

Monthly Indicators



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings decreased 16.8 percent to 834. Pending Sales were down 8.7 percent to 817. Inventory levels shrank 28.0 percent to 739 units.

Prices continued to gain traction. The Median Sales Price increased 8.3 percent to \$260,000. Days on Market was down 20.0 percent to 16 days. Sellers were encouraged as Months Supply of Inventory was down 33.3 percent to 1.0 months.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Activity Snapshot

- 16.4% **- 28.0%** **+ 8.3%**

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	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

Activity Overview

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



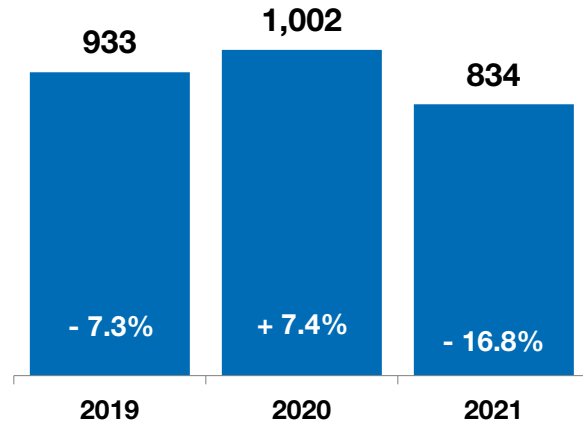
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
New Listings		1,002	834	- 16.8%	8,312	8,841	+ 6.4%
Pending Sales		895	817	- 8.7%	7,212	7,657	+ 6.2%
Closed Sales		912	762	- 16.4%	6,458	7,137	+ 10.5%
Days on Market		20	16	- 20.0%	32	17	- 46.9%
Median Sales Price		\$240,000	\$260,000	+ 8.3%	\$225,000	\$255,000	+ 13.3%
Average Sales Price		\$271,863	\$293,710	+ 8.0%	\$254,695	\$293,569	+ 15.3%
Pct. of List Price Received		100.1%	101.7%	+ 1.6%	99.1%	101.7%	+ 2.6%
Housing Affordability Index		153	136	- 11.1%	163	139	- 14.7%
Inventory		1,027	739	- 28.0%	--	--	--
Months Supply		1.5	1.0	- 33.3%	--	--	--

New Listings

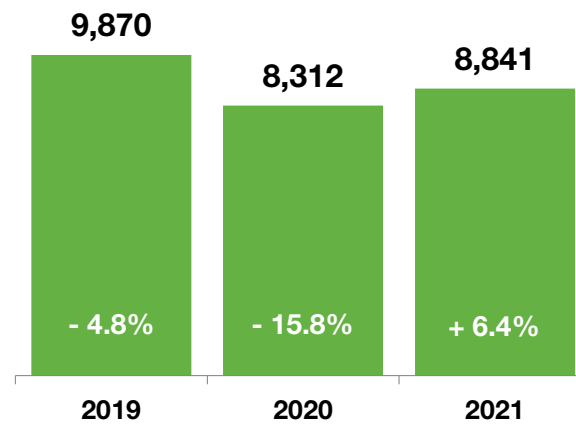
A count of the properties that have been newly listed on the market in a given month.



October

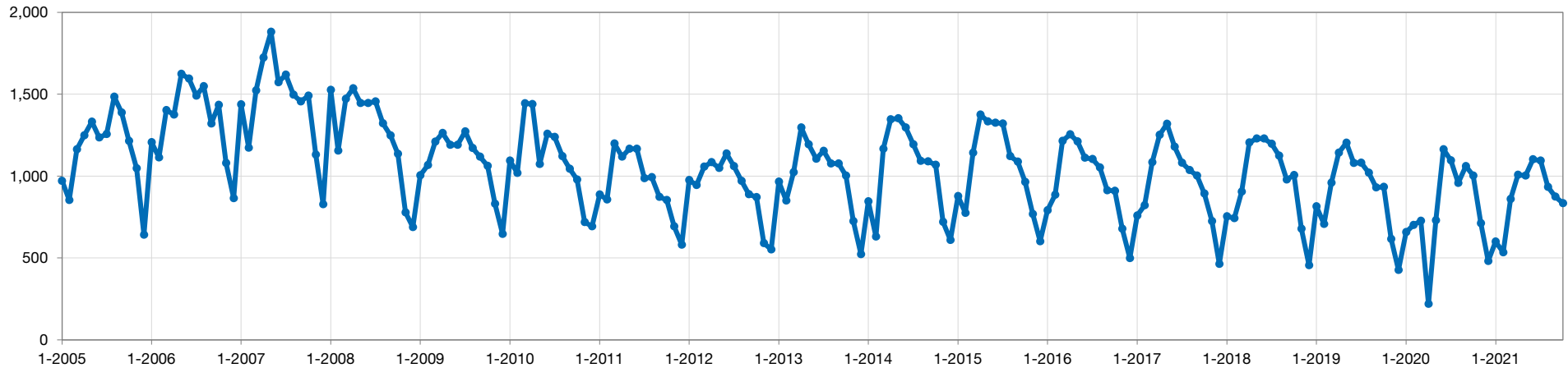


Year to Date



	New Listings	Prior Year	Percent Change
November 2020	712	615	+15.8%
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	1,102	1,164	-5.3%
July 2021	1,094	1,095	-0.1%
August 2021	934	958	-2.5%
September 2021	874	1,060	-17.5%
October 2021	834	1,002	-16.8%
12-Month Avg	836	779	+7.3%

Historical New Listings by Month

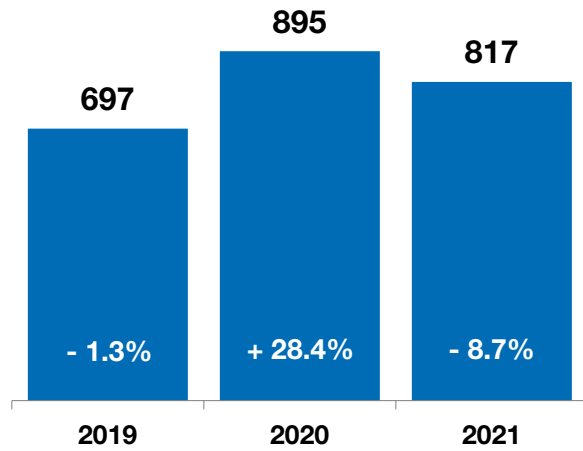


Pending Sales

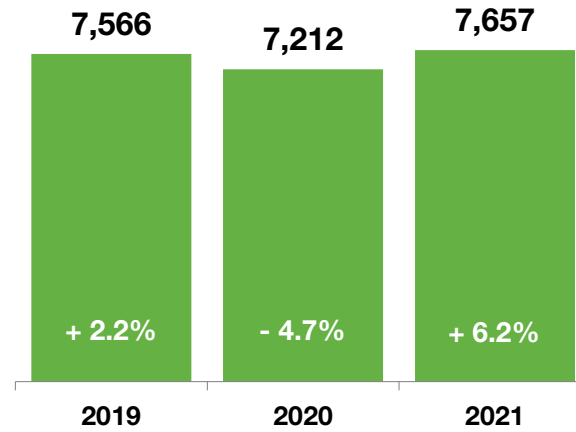
A count of the properties on which offers have been accepted in a given month.



October

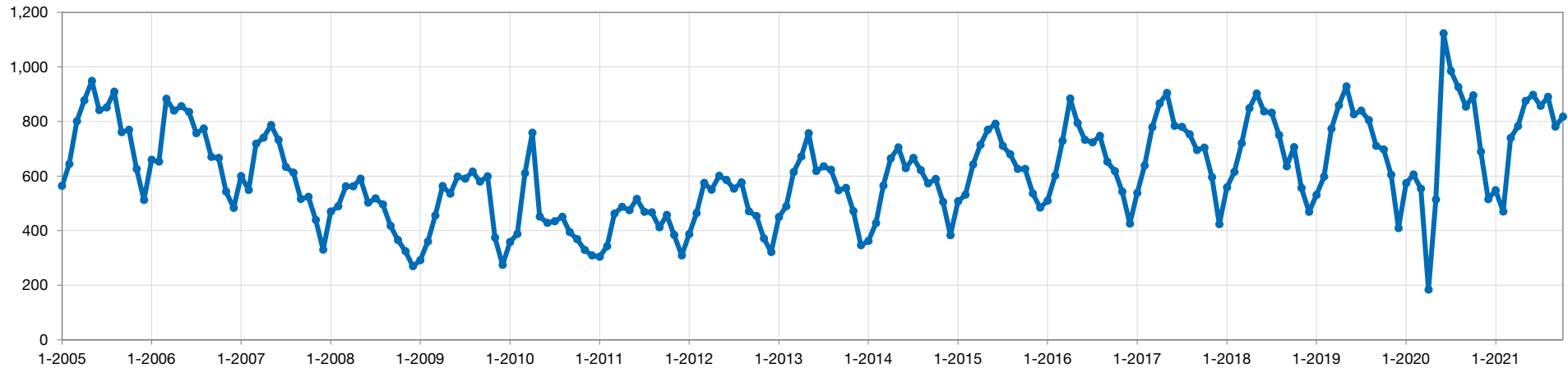


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2020	689	604	+14.1%
December 2020	515	409	+25.9%
January 2021	548	574	-4.5%
February 2021	470	605	-22.3%
March 2021	739	553	+33.6%
April 2021	783	183	+327.9%
May 2021	875	514	+70.2%
June 2021	897	1,123	-20.1%
July 2021	857	985	-13.0%
August 2021	890	926	-3.9%
September 2021	781	854	-8.5%
October 2021	817	895	-8.7%
12-Month Avg	738	685	+7.7%

Historical Pending Sales by Month

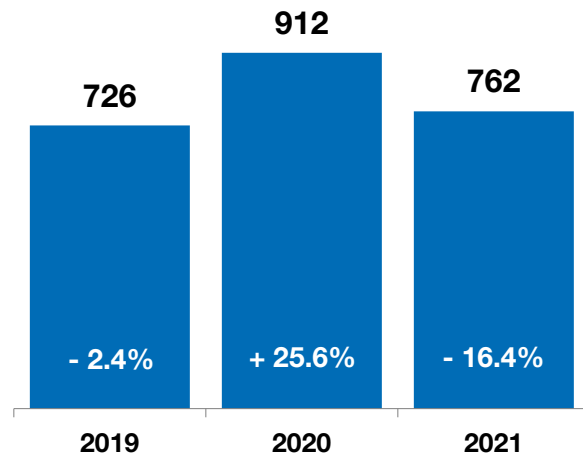


Closed Sales

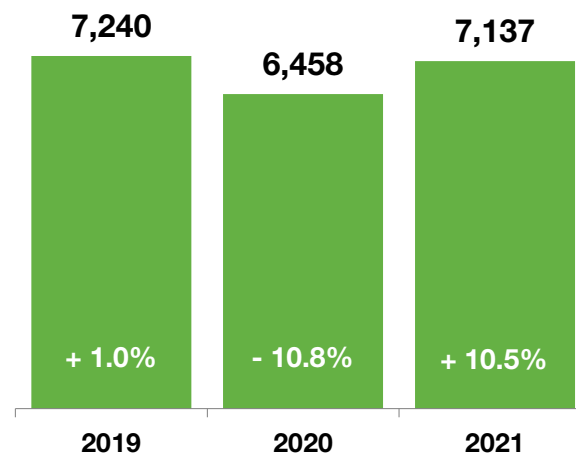
A count of the actual sales that closed in a given month.



October

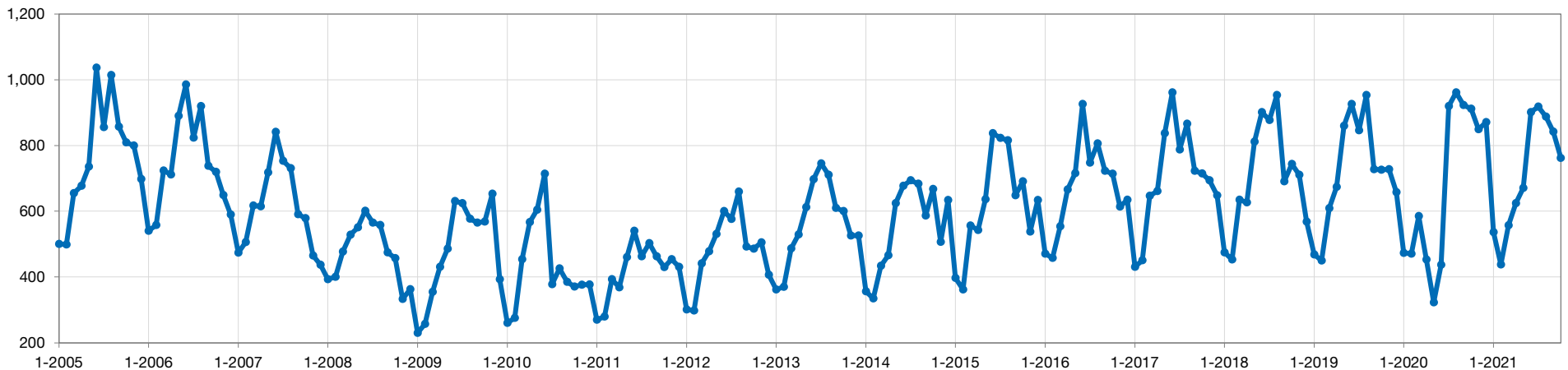


Year to Date



	Closed Sales	Prior Year	Percent Change
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	557	585	-4.8%
April 2021	624	453	+37.7%
May 2021	671	323	+107.7%
June 2021	901	437	+106.2%
July 2021	918	920	-0.2%
August 2021	888	961	-7.6%
September 2021	842	923	-8.8%
October 2021	762	912	-16.4%
12-Month Avg	738	654	+12.8%

Historical Closed Sales by Month

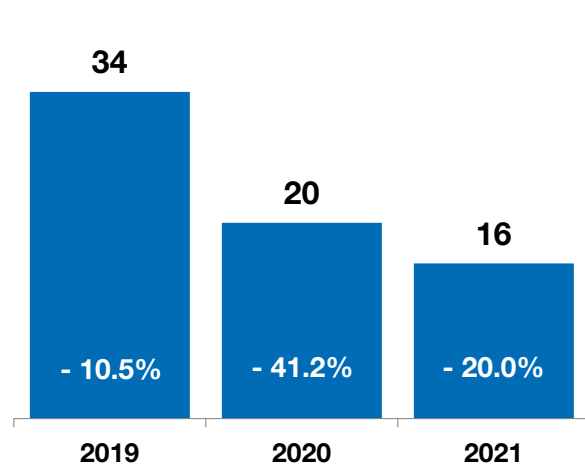


Days on Market Until Sale

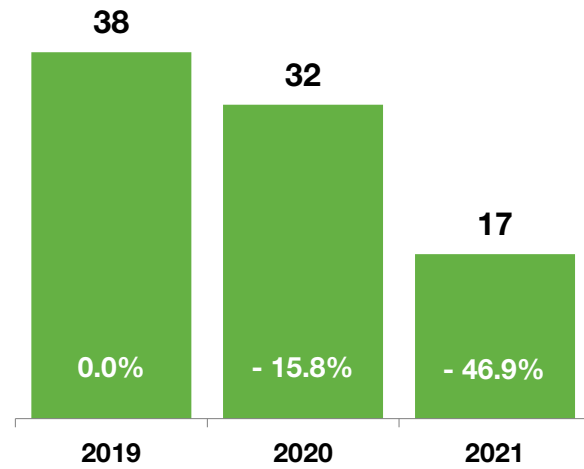
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



Year to Date



Days on Market	Prior Year	Percent Change	
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	23	43	-46.5%
April 2021	19	37	-48.6%
May 2021	15	35	-57.1%
June 2021	15	40	-62.5%
July 2021	14	33	-57.6%
August 2021	14	27	-48.1%
September 2021	16	22	-27.3%
October 2021	16	20	-20.0%
12-Month Avg*	18	33	-45.5%

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

Historical Days on Market Until Sale by Month

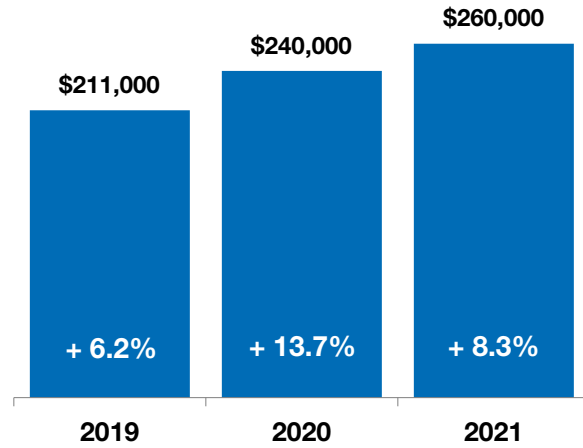


Median Sales Price

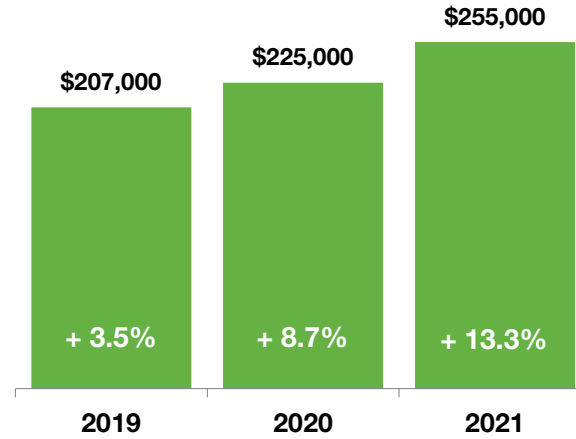
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



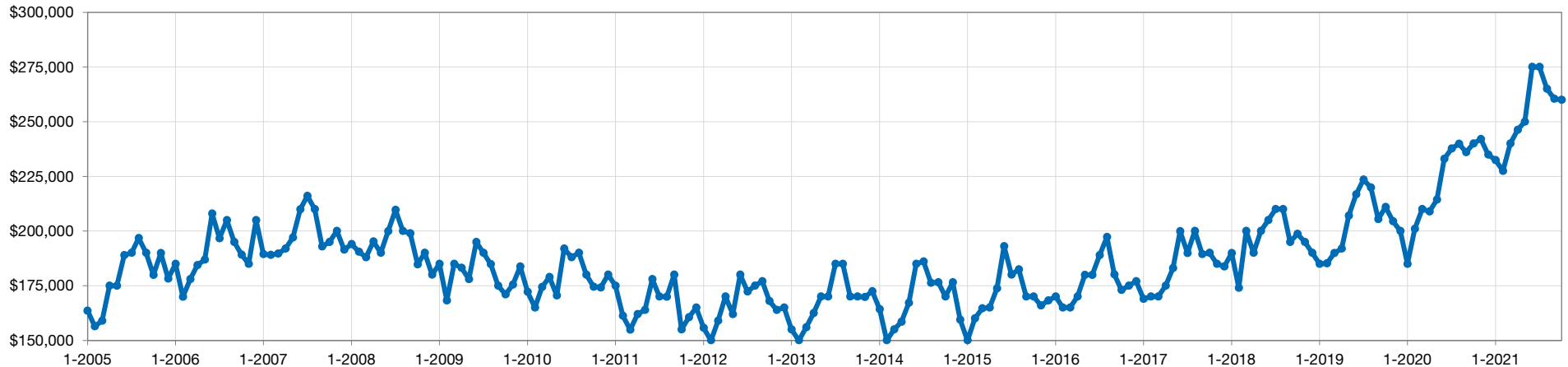
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2021	\$265,000	\$239,900	+10.5%
September 2021	\$260,500	\$236,000	+10.4%
October 2021	\$260,000	\$240,000	+8.3%
12-Month Med*	\$251,500	\$222,000	+13.3%

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

Historical Median Sales Price by Month

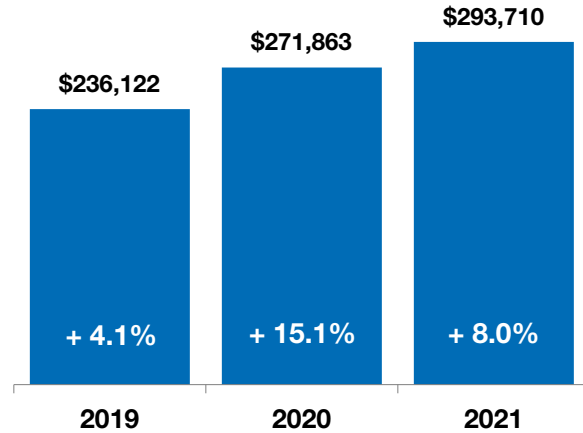


Average Sales Price

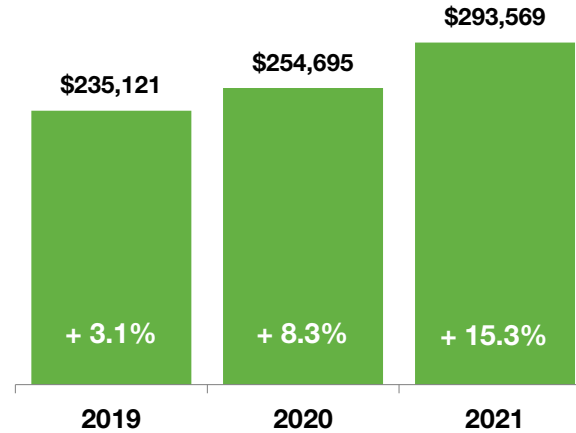
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$270,655	\$238,214	+13.6%
April 2021	\$284,932	\$239,501	+19.0%
May 2021	\$285,870	\$238,467	+19.9%
June 2021	\$312,914	\$262,354	+19.3%
July 2021	\$310,199	\$264,950	+17.1%
August 2021	\$301,690	\$265,795	+13.5%
September 2021	\$306,070	\$269,969	+13.4%
October 2021	\$293,710	\$271,863	+8.0%
12-Month Avg*	\$289,796	\$250,035	+15.9%

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

Historical Average Sales Price by Month

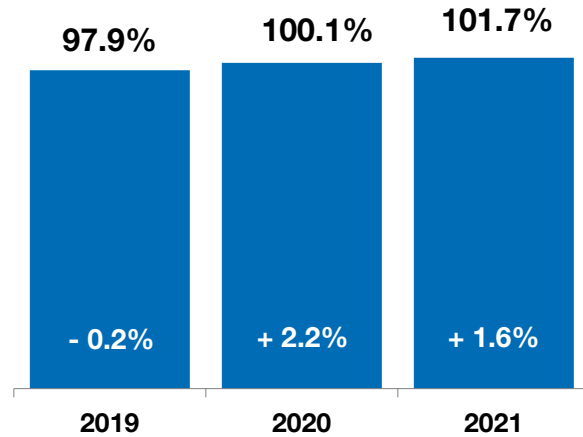


Percent of List Price Received

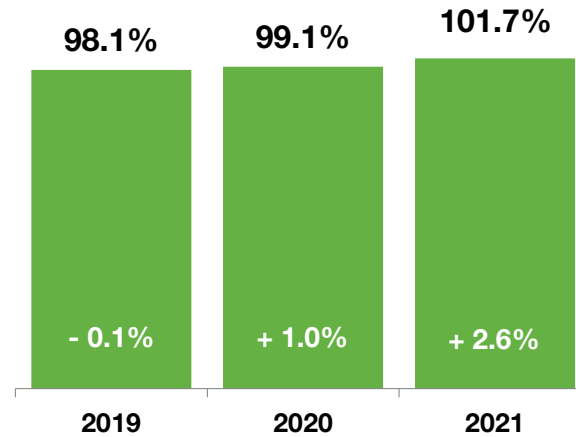
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	102.5%	99.2%	+3.3%
August 2021	102.0%	99.7%	+2.3%
September 2021	101.6%	99.9%	+1.7%
October 2021	101.7%	100.1%	+1.6%
12-Month Avg*	101.4%	98.9%	+2.5%

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

Historical Percent of List Price Received by Month

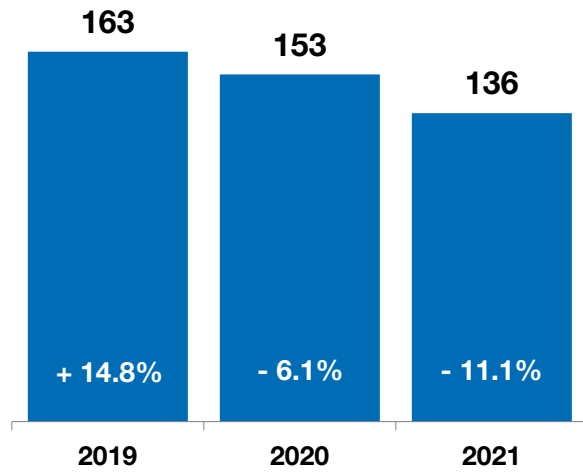


Housing Affordability Index

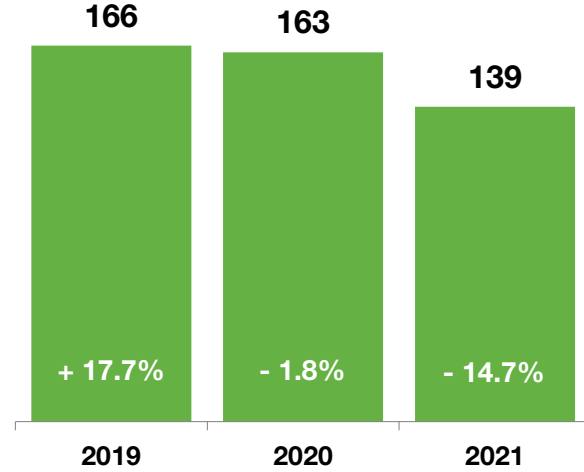


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2021	135	152	-11.2%
September 2021	136	154	-11.7%
October 2021	136	153	-11.1%
12-Month Avg	143	143	0.0%

Historical Housing Affordability Index by Month

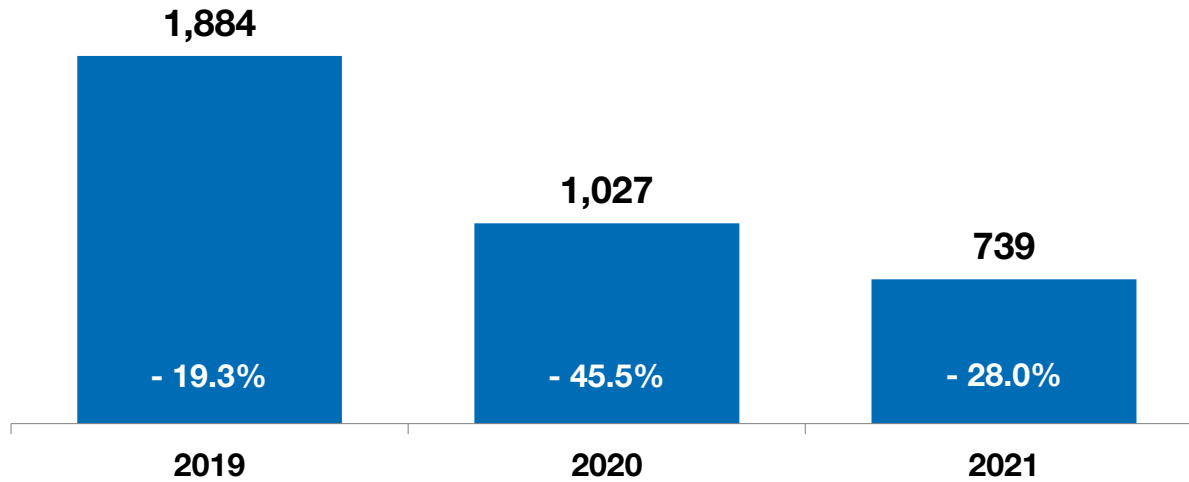


Inventory of Homes Available

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



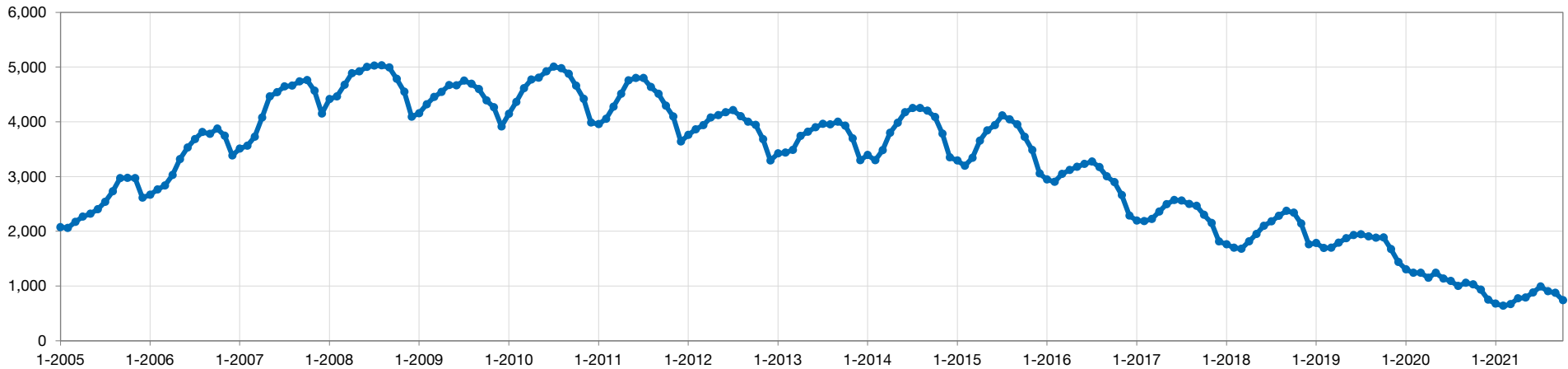
October



Inventory		Prior Year	Percent Change
November 2020	932	1,672	-44.3%
December 2020	751	1,437	-47.7%
January 2021	677	1,301	-48.0%
February 2021	636	1,240	-48.7%
March 2021	666	1,238	-46.2%
April 2021	772	1,148	-32.8%
May 2021	789	1,238	-36.3%
June 2021	880	1,134	-22.4%
July 2021	988	1,091	-9.4%
August 2021	904	999	-9.5%
September 2021	873	1,055	-17.3%
October 2021	739	1,027	-28.0%
12-Month Avg*	801	1,215	-34.1%

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

Historical Inventory of Homes Available by Month

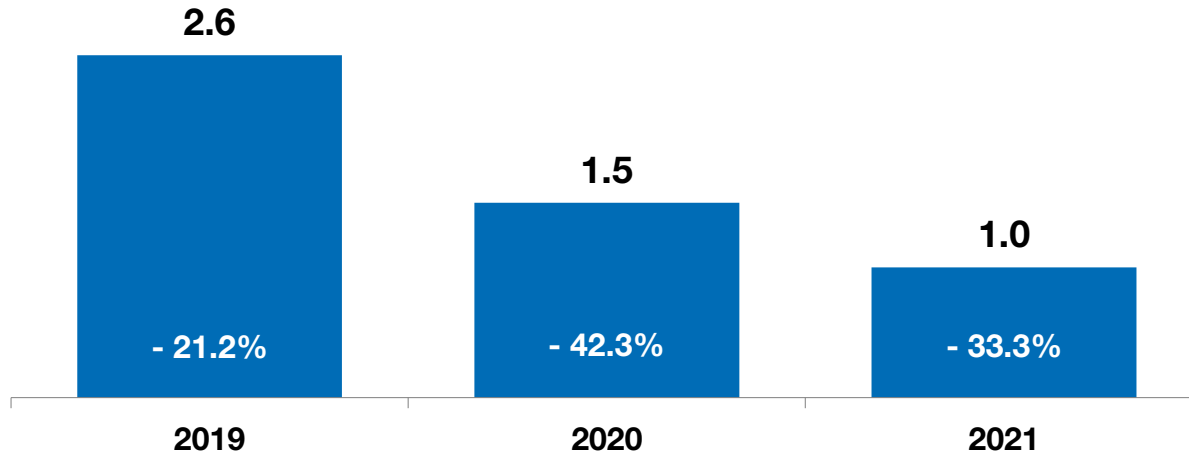


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	1.2	1.8	-33.3%
July 2021	1.3	1.7	-23.5%
August 2021	1.2	1.5	-20.0%
September 2021	1.2	1.6	-25.0%
October 2021	1.0	1.5	-33.3%
12-Month Avg*	1.1	1.8	-38.9%

* Months Supply for all properties from November 2020 through October 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	+ / -	10-2020	10-2021	+ / -
Lehigh and Northampton County School Districts	8,312	8,841	+6.4%	7,212	7,657	+6.2%	6,458	7,137	+10.5%	\$254,695	\$293,569	+15.3%	1,027	739	-28.0%
Allentown	1,151	1,237	+7.5%	1,002	1,072	+7.0%	949	1,002	+5.6%	\$159,767	\$186,750	+16.9%	151	94	-37.7%
Catasauqua	159	225	+41.5%	118	169	+43.2%	108	161	+49.1%	\$166,881	\$238,584	+43.0%	27	27	0.0%
East Penn	790	845	+7.0%	705	732	+3.8%	617	678	+9.9%	\$289,154	\$344,080	+19.0%	71	61	-14.1%
Northern Lehigh	168	177	+5.4%	142	159	+12.0%	136	145	+6.6%	\$209,621	\$223,450	+6.6%	22	13	-40.9%
Northwestern Lehigh	128	134	+4.7%	110	106	-3.6%	95	98	+3.2%	\$328,955	\$395,855	+20.3%	27	17	-37.0%
Parkland	746	864	+15.8%	648	748	+15.4%	577	697	+20.8%	\$325,309	\$357,649	+9.9%	84	90	+7.1%
Salisbury	190	198	+4.2%	171	177	+3.5%	153	171	+11.8%	\$282,498	\$292,408	+3.5%	22	17	-22.7%
Southern Lehigh	296	308	+4.1%	266	251	-5.6%	227	232	+2.2%	\$399,424	\$486,057	+21.7%	35	42	+20.0%
Whitehall	359	367	+2.2%	302	331	+9.6%	276	315	+14.1%	\$220,261	\$244,576	+11.0%	38	24	-36.8%
Bangor Area	316	311	-1.6%	254	261	+2.8%	219	242	+10.5%	\$230,268	\$270,216	+17.3%	60	42	-30.0%
Bethlehem	1,375	1,563	+13.7%	1,196	1,369	+14.5%	1,064	1,279	+20.2%	\$238,607	\$280,537	+17.6%	167	110	-34.1%
Easton	1,065	1,033	-3.0%	930	880	-5.4%	803	822	+2.4%	\$258,556	\$297,010	+14.9%	123	72	-41.5%
Nazareth	407	413	+1.5%	356	354	-0.6%	309	317	+2.6%	\$353,899	\$396,957	+12.2%	49	30	-38.8%
Northampton	513	544	+6.0%	471	477	+1.3%	450	434	-3.6%	\$231,057	\$264,988	+14.7%	54	57	+5.6%
Pen Argyl	146	160	+9.6%	127	146	+15.0%	116	132	+13.8%	\$215,124	\$249,193	+15.8%	27	8	-70.4%
Saucon Valley	260	227	-12.7%	210	215	+2.4%	185	207	+11.9%	\$337,564	\$387,895	+14.9%	36	17	-52.8%
Wilson	243	235	-3.3%	204	210	+2.9%	174	205	+17.8%	\$241,164	\$262,074	+8.7%	34	18	-47.1%
Carbon County*	858	832	-3.0%	796	719	-9.7%	708	682	-3.7%	\$172,291	\$208,841	+21.2%	154	141	-8.4%
Jim Thorpe	409	352	-13.9%	410	298	-27.3%	351	282	-19.7%	\$191,851	\$253,475	+32.1%	68	69	+1.5%
Lehighton	157	167	+6.4%	133	157	+18.0%	132	153	+15.9%	\$158,281	\$211,243	+33.5%	35	21	-40.0%
Palmerton	165	147	-10.9%	145	138	-4.8%	128	129	+0.8%	\$194,195	\$214,246	+10.3%	29	13	-55.2%
Panther Valley	95	141	+48.4%	79	106	+34.2%	73	102	+39.7%	\$76,990	\$90,476	+17.5%	19	34	+78.9%
Weatherly	28	19	-32.1%	25	13	-48.0%	20	9	-55.0%	\$147,755	\$113,444	-23.2%	2	4	+100.0%

* 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)			
	10-2021	Lender-Mediated	Share	YTD 2021	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
Lehigh and Northampton County School Districts	739	9	1.2%	7,137	20	0.3%	\$256,000	+13.8%	\$160,000	-21.7%	\$256,000	+0.5%	\$169,295	-33.1%
Allentown	94	1	1.1%	1,002	3	0.3%	\$180,000	+16.9%	\$110,000	-31.7%	\$186,991	+17.0%	\$106,667	-33.7%
Catasauqua	27	0	0.0%	161	0	0.0%	\$195,000	+21.9%	\$0	--	\$238,584	+43.0%	\$0	--
East Penn	61	1	1.6%	678	3	0.4%	\$310,000	+19.2%	\$230,000	-28.4%	\$344,595	+19.2%	\$228,333	-28.9%
Northern Lehigh	13	0	0.0%	145	0	0.0%	\$210,000	+5.0%	\$0	--	\$223,450	+6.6%	\$0	--
Northwestern Lehigh	17	0	0.0%	98	0	0.0%	\$343,450	+7.3%	\$0	--	\$395,855	+20.3%	\$0	--
Parkland	90	0	0.0%	697	1	0.1%	\$346,025	+15.3%	\$138,500	-48.5%	\$357,964	+9.9%	\$138,500	-43.3%
Salisbury	17	0	0.0%	171	0	0.0%	\$270,500	+10.4%	\$0	--	\$292,408	+3.5%	\$0	--
Southern Lehigh	42	0	0.0%	232	0	0.0%	\$419,000	+23.8%	\$0	-100.0%	\$486,057	+21.7%	\$0	-100.0%
Whitehall	24	1	4.2%	315	0	0.0%	\$236,900	+10.2%	\$0	-100.0%	\$244,576	+10.8%	\$0	-100.0%
Bangor Area	42	1	2.4%	242	1	0.4%	\$239,900	+22.4%	\$275,000	+271.6%	\$270,196	+17.0%	\$275,000	+271.6%
Bethlehem	110	2	1.8%	1,279	3	0.2%	\$247,250	+17.3%	\$155,000	--	\$280,846	+17.7%	\$148,800	--
Easton	72	3	4.2%	822	1	0.1%	\$270,000	+12.5%	\$67,500	-69.9%	\$297,289	+15.0%	\$67,500	-73.3%
Nazareth	30	0	0.0%	317	1	0.3%	\$377,500	+11.0%	\$265,000	-17.2%	\$397,375	+12.2%	\$265,000	-17.2%
Northampton	57	0	0.0%	434	2	0.5%	\$254,000	+10.5%	\$120,050	-35.1%	\$265,659	+14.9%	\$120,050	-35.1%
Pen Argyl	8	0	0.0%	132	2	1.5%	\$225,000	+18.4%	\$132,500	--	\$250,988	+16.7%	\$132,500	--
Saucon Valley	17	0	0.0%	207	2	1.0%	\$294,900	+15.6%	\$286,700	+132.1%	\$388,883	+14.8%	\$286,700	+132.1%
Wilson	18	0	0.0%	205	1	0.5%	\$197,350	+6.7%	\$110,000	-73.0%	\$262,819	+9.9%	\$110,000	-73.0%
Carbon County*	141	2	1.4%	682	2	0.3%	\$189,900	+22.5%	\$67,500	-34.1%	\$209,258	+21.3%	\$67,500	-34.1%
Jim Thorpe	69	0	0.0%	282	0	0.0%	\$235,000	+33.3%	\$0	-100.0%	\$253,475	+31.9%	\$0	-100.0%
Lehighton	21	0	0.0%	153	1	0.7%	\$188,500	+34.7%	\$90,000	-30.7%	\$212,040	+33.8%	\$90,000	-30.7%
Palmerton	13	0	0.0%	129	0	0.0%	\$194,000	+14.1%	\$0	--	\$214,246	+10.3%	\$0	--
Panther Valley	34	2	5.9%	102	0	0.0%	\$77,950	+29.9%	\$0	--	\$90,476	+17.5%	\$0	--
Weatherly	4	0	0.0%	9	1	11.1%	\$122,500	-9.6%	\$45,000	--	\$122,000	-17.4%	\$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	10-2020	10-2021	Percent Change from Previous Year	YTD 2020	YTD 2021	Percent Change from Previous Year
New Listings		89	88	- 1.1%	858	832	- 3.0%
Pending Sales		83	69	- 16.9%	796	719	- 9.7%
Closed Sales		101	72	- 28.7%	708	682	- 3.7%
Days on Market		44	30	- 31.8%	69	30	- 56.5%
Median Sales Price		\$172,600	\$175,000	+ 1.4%	\$155,000	\$189,900	+ 22.5%
Average Sales Price		\$187,673	\$202,482	+ 7.9%	\$172,291	\$208,841	+ 21.2%
Pct. of List Price Received		96.5%	97.5%	+ 1.0%	96.2%	98.4%	+ 2.3%
Housing Affordability Index		153	136	- 11.1%	163	139	- 14.7%
Inventory		154	141	- 8.4%	--	--	--
Months Supply		2.1	2.0	- 4.8%	--	--	--