



# Quarterly Indicators

## Pennsylvania Q2-2015 Statewide Report

The curtain closes and the first half of 2015 is a finished act. Quarterly market analysis helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked.

Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings increased 3.4 percent to 86,920. Pending Sales were up 8.5 percent to 47,302. Inventory levels shrank 0.1 percent to 120,776 units.

Prices continued to gain traction. The Median Sales Price increased 3.3 percent to \$175,500. Days on Market was down 3.5 percent to 82 days. Sellers were encouraged as Months Supply of Inventory was down 8.8 percent to 9.3 months.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

## Activity Snapshot

**+ 10.8%**      **- 0.1%**      **+ 3.3%**

One-Year Change in Closed Sales      One-Year Change in Homes for Sale      One-Year Change in Median Sales Price

Residential real estate activity in the state of Pennsylvania, comprised of single-family properties, townhomes, and condominiums combined. Percent changes are calculated using rounded figures.

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# Market Overview

Key metrics by reported quarter and for year-to-date (YTD) starting from the first of the year.



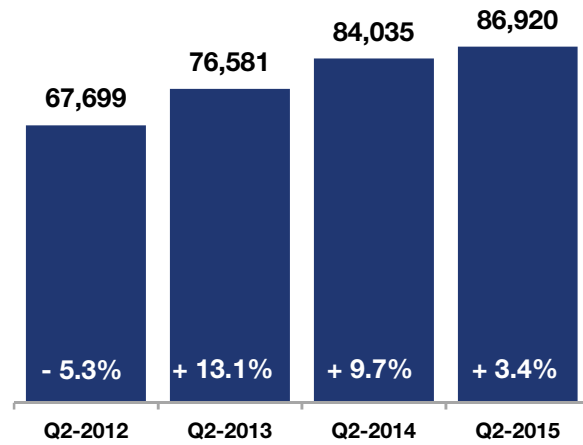
Key Metrics	Historical Sparkbars	Q2-2014	Q2-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		84,035	<b>86,920</b>	+ 3.4%	140,899	<b>147,762</b>	+ 4.9%
<b>Pending Sales</b>		43,589	<b>47,302</b>	+ 8.5%	75,585	<b>84,619</b>	+ 12.0%
<b>Closed Sales</b>		39,976	<b>44,277</b>	+ 10.8%	65,383	<b>72,908</b>	+ 11.5%
<b>Days on Market</b>		85	<b>82</b>	- 3.5%	89	<b>87</b>	- 2.2%
<b>Median Sales Price</b>		\$169,900	<b>\$175,500</b>	+ 3.3%	\$164,000	<b>\$169,500</b>	+ 3.4%
<b>Avg. Sales Price</b>		\$212,318	<b>\$218,614</b>	+ 3.0%	\$205,210	<b>\$209,222</b>	+ 2.0%
<b>Pct. of Orig. Price Received</b>		93.0%	<b>93.6%</b>	+ 0.6%	92.3%	<b>92.7%</b>	+ 0.4%
<b>Affordability Index</b>		188	<b>192</b>	+ 2.1%	194	<b>199</b>	+ 2.6%
<b>Homes for Sale</b>		120,934	<b>120,776</b>	- 0.1%	--	--	--
<b>Months Supply</b>		10.2	<b>9.3</b>	- 8.8%	--	--	--

# New Listings

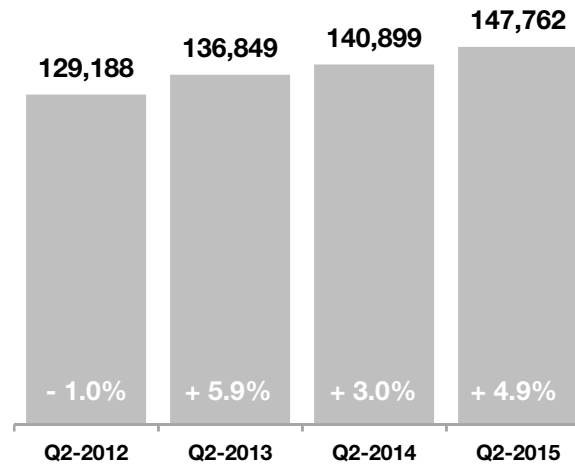
A count of the properties that have been newly listed on the market in a given quarter.



## Second Quarter

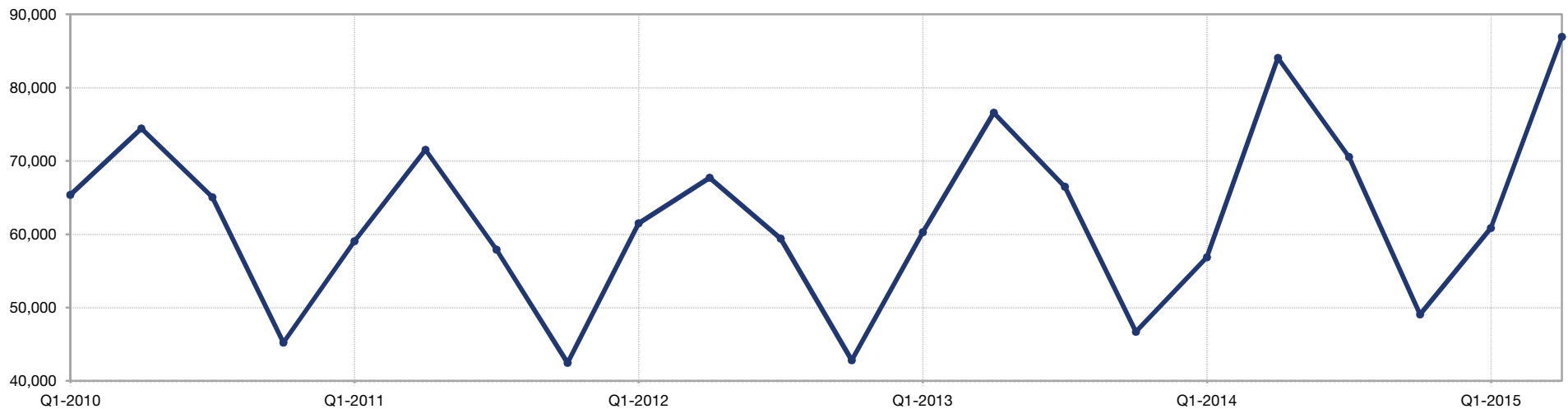


## Year to Date



	New Listings	Percent Change
Q3-2012	59,396	+2.6%
Q4-2012	42,828	+0.8%
Q1-2013	60,268	-2.0%
Q2-2013	76,581	+13.1%
Q3-2013	66,492	+11.9%
Q4-2013	46,695	+9.0%
Q1-2014	56,864	-5.6%
Q2-2014	84,035	+9.7%
Q3-2014	70,526	+6.1%
Q4-2014	49,056	+5.1%
Q1-2015	60,842	+7.0%
<b>Q2-2015</b>	<b>86,920</b>	<b>+3.4%</b>

## Historical New Listings by Quarter

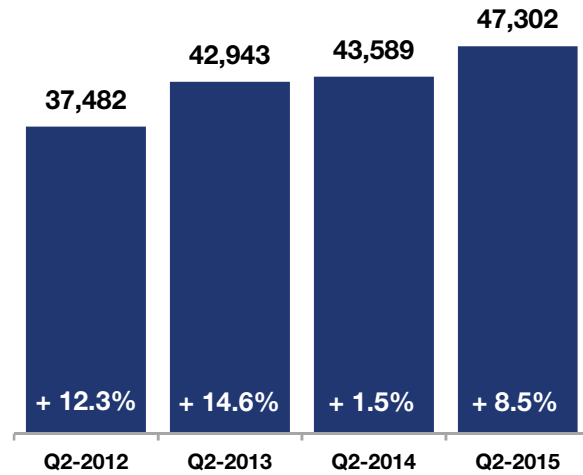


# Pending Sales

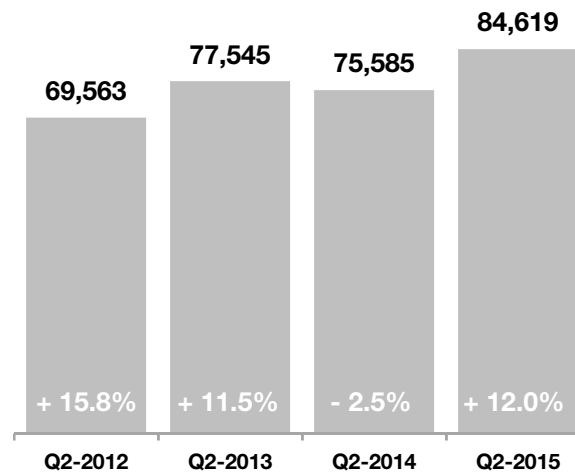
A count of the properties on which offers have been accepted in a given quarter.



## Second Quarter

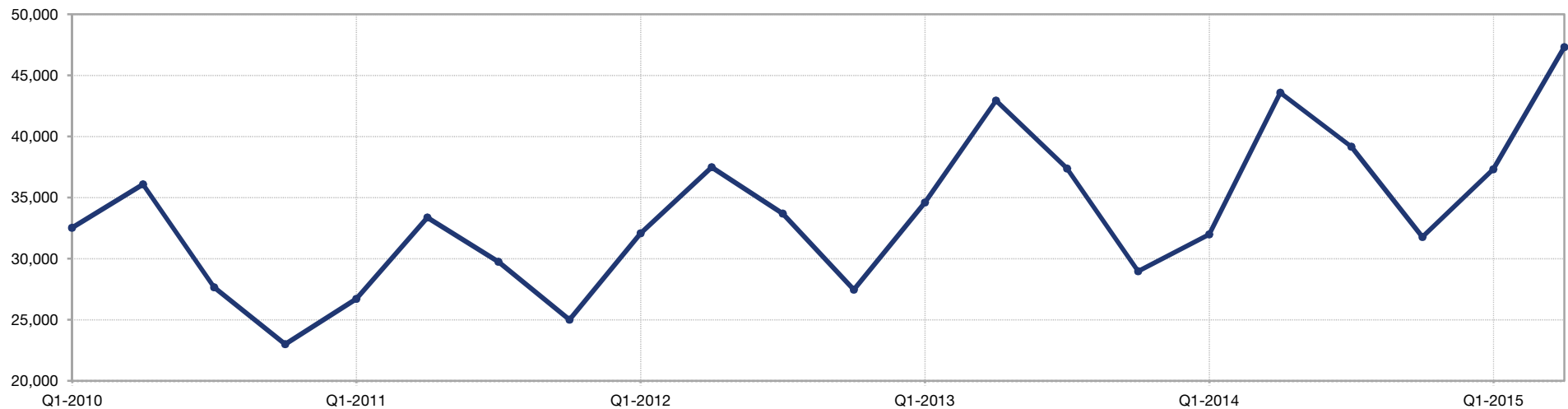


## Year to Date



	Pending Sales	Percent Change
Q3-2012	33,681	+13.2%
Q4-2012	27,456	+9.8%
Q1-2013	34,602	+7.9%
Q2-2013	42,943	+14.6%
Q3-2013	37,373	+11.0%
Q4-2013	28,971	+5.5%
Q1-2014	31,996	-7.5%
Q2-2014	43,589	+1.5%
Q3-2014	39,165	+4.8%
Q4-2014	31,783	+9.7%
Q1-2015	37,317	+16.6%
<b>Q2-2015</b>	<b>47,302</b>	<b>+8.5%</b>

## Historical Pending Sales by Quarter

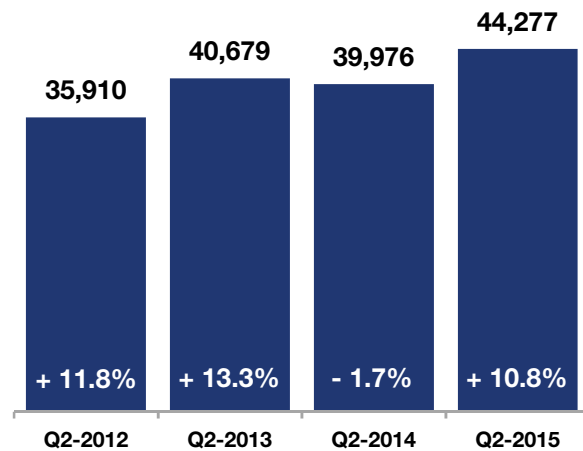


# Closed Sales

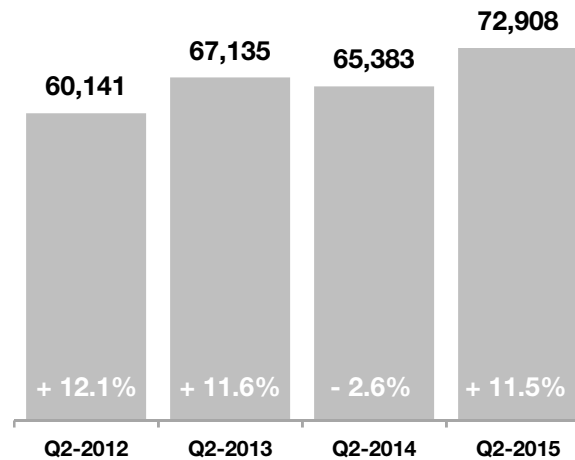
A count of the actual sales that closed in a given quarter.



## Second Quarter

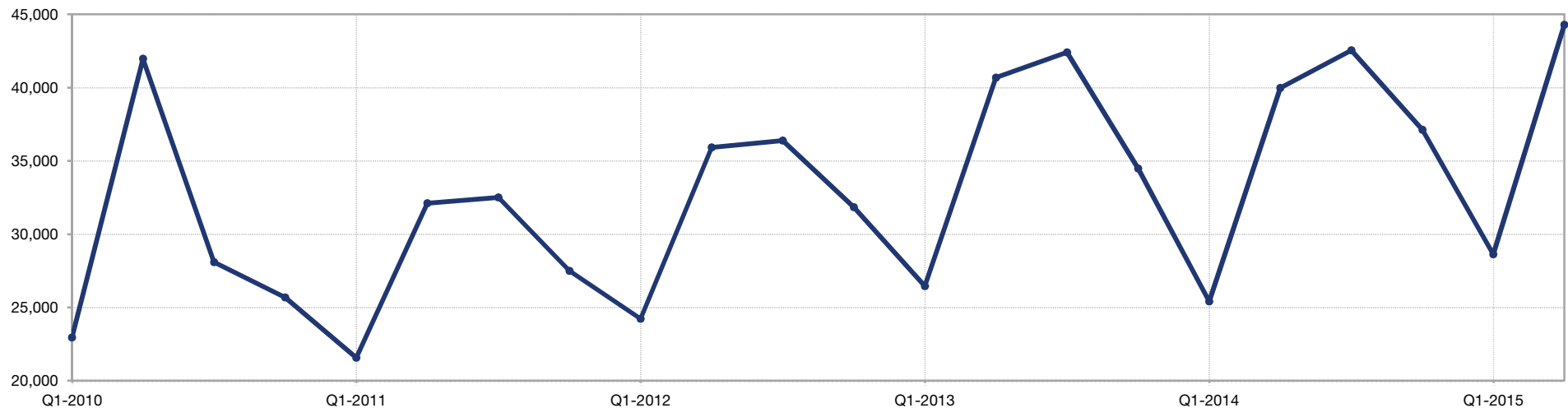


## Year to Date



	Closed Sales	Percent Change
Q3-2012	36,385	+11.9%
Q4-2012	31,848	+15.8%
Q1-2013	26,456	+9.2%
Q2-2013	40,679	+13.3%
Q3-2013	42,396	+16.5%
Q4-2013	34,478	+8.3%
Q1-2014	25,407	-4.0%
Q2-2014	39,976	-1.7%
Q3-2014	42,548	+0.4%
Q4-2014	37,117	+7.7%
Q1-2015	28,631	+12.7%
<b>Q2-2015</b>	<b>44,277</b>	<b>+10.8%</b>

## Historical Closed Sales by Quarter

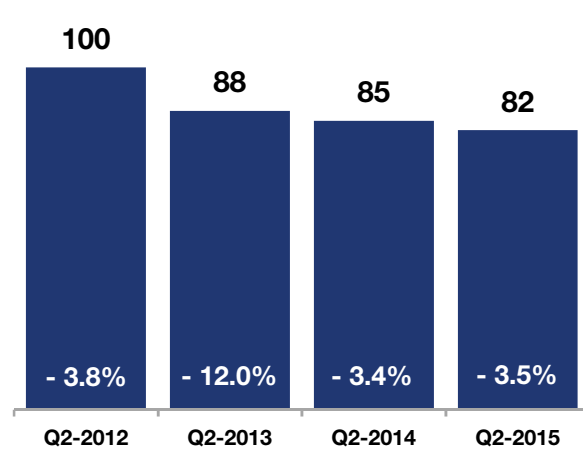


# Days on Market Until Sale

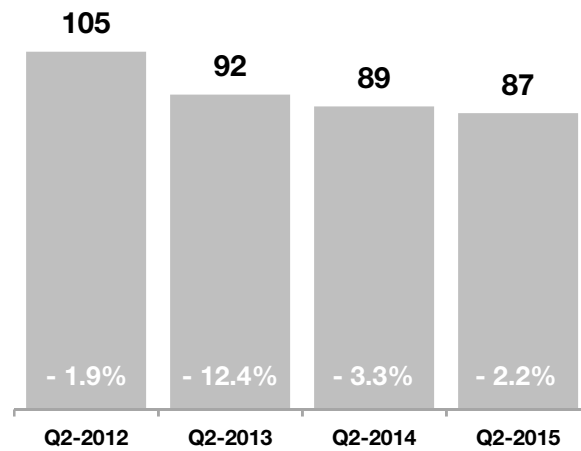
Average number of days between when a property is listed and when an offer is accepted in a given quarter.



## Second Quarter

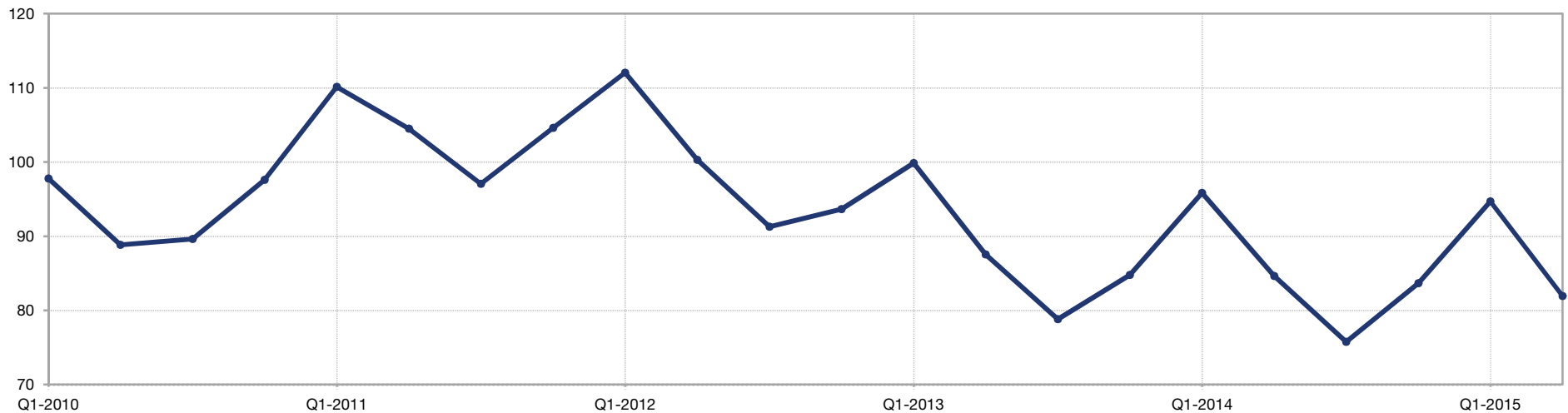


## Year to Date



	Days on Market	Percent Change
Q3-2012	91	-6.2%
Q4-2012	94	-10.5%
Q1-2013	100	-10.7%
Q2-2013	88	-12.0%
Q3-2013	79	-13.2%
Q4-2013	85	-9.6%
Q1-2014	96	-4.0%
Q2-2014	85	-3.4%
Q3-2014	76	-3.8%
Q4-2014	84	-1.2%
Q1-2015	95	-1.0%
<b>Q2-2015</b>	<b>82</b>	<b>-3.5%</b>

## Historical Days on Market Until Sale by Quarter

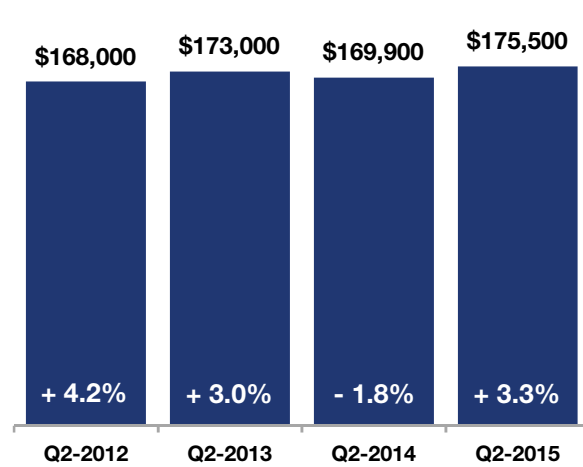


# Median Sales Price

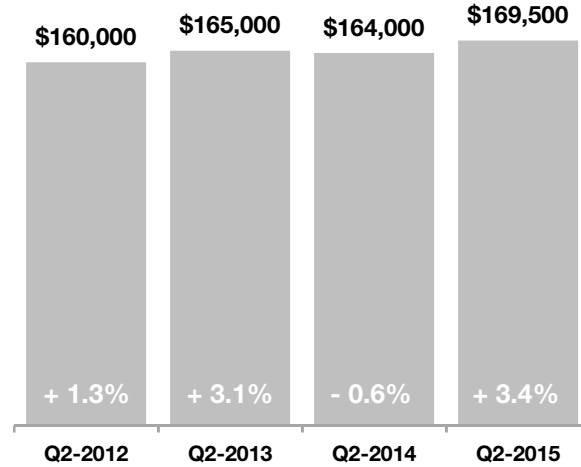
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



## Second Quarter

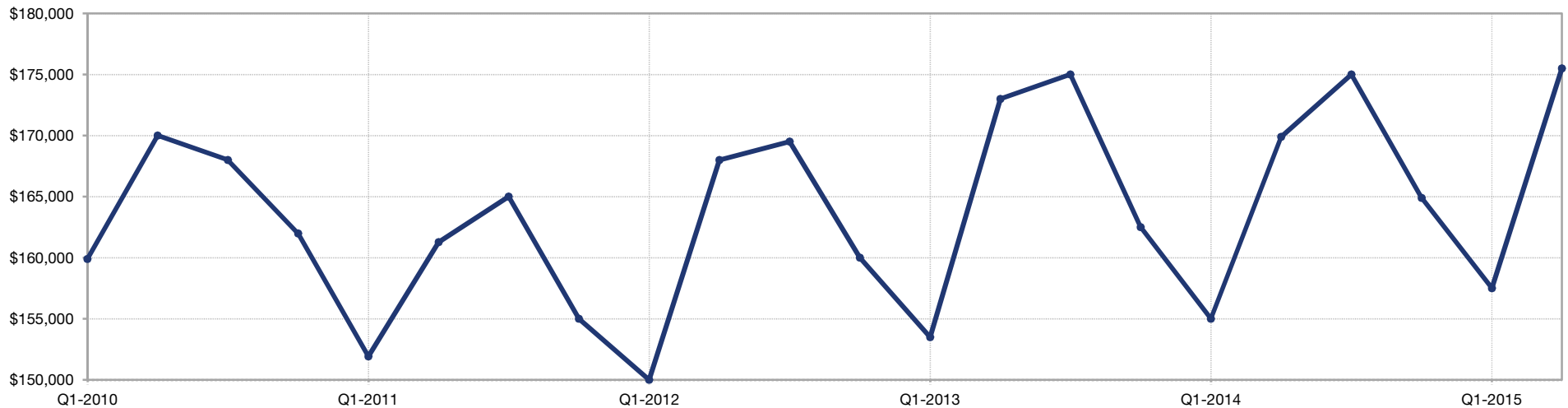


## Year to Date



	Median Sales Price	Percent Change
Q3-2012	\$169,500	+2.7%
Q4-2012	\$160,000	+3.2%
Q1-2013	\$153,500	+2.3%
Q2-2013	\$173,000	+3.0%
Q3-2013	\$175,000	+3.2%
Q4-2013	\$162,500	+1.6%
Q1-2014	\$155,000	+1.0%
Q2-2014	\$169,900	-1.8%
Q3-2014	\$175,000	0.0%
Q4-2014	\$164,900	+1.5%
Q1-2015	\$157,500	+1.6%
<b>Q2-2015</b>	<b>\$175,500</b>	<b>+3.3%</b>

## Historical Median Sales Price by Quarter

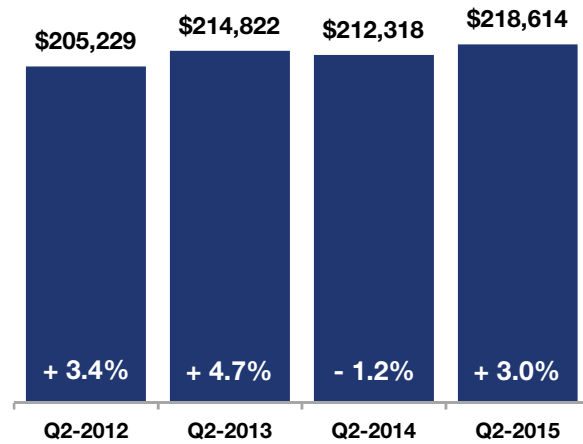


# Average Sales Price

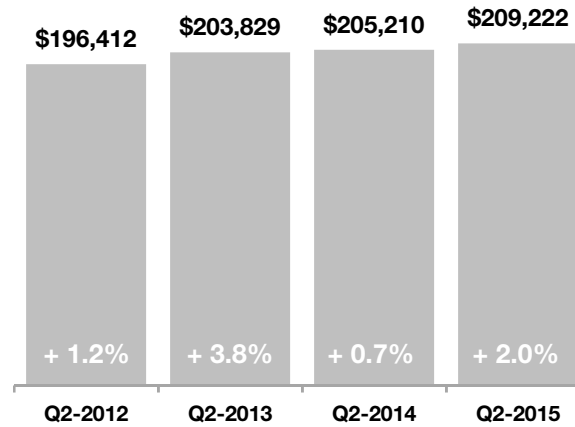
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter.



## Second Quarter



## Year to Date



	Avg. Sales Price	Percent Change
Q3-2012	\$208,618	+2.6%
Q4-2012	\$197,411	+4.8%
Q1-2013	\$186,911	+2.0%
Q2-2013	\$214,822	+4.7%
Q3-2013	\$215,549	+3.3%
Q4-2013	\$200,650	+1.6%
Q1-2014	\$194,014	+3.8%
Q2-2014	\$212,318	-1.2%
Q3-2014	\$219,442	+1.8%
Q4-2014	\$204,092	+1.7%
Q1-2015	\$194,670	+0.3%
<b>Q2-2015</b>	<b>\$218,614</b>	<b>+3.0%</b>

## Historical Average Sales Price by Quarter

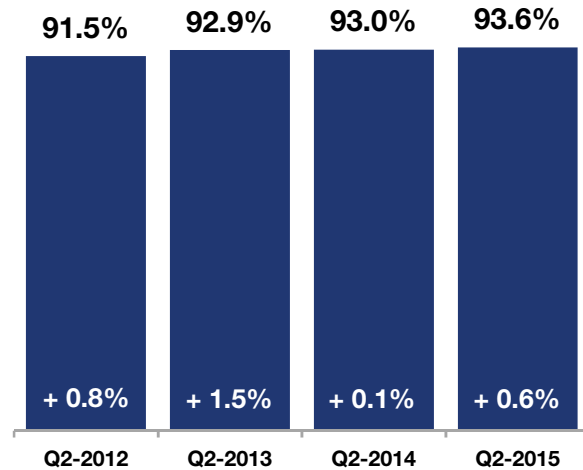




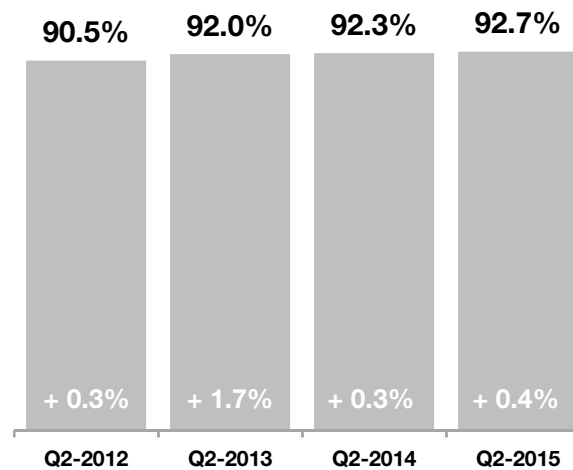
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.

## Second Quarter



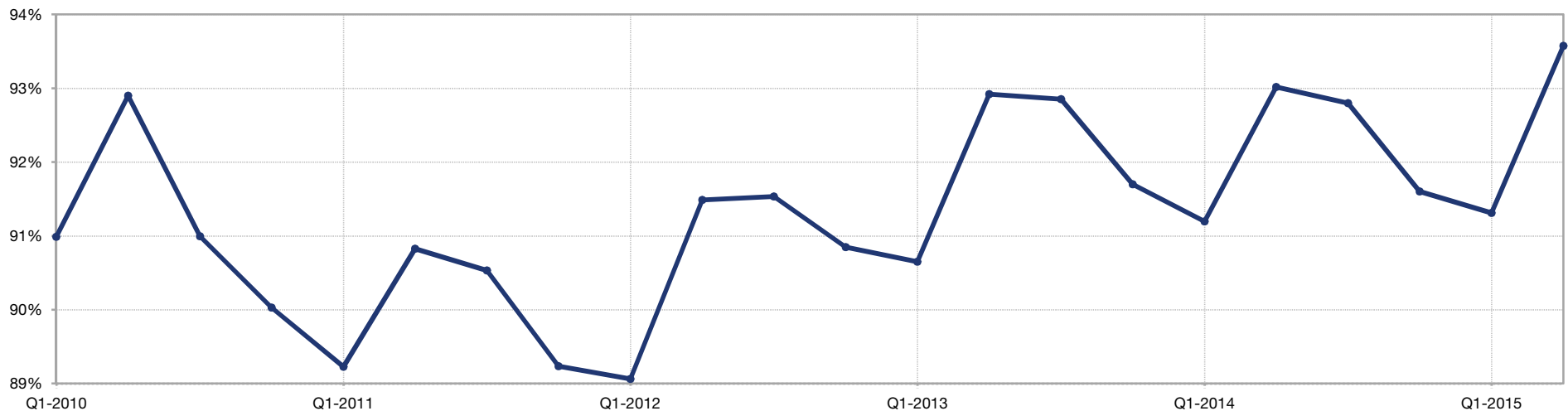
## Year to Date



	Pct. of Orig. Price Received	Percent Change
Q3-2012	91.5%	+1.1%
Q4-2012	90.8%	+1.8%
Q1-2013	90.6%	+1.7%
Q2-2013	92.9%	+1.5%
Q3-2013	92.9%	+1.5%
Q4-2013	91.7%	+1.0%
Q1-2014	91.2%	+0.7%
Q2-2014	93.0%	+0.1%
Q3-2014	92.8%	-0.1%
Q4-2014	91.6%	-0.1%
Q1-2015	91.3%	+0.1%
<b>Q2-2015</b>	<b>93.6%</b>	<b>+0.6%</b>

\*Percent of Original List Price is not available from the Schuylkill County MLS and is not included in these calculations.

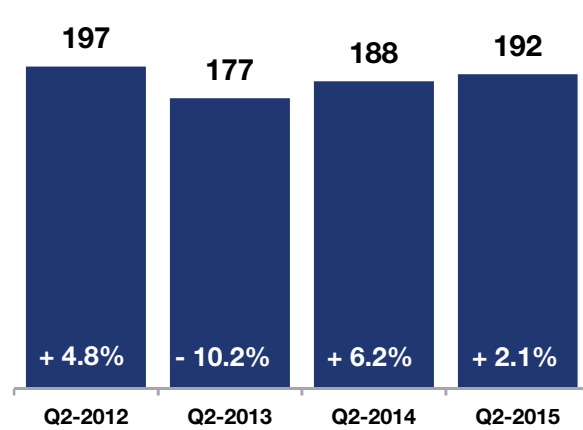
## Historical Percent of Original List Price Received by Quarter



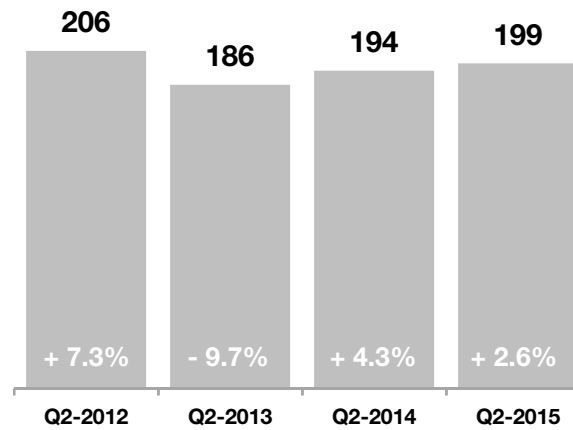
# Housing Affordability Index

This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## Second Quarter

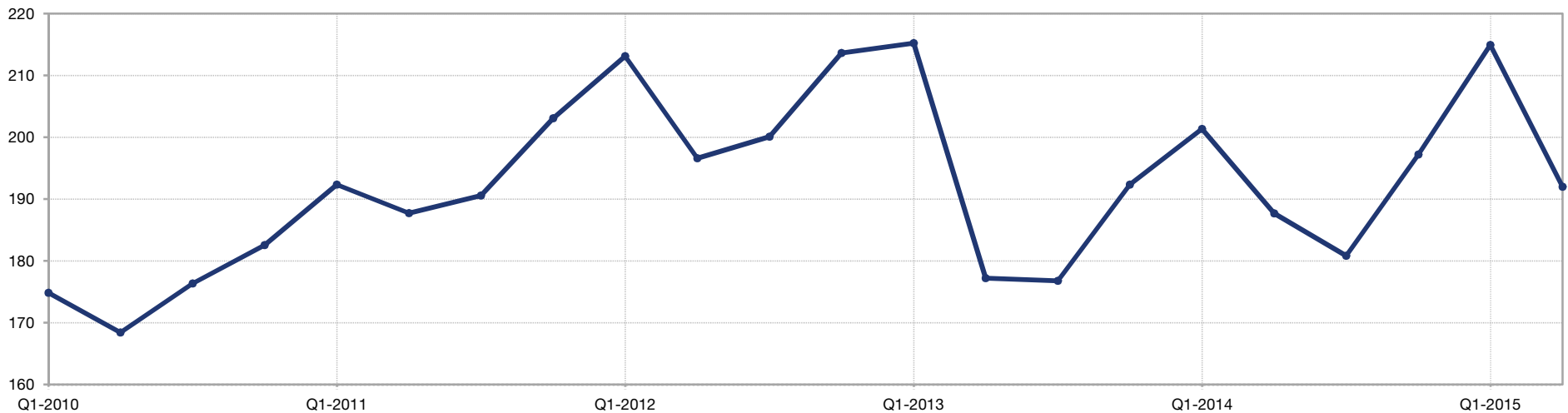


## Year to Date



	Affordability Index	Percent Change
Q3-2012	200	+4.7%
Q4-2012	214	+5.4%
Q1-2013	215	+0.9%
Q2-2013	177	-10.2%
Q3-2013	177	-11.5%
Q4-2013	192	-10.3%
Q1-2014	201	-6.5%
Q2-2014	188	+6.2%
Q3-2014	181	+2.3%
Q4-2014	197	+2.6%
Q1-2015	215	+7.0%
<b>Q2-2015</b>	<b>192</b>	<b>+2.1%</b>

## Historical Housing Affordability Index by Quarter

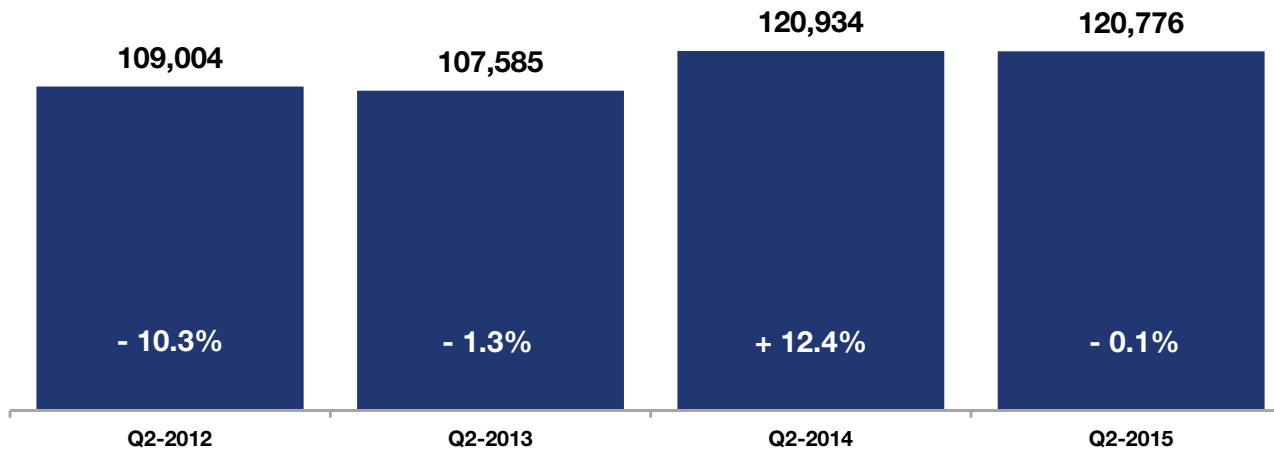


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter.

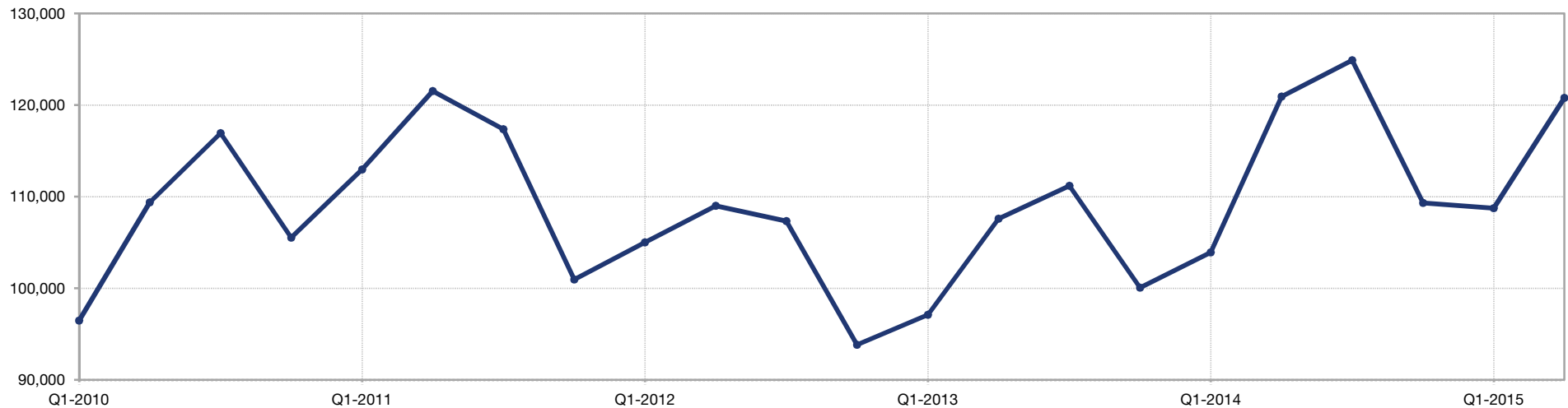


## Second Quarter



	Homes for Sale	Percent Change
Q3-2012	107,325	-8.6%
Q4-2012	93,830	-7.1%
Q1-2013	97,115	-7.5%
Q2-2013	107,585	-1.3%
Q3-2013	111,197	+3.6%
Q4-2013	100,081	+6.7%
Q1-2014	103,929	+7.0%
Q2-2014	120,934	+12.4%
Q3-2014	124,887	+12.3%
Q4-2014	109,324	+9.2%
Q1-2015	108,746	+4.6%
<b>Q2-2015</b>	<b>120,776</b>	<b>-0.1%</b>

## Historical Inventory of Homes for Sale by Quarter

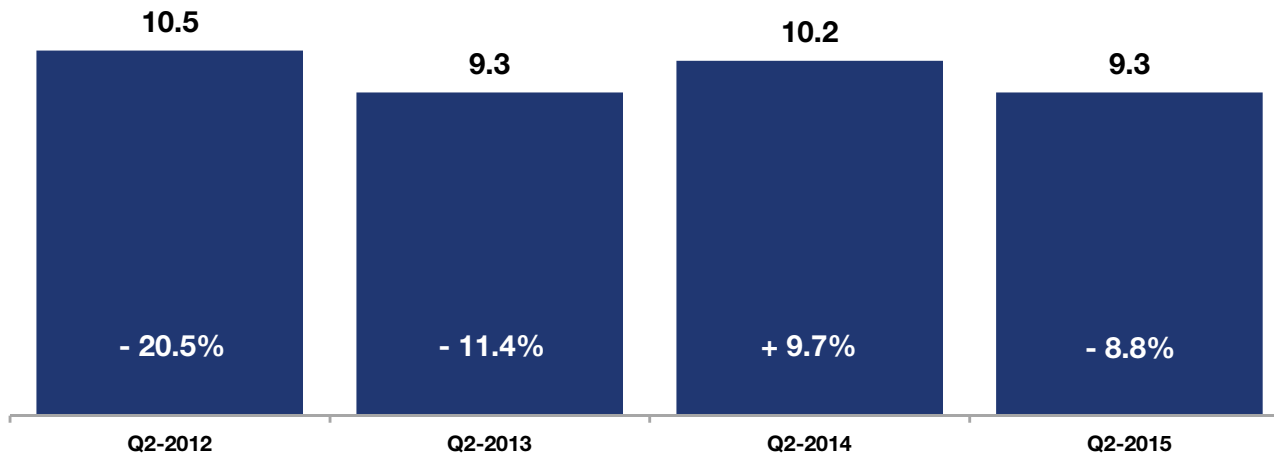


# Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 12 months.



## Second Quarter



	Months Supply	Percent Change
Q3-2012	10.0	-20.0%
Q4-2012	8.6	-18.1%
Q1-2013	8.7	-17.1%
Q2-2013	9.3	-11.4%
Q3-2013	9.4	-6.0%
Q4-2013	8.3	-3.5%
Q1-2014	8.8	+1.1%
Q2-2014	10.2	+9.7%
Q3-2014	10.4	+10.6%
Q4-2014	9.0	+8.4%
Q1-2015	8.6	-2.3%
<b>Q2-2015</b>	<b>9.3</b>	<b>-8.8%</b>

## Historical Months Supply of Inventory by Quarter

