

# Monthly Indicators



## April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings increased 355.7 percent to 998. Pending Sales were up 354.1 percent to 831. Inventory levels shrank 41.8 percent to 668 units.

Prices continued to gain traction. The Median Sales Price increased 19.6 percent to \$250,000. Days on Market was down 45.9 percent to 20 days. Sellers were encouraged as Months Supply of Inventory was down 50.0 percent to 0.9 months.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

## Activity Snapshot

**+ 29.4%**    **- 41.8%**    **+ 19.6%**

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.

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

# Activity Overview

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



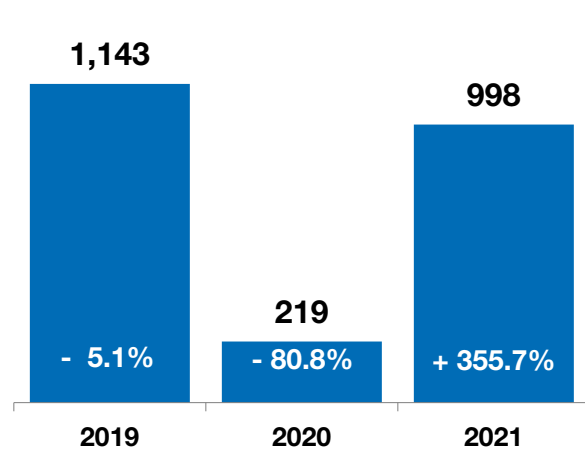
Key Metrics	Historical Sparkbars	4-2020	4-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
<b>New Listings</b>		219	<b>998</b>	+ 355.7%	2,304	<b>2,991</b>	+ 29.8%
<b>Pending Sales</b>		183	<b>831</b>	+ 354.1%	1,916	<b>2,621</b>	+ 36.8%
<b>Closed Sales</b>		453	<b>586</b>	+ 29.4%	1,982	<b>2,112</b>	+ 6.6%
<b>Days on Market</b>		37	<b>20</b>	- 45.9%	43	<b>22</b>	- 48.8%
<b>Median Sales Price</b>		\$209,000	<b>\$250,000</b>	+ 19.6%	\$200,000	<b>\$239,450</b>	+ 19.7%
<b>Average Sales Price</b>		\$239,501	<b>\$286,887</b>	+ 19.8%	\$230,481	<b>\$272,627</b>	+ 18.3%
<b>Pct. of List Price Received</b>		98.8%	<b>101.3%</b>	+ 2.5%	98.2%	<b>100.6%</b>	+ 2.4%
<b>Housing Affordability Index</b>		169	<b>143</b>	- 15.4%	176	<b>149</b>	- 15.3%
<b>Inventory</b>		1,147	<b>668</b>	- 41.8%	--	--	--
<b>Months Supply</b>		1.8	<b>0.9</b>	- 50.0%	--	--	--

# New Listings

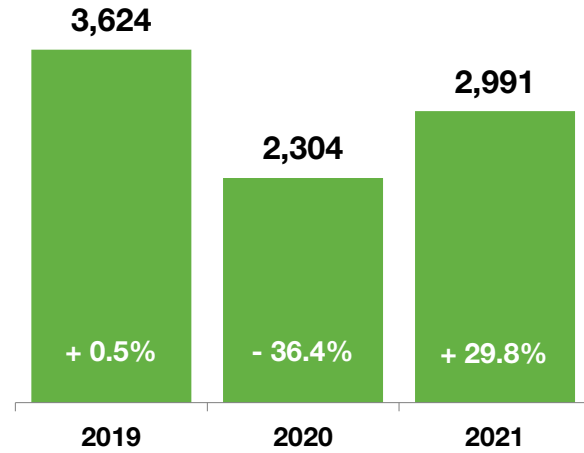
A count of the properties that have been newly listed on the market in a given month.



## April

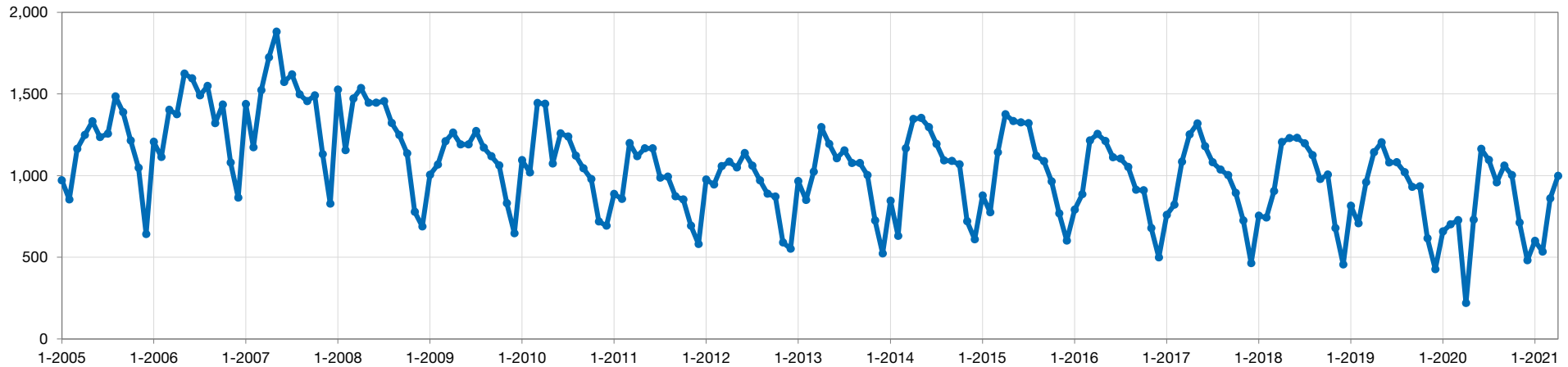


## Year to Date



	New Listings	Prior Year	Percent Change
May 2020	729	1,204	-39.5%
June 2020	1,164	1,079	+7.9%
July 2020	1,095	1,081	+1.3%
August 2020	958	1,021	-6.2%
September 2020	1,060	930	+14.0%
October 2020	1,002	933	+7.4%
November 2020	712	616	+15.6%
December 2020	481	426	+12.9%
January 2021	600	657	-8.7%
February 2021	534	701	-23.8%
March 2021	859	727	+18.2%
<b>April 2021</b>	<b>998</b>	<b>219</b>	<b>+355.7%</b>
12-Month Avg	849	800	+6.1%

## Historical New Listings by Month

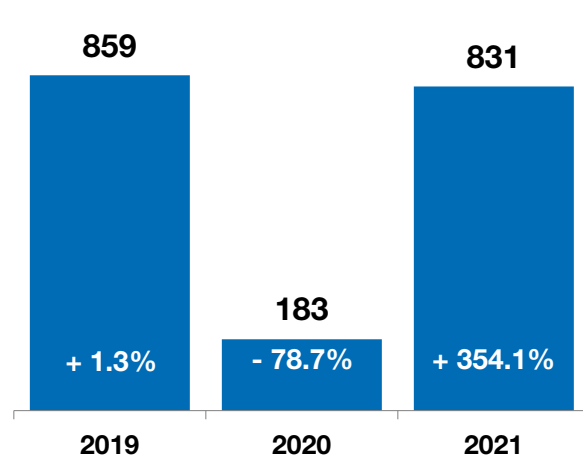


# Pending Sales

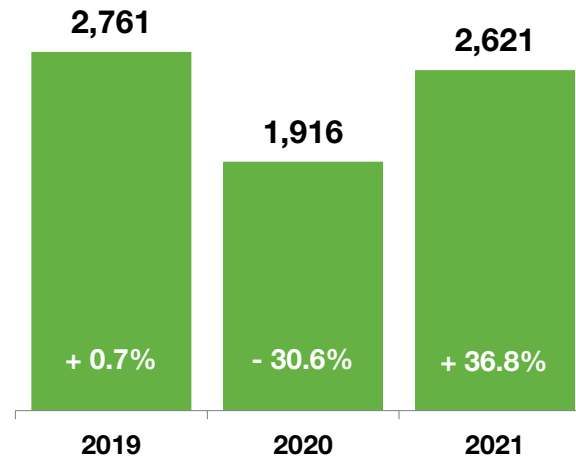
A count of the properties on which offers have been accepted in a given month.



## April



## Year to Date



	Pending Sales	Prior Year	Percent Change
May 2020	515	928	-44.5%
June 2020	1,123	826	+36.0%
July 2020	986	840	+17.4%
August 2020	926	805	+15.0%
September 2020	855	710	+20.4%
October 2020	897	697	+28.7%
November 2020	689	604	+14.1%
December 2020	517	409	+26.4%
January 2021	555	575	-3.5%
February 2021	476	605	-21.3%
March 2021	759	553	+37.3%
<b>April 2021</b>	<b>831</b>	<b>183</b>	<b>+354.1%</b>
12-Month Avg	761	645	+18.0%

## Historical Pending Sales by Month

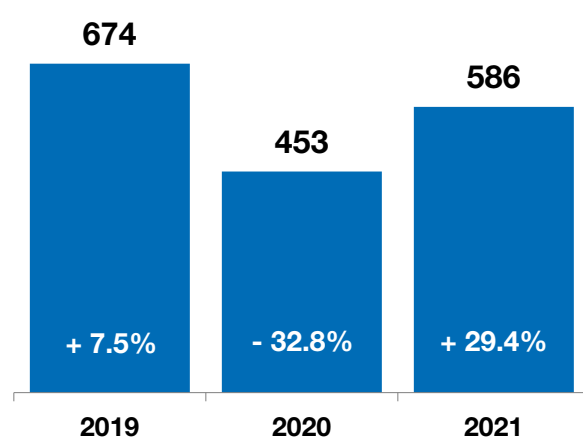


# Closed Sales

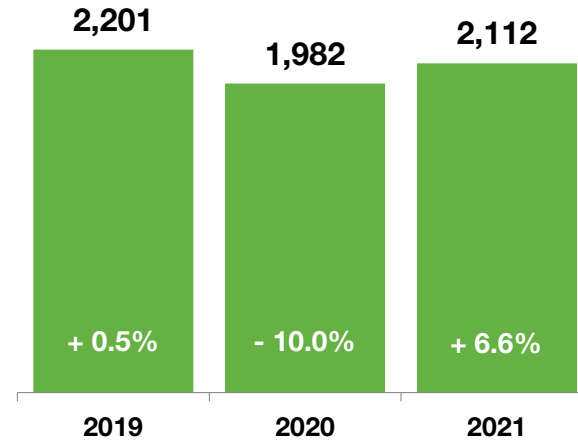
A count of the actual sales that closed in a given month.



## April



## Year to Date



	Closed Sales	Prior Year	Percent Change
May 2020	323	860	-62.4%
June 2020	437	926	-52.8%
July 2020	919	846	+8.6%
August 2020	961	953	+0.8%
September 2020	923	728	+26.8%
October 2020	912	726	+25.6%
November 2020	848	728	+16.5%
December 2020	869	658	+32.1%
January 2021	534	473	+12.9%
February 2021	438	471	-7.0%
March 2021	554	585	-5.3%
<b>April 2021</b>	<b>586</b>	<b>453</b>	<b>+29.4%</b>
12-Month Avg	692	701	-1.3%

## Historical Closed Sales by Month

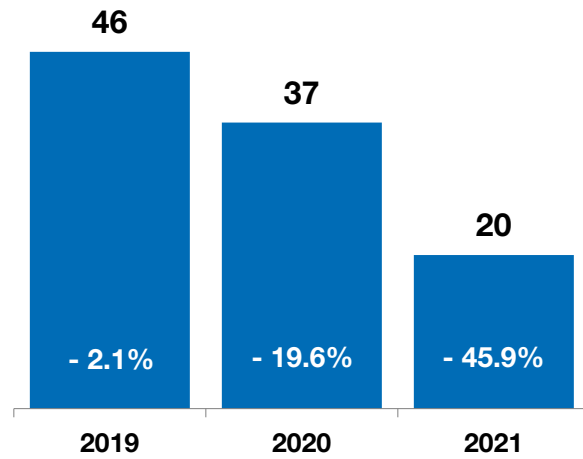


# Days on Market Until Sale

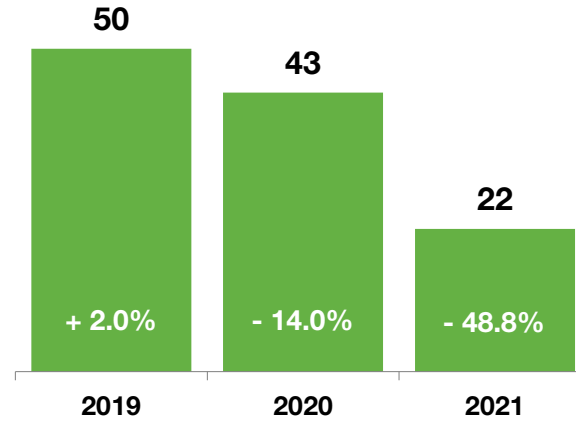
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



## Year to Date



Days on Market		Prior Year	Percent Change
May 2020	35	37	-5.4%
June 2020	40	32	+25.0%
July 2020	32	27	+18.5%
August 2020	27	32	-15.6%
September 2020	22	33	-33.3%
October 2020	20	34	-41.2%
November 2020	21	34	-38.2%
December 2020	20	43	-53.5%
January 2021	22	41	-46.3%
February 2021	23	51	-54.9%
March 2021	24	43	-44.2%
<b>April 2021</b>	<b>20</b>	<b>37</b>	<b>-45.9%</b>
12-Month Avg*	25	36	-30.6%

\* Average Days on Market of all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

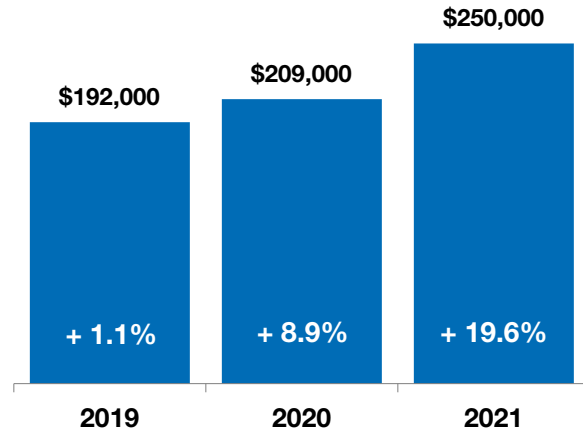


# Median Sales Price

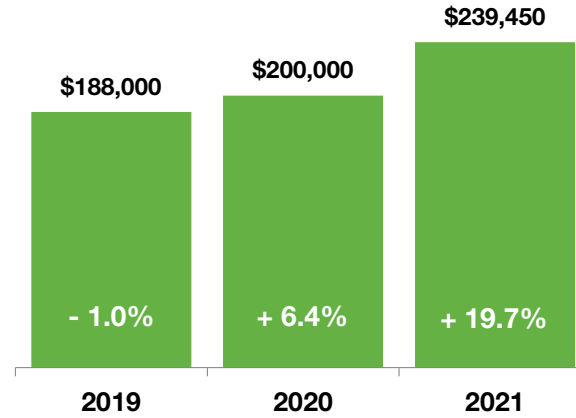
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



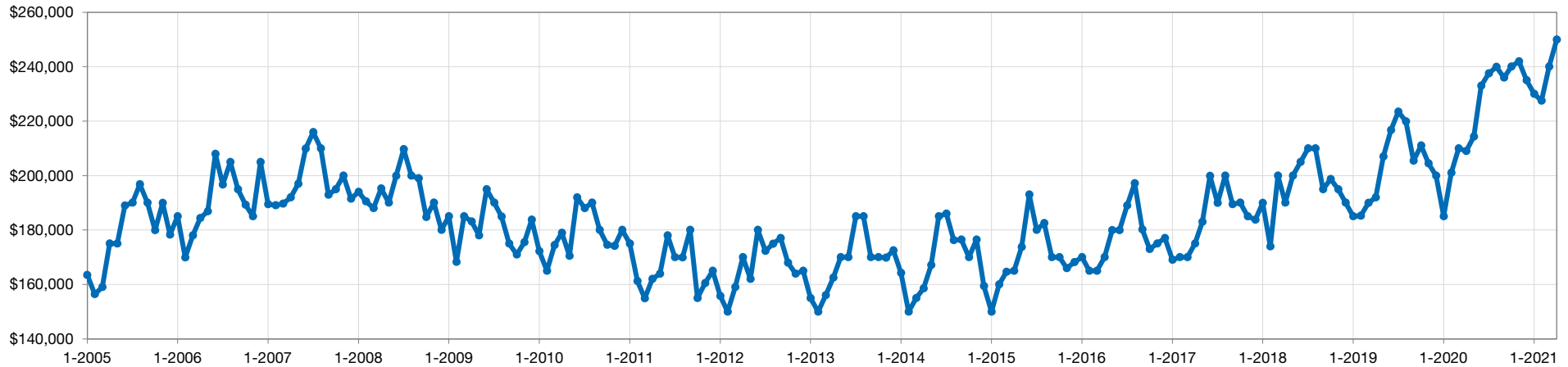
## Year to Date



	Median Sales Price	Prior Year	Percent Change
May 2020	\$214,365	\$207,000	+3.6%
June 2020	\$233,000	\$216,750	+7.5%
July 2020	\$237,500	\$223,500	+6.3%
August 2020	\$239,900	\$219,900	+9.1%
September 2020	\$236,000	\$205,500	+14.8%
October 2020	\$240,000	\$211,000	+13.7%
November 2020	\$242,000	\$204,450	+18.4%
December 2020	\$235,000	\$200,000	+17.5%
January 2021	\$230,000	\$185,000	+24.3%
February 2021	\$227,500	\$201,000	+13.2%
March 2021	\$240,000	\$210,000	+14.3%
<b>April 2021</b>	<b>\$250,000</b>	<b>\$209,000</b>	<b>+19.6%</b>
12-Month Med*	\$237,000	\$210,000	+12.9%

\* Median Sales Price of all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

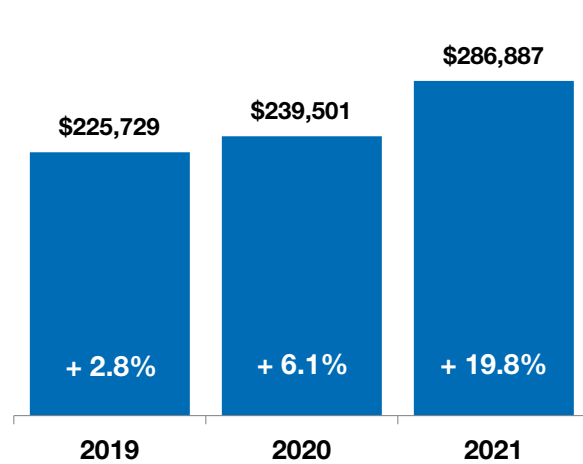


# Average Sales Price

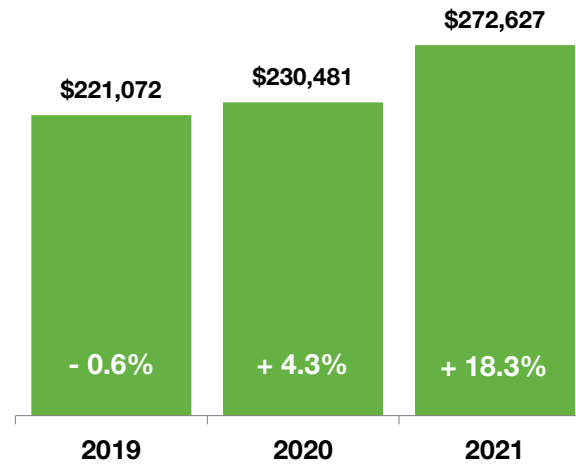
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



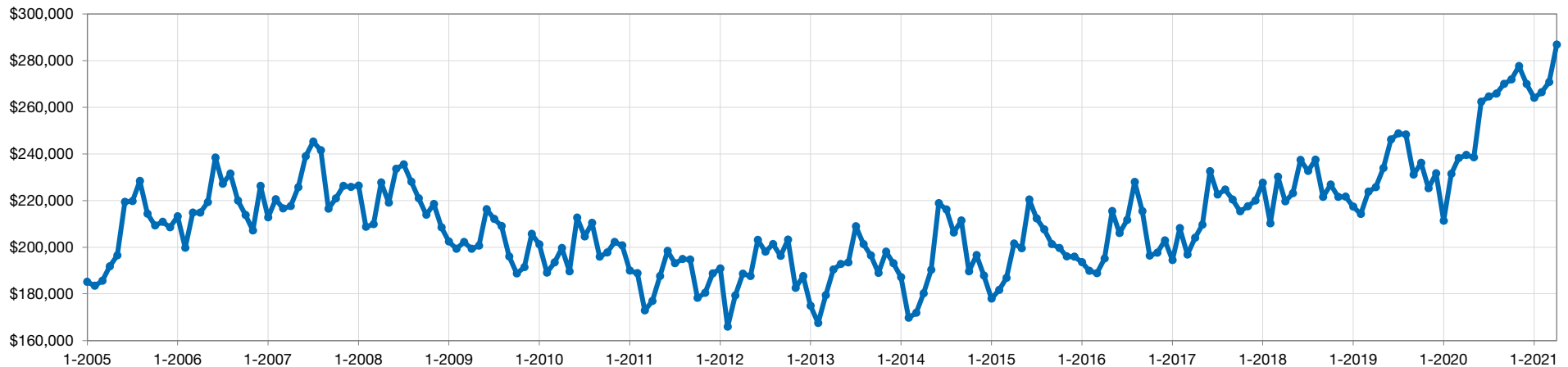
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2020	\$238,467	\$233,891	+2.0%
June 2020	\$262,354	\$246,192	+6.6%
July 2020	\$264,580	\$248,681	+6.4%
August 2020	\$265,795	\$248,229	+7.1%
September 2020	\$269,969	\$231,053	+16.8%
October 2020	\$271,863	\$236,122	+15.1%
November 2020	\$277,595	\$225,234	+23.2%
December 2020	\$270,004	\$231,695	+16.5%
January 2021	\$264,024	\$211,267	+25.0%
February 2021	\$266,386	\$231,473	+15.1%
March 2021	\$270,768	\$238,214	+13.7%
<b>April 2021</b>	<b>\$286,887</b>	<b>\$239,501</b>	<b>+19.8%</b>
12-Month Avg*	\$268,930	\$236,583	+13.7%

\* Avg. Sales Price of all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



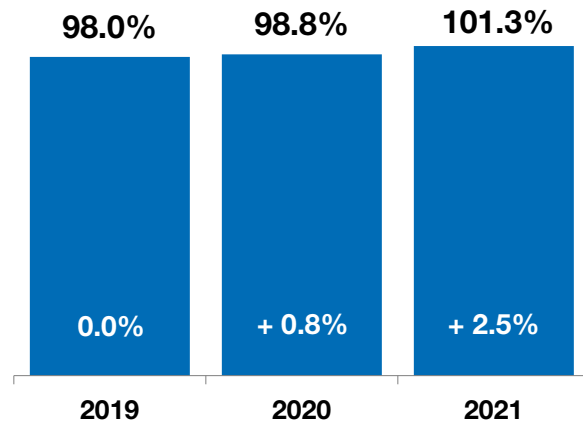


# Percent of List Price Received

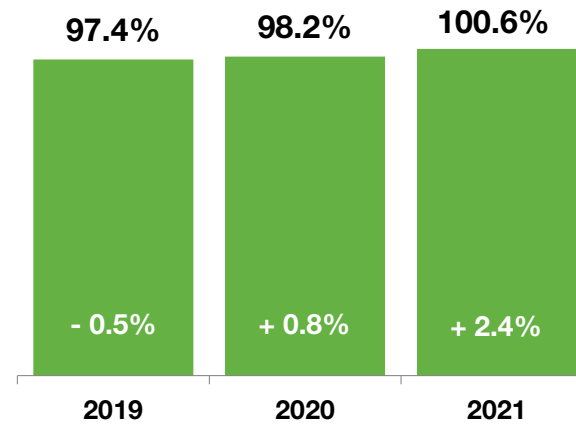
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2020	98.6%	98.6%	0.0%
June 2020	98.5%	98.6%	-0.1%
July 2020	99.2%	98.5%	+0.7%
August 2020	99.7%	98.6%	+1.1%
September 2020	99.9%	98.3%	+1.6%
October 2020	100.1%	97.9%	+2.2%
November 2020	100.2%	98.2%	+2.0%
December 2020	100.1%	97.8%	+2.4%
January 2021	100.0%	97.5%	+2.6%
February 2021	100.3%	97.8%	+2.6%
March 2021	100.5%	98.6%	+1.9%
<b>April 2021</b>	<b>101.3%</b>	<b>98.8%</b>	<b>+2.5%</b>
12-Month Avg*	99.9%	98.3%	+1.6%

\* Average Pct. of List Price Received for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

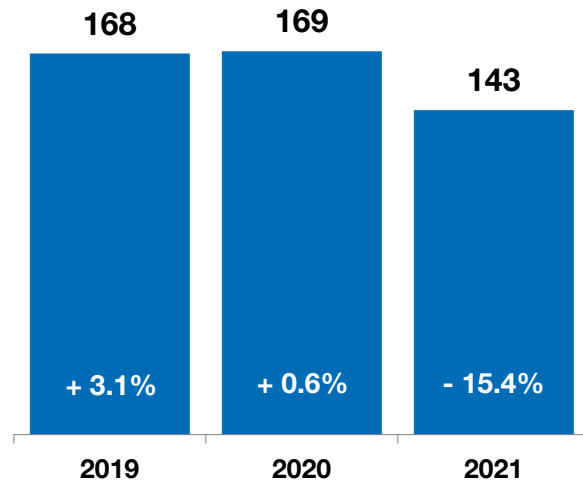


# Housing Affordability Index

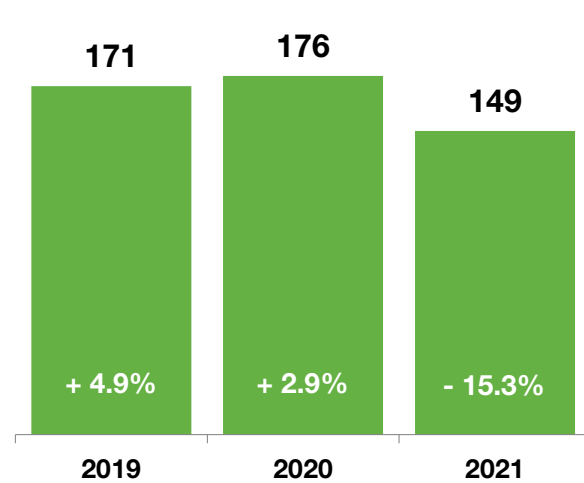


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April



## Year to Date



	Affordability Index	Prior Year	Percent Change
May 2020	164	155	+5.8%
June 2020	153	148	+3.4%
July 2020	152	147	+3.4%
August 2020	152	156	-2.6%
September 2020	154	165	-6.7%
October 2020	153	163	-6.1%
November 2020	153	164	-6.7%
December 2020	157	168	-6.5%
January 2021	159	186	-14.5%
February 2021	153	173	-11.6%
March 2021	145	160	-9.4%
<b>April 2021</b>	<b>143</b>	<b>169</b>	<b>-15.4%</b>
12-Month Avg	153	153	0.0%

## Historical Housing Affordability Index by Month

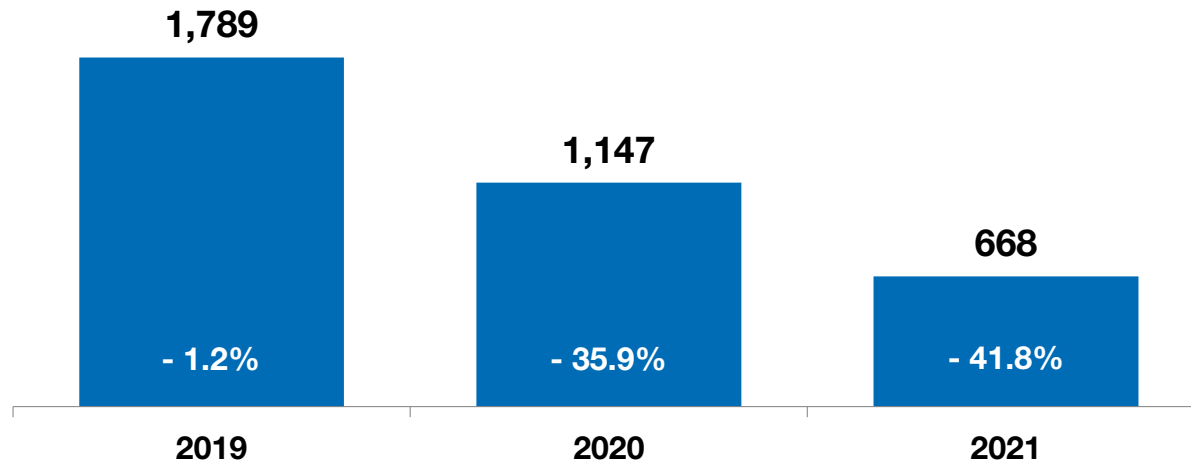


# Inventory of Homes Available

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



## April



Inventory		Prior Year	Percent Change
May 2020	1,236	1,871	-33.9%
June 2020	1,132	1,929	-41.3%
July 2020	1,087	1,940	-44.0%
August 2020	995	1,906	-47.8%
September 2020	1,050	1,881	-44.2%
October 2020	1,020	1,883	-45.8%
November 2020	926	1,672	-44.6%
December 2020	741	1,437	-48.4%
January 2021	660	1,300	-49.2%
February 2021	611	1,239	-50.7%
March 2021	621	1,237	-49.8%
<b>April 2021</b>	<b>668</b>	<b>1,147</b>	<b>-41.8%</b>
12-Month Avg*	896	1,620	-44.7%

\* Inventory for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month

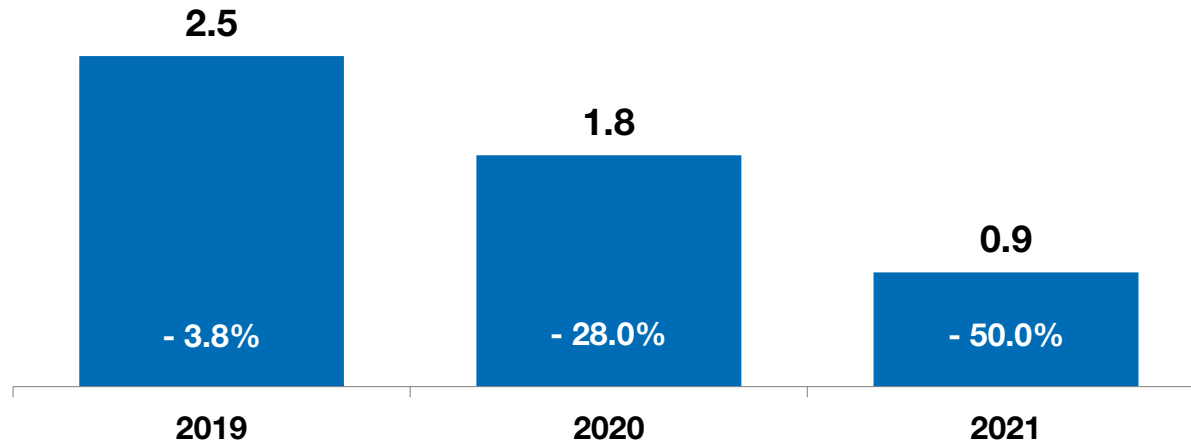


# Months Supply of Inventory

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.



## April



Months Supply		Prior Year	Percent Change
May 2020	2.0	2.6	-23.1%
June 2020	1.8	2.7	-33.3%
July 2020	1.7	2.7	-37.0%
August 2020	1.5	2.7	-44.4%
September 2020	1.6	2.6	-38.5%
October 2020	1.5	2.6	-42.3%
November 2020	1.3	2.3	-43.5%
December 2020	1.1	2.0	-45.0%
January 2021	0.9	1.8	-50.0%
February 2021	0.9	1.7	-47.1%
March 2021	0.9	1.8	-50.0%
<b>April 2021</b>	<b>0.9</b>	<b>1.8</b>	<b>-50.0%</b>
12-Month Avg*	1.3	2.3	-43.5%

\* Months Supply for all properties from May 2020 through April 2021. 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 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	4-2020	4-2021	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>2,304</b>	<b>2,991</b>	<b>+29.8%</b>	<b>1,916</b>	<b>2,621</b>	<b>+36.8%</b>	<b>1,982</b>	<b>2,112</b>	<b>+6.6%</b>	<b>\$230,481</b>	<b>\$272,627</b>	<b>+18.3%</b>	<b>1,147</b>	<b>668</b>	<b>-41.8%</b>
Allentown	330	423	+28.2%	292	379	+29.8%	330	318	-3.6%	\$148,549	\$169,656	+14.2%	159	85	-46.5%
Catasauqua	41	75	+82.9%	29	65	+124.1%	37	51	+37.8%	\$145,991	\$232,252	+59.1%	15	13	-13.3%
East Penn	204	305	+49.5%	173	268	+54.9%	164	220	+34.1%	\$260,311	\$323,537	+24.3%	86	47	-45.3%
Northern Lehigh	56	60	+7.1%	35	54	+54.3%	43	45	+4.7%	\$191,956	\$246,138	+28.2%	39	20	-48.7%
Northwestern Lehigh	42	55	+31.0%	31	39	+25.8%	20	30	+50.0%	\$273,969	\$350,410	+27.9%	34	20	-41.2%
Parkland	201	287	+42.8%	158	249	+57.6%	172	198	+15.1%	\$313,527	\$333,215	+6.3%	108	82	-24.1%
Salisbury	59	66	+11.9%	57	61	+7.0%	50	44	-12.0%	\$292,107	\$284,577	-2.6%	19	14	-26.3%
Southern Lehigh	75	101	+34.7%	68	78	+14.7%	59	61	+3.4%	\$359,476	\$474,308	+31.9%	49	33	-32.7%
Whitehall	113	113	0.0%	78	120	+53.8%	93	97	+4.3%	\$205,916	\$231,923	+12.6%	51	13	-74.5%
Bangor Area	94	111	+18.1%	80	102	+27.5%	68	74	+8.8%	\$196,308	\$271,363	+38.2%	53	31	-41.5%
Bethlehem	361	502	+39.1%	296	436	+47.3%	324	376	+16.0%	\$215,436	\$252,929	+17.4%	168	100	-40.5%
Easton	299	386	+29.1%	253	317	+25.3%	260	245	-5.8%	\$240,946	\$285,433	+18.5%	151	87	-42.4%
Nazareth	113	128	+13.3%	84	117	+39.3%	77	80	+3.9%	\$322,515	\$367,093	+13.8%	56	22	-60.7%
Northampton	143	185	+29.4%	137	155	+13.1%	140	113	-19.3%	\$221,494	\$228,585	+3.2%	69	54	-21.7%
Pen Argyl	36	51	+41.7%	35	42	+20.0%	38	40	+5.3%	\$202,022	\$224,249	+11.0%	29	19	-34.5%
Saucon Valley	74	61	-17.6%	56	63	+12.5%	55	56	+1.8%	\$296,592	\$389,128	+31.2%	33	13	-60.6%
Wilson	63	82	+30.2%	54	76	+40.7%	52	64	+23.1%	\$219,102	\$253,528	+15.7%	28	15	-46.4%
<b>Carbon County*</b>	<b>224</b>	<b>276</b>	<b>+23.2%</b>	<b>208</b>	<b>274</b>	<b>+31.7%</b>	<b>219</b>	<b>253</b>	<b>+15.5%</b>	<b>\$155,730</b>	<b>\$190,057</b>	<b>+22.0%</b>	<b>208</b>	<b>87</b>	<b>-58.2%</b>
Jim Thorpe	100	110	+10.0%	105	110	+4.8%	106	102	-3.8%	\$171,510	\$224,034	+30.6%	110	39	-64.5%
Lehighton	47	59	+25.5%	42	61	+45.2%	45	58	+28.9%	\$125,621	\$187,907	+49.6%	35	20	-42.9%
Palmerton	43	49	+14.0%	38	53	+39.5%	43	50	+16.3%	\$184,345	\$213,369	+15.7%	26	8	-69.2%
Panther Valley	23	51	+121.7%	17	43	+152.9%	19	35	+84.2%	\$57,632	\$79,109	+37.3%	26	17	-34.6%
Weatherly	11	5	-54.5%	5	4	-20.0%	5	5	0.0%	\$239,180	\$119,000	-50.2%	11	3	-72.7%

\* 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)			
	04-2021	Lender-Mediated	Share	YTD 2021	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>668</b>	<b>6</b>	<b>0.9%</b>	<b>2,112</b>	<b>9</b>	<b>0.4%</b>	<b>\$239,900</b>	<b>+19.4%</b>	<b>\$192,000</b>	<b>+6.7%</b>	<b>\$239,900</b>	<b>+4.0%</b>	<b>\$204,211</b>	<b>+15.8%</b>
Allentown	85	1	1.2%	318	1	0.3%	\$165,000	+13.4%	\$45,000	--	\$170,049	+14.5%	\$45,000	--
Catasauqua	13	0	0.0%	51	0	0.0%	\$179,900	+33.3%	\$0	--	\$232,252	+59.1%	\$0	--
East Penn	47	0	0.0%	220	3	1.4%	\$290,000	+22.1%	\$230,000	--	\$324,853	+24.8%	\$228,333	--
Northern Lehigh	20	0	0.0%	45	0	0.0%	\$225,500	+17.4%	\$0	--	\$246,138	+28.2%	\$0	--
Northwestern Lehigh	20	0	0.0%	30	0	0.0%	\$310,000	+13.7%	\$0	--	\$350,410	+27.9%	\$0	--
Parkland	82	0	0.0%	198	0	0.0%	\$310,500	+7.2%	\$0	-100.0%	\$333,215	+5.9%	\$0	-100.0%
Salisbury	14	0	0.0%	44	0	0.0%	\$264,750	+13.9%	\$0	--	\$284,577	-2.6%	\$0	--
Southern Lehigh	33	0	0.0%	61	0	0.0%	\$426,900	+43.7%	\$0	--	\$474,308	+31.9%	\$0	--
Whitehall	13	0	0.0%	97	0	0.0%	\$224,000	+12.1%	\$0	-100.0%	\$231,923	+11.8%	\$0	-100.0%
Bangor Area	31	1	3.2%	74	1	1.4%	\$225,000	+27.5%	\$275,000	+271.6%	\$271,313	+36.9%	\$275,000	+271.6%
Bethlehem	100	0	0.0%	376	1	0.3%	\$221,000	+16.3%	\$192,000	--	\$253,092	+17.5%	\$192,000	--
Easton	87	1	1.1%	245	1	0.4%	\$265,000	+18.3%	\$67,500	-64.5%	\$286,326	+18.7%	\$67,500	-64.5%
Nazareth	22	1	4.5%	80	0	0.0%	\$360,000	+21.4%	\$0	-100.0%	\$367,093	+13.8%	\$0	-100.0%
Northampton	54	2	3.7%	113	0	0.0%	\$225,500	+1.5%	\$0	-100.0%	\$228,585	+3.1%	\$0	-100.0%
Pen Argyl	19	0	0.0%	40	0	0.0%	\$190,000	+3.8%	\$0	--	\$224,249	+11.0%	\$0	--
Saucon Valley	13	0	0.0%	56	2	3.6%	\$275,000	+18.3%	\$286,700	+132.1%	\$392,921	+31.1%	\$286,700	+132.1%
Wilson	15	0	0.0%	64	0	0.0%	\$194,000	+11.2%	\$0	--	\$253,528	+15.7%	\$0	--
<b>Carbon County*</b>	<b>87</b>	<b>0</b>	<b>0.0%</b>	<b>253</b>	<b>2</b>	<b>0.8%</b>	<b>\$170,000</b>	<b>+21.4%</b>	<b>\$67,500</b>	<b>-48.0%</b>	<b>\$191,033</b>	<b>+22.6%</b>	<b>\$67,500</b>	<b>-48.0%</b>
Jim Thorpe	39	0	0.0%	102	0	0.0%	\$215,000	+34.3%	\$0	--	\$224,034	+30.6%	\$0	--
Lehighton	20	0	0.0%	58	1	1.7%	\$150,000	+35.1%	\$90,000	-30.7%	\$189,625	+51.1%	\$90,000	-30.7%
Palmerton	8	0	0.0%	50	0	0.0%	\$179,950	+20.0%	\$0	--	\$213,369	+15.7%	\$0	--
Panther Valley	17	0	0.0%	35	0	0.0%	\$75,000	+78.6%	\$0	--	\$79,109	+37.3%	\$0	--
Weatherly	3	0	0.0%	5	1	20.0%	\$140,000	-18.1%	\$45,000	--	\$137,500	-42.5%	\$45,000	--

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

# 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	4-2020	4-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
<b>New Listings</b>		13	<b>91</b>	+ 600.0%	224	<b>276</b>	+ 23.2%
<b>Pending Sales</b>		21	<b>73</b>	+ 247.6%	208	<b>274</b>	+ 31.7%
<b>Closed Sales</b>		46	<b>73</b>	+ 58.7%	219	<b>253</b>	+ 15.5%
<b>Days on Market</b>		91	<b>43</b>	- 52.7%	90	<b>42</b>	- 53.3%
<b>Median Sales Price</b>		\$132,000	<b>\$175,000</b>	+ 32.6%	\$140,000	<b>\$169,500</b>	+ 21.1%
<b>Average Sales Price</b>		\$141,834	<b>\$196,233</b>	+ 38.4%	\$155,730	<b>\$190,057</b>	+ 22.0%
<b>Pct. of List Price Received</b>		95.0%	<b>98.2%</b>	+ 3.4%	94.9%	<b>97.5%</b>	+ 2.7%
<b>Housing Affordability Index</b>		169	<b>143</b>	- 15.4%	176	<b>149</b>	- 15.3%
<b>Inventory</b>		208	<b>87</b>	- 58.2%	--	--	--
<b>Months Supply</b>		3.4	<b>1.1</b>	- 67.6%	--	--	--