

Local Market Update – March 2021

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



Town of Bethlehem

- 12.7%

Change in
New Listings

- 23.1%

Change in
Closed Sales

- 0.7%

Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	55	48	- 12.7%	139	107	- 23.0%
Closed Sales	26	20	- 23.1%	86	78	- 9.3%
Median Sales Price*	\$282,000	\$280,000	- 0.7%	\$301,750	\$281,000	- 6.9%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	96.8%	99.6%	+ 2.8%
Days on Market Until Sale	33	64	+ 91.9%	50	30	- 40.0%
Inventory of Homes for Sale	124	58	- 53.2%	--	--	--
Months Supply of Inventory	3.1	1.5	- 53.0%	--	--	--

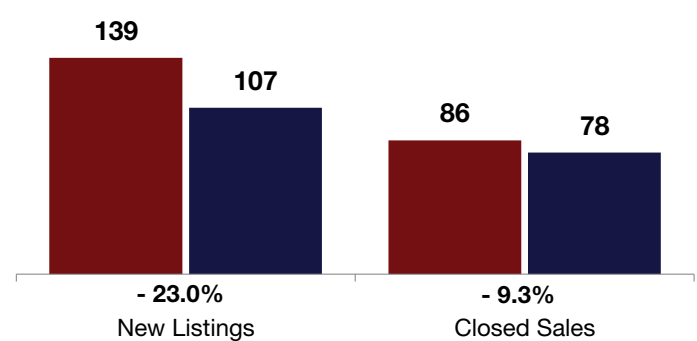
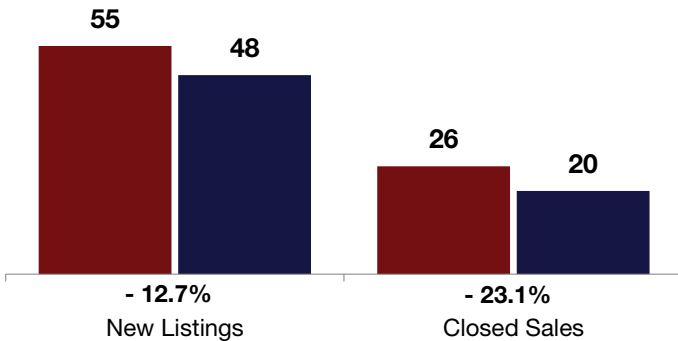
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

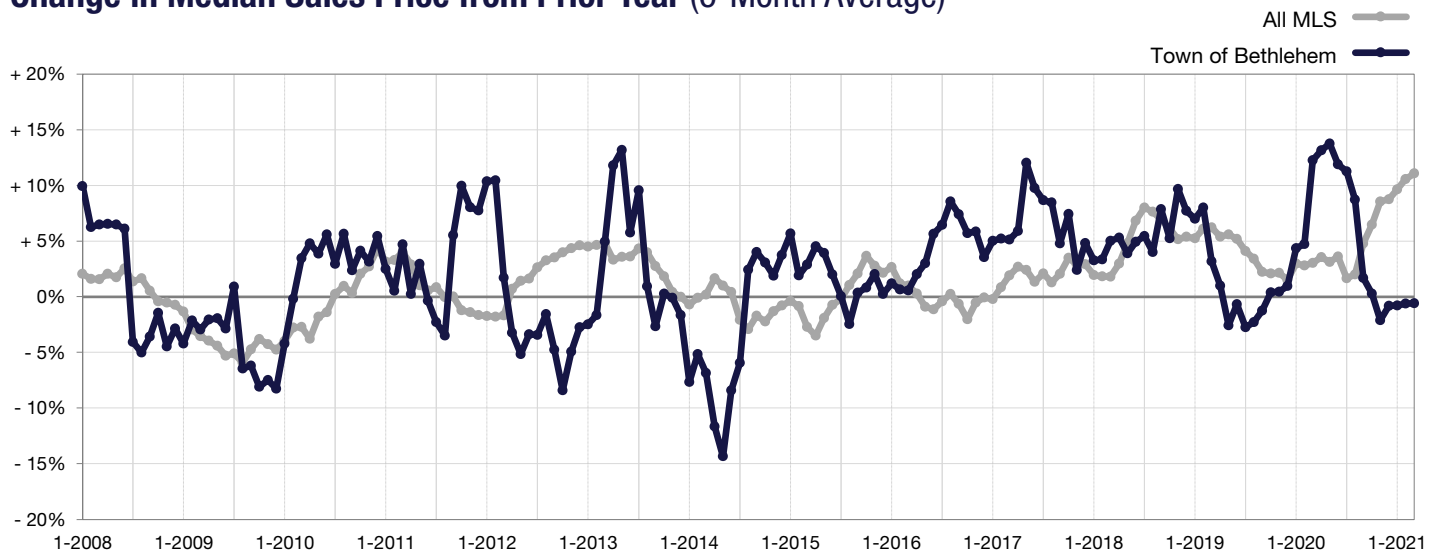
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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.