

September 2017 Sales Report: Northumberland County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
BAY POINTE	\$380,000	\$399,000	789	REEDVILLE	LITTLE WICOMICO RIVER
WEST DRIVE	\$310,000	\$325,000	86	KILMARNOCK	Indian Creek
RIVER ROAD	\$305,000	\$337,500	45	LOTTSBURG	POTOMAC RIVER
SHEPS POINT LANE	\$414,000	\$429,000	112	REEDVILLE	LITTLE WICOMICO RIVER
CROWDER LANE	\$515,000	\$549,000	212	REEDVILLE	GREAT WICOMICO RIVER
SPINNAKER LANE	\$325,000	\$342,500	542	HEATHSVILLE	POTOMAC RIVER
PENINSULA DRIVE	\$252,000	\$269,500	160	HEATHSVILLE	POTOMAC RIVER
PINE REACH DRIVE	\$685,000	\$699,950	46	KILMARNOCK	CHESAPEAKE BAY
STEAMBOAT LANE	\$255,000	\$269,800	551	HEATHSVILLE	GREAT WICOMICO RIVER
WICOMICO POINT ROAD	\$62,500	\$165,000	527	HEATHSVILLE	LITTLE WICOMICO RIVER
GLEBE ROAD	\$420,000	\$425,000	150	LOTTSBURG	COAN RIVER

Figure 1: Waterfront Home Sales in Northumberland County, September 2017.

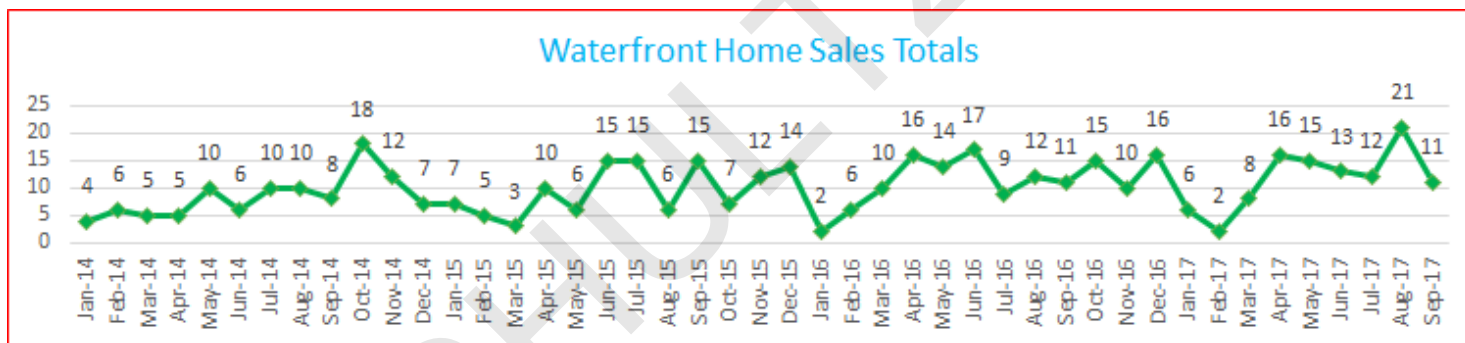


Figure 2: Waterfront Homes Sold by Month

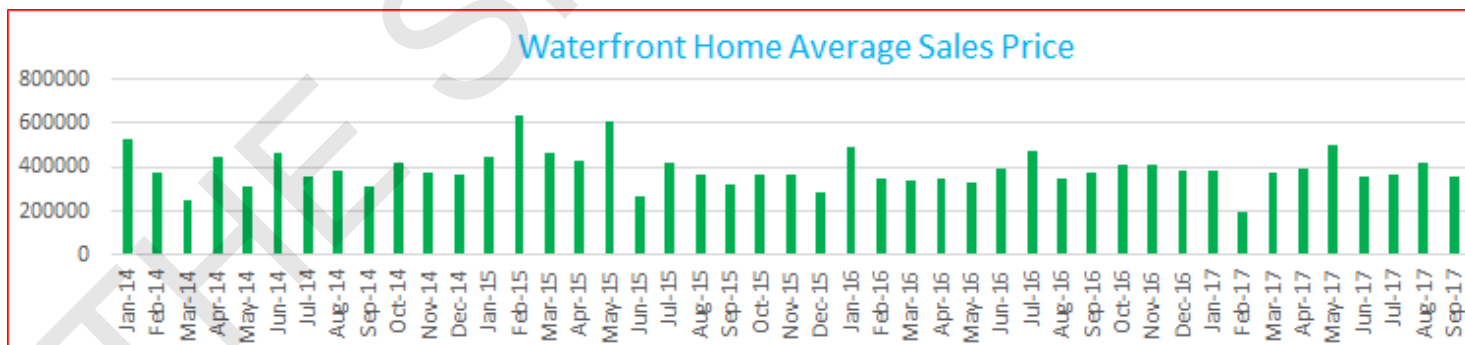


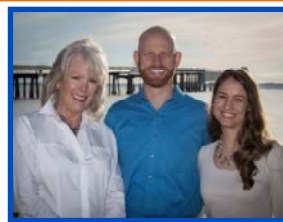
Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	104	97	7.2%
Dollar Volume	\$41,246,400	\$35,884,495	14.9%
Avg. Sales Price	\$396,600	\$369,943	7.2%
Median Sales Price	\$353,500	\$330,500	7.0%
Avg. Days on Market	260	280	-7.2%

Figure 4: Year to Date Sales Comparison Between 2016 and 2017 for Waterfront Homes

End of Year Sales Total 2014 - 2016			
	2016	2015	2014
Units	138	115	101
Dollar Volume	\$52,189,795	\$44,051,350	\$38,265,439
Avg. Sales Price	\$378,187	\$383,055	\$378,866
Median Sales Price	\$332,500	\$334,000	\$349,000
Avg. Days on Market	267	275	316

Figure 5: End of Year Sales Totals 2014 - 2016 for Waterfront Homes.



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WATERFRONT LAND:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
SANDY BEACH ROAD	\$85,000	\$99,000	1824	HEATHSVILLE	POTOMAC RIVER
TWIN COVE LANE	\$120,000	\$159,000	924	HEATHSVILLE	LITTLE WICOMICO RIVER
CANDY POINT ROAD	\$200,000	\$219,000	774	BURGESS	POTOMAC RIVER
PEBBLE RD	\$45,000	\$89,999	408	WICOMICO CHURCH	CHESAPEAKE BAY
SMITH POINT ROAD	\$102,500	\$119,900	273	REEDVILLE	LITTLE WICOMICO RIVER
CRANES CREEK HARBOR DR	\$125,000	\$139,000	210	HEATHSVILLE	GREAT WICOMICO RIVER

Figure 6: Waterfront Land Sold in Northumberland, September 2017.

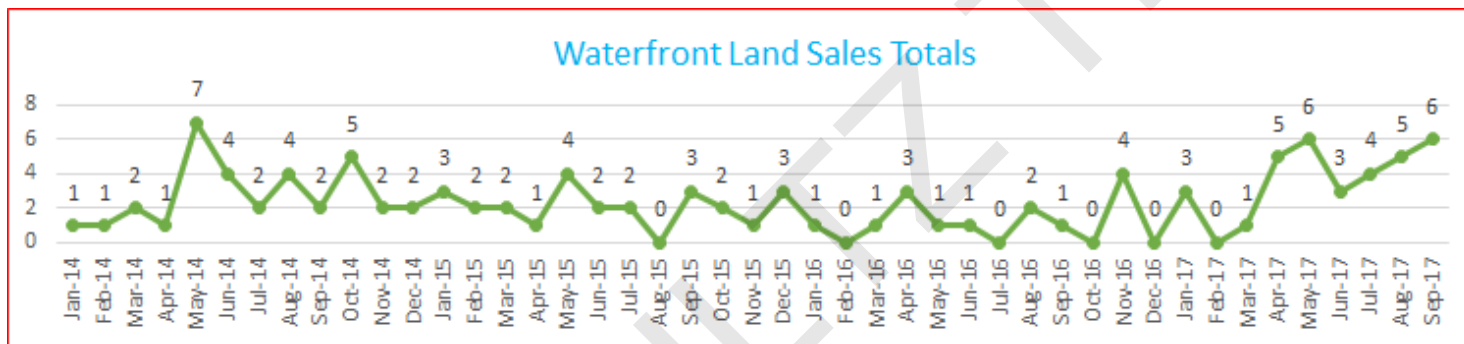


Figure 7: Waterfront Land Sales by Month.

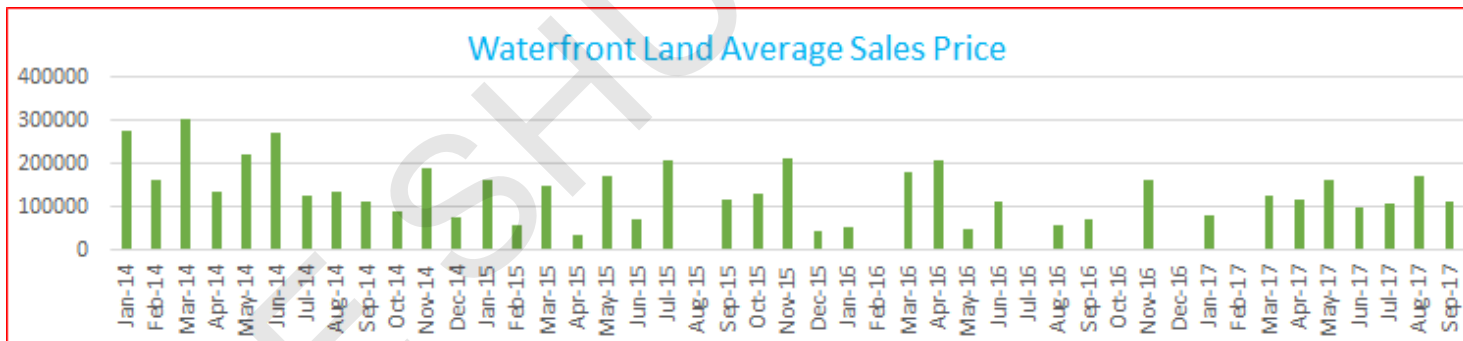


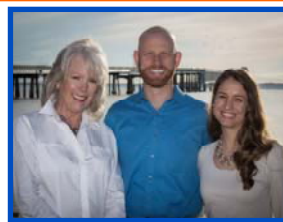
Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	33	9	266.7%
Dollar Volume	\$4,209,000	\$1,159,600	263.0%
Avg. Sales Price	\$127,545	\$128,844	-1.0%
Median Sales Price	\$112,500	\$73,000	54.1%
Avg. Days on Market	602	548	9.8%

Figure 9: Year to Date Sales Comparison Between 2016 and 2017 for Waterfront Land.

End of Year Sales Total 2014 - 2016			
	2016	2015	2014
Units	88	75	62
Dollar Volume	\$11,170,830	\$9,125,135	\$7,990,499
Avg. Sales Price	\$126,941	\$121,668	\$128,879
Median Sales Price	\$122,500	\$107,400	\$122,250
Avg. Days on Market	240	296	339

Figure 10: End of Year Sales Totals 2014 - 2016 for Waterfront Land.



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OFF-WATER HOMES

Street	Sold Price	List Price	Days on Market	City/Town
RIVERVIEW DR	\$130,000	\$139,900	\$122	HEATHSVILLE
SNOWS COVE LN	\$86,000	\$95,000	\$275	LOTTSBURG
STARBOARD COURT	\$315,000	\$335,000	\$1,047	HEATHSVILLE
RIVER ROAD	\$20,000	\$32,000	\$223	LOTTSBURG
NORTH SIOUX ROAD	\$145,000	\$154,900	\$60	KILMARNOCK
HARBOR DRIVE	\$125,000	\$134,900	\$449	REEDVILLE
LANCELOT DRIVE	\$125,000	\$129,950	\$211	REEDVILLE
FLEETON ROAD	\$210,000	\$225,000	\$171	REEDVILLE

Figure 11: Off-Water Homes Sold in Northumberland, September 2017.

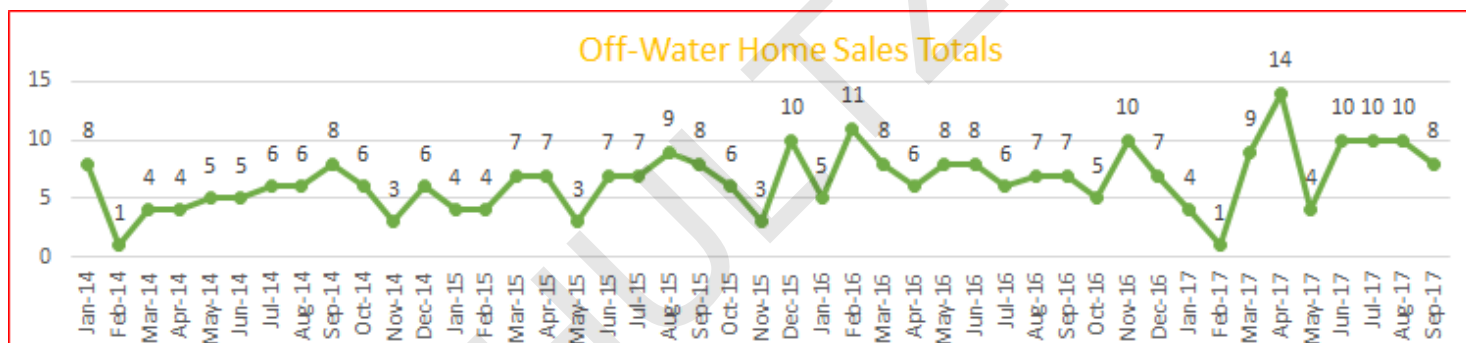


Figure 12: Off-Water Home Sales by Month.

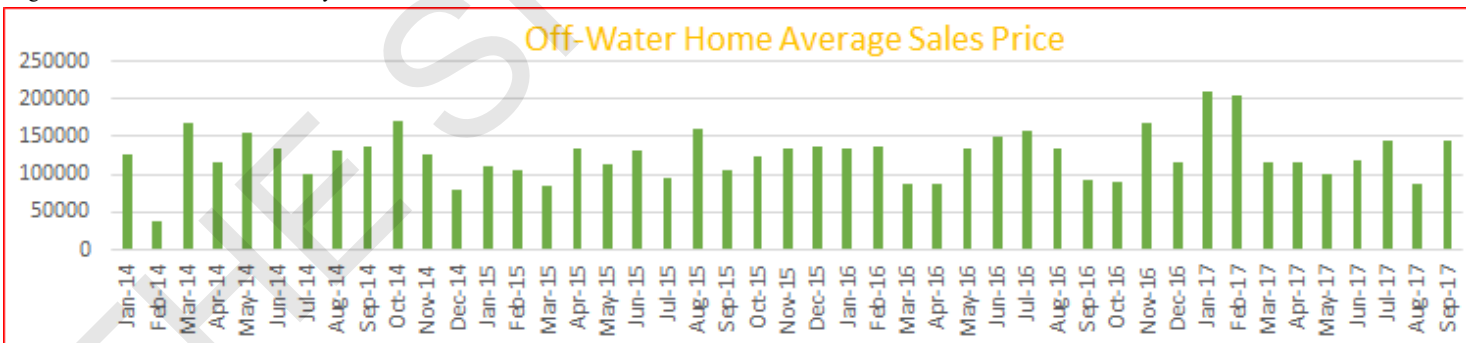


Figure 13: Average Off-water Home Sales Price by Month.

Sales Comparison 2017 and 2016:			
	2017	2016	Change
Units	70	66	6.1%
Dollar Volume	\$8,782,050	\$8,215,130	6.9%
Avg. Sales Price	\$125,458	\$124,472	0.8%
Median Sales Price	\$121,500	\$118,250	2.7%
Avg. Days On Market	234	228	2.5%

Figure 14: Year to Date Sales Comparison Between 2016 and 2017 for Off-Water Homes.

End of Year Sales Total 2014 - 2016			
	2016	2015	2014
Units	88	75	62
Dollar Volume	\$11,170,830	\$9,125,135	\$7,990,499
Avg. Sales Price	\$126,941	\$121,668	\$128,879
Median Sales Price	\$122,500	\$107,400	\$122,250
Avg. Days on Market	240	296	339

Figure 15: End of Year Sales Totals 2014 - 2016 for Off-Water Homes.