

Local Market Update – October 2023

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

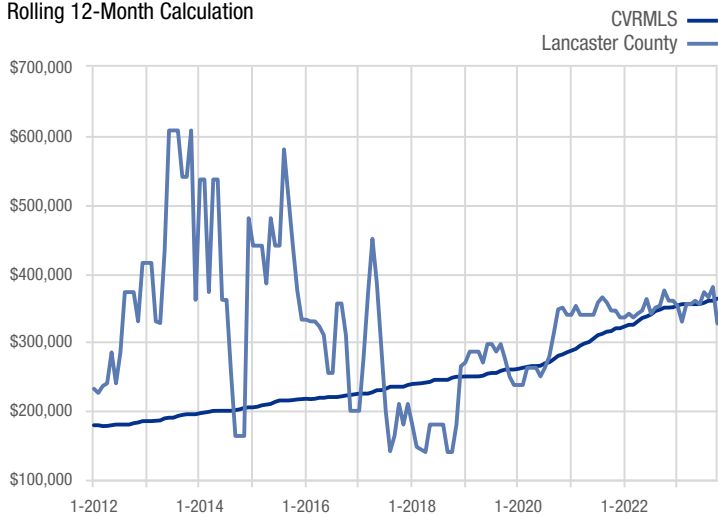
Single Family	October			Year to Date		
Key Metrics	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	8	5	- 37.5%	46	52	+ 13.0%
Pending Sales	4	1	- 75.0%	31	38	+ 22.6%
Closed Sales	1	8	+ 700.0%	26	41	+ 57.7%
Days on Market Until Sale	40	125	+ 212.5%	42	48	+ 14.3%
Median Sales Price*	\$450,000	\$284,900	- 36.7%	\$419,500	\$389,500	- 7.2%
Average Sales Price*	\$450,000	\$442,841	- 1.6%	\$574,911	\$476,131	- 17.2%
Percent of Original List Price Received*	81.8%	91.5%	+ 11.9%	94.5%	95.5%	+ 1.1%
Inventory of Homes for Sale	11	11	0.0%	—	—	—
Months Supply of Inventory	3.7	3.0	- 18.9%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	1	0	- 100.0%	2	2	0.0%
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



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.

Median Sales Price - Condo/Town

Rolling 12-Month Calculation

