

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

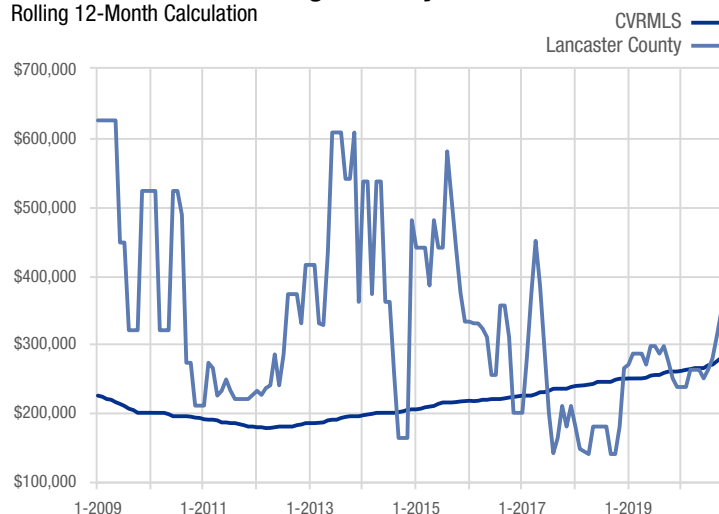
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	8	5	- 37.5%	42	39	- 7.1%
Pending Sales	3	4	+ 33.3%	9	28	+ 211.1%
Closed Sales	1	3	+ 200.0%	8	24	+ 200.0%
Days on Market Until Sale	164	175	+ 6.7%	152	119	- 21.7%
Median Sales Price*	\$275,000	\$476,000	+ 73.1%	\$237,500	\$352,500	+ 48.4%
Average Sales Price*	\$275,000	\$400,333	+ 45.6%	\$276,190	\$413,164	+ 49.6%
Percent of Original List Price Received*	69.6%	88.6%	+ 27.3%	82.4%	90.4%	+ 9.7%
Inventory of Homes for Sale	25	13	- 48.0%	—	—	—
Months Supply of Inventory	11.5	4.9	- 57.4%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	0.0%	2	5	+ 150.0%
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	109	195	+ 78.9%	109	103	- 5.5%
Median Sales Price*	\$362,500	\$415,000	+ 14.5%	\$362,500	\$307,500	- 15.2%
Average Sales Price*	\$362,500	\$415,000	+ 14.5%	\$362,500	\$307,500	- 15.2%
Percent of Original List Price Received*	90.6%	95.4%	+ 5.3%	90.6%	95.3%	+ 5.2%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	3.0	—	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

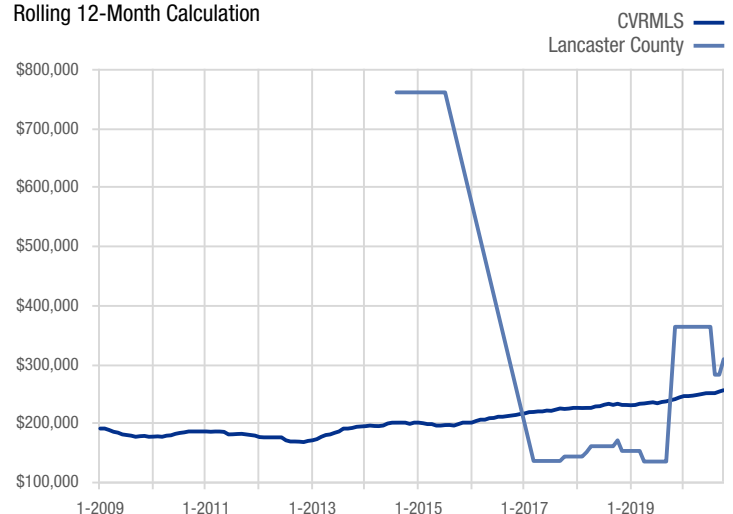
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Condo/Town

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.