

Local Market Update – October 2021

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



Town of Bethlehem

- 44.2%

Change in
New Listings

- 18.8%

Change in
Closed Sales

+ 8.0%

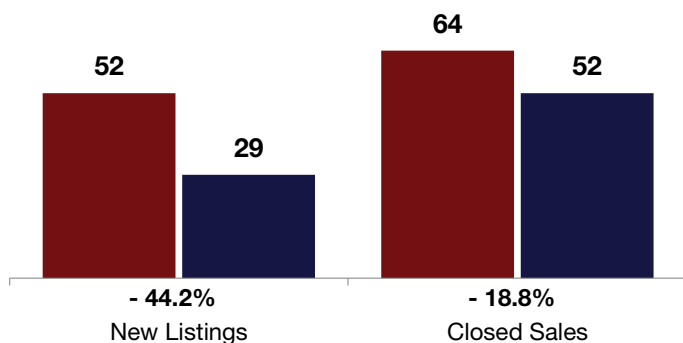
Change in
Median Sales Price

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| New Listings | 52 | 29 | - 44.2% | 476 | 437 | - 8.2% |
| Closed Sales | 64 | 52 | - 18.8% | 353 | 370 | + 4.8% |
| Median Sales Price* | \$301,000 | \$324,950 | + 8.0% | \$300,000 | \$330,000 | + 10.0% |
| Percent of Original List Price Received* | 97.2% | 101.9% | + 4.8% | 98.2% | 102.3% | + 4.2% |
| Days on Market Until Sale | 40 | 15 | - 63.2% | 36 | 22 | - 40.9% |
| Inventory of Homes for Sale | 86 | 34 | - 60.5% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 0.9 | - 60.7% | -- | -- | -- |

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

October

■ 2020 ■ 2021

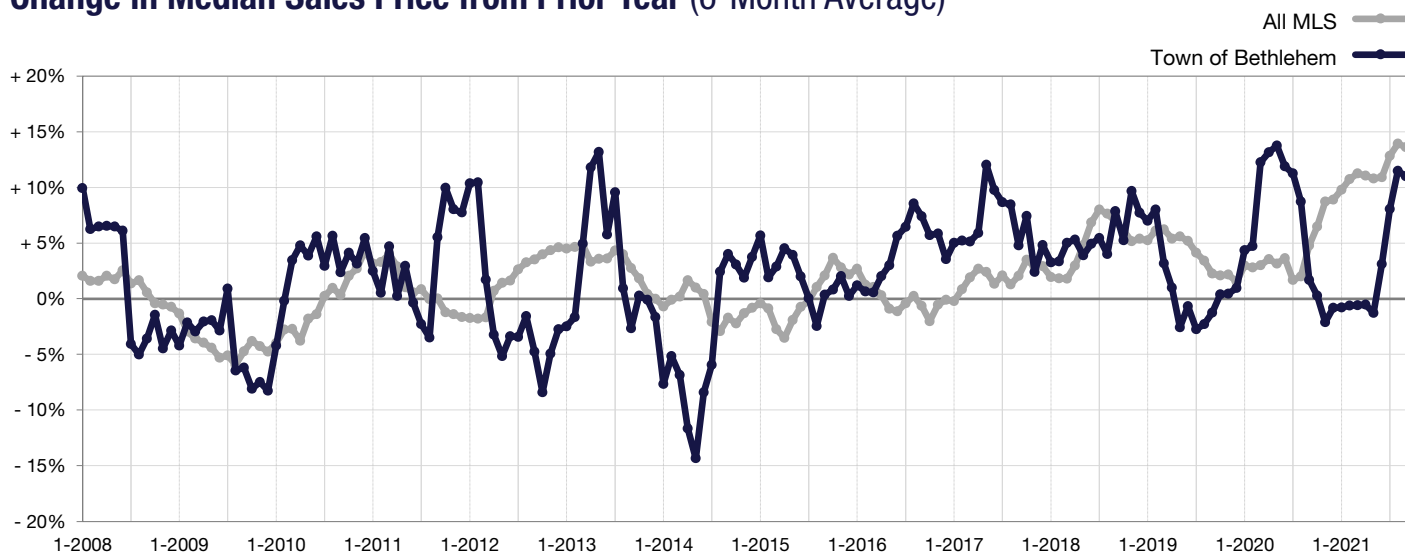


Year to Date

■ 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.