

Monthly Indicators



April 2023

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February's sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

New Listings decreased 36.5 percent to 584. Pending Sales were down 17.7 percent to 589. Inventory levels shrank 27.5 percent to 498 units.

Prices continued to gain traction. The Median Sales Price increased 12.5 percent to \$315,000. Days on Market was up 71.4 percent to 24 days. Sellers were encouraged as Months Supply of Inventory was down 20.0 percent to 0.8 months.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Activity Snapshot

- 33.6% **- 27.5%** **+ 12.5%**

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



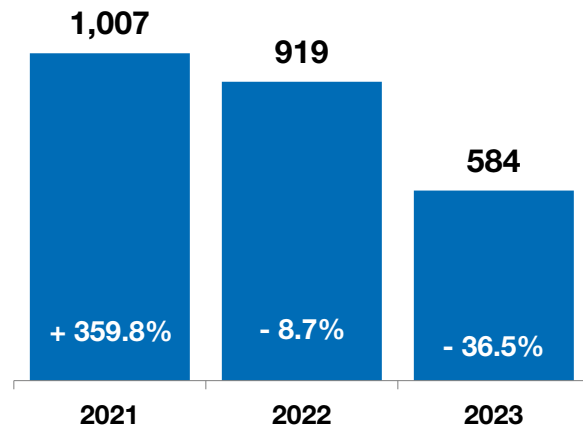
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change from Previous Year	YTD 2022	YTD 2023	Percent Change from Previous Year
New Listings		919	584	- 36.5%	2,968	2,177	- 26.7%
Pending Sales		716	589	- 17.7%	2,429	2,014	- 17.1%
Closed Sales		651	432	- 33.6%	2,235	1,679	- 24.9%
Days on Market		14	24	+ 71.4%	19	27	+ 42.1%
Median Sales Price		\$280,000	\$315,000	+ 12.5%	\$275,000	\$305,000	+ 10.9%
Average Sales Price		\$316,821	\$359,579	+ 13.5%	\$313,914	\$347,682	+ 10.8%
Pct. of List Price Received		103.2%	101.2%	- 1.9%	102.4%	100.2%	- 2.1%
Housing Affordability Index		141	110	- 22.0%	143	114	- 20.3%
Inventory		687	498	- 27.5%	--	--	--
Months Supply		1.0	0.8	- 20.0%	--	--	--

New Listings

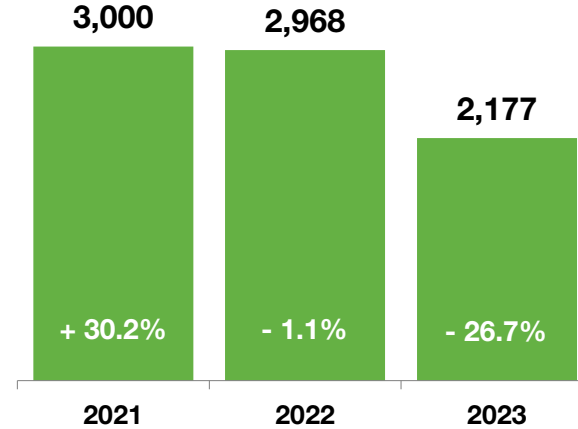
A count of the properties that have been newly listed on the market in a given month.



April

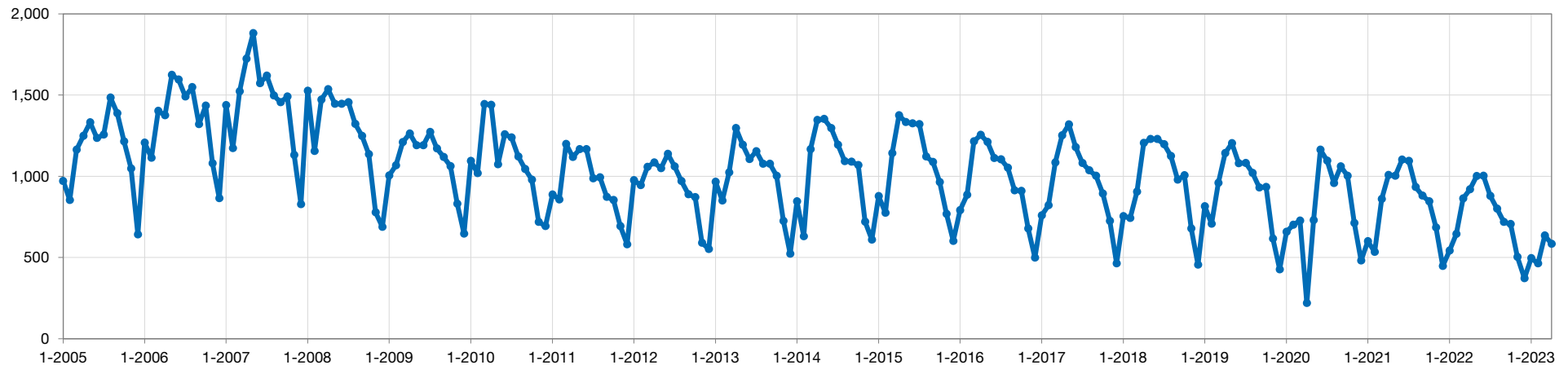


Year to Date



New Listings		Prior Year	Percent Change
May 2022	1,001	1,003	-0.2%
June 2022	1,003	1,102	-9.0%
July 2022	879	1,094	-19.7%
August 2022	800	934	-14.3%
September 2022	719	881	-18.4%
October 2022	705	846	-16.7%
November 2022	503	685	-26.6%
December 2022	371	447	-17.0%
January 2023	495	542	-8.7%
February 2023	463	644	-28.1%
March 2023	635	863	-26.4%
April 2023	584	919	-36.5%
12-Month Avg	680	830	-18.1%

Historical New Listings by Month

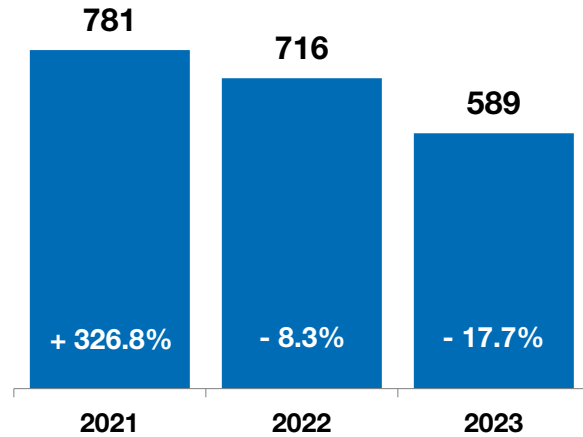


Pending Sales

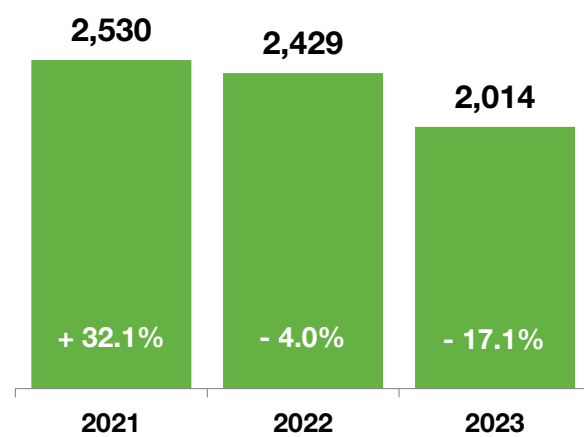
A count of the properties on which offers have been accepted in a given month.



April

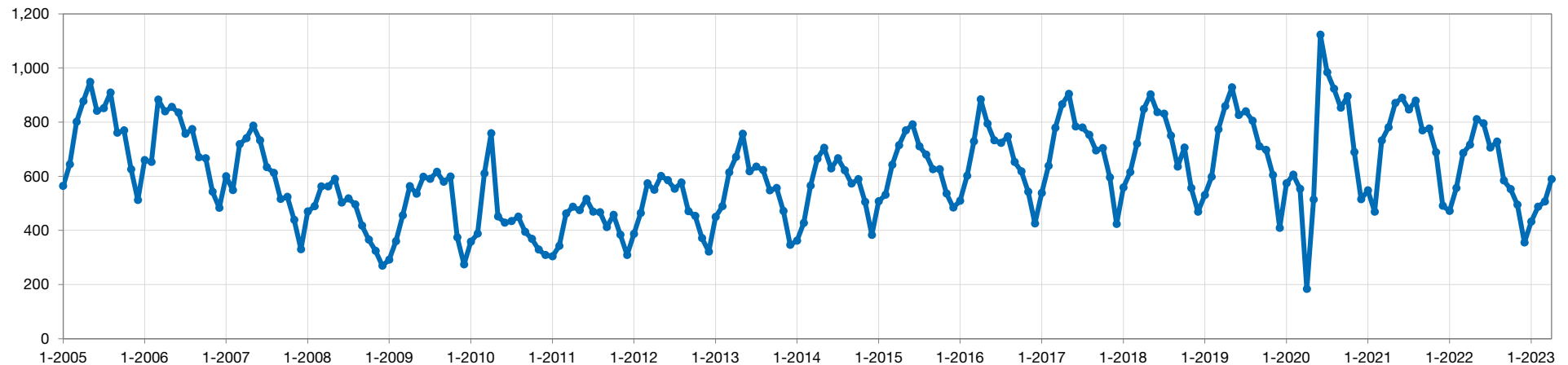


Year to Date



Pending Sales		Prior Year	Percent Change
May 2022	811	870	-6.8%
June 2022	795	890	-10.7%
July 2022	706	846	-16.5%
August 2022	728	879	-17.2%
September 2022	584	769	-24.1%
October 2022	552	776	-28.9%
November 2022	495	688	-28.1%
December 2022	355	491	-27.7%
January 2023	432	472	-8.5%
February 2023	487	556	-12.4%
March 2023	506	685	-26.1%
April 2023	589	716	-17.7%
12-Month Avg	587	720	-18.5%

Historical Pending Sales by Month

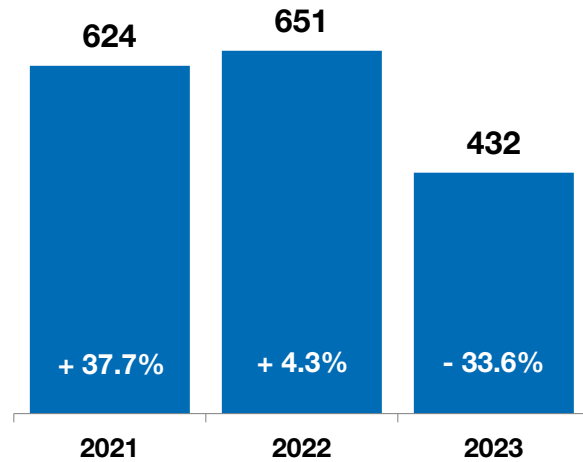


Closed Sales

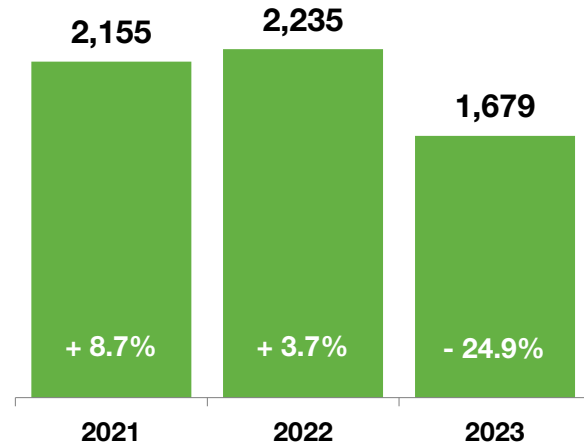
A count of the actual sales that closed in a given month.



April

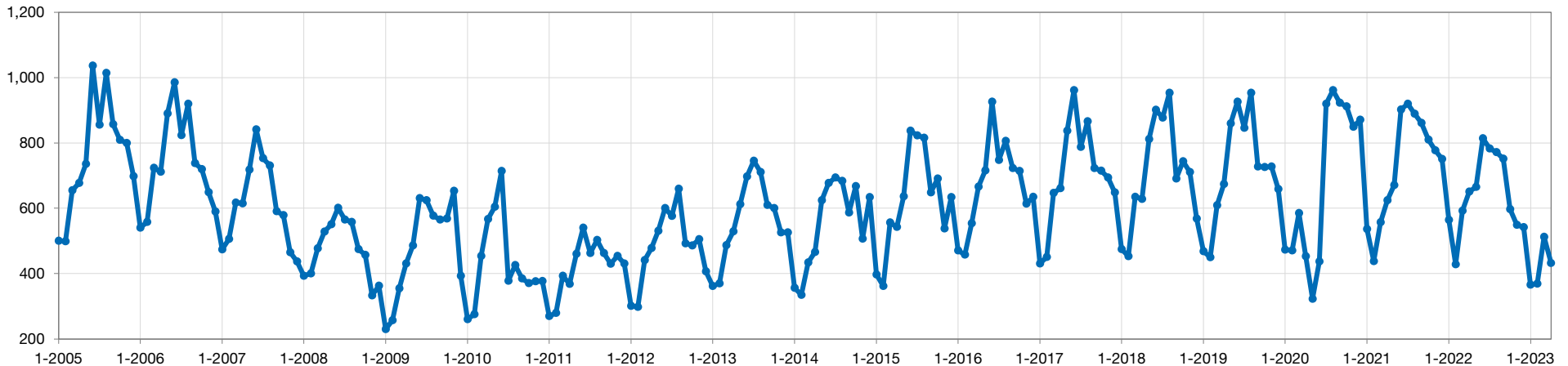


Year to Date



Closed Sales		Prior Year	Percent Change
May 2022	665	671	-0.9%
June 2022	814	902	-9.8%
July 2022	783	920	-14.9%
August 2022	772	889	-13.2%
September 2022	752	861	-12.7%
October 2022	597	810	-26.3%
November 2022	549	777	-29.3%
December 2022	542	751	-27.8%
January 2023	366	564	-35.1%
February 2023	369	428	-13.8%
March 2023	512	592	-13.5%
April 2023	432	651	-33.6%
12-Month Avg	596	735	-18.9%

Historical Closed Sales by Month

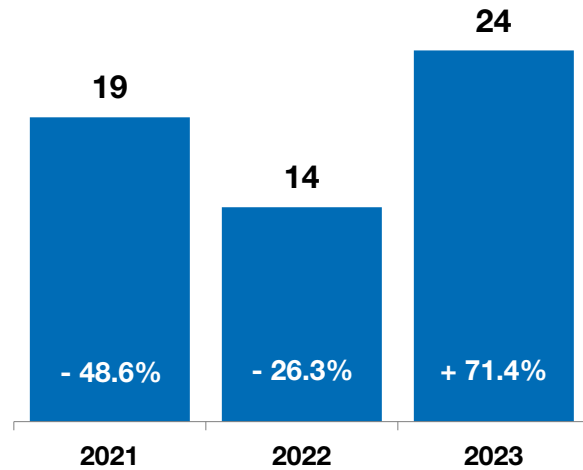


Days on Market Until Sale

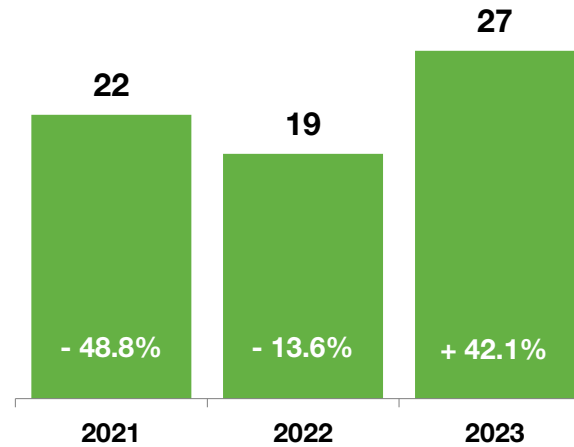
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



Days on Market		Prior Year	Percent Change
May 2022	16	15	+6.7%
June 2022	12	15	-20.0%
July 2022	13	14	-7.1%
August 2022	15	14	+7.1%
September 2022	17	16	+6.3%
October 2022	19	16	+18.8%
November 2022	18	18	0.0%
December 2022	25	19	+31.6%
January 2023	28	22	+27.3%
February 2023	30	24	+25.0%
March 2023	25	18	+38.9%
April 2023	24	14	+71.4%
12-Month Avg*	19	17	+11.8%

* Average Days on Market of all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

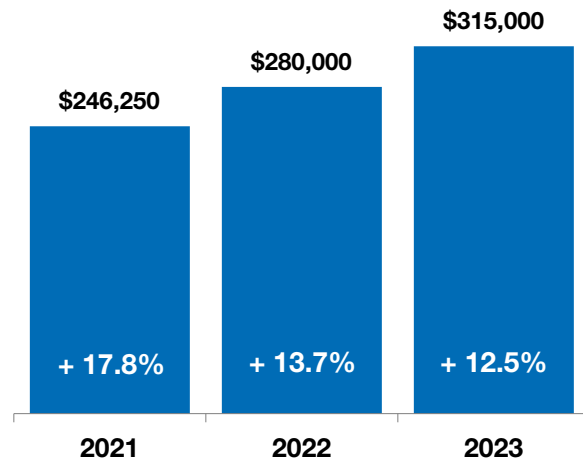


Median Sales Price

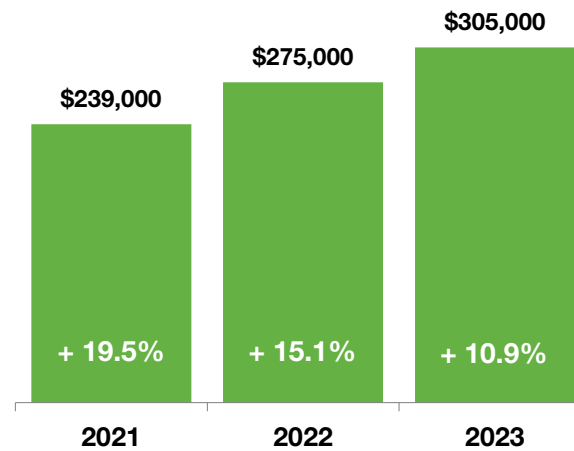
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



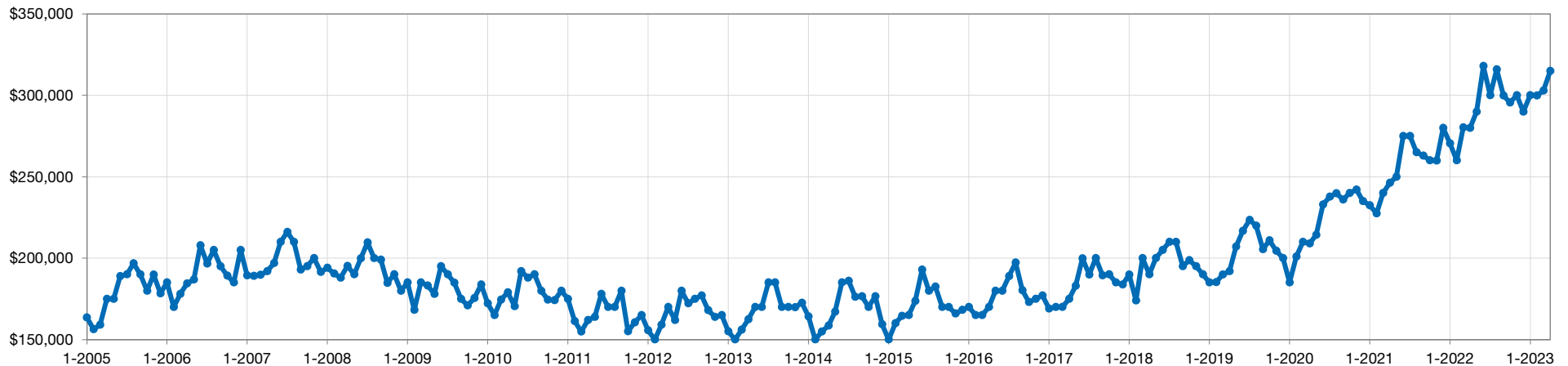
Year to Date



Median Sales Price		Prior Year	Percent Change
May 2022	\$290,000	\$250,000	+16.0%
June 2022	\$318,000	\$275,000	+15.6%
July 2022	\$300,000	\$275,000	+9.1%
August 2022	\$315,975	\$265,000	+19.2%
September 2022	\$299,940	\$263,000	+14.0%
October 2022	\$295,500	\$260,000	+13.7%
November 2022	\$300,000	\$259,900	+15.4%
December 2022	\$289,900	\$280,000	+3.5%
January 2023	\$300,000	\$270,500	+10.9%
February 2023	\$299,900	\$260,000	+15.3%
March 2023	\$303,000	\$280,250	+8.1%
April 2023	\$315,000	\$280,000	+12.5%
12-Month Med*	\$300,000	\$267,000	+12.4%

* Median Sales Price of all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month

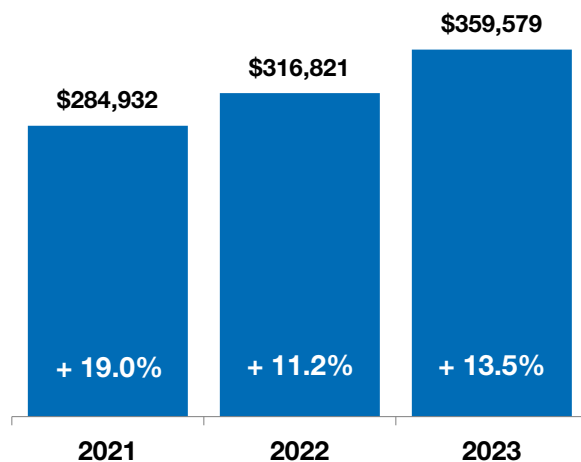


Average Sales Price

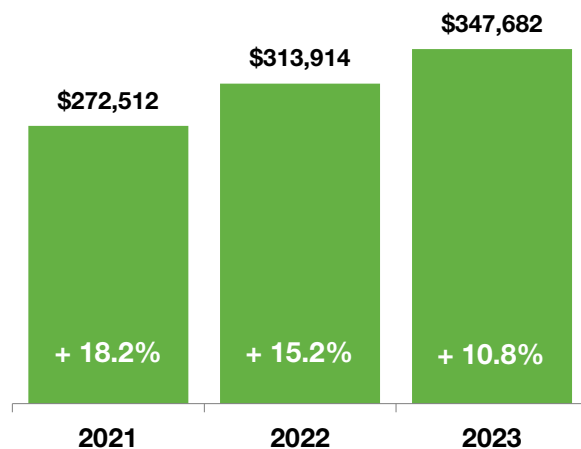
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



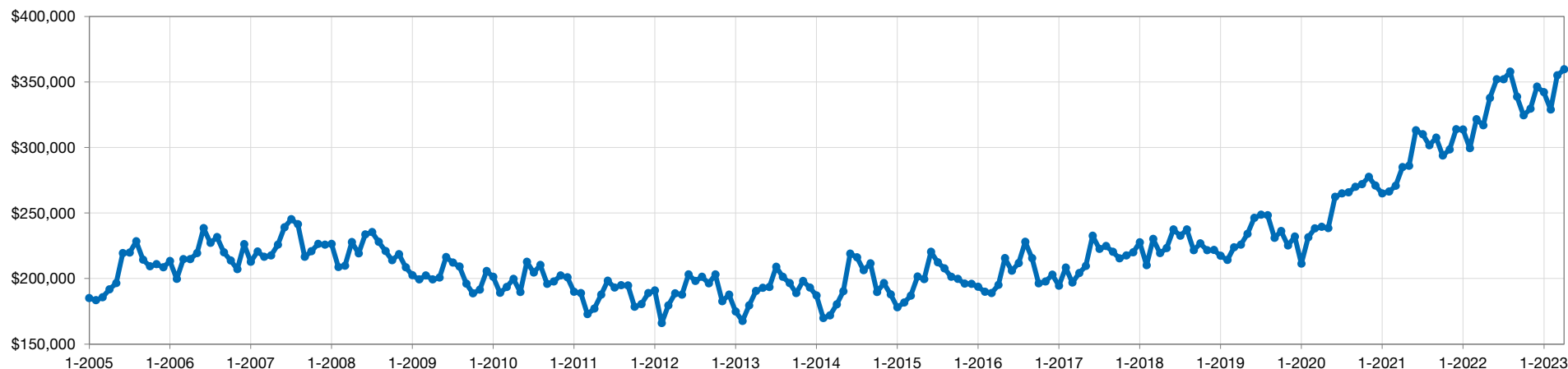
Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2022	\$337,837	\$285,870	+18.2%
June 2022	\$352,041	\$313,052	+12.5%
July 2022	\$352,052	\$310,088	+13.5%
August 2022	\$357,755	\$301,638	+18.6%
September 2022	\$338,773	\$307,403	+10.2%
October 2022	\$324,408	\$293,743	+10.4%
November 2022	\$329,443	\$298,457	+10.4%
December 2022	\$346,366	\$313,961	+10.3%
January 2023	\$342,098	\$313,567	+9.1%
February 2023	\$328,992	\$299,406	+9.9%
March 2023	\$355,106	\$321,517	+10.4%
April 2023	\$359,579	\$316,821	+13.5%
12-Month Avg*	\$344,450	\$306,205	+12.5%

* Avg. Sales Price of all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

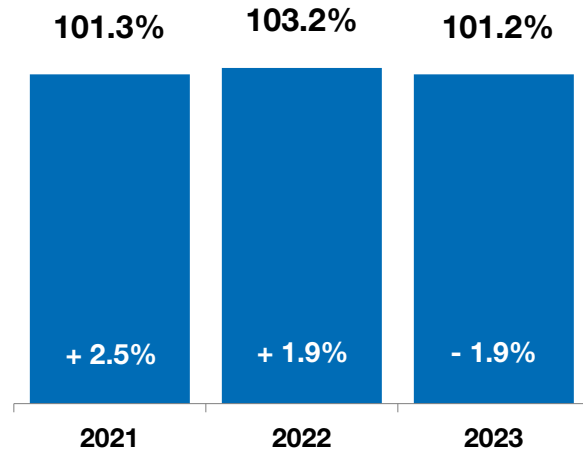


Percent of List Price Received

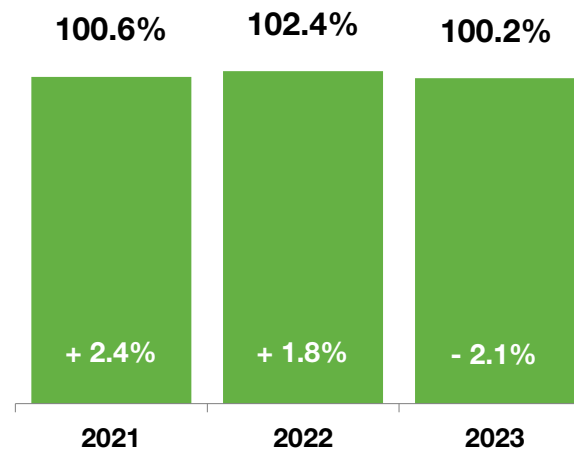
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date



Pct. of List Price Received	Prior Year	Percent Change
May 2022	104.4%	102.7% +1.7%
June 2022	103.8%	102.6% +1.2%
July 2022	102.5%	102.5% 0.0%
August 2022	101.2%	102.0% -0.8%
September 2022	101.2%	101.6% -0.4%
October 2022	100.9%	101.7% -0.8%
November 2022	100.5%	100.9% -0.4%
December 2022	99.2%	101.4% -2.2%
January 2023	98.9%	101.7% -2.8%
February 2023	100.0%	101.4% -1.4%
March 2023	100.4%	102.7% -2.2%
April 2023	101.2%	103.2% -1.9%
12-Month Avg*	101.5%	102.1% -0.6%

* Average Pct. of List Price Received for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

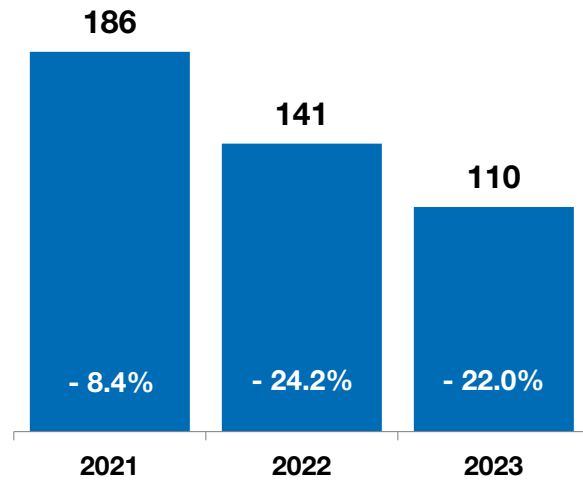


Housing Affordability Index

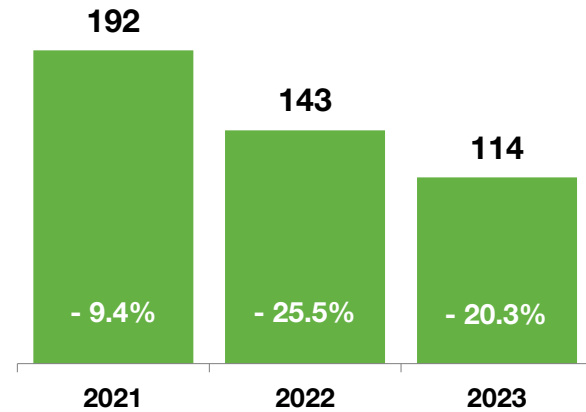
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April



Year to Date



Affordability Index		Prior Year	Percent Change
May 2022	133	185	-28.1%
June 2022	118	168	-29.8%
July 2022	126	170	-25.9%
August 2022	122	177	-31.1%
September 2022	119	177	-32.8%
October 2022	111	176	-36.9%
November 2022	114	176	-35.2%
December 2022	120	163	-26.4%
January 2023	118	168	-29.8%
February 2023	115	170	-32.4%
March 2023	115	151	-23.8%
April 2023	110	141	-22.0%
12-Month Avg	0	0	0.0%

Historical Housing Affordability Index by Month

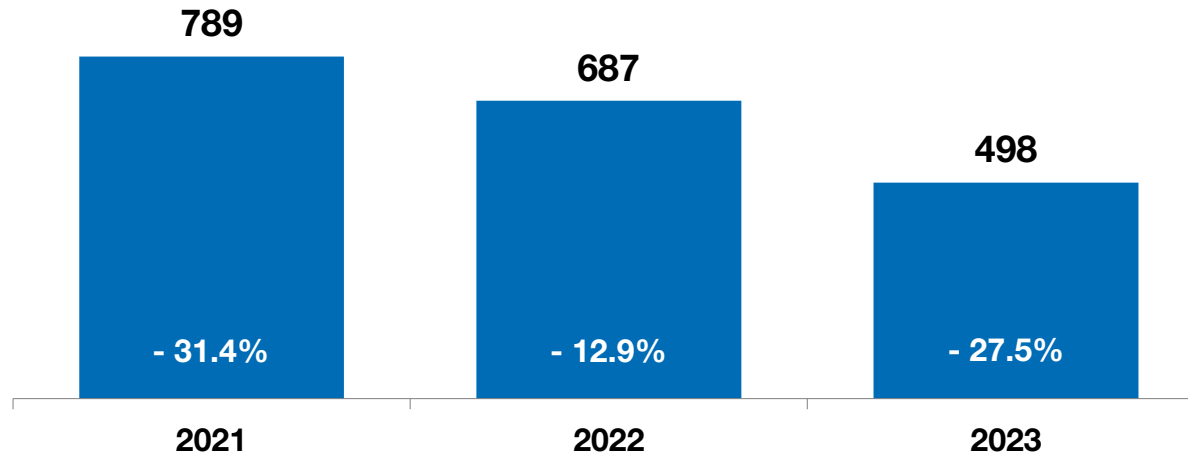


Inventory of Homes Available

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



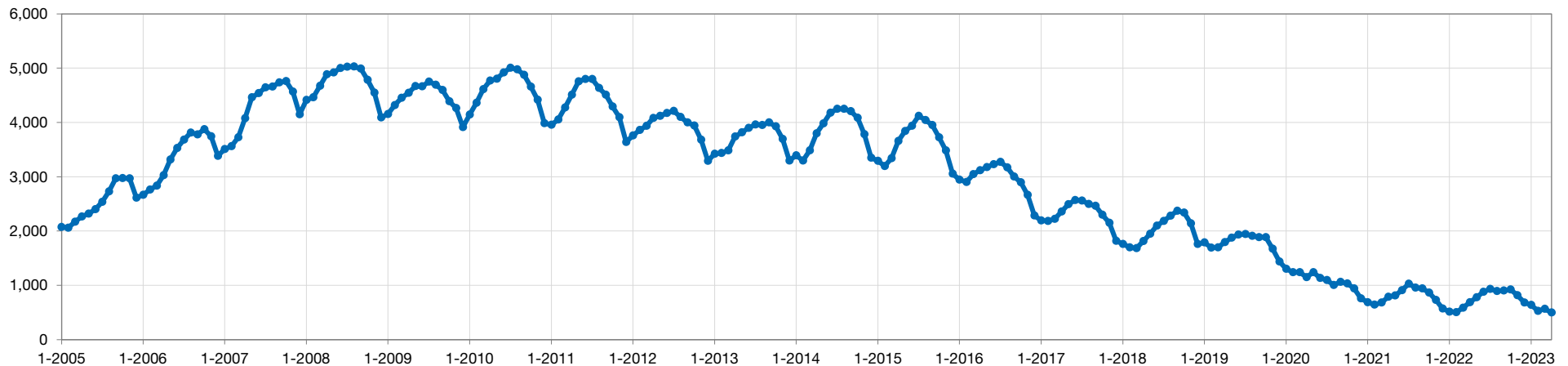
April



Inventory		Prior Year	Percent Change
May 2022	779	810	-3.8%
June 2022	878	908	-3.3%
July 2022	932	1,027	-9.3%
August 2022	895	955	-6.3%
September 2022	903	942	-4.1%
October 2022	921	865	+6.5%
November 2022	818	730	+12.1%
December 2022	683	572	+19.4%
January 2023	638	512	+24.6%
February 2023	528	505	+4.6%
March 2023	567	587	-3.4%
April 2023	498	687	-27.5%
12-Month Avg*	753	758	-0.7%

* Inventory for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Inventory of Homes Available by Month

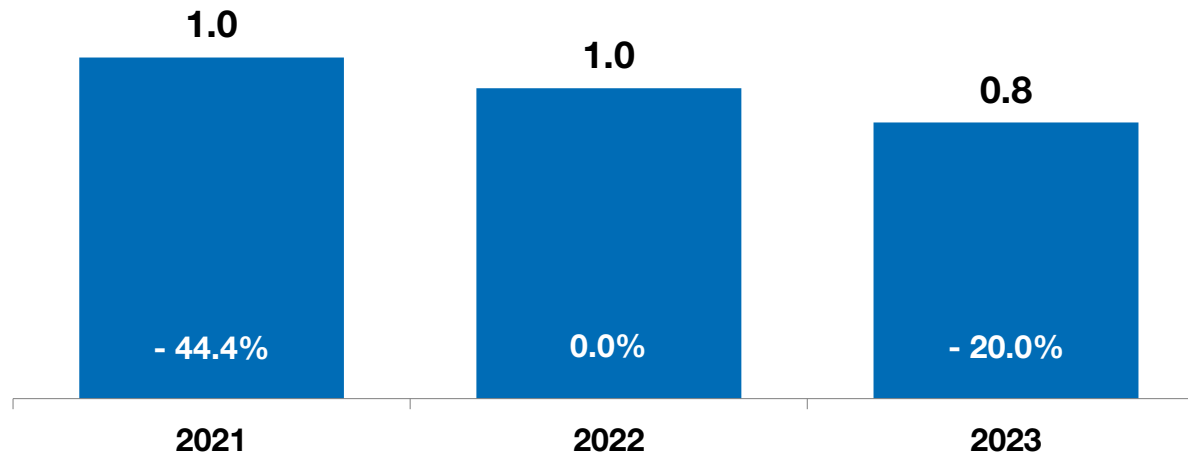


Months Supply of Inventory

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 2022	1.1	1.0	+10.0%
June 2022	1.2	1.2	0.0%
July 2022	1.3	1.4	-7.1%
August 2022	1.3	1.3	0.0%
September 2022	1.4	1.3	+7.7%
October 2022	1.4	1.2	+16.7%
November 2022	1.3	1.0	+30.0%
December 2022	1.1	0.8	+37.5%
January 2023	1.0	0.7	+42.9%
February 2023	0.9	0.7	+28.6%
March 2023	0.9	0.8	+12.5%
April 2023	0.8	1.0	-20.0%
12-Month Avg*	1.2	1.0	+20.0%

* Months Supply for all properties from May 2022 through April 2023. 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 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	4-2022	4-2023	+ / -
Lehigh and Northampton County School Districts	2,968	2,177	-26.7%	2,429	2,014	-17.1%	2,235	1,679	-24.9%	\$313,914	\$347,682	+10.8%	687	498	-27.5%
Allentown	449	306	-31.8%	375	288	-23.2%	375	242	-35.5%	\$202,813	\$224,238	+10.6%	85	56	-34.1%
Catasauqua	62	41	-33.9%	54	35	-35.2%	53	32	-39.6%	\$287,263	\$290,708	+1.2%	13	11	-15.4%
East Penn	287	204	-28.9%	224	202	-9.8%	191	181	-5.2%	\$378,562	\$387,971	+2.5%	64	35	-45.3%
Northern Lehigh	61	51	-16.4%	47	46	-2.1%	44	43	-2.3%	\$232,434	\$238,507	+2.6%	14	9	-35.7%
Northwestern Lehigh	50	31	-38.0%	38	28	-26.3%	35	22	-37.1%	\$433,686	\$513,295	+18.4%	13	11	-15.4%
Parkland	278	223	-19.8%	241	223	-7.5%	215	160	-25.6%	\$407,141	\$409,989	+0.7%	75	59	-21.3%
Salisbury	80	51	-36.3%	65	44	-32.3%	58	38	-34.5%	\$319,514	\$405,286	+26.8%	18	15	-16.7%
Southern Lehigh	110	101	-8.2%	87	82	-5.7%	76	69	-9.2%	\$477,435	\$605,282	+26.8%	24	46	+91.7%
Whitehall	115	99	-13.9%	94	97	+3.2%	87	83	-4.6%	\$267,047	\$301,910	+13.1%	24	19	-20.8%
Bangor Area	113	86	-23.9%	77	64	-16.9%	73	54	-26.0%	\$290,532	\$341,111	+17.4%	43	27	-37.2%
Bethlehem	478	349	-27.0%	396	335	-15.4%	369	278	-24.7%	\$311,612	\$320,930	+3.0%	108	59	-45.4%
Easton	348	227	-34.8%	266	210	-21.1%	254	184	-27.6%	\$325,348	\$342,702	+5.3%	90	58	-35.6%
Nazareth	145	103	-29.0%	127	100	-21.3%	113	71	-37.2%	\$401,444	\$458,956	+14.3%	30	18	-40.0%
Northampton	178	173	-2.8%	154	148	-3.9%	152	117	-23.0%	\$273,948	\$314,271	+14.7%	39	37	-5.1%
Pen Argyl	51	32	-37.3%	46	27	-41.3%	32	22	-31.3%	\$239,934	\$268,311	+11.8%	12	8	-33.3%
Saucon Valley	81	50	-38.3%	68	46	-32.4%	51	44	-13.7%	\$359,347	\$500,475	+39.3%	20	14	-30.0%
Wilson	82	50	-39.0%	70	39	-44.3%	57	39	-31.6%	\$264,482	\$323,642	+22.4%	15	16	+6.7%
Carbon County*	287	260	-9.4%	251	207	-17.5%	242	197	-18.6%	\$218,172	\$238,754	+9.4%	83	105	+26.5%
Jim Thorpe	103	116	+12.6%	95	75	-21.1%	89	72	-19.1%	\$272,174	\$281,698	+3.5%	32	69	+115.6%
Lehighton	72	53	-26.4%	58	46	-20.7%	56	45	-19.6%	\$190,916	\$219,005	+14.7%	21	15	-28.6%
Palmerton	47	45	-4.3%	35	44	+25.7%	40	43	+7.5%	\$268,403	\$255,871	-4.7%	17	9	-47.1%
Panther Valley	45	35	-22.2%	45	31	-31.1%	41	26	-36.6%	\$80,096	\$136,622	+70.6%	10	8	-20.0%
Weatherly	15	10	-33.3%	15	10	-33.3%	14	10	-28.6%	\$235,336	\$213,051	-9.5%	1	4	+300.0%

* 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)			
	04-2023	Lender-Mediated	Share	YTD 2023	Lender-Mediated	Share	Traditional	+ / -	Lender-Mediated	+ / -	Traditional	+ / -	Lender-Mediated	+ / -
Lehigh and Northampton County School Districts	498	5	1.0%	1,679	16	1.0%	\$305,100	+10.5%	\$195,750	+26.3%	\$349,068	+11.0%	\$203,652	+19.9%
Allentown	56	0	0.0%	242	5	2.1%	\$210,000	+10.5%	\$194,000	+42.6%	\$225,578	+11.1%	\$160,700	+18.2%
Catasauqua	11	0	0.0%	32	0	0.0%	\$240,450	-7.0%	\$0	-100.0%	\$290,708	+0.3%	\$0	-100.0%
East Penn	35	2	5.7%	181	1	0.6%	\$359,500	+7.3%	\$225,000	-4.3%	\$388,876	+2.5%	\$225,000	-4.3%
Northern Lehigh	9	0	0.0%	43	0	0.0%	\$240,000	+19.9%	\$0	-100.0%	\$238,507	+3.6%	\$0	-100.0%
Northwestern Lehigh	11	0	0.0%	22	0	0.0%	\$502,500	+15.5%	\$0	--	\$513,295	+18.4%	\$0	--
Parkland	59	0	0.0%	160	0	0.0%	\$381,500	-1.7%	\$0	--	\$409,989	+0.7%	\$0	--
Salisbury	15	0	0.0%	38	0	0.0%	\$377,525	+32.5%	\$0	--	\$405,286	+26.8%	\$0	--
Southern Lehigh	46	0	0.0%	69	0	0.0%	\$455,000	+1.1%	\$0	--	\$605,282	+26.8%	\$0	--
Whitehall	19	0	0.0%	83	0	0.0%	\$300,000	+13.6%	\$0	--	\$301,910	+13.1%	\$0	--
Bangor Area	27	2	7.4%	54	0	0.0%	\$310,000	+30.3%	\$0	-100.0%	\$341,111	+16.1%	\$0	-100.0%
Bethlehem	59	1	1.7%	278	6	2.2%	\$289,950	+10.7%	\$182,500	--	\$323,737	+3.9%	\$193,667	--
Easton	58	0	0.0%	184	3	1.6%	\$320,000	+12.3%	\$260,000	+36.8%	\$343,606	+5.4%	\$288,167	+51.7%
Nazareth	18	0	0.0%	71	0	0.0%	\$390,000	+4.0%	\$0	--	\$458,956	+14.3%	\$0	--
Northampton	37	0	0.0%	117	1	0.9%	\$314,990	+18.9%	\$203,425	+118.7%	\$315,227	+14.6%	\$203,425	+118.7%
Pen Argyl	8	0	0.0%	22	0	0.0%	\$267,500	+21.6%	\$0	--	\$268,311	+11.8%	\$0	--
Saucon Valley	14	0	0.0%	44	0	0.0%	\$355,000	+22.8%	\$0	--	\$500,475	+39.3%	\$0	--
Wilson	16	0	0.0%	39	0	0.0%	\$251,000	+21.3%	\$0	--	\$323,642	+22.4%	\$0	--
Carbon County*	105	3	2.9%	197	4	2.0%	\$231,750	+18.8%	\$152,034	+130.4%	\$240,296	+9.8%	\$164,767	+149.6%
Jim Thorpe	69	1	1.4%	72	1	1.4%	\$270,000	+5.9%	\$115,000	--	\$284,046	+4.4%	\$115,000	--
Lehighton	15	2	13.3%	45	1	2.2%	\$167,500	-3.0%	\$181,560	+175.1%	\$219,856	+13.8%	\$181,560	+175.1%
Palmerton	9	0	0.0%	43	1	2.3%	\$262,500	+16.7%	\$240,000	--	\$256,249	-4.5%	\$240,000	--
Panther Valley	8	0	0.0%	26	0	0.0%	\$110,000	+37.7%	\$0	--	\$136,622	+70.6%	\$0	--
Weatherly	4	0	0.0%	10	1	10.0%	\$215,000	-9.0%	\$122,507	--	\$223,111	-5.2%	\$122,507	--

* 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	4-2022	4-2023	Percent Change from Previous Year	YTD 2022	YTD 2023	Percent Change from Previous Year
New Listings		84	70	- 16.7%	287	260	- 9.4%
Pending Sales		64	53	- 17.2%	251	207	- 17.5%
Closed Sales		59	59	0.0%	242	197	- 18.6%
Days on Market		32	42	+ 31.3%	34	43	+ 26.5%
Median Sales Price		\$197,450	\$231,000	+ 17.0%	\$195,000	\$231,000	+ 18.5%
Average Sales Price		\$214,672	\$241,342	+ 12.4%	\$218,172	\$238,754	+ 9.4%
Pct. of List Price Received		99.9%	97.8%	- 2.1%	98.8%	97.2%	- 1.6%
Housing Affordability Index		142	114	- 19.7%	144	114	- 20.8%
Inventory		83	105	+ 26.5%	--	--	--
Months Supply		1.2	1.7	+ 41.7%	--	--	--