DATA AS OF June 6, 2023

May 2023 Market Report
Central Pennsylvania

Central Pennsylvania Market Key Findings

Low Inventory Pushes Prices Up

Buyers continue to face tough competition and a fast-paced market

Inventory in the Mid-Atlantic was flat compared to last year, but Central Pennsylvania inventory was still increasing in May, up 13.6%. Both sales and new listings are lower this year than in 2022, but there were more new listings coming onto the market than there were homes going under contract, which is why inventory increased this month.

Yet the additional selection for buyers is small and not impacting market competitiveness. The median days on market is only 6 meaning half of homes sold are off the market in under a week.

Prices continue to rise. The median price in Central Pennsylvania is continuing its ascent, now $270,000, up 5.9% versus May 2022.

Sellers will continue to have the upper hand. Despite active listing gains, inventory is still just 36% of what it was in May 2019.

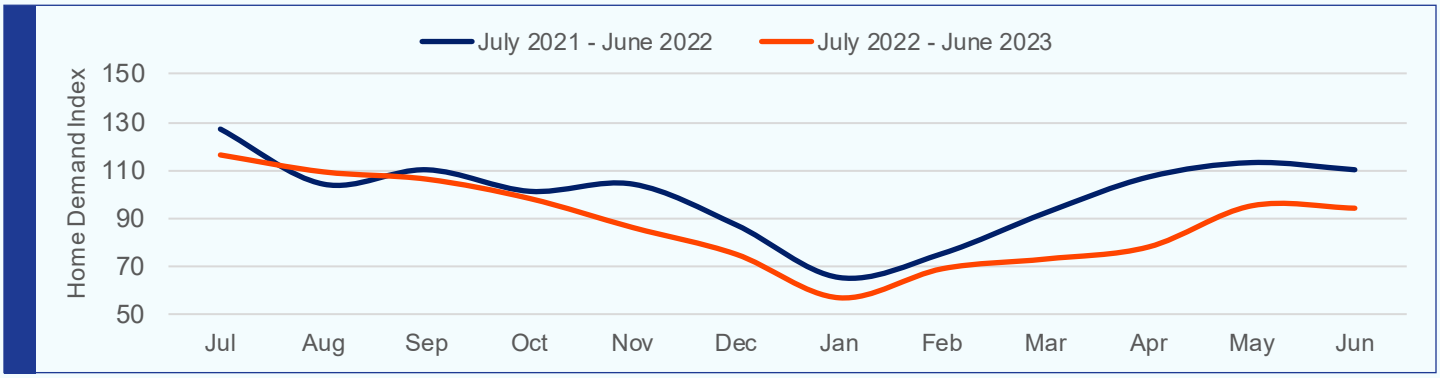
	May 2023		vs. May 2022
Closed sales	2,280	▼	-14.1%
Median sales price	$270,000	▲	+5.9%
Median days on market	6	=	0 days
New pending sales	2,642	▼	-14.7%
New listings	2,890	▼	-17.0%
Active listings	2,798	▲	+13.6%
Months of supply	1.18	▲	+37.0%
Showings	46,135	▼	-20.2%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity stayed relatively the same from May of 2023. The HDI dropped by one point to 94 in the month of June, which indicates Steady market conditions.

The index for Central Pennsylvania is down from 110 a year ago when conditions were described as Moderate.

Bright MLS T3 Home Demand Index



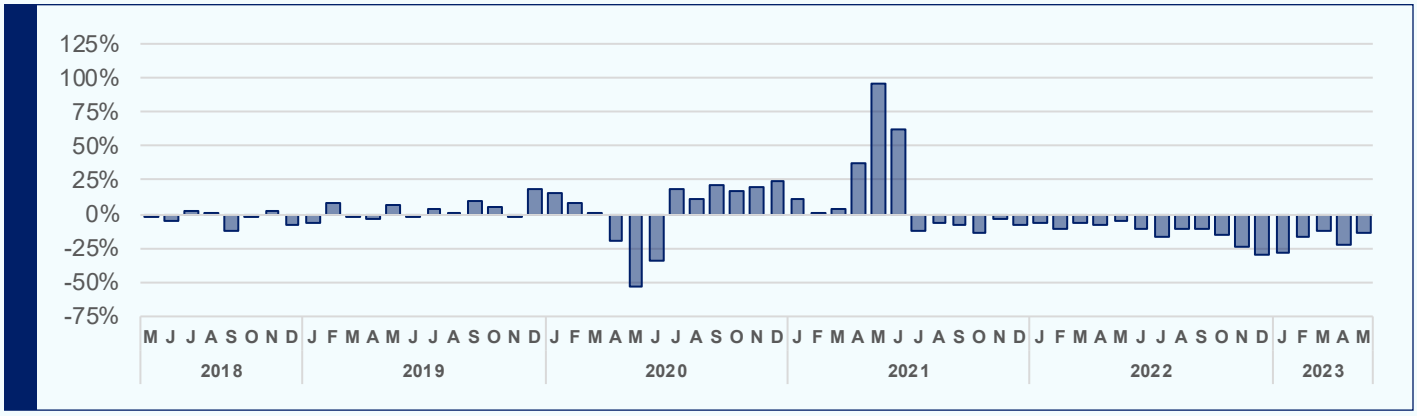
Market Outlook

Though market activity is occurring, sellers and buyers have been hesitant in 2023. And with summer just around the corner, many are more focused on a break from school and on vacations. However, a drop in interest rates could pique the attention for these individuals who still strongly desire to be homeowners and who have been sidelined as interest rates surged.

Whether sellers will want to join the party if interest rates fall is yet to be seen. Many are holding onto extremely low rates. Even if rates drop and more homeowners are enticed to sell, demand will still outpace supply and the market will remain tight in 2023. Buyers will need to compete for limited inventory and prices will be firm as a result.

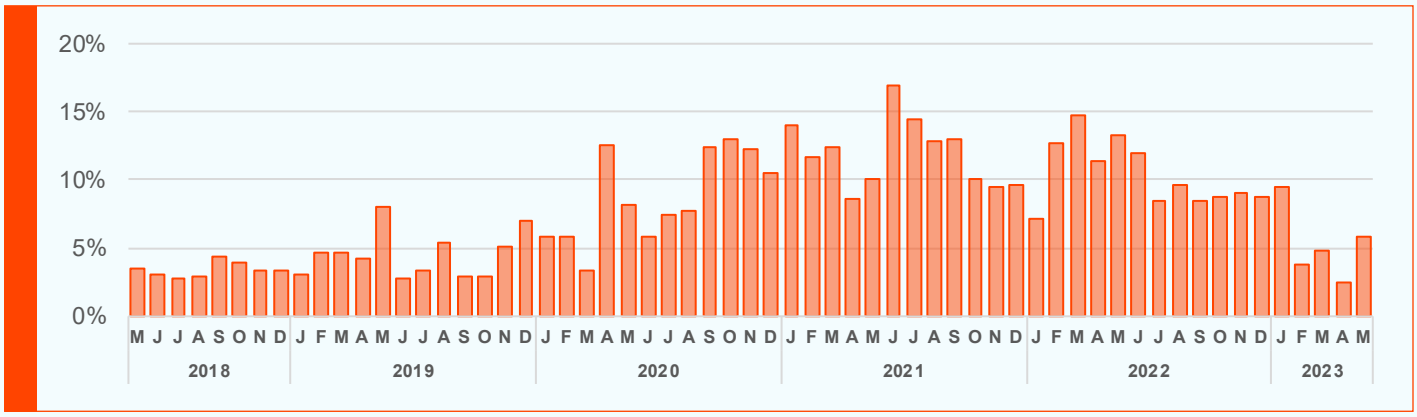
Closed Sales Year-Over-Year Change

Closed sales in Central Pennsylvania remain down in comparison to last year, off by 14.1%. There were 2,280 closed sales in May, which is the highest monthly total for 2023 and is up 18.6% compared to April. This is a far greater increase from April to May than that of last year, likely because of the weak number of closings in April.



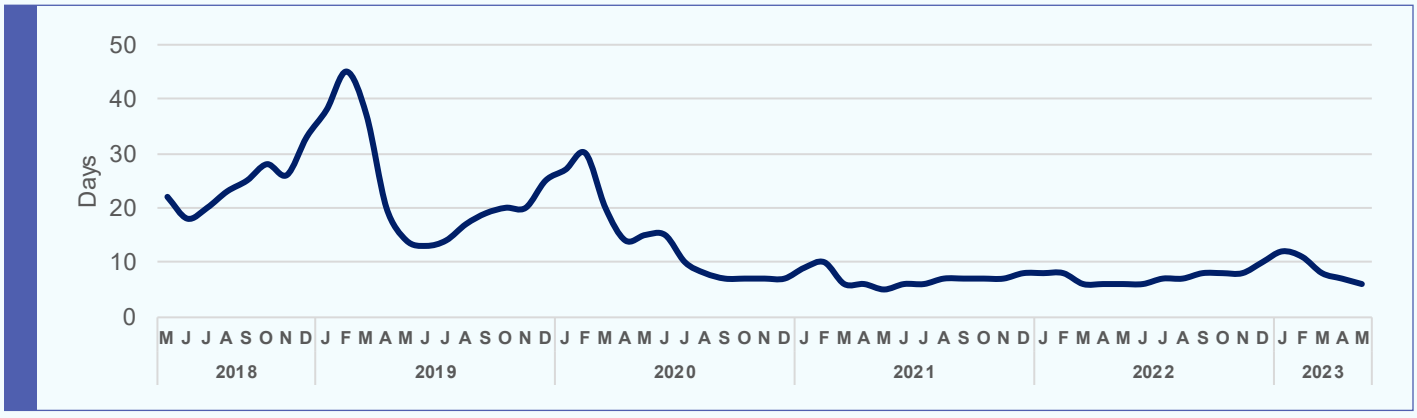
Median Sales Price Year-Over-Year Change

While price growth has moderated in other parts of the Mid-Atlantic, prices continue to rise in the Central Pennsylvania region. The median price in the region was $270,000, which is up 5.9% compared to a year ago and is a 7.6% increase from April. The median price is 43% higher than it was in May 2019.



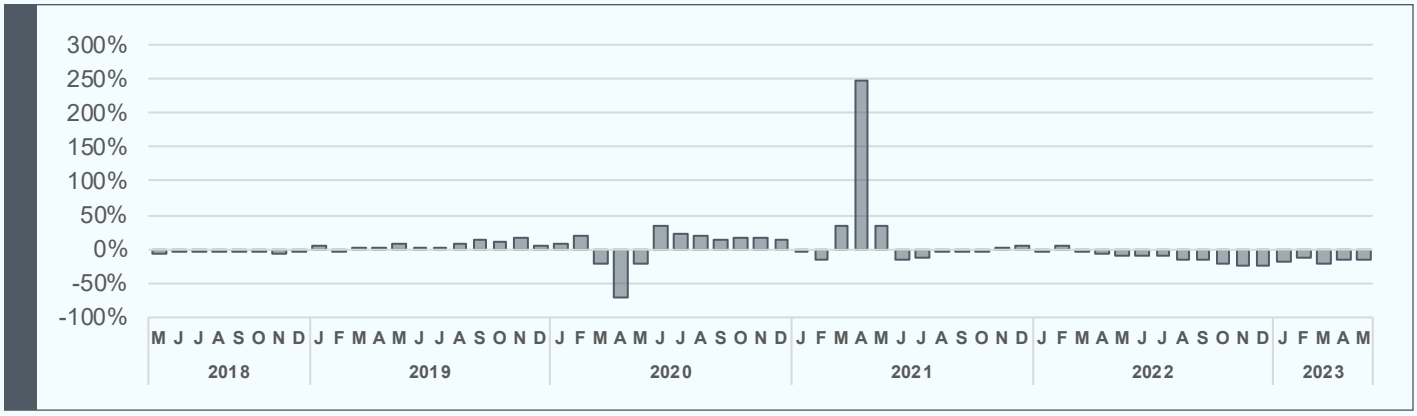
Median Days on Market

With inventory limited and demand high, May continues to show a tight squeeze on the market. At 6, the median days on market is the lowest it has been since June 2022.



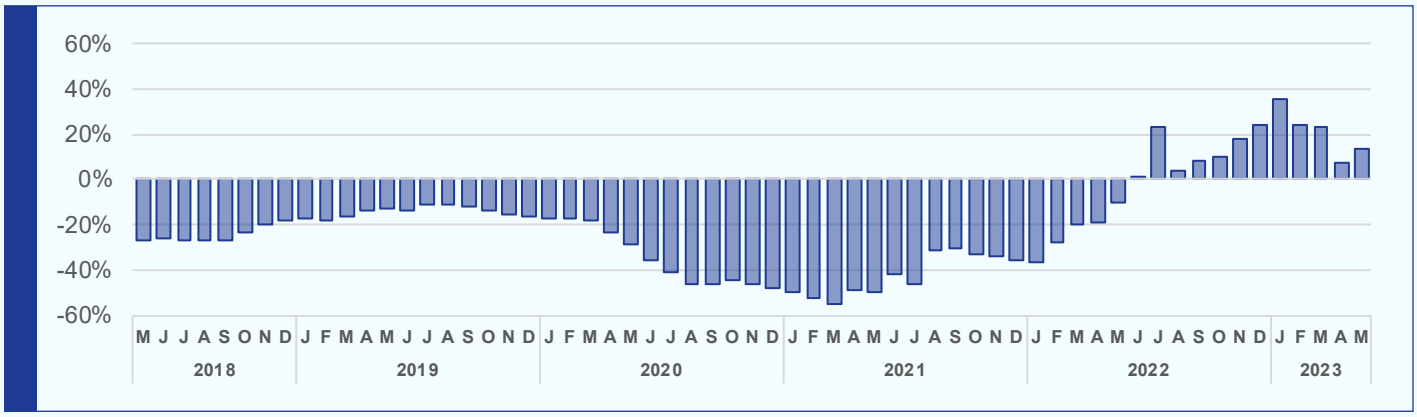
New Pending Sales Year-Over-Year Change

There were 2,642 new pending sales in May, which is 14.7% lower than a year ago. New pending sales increased between April and May, like the trend observed last year. Throughout this spring, pending sales have increased each month but activity is showing signs of plateauing as summer approaches.



Active Listings Year-Over-Year Change

Active listings are once again seeing growth in May compared to the previous year. At the end of May, there were 2,798 active listings across the Central Pennsylvania region, which is a 13.6% increase from May 2022 and is the 11th month in a row of supply increases. Still, inventory in Central Pennsylvania is just about a third of what it was in May 2019.



Showings

Between April and May, showings in the region fell by 2.2%, the first month-to-month decrease this year. Even though showings are still down in comparison to last year, showings have been on the rise as inventory has increased.



Local Markets

Most of Central Pennsylvania saw May closed sales lower than last year, with the exception of Perry County and Lebanon County.

A lack of inventory continues to be a constraint on market activity, although there are some local markets where supply is on the rise. The biggest inventory gains were in Fulton County (+58.3%), Lebanon County (+51.7%) and Perry County (+43.2%). While buyers will find more choices in these local markets, inventory is still far below 2019 levels.

Depleted inventory across Central Pennsylvania is making the market competitive for buyers. Half of homes in most counties sell in about a week, and only Fulton County deviates from the trend with 36 days in May.

Prices were up in most local markets, with double-digit price gains in Adams County (+14.5%) and Berks County (+10.6%). The median price in Fulton County was up 85.4% year-over-year but reflects a very small number of sales.



CLOSED SALES

	May 2023	vs. May 2022
Adams County, PA	105	-8.7%
Berks County, PA	355	-7.3%
Cumberland County, PA	240	-25.0%
Dauphin County, PA	258	-16.5%
Franklin County, PA	136	-14.5%
Fulton County, PA	5	-54.5%
Lancaster County, PA	409	-15.7%
Lebanon County, PA	128	+1.6%
Perry County, PA	31	+19.2%
Schuykill County, PA	112	-11.1%
York County, PA	501	-15.7%
Central PA	**2,280**	**-14.1%**

MEDIAN SALES PRICE

	May 2023	vs. May 2022
Adams County, PA	$315,000	+14.5%
Berks County, PA	$260,000	+10.6%
Cumberland County, PA	$299,950	+1.7%
Dauphin County, PA	$234,200	-0.3%
Franklin County, PA	$265,000	+6.4%
Fulton County, PA	$330,000	+85.4%
Lancaster County, PA	$310,000	+1.9%
Lebanon County, PA	$250,000	+4.2%
Perry County, PA	$217,841	-10.4%
Schuykill County, PA	$116,500	-10.4%
York County, PA	$270,000	+8.0%
Central PA	**$270,000**	**+5.9%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	May 2023	vs. May 2022	May 2023	vs. May 2022	May 2023	vs. May 2022
Adams County, PA	126	-0.8%	132	-15.9%	7	+2 days
Berks County, PA	423	-9.4%	437	-15.5%	6	0 days
Cumberland County, PA	286	-19.7%	316	-11.0%	6	+1 day
Dauphin County, PA	313	-15.4%	339	-21.9%	6	+1 day
Franklin County, PA	168	-15.6%	168	-21.5%	8	0 days
Fulton County, PA	2	-77.8%	9	-10.0%	36	+28 days
Lancaster County, PA	469	-14.4%	529	-14.0%	6	0 days
Lebanon County, PA	156	-6.0%	163	-10.4%	6	0 days
Perry County, PA	36	+9.1%	44	+2.3%	10	+4 days
Schuykill County, PA	115	-19.6%	148	-6.3%	9	-1 day
York County, PA	548	-19.3%	605	-24.2%	6	+1 day
Central PA	**2,642**	**-14.7%**	**2,890**	**-17.0%**	**6**	**0 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	May 2023	vs. May 2022	May 2023	vs. May 2022
Adams County, PA	152	-7.9%	1.63	+5.7%
Berks County, PA	341	+24.0%	0.91	+50.6%
Cumberland County, PA	320	+24.5%	1.21	+48.3%
Dauphin County, PA	301	-3.5%	1.07	+19.7%
Franklin County, PA	209	+16.1%	1.44	+43.2%
Fulton County, PA	19	+58.3%	2.71	+103.3%
Lancaster County, PA	462	+19.4%	1.08	+42.9%
Lebanon County, PA	176	+51.7%	1.39	+80.9%
Perry County, PA	53	+43.2%	1.66	+61.5%
Schuykill County, PA	151	+4.9%	1.31	+11.0%
York County, PA	614	+6.0%	1.23	+31.7%
Central PA	**2,798**	**+13.6%**	**1.18**	**+37.0%**

Why Are Homes Still Selling So Fast?

Half of all homes sold in the Mid-Atlantic sold in a week or less. By comparison, back in 2019, the typical home took nearly a month to sell.

Central Pennsylvania has a similar trend, with half its homes selling in only 6 days or less in May. The typical home stayed on the market for 2 weeks or longer in 2019.

Homes are selling so quickly simply because there are just so few listings for buyers to choose from. Buyers need to act quickly, but even when they do, they often face competition.

Local Markets Continued

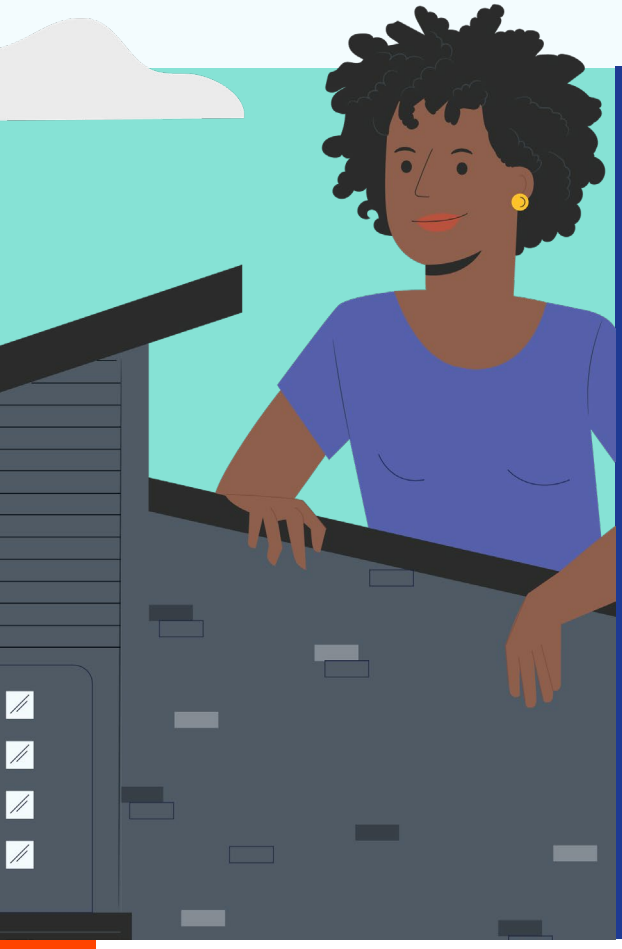
	SHOWINGS		HOME DEMAND INDEX	
	May 2023	vs. May 2022	June 2023	vs. June 2022
Adams County, PA	2,101	+6.4%	72	-1.4%
Berks County, PA	8,209	-20.2%	104	-10.3%
Cumberland County, PA	5,455	-25.5%	103	-19.5%
Dauphin County, PA	6,154	-22.9%	106	-19.7%
Franklin County, PA	2,109	-28.0%	53	-18.5%
Fulton County, PA	72	+22.0%	34	+13.3%
Lancaster County, PA	8,488	-18.0%	136	-15.5%
Lebanon County, PA	2,133	-22.4%	101	-16.5%
Perry County, PA	698	+46.6%	84	+33.3%
Schuykill County, PA	1,445	-35.3%	49	-14.0%
York County, PA	9,271	-18.8%	89	-15.2%
Central PA	**46,135**	**-20.2%**	**94**	**-14.5%**

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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