DATA AS OF September 6, 2023

August 2023 Market Report
Central Pennsylvania

Central Pennsylvania Market Key Findings

	August 2023		vs. August 2022
Closed sales	2,518	▼	-16.3%
Median sales price	$280,000	▲	+7.7%
Median days on market	7	=	+0 days
New pending sales	2,502	▼	-13.7%
New listings	2,853	▼	-8.1%
Active listings	3,126	▲	+1.7%
Months of supply	1.39	▲	+25.2%
Showings	38,929	▼	-15.6%

A New Month, A New Record High Price
Relative affordability encourages demand, and low supply creates competitive Central Pennsylvania markets

Price growth has been unyielding in Central Pennsylvania. At $280,000, the median sale price in August 2023 reached a new record. The median price is 7.7% higher than August 2022.

Unfortunately for cost-conscious consumers, the trend is likely to continue due to the limited inventory in the area. After two months of declines, active listings increased 1.7% compared to last year. While more inventory is a good thing, the market has a long way to go before it resembles any sort of balance. Looking back at August 2019, there were 7,997 homes on the market. As of the end of August 2023, the number was 3,126, or 61% fewer homes available to today's buyers.

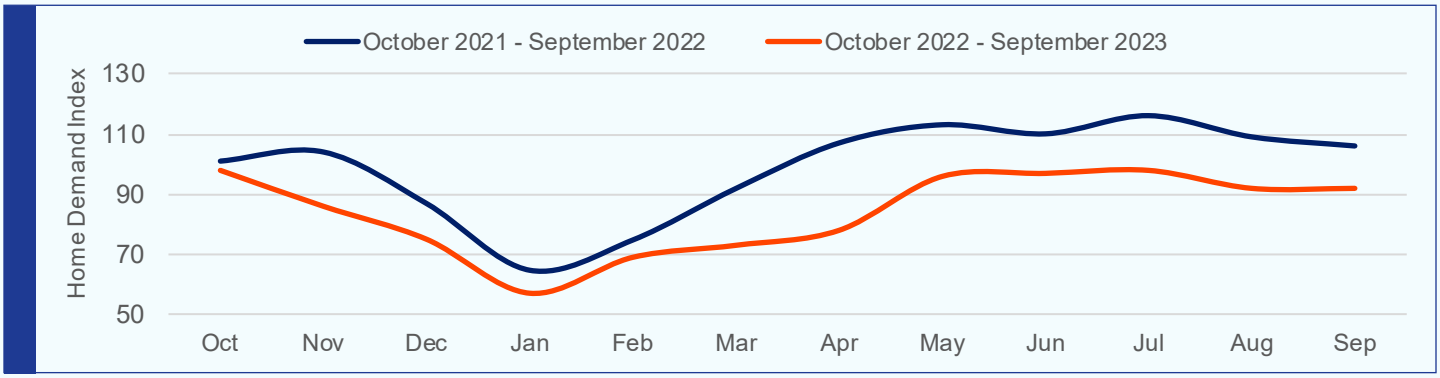
As the market continues to favor sellers, buyers have to make decisions quickly. Half of homes in Central Pennsylvania sold in one week (7 days) or less in August 2023. The pace generally eases in the fall, though low inventory will keep the pressure on buyers to submit quick and competitive offers.

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market conditions in Central Pennsylvania were unchanged from August to September. Starting in May, Central Pennsylvania has had Steady demand.

Last September, market conditions were also labeled as Steady, though today's HDI of 92 is meaningfully lower than last year's 106.

Bright MLS T3 Home Demand Index



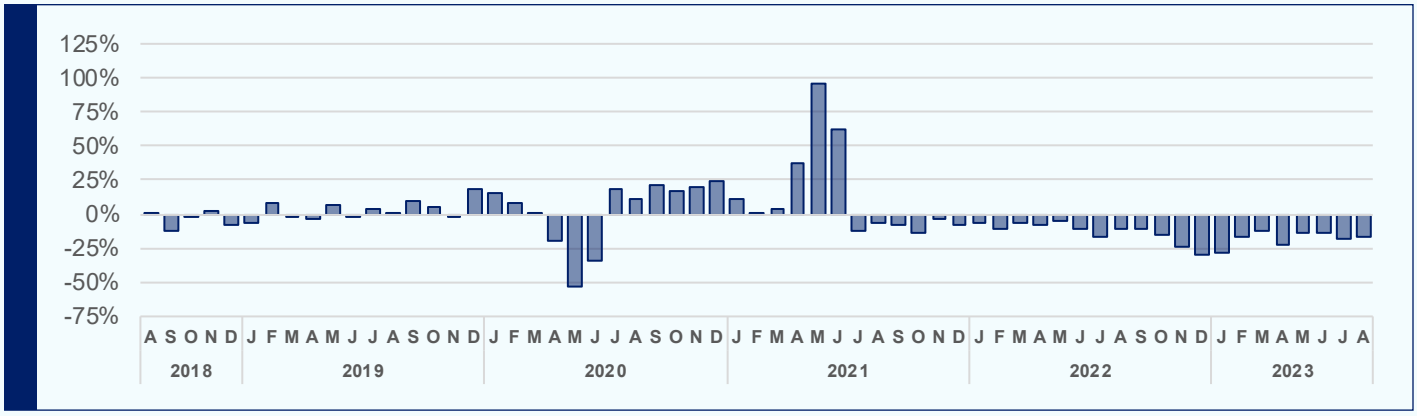
Market Outlook

Demand persists, and will continue to, though price and mortgage rate increases have discouraged some buyers in Central Pennsylvania. New listings were lower than last year, but new pending sales were down by even more.

More choices may be on the horizon for those still active in the market. New listing activity will remain low throughout 2023, yet there should be modest inventory growth ahead. Sellers are holding back in the face of swapping to a higher mortgage rate or difficulty finding a desirable place to move, which will hinder significant inventory gains. Multiple offers and homes selling above list price will continue as even with growth, inventory is constrained compared to the past.

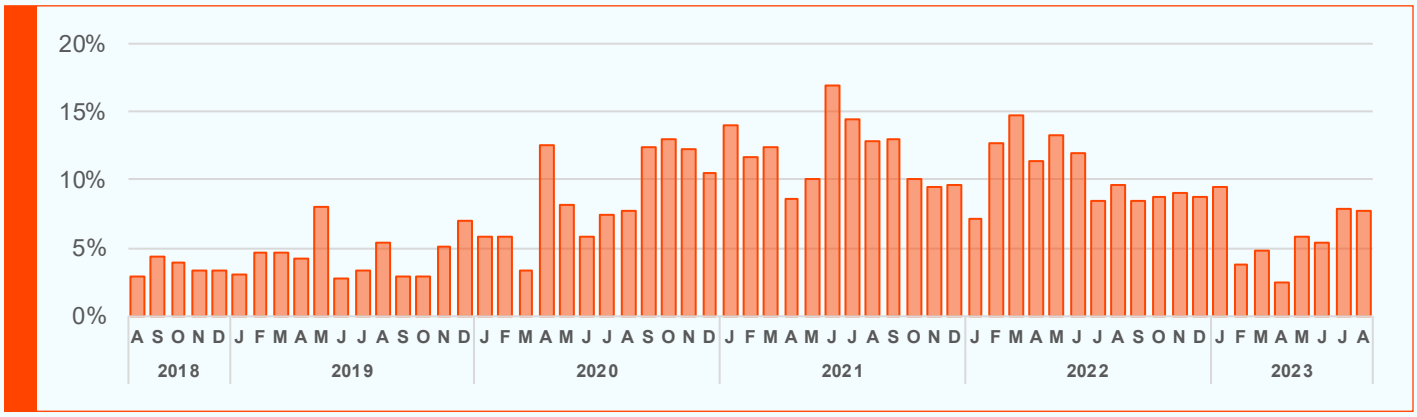
Closed Sales Year-Over-Year Change

Closed sales across Central Pennsylvania improved from August to September. The 2,518 closed sales in August 2023 were 16.3% lower than the level in August 2022. All property types had month-over-month gains in closed sales but year-over-year declines.



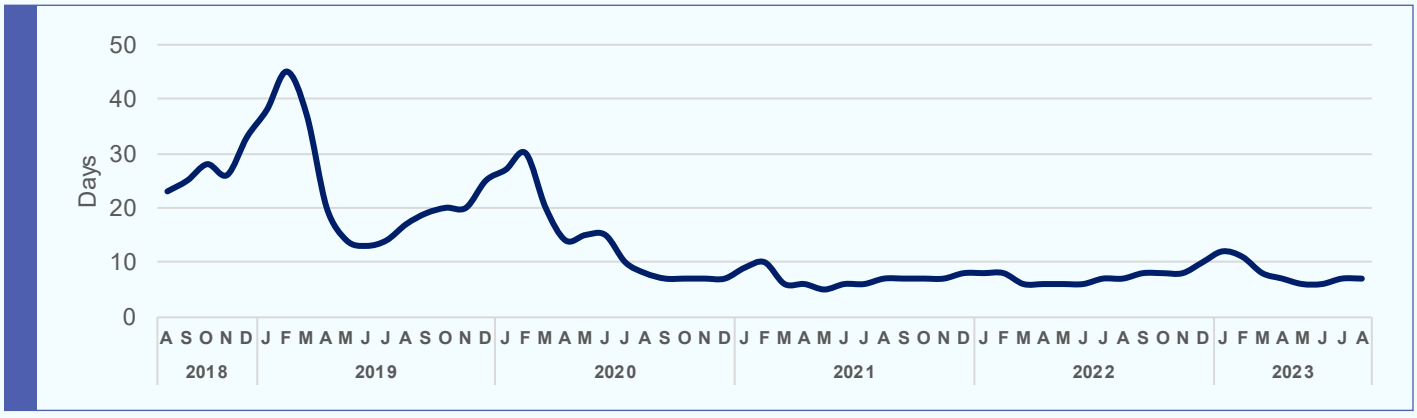
Median Sale Price Year-Over-Year Change

The median sale price hit a new record, up to $280,000 in Central Pennsylvania. Compared to August 2022, the median sale price is up 7.7%. While many areas in the Mid-Atlantic continue to have firm or rising prices, Central Pennsylvania's price growth has been persistent and is now on the upswing. All property types had year-over-year increases in the median sale price.



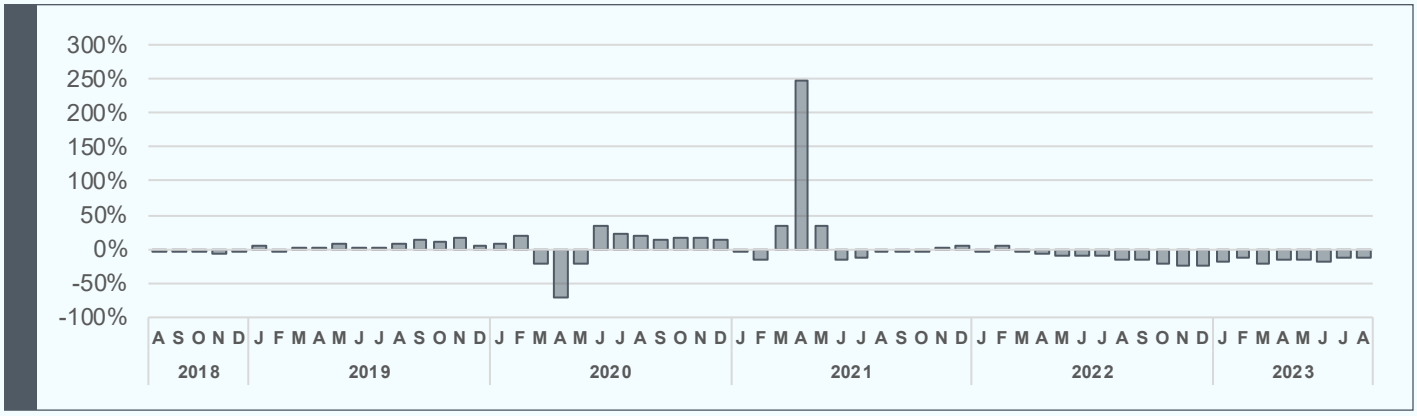
Median Days on Market

Half of homes sold in Central Pennsylvania sold in a week or less in August 2023. The pace of condo sales is even quicker, with a median days on market of five. Although inventory had a slight gain in August, limited supply continued to pressure buyers to make quick decisions.



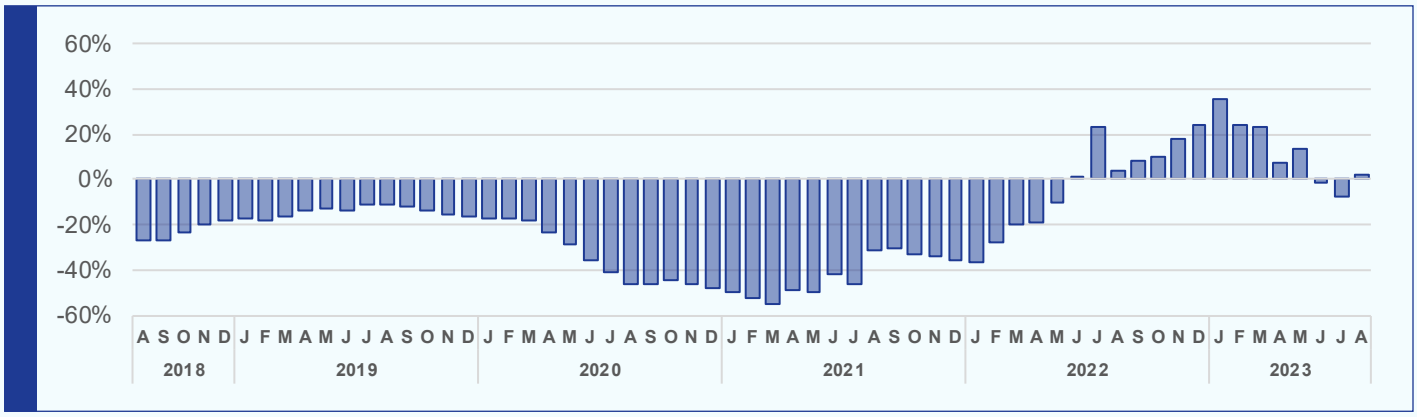
New Pending Sales Year-Over-Year Change

New pending sales in Central Pennsylvania continue to lag 2022. There were 2,502 new pending sales in August 2023, which was 13.7% lower than August 2022. Attached townhomes (-9.9%) have the smallest year-over-year decline, followed by detached single-family homes (-14.6%) and condos (-29.1%).



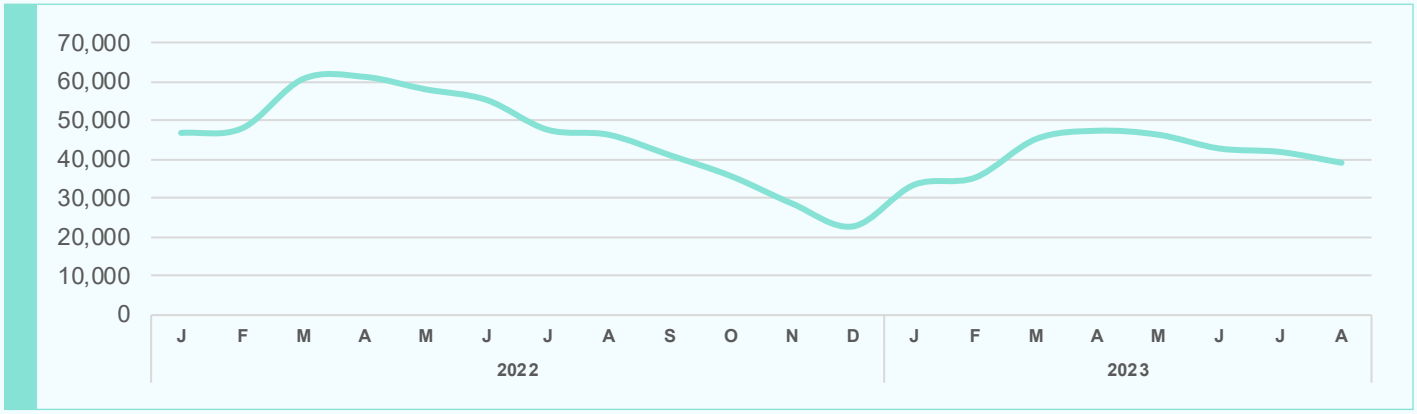
Active Listings Year-Over-Year Change

After two months of year-over-year declines, active listings at of the end of August pushed above their level from last year once again. Up 1.7%, active listings in Central Pennsylvania remain significantly divergent from a more typical year like 2019. Across all property types, there is roughly 39% of the inventory on market today compared to what was available in August 2019.



Showings

There were 38,929 showings in August 2023 in the Central Pennsylvania region. Showing activity dropped 6.6% compared to last month and was 15.6% lower than last year. A combination of limited active listings and slower demand compared to last year have impacted showing activity in Central Pennsylvania.



Local Markets

Prices in Central Pennsylvania have continued to press onward and upward. All counties had year-over-year price increases in August except Fulton County which only had a few sales. Some counties like Dauphin, Lebanon, Perry, and Schuylkill had double-digit price growth in August.

Low supply is keeping prices elevated and rising. About half of the counties in the area had lower inventory in August 2023 than last year. Inventory gains have been limited. New listings continue to lag 2022. Only one county, Perry County (+20.9%) had more new listings this August compared to a year ago.

Buyers in Central Pennsylvania must move quickly. Half the homes in Cumberland, Dauphin, Lancaster, and Lebanon counties were on the market six days or less. Only Adams County (9 days), Franklin County (15 days) and Schuylkill (12 days) had a median days on market greater than a week.



CLOSED SALES

	August 2023	vs. August 2022
Adams County, PA	113	+0.0%
Berks County, PA	387	-18.5%
Cumberland County, PA	279	-22.1%
Dauphin County, PA	299	-12.3%
Franklin County, PA	144	-20.0%
Fulton County, PA	10	+100.0%
Lancaster County, PA	486	-14.9%
Lebanon County, PA	156	+1.3%
Perry County, PA	25	-34.2%
Schuylkill County, PA	98	-26.3%
York County, PA	521	-18.7%
Central PA	**2,518**	**-16.3%**

MEDIAN SALES PRICE

	August 2023	vs. August 2022
Adams County, PA	$289,900	+7.4%
Berks County, PA	$265,000	+8.6%
Cumberland County, PA	$308,000	+2.7%
Dauphin County, PA	$255,000	+10.9%
Franklin County, PA	$259,900	+7.8%
Fulton County, PA	$195,250	-19.7%
Lancaster County, PA	$330,000	+4.8%
Lebanon County, PA	$285,000	+15.4%
Perry County, PA	$242,000	+19.5%
Schuylkill County, PA	$150,000	+27.7%
York County, PA	$271,000	+8.4%
Central PA	**$280,000**	**+7.7%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	August 2023	vs. August 2022	August 2023	vs. August 2022	August 2023	vs. August 2022
Adams County, PA	84	-19.2%	113	-13.7%	9	+1 day
Berks County, PA	413	-9.8%	445	-11.4%	7	+0 days
Cumberland County, PA	281	-11.9%	310	-4.0%	6	+0 days
Dauphin County, PA	307	-7.8%	322	-9.8%	6	+0 days
Franklin County, PA	172	-3.9%	189	-4.1%	15	+5 days
Fulton County, PA	3	-62.5%	7	-41.7%	27	+18 days
Lancaster County, PA	439	-14.4%	511	-5.4%	6	-1 day
Lebanon County, PA	119	-30.0%	163	-13.8%	6	-1 day
Perry County, PA	33	-31.3%	52	+20.9%	5	-4 days
Schuylkill County, PA	119	-28.7%	154	-12.5%	12	+2 days
York County, PA	532	-11.2%	587	-7.3%	7	-1 day
Central PA	**2,502**	**-13.7%**	**2,853**	**-8.1%**	**7**	**+0 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	August 2023	vs. August 2022	August 2023	vs. August 2022
Adams County, PA	161	-17.4%	1.75	-3.3%
Berks County, PA	381	-7.1%	1.07	+13.8%
Cumberland County, PA	365	+8.6%	1.48	+35.8%
Dauphin County, PA	311	-12.9%	1.16	+10.5%
Franklin County, PA	229	-8.0%	1.67	+12.8%
Fulton County, PA	14	-26.3%	2.00	-16.0%
Lancaster County, PA	489	+6.8%	1.20	+29.0%
Lebanon County, PA	192	+21.5%	1.55	+39.6%
Perry County, PA	61	+32.6%	2.03	+58.6%
Schuylkill County, PA	185	-11.9%	1.68	-1.8%
York County, PA	738	+16.2%	1.58	+49.1%
Central PA	**3,126**	**+1.7%**	**1.39**	**+25.2%**

Hundreds of Dollars More A Month

In the middle of August, the 30-year fixed mortgage rate surpassed 7% after hovering in the mid-6's for months.

The difference between a 6% and 7% rate means hundreds of dollars to a buyer each month. Using Central Pennsylvania's median sale price of $280,000, the difference in a monthly payment is $166.

Not only does a mortgage rate at this level impact affordability, but it also creates a mental burden. Mortgage rates have surpassed their high from November 2022 and are the highest in two decades.

While buyers may think enough is enough, sellers are also holding back too, which will keep prices firm.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	August 2023	vs. August 2022	September 2023	vs. September 2022
Adams County, PA	1,134	-32.5%	52	-28.8%
Berks County, PA	7,037	-12.9%	104	-11.9%
Cumberland County, PA	4,856	-12.3%	102	-13.6%
Dauphin County, PA	4,928	-12.3%	99	-13.9%
Franklin County, PA	1,936	-16.4%	54	-10.0%
Fulton County, PA	20	-65.5%	17	-46.9%
Lancaster County, PA	7,139	-14.5%	132	-10.8%
Lebanon County, PA	1,777	-30.2%	99	-22.7%
Perry County, PA	423	-3.0%	65	-7.1%
Schuylkill County, PA	1,457	-25.7%	53	-18.5%
York County, PA	8,222	-13.9%	94	-8.7%
Central PA	**38,929**	**-15.6%**	**92**	**-13.2%**

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read More about the HDI homedemandindex.com



About **Bright MLS**

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2022, Bright subscribers facilitated $121B in real estate transactions through the company's platform. Learn more at Bright MLS.com.

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