

Greater Harrisburg Association of REALTORS® (GHAR)
March 2019 Quicksheets
(Condo and Single Family)*



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*Cumberland, Dauphin & Perry Counties

Market-wide price trend indicators continued to rise as supply constraints continued
The pace of the market remained brisk

- The number of sales declined by 21.2% to 490 from the same period last year. Listing inventory over the same period dropped 25% to 1,459. As a result, the months of supply, the number of months to sell all listing inventory at the current rate of sales, tightened by 3.2% to 3 months.
- All price trend indicators moved higher year over year. Median sales price rose 5.9% to \$179,900 and the average sales price increased by 6.1% to \$204,900 respectively over the same period.
- The median cumulative days on market declined 16.2% to 31 days and the average days on market from the date of the most recent price change fell 14.9% to 63 days respectively from the same period a year ago.
- County sales volume declined 16.4% to \$100,400,755 from the same period last year. The combination of a 21.2% decline in sales and a 6.1% rise in average sales price resulted in the lower volume.

GHAR Overall	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Trend
Units Sold	637	647	578	622	490	
Median Sales Price	\$158,000	\$155,000	\$155,750	\$169,900	\$179,900	
Average Sales Price	\$173,101	\$174,131	\$188,264	\$193,126	\$204,900	
Average Days on Market	106	86	77	74	63	
Residential Housing Sales By Price Points						
\$199,000 and less						
Units Sold	440	448	367	381	276	
Median Sales Price	\$125,300	\$130,630	\$124,000	\$133,000	\$140,000	
Average Sales Price	\$118,287	\$116,855	\$115,046	\$122,990	\$127,312	
Average Days on Market	106	86	77	70	54	
\$200,000 - \$299,000						
Units Sold	134	128	124	154	129	
Median Sales Price	\$229,950	\$239,995	\$239,900	\$239,300	\$240,000	
Average Sales Price	\$237,644	\$241,861	\$244,899	\$242,543	\$243,851	
Average Days on Market	101	77	67	70	66	
\$300,000 - \$399,000						
Units Sold	42	43	53	48	58	
Median Sales Price	\$399,750	\$345,000	\$349,900	\$334,907	\$339,495	
Average Sales Price	\$342,314	\$343,325	\$347,849	\$340,185	\$345,053	
Average Days on Market	104	71	63	71	80	
\$400,000 and up						
Units Sold	21	28	34	38	27	
Median Sales Price	\$493,000	\$454,000	\$513,331	\$468,721	\$490,000	
Average Sales Price	\$571,306	\$521,077	\$523,274	\$512,775	\$510,845	
Average Days on Market	136	149	133	127	109	

Cumberland County Overall	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Trend
Units Sold	229	214	276	275	237	
Median Sales Price	\$174,900	\$179,950	\$194,000	\$187,000	\$207,500	
Average Sales Price	\$198,763	\$210,959	\$218,010	\$211,204	\$227,055	
Average Days on Market	99	82	67	66	63	
Dauphin County Overall	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Trend
Units Sold	202	233	279	306	226	
Median Sales Price	\$139,000	\$136,000	\$143,100	\$157,500	\$165,000	
Average Sales Price	\$149,617	\$148,617	\$163,669	\$180,206	\$185,360	
Average Days on Market	104	85	86	82	62	
Perry County Overall	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Trend
Units Sold	28	26	23	41	27	
Median Sales Price	\$134,500	\$139,950	\$132,900	\$150,400	\$150,000	
Average Sales Price	\$151,033	\$137,078	\$129,678	\$168,302	\$173,977	
Average Days on Market	111	87	84	61	80	