

**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 decreased 7.0 percent to 674.
- Pending Sales were up 1.3 percent to 609.
- Inventory levels shrank 8.6 percent to 1,935 units.
- The Median Sales Price increased 5.4 percent to \$195,000.
- Days on Market was down 9.3 percent to 39 days.
- Sellers were encouraged as Months Supply of Inventory was down 10.0 percent to 2.7 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 November 2018

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	11-2017	11-2018	Percent Change from Previous Year	YTD 2017	YTD 2018	Percent Change from Previous Year
<b>New Listings</b>		725	<b>674</b>	- 7.0%	11,150	<b>11,033</b>	- 1.0%
<b>Pending Sales</b>		601	<b>609</b>	+ 1.3%	8,053	<b>8,099</b>	+ 0.6%
<b>Closed Sales</b>		694	<b>669</b>	- 3.6%	7,773	<b>7,811</b>	+ 0.5%
<b>Days on Market</b>		43	<b>39</b>	- 9.3%	48	<b>38</b>	- 20.8%
<b>Median Sales Price</b>		\$185,000	<b>\$195,000</b>	+ 5.4%	\$185,000	<b>\$199,900</b>	+ 8.1%
<b>Average Sales Price</b>		\$217,527	<b>\$219,782</b>	+ 1.0%	\$215,171	<b>\$226,992</b>	+ 5.5%
<b>Pct. of List Price Received</b>		98.1%	<b>97.3%</b>	- 0.8%	97.8%	<b>98.2%</b>	+ 0.4%
<b>Housing Affordability Index</b>		179	<b>148</b>	- 17.3%	179	<b>145</b>	- 19.0%
<b>Inventory</b>		2,116	<b>1,935</b>	- 8.6%	--	--	--
<b>Months Supply</b>		3.0	<b>2.7</b>	- 10.0%	--	--	--