

# Monthly Indicators



## January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings decreased 11.3 percent to 532. Pending Sales were down 8.0 percent to 504. Inventory levels shrank 40.6 percent to 405 units.

Prices continued to gain traction. The Median Sales Price increased 16.1 percent to \$269,950. Days on Market remained flat at 22 days. Sellers were encouraged as Months Supply of Inventory was down 40.0 percent to 0.6 months.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

## Activity Snapshot

**+ 0.4%**      **- 40.6%**      **+ 16.1%**

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

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

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

# Activity Overview

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



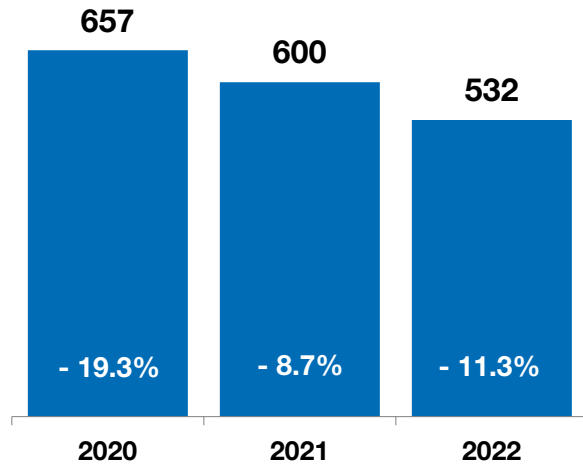
Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change from Previous Year	YTD 2021	YTD 2022	Percent Change from Previous Year
<b>New Listings</b>		600	<b>532</b>	- 11.3%	600	<b>532</b>	- 11.3%
<b>Pending Sales</b>		548	<b>504</b>	- 8.0%	548	<b>504</b>	- 8.0%
<b>Closed Sales</b>		536	<b>538</b>	+ 0.4%	536	<b>538</b>	+ 0.4%
<b>Days on Market</b>		22	<b>22</b>	0.0%	22	<b>22</b>	0.0%
<b>Median Sales Price</b>		\$232,450	<b>\$269,950</b>	+ 16.1%	\$232,450	<b>\$269,950</b>	+ 16.1%
<b>Average Sales Price</b>		\$264,989	<b>\$312,210</b>	+ 17.8%	\$264,989	<b>\$312,210</b>	+ 17.8%
<b>Pct. of List Price Received</b>		100.0%	<b>101.8%</b>	+ 1.8%	100.0%	<b>101.8%</b>	+ 1.8%
<b>Housing Affordability Index</b>		157	<b>124</b>	- 21.0%	157	<b>124</b>	- 21.0%
<b>Inventory</b>		682	<b>405</b>	- 40.6%	--	--	--
<b>Months Supply</b>		1.0	<b>0.6</b>	- 40.0%	--	--	--

# New Listings

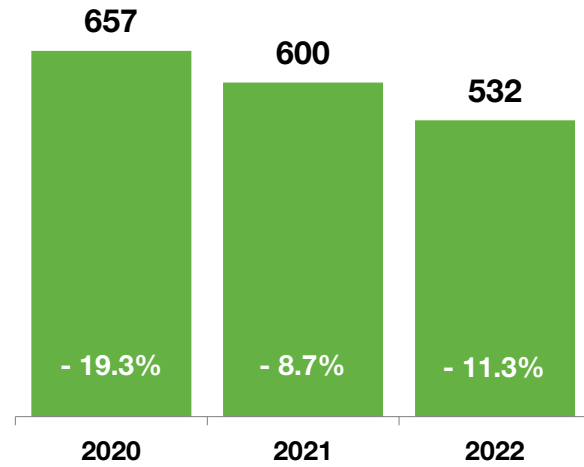
A count of the properties that have been newly listed on the market in a given month.



## January

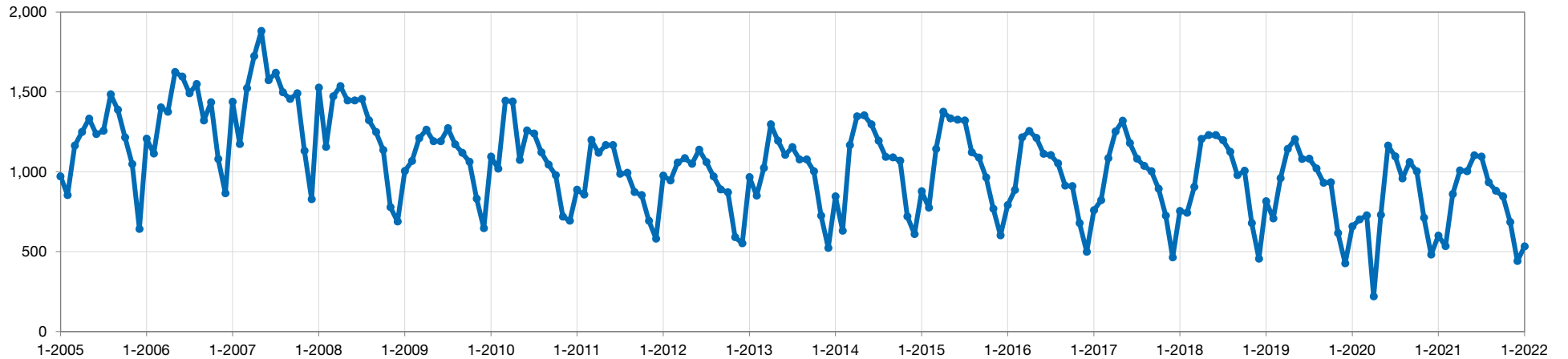


## Year to Date



	New Listings	Prior Year	Percent Change
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	881	1,060	-16.9%
October 2021	846	1,002	-15.6%
November 2021	685	712	-3.8%
December 2021	441	481	-8.3%
<b>January 2022</b>	<b>532</b>	<b>600</b>	<b>-11.3%</b>
12-Month Avg	827	787	+5.1%

## Historical New Listings by Month

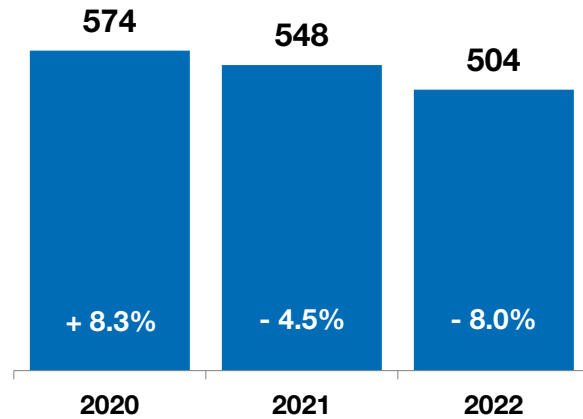


# Pending Sales

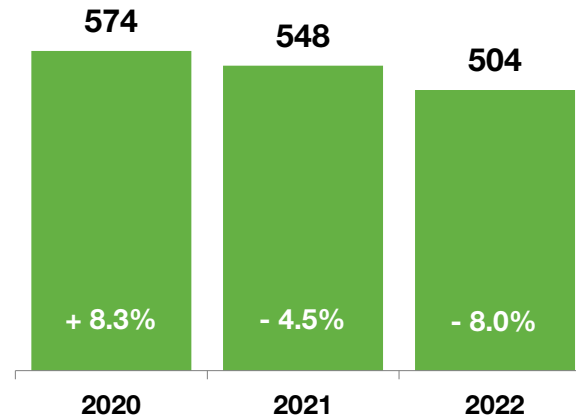
A count of the properties on which offers have been accepted in a given month.



## January

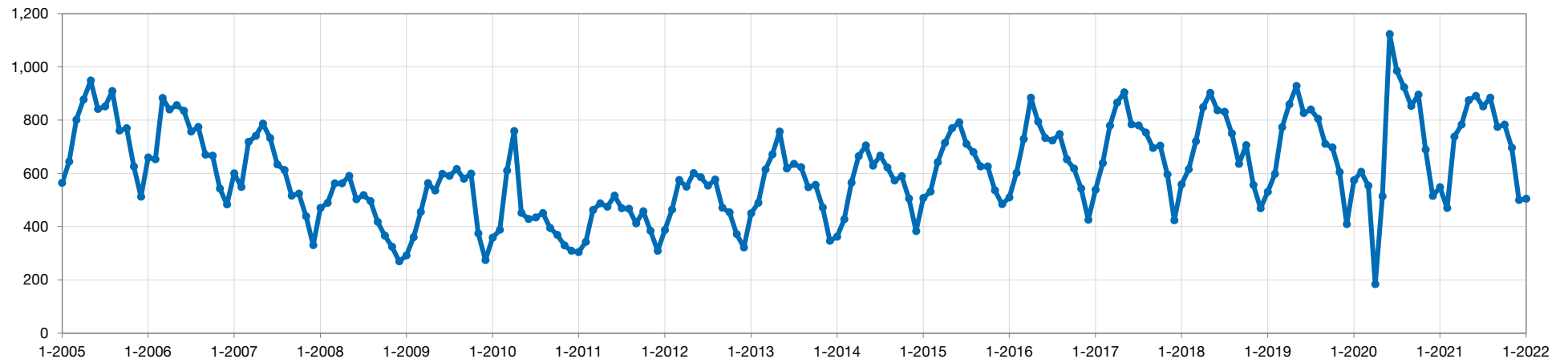


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
February 2021	470	605	-22.3%
March 2021	737	553	+33.3%
April 2021	783	183	+327.9%
May 2021	874	514	+70.0%
June 2021	891	1,123	-20.7%
July 2021	851	985	-13.6%
August 2021	884	923	-4.2%
September 2021	774	853	-9.3%
October 2021	783	895	-12.5%
November 2021	696	689	+1.0%
December 2021	499	515	-3.1%
<b>January 2022</b>	<b>504</b>	<b>548</b>	<b>-8.0%</b>
12-Month Avg	729	699	+4.3%

## Historical Pending Sales by Month

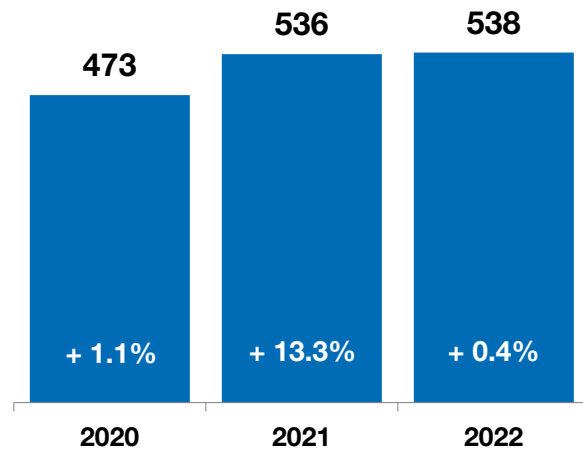


# Closed Sales

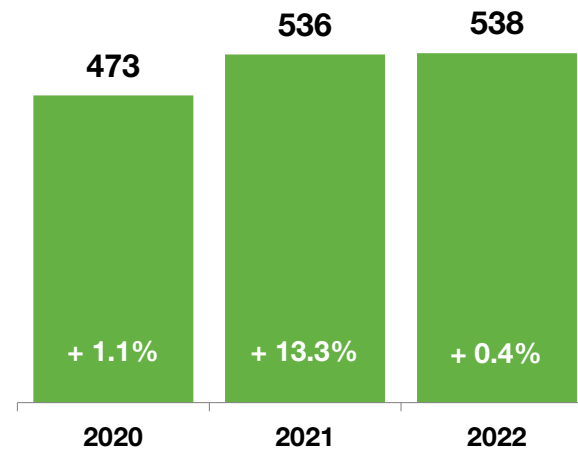
A count of the actual sales that closed in a given month.



## January

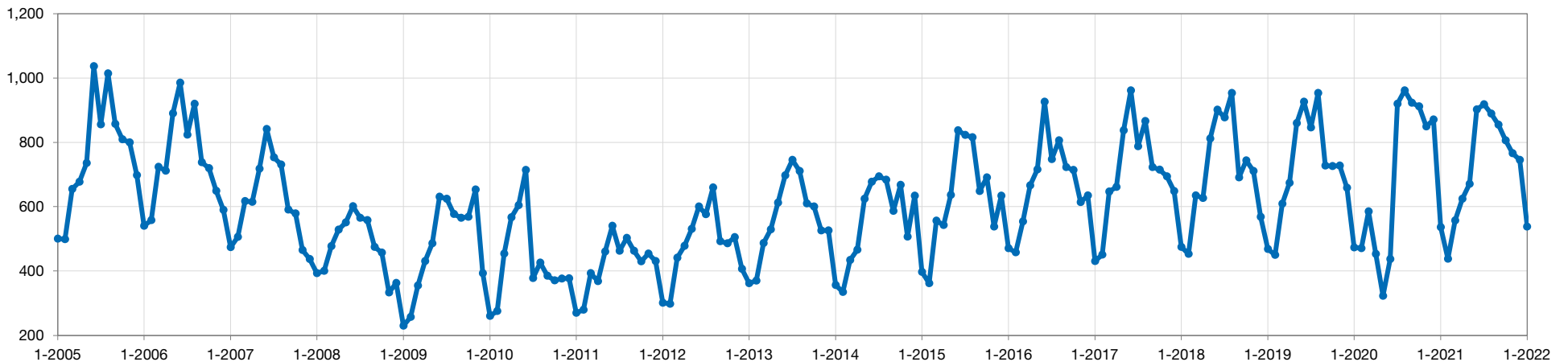


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	902	437	+106.4%
July 2021	918	920	-0.2%
August 2021	889	961	-7.5%
September 2021	855	923	-7.4%
October 2021	806	912	-11.6%
November 2021	766	849	-9.8%
December 2021	745	871	-14.5%
<b>January 2022</b>	<b>538</b>	<b>536</b>	<b>+0.4%</b>
12-Month Avg	726	687	+5.7%

## Historical Closed Sales by Month

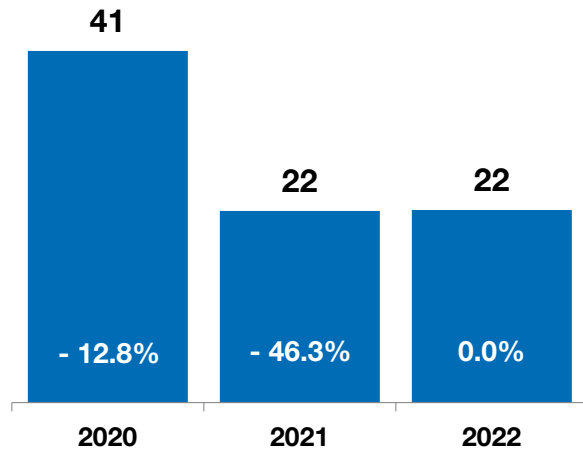


# Days on Market Until Sale

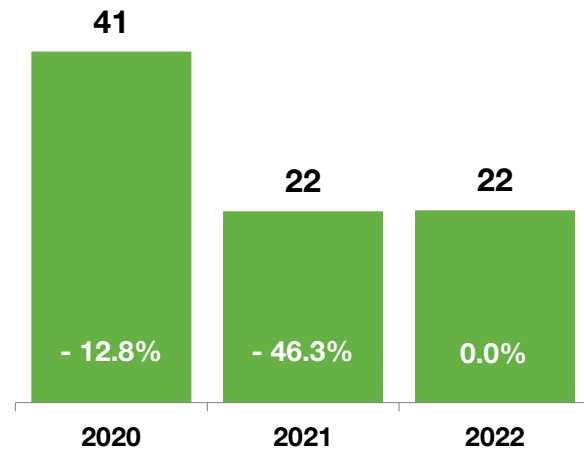
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



## Year to Date



Days on Market	Prior Year	Percent Change
February 2021	51	-54.9%
March 2021	43	-46.5%
April 2021	37	-48.6%
May 2021	35	-57.1%
June 2021	40	-62.5%
July 2021	33	-57.6%
August 2021	27	-48.1%
September 2021	22	-27.3%
October 2021	20	-20.0%
November 2021	21	-14.3%
December 2021	20	-5.0%
<b>January 2022</b>	<b>22</b>	<b>0.0%</b>
12-Month Avg*	17	-41.4%

\* Average Days on Market of all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

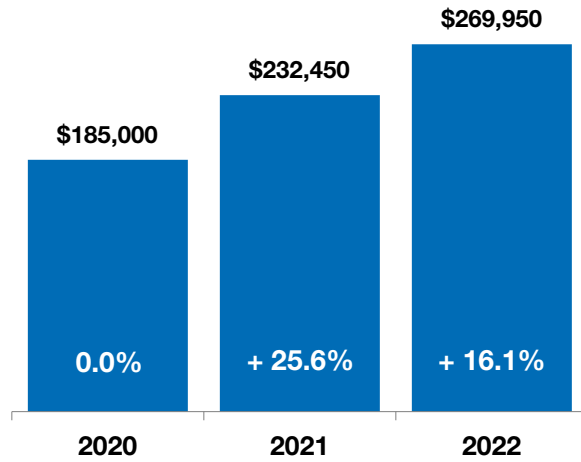


# Median Sales Price

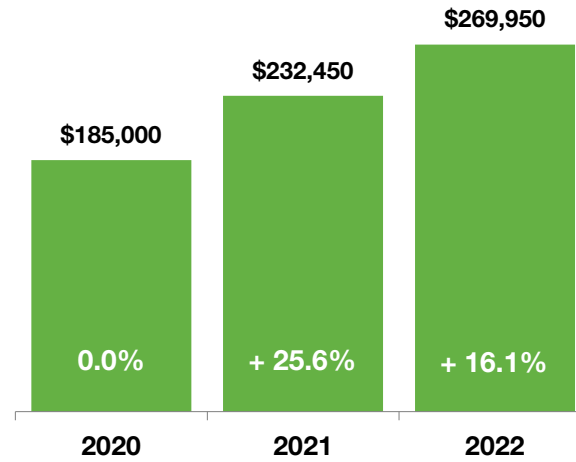
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



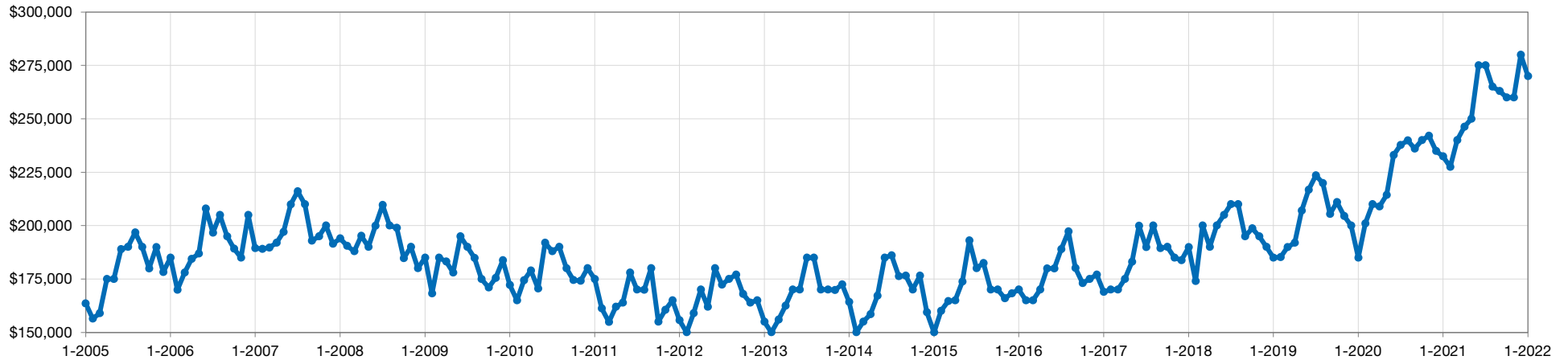
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$263,000	\$236,000	+11.4%
October 2021	\$260,000	\$240,000	+8.3%
November 2021	\$259,950	\$242,000	+7.4%
December 2021	\$280,000	\$235,000	+19.1%
<b>January 2022</b>	<b>\$269,950</b>	<b>\$232,450</b>	<b>+16.1%</b>
12-Month Med*	\$260,000	\$230,000	+13.0%

\* Median Sales Price of all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

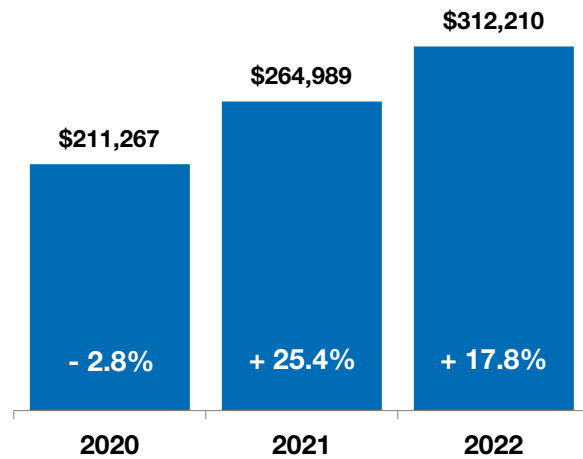


# Average Sales Price

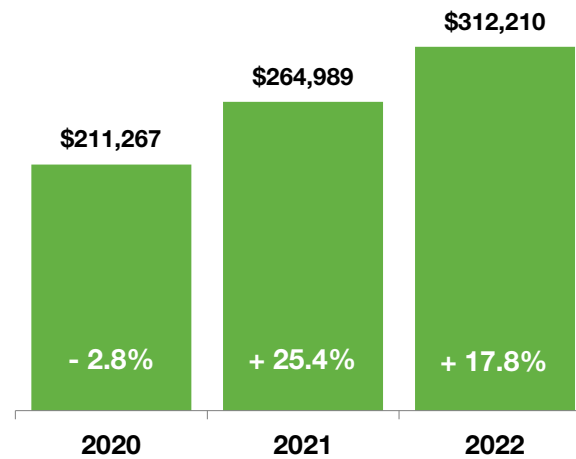
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$313,052	\$262,354	+19.3%
July 2021	\$310,199	\$264,950	+17.1%
August 2021	\$301,638	\$265,795	+13.5%
September 2021	\$307,444	\$269,969	+13.9%
October 2021	\$293,573	\$271,863	+8.0%
November 2021	\$298,624	\$277,513	+7.6%
December 2021	\$313,519	\$270,860	+15.7%
<b>January 2022</b>	<b>\$312,210</b>	<b>\$264,989</b>	<b>+17.8%</b>
12-Month Avg*	\$298,784	\$261,913	+14.1%

\* Avg. Sales Price of all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



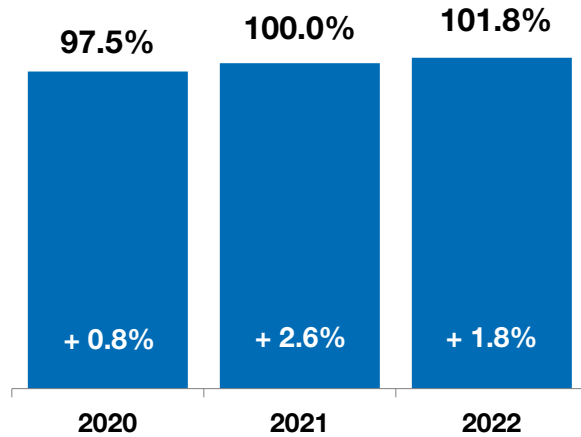


# Percent of List Price Received

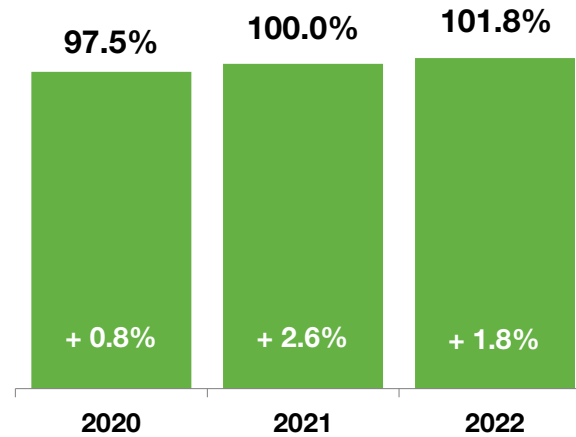


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## January



## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	102.6%	98.5%	+4.2%
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%
November 2021	101.0%	100.2%	+0.8%
December 2021	101.4%	100.1%	+1.3%
<b>January 2022</b>	<b>101.8%</b>	<b>100.0%</b>	<b>+1.8%</b>
12-Month Avg*	101.7%	99.5%	+2.2%

\* Average Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

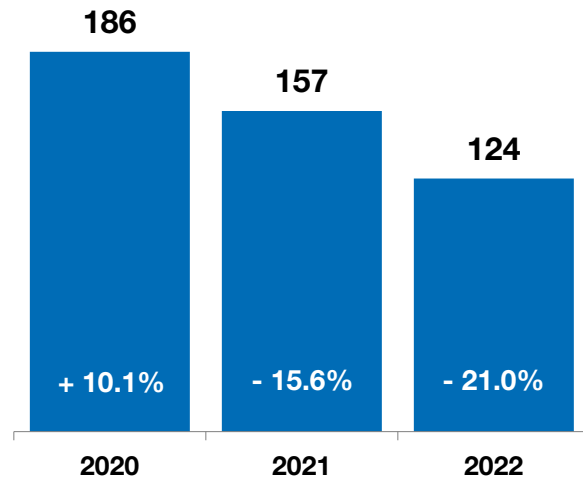


# Housing Affordability Index

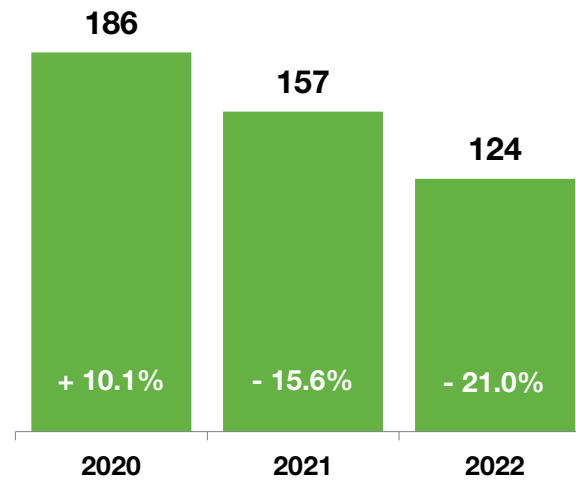


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## January

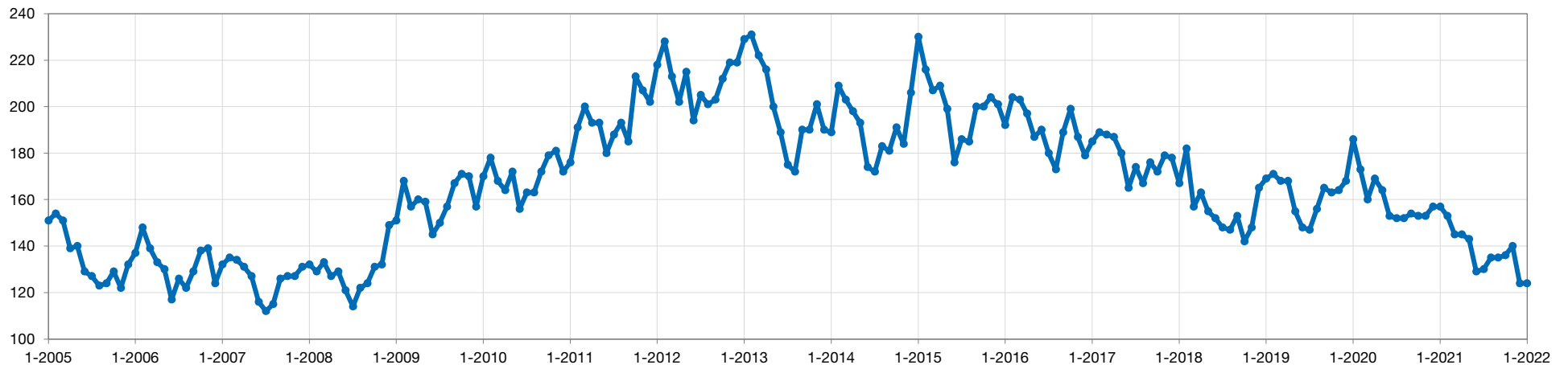


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	135	154	-12.3%
October 2021	136	153	-11.1%
November 2021	140	153	-8.5%
December 2021	124	157	-21.0%
<b>January 2022</b>	<b>124</b>	<b>157</b>	<b>-21.0%</b>
12-Month Avg	137	158	-13.6%

## Historical Housing Affordability Index by Month

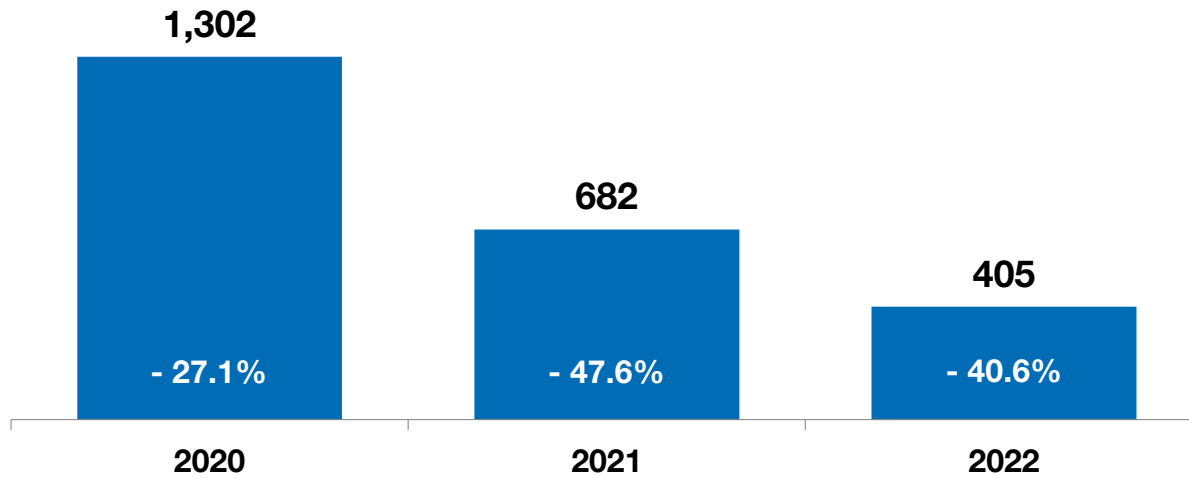


# Inventory of Homes Available

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



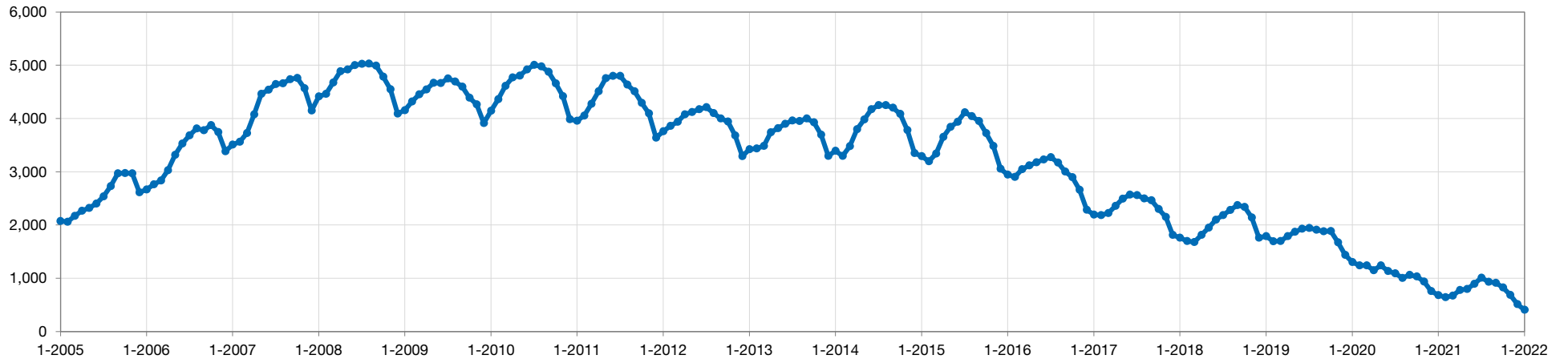
## January



Inventory		Prior Year	Percent Change
February 2021	641	1,241	-48.3%
March 2021	673	1,239	-45.7%
April 2021	779	1,149	-32.2%
May 2021	796	1,239	-35.8%
June 2021	893	1,135	-21.3%
July 2021	1,007	1,092	-7.8%
August 2021	930	1,003	-7.3%
September 2021	912	1,060	-14.0%
October 2021	827	1,032	-19.9%
November 2021	684	937	-27.0%
December 2021	512	756	-32.3%
<b>January 2022</b>	<b>405</b>	<b>682</b>	<b>-40.6%</b>
12-Month Avg*	755	1,047	-27.9%

\* Inventory for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month

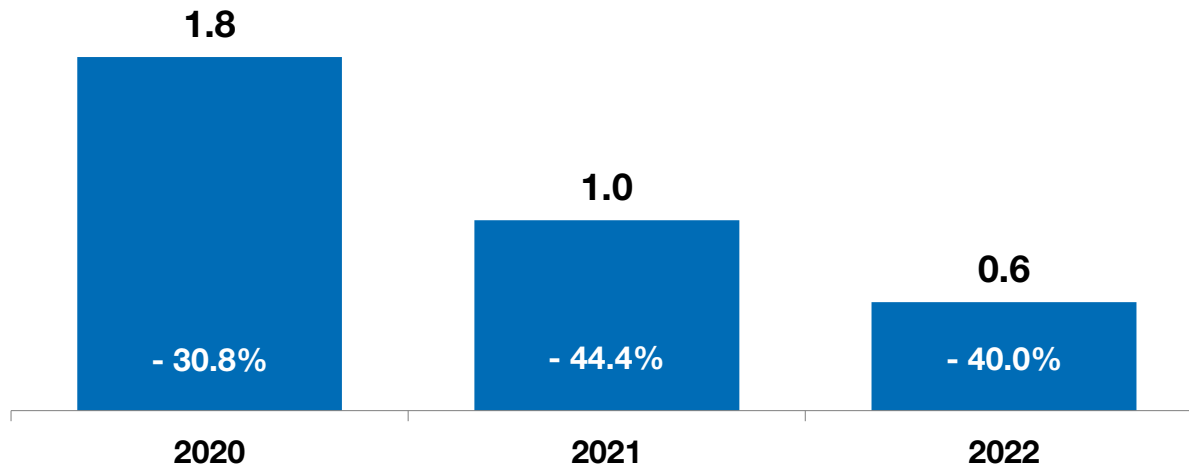


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
February 2021	0.9	1.7	-47.1%
March 2021	1.0	1.8	-44.4%
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	1.1	1.5	-26.7%
November 2021	0.9	1.4	-35.7%
December 2021	0.7	1.1	-36.4%
<b>January 2022</b>	<b>0.6</b>	<b>1.0</b>	<b>-40.0%</b>
12-Month Avg*	1.0	1.6	-37.5%

\* Months Supply for all properties from February 2021 through January 2022. 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 2021	YTD 2022	+/-	YTD 2021	YTD 2022	+/-	YTD 2021	YTD 2022	+/-	YTD 2021	YTD 2022	+/-	1-2021	1-2022	+/-
<b>Lehigh and Northampton County School Districts</b>	<b>600</b>	<b>532</b>	<b>-11.3%</b>	<b>548</b>	<b>504</b>	<b>-8.0%</b>	<b>536</b>	<b>538</b>	<b>+0.4%</b>	<b>\$264,989</b>	<b>\$312,210</b>	<b>+17.8%</b>	<b>682</b>	<b>405</b>	<b>-40.6%</b>
Allentown	78	99	+26.9%	75	88	+17.3%	79	91	+15.2%	\$165,572	\$194,379	+17.4%	97	54	-44.3%
Catasauqua	27	10	-63.0%	22	9	-59.1%	12	17	+41.7%	\$213,026	\$231,735	+8.8%	15	8	-46.7%
East Penn	72	52	-27.8%	58	47	-19.0%	48	35	-27.1%	\$303,829	\$366,431	+20.6%	59	37	-37.3%
Northern Lehigh	13	15	+15.4%	16	13	-18.8%	9	16	+77.8%	\$234,500	\$236,838	+1.0%	21	7	-66.7%
Northwestern Lehigh	9	5	-44.4%	9	7	-22.2%	7	14	+100.0%	\$388,500	\$442,182	+13.8%	9	10	+11.1%
Parkland	49	44	-10.2%	45	53	+17.8%	64	55	-14.1%	\$319,625	\$414,171	+29.6%	76	42	-44.7%
Salisbury	12	18	+50.0%	9	9	0.0%	10	14	+40.0%	\$274,430	\$341,000	+24.3%	14	15	+7.1%
Southern Lehigh	25	20	-20.0%	19	18	-5.3%	9	17	+88.9%	\$445,133	\$472,888	+6.2%	30	20	-33.3%
Whitehall	17	19	+11.8%	20	17	-15.0%	24	21	-12.5%	\$221,185	\$281,119	+27.1%	24	11	-54.2%
Bangor Area	23	14	-39.1%	28	11	-60.7%	15	17	+13.3%	\$273,743	\$237,482	-13.2%	36	30	-16.7%
Bethlehem	100	68	-32.0%	90	69	-23.3%	109	95	-12.8%	\$238,519	\$321,954	+35.0%	86	61	-29.1%
Easton	72	76	+5.6%	58	65	+12.1%	65	48	-26.2%	\$292,712	\$308,173	+5.3%	88	38	-56.8%
Nazareth	30	27	-10.0%	28	23	-17.9%	24	23	-4.2%	\$363,214	\$446,636	+23.0%	33	18	-45.5%
Northampton	37	27	-27.0%	32	33	+3.1%	25	50	+100.0%	\$245,396	\$313,919	+27.9%	46	24	-47.8%
Pen Argyl	6	5	-16.7%	9	7	-22.2%	8	8	0.0%	\$248,725	\$275,688	+10.8%	11	9	-18.2%
Saucon Valley	15	16	+6.7%	14	16	+14.3%	15	6	-60.0%	\$351,160	\$320,083	-8.8%	21	11	-47.6%
Wilson	15	17	+13.3%	16	19	+18.8%	13	11	-15.4%	\$248,338	\$230,027	-7.4%	16	10	-37.5%
<b>Carbon County*</b>	<b>56</b>	<b>62</b>	<b>+10.7%</b>	<b>52</b>	<b>55</b>	<b>+5.8%</b>	<b>60</b>	<b>61</b>	<b>+1.7%</b>	<b>\$191,413</b>	<b>\$198,357</b>	<b>+3.6%</b>	<b>119</b>	<b>83</b>	<b>-30.3%</b>
Jim Thorpe	25	19	-24.0%	25	22	-12.0%	27	22	-18.5%	\$229,689	\$235,591	+2.6%	53	29	-45.3%
Lehighton	10	11	+10.0%	9	10	+11.1%	11	13	+18.2%	\$170,773	\$164,781	-3.5%	30	18	-40.0%
Palmerton	9	10	+11.1%	9	10	+11.1%	13	11	-15.4%	\$195,254	\$236,618	+21.2%	15	9	-40.0%
Panther Valley	12	12	0.0%	8	8	0.0%	7	10	+42.9%	\$107,914	\$77,930	-27.8%	19	21	+10.5%
Weatherly	0	9	--	1	4	+300.0%	1	5	+400.0%	\$54,000	\$278,500	+415.7%	1	6	+500.0%

\* 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)			
	01-2022	Lender-Mediated	Share	YTD 2022	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
<b>Lehigh and Northampton County School Districts</b>	<b>405</b>	<b>4</b>	<b>1.0%</b>	<b>538</b>	<b>0</b>	<b>0.0%</b>	<b>\$269,950</b>	<b>+14.9%</b>	<b>\$0</b>	<b>-100.0%</b>	<b>\$269,950</b>	<b>+1.7%</b>	<b>\$0</b>	<b>-100.0%</b>
Allentown	54	1	1.9%	91	0	0.0%	\$185,000	+12.1%	\$0	--	\$194,379	+17.4%	\$0	--
Catasauqua	8	0	0.0%	17	0	0.0%	\$221,000	+39.9%	\$0	--	\$231,735	+8.8%	\$0	--
East Penn	37	0	0.0%	35	0	0.0%	\$324,615	+21.6%	\$0	--	\$366,431	+20.6%	\$0	--
Northern Lehigh	7	0	0.0%	16	0	0.0%	\$207,500	+1.2%	\$0	--	\$236,838	+1.0%	\$0	--
Northwestern Lehigh	10	0	0.0%	14	0	0.0%	\$421,750	+38.3%	\$0	--	\$442,182	+13.8%	\$0	--
Parkland	42	1	2.4%	55	0	0.0%	\$393,000	+29.7%	\$0	--	\$414,171	+29.6%	\$0	--
Salisbury	15	0	0.0%	14	0	0.0%	\$332,500	+25.6%	\$0	--	\$341,000	+24.3%	\$0	--
Southern Lehigh	20	0	0.0%	17	0	0.0%	\$467,500	+5.1%	\$0	--	\$472,888	+6.2%	\$0	--
Whitehall	11	0	0.0%	21	0	0.0%	\$270,000	+31.2%	\$0	--	\$281,119	+27.1%	\$0	--
Bangor Area	30	0	0.0%	17	0	0.0%	\$220,000	-9.1%	\$0	-100.0%	\$237,482	-13.2%	\$0	-100.0%
Bethlehem	61	1	1.6%	95	0	0.0%	\$265,000	+24.1%	\$0	--	\$321,954	+35.0%	\$0	--
Easton	38	1	2.6%	48	0	0.0%	\$278,000	+0.2%	\$0	-100.0%	\$308,173	+4.0%	\$0	-100.0%
Nazareth	18	0	0.0%	23	0	0.0%	\$370,500	+19.7%	\$0	--	\$446,636	+23.0%	\$0	--
Northampton	24	0	0.0%	50	0	0.0%	\$295,500	+24.2%	\$0	--	\$313,919	+27.9%	\$0	--
Pen Argyl	9	0	0.0%	8	0	0.0%	\$234,750	+6.8%	\$0	--	\$275,688	+10.8%	\$0	--
Saucon Valley	11	0	0.0%	6	0	0.0%	\$302,500	+27.4%	\$0	-100.0%	\$320,083	-12.0%	\$0	-100.0%
Wilson	10	0	0.0%	11	0	0.0%	\$199,000	+1.8%	\$0	--	\$230,027	-7.4%	\$0	--
<b>Carbon County*</b>	<b>83</b>	<b>1</b>	<b>1.2%</b>	<b>61</b>	<b>0</b>	<b>0.0%</b>	<b>\$192,500</b>	<b>+14.9%</b>	<b>\$0</b>	<b>--</b>	<b>\$198,357</b>	<b>+3.6%</b>	<b>\$0</b>	<b>--</b>
Jim Thorpe	29	0	0.0%	22	0	0.0%	\$237,500	+15.0%	\$0	--	\$235,591	+2.6%	\$0	--
Lehighton	18	0	0.0%	13	0	0.0%	\$160,000	+45.5%	\$0	--	\$164,781	-3.5%	\$0	--
Palmerton	9	0	0.0%	11	0	0.0%	\$210,000	+13.5%	\$0	--	\$236,618	+21.2%	\$0	--
Panther Valley	21	1	4.8%	10	0	0.0%	\$69,950	-41.7%	\$0	--	\$77,930	-27.8%	\$0	--
Weatherly	6	0	0.0%	5	0	0.0%	\$245,000	+353.7%	\$0	--	\$278,500	+415.7%	\$0	--

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# Carbon County Activity Overview

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



Key Metrics	Historical Sparkbars	1-2021	1-2022	Percent Change from Previous Year	YTD 2021	YTD 2022	Percent Change from Previous Year
<b>New Listings</b>		56	<b>62</b>	+ 10.7%	56	<b>62</b>	+ 10.7%
<b>Pending Sales</b>		52	<b>55</b>	+ 5.8%	52	<b>55</b>	+ 5.8%
<b>Closed Sales</b>		60	<b>61</b>	+ 1.7%	60	<b>61</b>	+ 1.7%
<b>Days on Market</b>		46	<b>24</b>	- 47.8%	46	<b>24</b>	- 47.8%
<b>Median Sales Price</b>		\$167,500	<b>\$192,500</b>	+ 14.9%	\$167,500	<b>\$192,500</b>	+ 14.9%
<b>Average Sales Price</b>		\$191,413	<b>\$198,357</b>	+ 3.6%	\$191,413	<b>\$198,357</b>	+ 3.6%
<b>Pct. of List Price Received</b>		97.4%	<b>98.1%</b>	+ 0.7%	97.4%	<b>98.1%</b>	+ 0.7%
<b>Housing Affordability Index</b>		157	<b>124</b>	- 21.0%	157	<b>124</b>	- 21.0%
<b>Inventory</b>		119	<b>83</b>	- 30.3%	--	--	--
<b>Months Supply</b>		1.6	<b>1.2</b>	- 25.0%	--	--	--