

Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



Town of Bethlehem

+ 22.2%

- 19.4%

+ 5.3%

Change in
New Listings

Change in
Closed Sales

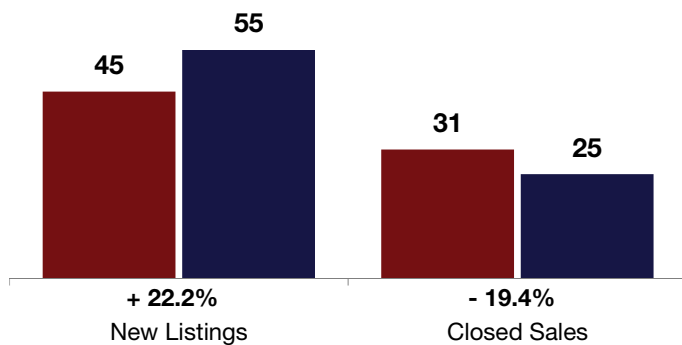
Change in
Median Sales Price

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	45	55	+ 22.2%	135	138	+ 2.2%
Closed Sales	31	25	- 19.4%	82	84	+ 2.4%
Median Sales Price*	\$264,900	\$279,000	+ 5.3%	\$263,050	\$293,500	+ 11.6%
Percent of Original List Price Received*	97.1%	98.0%	+ 1.0%	97.4%	96.7%	- 0.7%
Days on Market Until Sale	65	35	- 46.3%	48	52	+ 7.5%
Inventory of Homes for Sale	163	118	- 27.6%	--	--	--
Months Supply of Inventory	4.3	3.0	- 31.4%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

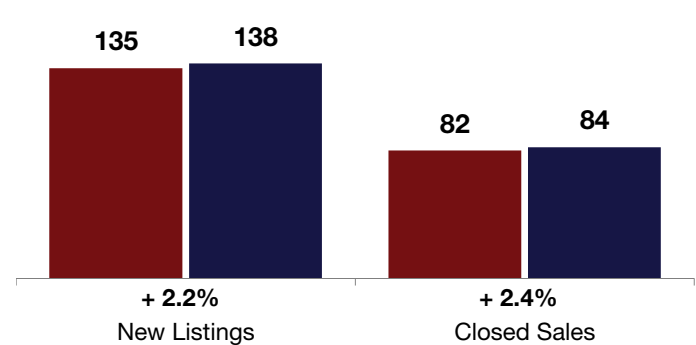
March

■ 2019 ■ 2020

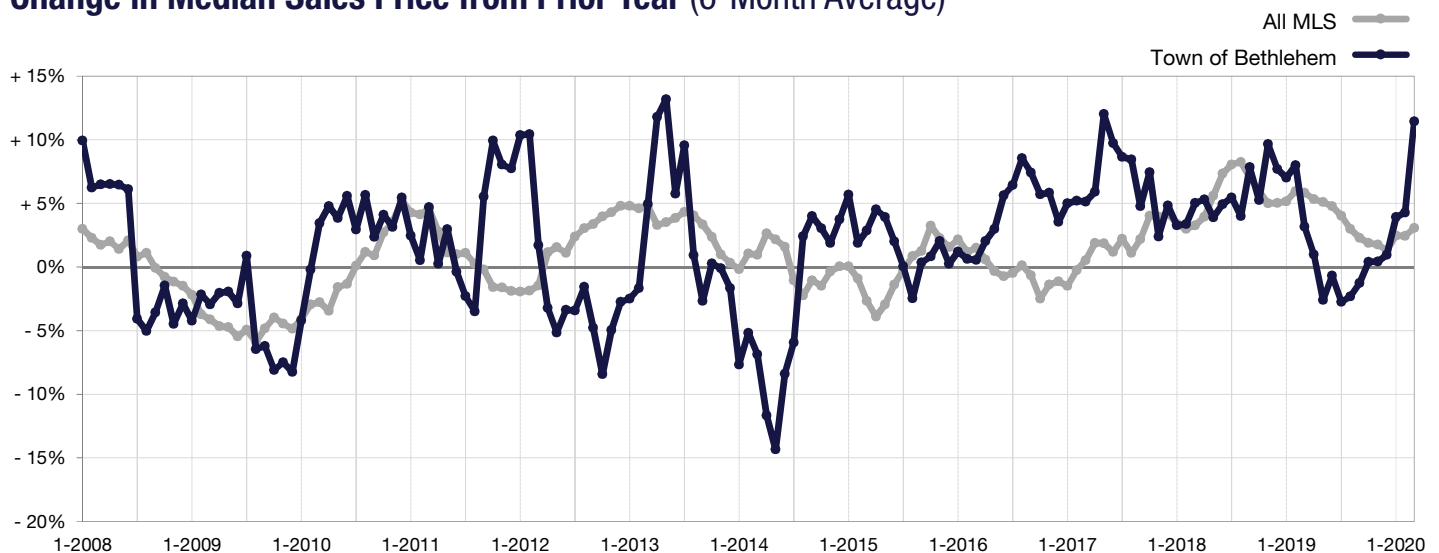


Year to Date

■ 2019 ■ 2020



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.