

Monthly Indicators



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings decreased 0.5 percent to 1,089. Pending Sales were down 9.0 percent to 897. Inventory levels shrank 18.0 percent to 895 units.

Prices continued to gain traction. The Median Sales Price increased 15.7 percent to \$275,000. Days on Market was down 60.6 percent to 13 days. Sellers were encouraged as Months Supply of Inventory was down 29.4 percent to 1.2 months.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

- 4.7% **- 18.0%** **+ 15.7%**

One-Year Change in **Closed Sales** One-Year Change in **Inventory** One-Year Change in **Median Sales Price**

Residential real estate activity in the counties of Lehigh and Northampton composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

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



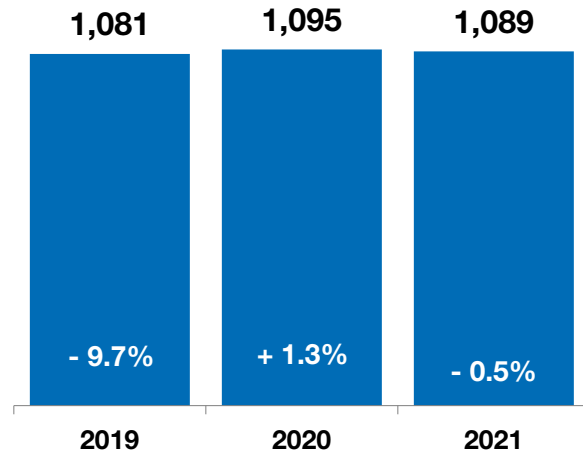
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
New Listings		1,095	1,089	- 0.5%	5,292	6,193	+ 17.0%
Pending Sales		986	897	- 9.0%	4,538	5,255	+ 15.8%
Closed Sales		920	877	- 4.7%	3,662	4,595	+ 25.5%
Days on Market		33	13	- 60.6%	39	18	- 53.8%
Median Sales Price		\$237,750	\$275,000	+ 15.7%	\$215,750	\$254,900	+ 18.1%
Average Sales Price		\$264,950	\$311,750	+ 17.7%	\$243,656	\$289,754	+ 18.9%
Pct. of List Price Received		99.2%	102.6%	+ 3.4%	98.5%	101.7%	+ 3.2%
Housing Affordability Index		152	130	- 14.5%	167	140	- 16.2%
Inventory		1,092	895	- 18.0%	--	--	--
Months Supply		1.7	1.2	- 29.4%	--	--	--

New Listings

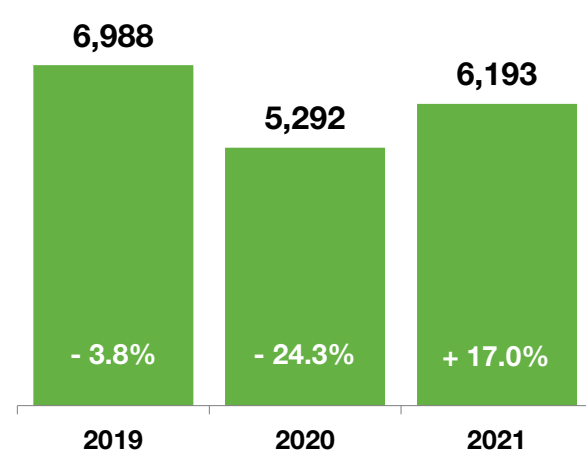
A count of the properties that have been newly listed on the market in a given month.



July

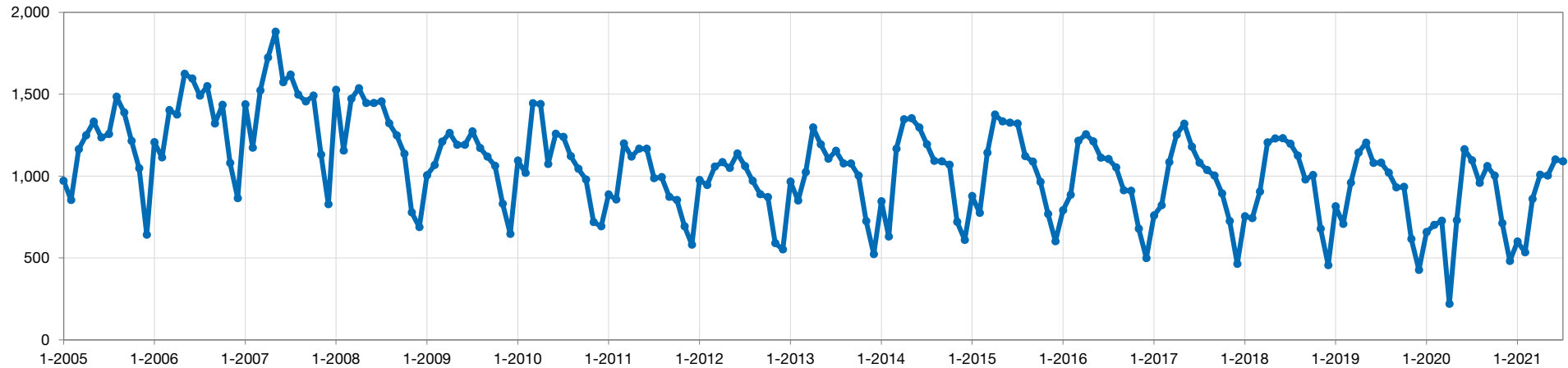


Year to Date



	New Listings	Prior Year	Percent Change
August 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%
April 2021	1,007	219	+359.8%
May 2021	1,003	729	+37.6%
June 2021	1,101	1,164	-5.4%
July 2021	1,089	1,095	-0.5%
12-Month Avg	867	768	+12.9%

Historical New Listings by Month

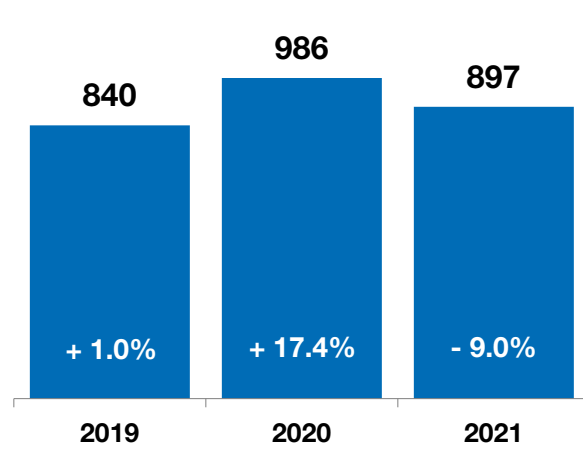


Pending Sales

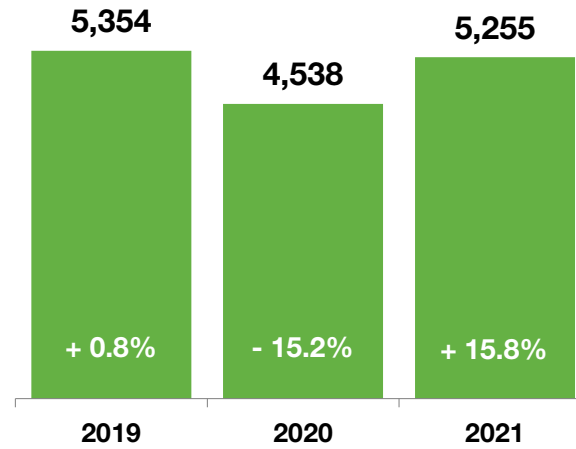
A count of the properties on which offers have been accepted in a given month.



July



Year to Date



	Pending Sales	Prior Year	Percent Change
August 2020	926	805	+15.0%
September 2020	855	710	+20.4%
October 2020	895	697	+28.4%
November 2020	689	604	+14.1%
December 2020	517	409	+26.4%
January 2021	549	574	-4.4%
February 2021	473	605	-21.8%
March 2021	743	553	+34.4%
April 2021	787	183	+330.1%
May 2021	891	514	+73.3%
June 2021	915	1,123	-18.5%
July 2021	897	986	-9.0%
12-Month Avg	761	647	+17.6%

Historical Pending Sales by Month

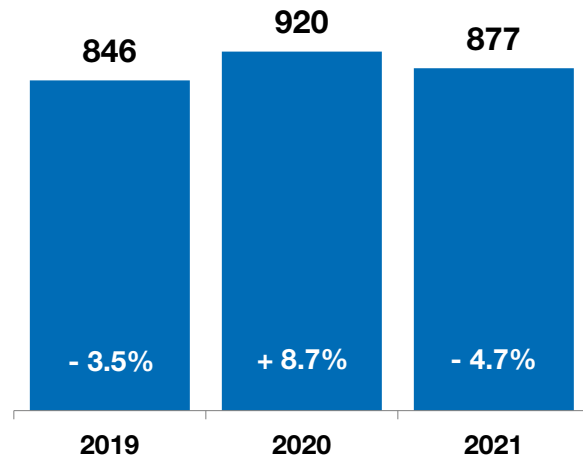


Closed Sales

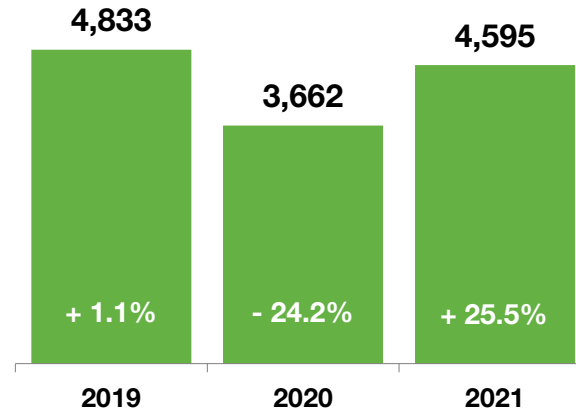
A count of the actual sales that closed in a given month.



July



Year to Date



	Closed Sales	Prior Year	Percent Change
August 2020	961	953	+0.8%
September 2020	923	728	+26.8%
October 2020	912	726	+25.6%
November 2020	849	728	+16.6%
December 2020	871	658	+32.4%
January 2021	536	473	+13.3%
February 2021	438	471	-7.0%
March 2021	555	585	-5.1%
April 2021	624	453	+37.7%
May 2021	670	323	+107.4%
June 2021	895	437	+104.8%
July 2021	877	920	-4.7%
12-Month Avg	759	621	+22.2%

Historical Closed Sales by Month

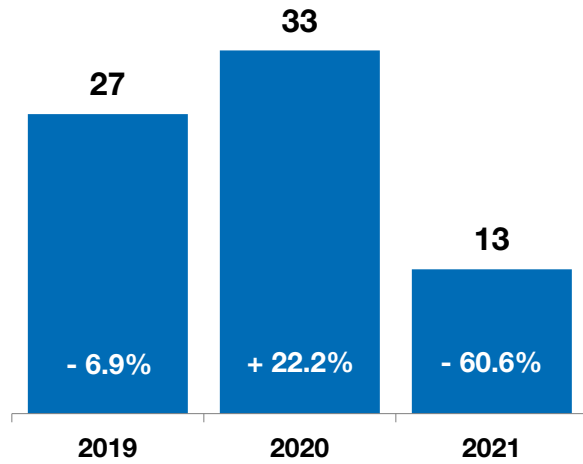


Days on Market Until Sale

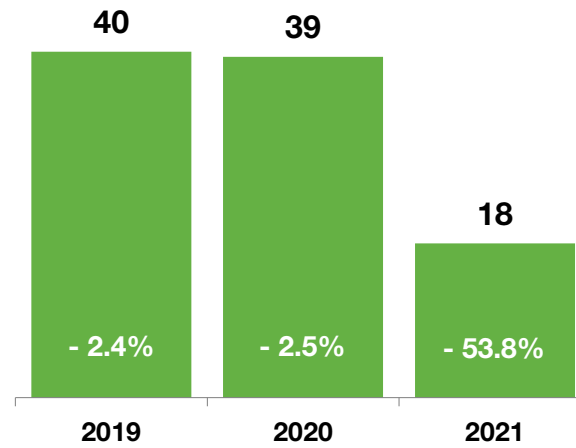
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



Year to Date



Days on Market	Prior Year	Percent Change
August 2020	27	-15.6%
September 2020	22	-33.3%
October 2020	20	-41.2%
November 2020	21	-38.2%
December 2020	20	-53.5%
January 2021	22	-46.3%
February 2021	23	-54.9%
March 2021	24	-44.2%
April 2021	19	-48.6%
May 2021	15	-57.1%
June 2021	15	-62.5%
July 2021	13	-60.6%
12-Month Avg*	20	-45.9%

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

Historical Days on Market Until Sale by Month

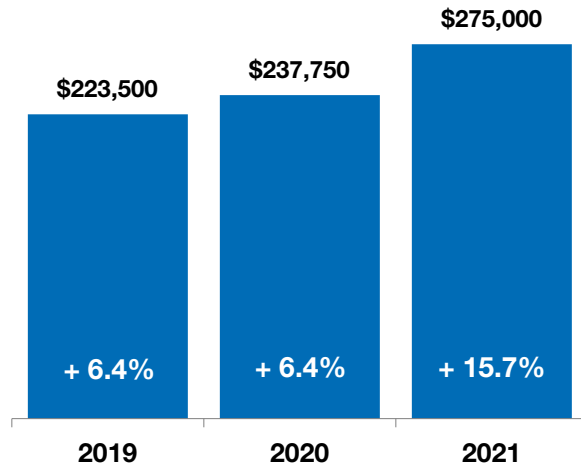


Median Sales Price

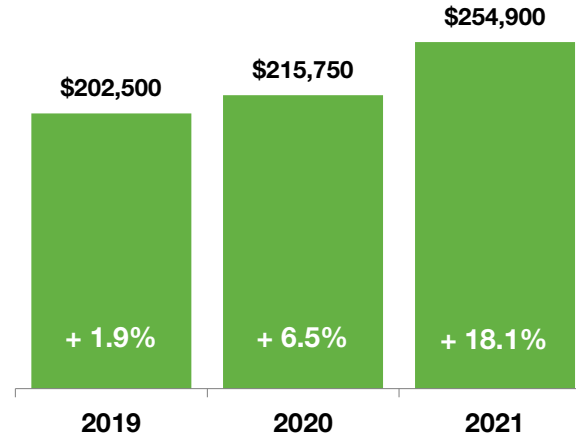
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$232,450	\$185,000	+25.6%
February 2021	\$227,500	\$201,000	+13.2%
March 2021	\$240,000	\$210,000	+14.3%
April 2021	\$246,250	\$209,000	+17.8%
May 2021	\$250,000	\$214,365	+16.6%
June 2021	\$275,000	\$233,000	+18.0%
July 2021	\$275,000	\$237,750	+15.7%
12-Month Med*	\$246,000	\$212,983	+15.5%

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

Historical Median Sales Price by Month

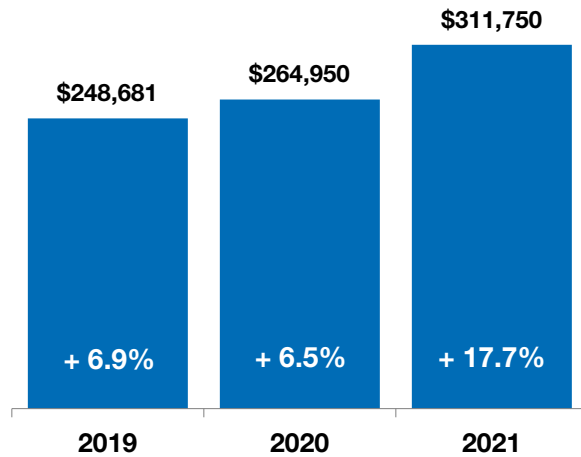


Average Sales Price

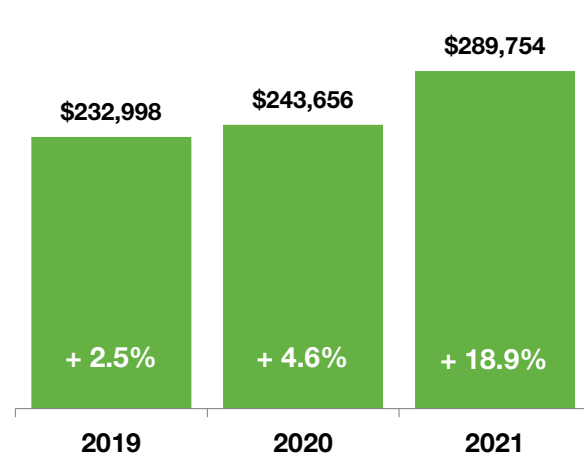
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$277,513	\$225,234	+23.2%
December 2020	\$270,860	\$231,695	+16.9%
January 2021	\$264,989	\$211,267	+25.4%
February 2021	\$266,386	\$231,473	+15.1%
March 2021	\$270,893	\$238,214	+13.7%
April 2021	\$284,932	\$239,501	+19.0%
May 2021	\$285,871	\$238,467	+19.9%
June 2021	\$312,431	\$262,354	+19.1%
July 2021	\$311,750	\$264,950	+17.7%
12-Month Avg*	\$280,486	\$239,423	+17.2%

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

Historical Average Sales Price by Month

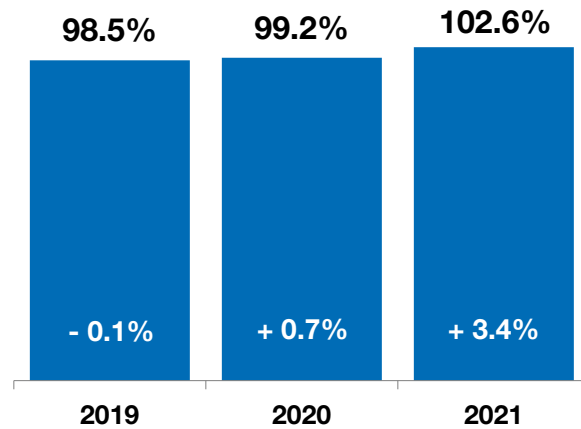


Percent of List Price Received

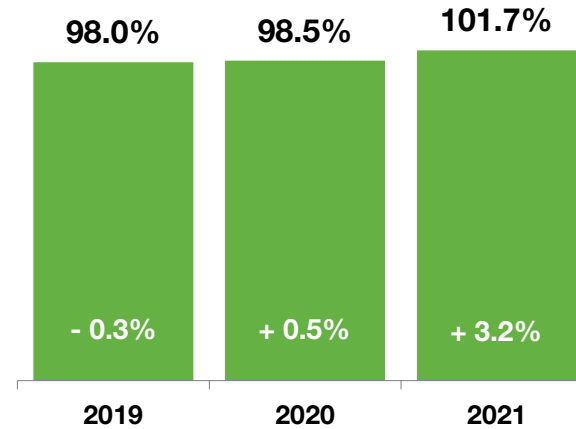
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
April 2021	101.3%	98.8%	+2.5%
May 2021	102.7%	98.6%	+4.2%
June 2021	102.7%	98.5%	+4.3%
July 2021	102.6%	99.2%	+3.4%
12-Month Avg*	100.8%	98.4%	+2.4%

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

Historical Percent of List Price Received by Month

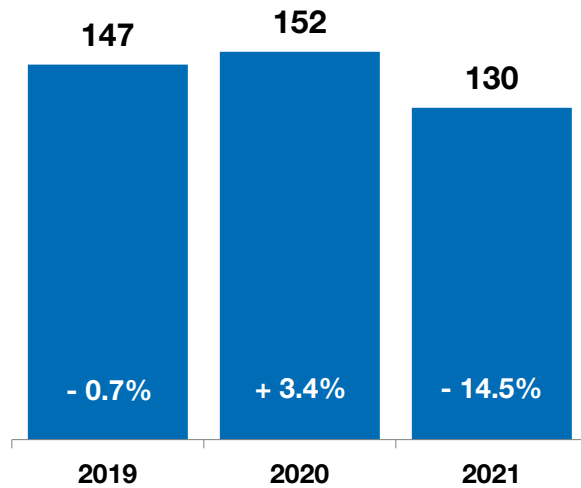


Housing Affordability Index

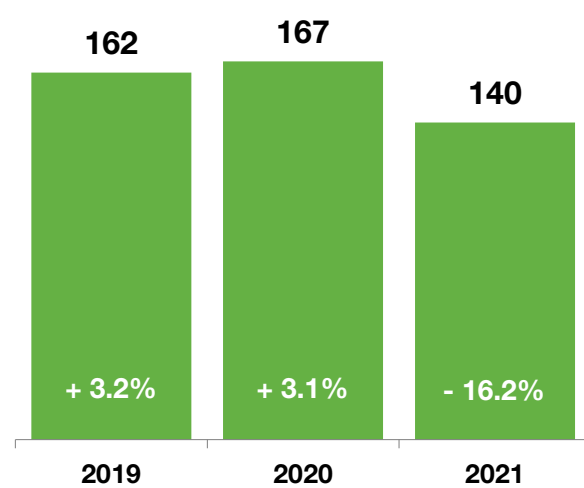


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July



Year to Date



	Affordability Index	Prior Year	Percent Change
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	157	186	-15.6%
February 2021	153	173	-11.6%
March 2021	145	160	-9.4%
April 2021	145	169	-14.2%
May 2021	143	164	-12.8%
June 2021	129	153	-15.7%
July 2021	130	152	-14.5%
12-Month Avg	148	148	0.0%

Historical Housing Affordability Index by Month

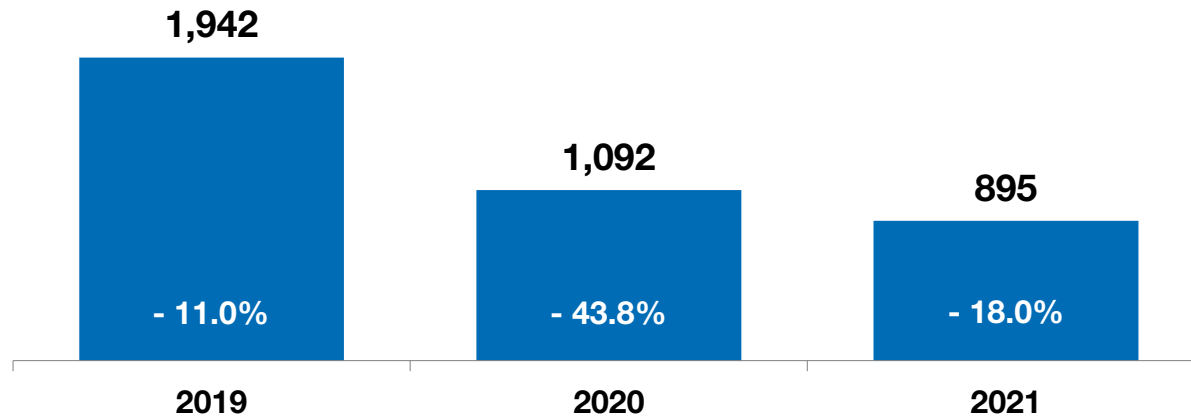


Inventory of Homes Available

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



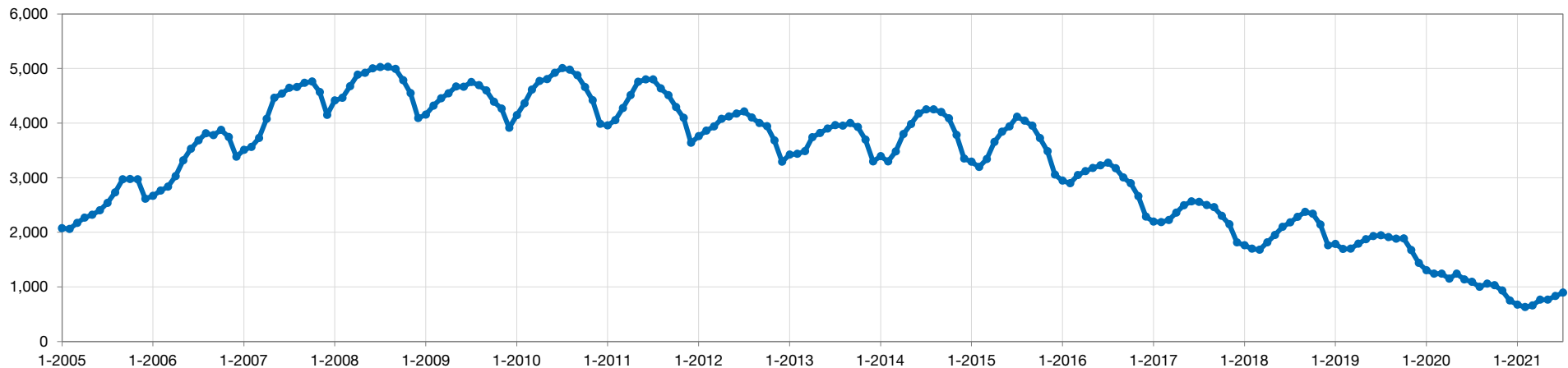
July



Inventory		Prior Year	Percent Change
August 2020	1,000	1,908	-47.6%
September 2020	1,055	1,883	-44.0%
October 2020	1,027	1,885	-45.5%
November 2020	932	1,674	-44.3%
December 2020	749	1,439	-47.9%
January 2021	674	1,303	-48.3%
February 2021	630	1,242	-49.3%
March 2021	655	1,240	-47.2%
April 2021	762	1,150	-33.7%
May 2021	761	1,240	-38.6%
June 2021	833	1,136	-26.7%
July 2021	895	1,092	-18.0%
12-Month Avg*	831	1,433	-42.0%

* Inventory for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Inventory of Homes Available by Month

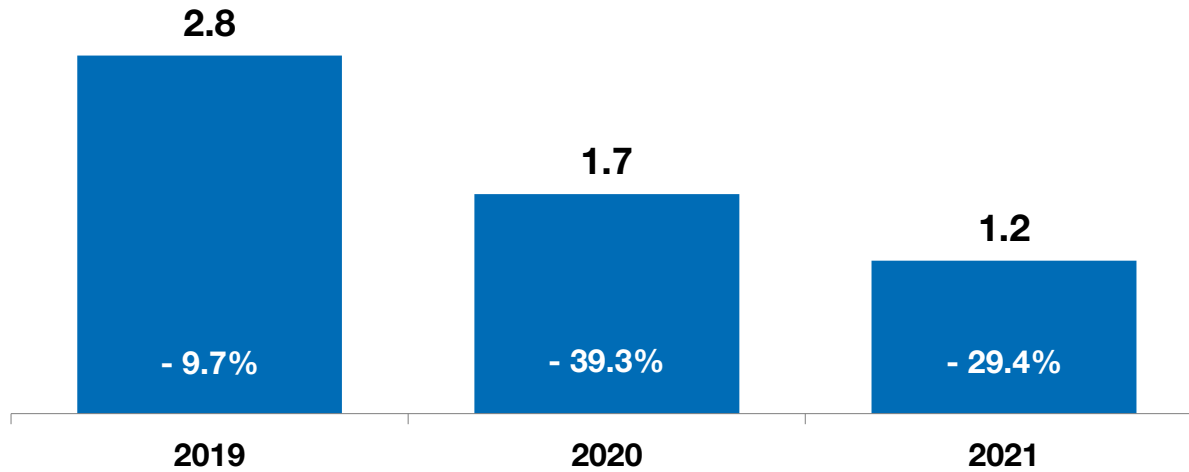


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	1.0	1.8	-44.4%
February 2021	0.9	1.7	-47.1%
March 2021	0.9	1.8	-50.0%
April 2021	1.0	1.8	-44.4%
May 2021	1.0	2.0	-50.0%
June 2021	1.1	1.8	-38.9%
July 2021	1.2	1.7	-29.4%
12-Month Avg*	1.2	2.1	-42.9%

* Months Supply for all properties from August 2020 through July 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	+ / -	7-2020	7-2021	+ / -
Lehigh and Northampton County School Districts	5,292	6,193	+17.0%	4,538	5,255	+15.8%	3,662	4,595	+25.5%	\$243,656	\$289,754	+18.9%	1,092	895	-18.0%
Allentown	722	881	+22.0%	646	745	+15.3%	564	648	+14.9%	\$151,409	\$181,087	+19.6%	143	130	-9.1%
Catasauqua	98	152	+55.1%	78	116	+48.7%	67	105	+56.7%	\$156,435	\$232,149	+48.4%	18	20	+11.1%
East Penn	499	617	+23.6%	430	500	+16.3%	324	431	+33.0%	\$282,241	\$338,593	+20.0%	89	89	0.0%
Northern Lehigh	114	127	+11.4%	90	103	+14.4%	78	93	+19.2%	\$209,479	\$224,253	+7.1%	30	26	-13.3%
Northwestern Lehigh	85	96	+12.9%	69	81	+17.4%	48	68	+41.7%	\$298,847	\$376,131	+25.9%	32	18	-43.8%
Parkland	490	606	+23.7%	418	519	+24.2%	317	446	+40.7%	\$318,538	\$352,127	+10.5%	98	103	+5.1%
Salisbury	129	140	+8.5%	115	126	+9.6%	101	107	+5.9%	\$284,143	\$300,143	+5.6%	24	16	-33.3%
Southern Lehigh	189	206	+9.0%	166	166	0.0%	125	149	+19.2%	\$367,262	\$487,625	+32.8%	48	36	-25.0%
Whitehall	240	247	+2.9%	203	216	+6.4%	166	192	+15.7%	\$218,215	\$240,031	+10.0%	34	44	+29.4%
Bangor Area	193	219	+13.5%	159	184	+15.7%	129	157	+21.7%	\$221,520	\$269,626	+21.7%	56	47	-16.1%
Bethlehem	838	1,064	+27.0%	727	905	+24.5%	592	820	+38.5%	\$227,109	\$279,695	+23.2%	142	139	-2.1%
Easton	675	745	+10.4%	556	620	+11.5%	443	549	+23.9%	\$249,629	\$295,132	+18.2%	168	86	-48.8%
Nazareth	265	296	+11.7%	226	252	+11.5%	177	203	+14.7%	\$344,142	\$385,655	+12.1%	55	33	-40.0%
Northampton	343	362	+5.5%	315	326	+3.5%	264	283	+7.2%	\$226,848	\$258,236	+13.8%	65	48	-26.2%
Pen Argyl	94	110	+17.0%	88	100	+13.6%	66	85	+28.8%	\$206,332	\$247,849	+20.1%	18	15	-16.7%
Saucon Valley	177	158	-10.7%	132	149	+12.9%	109	125	+14.7%	\$309,364	\$383,128	+23.8%	43	19	-55.8%
Wilson	141	167	+18.4%	120	147	+22.5%	92	134	+45.7%	\$224,370	\$264,116	+17.7%	29	26	-10.3%
Carbon County*	558	567	+1.6%	503	506	+0.6%	393	453	+15.3%	\$162,131	\$208,322	+28.5%	188	119	-36.7%
Jim Thorpe	274	246	-10.2%	264	214	-18.9%	195	187	-4.1%	\$176,608	\$251,059	+42.2%	94	57	-39.4%
Lehighton	100	123	+23.0%	84	117	+39.3%	77	99	+28.6%	\$144,397	\$210,239	+45.6%	36	23	-36.1%
Palmerton	99	91	-8.1%	85	89	+4.7%	73	85	+16.4%	\$192,822	\$222,159	+15.2%	29	10	-65.5%
Panther Valley	60	91	+51.7%	52	74	+42.3%	38	72	+89.5%	\$68,988	\$90,975	+31.9%	19	23	+21.1%
Weatherly	23	12	-47.8%	15	8	-46.7%	9	6	-33.3%	\$157,989	\$119,167	-24.6%	10	5	-50.0%

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

Lender-Mediated Activity



Metrics are based on year-to-date (YTD) figures. Lender-mediated properties are those marked as "Foreclosed," "REO," "Bank Owned," "Pre-Foreclosure" or "Short Sale." Residential activity only. The YTD data point represents all traditional and lender-mediated activity. Share is the market share of lender-mediated activity for each area.

	Inventory			Closed Sales			Median Sales Price (YTD)				Avg. Sales Price (YTD)			
	07-2021	Lender-Mediated	Share	YTD 2021	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
Lehigh and Northampton County School Districts	895	4	0.4%	4,595	15	0.3%	\$255,000	+18.1%	\$165,000	-13.2%	\$255,000	+4.7%	\$175,487	-28.0%
Allentown	130	0	0.0%	648	2	0.3%	\$170,000	+13.5%	\$105,000	--	\$181,322	+19.8%	\$105,000	--
Catasauqua	20	0	0.0%	105	0	0.0%	\$191,000	+25.7%	\$0	--	\$232,149	+48.4%	\$0	--
East Penn	89	1	1.1%	431	3	0.7%	\$310,000	+20.2%	\$230,000	+10.7%	\$339,366	+20.1%	\$228,333	+9.9%
Northern Lehigh	26	0	0.0%	93	0	0.0%	\$205,000	+2.6%	\$0	--	\$224,253	+7.1%	\$0	--
Northwestern Lehigh	18	0	0.0%	68	0	0.0%	\$340,450	+13.5%	\$0	--	\$376,131	+25.9%	\$0	--
Parkland	103	0	0.0%	446	0	0.0%	\$339,950	+16.8%	\$0	-100.0%	\$352,127	+10.3%	\$0	-100.0%
Salisbury	16	0	0.0%	107	0	0.0%	\$270,500	+12.0%	\$0	--	\$300,143	+5.6%	\$0	--
Southern Lehigh	36	0	0.0%	149	0	0.0%	\$427,000	+29.4%	\$0	--	\$487,625	+32.8%	\$0	--
Whitehall	44	0	0.0%	192	0	0.0%	\$234,500	+8.8%	\$0	-100.0%	\$240,031	+9.6%	\$0	-100.0%
Bangor Area	47	0	0.0%	157	1	0.6%	\$238,950	+26.1%	\$275,000	+271.6%	\$269,592	+21.1%	\$275,000	+271.6%
Bethlehem	139	1	0.7%	820	3	0.4%	\$245,000	+22.5%	\$155,000	--	\$280,176	+23.4%	\$148,800	--
Easton	86	1	1.2%	549	1	0.2%	\$270,000	+17.4%	\$67,500	-64.5%	\$295,547	+18.4%	\$67,500	-73.7%
Nazareth	33	0	0.0%	203	0	0.0%	\$375,000	+17.1%	\$0	-100.0%	\$385,655	+12.0%	\$0	-100.0%
Northampton	48	1	2.1%	283	0	0.0%	\$252,000	+12.0%	\$0	-100.0%	\$258,236	+13.8%	\$0	-100.0%
Pen Argyl	15	0	0.0%	85	2	2.4%	\$230,000	+24.4%	\$132,500	--	\$250,629	+21.5%	\$132,500	--
Saucon Valley	19	0	0.0%	125	2	1.6%	\$290,000	+19.0%	\$286,700	+132.1%	\$384,696	+23.7%	\$286,700	+132.1%
Wilson	26	0	0.0%	134	1	0.7%	\$199,500	+14.1%	\$110,000	-83.8%	\$265,274	+20.9%	\$110,000	-83.8%
Carbon County*	119	0	0.0%	453	2	0.4%	\$189,034	+29.9%	\$67,500	-48.0%	\$208,948	+28.8%	\$67,500	-48.0%
Jim Thorpe	57	0	0.0%	187	0	0.0%	\$223,500	+34.7%	\$0	--	\$251,059	+42.2%	\$0	--
Lehighton	23	0	0.0%	99	1	1.0%	\$183,450	+56.8%	\$90,000	-30.7%	\$211,466	+46.3%	\$90,000	-30.7%
Palmerton	10	0	0.0%	85	0	0.0%	\$200,000	+26.6%	\$0	--	\$222,159	+15.2%	\$0	--
Panther Valley	23	0	0.0%	72	0	0.0%	\$89,500	+62.7%	\$0	--	\$90,975	+31.9%	\$0	--
Weatherly	5	0	0.0%	6	1	16.7%	\$130,000	+36.8%	\$45,000	--	\$134,000	-15.2%	\$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	7-2020	7-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
New Listings		129	101	- 21.7%	558	567	+ 1.6%
Pending Sales		122	92	- 24.6%	503	506	+ 0.6%
Closed Sales		97	60	- 38.1%	393	453	+ 15.3%
Days on Market		79	18	- 77.2%	84	34	- 59.5%
Median Sales Price		\$150,000	\$222,500	+ 48.3%	\$145,000	\$188,500	+ 30.0%
Average Sales Price		\$169,927	\$248,487	+ 46.2%	\$162,131	\$208,322	+ 28.5%
Pct. of List Price Received		97.9%	99.9%	+ 2.0%	95.7%	98.5%	+ 2.9%
Housing Affordability Index		152	130	- 14.5%	167	140	- 16.2%
Inventory		188	119	- 36.7%	--	--	--
Months Supply		2.9	1.6	- 44.8%	--	--	--