

**Gina Kelechava, REALTOR®**


*Your*  
**Lehigh Valley**  
**Real Estate Expert**



*In* my continuing efforts to be your source of real estate information in the Lehigh Valley, I am pleased to provide you in-depth data based on research from the Greater Lehigh Valley REALTORS® Multiple Listing Service (MLS). The housing market update includes information to provide the most comprehensive overview of real estate trends in the Lehigh Valley.

A few highlights from this month's statistics:

- New Listings increased 4.3 percent to 944.
- Pending Sales were up 13.3 percent to 819.
- Inventory levels shrank 7.2 percent to 1,521 units.
- The Median Sales Price decreased 5.0 percent to \$189,950.
- Days on Market was up 3.8 percent to 54 days.
- Sellers were encouraged as Months Supply of Inventory was down 8.7 percent to 2.1 months. (*Inventory of approximately 4 to 7 months is typically regarded as constituting a balanced real estate market.*)

I hope you gained some valuable insight on our current market conditions. Please keep in mind, these graphs are a depiction of the data collected from the entire MLS and might not be reflective of the statistics of your particular home or neighborhood. If you would like a free, detailed analysis of your home's current value, please don't hesitate to call. 

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# Activity Overview for March 2019

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



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Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change from Previous Year	YTD 2018	YTD 2019	Percent Change from Previous Year
<b>New Listings</b>		905	<b>944</b>	+ 4.3%	2,402	<b>2,462</b>	+ 2.5%
<b>Pending Sales</b>		723	<b>819</b>	+ 13.3%	1,909	<b>1,980</b>	+ 3.7%
<b>Closed Sales</b>		635	<b>589</b>	- 7.2%	1,563	<b>1,504</b>	- 3.8%
<b>Days on Market</b>		52	<b>54</b>	+ 3.8%	50	<b>51</b>	+ 2.0%
<b>Median Sales Price</b>		\$200,000	<b>\$189,950</b>	- 5.0%	\$188,690	<b>\$187,000</b>	- 0.9%
<b>Average Sales Price</b>		\$230,156	<b>\$225,036</b>	- 2.2%	\$223,586	<b>\$219,522</b>	- 1.8%
<b>Pct. of List Price Received</b>		98.3%	<b>97.5%</b>	- 0.8%	97.8%	<b>97.1%</b>	- 0.7%
<b>Housing Affordability Index</b>		157	<b>168</b>	+ 7.0%	167	<b>171</b>	+ 2.4%
<b>Inventory</b>		1,639	<b>1,521</b>	- 7.2%	--	--	--
<b>Months Supply</b>		2.3	<b>2.1</b>	- 8.7%	--	--	--