

Local Market Update – December 2021

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

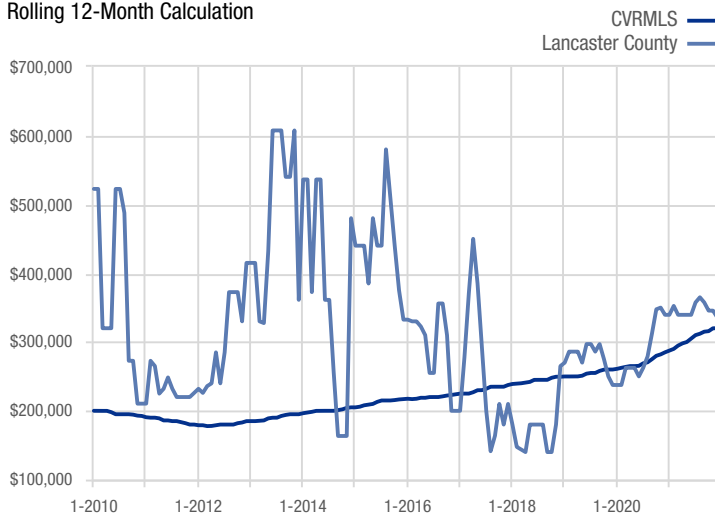
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	2	0.0%	46	47	+ 2.2%
Pending Sales	0	2	—	33	43	+ 30.3%
Closed Sales	3	4	+ 33.3%	31	42	+ 35.5%
Days on Market Until Sale	128	15	- 88.3%	110	44	- 60.0%
Median Sales Price*	\$240,750	\$310,500	+ 29.0%	\$339,500	\$335,600	- 1.1%
Average Sales Price*	\$240,750	\$597,750	+ 148.3%	\$390,215	\$467,717	+ 19.9%
Percent of Original List Price Received*	78.3%	96.9%	+ 23.8%	90.6%	98.1%	+ 8.3%
Inventory of Homes for Sale	11	4	- 63.6%	—	—	—
Months Supply of Inventory	3.7	1.1	- 70.3%	—	—	—

Condo/Town	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% 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	\$410,000	+ 33.3%
Average Sales Price*	—	—	—	\$307,500	\$413,333	+ 34.4%
Percent of Original List Price Received*	—	—	—	95.3%	96.9%	+ 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.

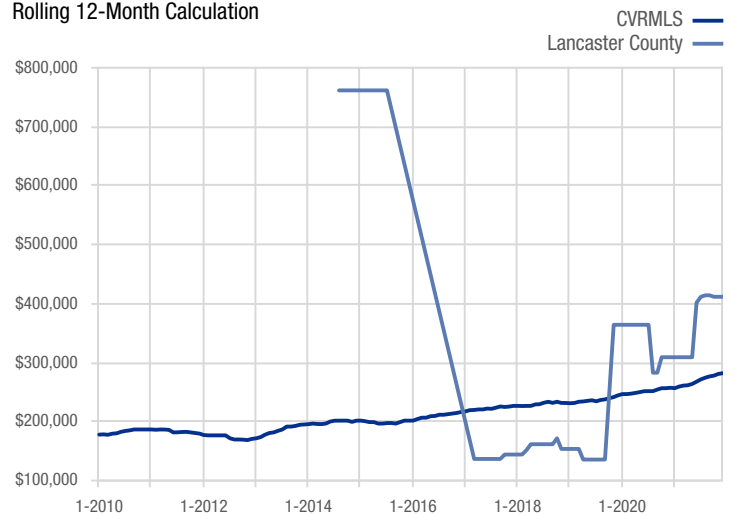
Median Sales Price - Single-Family

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.