

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

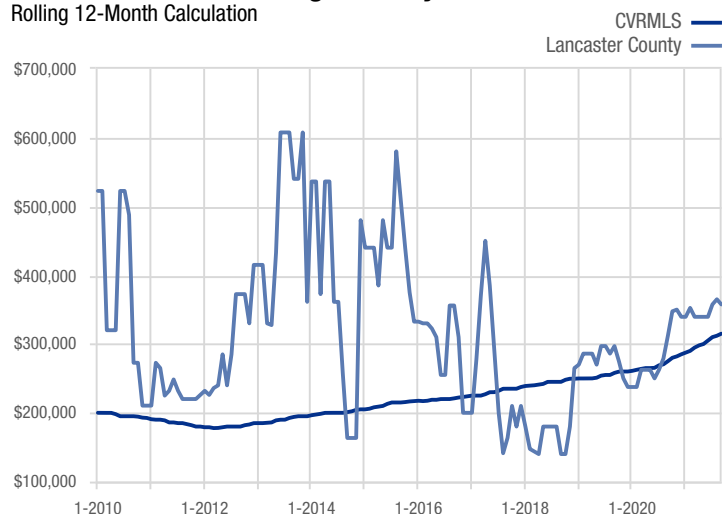
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	6	5	- 16.7%	34	36	+ 5.9%
Pending Sales	2	4	+ 100.0%	24	34	+ 41.7%
Closed Sales	3	4	+ 33.3%	21	33	+ 57.1%
Days on Market Until Sale	16	14	- 12.5%	111	51	- 54.1%
Median Sales Price*	\$443,943	\$358,100	- 19.3%	\$350,000	\$365,000	+ 4.3%
Average Sales Price*	\$395,481	\$734,050	+ 85.6%	\$414,997	\$474,427	+ 14.3%
Percent of Original List Price Received*	99.3%	100.0%	+ 0.7%	90.7%	97.8%	+ 7.8%
Inventory of Homes for Sale	14	7	- 50.0%	—	—	—
Months Supply of Inventory	5.5	1.8	- 67.3%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	3	+ 50.0%	5	5	0.0%
Pending Sales	1	2	+ 100.0%	2	5	+ 150.0%
Closed Sales	0	0	0.0%	1	3	+ 200.0%
Days on Market Until Sale	—	—	—	10	151	+ 1,410.0%
Median Sales Price*	—	—	—	\$200,000	\$410,000	+ 105.0%
Average Sales Price*	—	—	—	\$200,000	\$413,333	+ 106.7%
Percent of Original List Price Received*	—	—	—	95.2%	96.9%	+ 1.8%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	3.0	0.6	- 80.0%	—	—	—

* 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.

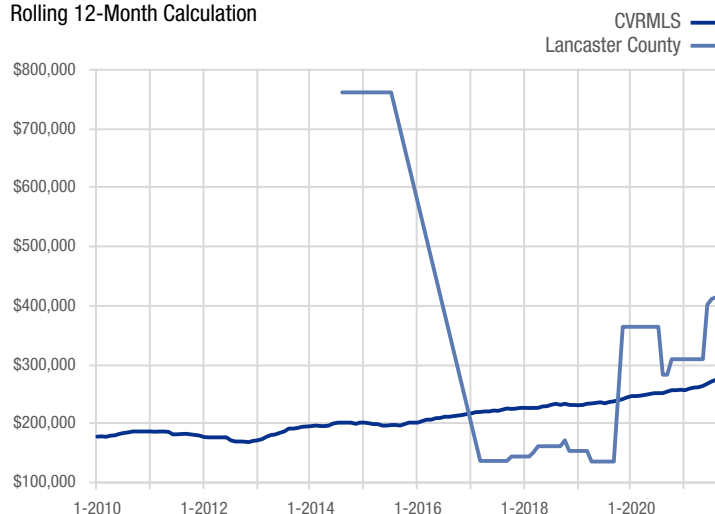
Median Sales Price - Single-Family

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.