

Local Market Update – October 2023

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



Town of Bethlehem

+ 3.8%

Change in
New Listings

- 30.3%

Change in
Closed Sales

+ 3.9%

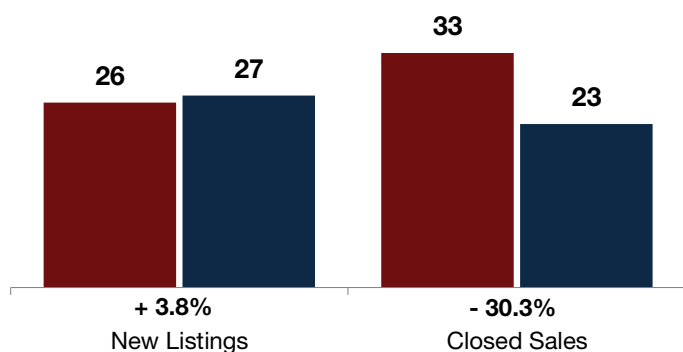
Change in
Median Sales Price

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| New Listings | 26 | 27 | + 3.8% | 370 | 313 | - 15.4% |
| Closed Sales | 33 | 23 | - 30.3% | 336 | 271 | - 19.3% |
| Median Sales Price* | \$346,504 | \$360,000 | + 3.9% | \$375,000 | \$375,000 | 0.0% |
| Percent of Original List Price Received* | 100.8% | 102.6% | + 1.7% | 103.8% | 103.6% | - 0.2% |
| Days on Market Until Sale | 14 | 10 | - 29.3% | 19 | 14 | - 25.5% |
| Inventory of Homes for Sale | 38 | 26 | - 31.6% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.0 | - 21.0% | -- | -- | -- |

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

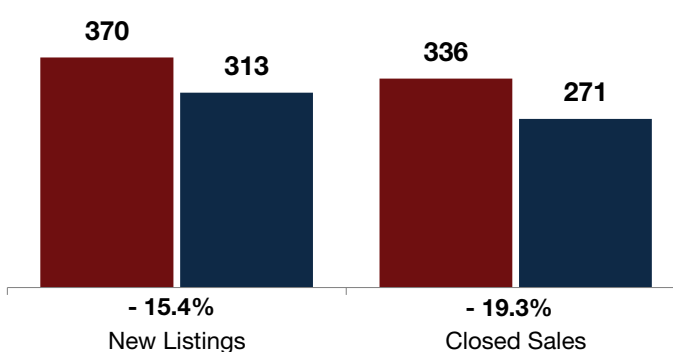
October

■ 2022 ■ 2023

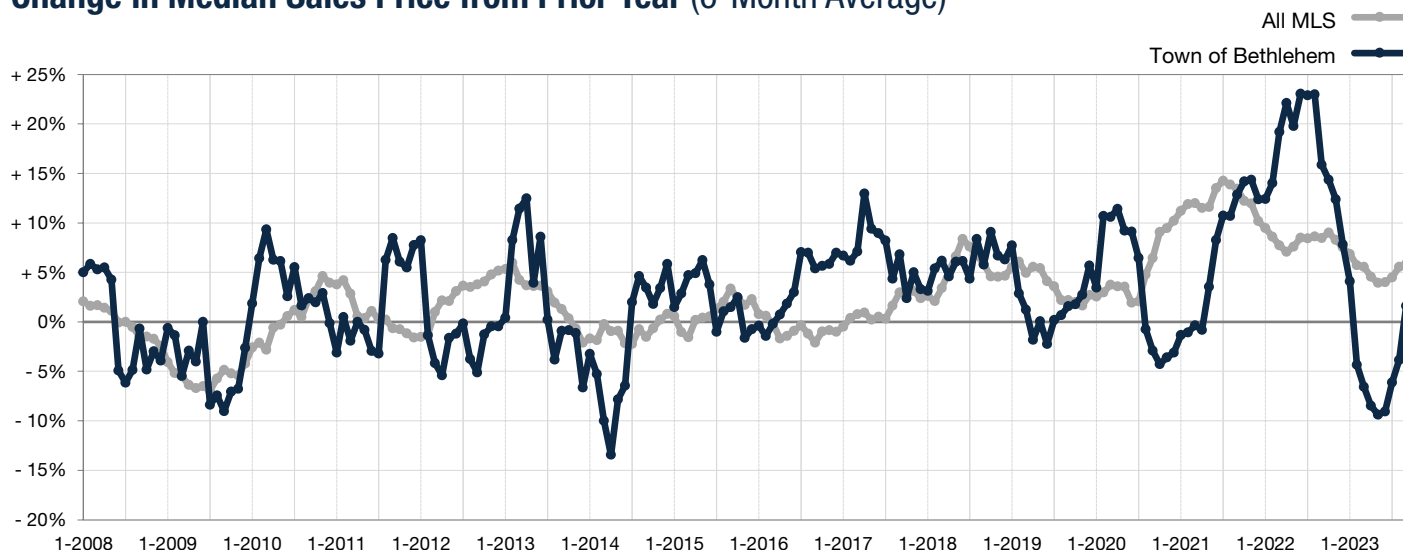


Year to Date

■ 2022 ■ 2023



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.