

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