

Greater Harrisburg Association of REALTORS® (GHAR)

April 2019 Quicksheets
(Condo and Single Family)*



Analysis by
Jonathan J. Miller, Miller Samuel

*Cumberland, Dauphin & Perry Counties

Year over year and Year to Date Price Trends Pressed Higher

Sales declined, restrained by lack of listing inventory

- All price trend indicators moved higher year over year. Median sales price rose 2.9% to \$180,000 and the average sales price increased by 8.6% to \$217,431 respectively over the same period.
- The median cumulative days on market declined 28% to 18 days and the average days on market from the date of the most recent price change fell 25.4% to 50 days respectively from the same period a year ago.
- The number of sales decreased by 8% to 573 from the same period last year. Listing inventory fell 19.2% to 1,642. As a result, the months of supply, the number of months to sell all listing inventory at the current rate of sales, moved 12.1% faster to 2.9 months.
- County sales volume slipped 0.1% to \$124,587,917 from the same period last year. The combination of an 8% decline in sales and an 8.6% rise in average sales price resulted in the nominal decrease in volume.

GHAR Overall	Apr-15	Apr-16	Apr-17	Apr-18	Apr-19	Trend
Units Sold	653	739	689	623	573	
Median Sales Price	\$163,000	\$160,000	\$172,000	\$175,000	\$180,000	
Average Sales Price	\$180,317	\$183,998	\$194,916	\$200,137	\$217,431	
Average Days on Market	99	83	66	67	50	
Residential Housing Sales By Price Points						
\$199,000 and less						
Units Sold	445	477	422	364	328	
Median Sales Price	\$128,500	\$128,000	\$135,000	\$132,500	\$145,000	
Average Sales Price	\$121,765	\$121,000	\$125,256	\$124,468	\$133,250	
Average Days on Market	102	77	62	65	40	
\$200,000 - \$299,000						
Units Sold	129	180	162	165	145	
Median Sales Price	\$239,500	\$240,925	\$239,900	\$245,000	\$236,000	
Average Sales Price	\$242,350	\$243,065	\$241,794	\$246,280	\$241,744	
Average Days on Market	99	90	69	59	44	
\$300,000 - \$399,000						
Units Sold	52	54	56	57	53	
Median Sales Price	\$335,077	\$339,013	\$335,000	\$340,000	\$340,000	
Average Sales Price	\$340,333	\$341,139	\$340,317	\$344,384	\$341,864	
Average Days on Market	85	85	95	95	89	
\$400,000 and up						
Units Sold	27	28	49	36	47	
Median Sales Price	\$520,000	\$480,362	\$457,629	\$471,000	\$487,000	
Average Sales Price	\$540,786	\$574,425	\$473,690	\$525,941	\$589,579	
Average Days on Market	89	128	57	83	91	

Cumberland County Overall	Apr-15	Apr-16	Apr-17	Apr-18	Apr-19	Trend
Units Sold	234	249	352	300	281	
Median Sales Price	\$180,500	\$175,000	\$189,700	\$205,500	\$200,000	
Average Sales Price	\$207,370	\$196,403	\$219,302	\$221,841	\$239,728	
Average Days on Market	96	85	60	63	51	
Dauphin County Overall	Apr-15	Apr-16	Apr-17	Apr-18	Apr-19	Trend
Units Sold	210	255	303	296	265	
Median Sales Price	\$151,000	\$139,900	\$157,900	\$156,450	\$168,000	
Average Sales Price	\$161,166	\$167,889	\$173,671	\$179,011	\$181,004	
Average Days on Market	105	75	71	67	48	
Perry County Overall	Apr-15	Apr-16	Apr-17	Apr-18	Apr-19	Trend
Units Sold	24	35	34	27	27	
Median Sales Price	\$128,000	\$133,500	\$123,388	\$160,000	\$189,900	
Average Sales Price	\$131,820	\$154,143	\$131,779	\$190,593	\$342,893	
Average Days on Market	94	71	85	125	63	