

Local Market Update – September 2023

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

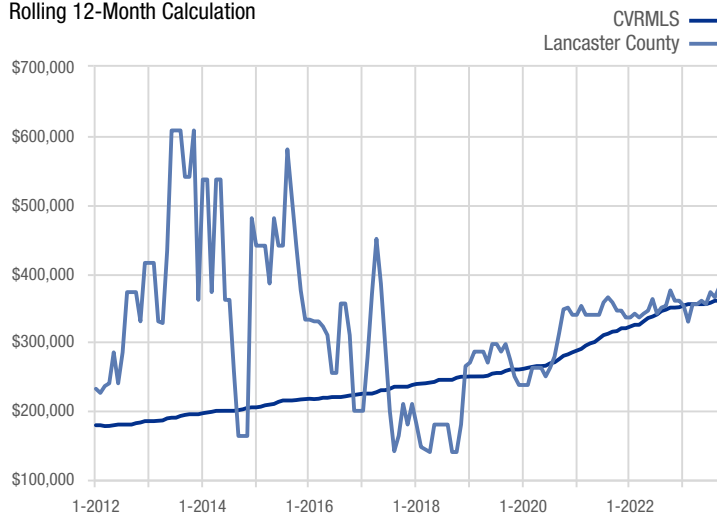
| Single Family | September | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 9-2022 | Thru 9-2023 | % Change |
| New Listings | 5 | 3 | - 40.0% | 38 | 47 | + 23.7% |
| Pending Sales | 4 | 6 | + 50.0% | 27 | 37 | + 37.0% |
| Closed Sales | 9 | 1 | - 88.9% | 25 | 33 | + 32.0% |
| Days on Market Until Sale | 40 | 4 | - 90.0% | 43 | 29 | - 32.6% |
| Median Sales Price* | \$355,000 | \$900,000 | + 153.5% | \$400,000 | \$420,000 | + 5.0% |
| Average Sales Price* | \$689,808 | \$900,000 | + 30.5% | \$579,907 | \$484,453 | - 16.5% |
| Percent of Original List Price Received* | 97.3% | 100.1% | + 2.9% | 95.0% | 96.5% | + 1.6% |
| Inventory of Homes for Sale | 9 | 7 | - 22.2% | — | — | — |
| Months Supply of Inventory | 3.0 | 1.8 | - 40.0% | — | — | — |

| Condo/Town | September | | | Year to Date | | |
|--|-----------|------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 9-2022 | Thru 9-2023 | % Change |
| New Listings | 0 | 0 | 0.0% | 1 | 2 | + 100.0% |
| 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 | 1 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 1.0 | — | — | — | — | — |

* 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.

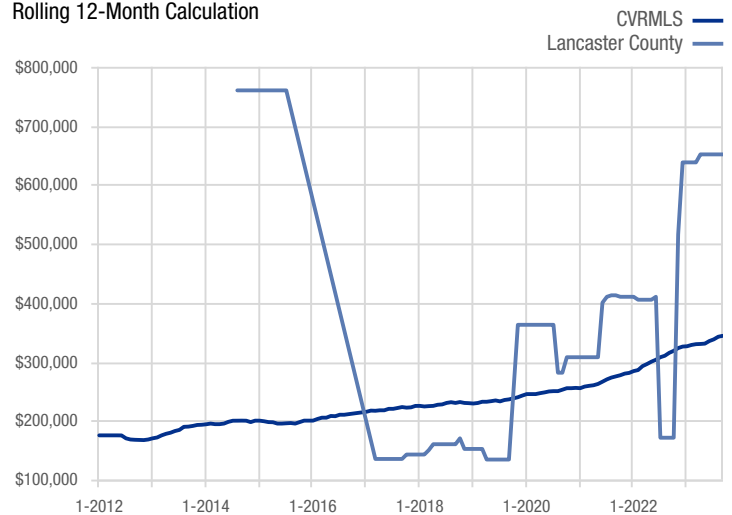
Median Sales Price - Single-Family

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.