

# Local Market Update – November 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Lancaster County

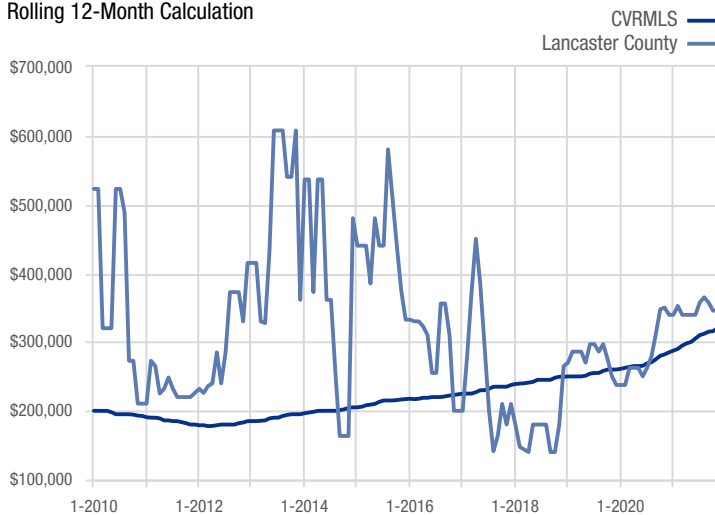
| Single Family                            | November  |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2020      | 2021             | % Change | Thru 11-2020 | Thru 11-2021     | % Change |
| New Listings                             | 5         | 5                | 0.0%     | 44           | 45               | + 2.3%   |
| Pending Sales                            | 5         | 3                | - 40.0%  | 33           | 41               | + 24.2%  |
| Closed Sales                             | 4         | 4                | 0.0%     | 28           | 38               | + 35.7%  |
| Days on Market Until Sale                | 43        | 25               | - 41.9%  | 108          | 47               | - 56.5%  |
| Median Sales Price*                      | \$312,000 | <b>\$295,000</b> | - 5.4%   | \$339,500    | <b>\$345,600</b> | + 1.8%   |
| Average Sales Price*                     | \$327,250 | <b>\$341,750</b> | + 4.4%   | \$400,891    | <b>\$454,029</b> | + 13.3%  |
| Percent of Original List Price Received* | 98.0%     | <b>102.3%</b>    | + 4.4%   | 91.5%        | <b>98.3%</b>     | + 7.4%   |
| Inventory of Homes for Sale              | 13        | 5                | - 61.5%  | —            | —                | —        |
| Months Supply of Inventory               | 4.3       | 1.3              | - 69.8%  | —            | —                | —        |

| Condo/Town                               | November |      |          | Year to Date |                  |          |
|--|----------|------|----------|--------------|------------------|----------|
|  | 2020     | 2021 | % Change | Thru 11-2020 | Thru 11-2021     | % Change |
| New Listings                             | 0        | 0    | 0.0%     | 5            | 5                | 0.0%     |
| Pending Sales                            | 0        | 0    | 0.0%     | 2            | 5                | + 150.0% |
| Closed Sales                             | 0        | 0    | 0.0%     | 2            | 3                | + 50.0%  |
| Days on Market Until Sale                | —        | —    | —        | 103          | 151              | + 46.6%  |
| Median Sales Price*                      | —        | —    | —        | \$307,500    | <b>\$410,000</b> | + 33.3%  |
| Average Sales Price*                     | —        | —    | —        | \$307,500    | <b>\$413,333</b> | + 34.4%  |
| Percent of Original List Price Received* | —        | —    | —        | 95.3%        | <b>96.9%</b>     | + 1.7%   |
| 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.

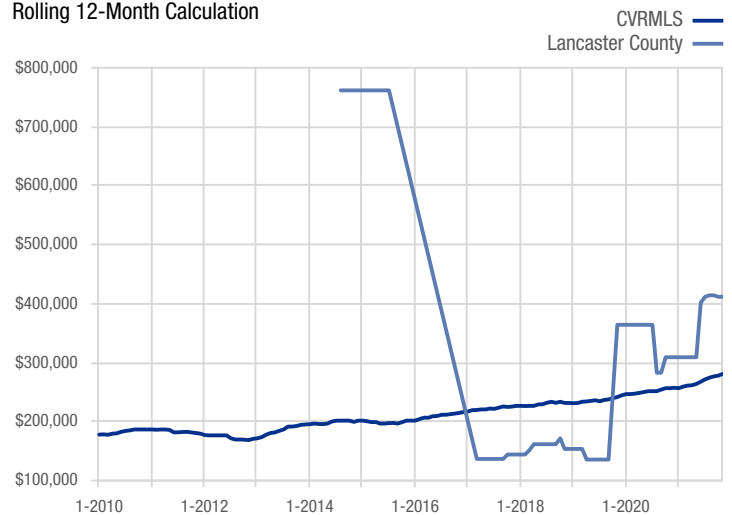
### Median Sales Price - Single-Family

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.