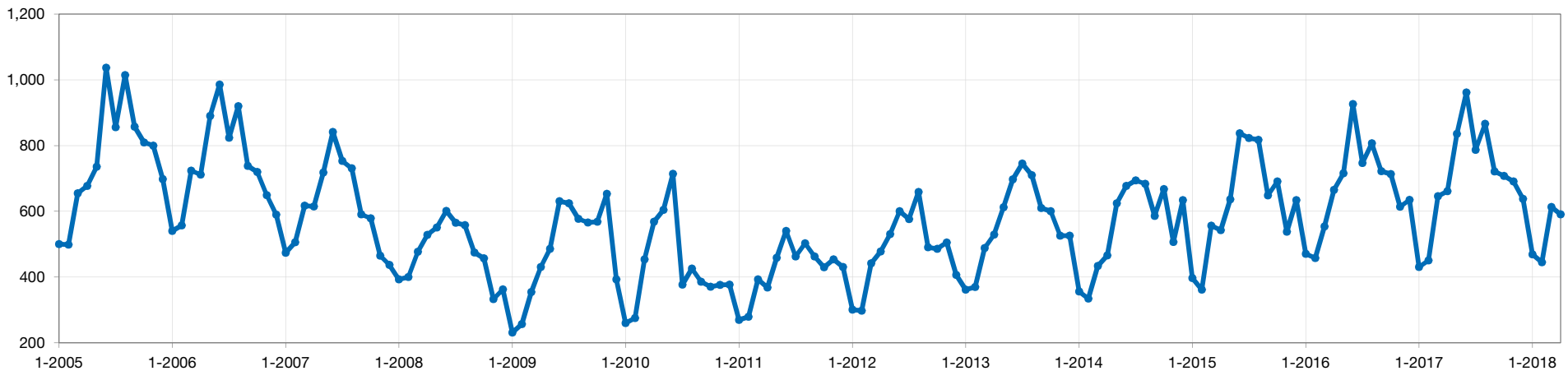


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|-------------------|--------------|------------|----------------|
| May 2017 | 836 | 716 | +16.8% |
| June 2017 | 961 | 926 | +3.8% |
| July 2017 | 787 | 747 | +5.4% |
| August 2017 | 866 | 807 | +7.3% |
| September 2017 | 721 | 722 | -0.1% |
| October 2017 | 708 | 713 | -0.7% |
| November 2017 | 691 | 614 | +12.5% |
| December 2017 | 638 | 635 | +0.5% |
| January 2018 | 469 | 431 | +8.8% |
| February 2018 | 445 | 451 | -1.3% |
| March 2018 | 613 | 646 | -5.1% |
| April 2018 | 591 | 661 | -10.6% |
| 12-Month Avg | 694 | 672 | +3.3% |

Historical Closed Sales by Month



Sponsored by:



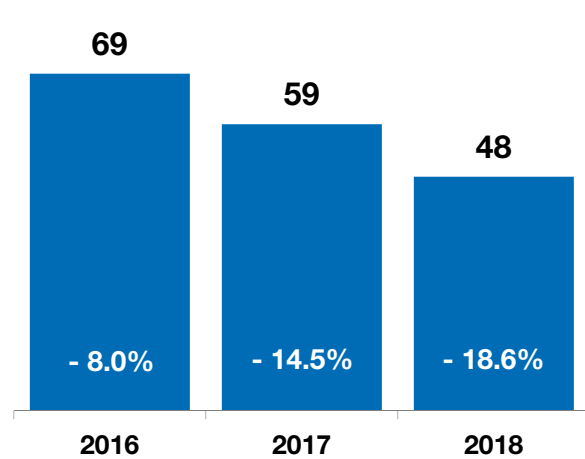
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

Days on Market Until Sale

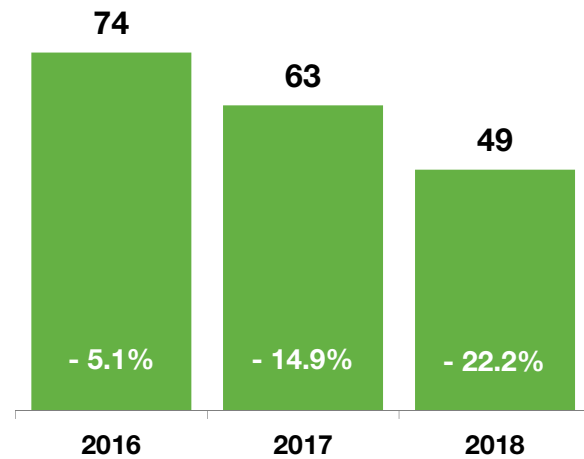
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



| Days on Market | | Prior Year | Percent Change |
|-------------------|-----------|------------|----------------|
| May 2017 | 49 | 58 | -15.5% |
| June 2017 | 38 | 56 | -32.1% |
| July 2017 | 42 | 55 | -23.6% |
| August 2017 | 38 | 56 | -32.1% |
| September 2017 | 42 | 54 | -22.2% |
| October 2017 | 44 | 55 | -20.0% |
| November 2017 | 43 | 57 | -24.6% |
| December 2017 | 51 | 69 | -26.1% |
| January 2018 | 47 | 60 | -21.7% |
| February 2018 | 49 | 63 | -22.2% |
| March 2018 | 53 | 68 | -22.1% |
| April 2018 | 48 | 59 | -18.6% |
| 12-Month Avg* | 45 | 59 | -23.7% |

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

Historical Days on Market Until Sale by Month



Sponsored by:



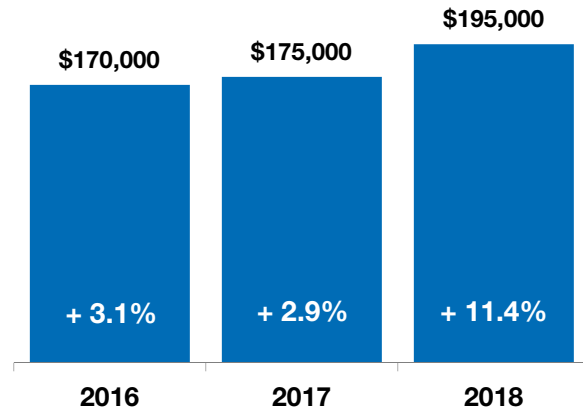
FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

Median Sales Price

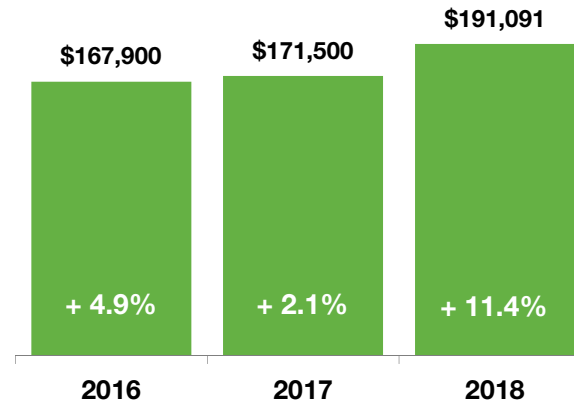
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



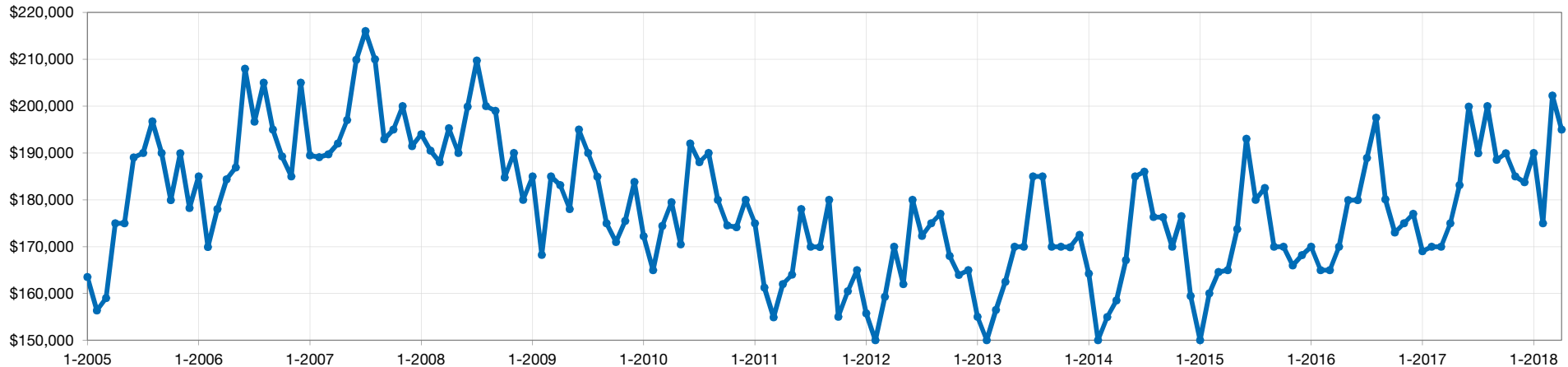
Year to Date



| Month | Median Sales Price | Prior Year | Percent Change |
|-------------------|--------------------|------------------|----------------|
| May 2017 | \$183,105 | \$179,900 | +1.8% |
| June 2017 | \$199,900 | \$179,900 | +11.1% |
| July 2017 | \$189,900 | \$188,900 | +0.5% |
| August 2017 | \$200,000 | \$197,500 | +1.3% |
| September 2017 | \$188,500 | \$180,100 | +4.7% |
| October 2017 | \$189,950 | \$173,000 | +9.8% |
| November 2017 | \$185,000 | \$175,000 | +5.7% |
| December 2017 | \$183,750 | \$177,000 | +3.8% |
| January 2018 | \$190,000 | \$169,000 | +12.4% |
| February 2018 | \$175,000 | \$170,000 | +2.9% |
| March 2018 | \$202,250 | \$170,000 | +19.0% |
| April 2018 | \$195,000 | \$175,000 | +11.4% |
| 12-Month Med* | \$190,000 | \$179,000 | +6.1% |

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

Historical Median Sales Price by Month



Sponsored by:



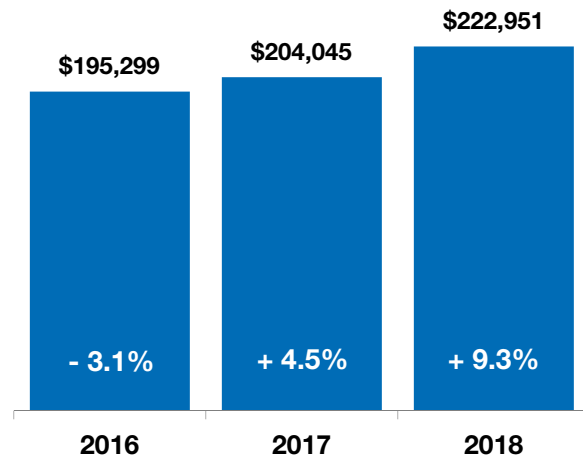
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

Average Sales Price

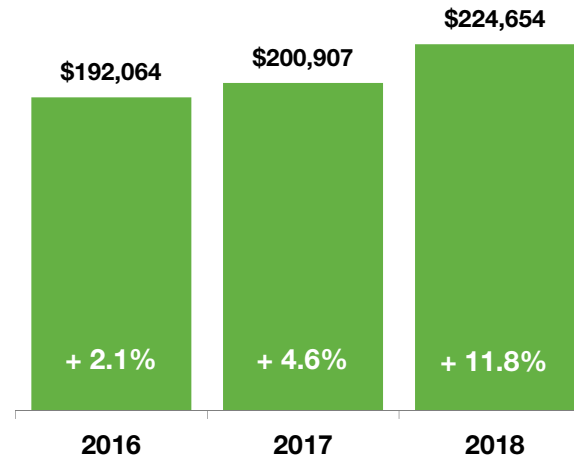
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|-------------------|------------------|------------------|----------------|
| May 2017 | \$209,714 | \$215,508 | -2.7% |
| June 2017 | \$232,579 | \$205,965 | +12.9% |
| July 2017 | \$222,651 | \$211,578 | +5.2% |
| August 2017 | \$224,720 | \$228,350 | -1.6% |
| September 2017 | \$219,613 | \$215,394 | +2.0% |
| October 2017 | \$215,708 | \$196,152 | +10.0% |
| November 2017 | \$217,764 | \$197,581 | +10.2% |
| December 2017 | \$220,122 | \$202,879 | +8.5% |
| January 2018 | \$228,597 | \$194,421 | +17.6% |
| February 2018 | \$212,711 | \$208,197 | +2.2% |
| March 2018 | \$231,803 | \$196,949 | +17.7% |
| April 2018 | \$222,951 | \$204,045 | +9.3% |
| 12-Month Avg* | \$221,767 | \$207,293 | +7.0% |

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

Historical Average Sales Price by Month



Sponsored by:



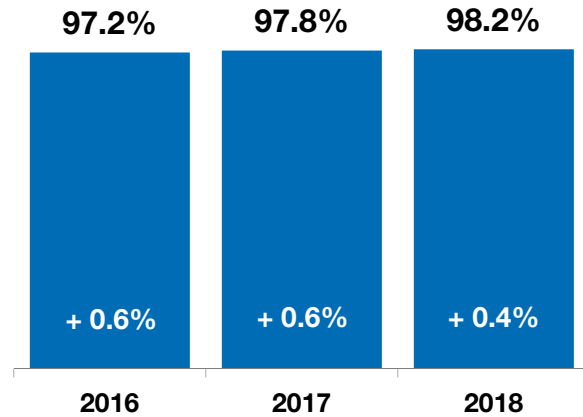
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

Percent of List Price Received

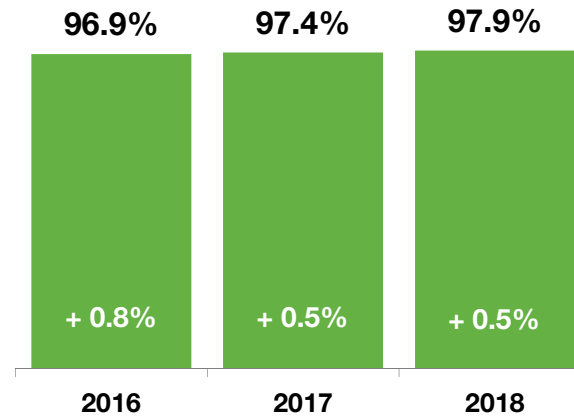
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date



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

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

Historical Percent of List Price Received by Month



Sponsored by:



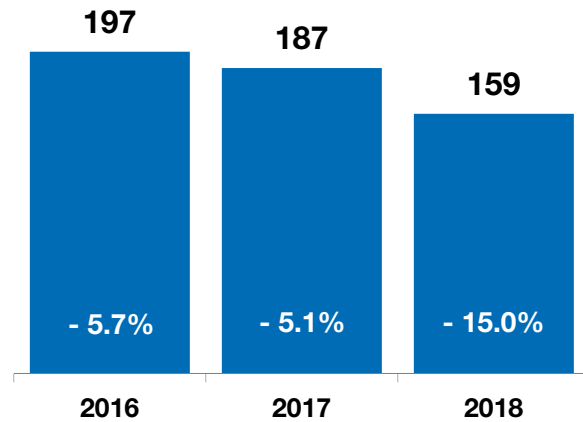
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

Housing Affordability Index

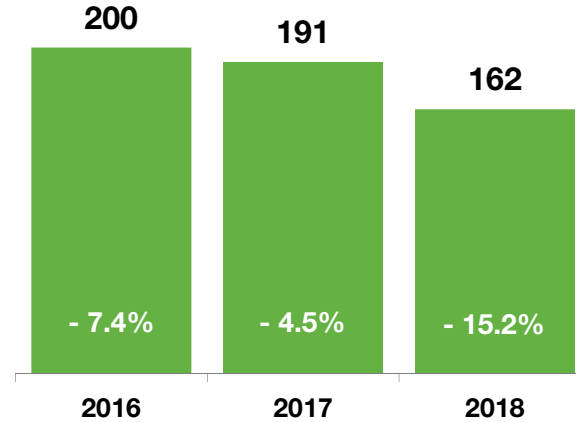
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April



Year to Date



| | Affordability Index | Prior Year | Percent Change |
|-------------------|---------------------|------------|----------------|
| May 2017 | 180 | 187 | -3.7% |
| June 2017 | 165 | 190 | -13.2% |
| July 2017 | 174 | 180 | -3.3% |
| August 2017 | 167 | 173 | -3.5% |
| September 2017 | 177 | 189 | -6.3% |
| October 2017 | 172 | 199 | -13.6% |
| November 2017 | 179 | 187 | -4.3% |
| December 2017 | 178 | 179 | -0.6% |
| January 2018 | 167 | 185 | -9.7% |
| February 2018 | 181 | 189 | -4.2% |
| March 2018 | 156 | 188 | -17.0% |
| April 2018 | 159 | 187 | -15.0% |
| 12-Month Avg | 171 | 171 | 0.0% |

Historical Housing Affordability Index by Month



Sponsored by:



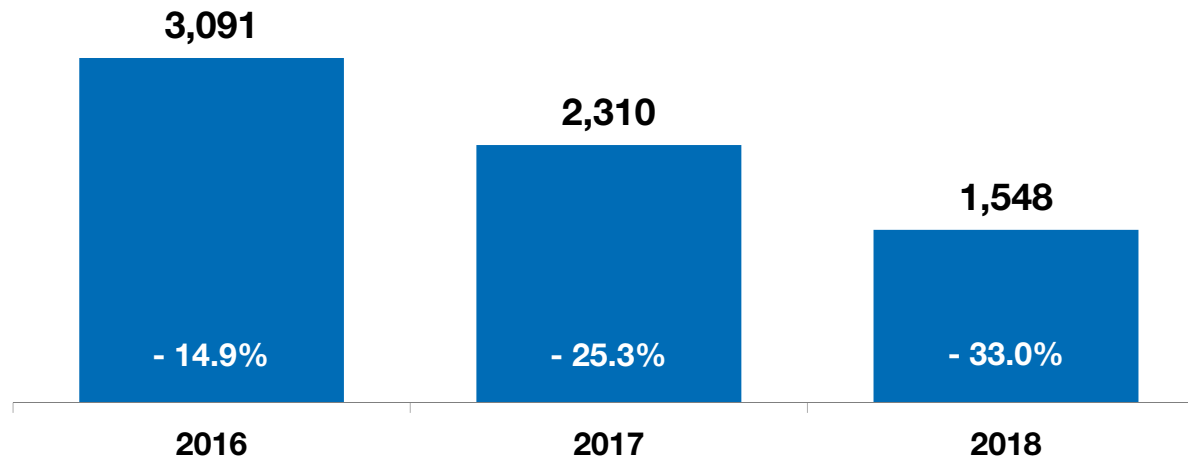
FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

Inventory of Homes Available

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



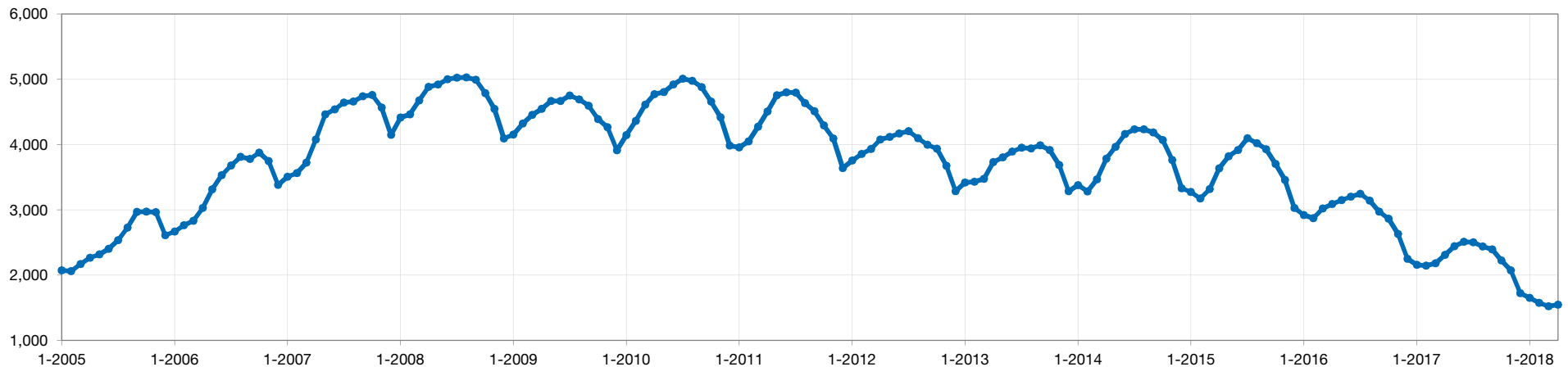
April



| Inventory | | Prior Year | Percent Change |
|-------------------|--------------|--------------|----------------|
| May 2017 | 2,441 | 3,149 | -22.5% |
| June 2017 | 2,512 | 3,200 | -21.5% |
| July 2017 | 2,503 | 3,245 | -22.9% |
| August 2017 | 2,439 | 3,141 | -22.3% |
| September 2017 | 2,394 | 2,972 | -19.4% |
| October 2017 | 2,227 | 2,865 | -22.3% |
| November 2017 | 2,072 | 2,630 | -21.2% |
| December 2017 | 1,726 | 2,250 | -23.3% |
| January 2018 | 1,652 | 2,156 | -23.4% |
| February 2018 | 1,574 | 2,144 | -26.6% |
| March 2018 | 1,523 | 2,183 | -30.2% |
| April 2018 | 1,548 | 2,310 | -33.0% |
| 12-Month Avg* | 2,051 | 2,687 | -23.7% |

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

Historical Inventory of Homes Available by Month



Sponsored by:



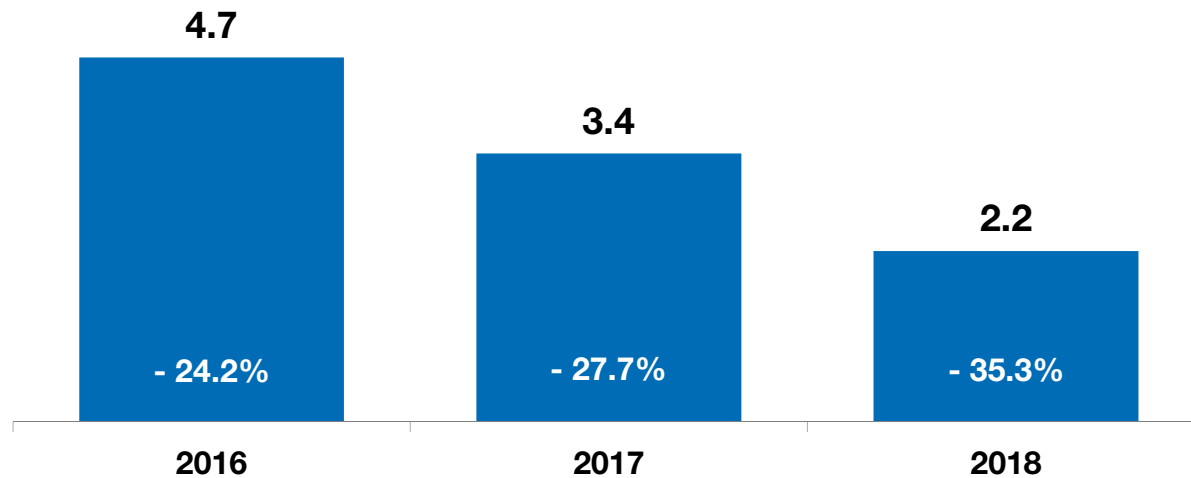
FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY

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.



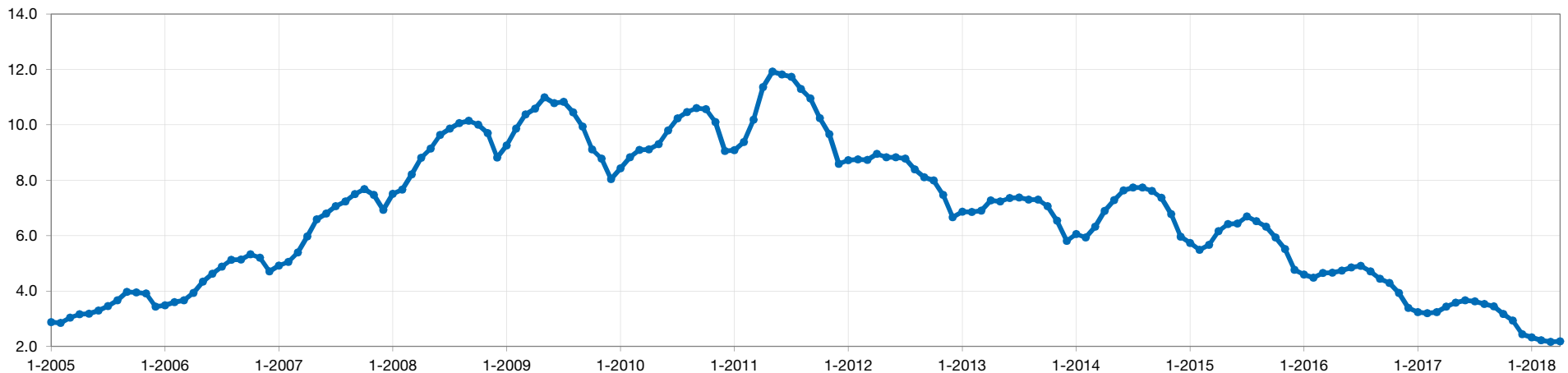
April



| Months Supply | | Prior Year | Percent Change |
|-------------------|------------|------------|----------------|
| May 2017 | 3.6 | 4.7 | -23.4% |
| June 2017 | 3.7 | 4.8 | -22.9% |
| July 2017 | 3.6 | 4.9 | -26.5% |
| August 2017 | 3.5 | 4.7 | -25.5% |
| September 2017 | 3.4 | 4.4 | -22.7% |
| October 2017 | 3.2 | 4.3 | -25.6% |
| November 2017 | 2.9 | 3.9 | -25.6% |
| December 2017 | 2.4 | 3.4 | -29.4% |
| January 2018 | 2.3 | 3.2 | -28.1% |
| February 2018 | 2.2 | 3.2 | -31.3% |
| March 2018 | 2.2 | 3.2 | -31.3% |
| April 2018 | 2.2 | 3.4 | -35.3% |
| 12-Month Avg* | 2.9 | 4.0 | -27.5% |

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

Historical Months Supply of Inventory by Month



Sponsored by:



FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

Activity by School District

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



| | New Listings | | | Pending Sales | | | Closed Sales | | | Avg. Sales Price | | | Inventory | | |
|---|--------------|--------------|---------------|---------------|--------------|---------------|--------------|--------------|---------------|------------------|------------------|---------------|--------------|--------------|---------------|
| | YTD 2017 | YTD 2018 | +/- | YTD 2017 | YTD 2018 | +/- | YTD 2017 | YTD 2018 | +/- | YTD 2017 | YTD 2018 | +/- | 4-2017 | 4-2018 | +/- |
| Lehigh and Northampton County School Districts | 3,909 | 3,560 | -8.9% | 2,829 | 2,861 | +1.1% | 2,189 | 2,118 | -3.2% | \$200,907 | \$224,654 | +11.8% | 2,310 | 1,548 | -33.0% |
| Allentown | 499 | 464 | -7.0% | 402 | 400 | -0.5% | 324 | 316 | -2.5% | \$107,631 | \$121,336 | +12.7% | 286 | 178 | -37.8% |
| Catasauqua | 57 | 46 | -19.3% | 41 | 45 | +9.8% | 31 | 43 | +38.7% | \$154,022 | \$169,182 | +9.8% | 29 | 10 | -65.5% |
| East Penn | 375 | 315 | -16.0% | 278 | 238 | -14.4% | 210 | 168 | -20.0% | \$230,969 | \$255,316 | +10.5% | 169 | 125 | -26.0% |
| Northern Lehigh | 81 | 78 | -3.7% | 60 | 57 | -5.0% | 54 | 47 | -13.0% | \$145,027 | \$156,636 | +8.0% | 66 | 57 | -13.6% |
| Northwestern Lehigh | 63 | 50 | -20.6% | 38 | 42 | +10.5% | 29 | 34 | +17.2% | \$245,951 | \$238,221 | -3.1% | 68 | 45 | -33.8% |
| Parkland | 379 | 333 | -12.1% | 272 | 258 | -5.1% | 192 | 214 | +11.5% | \$257,544 | \$260,333 | +1.1% | 209 | 154 | -26.3% |
| Salisbury | 63 | 67 | +6.3% | 67 | 68 | +1.5% | 50 | 43 | -14.0% | \$228,779 | \$290,547 | +27.0% | 25 | 22 | -12.0% |
| Southern Lehigh | 173 | 163 | -5.8% | 123 | 131 | +6.5% | 100 | 96 | -4.0% | \$401,370 | \$459,254 | +14.4% | 118 | 75 | -36.4% |
| Whitehall | 181 | 144 | -20.4% | 119 | 130 | +9.2% | 104 | 92 | -11.5% | \$161,998 | \$182,468 | +12.6% | 96 | 50 | -47.9% |
| Bangor Area | 144 | 129 | -10.4% | 90 | 83 | -7.8% | 72 | 61 | -15.3% | \$192,513 | \$194,908 | +1.2% | 126 | 93 | -26.2% |
| Bethlehem | 667 | 674 | +1.0% | 515 | 565 | +9.7% | 389 | 412 | +5.9% | \$181,463 | \$218,358 | +20.3% | 350 | 237 | -32.3% |
| Easton | 459 | 429 | -6.5% | 309 | 335 | +8.4% | 256 | 225 | -12.1% | \$200,035 | \$220,510 | +10.2% | 287 | 183 | -36.2% |
| Nazareth | 230 | 181 | -21.3% | 150 | 125 | -16.7% | 100 | 88 | -12.0% | \$275,204 | \$308,424 | +12.1% | 114 | 83 | -27.2% |
| Northampton | 233 | 214 | -8.2% | 169 | 169 | 0.0% | 126 | 116 | -7.9% | \$185,075 | \$222,409 | +20.2% | 151 | 95 | -37.1% |
| Pen Argyl | 79 | 68 | -13.9% | 47 | 38 | -19.1% | 38 | 35 | -7.9% | \$158,577 | \$172,926 | +9.0% | 60 | 44 | -26.7% |
| Saucon Valley | 126 | 112 | -11.1% | 83 | 84 | +1.2% | 60 | 62 | +3.3% | \$281,720 | \$318,091 | +12.9% | 86 | 53 | -38.4% |
| Wilson | 100 | 93 | -7.0% | 66 | 93 | +40.9% | 54 | 66 | +22.2% | \$168,247 | \$177,940 | +5.8% | 70 | 44 | -37.1% |
| Carbon County* | 275 | 353 | +28.4% | 182 | 234 | +28.6% | 155 | 188 | +21.3% | \$117,139 | \$133,780 | +14.2% | 314 | 308 | -1.9% |
| Jim Thorpe | 103 | 182 | +76.7% | 61 | 91 | +49.2% | 44 | 59 | +34.1% | \$125,065 | \$149,895 | +19.9% | 114 | 166 | +45.6% |
| Lehighton | 72 | 70 | -2.8% | 50 | 60 | +20.0% | 46 | 50 | +8.7% | \$122,216 | \$152,566 | +24.8% | 76 | 53 | -30.3% |
| Palmerton | 60 | 54 | -10.0% | 45 | 47 | +4.4% | 40 | 48 | +20.0% | \$143,289 | \$137,371 | -4.1% | 60 | 47 | -21.7% |
| Panther Valley | 36 | 39 | +8.3% | 19 | 32 | +68.4% | 18 | 26 | +44.4% | \$47,287 | \$67,894 | +43.6% | 54 | 32 | -40.7% |
| Weatherly | 2 | 6 | +200.0% | 5 | 2 | -60.0% | 4 | 1 | -75.0% | \$64,550 | \$60,000 | -7.0% | 3 | 9 | +200.0% |

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

Sponsored by:



FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

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) | | | |
|---|--------------|-----------------|-------------|--------------|-----------------|-------------|--------------------------|---------------|------------------|---------------|------------------------|--------------|------------------|---------------|
| | 04-2018 | Lender-Mediated | Share | YTD 2018 | Lender-Mediated | Share | Traditional | + / - | Lender-Mediated | + / - | Traditional | + / - | Lender-Mediated | + / - |
| Lehigh and Northampton County School Districts | 1,548 | 36 | 2.3% | 2,118 | 115 | 5.4% | \$197,000 | +10.7% | \$100,921 | -6.5% | \$197,000 | -4.8% | \$139,489 | +11.0% |
| Allentown | 178 | 7 | 3.9% | 316 | 22 | 7.0% | \$119,000 | +6.3% | \$83,875 | +29.0% | \$124,194 | +11.2% | \$84,177 | +13.3% |
| Catasauqua | 10 | 0 | 0.0% | 43 | 4 | 9.3% | \$164,900 | +7.1% | \$85,280 | +33.0% | \$176,935 | +7.6% | \$93,589 | +11.2% |
| East Penn | 125 | 1 | 0.8% | 168 | 5 | 3.0% | \$230,000 | +7.6% | \$170,000 | -5.6% | \$258,748 | +11.5% | \$143,424 | -27.5% |
| Northern Lehigh | 57 | 2 | 3.5% | 47 | 4 | 8.5% | \$154,000 | +2.7% | \$101,900 | +34.2% | \$159,723 | +2.7% | \$123,450 | +63.0% |
| Northwestern Lehigh | 45 | 0 | 0.0% | 34 | 1 | 2.9% | \$215,000 | -4.9% | \$360,000 | +124.4% | \$234,530 | -7.0% | \$360,000 | +124.4% |
| Parkland | 154 | 2 | 1.3% | 214 | 8 | 3.7% | \$254,500 | +1.8% | \$146,000 | +5.4% | \$263,589 | -0.1% | \$176,469 | +21.6% |
| Salisbury | 22 | 0 | 0.0% | 43 | 2 | 4.7% | \$215,000 | 0.0% | \$129,000 | -23.4% | \$298,428 | +28.2% | \$129,000 | -22.8% |
| Southern Lehigh | 75 | 1 | 1.3% | 96 | 0 | 0.0% | \$389,663 | +7.4% | \$0 | -100.0% | \$459,254 | +12.2% | \$0 | -100.0% |
| Whitehall | 50 | 2 | 4.0% | 92 | 4 | 4.3% | \$180,000 | +9.1% | \$114,950 | -2.6% | \$184,587 | +9.3% | \$135,850 | +23.8% |
| Bangor Area | 93 | 3 | 3.2% | 61 | 4 | 6.6% | \$175,000 | -1.7% | \$74,553 | +113.0% | \$202,962 | +1.5% | \$80,147 | -15.1% |
| Bethlehem | 237 | 5 | 2.1% | 412 | 20 | 4.9% | \$197,250 | +24.4% | \$116,416 | -3.8% | \$222,608 | +19.9% | \$125,796 | -7.8% |
| Easton | 183 | 4 | 2.2% | 225 | 12 | 5.3% | \$211,000 | +11.1% | \$88,150 | -32.2% | \$225,747 | +10.5% | \$127,558 | -8.8% |
| Nazareth | 83 | 0 | 0.0% | 88 | 5 | 5.7% | \$265,000 | +10.4% | \$290,000 | +130.2% | \$307,675 | +11.4% | \$320,860 | +33.1% |
| Northampton | 95 | 6 | 6.3% | 116 | 8 | 6.9% | \$226,500 | +22.1% | \$76,250 | -38.5% | \$233,103 | +22.3% | \$78,053 | -41.1% |
| Pen Argyl | 44 | 2 | 4.5% | 35 | 3 | 8.6% | \$151,450 | -6.3% | \$75,500 | -35.5% | \$180,544 | +13.1% | \$91,667 | -21.7% |
| Saucon Valley | 53 | 1 | 1.9% | 62 | 3 | 4.8% | \$218,500 | +12.1% | \$459,900 | +325.8% | \$303,970 | +3.7% | \$595,800 | +278.4% |
| Wilson | 44 | 0 | 0.0% | 66 | 10 | 15.2% | \$145,750 | +2.0% | \$67,000 | -36.5% | \$185,693 | +11.5% | \$134,522 | -29.1% |
| Carbon County* | 308 | 13 | 4.2% | 188 | 18 | 9.6% | \$125,500 | +3.5% | \$61,600 | +29.0% | \$138,532 | +3.1% | \$89,161 | +41.7% |
| Jim Thorpe | 166 | 8 | 4.8% | 59 | 4 | 6.8% | \$135,000 | -5.6% | \$76,750 | +70.6% | \$154,719 | -0.5% | \$83,575 | +59.5% |
| Lehighton | 53 | 2 | 3.8% | 50 | 4 | 8.0% | \$142,550 | +26.8% | \$138,275 | +10.7% | \$153,500 | +19.8% | \$141,831 | +43.7% |
| Palmerton | 47 | 1 | 2.1% | 48 | 5 | 10.4% | \$125,500 | -9.4% | \$79,000 | -3.3% | \$141,656 | -8.8% | \$100,524 | +34.4% |
| Panther Valley | 32 | 2 | 6.3% | 26 | 3 | 11.5% | \$55,500 | +19.7% | \$25,100 | -13.4% | \$71,603 | +34.2% | \$40,700 | +12.6% |
| Weatherly | 9 | 0 | 0.0% | 1 | 0 | 0.0% | \$60,000 | -63.6% | \$0 | -100.0% | \$60,000 | -63.6% | \$0 | -100.0% |

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

Sponsored by:



FINANCE of AMERICA
- MORTGAGE -
A BLACKSTONE COMPANY

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 | 4-2017 | 4-2018 | Percent Change from Previous Year | YTD 2017 | YTD 2018 | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| New Listings | | 94 | 113 | + 20.2% | 275 | 353 | + 28.4% |
| Pending Sales | | 59 | 67 | + 13.6% | 182 | 234 | + 28.6% |
| Closed Sales | | 43 | 63 | + 46.5% | 155 | 188 | + 21.3% |
| Days on Market | | 83 | 85 | + 2.4% | 92 | 86 | - 6.5% |
| Median Sales Price | | \$135,000 | \$139,000 | + 3.0% | \$102,900 | \$121,900 | + 18.5% |
| Average Sales Price | | \$132,891 | \$152,416 | + 14.7% | \$117,139 | \$133,780 | + 14.2% |
| Pct. of List Price Received | | 93.2% | 95.8% | + 2.8% | 93.8% | 95.6% | + 1.9% |
| Housing Affordability Index | | 187 | 159 | - 15.0% | 191 | 162 | - 15.2% |
| Inventory | | 314 | 308 | - 1.9% | -- | -- | -- |
| Months Supply | | 6.8 | 5.5 | - 19.1% | -- | -- | -- |

Sponsored by:



FINANCE of AMERICA
— MORTGAGE —
A BLACKSTONE COMPANY