

# 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 decreased 12.2 percent to 721.
- Pending Sales were up 1.1 percent to 646.
- Inventory levels shrank 30.1 percent to 1,497 units.
- The Median Sales Price increased 2.9 percent to \$175,000.
- Days on Market was down 23.8 percent to 48 days.
- Sellers were encouraged as Months Supply of Inventory was down 34.4 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. 

## RE/MAX real estate

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# Activity Overview for February 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	2-2017	2-2018	Percent Change from Previous Year	YTD 2017	YTD 2018	Percent Change from Previous Year
New Listings		821	721	- 12.2%	1,578	1,465	- 7.2%
Pending Sales		639	646	+ 1.1%	1,179	1,222	+ 3.6%
Closed Sales		451	421	- 6.7%	882	889	+ 0.8%
Days on Market		63	48	- 23.8%	62	47	- 24.2%
Median Sales Price		\$170,000	\$175,000	+ 2.9%	\$169,900	\$180,900	+ 6.5%
Average Sales Price		\$208,197	\$212,530	+ 2.1%	\$201,458	\$221,186	+ 9.8%
Pct. of List Price Received		97.3%	97.7%	+ 0.4%	96.8%	97.6%	+ 0.8%
Housing Affordability Index		189	181	- 4.2%	189	175	- 7.4%
Inventory		2,141	1,497	- 30.1%	--	--	--
Months Supply		3.2	2.1	- 34.4%	--	--	--