

Local Market Update – July 2023

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

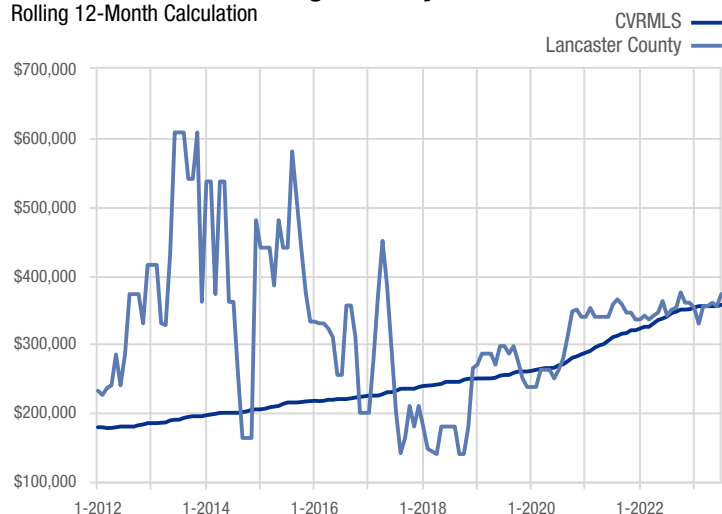
Single Family	July			Year to Date		
Key Metrics	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	8	1	- 87.5%	30	37	+ 23.3%
Pending Sales	2	7	+ 250.0%	16	28	+ 75.0%
Closed Sales	2	3	+ 50.0%	13	27	+ 107.7%
Days on Market Until Sale	73	8	- 89.0%	47	27	- 42.6%
Median Sales Price*	\$194,450	\$746,000	+ 283.6%	\$495,000	\$415,000	- 16.2%
Average Sales Price*	\$194,450	\$1,205,000	+ 519.7%	\$519,569	\$459,722	- 11.5%
Percent of Original List Price Received*	81.8%	97.9%	+ 19.7%	95.0%	96.8%	+ 1.9%
Inventory of Homes for Sale	14	6	- 57.1%	—	—	—
Months Supply of Inventory	5.8	1.5	- 74.1%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	0	0.0%	0	2	—
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	2	+ 100.0%
Days on Market Until Sale	—	—	—	20	6	- 70.0%
Median Sales Price*	—	—	—	\$171,000	\$512,500	+ 199.7%
Average Sales Price*	—	—	—	\$171,000	\$512,500	+ 199.7%
Percent of Original List Price Received*	—	—	—	95.0%	96.6%	+ 1.7%
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.

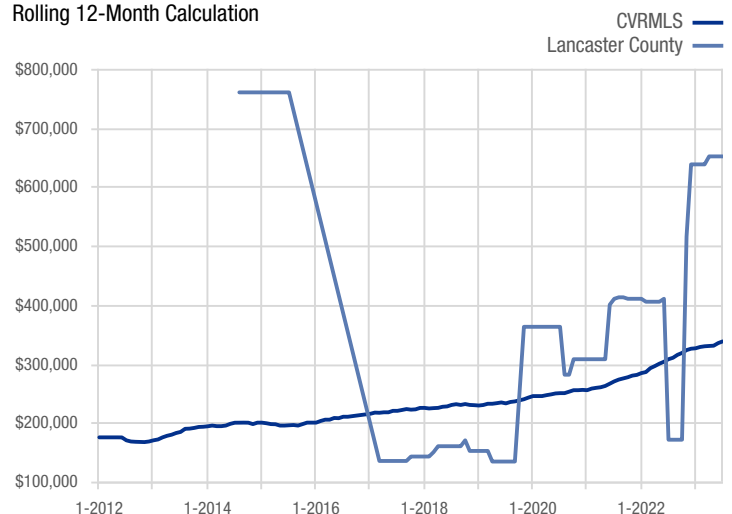
Median Sales Price - Single-Family

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.