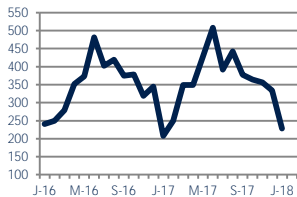




**Units Sold**

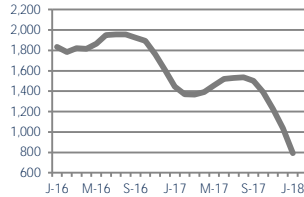
228



**Up 10%**  
Vs. Year Ago

**Active Inventory**

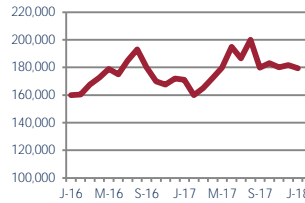
793



**Down -45%**  
Vs. Year Ago

**Median Sale Price**

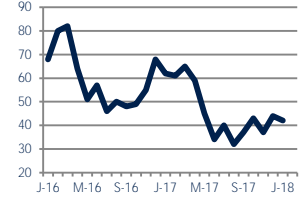
\$179,500



**Up 5%**  
Vs. Year Ago

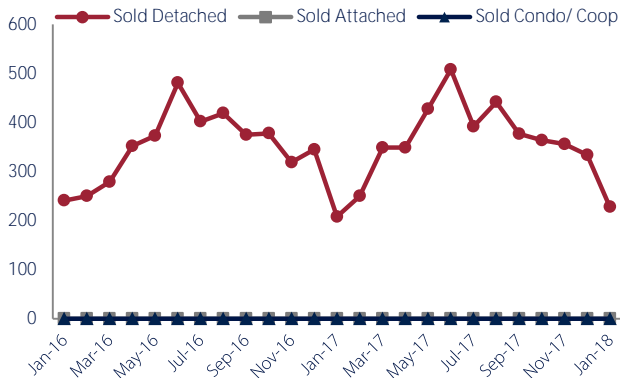
**Days On Market**

42



**Down -32%**  
Vs. Year Ago

**Units Sold\***



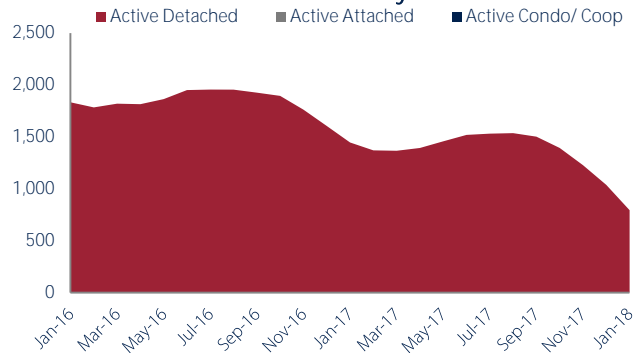
**Units Sold**

There was a decrease in total units sold in January, with 228 sold this month in Lehigh County versus 334 last month, a decrease of 32%. This month's total units sold was higher than at this time last year, an increase of 10% versus January 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 653 units or 45%. The total number of active inventory this January was 793 compared to 1,446 in January 2017. This month's total of 793 is lower than the previous month's total supply of available inventory of 1,037, a decrease of 24%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last January, the median sale price for Lehigh County Homes was \$171,000. This January, the median sale price was \$179,500, an increase of 5% or \$8,500 compared to last year. The current median sold price is 1% 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.

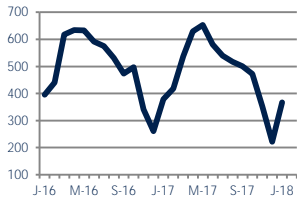


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LVAR and 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 LVAR or Long & Foster Real Estate, Inc.



**New Listings**

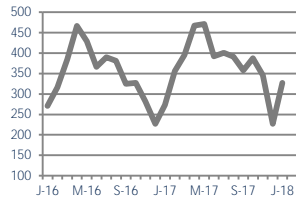
367



Down -3%  
Vs. Year Ago

**Current Contracts**

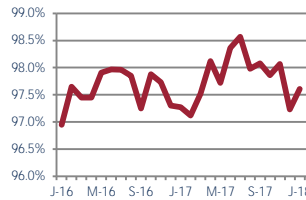
327



Up 20%  
Vs. Year Ago

**Sold Vs. List Price**

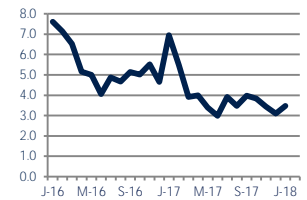
97.6%



No Change  
Vs. Year Ago

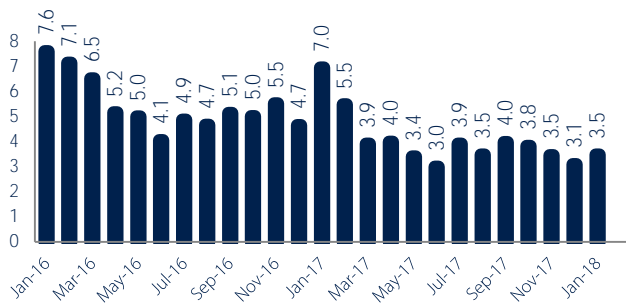
**Months of Supply**

3.5



Down -50%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

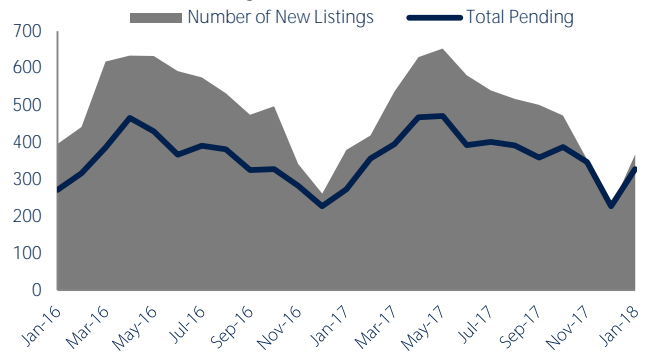
In January, there was 3.5 months of supply available in Lehigh County, compared to 7.0 in January 2017. That is a decrease of 50% versus a year ago.

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.

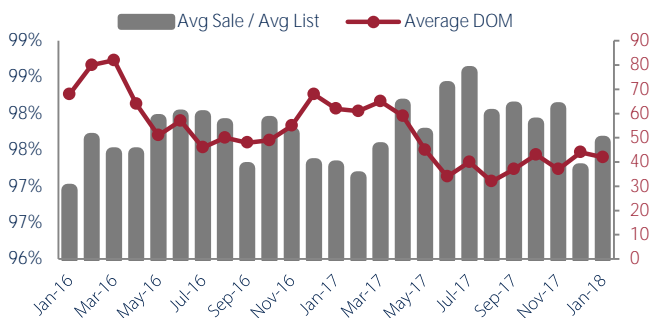
**New Listings & Current Contracts**

This month there were 367 homes newly listed for sale in Lehigh County compared to 379 in January 2017, a decrease of 3%. There were 327 current contracts pending sale this January compared to 273 a year ago. The number of current contracts is 20% 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 97.6% 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 42, lower than the average last year, which was 62, a decrease of 32%.



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