

Monthly Indicators



April 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings decreased 9.2 percent to 914. Pending Sales were down 2.8 percent to 760. Inventory levels shrank 27.1 percent to 570 units.

Prices continued to gain traction. The Median Sales Price increased 13.7 percent to \$280,000. Days on Market was down 26.3 percent to 14 days. Sellers were encouraged as Months Supply of Inventory was down 20.0 percent to 0.8 months.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

Activity Snapshot

- 1.3% **- 27.1%** **+ 13.7%**

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.



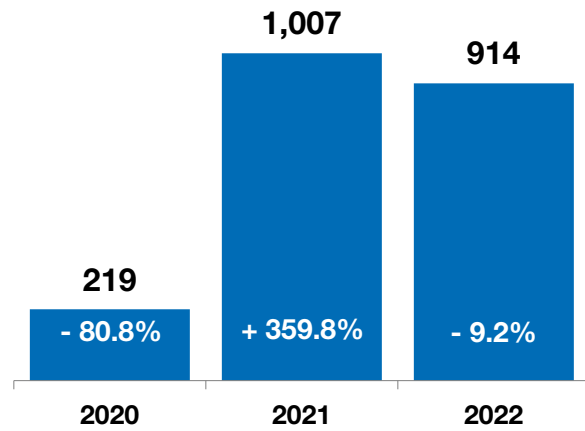
Key Metrics	Historical Sparkbars	4-2021	4-2022	Percent Change from Previous Year	YTD 2021	YTD 2022	Percent Change from Previous Year
New Listings		1,007	914	- 9.2%	3,000	2,961	- 1.3%
Pending Sales		782	760	- 2.8%	2,535	2,501	- 1.3%
Closed Sales		624	616	- 1.3%	2,155	2,192	+ 1.7%
Days on Market		19	14	- 26.3%	22	19	- 13.6%
Median Sales Price		\$246,250	\$280,000	+ 13.7%	\$239,000	\$275,000	+ 15.1%
Average Sales Price		\$284,932	\$317,884	+ 11.6%	\$272,512	\$313,836	+ 15.2%
Pct. of List Price Received		101.3%	103.3%	+ 2.0%	100.6%	102.4%	+ 1.8%
Housing Affordability Index		145	100	- 31.0%	149	102	- 31.5%
Inventory		782	570	- 27.1%	--	--	--
Months Supply		1.0	0.8	- 20.0%	--	--	--

New Listings

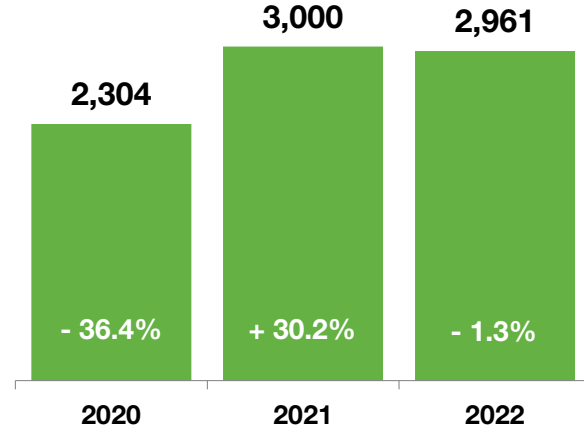
A count of the properties that have been newly listed on the market in a given month.



April

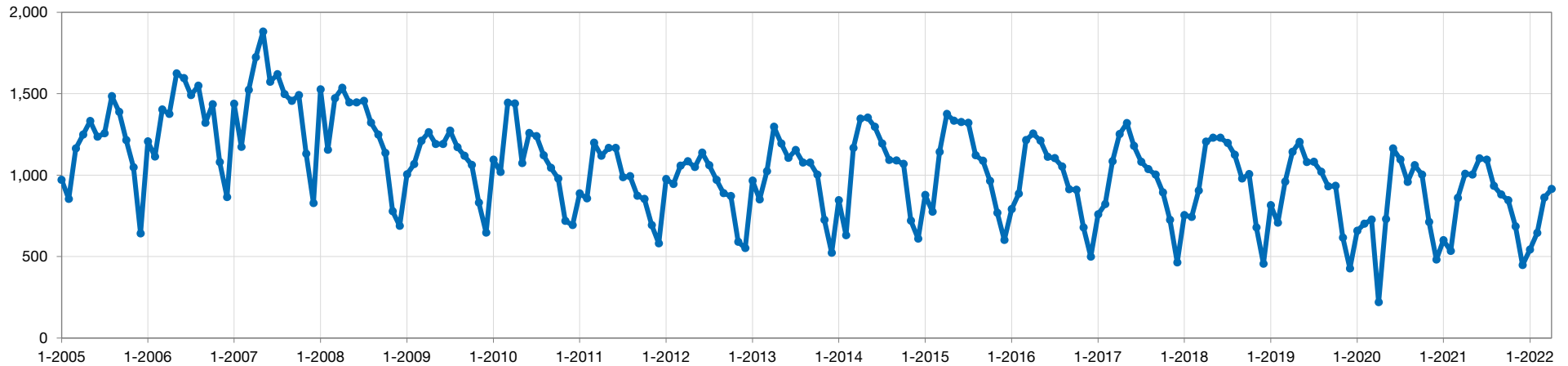


Year to Date



	New Listings	Prior Year	Percent Change
May 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	447	481	-7.1%
January 2022	542	600	-9.7%
February 2022	644	534	+20.6%
March 2022	861	859	+0.2%
April 2022	914	1,007	-9.2%
12-Month Avg	829	850	-2.5%

Historical New Listings by Month

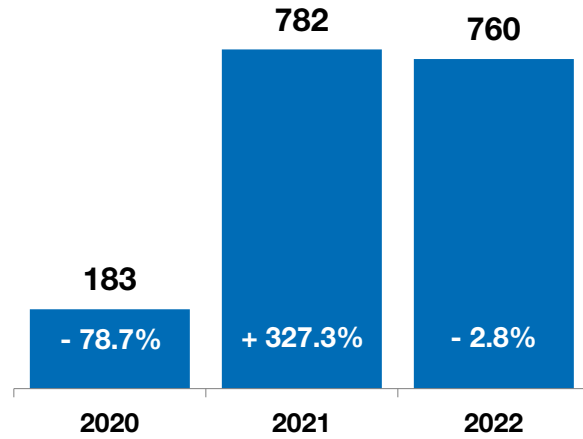


Pending Sales

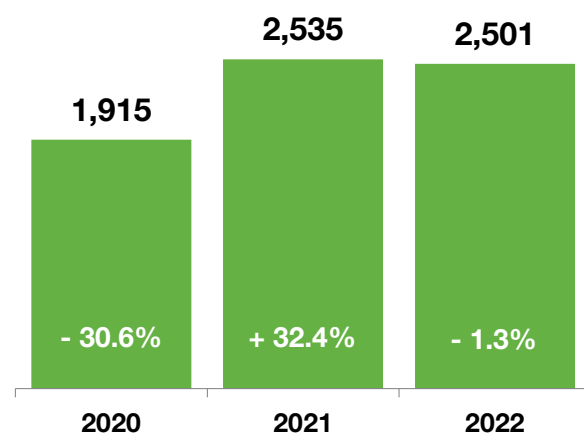
A count of the properties on which offers have been accepted in a given month.



April



Year to Date



Pending Sales	Prior Year	Percent Change
May 2021	872	514 +69.6%
June 2021	890	1,123 -20.7%
July 2021	849	985 -13.8%
August 2021	880	923 -4.7%
September 2021	771	853 -9.6%
October 2021	779	895 -13.0%
November 2021	691	689 +0.3%
December 2021	492	515 -4.5%
January 2022	478	548 -12.8%
February 2022	562	469 +19.8%
March 2022	701	736 -4.8%
April 2022	760	782 -2.8%
12-Month Avg	727	753 -3.5%

Historical Pending Sales by Month

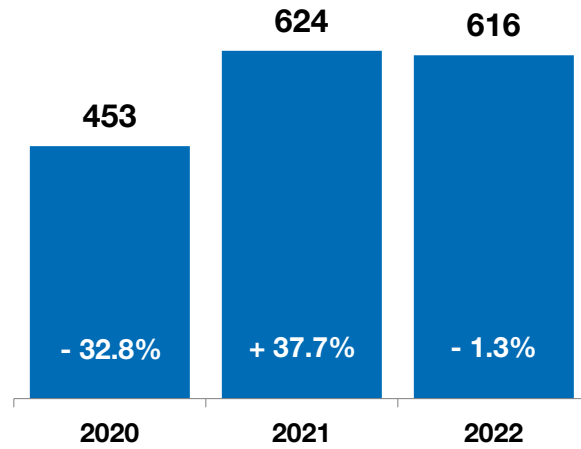


Closed Sales

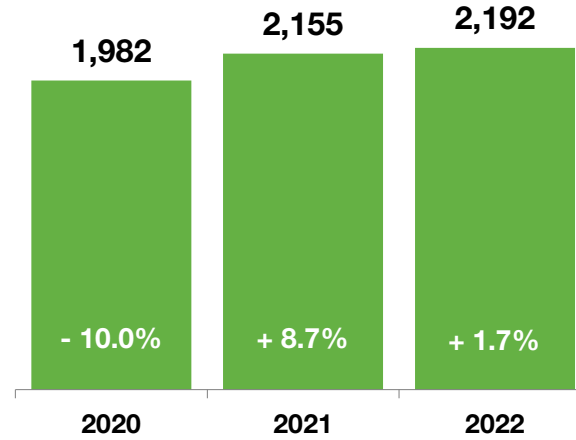
A count of the actual sales that closed in a given month.



April

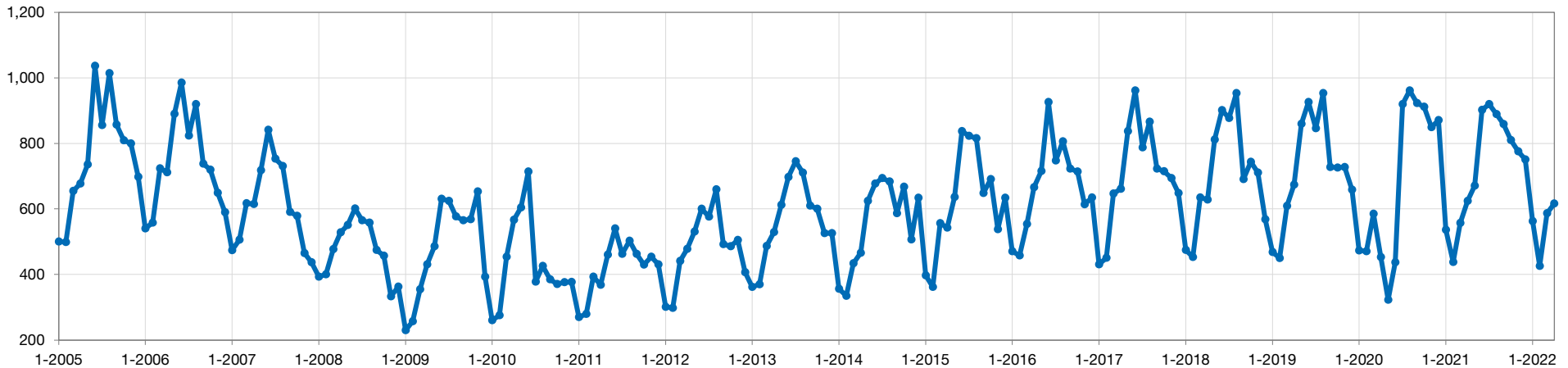


Year to Date



	Closed Sales	Prior Year	Percent Change
May 2021	671	323	+107.7%
June 2021	902	437	+106.4%
July 2021	920	920	0.0%
August 2021	889	961	-7.5%
September 2021	859	923	-6.9%
October 2021	810	912	-11.2%
November 2021	776	849	-8.6%
December 2021	751	871	-13.8%
January 2022	563	536	+5.0%
February 2022	426	438	-2.7%
March 2022	587	557	+5.4%
April 2022	616	624	-1.3%
12-Month Avg	731	696	+5.0%

Historical Closed Sales by Month

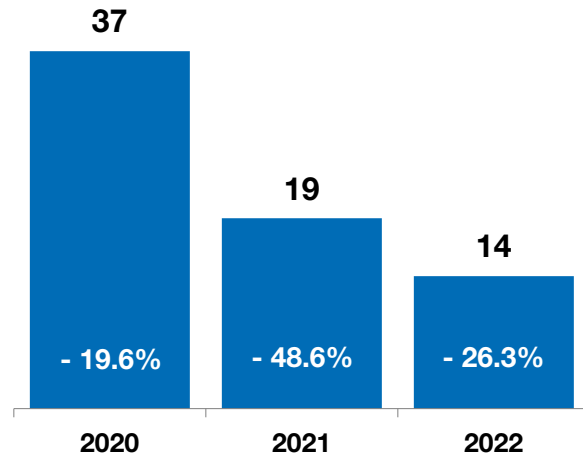


Days on Market Until Sale

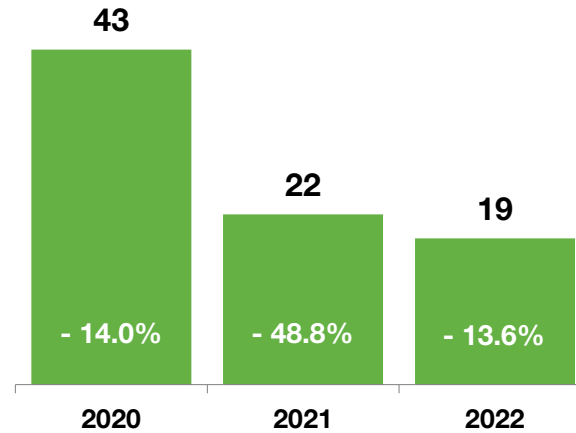
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



Days on Market	Prior Year	Percent Change	
May 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%
November 2021	18	21	-14.3%
December 2021	19	20	-5.0%
January 2022	22	22	0.0%
February 2022	24	23	+4.3%
March 2022	17	23	-26.1%
April 2022	14	19	-26.3%
12-Month Avg*	16	25	-36.0%

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

Historical Days on Market Until Sale by Month

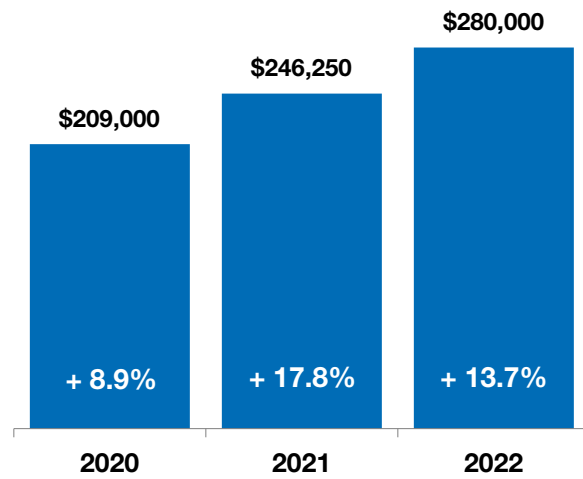


Median Sales Price

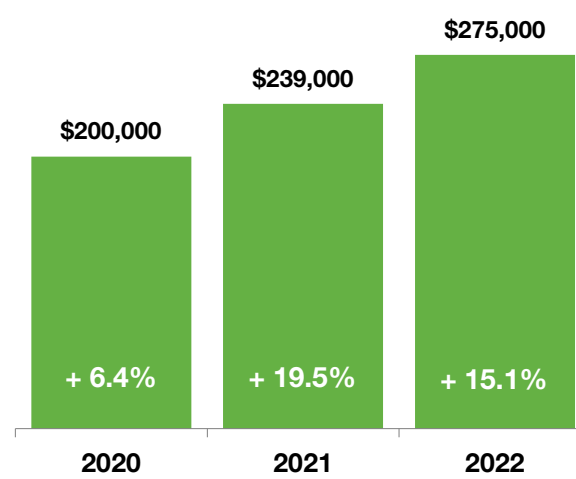
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



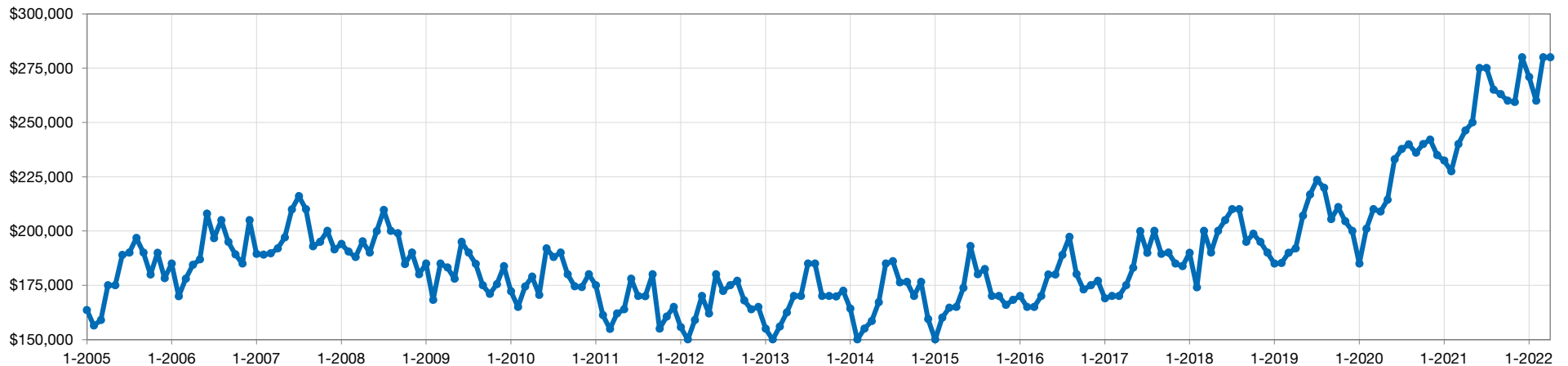
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$259,450	\$242,000	+7.2%
December 2021	\$280,000	\$235,000	+19.1%
January 2022	\$271,000	\$232,450	+16.6%
February 2022	\$260,000	\$227,500	+14.3%
March 2022	\$280,000	\$240,000	+16.7%
April 2022	\$280,000	\$246,250	+13.7%
12-Month Med*	\$267,000	\$237,098	+12.6%

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

Historical Median Sales Price by Month

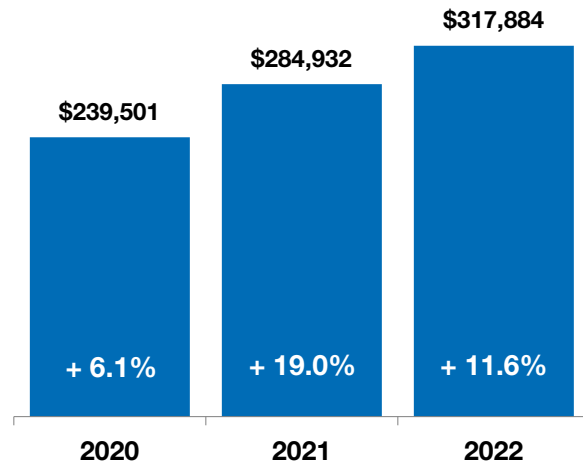


Average Sales Price

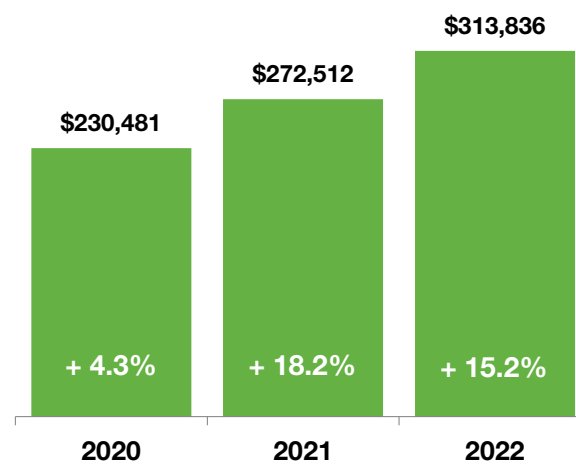
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



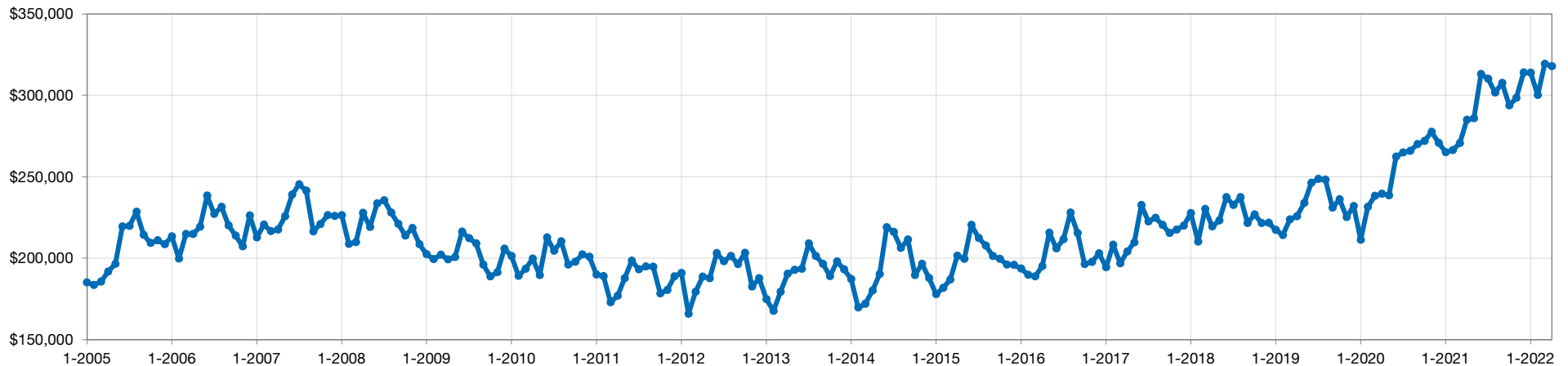
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2021	\$285,870	\$238,467	+19.9%
June 2021	\$313,052	\$262,354	+19.3%
July 2021	\$310,088	\$264,950	+17.0%
August 2021	\$301,638	\$265,795	+13.5%
September 2021	\$307,593	\$269,969	+13.9%
October 2021	\$293,743	\$271,863	+8.0%
November 2021	\$298,478	\$277,513	+7.6%
December 2021	\$313,961	\$270,860	+15.9%
January 2022	\$313,910	\$264,989	+18.5%
February 2022	\$300,238	\$266,386	+12.7%
March 2022	\$319,369	\$270,655	+18.0%
April 2022	\$317,884	\$284,932	+11.6%
12-Month Avg*	\$306,169	\$269,042	+13.8%

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

Historical Average Sales Price by Month

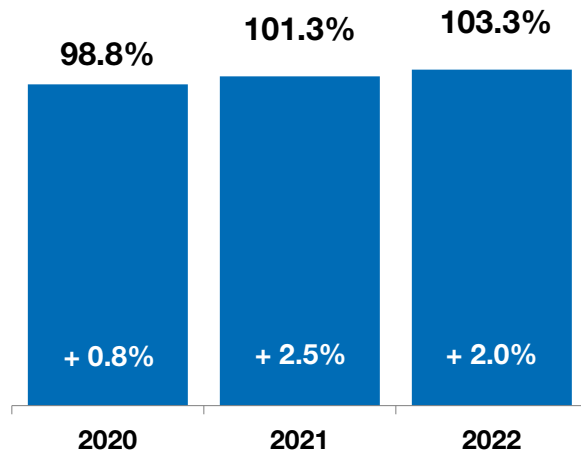


Percent of List Price Received

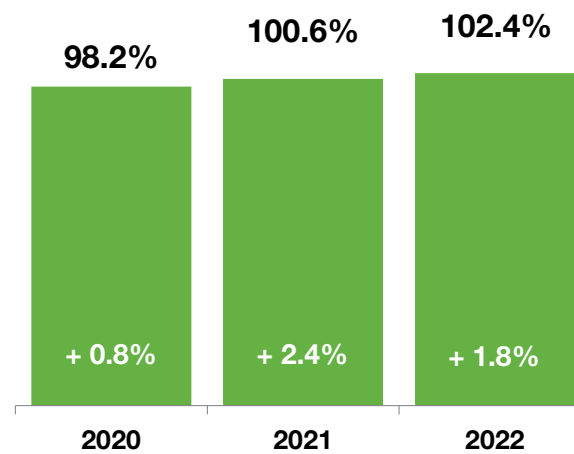


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April



Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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	100.9%	100.2%	+0.7%
December 2021	101.4%	100.1%	+1.3%
January 2022	101.7%	100.0%	+1.7%
February 2022	101.4%	100.3%	+1.1%
March 2022	102.7%	100.5%	+2.2%
April 2022	103.3%	101.3%	+2.0%
12-Month Avg*	102.1%	99.9%	+2.2%

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

Historical Percent of List Price Received by Month

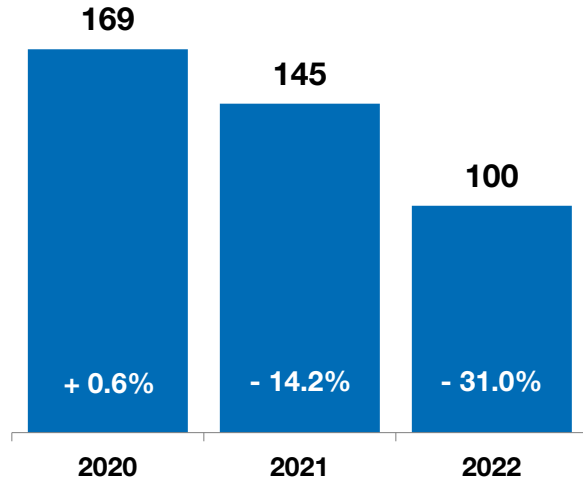


Housing Affordability Index

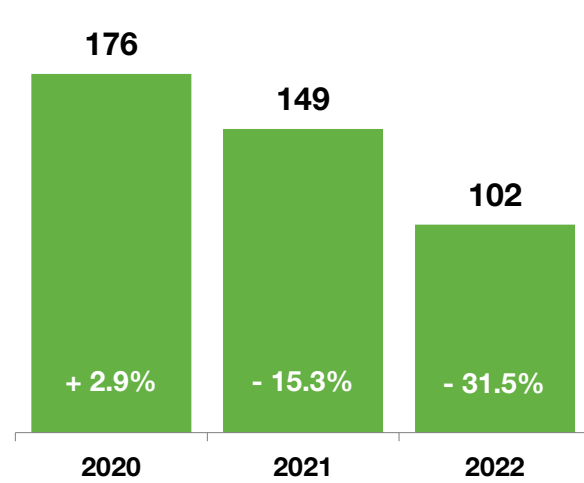


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

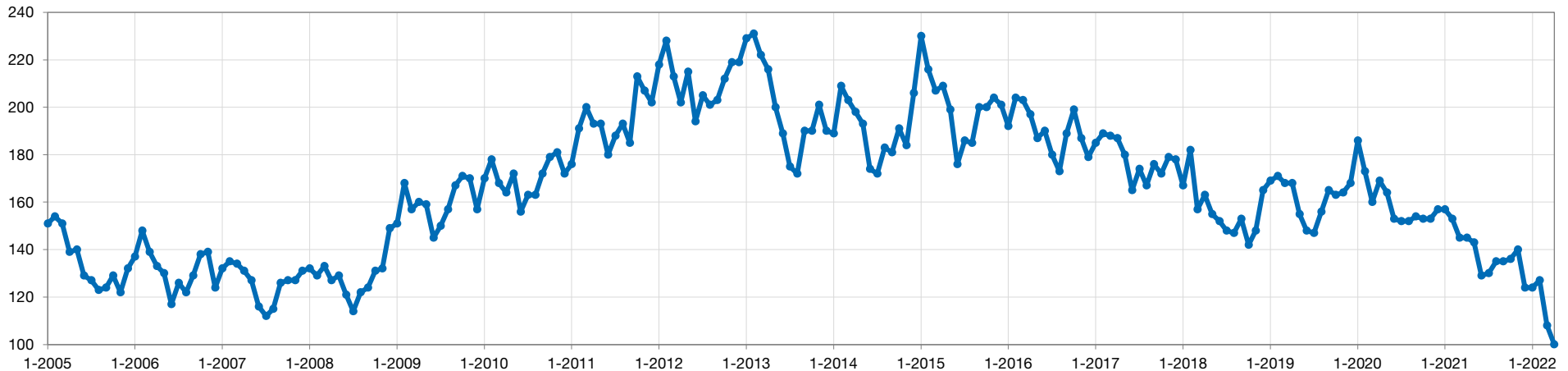


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2022	124	157	-21.0%
February 2022	127	153	-17.0%
March 2022	108	145	-25.5%
April 2022	100	145	-31.0%
12-Month Avg	128	153	-16.7%

Historical Housing Affordability Index by Month

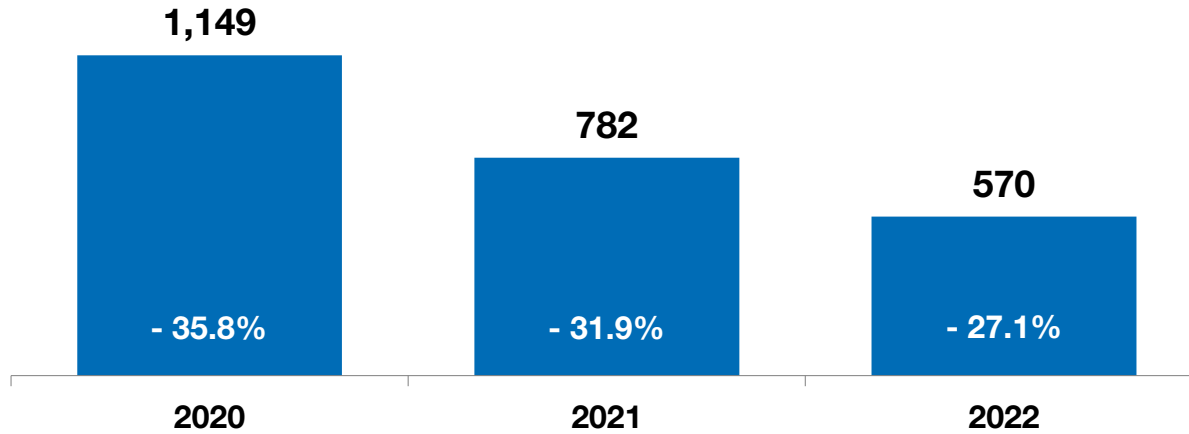


Inventory of Homes Available

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



April



Inventory		Prior Year	Percent Change
May 2021	801	1,239	-35.4%
June 2021	899	1,135	-20.8%
July 2021	1,015	1,092	-7.1%
August 2021	942	1,003	-6.1%
September 2021	927	1,060	-12.5%
October 2021	846	1,032	-18.0%
November 2021	709	937	-24.3%
December 2021	550	756	-27.2%
January 2022	484	682	-29.0%
February 2022	468	642	-27.1%
March 2022	529	675	-21.6%
April 2022	570	782	-27.1%
12-Month Avg*	728	920	-20.9%

* Inventory for all properties from May 2021 through April 2022. This is not the average of the individual figures above.

Historical Inventory of Homes Available by Month

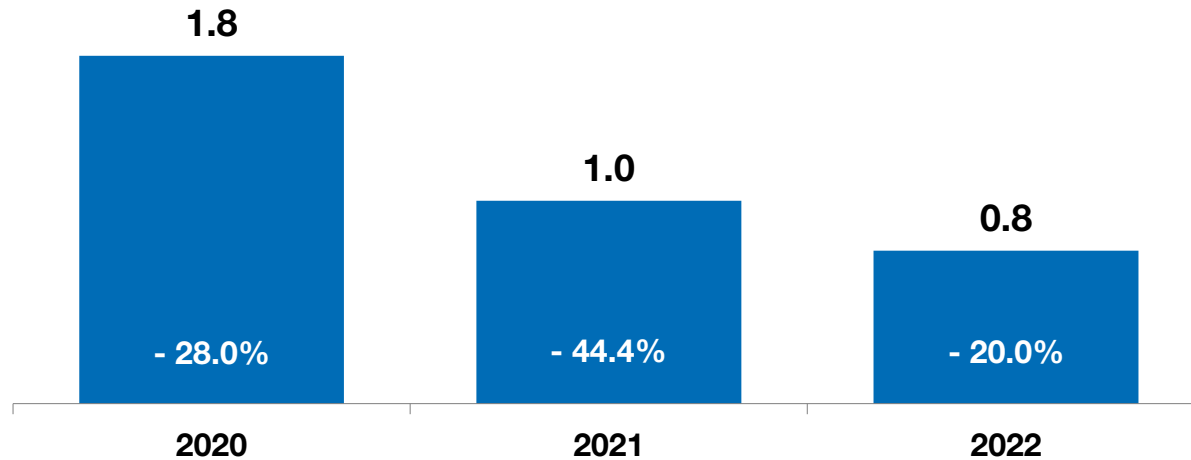


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
May 2021	1.0	2.0	-50.0%
June 2021	1.2	1.8	-33.3%
July 2021	1.4	1.7	-17.6%
August 2021	1.3	1.5	-13.3%
September 2021	1.3	1.6	-18.8%
October 2021	1.2	1.5	-20.0%
November 2021	1.0	1.4	-28.6%
December 2021	0.8	1.1	-27.3%
January 2022	0.7	1.0	-30.0%
February 2022	0.6	0.9	-33.3%
March 2022	0.7	1.0	-30.0%
April 2022	0.8	1.0	-20.0%
12-Month Avg*	1.0	1.4	-28.6%

* Months Supply for all properties from May 2021 through April 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	+ / -	4-2021	4-2022	+ / -
Lehigh and Northampton County School Districts	3,000	2,961	-1.3%	2,535	2,501	-1.3%	2,155	2,192	+1.7%	\$272,512	\$313,836	+15.2%	782	570	-27.1%
Allentown	423	447	+5.7%	367	389	+6.0%	326	367	+12.6%	\$169,207	\$202,862	+19.9%	102	65	-36.3%
Catasauqua	75	62	-17.3%	63	59	-6.3%	52	51	-1.9%	\$230,189	\$284,144	+23.4%	16	6	-62.5%
East Penn	306	286	-6.5%	263	231	-12.2%	221	185	-16.3%	\$323,023	\$381,507	+18.1%	53	50	-5.7%
Northern Lehigh	60	61	+1.7%	51	48	-5.9%	48	43	-10.4%	\$237,000	\$234,188	-1.2%	25	12	-52.0%
Northwestern Lehigh	56	50	-10.7%	38	39	+2.6%	30	32	+6.7%	\$350,410	\$424,341	+21.1%	24	10	-58.3%
Parkland	287	278	-3.1%	238	246	+3.4%	202	210	+4.0%	\$333,146	\$403,058	+21.0%	97	65	-33.0%
Salisbury	66	80	+21.2%	58	68	+17.2%	44	58	+31.8%	\$284,577	\$319,514	+12.3%	17	14	-17.6%
Southern Lehigh	102	108	+5.9%	77	87	+13.0%	62	72	+16.1%	\$476,495	\$481,703	+1.1%	36	21	-41.7%
Whitehall	113	115	+1.8%	111	95	-14.4%	98	86	-12.2%	\$231,546	\$267,943	+15.7%	19	22	+15.8%
Bangor Area	111	113	+1.8%	99	80	-19.2%	76	73	-3.9%	\$271,630	\$290,548	+7.0%	35	40	+14.3%
Bethlehem	507	477	-5.9%	428	411	-4.0%	385	362	-6.0%	\$255,721	\$312,130	+22.1%	114	89	-21.9%
Easton	387	348	-10.1%	298	276	-7.4%	251	253	+0.8%	\$283,383	\$326,037	+15.1%	109	76	-30.3%
Nazareth	128	146	+14.1%	113	130	+15.0%	82	113	+37.8%	\$370,151	\$401,444	+8.5%	28	22	-21.4%
Northampton	185	177	-4.3%	151	159	+5.3%	114	151	+32.5%	\$231,523	\$274,967	+18.8%	60	32	-46.7%
Pen Argyl	51	51	0.0%	41	47	+14.6%	43	31	-27.9%	\$225,813	\$241,061	+6.8%	19	11	-42.1%
Saucon Valley	61	80	+31.1%	63	67	+6.3%	56	49	-12.5%	\$389,128	\$363,045	-6.7%	13	20	+53.8%
Wilson	82	82	0.0%	76	69	-9.2%	65	56	-13.8%	\$251,258	\$266,437	+6.0%	15	15	0.0%
Carbon County*	277	286	+3.2%	254	258	+1.6%	255	240	-5.9%	\$189,698	\$218,198	+15.0%	110	74	-32.7%
Jim Thorpe	111	102	-8.1%	97	95	-2.1%	103	89	-13.6%	\$224,034	\$272,174	+21.5%	53	30	-43.4%
Lehighton	59	72	+22.0%	58	62	+6.9%	58	56	-3.4%	\$187,907	\$190,916	+1.6%	24	17	-29.2%
Palmerton	49	47	-4.1%	52	38	-26.9%	50	38	-24.0%	\$213,369	\$271,213	+27.1%	9	14	+55.6%
Panther Valley	51	45	-11.8%	40	45	+12.5%	36	41	+13.9%	\$79,661	\$80,096	+0.5%	21	10	-52.4%
Weatherly	5	15	+200.0%	4	15	+275.0%	5	14	+180.0%	\$119,000	\$235,336	+97.8%	3	1	-66.7%

* 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)			
	04-2022	Lender-Mediated	Share	YTD 2022	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
Lehigh and Northampton County School Districts	570	6	1.1%	2,192	7	0.3%	\$276,000	+15.0%	\$155,000	-15.2%	\$314,298	+15.2%	\$169,894	-12.8%
Allentown	65	1	1.5%	367	1	0.3%	\$190,000	+15.2%	\$136,000	+202.2%	\$203,045	+19.7%	\$136,000	+202.2%
Catasauqua	6	0	0.0%	51	1	2.0%	\$258,550	+44.9%	\$155,000	--	\$286,726	+24.6%	\$155,000	--
East Penn	50	1	2.0%	185	1	0.5%	\$335,500	+15.7%	\$235,000	+2.2%	\$382,303	+17.9%	\$235,000	+2.9%
Northern Lehigh	12	0	0.0%	43	1	2.3%	\$201,300	-9.5%	\$325,000	--	\$232,026	-2.1%	\$325,000	--
Northwestern Lehigh	10	0	0.0%	32	0	0.0%	\$428,250	+38.1%	\$0	--	\$424,341	+21.1%	\$0	--
Parkland	65	0	0.0%	210	0	0.0%	\$386,500	+23.5%	\$0	--	\$403,058	+21.0%	\$0	--
Salisbury	14	0	0.0%	58	0	0.0%	\$285,000	+7.6%	\$0	--	\$319,514	+12.3%	\$0	--
Southern Lehigh	21	0	0.0%	72	0	0.0%	\$453,875	+4.1%	\$0	--	\$481,703	+1.1%	\$0	--
Whitehall	22	0	0.0%	86	0	0.0%	\$264,000	+20.0%	\$0	--	\$267,943	+15.7%	\$0	--
Bangor Area	40	0	0.0%	73	1	1.4%	\$238,000	+2.1%	\$55,255	-79.9%	\$293,816	+8.2%	\$55,255	-79.9%
Bethlehem	89	3	3.4%	362	0	0.0%	\$262,000	+17.9%	\$0	-100.0%	\$312,130	+22.0%	\$0	-100.0%
Easton	76	0	0.0%	253	1	0.4%	\$285,000	+7.5%	\$190,000	+181.5%	\$326,577	+14.9%	\$190,000	+181.5%
Nazareth	22	0	0.0%	113	0	0.0%	\$375,000	+4.2%	\$0	--	\$401,444	+8.5%	\$0	--
Northampton	32	1	3.1%	151	1	0.7%	\$268,128	+16.2%	\$93,000	--	\$276,181	+19.3%	\$93,000	--
Pen Argyl	11	0	0.0%	31	0	0.0%	\$220,000	+15.8%	\$0	--	\$241,061	+6.8%	\$0	--
Saucon Valley	20	0	0.0%	49	0	0.0%	\$289,000	+5.1%	\$0	-100.0%	\$363,045	-7.6%	\$0	-100.0%
Wilson	15	0	0.0%	56	0	0.0%	\$211,500	+9.0%	\$0	-100.0%	\$266,437	+5.1%	\$0	-100.0%
Carbon County*	74	1	1.4%	240	1	0.4%	\$195,110	+14.9%	\$66,000	-2.2%	\$218,838	+14.8%	\$66,000	-2.2%
Jim Thorpe	30	0	0.0%	89	0	0.0%	\$255,000	+18.6%	\$0	--	\$272,174	+21.5%	\$0	--
Lehighton	17	0	0.0%	56	1	1.8%	\$172,600	+15.1%	\$66,000	-26.7%	\$193,187	+1.9%	\$66,000	-26.7%
Palmerton	14	0	0.0%	38	0	0.0%	\$225,000	+25.0%	\$0	--	\$271,213	+27.1%	\$0	--
Panther Valley	10	1	10.0%	41	0	0.0%	\$79,900	-0.1%	\$0	--	\$80,096	+0.5%	\$0	--
Weatherly	1	0	0.0%	14	0	0.0%	\$236,250	+68.8%	\$0	-100.0%	\$235,336	+71.2%	\$0	-100.0%

* 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	4-2021	4-2022	Percent Change from Previous Year	YTD 2021	YTD 2022	Percent Change from Previous Year
New Listings		92	83	- 9.8%	277	286	+ 3.2%
Pending Sales		63	68	+ 7.9%	254	258	+ 1.6%
Closed Sales		75	58	- 22.7%	255	240	- 5.9%
Days on Market		42	31	- 26.2%	42	34	- 19.0%
Median Sales Price		\$174,315	\$195,000	+ 11.9%	\$168,750	\$195,000	+ 15.6%
Average Sales Price		\$194,919	\$214,228	+ 9.9%	\$189,698	\$218,198	+ 15.0%
Pct. of List Price Received		98.2%	99.9%	+ 1.7%	97.5%	98.8%	+ 1.3%
Housing Affordability Index		145	100	- 31.0%	149	102	- 31.5%
Inventory		110	74	- 32.7%	--	--	--
Months Supply		1.4	1.0	- 28.6%	--	--	--