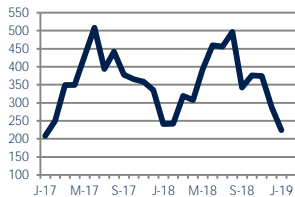


Units Sold

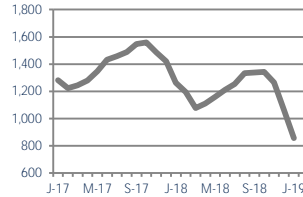
224



Down -7%
Vs. Year Ago

Active Inventory

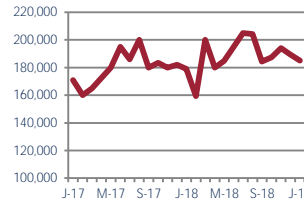
856



Down -32%
Vs. Year Ago

Median Sale Price

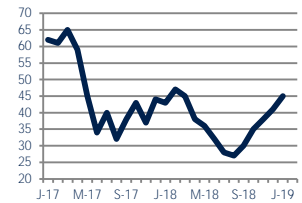
\$184,950



Up 3%
Vs. Year Ago

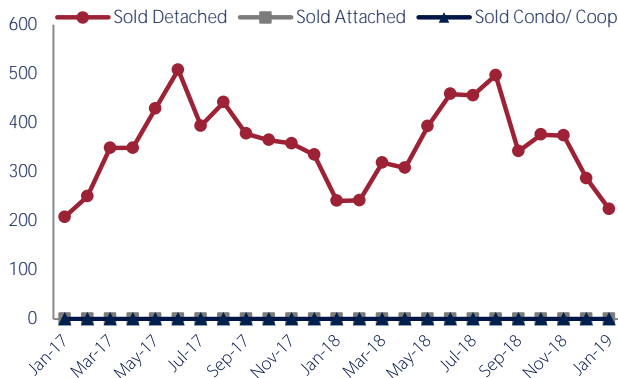
Days On Market

45



Up 5%
Vs. Year Ago

Units Sold*



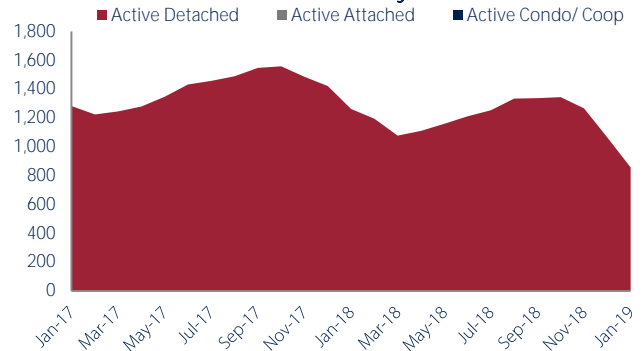
Units Sold

There was a decrease in total units sold in January, with 224 sold this month in Lehigh County versus 287 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 7% versus January 2018.

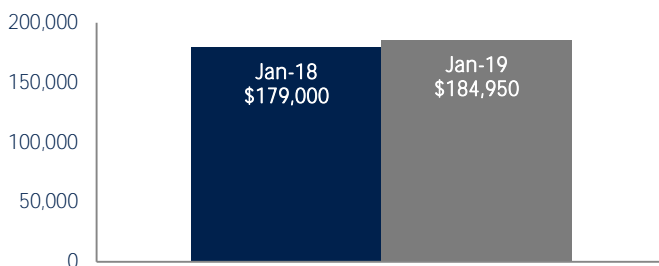
Active Inventory

Versus last year, the total number of homes available this month is lower by 406 units or 32%. The total number of active inventory this January was 856 compared to 1,262 in January 2018. This month's total of 856 is lower than the previous month's total supply of available inventory of 1,064, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Lehigh County Homes was \$179,000. This January, the median sale price was \$184,950, an increase of 3% or \$5,950 compared to last year. The current median sold price is 2% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

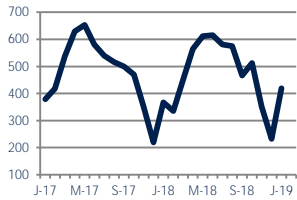


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by GLVR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of GLVR or Long & Foster Real Estate, Inc.



New Listings

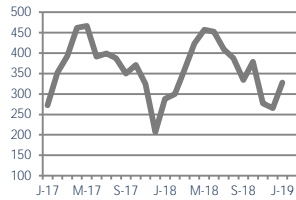
419



Up 14%
Vs. Year Ago

Current Contracts

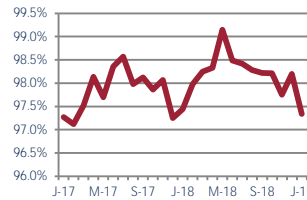
328



Up 14%
Vs. Year Ago

Sold Vs. List Price

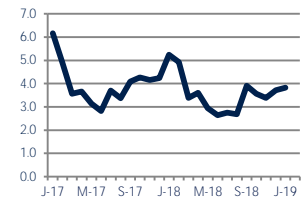
97.3%



No Change
Vs. Year Ago

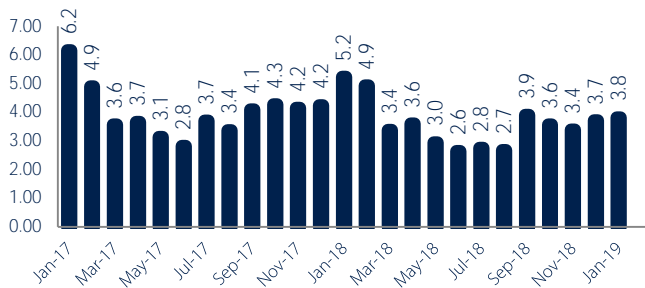
Months of Supply

3.8



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

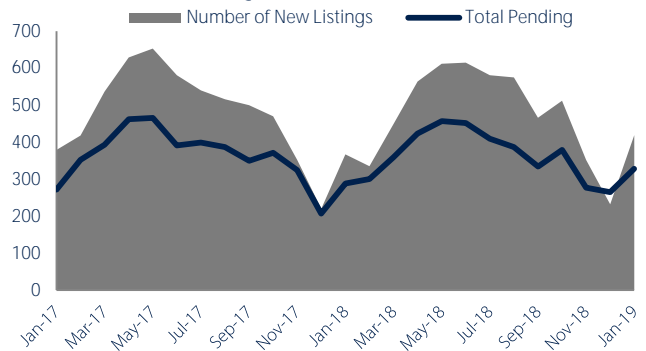
In January, there was 3.8 months of supply available in Lehigh County, compared to 5.2 in January 2018. That is a decrease of 27% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

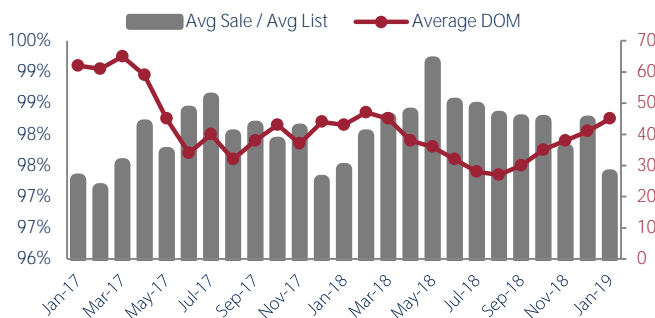
New Listings & Current Contracts

This month there were 419 homes newly listed for sale in Lehigh County compared to 367 in January 2018, an increase of 14%. There were 328 current contracts pending sale this January compared to 288 a year ago. The number of current contracts is 14% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Lehigh County was 97.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 45, higher than the average last year, which was 43, an increase of 5%.



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