

Local Market Update – September 2022

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

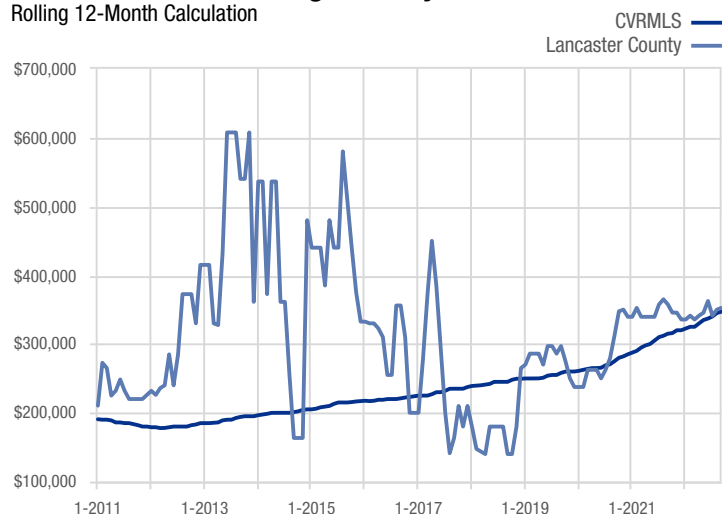
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	6	5	- 16.7%	37	38	+ 2.7%
Pending Sales	3	4	+ 33.3%	33	27	- 18.2%
Closed Sales	4	9	+ 125.0%	33	25	- 24.2%
Days on Market Until Sale	14	40	+ 185.7%	51	43	- 15.7%
Median Sales Price*	\$358,100	\$355,000	- 0.9%	\$365,000	\$400,000	+ 9.6%
Average Sales Price*	\$734,050	\$689,808	- 6.0%	\$474,427	\$579,907	+ 22.2%
Percent of Original List Price Received*	100.0%	97.3%	- 2.7%	97.8%	95.0%	- 2.9%
Inventory of Homes for Sale	9	9	0.0%	—	—	—
Months Supply of Inventory	2.4	3.0	+ 25.0%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	3	0	- 100.0%	5	1	- 80.0%
Pending Sales	2	0	- 100.0%	5	1	- 80.0%
Closed Sales	0	0	0.0%	3	1	- 66.7%
Days on Market Until Sale	—	—	—	151	20	- 86.8%
Median Sales Price*	—	—	—	\$410,000	\$171,000	- 58.3%
Average Sales Price*	—	—	—	\$413,333	\$171,000	- 58.6%
Percent of Original List Price Received*	—	—	—	96.9%	95.0%	- 2.0%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.6	1.0	+ 66.7%	—	—	—

* 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.

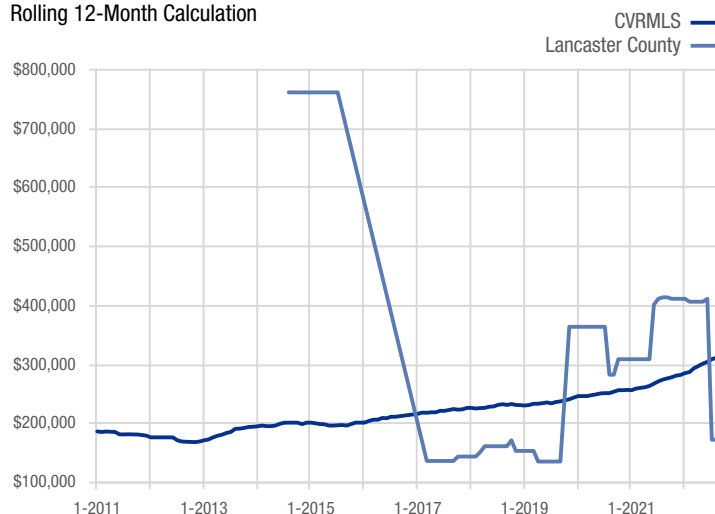
Median Sales Price - Single-Family

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.