

# Local Market Update – April 2022

A Research Tool Provided by Central Virginia Regional MLS.



## Lancaster County

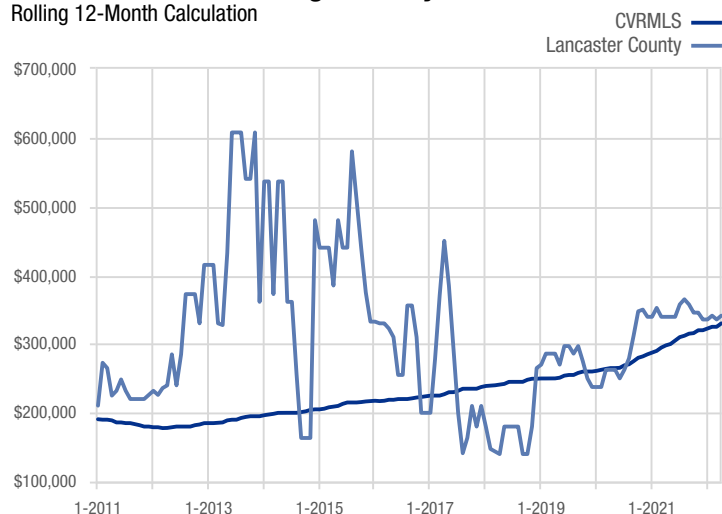
| Single Family                            | April     |      |          | Year to Date |             |          |
|--|-----------|------|----------|--------------|-------------|----------|
| Key Metrics                              | 2021      | 2022 | % Change | Thru 4-2021  | Thru 4-2022 | % Change |
| New Listings                             | 8         | 8    | 0.0%     | 19           | 10          | - 47.4%  |
| Pending Sales                            | 4         | 3    | - 25.0%  | 15           | 6           | - 60.0%  |
| Closed Sales                             | 5         | 0    | - 100.0% | 13           | 4           | - 69.2%  |
| Days on Market Until Sale                | 16        | —    | —        | 55           | 43          | - 21.8%  |
| Median Sales Price*                      | \$265,000 | —    | —        | \$405,000    | \$544,750   | + 34.5%  |
| Average Sales Price*                     | \$316,480 | —    | —        | \$356,915    | \$689,875   | + 93.3%  |
| Percent of Original List Price Received* | 107.3%    | —    | —        | 97.9%        | 90.2%       | - 7.9%   |
| Inventory of Homes for Sale              | 14        | 7    | - 50.0%  | —            | —           | —        |
| Months Supply of Inventory               | 4.1       | 2.5  | - 39.0%  | —            | —           | —        |

| Condo/Town                               | April |      |          | Year to Date |             |          |
|--|-------|------|----------|--------------|-------------|----------|
| Key Metrics                              | 2021  | 2022 | % Change | Thru 4-2021  | Thru 4-2022 | % Change |
| New Listings                             | 2     | 0    | - 100.0% | 2            | 0           | - 100.0% |
| Pending Sales                            | 1     | 0    | - 100.0% | 1            | 1           | 0.0%     |
| Closed Sales                             | 0     | 0    | 0.0%     | 0            | 1           | —        |
| Days on Market Until Sale                | —     | —    | —        | —            | 20          | —        |
| Median Sales Price*                      | —     | —    | —        | —            | \$171,000   | —        |
| Average Sales Price*                     | —     | —    | —        | —            | \$171,000   | —        |
| Percent of Original List Price Received* | —     | —    | —        | —            | 95.0%       | —        |
| 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.

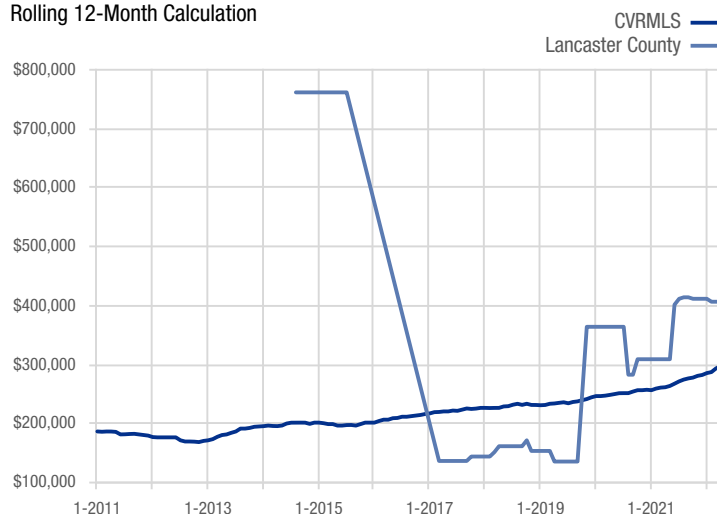
### Median Sales Price - Single-Family

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.