

# Local Market Update – July 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Lancaster County

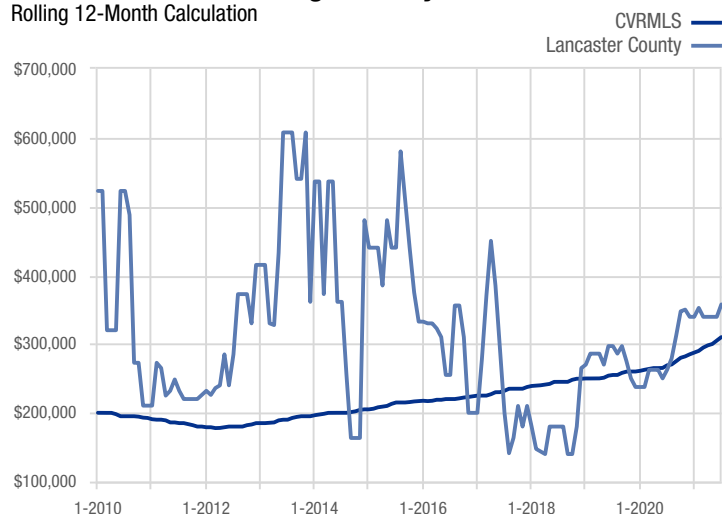
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	4	+ 100.0%	26	31	+ 19.2%
Pending Sales	2	5	+ 150.0%	20	31	+ 55.0%
Closed Sales	5	7	+ 40.0%	16	28	+ 75.0%
Days on Market Until Sale	90	35	- 61.1%	124	50	- 59.7%
Median Sales Price*	\$279,000	<b>\$425,000</b>	+ 52.3%	\$317,000	<b>\$385,000</b>	+ 21.5%
Average Sales Price*	\$320,800	<b>\$688,214</b>	+ 114.5%	\$435,531	<b>\$448,104</b>	+ 2.9%
Percent of Original List Price Received*	86.3%	<b>101.2%</b>	+ 17.3%	89.1%	<b>98.2%</b>	+ 10.2%
Inventory of Homes for Sale	14	7	- 50.0%	—	—	—
Months Supply of Inventory	5.9	1.8	- 69.5%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	0.0%	3	2	- 33.3%
Pending Sales	0	0	0.0%	1	3	+ 200.0%
Closed Sales	0	2	—	0	3	—
Days on Market Until Sale	—	30	—	—	151	—
Median Sales Price*	—	<b>\$420,000</b>	—	—	<b>\$410,000</b>	—
Average Sales Price*	—	<b>\$420,000</b>	—	—	<b>\$413,333</b>	—
Percent of Original List Price Received*	—	<b>99.4%</b>	—	—	<b>96.9%</b>	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

\* 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.

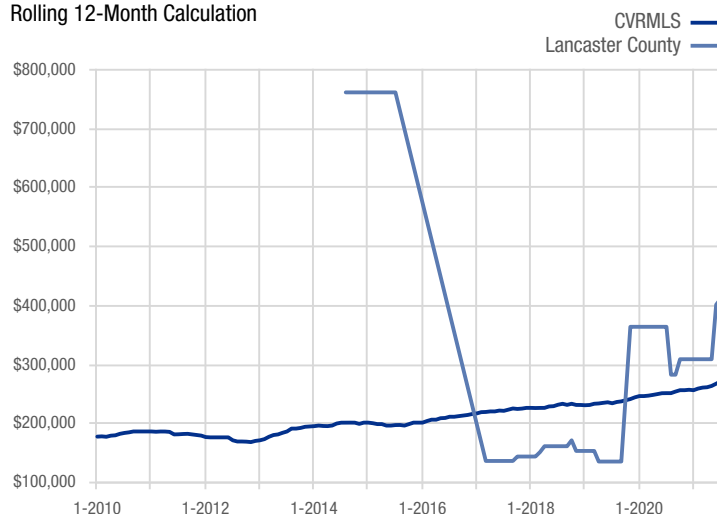
### Median Sales Price - Single-Family

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.