

Local Market Update – November 2023

A Research Tool Provided by Central Virginia Regional MLS.



Lancaster County

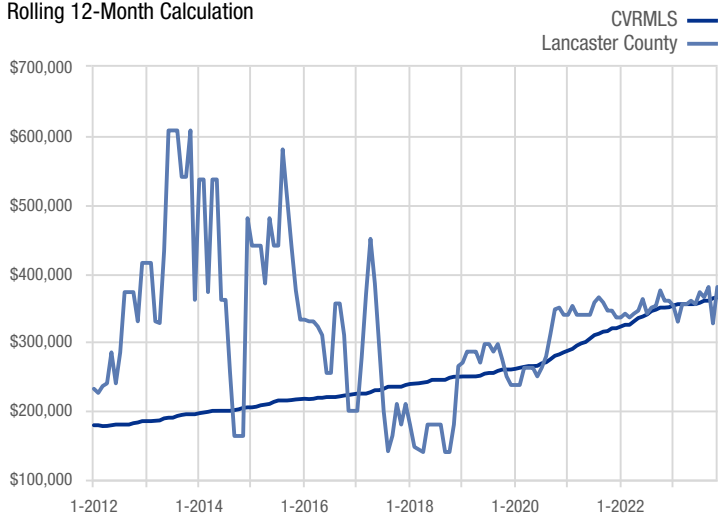
Single Family	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	5	4	- 20.0%	51	56	+ 9.8%
Pending Sales	3	3	0.0%	34	41	+ 20.6%
Closed Sales	6	2	- 66.7%	32	43	+ 34.4%
Days on Market Until Sale	31	6	- 80.6%	40	47	+ 17.5%
Median Sales Price*	\$278,900	\$784,000	+ 181.1%	\$380,000	\$399,000	+ 5.0%
Average Sales Price*	\$288,467	\$784,000	+ 171.8%	\$521,202	\$483,640	- 7.2%
Percent of Original List Price Received*	91.2%	104.5%	+ 14.6%	93.9%	95.7%	+ 1.9%
Inventory of Homes for Sale	12	12	0.0%	—	—	—
Months Supply of Inventory	4.0	3.3	- 17.5%	—	—	—

Condo/Town	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	2	2	0.0%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	39	—	—	30	6	- 80.0%
Median Sales Price*	\$860,000	—	—	\$515,500	\$512,500	- 0.6%
Average Sales Price*	\$860,000	—	—	\$515,500	\$512,500	- 0.6%
Percent of Original List Price Received*	101.2%	—	—	98.1%	96.6%	- 1.5%
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.

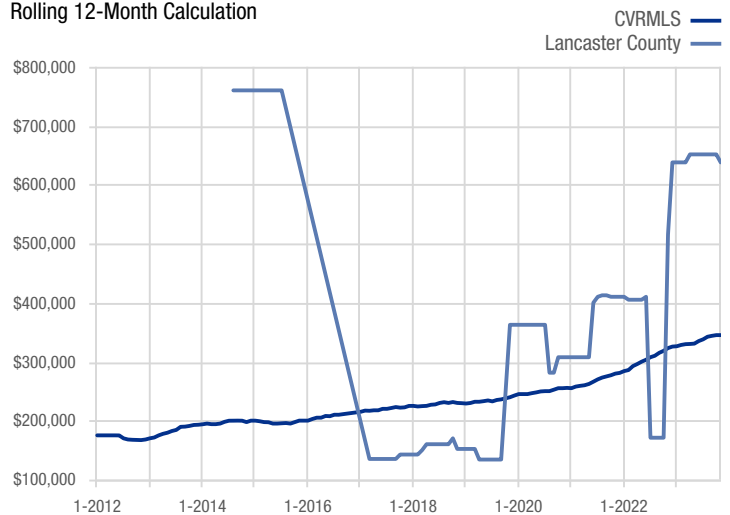
Median Sales Price - Single-Family

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.