

# LOCAL REAL ESTATE MARKET REPORT

## Lake Wallenpaupack Area

Market Snapshot — Pike & Wayne County, Northeast Pennsylvania | Residential Properties

### FEBRUARY 2026

Source: Pike Wayne Association of Realtors MLS | All figures reflect previously closed sales through the reporting period

#### KEY STATISTICS AT A GLANCE

**20**

Homes Sold YTD  
↓ 35.5% vs. '25

**\$379K**

Median Sale Price YTD  
↑ 16.8% vs. '25

**95 days**

Avg. Days on Market YTD  
↓ 28.6% vs. '25

**2.33 mo.**

Absorption Rate  
↑ from 2.81 — tightening

**52**

Active Listings  
↓ 20% vs. Feb '25

**23**

Pending Sales YTD  
↓ 36.1% vs. '25

**~86%**

Sale-to-List Ratio (Feb)  
12-month low

**\$364,900**

Active Median List Price  
↓ 17.1% vs. Feb '25

**MOST ACTIVE PRICE BAND:** \$300K–\$399K — sold closings doubled year over year. 8 pending YTD, up 33%. This is where buyers are concentrating.

**PRICE RANGE SOLD YTD:** \$30,000 to \$500,000+. Entry-level lots, mid-range lake-access homes, and lakefront all closed in February 2026.

#### MARKET SNAPSHOT

### Fewer sales. Stronger prices. Tighter inventory.

The Lake Wallenpaupack area opened 2026 with lower transaction volume but meaningfully higher values. With only 52 active listings — down 20% from this time last year — there is simply less to choose from. The homes priced correctly are moving. The ones that aren't are sitting, which is exactly what the improving days-on-market trend confirms.

The median sale price rising 16.8% year-to-date while sellers are listing more realistically (active median list price down 17%) is a healthy signal. The gap between asking and selling is closing — and successful closings are happening because sellers are pricing with the market, not ahead of it.

↑ **32.7%**

Median sale price Feb '26 vs. Feb '25  
(\$267,500 → \$355,000)

**2.33 mo.**

Months of supply (Seller's market < 4 mo.)

↓ **28.6%**

Days on market YTD improvement (133 days  
→ 95 days)

Why the average sale price (\$294K) is lower than the median (\$355K) this month: A \$35K land parcel and a \$125K cottage closed alongside a \$500K+ lakefront in February — pulling the mathematical average down. The median is the cleaner read of where this market actually is. One outlier sale in either direction can move the average significantly in a low-volume month.

## PRICE BAND ACTIVITY — YTD SOLD VS. PENDING

Under \$250K — 3 pending

Pending

\$250K–\$299K — 2 sold / 2 pending

Moderate / easing

\$300K–\$399K ★ — 6 sold / 8 pending

★ Most Active — High activity / sold

\$400K–\$499K — 3 sold / 3 pending

Stalled — ↓70% pending

\$500K+ — 6 sold / 7 pending

↑ 16.7% pending — quietly rebuilding

★ The \$300K–\$399K band is the engine of this market. The \$400K–\$499K segment stalled — pending sales dropped 70% YTD — while the \$500K+ pipeline is actually up 16.7% in pending, suggesting lakefront and premier property demand is quietly rebuilding.

## FOR SELLERS & FOR BUYERS

### For Sellers

- The ~86% sale-to-list ratio reflects original list price. Homes that entered overpriced are closing with significant discounts baked in. Price right from the start and this number becomes irrelevant to you.
- The \$300–399K range is moving strongly. The \$400–499K segment has stalled — 70% fewer pending sales YTD. Know exactly which market you're competing in.
- Inventory is on your side at 52 active listings, but low supply only protects you if you're priced where buyers are transacting. Condition and presentation still matter enormously.
- Days on market improved 28.6% YTD. Well-prepared, correctly priced listings are not sitting 131 days — that average includes price-reduced homes that languished before closing.

### For Buyers

- The ~86% sale-to-list ratio tells you negotiating leverage exists — more so than in recent years. If a property has been sitting, there is genuine room to have a real price conversation.
- At 2.33 months of supply, this is still a seller's market. Good, well-priced properties are not waiting indefinitely. Come pre-approved and ready to move on the right home.
- The \$400–499K segment is worth watching closely. Significantly fewer competing buyers and sellers who may have more flexibility than they did in 2025.
- Spring inventory builds in March and April. Buyers who act in late winter consistently face less competition than those who wait for the season to fully open.

## MARKET BALANCE INDICATOR — ABSORPTION RATE

Strong buyer's market (6+ mo.)

Balanced (4–6 mo.)

Strong seller's market (<3 mo.)

### 2.33 months of supply — seller's market territory

Despite lower transaction volume, the Lake Wallenpaupack area remains supply-constrained. New listings (26 YTD) are down 21.2% from last year, keeping inventory tight heading into spring. The absorption rate has actually tightened from 2.81 months a year ago — meaning the market is absorbing available inventory faster, not slower, even as fewer sales close.

## LOCAL PERSPECTIVE

### This is not a typical primary-residence market.

Buyers here are coming from the New York metro, New Jersey, and the Philadelphia corridor — and their decisions are driven by lifestyle and timing as much as mortgage rates. A buyer who has rented at the lake for three summers and finally wants to own is not going to walk away because rates are at 6.75% instead of 5.5%. They're going to buy when the right property comes available.

The Lake Wallenpaupack polygon covers a wide range of property types — from community-lake cottages and amenity-community homes in Wallenpaupack Lake Estates, to full lakefront on the 5,700-acre main lake, to year-round single-family homes. Each tier behaves differently. Watch the \$500K+ pending count trending up 16.7% — lakefront demand is quietly rebuilding as spring approaches.

New York Metro  
Primary feeder market

New Jersey  
Primary feeder market

Philadelphia  
Primary feeder market

The February data presents a market smaller in volume but stronger in core values than a year ago. Fewer homes are selling — but the ones that are selling are commanding meaningful prices. The median rising 16.8% while inventory dropped 20% reflects a market where demand has not disappeared — it has become more concentrated and more selective. For a lake community that consistently attracts buyers who want more than just a house, that foundation remains strong.

Your Move. My Mission. From first call to final key — guided every step of the way.

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Data sourced from the Pike Wayne Association of Realtors MLS. Information deemed reliable but not guaranteed. Reflects Lake Wallenpaupack polygon residential properties only. This report is for informational purposes and does not constitute an appraisal or legal advice. Prepared by Anne McCausland, Realtor — Keller Williams Real Estate, Hawley, PA.