

Greater Harrisburg Association of REALTORS® (GHAR)
 September 2018 Quicksheets
 (Condo and Single Family)*



*Cumberland, Dauphin & Perry Counties

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Price trends slide as sales volume eased

Pace of market stabilized

- Countywide median sales price slipped 3.2% to \$172,250 while luxury median sales price, representing the top 10% of all sales, declined 9.4% to \$396,894 respectively over the same period last year.
- Median cumulative days on market remained brisk at 17 days, down from 23 days in the same month last year. With listing inventory falling at about the same rate as sales, the pace of the market stabilized. The months to sell, defined as the number of months to sell all existing inventory at the current rate of sales, was 4 months unchanged from the same period last year.
- County sales volume for the month declined 23% to \$100,518,568 from the same period last year. The combination of a 19.1% decrease in sales and a 4.8% decline in average sales price resulted in a larger decrease in overall sales volume than seen in the prior quarter.

GHAR Overall	Sep-13	Sep-14	Sep-15	Sep-16	Sep-17	Sep-18	Trend
Units Sold	639	709	793	825	635	514	
Median Sales Price	\$156,000	\$159,000	\$162,000	\$170,000	\$177,900	\$172,250	
Average Sales Price	\$174,961	\$185,347	\$186,881	\$189,677	\$205,454	\$195,561	
Average Days on Market	95	87	72	61	52	40	
Residential Housing Sales By Price Points							
\$199,000 and less							
Units Sold	446	479	530	531	375	318	
Median Sales Price	\$129,900	\$130,000	\$133,450	\$136,000	\$139,750	\$140,000	
Average Sales Price	\$120,219	\$123,395	\$123,676	\$125,953	\$130,284	\$130,379	
Average Days on Market	98	87	73	63	53	36	
\$200,000 - \$299,000							
Units Sold	128	139	163	181	149	123	
Median Sales Price	\$241,500	\$240,000	\$240,000	\$241,500	\$237,500	\$240,000	
Average Sales Price	\$243,367	\$243,674	\$244,234	\$241,158	\$243,561	\$244,111	
Average Days on Market	80	85	72	43	48	33	
\$300,000 - \$399,000							
Units Sold	38	55	62	69	65	48	
Median Sales Price	\$344,000	\$330,000	\$345,250	\$330,000	\$344,900	\$352,500	
Average Sales Price	\$342,595	\$333,812	\$346,573	\$338,623	\$345,282	\$347,431	
Average Days on Market	102	73	55	99	57	65	
\$400,000 and up							
Units Sold	27	36	38	44	46	25	
Median Sales Price	\$495,000	\$498,000	\$487,450	\$469,613	\$464,450	\$475,000	
Average Sales Price	\$519,002	\$557,618	\$561,862	\$513,361	\$497,244	\$494,231	
Average Days on Market	113	107	76	64	57	75	

Cumberland County Overall	Sep-13	Sep-14	Sep-15	Sep-16	Sep-17	Sep-18	Trend
Units Sold	264	257	281	314	316	233	
Median Sales Price	\$167,400	\$175,000	\$180,000	\$179,250	\$201,450	\$189,000	
Average Sales Price	\$189,386	\$206,154	\$225,287	\$205,719	\$228,053	\$220,680	
Average Days on Market	95	80	66	59	46	42	
Dauphin County Overall	Sep-13	Sep-14	Sep-15	Sep-16	Sep-17	Sep-18	Trend
Units Sold	191	240	244	256	279	254	
Median Sales Price	\$143,000	\$147,450	\$150,000	\$155,000	\$161,500	\$164,900	
Average Sales Price	\$159,249	\$164,820	\$170,157	\$171,374	\$181,415	\$176,355	
Average Days on Market	93	88	70	67	60	38	
Perry County Overall	Sep-13	Sep-14	Sep-15	Sep-16	Sep-17	Sep-18	Trend
Units Sold	26	34	36	50	40	27	
Median Sales Price	\$127,350	\$124,550	\$135,000	\$146,950	\$166,450	\$149,900	
Average Sales Price	\$127,942	\$140,445	\$149,272	\$156,712	\$194,598	\$159,479	
Average Days on Market	94	95	99	60	52	45	