

Local Market Update – March 2023

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

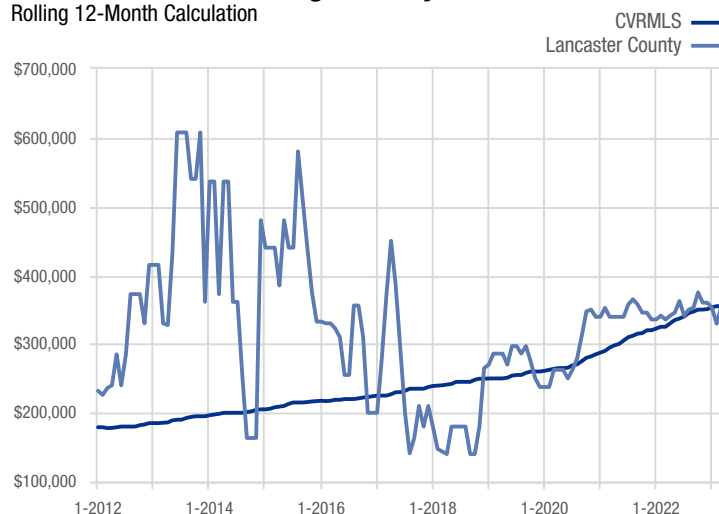
Single Family	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	1	4	+ 300.0%	2	15	+ 650.0%
Pending Sales	1	5	+ 400.0%	3	11	+ 266.7%
Closed Sales	1	6	+ 500.0%	4	9	+ 125.0%
Days on Market Until Sale	43	39	- 9.3%	43	40	- 7.0%
Median Sales Price*	\$270,000	\$310,000	+ 14.8%	\$544,750	\$259,000	- 52.5%
Average Sales Price*	\$270,000	\$335,000	+ 24.1%	\$689,875	\$323,222	- 53.1%
Percent of Original List Price Received*	85.7%	92.5%	+ 7.9%	90.2%	92.4%	+ 2.4%
Inventory of Homes for Sale	2	12	+ 500.0%	—	—	—
Months Supply of Inventory	0.7	3.2	+ 357.1%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	20	8	- 60.0%
Median Sales Price*	—	—	—	\$171,000	\$360,000	+ 110.5%
Average Sales Price*	—	—	—	\$171,000	\$360,000	+ 110.5%
Percent of Original List Price Received*	—	—	—	95.0%	94.7%	- 0.3%
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* 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.

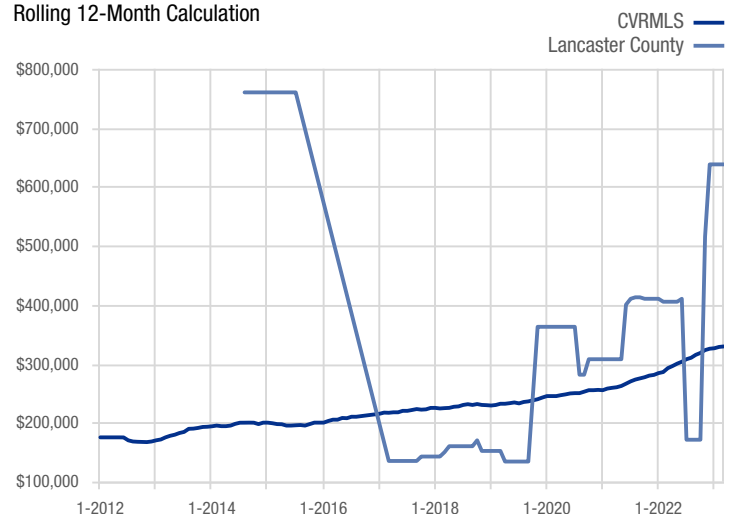
Median Sales Price - Single-Family

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.