

# Monthly Indicators



## August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings increased 6.5 percent to 1,097. Pending Sales were up 6.3 percent to 798. Inventory levels shrank 17.1 percent to 2,035 units.

Prices continued to gain traction. The Median Sales Price increased 6.5 percent to \$213,000. Days on Market was down 21.1 percent to 30 days. Sellers were encouraged as Months Supply of Inventory was down 19.4 percent to 2.9 months.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Activity Snapshot

**+ 4.7%**      **- 17.1%**      **+ 6.5%**

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, comprised 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 | 8-2017    | 8-2018           | Percent Change from Previous Year | YTD 2017  | YTD 2018         | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| <b>New Listings</b>                |                      | 1,030     | <b>1,097</b>     | + 6.5%                            | 8,512     | <b>8,290</b>     | - 2.6%                            |
| <b>Pending Sales</b>               |                      | 751       | <b>798</b>       | + 6.3%                            | 6,044     | <b>6,142</b>     | + 1.6%                            |
| <b>Closed Sales</b>                |                      | 866       | <b>907</b>       | + 4.7%                            | 5,639     | <b>5,584</b>     | - 1.0%                            |
| <b>Days on Market</b>              |                      | 38        | <b>30</b>        | - 21.1%                           | 50        | <b>40</b>        | - 20.0%                           |
| <b>Median Sales Price</b>          |                      | \$200,000 | <b>\$213,000</b> | + 6.5%                            | \$184,900 | <b>\$200,000</b> | + 8.2%                            |
| <b>Average Sales Price</b>         |                      | \$224,720 | <b>\$240,046</b> | + 6.8%                            | \$214,311 | <b>\$229,978</b> | + 7.3%                            |
| <b>Pct. of List Price Received</b> |                      | 97.7%     | <b>98.1%</b>     | + 0.4%                            | 97.7%     | <b>98.3%</b>     | + 0.6%                            |
| <b>Housing Affordability Index</b> |                      | 167       | <b>145</b>       | - 13.2%                           | 180       | <b>155</b>       | - 13.9%                           |
| <b>Inventory</b>                   |                      | 2,454     | <b>2,035</b>     | - 17.1%                           | --        | --               | --                                |
| <b>Months Supply</b>               |                      | 3.6       | <b>2.9</b>       | - 19.4%                           | --        | --               | --                                |

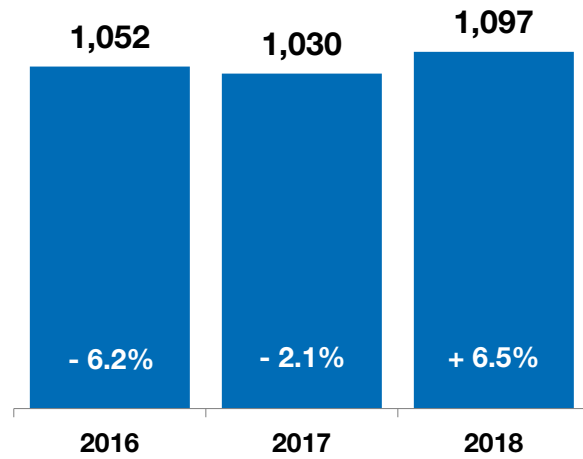


# New Listings

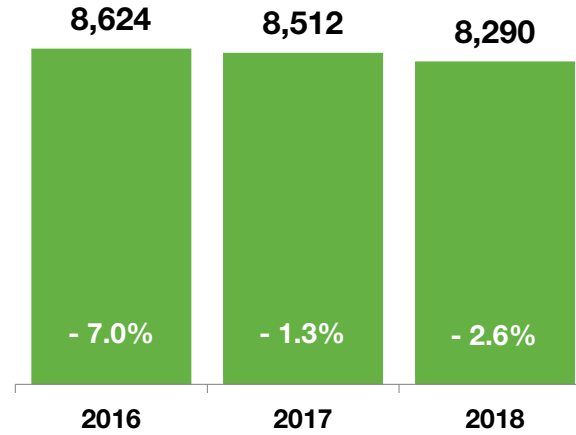
A count of the properties that have been newly listed on the market in a given month.



## August

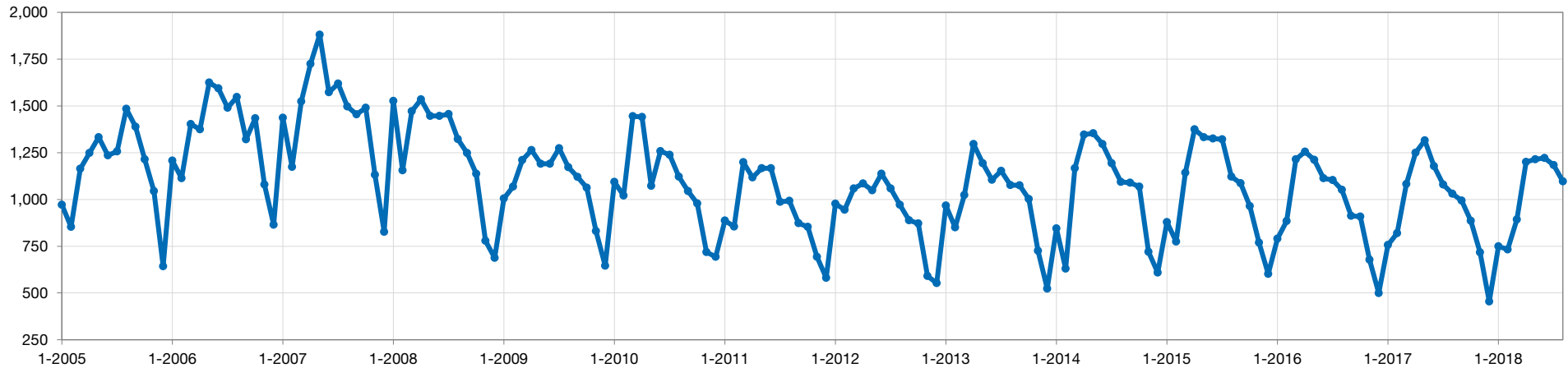


## Year to Date



|                    | New Listings | Prior Year   | Percent Change |
|--------------------|--------------|--------------|----------------|
| September 2017     | 994          | 912          | +9.0%          |
| October 2017       | 886          | 908          | -2.4%          |
| November 2017      | 717          | 678          | +5.8%          |
| December 2017      | 454          | 499          | -9.0%          |
| January 2018       | 750          | 757          | -0.9%          |
| February 2018      | 732          | 820          | -10.7%         |
| March 2018         | 892          | 1,083        | -17.6%         |
| April 2018         | 1,200        | 1,249        | -3.9%          |
| May 2018           | 1,214        | 1,316        | -7.8%          |
| June 2018          | 1,222        | 1,178        | +3.7%          |
| July 2018          | 1,183        | 1,079        | +9.6%          |
| <b>August 2018</b> | <b>1,097</b> | <b>1,030</b> | <b>+6.5%</b>   |
| 12-Month Avg       | 945          | 959          | -1.5%          |

## Historical New Listings by Month

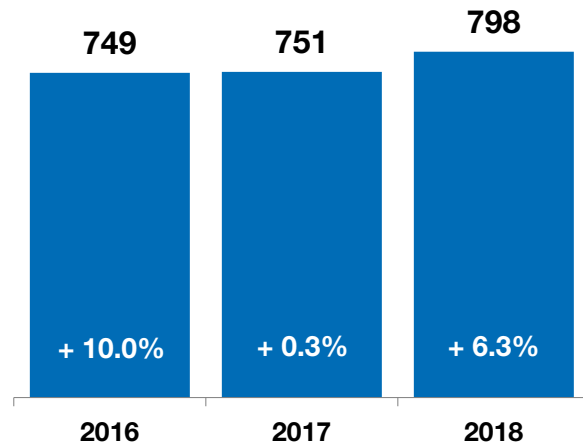


# Pending Sales

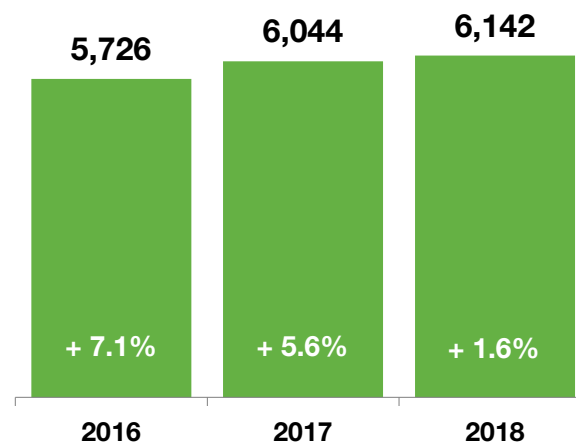
A count of the properties on which offers have been accepted in a given month.



## August



## Year to Date



|                    | Pending Sales | Prior Year | Percent Change |
|--------------------|---------------|------------|----------------|
| September 2017     | 695           | 654        | +6.3%          |
| October 2017       | 704           | 618        | +13.9%         |
| November 2017      | 595           | 543        | +9.6%          |
| December 2017      | 423           | 427        | -0.9%          |
| January 2018       | 565           | 538        | +5.0%          |
| February 2018      | 609           | 638        | -4.5%          |
| March 2018         | 716           | 779        | -8.1%          |
| April 2018         | 854           | 871        | -2.0%          |
| May 2018           | 898           | 903        | -0.6%          |
| June 2018          | 852           | 786        | +8.4%          |
| July 2018          | 850           | 778        | +9.3%          |
| <b>August 2018</b> | <b>798</b>    | <b>751</b> | <b>+6.3%</b>   |
| 12-Month Avg       | 713           | 691        | +3.2%          |

## Historical Pending Sales by Month

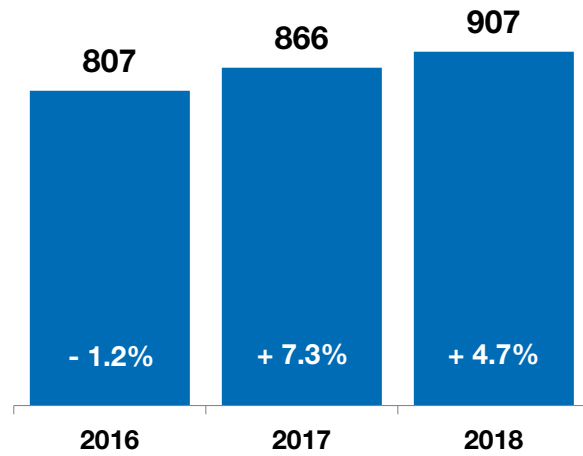


# Closed Sales

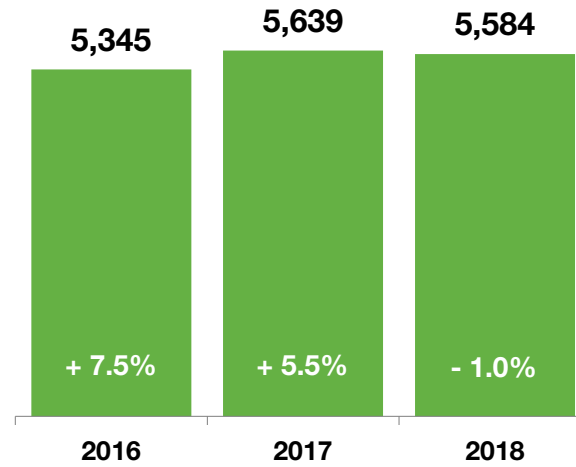
A count of the actual sales that closed in a given month.



## August

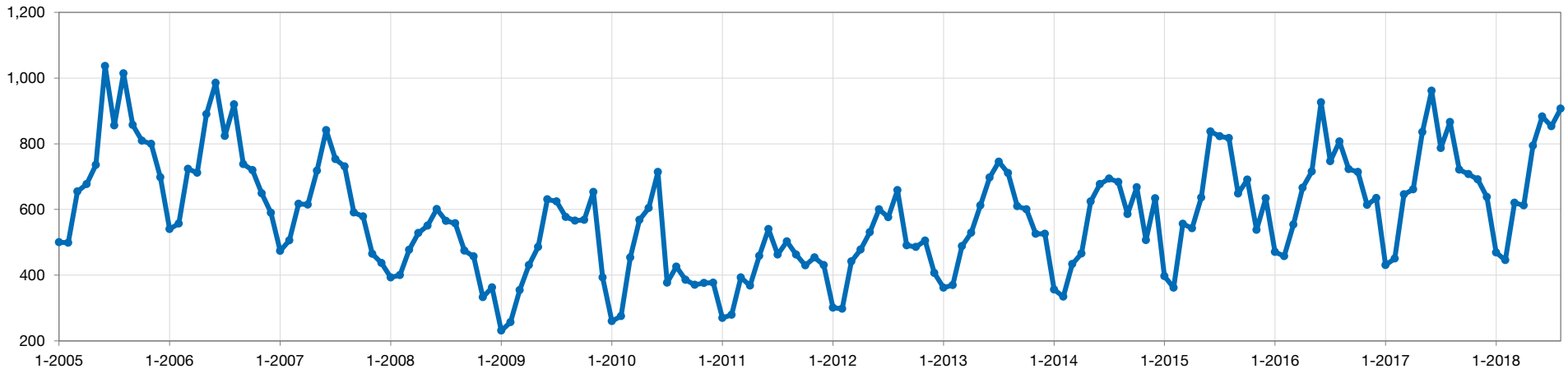


## Year to Date



|                    | Closed Sales | Prior Year | Percent Change |
|--------------------|--------------|------------|----------------|
| September 2017     | 721          | 723        | -0.3%          |
| October 2017       | 708          | 714        | -0.8%          |
| November 2017      | 692          | 614        | +12.7%         |
| December 2017      | 638          | 635        | +0.5%          |
| January 2018       | 469          | 431        | +8.8%          |
| February 2018      | 446          | 451        | -1.1%          |
| March 2018         | 620          | 646        | -4.0%          |
| April 2018         | 612          | 661        | -7.4%          |
| May 2018           | 794          | 836        | -5.0%          |
| June 2018          | 883          | 961        | -8.1%          |
| July 2018          | 853          | 787        | +8.4%          |
| <b>August 2018</b> | <b>907</b>   | <b>866</b> | <b>+4.7%</b>   |
| 12-Month Avg       | 695          | 694        | +0.1%          |

## Historical Closed Sales by Month

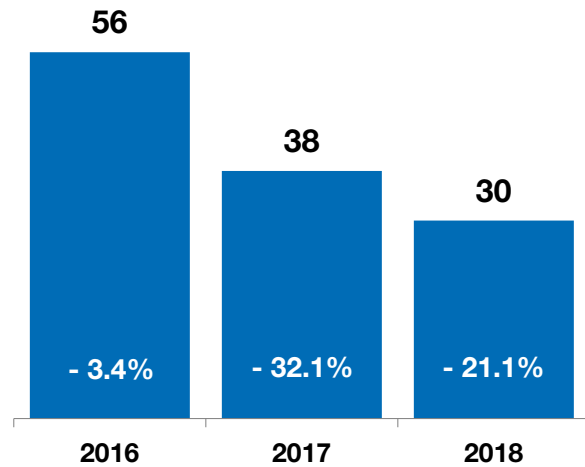


# Days on Market Until Sale

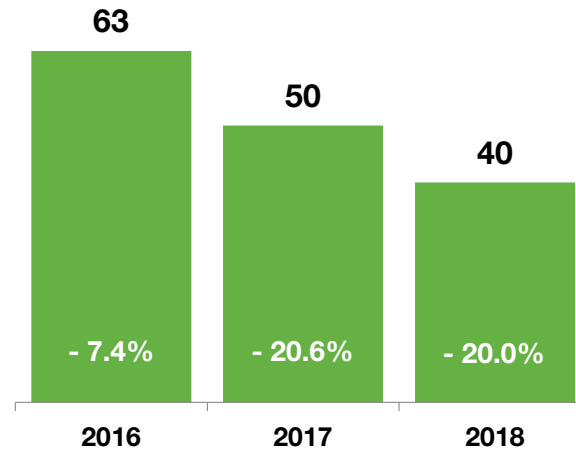
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



## Year to Date



| Days on Market     |           | Prior Year | Percent Change |
|--------------------|-----------|------------|----------------|
| September 2017     | 42        | 54         | -22.2%         |
| October 2017       | 44        | 55         | -20.0%         |
| November 2017      | 43        | 57         | -24.6%         |
| December 2017      | 51        | 69         | -26.1%         |
| January 2018       | 47        | 60         | -21.7%         |
| February 2018      | 49        | 63         | -22.2%         |
| March 2018         | 53        | 68         | -22.1%         |
| April 2018         | 48        | 59         | -18.6%         |
| May 2018           | 41        | 49         | -16.3%         |
| June 2018          | 34        | 38         | -10.5%         |
| July 2018          | 29        | 42         | -31.0%         |
| <b>August 2018</b> | <b>30</b> | <b>38</b>  | <b>-21.1%</b>  |
| 12-Month Avg*      | 41        | 53         | -22.6%         |

\* Average Days on Market of all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

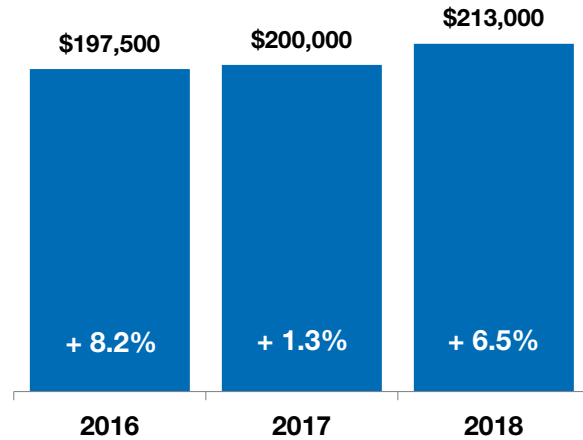


# Median Sales Price

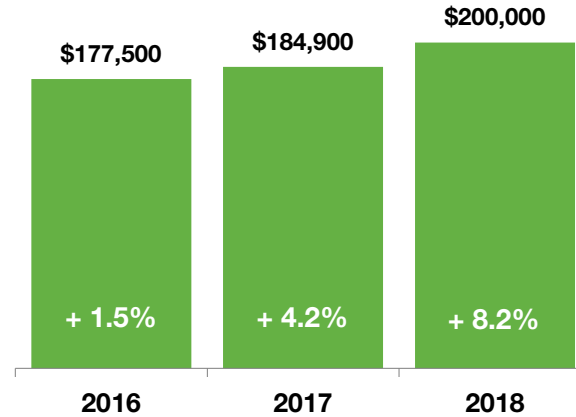
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



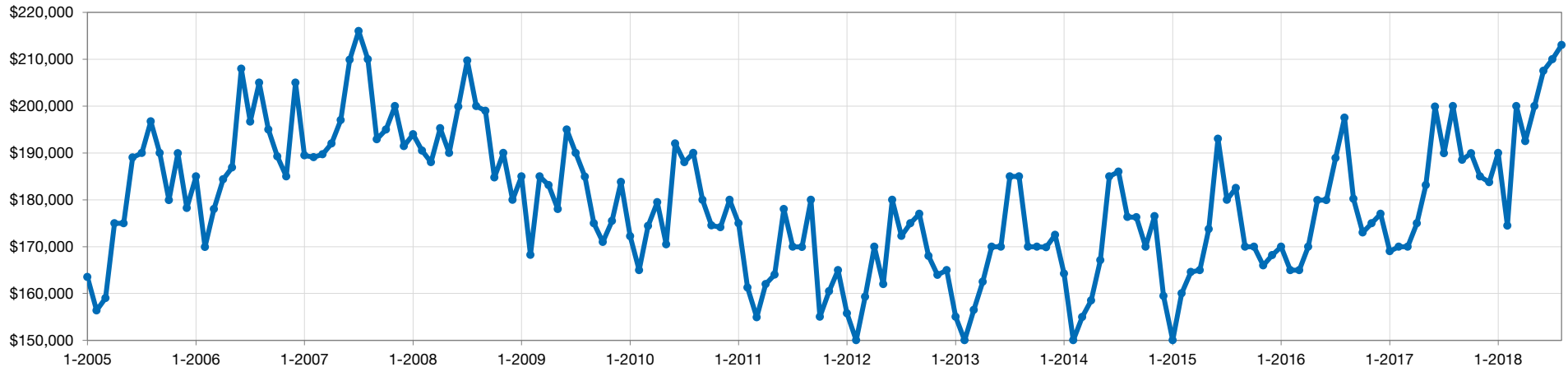
## Year to Date



|                    | Median Sales Price | Prior Year       | Percent Change |
|--------------------|--------------------|------------------|----------------|
| September 2017     | \$188,500          | \$180,200        | +4.6%          |
| October 2017       | \$189,950          | \$173,000        | +9.8%          |
| November 2017      | \$185,000          | \$175,000        | +5.7%          |
| December 2017      | \$183,750          | \$177,000        | +3.8%          |
| January 2018       | \$190,000          | \$169,000        | +12.4%         |
| February 2018      | \$174,450          | \$170,000        | +2.6%          |
| March 2018         | \$200,000          | \$170,000        | +17.6%         |
| April 2018         | \$192,500          | \$175,000        | +10.0%         |
| May 2018           | \$200,000          | \$183,105        | +9.2%          |
| June 2018          | \$207,500          | \$199,900        | +3.8%          |
| July 2018          | \$210,000          | \$189,900        | +10.6%         |
| <b>August 2018</b> | <b>\$213,000</b>   | <b>\$200,000</b> | <b>+6.5%</b>   |
| 12-Month Med*      | \$195,050          | \$180,000        | +8.4%          |

\* Median Sales Price of all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

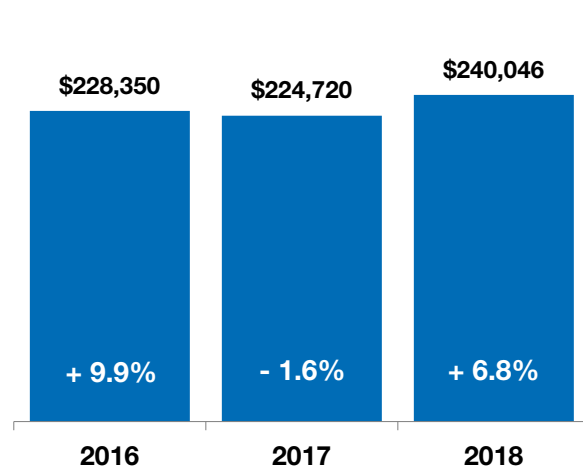


# Average Sales Price

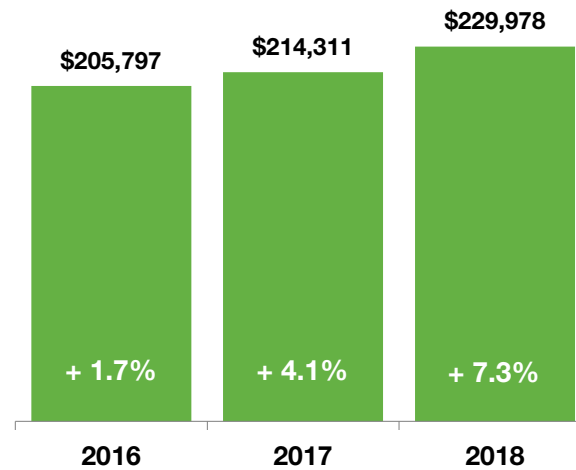
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



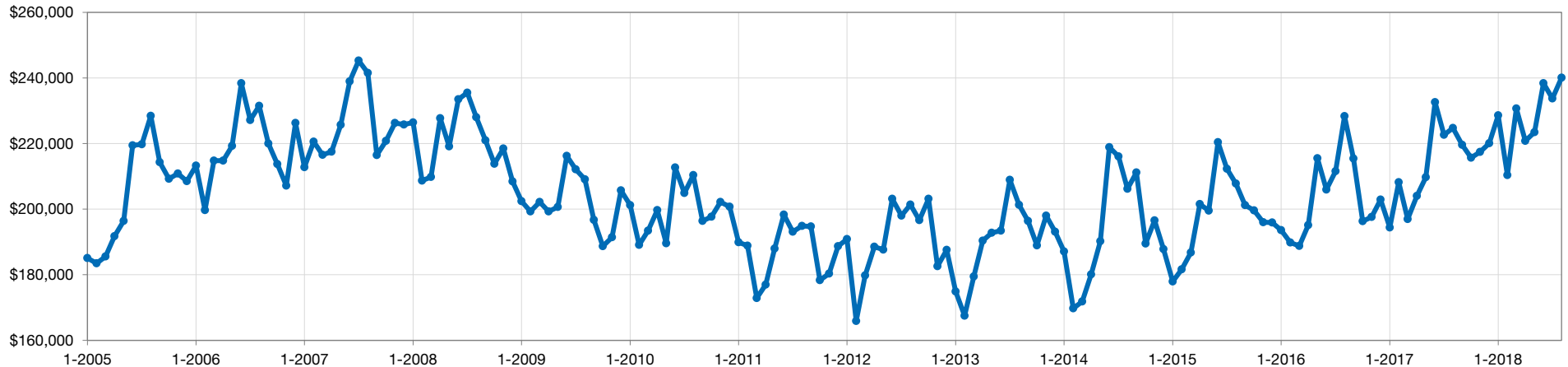
## Year to Date



|                    | Avg. Sales Price | Prior Year       | Percent Change |
|--------------------|------------------|------------------|----------------|
| September 2017     | \$219,613        | \$215,420        | +1.9%          |
| October 2017       | \$215,708        | \$196,308        | +9.9%          |
| November 2017      | \$217,464        | \$197,581        | +10.1%         |
| December 2017      | \$220,122        | \$202,879        | +8.5%          |
| January 2018       | \$228,597        | \$194,421        | +17.6%         |
| February 2018      | \$210,347        | \$208,197        | +1.0%          |
| March 2018         | \$230,671        | \$196,949        | +17.1%         |
| April 2018         | \$220,799        | \$204,045        | +8.2%          |
| May 2018           | \$223,485        | \$209,714        | +6.6%          |
| June 2018          | \$238,402        | \$232,579        | +2.5%          |
| July 2018          | \$233,719        | \$222,651        | +5.0%          |
| <b>August 2018</b> | <b>\$240,046</b> | <b>\$224,720</b> | <b>+6.8%</b>   |
| 12-Month Avg*      | \$226,078        | \$210,756        | +7.3%          |

\* Avg. Sales Price of all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



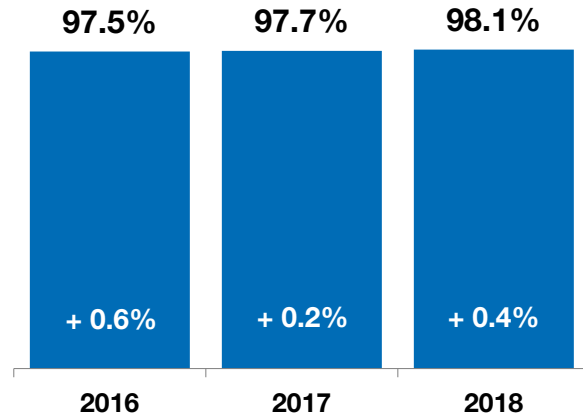


# Percent of List Price Received

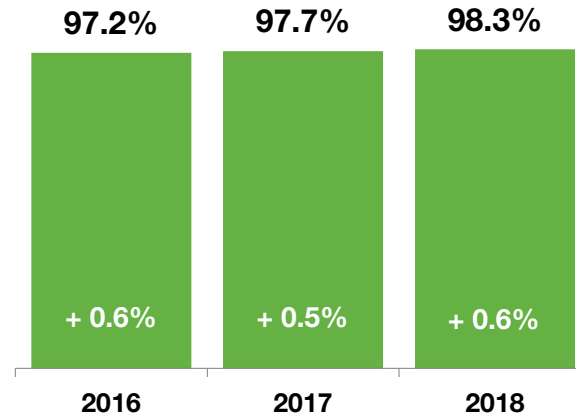


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## August



## Year to Date



|                    | Pct. of List Price Received | Prior Year   | Percent Change |
|--------------------|-----------------------------|--------------|----------------|
| September 2017     | 97.6%                       | 97.5%        | +0.1%          |
| October 2017       | 97.8%                       | 96.8%        | +1.0%          |
| November 2017      | 98.1%                       | 96.7%        | +1.4%          |
| December 2017      | 97.5%                       | 97.2%        | +0.3%          |
| January 2018       | 97.4%                       | 96.4%        | +1.0%          |
| February 2018      | 97.6%                       | 97.3%        | +0.3%          |
| March 2018         | 98.2%                       | 97.8%        | +0.4%          |
| April 2018         | 98.1%                       | 97.8%        | +0.3%          |
| May 2018           | 98.9%                       | 97.7%        | +1.2%          |
| June 2018          | 98.6%                       | 98.2%        | +0.4%          |
| July 2018          | 98.6%                       | 98.3%        | +0.3%          |
| <b>August 2018</b> | <b>98.1%</b>                | <b>97.7%</b> | <b>+0.4%</b>   |
| 12-Month Avg*      | 98.1%                       | 97.5%        | +0.6%          |

\* Average Pct. of List Price Received for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

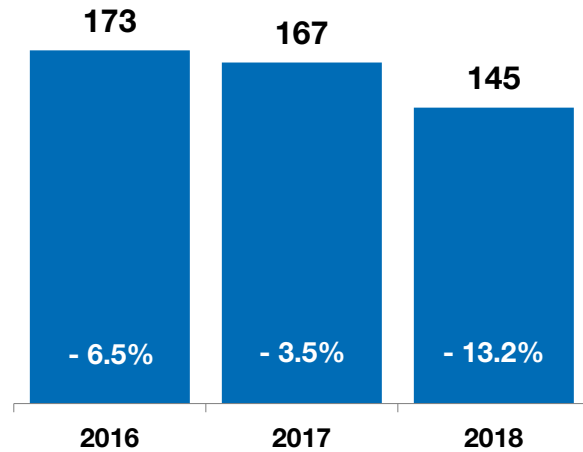


# Housing Affordability Index

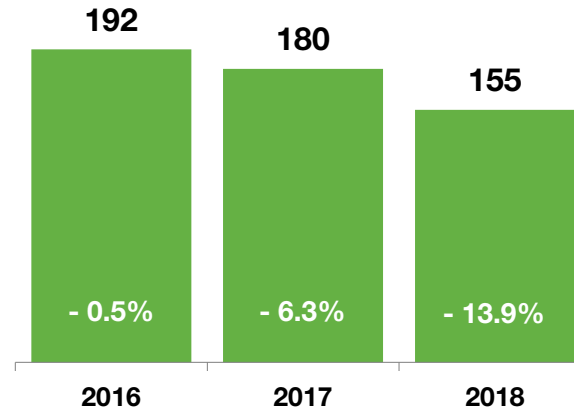
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August



## Year to Date



|                    | Affordability Index | Prior Year | Percent Change |
|--------------------|---------------------|------------|----------------|
| September 2017     | 177                 | 189        | -6.3%          |
| October 2017       | 172                 | 199        | -13.6%         |
| November 2017      | 179                 | 187        | -4.3%          |
| December 2017      | 178                 | 179        | -0.6%          |
| January 2018       | 167                 | 185        | -9.7%          |
| February 2018      | 181                 | 189        | -4.2%          |
| March 2018         | 157                 | 188        | -16.5%         |
| April 2018         | 161                 | 187        | -13.9%         |
| May 2018           | 155                 | 180        | -13.9%         |
| June 2018          | 150                 | 165        | -9.1%          |
| July 2018          | 148                 | 174        | -14.9%         |
| <b>August 2018</b> | <b>145</b>          | <b>167</b> | <b>-13.2%</b>  |
| 12-Month Avg       | 164                 | 164        | 0.0%           |

## Historical Housing Affordability Index by Month

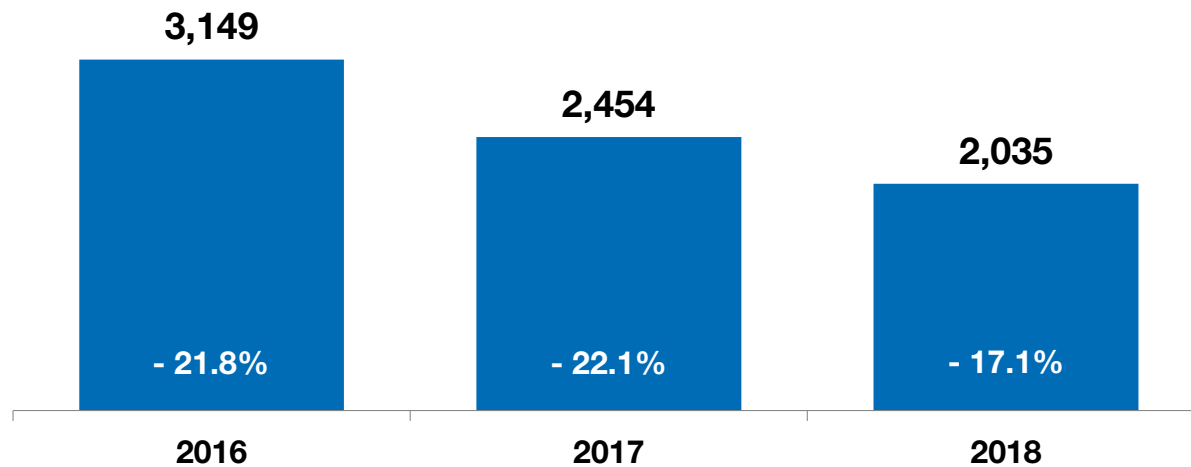


# Inventory of Homes Available

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



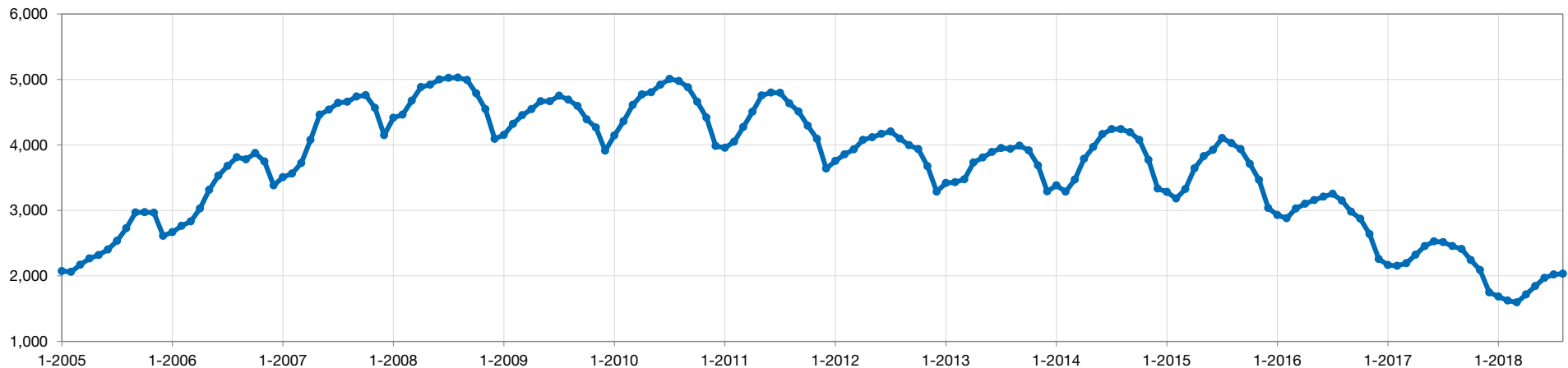
## August



| Inventory          |              | Prior Year   | Percent Change |
|--------------------|--------------|--------------|----------------|
| September 2017     | 2,410        | 2,980        | -19.1%         |
| October 2017       | 2,244        | 2,872        | -21.9%         |
| November 2017      | 2,089        | 2,638        | -20.8%         |
| December 2017      | 1,747        | 2,258        | -22.6%         |
| January 2018       | 1,685        | 2,165        | -22.2%         |
| February 2018      | 1,622        | 2,154        | -24.7%         |
| March 2018         | 1,594        | 2,194        | -27.3%         |
| April 2018         | 1,715        | 2,321        | -26.1%         |
| May 2018           | 1,844        | 2,454        | -24.9%         |
| June 2018          | 1,971        | 2,526        | -22.0%         |
| July 2018          | 2,020        | 2,517        | -19.7%         |
| <b>August 2018</b> | <b>2,035</b> | <b>2,454</b> | <b>-17.1%</b>  |
| 12-Month Avg*      | 1,915        | 2,461        | -22.2%         |

\* Inventory for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Inventory of Homes Available by Month

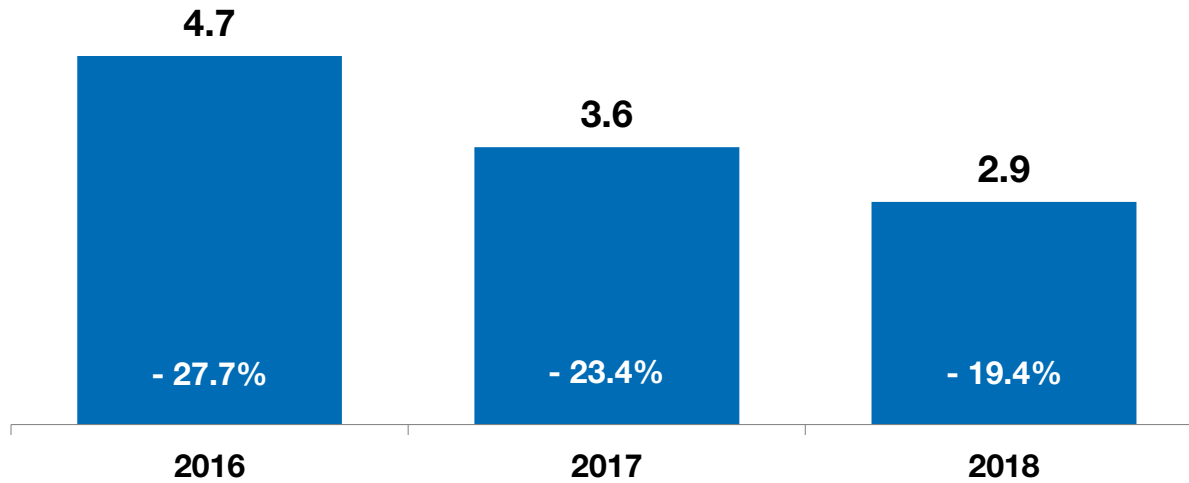


# Months Supply of Inventory

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.



## August



| Months Supply      |            | Prior Year | Percent Change |
|--------------------|------------|------------|----------------|
| September 2017     | 3.5        | 4.5        | -22.2%         |
| October 2017       | 3.2        | 4.3        | -25.6%         |
| November 2017      | 3.0        | 3.9        | -23.1%         |
| December 2017      | 2.5        | 3.4        | -26.5%         |
| January 2018       | 2.4        | 3.2        | -25.0%         |
| February 2018      | 2.3        | 3.2        | -28.1%         |
| March 2018         | 2.3        | 3.3        | -30.3%         |
| April 2018         | 2.5        | 3.5        | -28.6%         |
| May 2018           | 2.6        | 3.6        | -27.8%         |
| June 2018          | 2.8        | 3.7        | -24.3%         |
| July 2018          | 2.8        | 3.6        | -22.2%         |
| <b>August 2018</b> | <b>2.9</b> | <b>3.6</b> | <b>-19.4%</b>  |
| 12-Month Avg*      | 2.7        | 3.6        | -25.0%         |

\* Months Supply for all properties from September 2017 through August 2018. 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 2017     | YTD 2018     | +/-           | YTD 2017      | YTD 2018     | +/-           | YTD 2017     | YTD 2018     | +/-           | YTD 2017         | YTD 2018         | +/-           | 8-2017       | 8-2018       | +/-           |
| <b>Lehigh and Northampton County School Districts</b> | <b>8,512</b> | <b>8,290</b> | <b>-2.6%</b>  | <b>6,044</b>  | <b>6,142</b> | <b>+1.6%</b>  | <b>5,639</b> | <b>5,584</b> | <b>-1.0%</b>  | <b>\$214,311</b> | <b>\$229,978</b> | <b>+7.3%</b>  | <b>2,454</b> | <b>2,035</b> | <b>-17.1%</b> |
| Allentown   | 1,100        | 1,095        | -0.5%         | 828           | 871          | +5.2%         | 784          | 805          | +2.7%         | \$117,557        | \$127,474        | +8.4%         | 309          | 231          | -25.2%        |
| Catasauqua  | 111          | 124          | +11.7%        | 87            | 90           | +3.4%         | 84           | 84           | 0.0%          | \$150,888        | \$160,819        | +6.6%         | 27           | 32           | +18.5%        |
| East Penn   | 795          | 783          | -1.5%         | 581           | 579          | -0.3%         | 532          | 524          | -1.5%         | \$248,853        | \$269,142        | +8.2%         | 190          | 176          | -7.4%         |
| Northern Lehigh                                       | 193          | 184          | -4.7%         | 126           | 129          | +2.4%         | 120          | 123          | +2.5%         | \$146,068        | \$162,801        | +11.5%        | 82           | 66           | -19.5%        |
| Northwestern Lehigh                                   | 137          | 144          | +5.1%         | 86            | 100          | +16.3%        | 83           | 87           | +4.8%         | \$303,421        | \$269,250        | -11.3%        | 70           | 61           | -12.9%        |
| Parkland  | 819          | 804          | -1.8%         | 583           | 578          | -0.9%         | 529          | 541          | +2.3%         | \$272,561        | \$274,292        | +0.6%         | 223          | 183          | -17.9%        |
| Salisbury   | 161          | 163          | +1.2%         | 130           | 123          | -5.4%         | 123          | 112          | -8.9%         | \$230,560        | \$254,255        | +10.3%        | 42           | 41           | -2.4%         |
| Southern Lehigh                                       | 380          | 336          | -11.6%        | 260           | 245          | -5.8%         | 255          | 236          | -7.5%         | \$391,400        | \$430,791        | +10.1%        | 117          | 104          | -11.1%        |
| Whitehall   | 389          | 333          | -14.4%        | 277           | 270          | -2.5%         | 264          | 239          | -9.5%         | \$179,785        | \$191,498        | +6.5%         | 91           | 63           | -30.8%        |
| Bangor Area   | 321          | 319          | -0.6%         | 206           | 195          | -5.3%         | 192          | 166          | -13.5%        | \$187,676        | \$191,241        | +1.9%         | 133          | 120          | -9.8%         |
| Bethlehem   | 1,490        | 1,516        | +1.7%         | 1,087         | 1,203        | +10.7%        | 984          | 1,064        | +8.1%         | \$195,081        | \$218,989        | +12.3%        | 370          | 306          | -17.3%        |
| Easton  | 961          | 963          | +0.2%         | 654           | 691          | +5.7%         | 625          | 616          | -1.4%         | \$205,060        | \$223,574        | +9.0%         | 296          | 241          | -18.6%        |
| Nazareth  | 468          | 429          | -8.3%         | 324           | 277          | -14.5%        | 302          | 262          | -13.2%        | \$302,635        | \$308,872        | +2.1%         | 124          | 110          | -11.3%        |
| Northampton   | 548          | 466          | -15.0%        | 387           | 344          | -11.1%        | 361          | 302          | -16.3%        | \$198,960        | \$231,092        | +16.1%        | 162          | 127          | -21.6%        |
| Pen Argyl   | 164          | 151          | -7.9%         | 107           | 86           | -19.6%        | 95           | 89           | -6.3%         | \$175,465        | \$188,115        | +7.2%         | 56           | 47           | -16.1%        |
| Saucon Valley   | 256          | 262          | +2.3%         | 184           | 188          | +2.2%         | 174          | 175          | +0.6%         | \$282,209        | \$307,193        | +8.9%         | 80           | 63           | -21.3%        |
| Wilson  | 219          | 218          | -0.5%         | 137           | 173          | +26.3%        | 132          | 159          | +20.5%        | \$175,169        | \$223,519        | +27.6%        | 82           | 64           | -22.0%        |
| <b>Carbon County*</b>                                 | <b>662</b>   | <b>838</b>   | <b>+26.6%</b> | <b>421</b>    | <b>521</b>   | <b>+23.8%</b> | <b>387</b>   | <b>451</b>   | <b>+16.5%</b> | <b>\$128,531</b> | <b>\$141,592</b> | <b>+10.2%</b> | <b>354</b>   | <b>368</b>   | <b>+4.0%</b>  |
| Jim Thorpe  | 245          | 427          | +74.3%        | 144           | 244          | +69.4%        | 126          | 187          | +48.4%        | \$139,624        | \$156,117        | +11.8%        | 138          | 190          | +37.7%        |
| Lehighton   | 181          | 160          | -11.6%        | 118           | 117          | -0.8%         | 111          | 104          | -6.3%         | \$131,518        | \$146,068        | +11.1%        | 86           | 65           | -24.4%        |
| Palmerton   | 146          | 140          | -4.1%         | 105           | 102          | -2.9%         | 98           | 97           | -1.0%         | \$151,361        | \$155,474        | +2.7%         | 67           | 49           | -26.9%        |
| Panther Valley  | 80           | 90           | +12.5%        | 41            | 48           | +17.1%        | 41           | 53           | +29.3%        | \$43,481         | \$55,764         | +28.2%        | 56           | 51           | -8.9%         |
| Weatherly   | 7            | 14           | +100.0%       | 7             | 8            | +14.3%        | 6            | 6            | 0.0%          | \$73,384         | \$180,983        | +146.6%       | 4            | 7            | +75.0%        |

\* 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) |              |                  |               |
|---|--------------|-----------------|-------------|--------------|-----------------|-------------|--------------------------|--------------|------------------|--------------|------------------------|--------------|------------------|---------------|
|   | 08-2018      | Lender-Mediated | Share       | YTD 2018     | Lender-Mediated | Share       | Traditional              | + / -        | Lender-Mediated  | + / -        | Traditional            | + / -        | Lender-Mediated  | + / -         |
| <b>Lehigh and Northampton County School Districts</b> | <b>2,035</b> | <b>40</b>       | <b>2.0%</b> | <b>5,584</b> | <b>208</b>      | <b>3.7%</b> | <b>\$205,000</b>         | <b>+8.5%</b> | <b>\$104,900</b> | <b>-3.3%</b> | <b>\$205,000</b>       | <b>-6.6%</b> | <b>\$137,802</b> | <b>+10.1%</b> |
| Allentown   | 231          | 7               | 3.0%        | 805          | 40              | 5.0%        | \$124,900                | +5.2%        | \$77,550         | +19.7%       | \$129,693              | +7.0%        | \$85,037         | +11.6%        |
| Catasauqua  | 32           | 1               | 3.1%        | 84           | 7               | 8.3%        | \$146,000                | -0.8%        | \$105,000        | +30.0%       | \$166,446              | +8.1%        | \$98,922         | -3.4%         |
| East Penn   | 176          | 3               | 1.7%        | 524          | 8               | 1.5%        | \$249,000                | +10.4%       | \$175,000        | +2.3%        | \$270,068              | +7.5%        | \$201,036        | +9.0%         |
| Northern Lehigh                                       | 66           | 1               | 1.5%        | 123          | 10              | 8.1%        | \$157,250                | +2.1%        | \$79,000         | +29.6%       | \$168,679              | +9.1%        | \$96,963         | +37.6%        |
| Northwestern Lehigh                                   | 61           | 0               | 0.0%        | 87           | 4               | 4.6%        | \$252,000                | -14.2%       | \$192,725        | +9.5%        | \$271,965              | -11.8%       | \$212,902        | +22.6%        |
| Parkland  | 183          | 2               | 1.1%        | 541          | 10              | 1.8%        | \$260,000                | +1.4%        | \$168,500        | +20.4%       | \$275,678              | +0.1%        | \$200,675        | +29.9%        |
| Salisbury   | 41           | 3               | 7.3%        | 112          | 2               | 1.8%        | \$217,500                | +11.0%       | \$129,000        | -14.7%       | \$256,533              | +8.9%        | \$129,000        | -3.4%         |
| Southern Lehigh                                       | 104          | 0               | 0.0%        | 236          | 4               | 1.7%        | \$379,645                | +6.0%        | \$179,000        | -12.9%       | \$434,333              | +9.1%        | \$225,375        | +0.6%         |
| Whitehall   | 63           | 1               | 1.6%        | 239          | 8               | 3.3%        | \$185,000                | +5.7%        | \$135,400        | +27.9%       | \$192,951              | +4.3%        | \$149,713        | +45.6%        |
| Bangor Area   | 120          | 1               | 0.8%        | 166          | 10              | 6.0%        | \$169,450                | -3.2%        | \$64,750         | -36.8%       | \$198,286              | +3.6%        | \$81,329         | -38.3%        |
| Bethlehem   | 306          | 9               | 2.9%        | 1,064        | 37              | 3.5%        | \$193,000                | +10.3%       | \$113,402        | -2.3%        | \$221,804              | +11.2%       | \$136,452        | +10.2%        |
| Easton  | 241          | 4               | 1.7%        | 616          | 28              | 4.5%        | \$222,250                | +14.0%       | \$96,879         | -31.6%       | \$228,427              | +9.3%        | \$121,663        | -16.4%        |
| Nazareth  | 110          | 0               | 0.0%        | 262          | 7               | 2.7%        | \$283,605                | +3.1%        | \$220,000        | +72.8%       | \$310,196              | +1.7%        | \$260,614        | +28.6%        |
| Northampton   | 127          | 5               | 3.9%        | 302          | 14              | 4.6%        | \$227,500                | +13.8%       | \$81,750         | -32.9%       | \$237,262              | +16.7%       | \$104,148        | -19.4%        |
| Pen Argyl   | 47           | 3               | 6.4%        | 89           | 5               | 5.6%        | \$159,950                | -8.3%        | \$150,000        | +114.3%      | \$187,201              | +3.6%        | \$203,480        | +154.4%       |
| Saucon Valley   | 63           | 0               | 0.0%        | 175          | 4               | 2.3%        | \$229,900                | +12.1%       | \$447,450        | +306.8%      | \$303,137              | +3.9%        | \$480,600        | +246.1%       |
| Wilson  | 64           | 0               | 0.0%        | 159          | 10              | 6.3%        | \$155,000                | +11.5%       | \$67,000         | -31.3%       | \$229,492              | +29.9%       | \$134,522        | -13.2%        |
| <b>Carbon County*</b>                                 | <b>368</b>   | <b>12</b>       | <b>3.3%</b> | <b>451</b>   | <b>35</b>       | <b>7.8%</b> | <b>\$138,500</b>         | <b>+3.4%</b> | <b>\$50,700</b>  | <b>-7.8%</b> | <b>\$147,332</b>       | <b>+4.3%</b> | <b>\$73,859</b>  | <b>+11.7%</b> |
| Jim Thorpe  | 190          | 7               | 3.7%        | 187          | 10              | 5.3%        | \$150,000                | +6.4%        | \$73,437         | -2.3%        | \$160,265              | +2.3%        | \$83,117         | +22.4%        |
| Lehighton   | 65           | 2               | 3.1%        | 104          | 8               | 7.7%        | \$138,950                | +5.3%        | \$83,750         | +44.4%       | \$149,011              | +5.1%        | \$110,753        | +34.1%        |
| Palmerton   | 49           | 2               | 4.1%        | 97           | 5               | 5.2%        | \$143,875                | -1.5%        | \$79,000         | +21.5%       | \$158,461              | -0.0%        | \$100,524        | +24.8%        |
| Panther Valley  | 51           | 1               | 2.0%        | 53           | 10              | 18.9%       | \$54,000                 | +27.8%       | \$23,550         | +47.2%       | \$62,372               | +29.2%       | \$28,670         | +4.3%         |
| Weatherly   | 7            | 0               | 0.0%        | 6            | 0               | 0.0%        | \$141,000                | +27.5%       | \$0              | -100.0%      | \$180,983              | +56.4%       | \$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 | 8-2017    | 8-2018           | Percent Change from Previous Year | YTD 2017  | YTD 2018         | Percent Change from Previous Year |
|------------------------------------|----------------------|-----------|------------------|-----------------------------------|-----------|------------------|-----------------------------------|
| <b>New Listings</b>                |                      | 94        | <b>103</b>       | + 9.6%                            | 662       | <b>838</b>       | + 26.6%                           |
| <b>Pending Sales</b>               |                      | 64        | <b>82</b>        | + 28.1%                           | 421       | <b>521</b>       | + 23.8%                           |
| <b>Closed Sales</b>                |                      | 58        | <b>66</b>        | + 13.8%                           | 387       | <b>451</b>       | + 16.5%                           |
| <b>Days on Market</b>              |                      | 84        | <b>64</b>        | - 23.8%                           | 93        | <b>76</b>        | - 18.3%                           |
| <b>Median Sales Price</b>          |                      | \$100,000 | <b>\$142,750</b> | + 42.8%                           | \$118,000 | <b>\$133,500</b> | + 13.1%                           |
| <b>Average Sales Price</b>         |                      | \$128,876 | <b>\$146,787</b> | + 13.9%                           | \$128,531 | <b>\$141,592</b> | + 10.2%                           |
| <b>Pct. of List Price Received</b> |                      | 94.9%     | <b>95.0%</b>     | + 0.1%                            | 94.4%     | <b>94.6%</b>     | + 0.2%                            |
| <b>Housing Affordability Index</b> |                      | 167       | <b>145</b>       | - 13.2%                           | 180       | <b>155</b>       | - 13.9%                           |
| <b>Inventory</b>                   |                      | 354       | <b>368</b>       | + 4.0%                            | --        | --               | --                                |
| <b>Months Supply</b>               |                      | 7.2       | <b>6.2</b>       | - 13.9%                           | --        | --               | --                                |

