

Local Market Update – March 2019

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



Town of Bethlehem

- 13.5%

Change in
New Listings

- 26.2%

Change in
Closed Sales

- 8.7%

Change in
Median Sales Price

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	52	45	- 13.5%	135	135	0.0%
Closed Sales	42	31	- 26.2%	83	82	- 1.2%
Median Sales Price*	\$290,000	\$264,900	- 8.7%	\$268,000	\$263,050	- 1.8%
Percent of Original List Price Received*	97.2%	97.1%	- 0.1%	96.4%	97.4%	+ 1.0%
Days on Market Until Sale	55	65	+ 17.1%	45	48	+ 7.1%
Inventory of Homes for Sale	130	167	+ 28.5%	--	--	--
Months Supply of Inventory	3.2	4.5	+ 38.7%	--	--	--

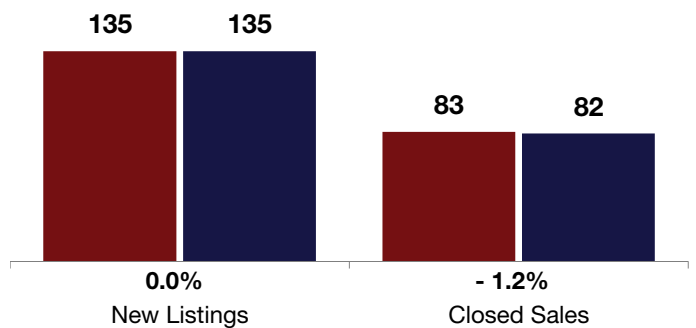
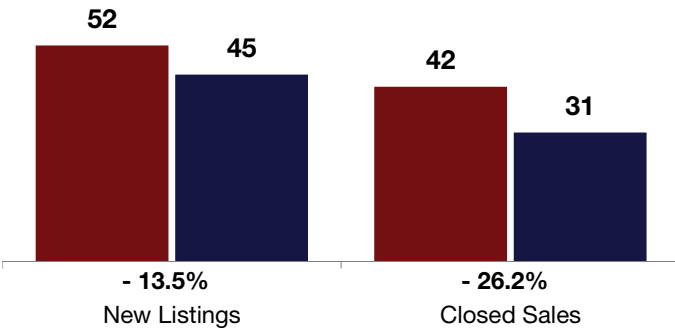
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

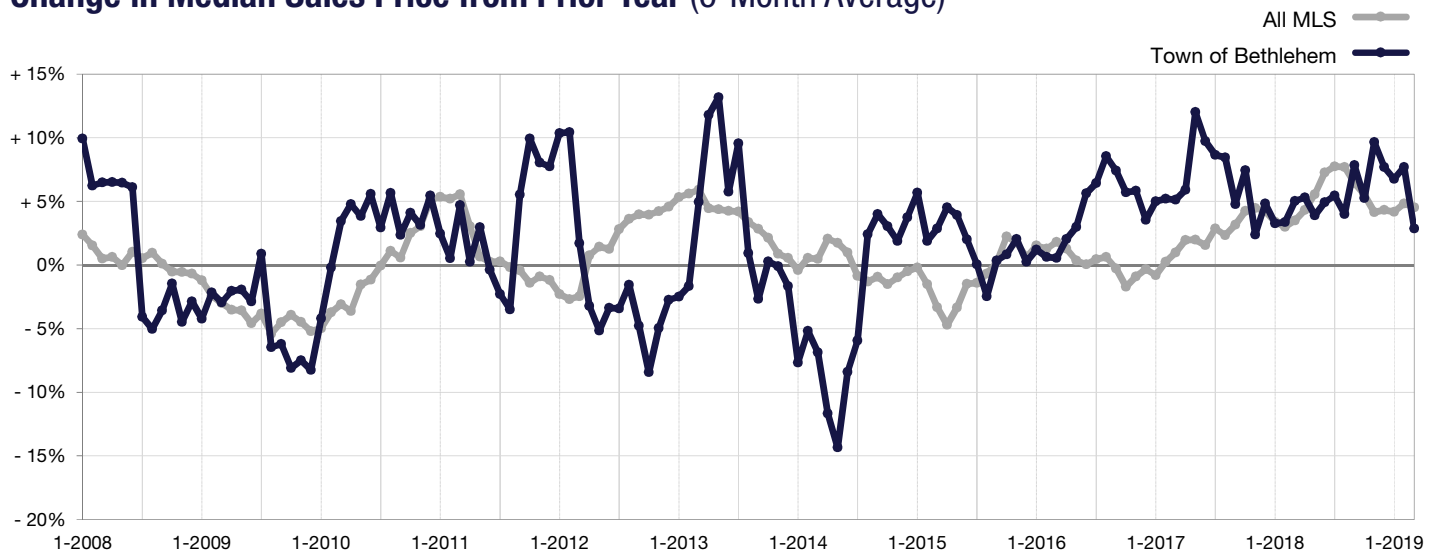
■ 2018 ■ 2019

Year to Date

■ 2018 ■ 2019



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.