

September 2017 Sales Report: Lancaster County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
COTTONWOOD LANE	\$420,000	\$440,000	265	LANCASTER	CORROTOMAN RIVER
GOAT LN	\$240,000	\$240,000	52	LANCASTER	GREENVALE CREEK
RIVERS LANDING COURT	\$435,000	\$490,000	211	WHITE STONE	RAPPAHANNOCK RIVER
HOLLY COVE ROAD	\$224,000	\$224,000	168	WHITE STONE	CHESAPEAKE BAY
EDGEWATER FARM DR	\$660,000	\$719,950	12	LANCASTER	TABBS CREEK
GORDON DRIVE	\$765,000	\$895,000	773	WEEMS	RAPPAHANNOCK RIVER
OYSTER HOUSE RD	\$757,500	\$765,000	132	WHITE STONE	MOSQUITO CREEK
LONG LANE FARM ROAD	\$550,000	\$595,000	202	WHITE STONE	CHESAPEAKE BAY
HUNTON LANE	\$357,000	\$379,000	107	LANCASTER	CORROTOMAN RIVER

Figure 1: Waterfront Homes Sold in Lancaster County, September 2017.

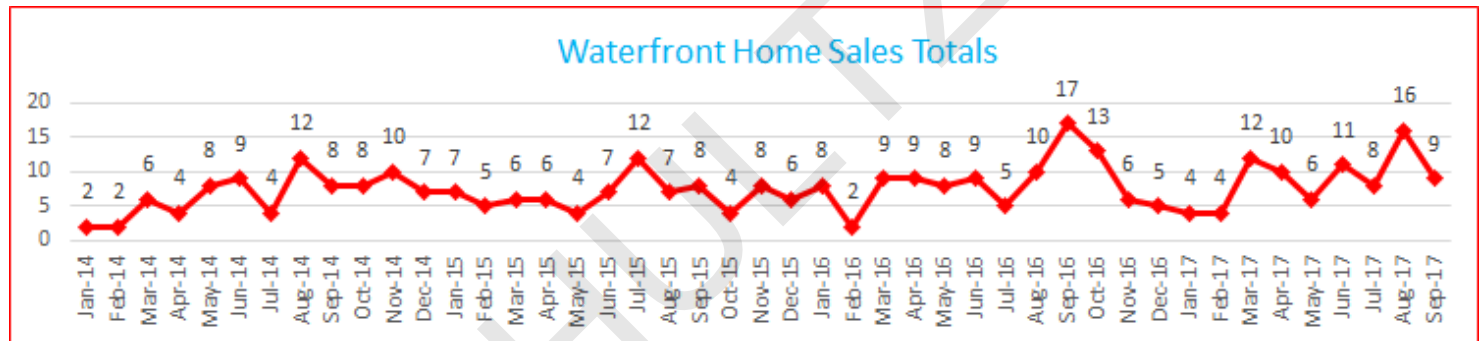


Figure 2: Waterfront Home Sales by Month.

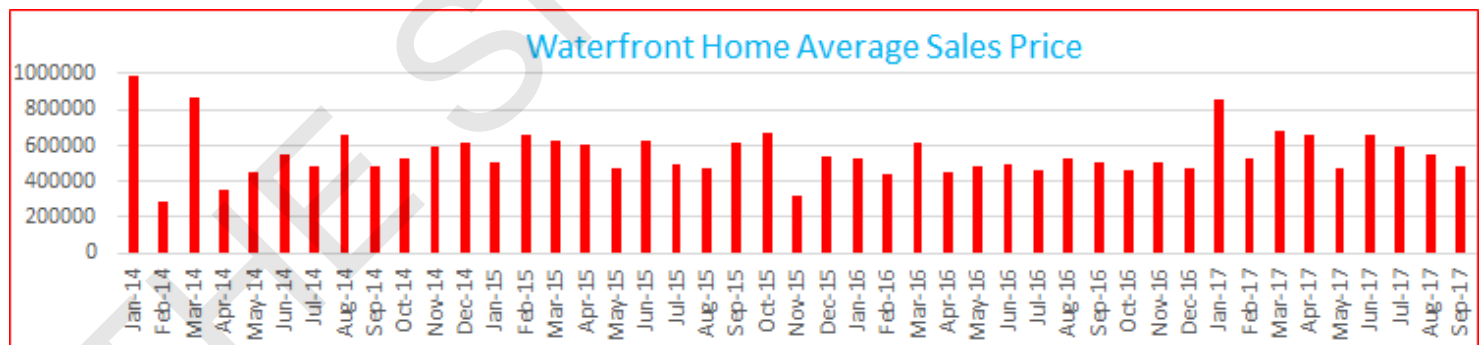


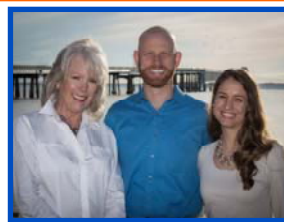
Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	80	77	3.9%
Dollar Volume	\$48,504,305	\$39,202,678	23.7%
Avg. Sales Price	\$606,304	\$509,126	19.1%
Median Sales Price	\$550,000	\$450,000	22.2%
Avg. Days on Market	274	288	-5.0%

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	105	80	80
Dollar Volume	\$53,395,128	\$43,283,474	\$45,862,855
Avg. Sales Price	\$508,525	\$541,043	\$573,286
Median Sales Price	\$470,000	\$490,000	\$451,500
Avg. Days on Market	294	289	343

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
NAUMANN LANE	\$287,900	\$399,000	156	LANCASTER	RAPPAHANNOCK RIVER

Figure 6: Waterfront Land Sold in Lancaster County, September 2017.

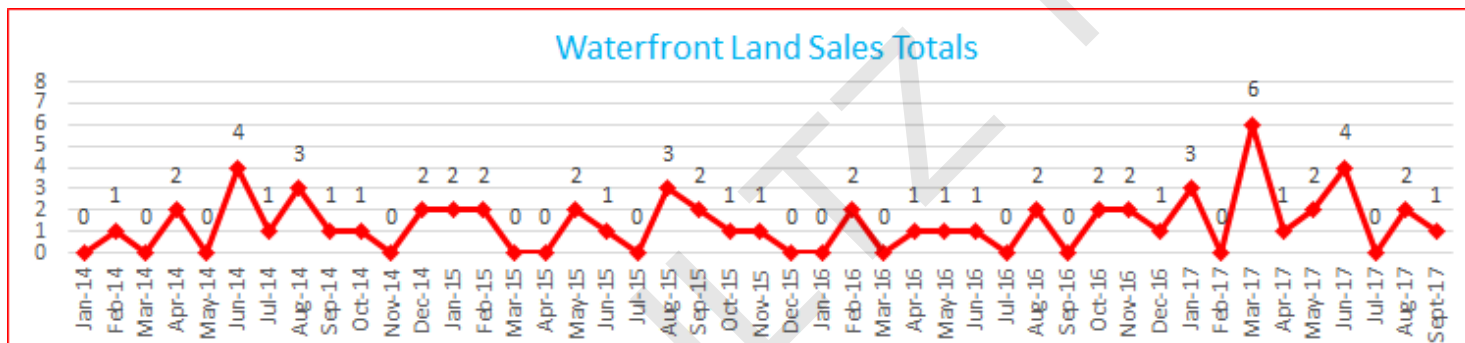


Figure 7: Waterfront Land Sales by Month.

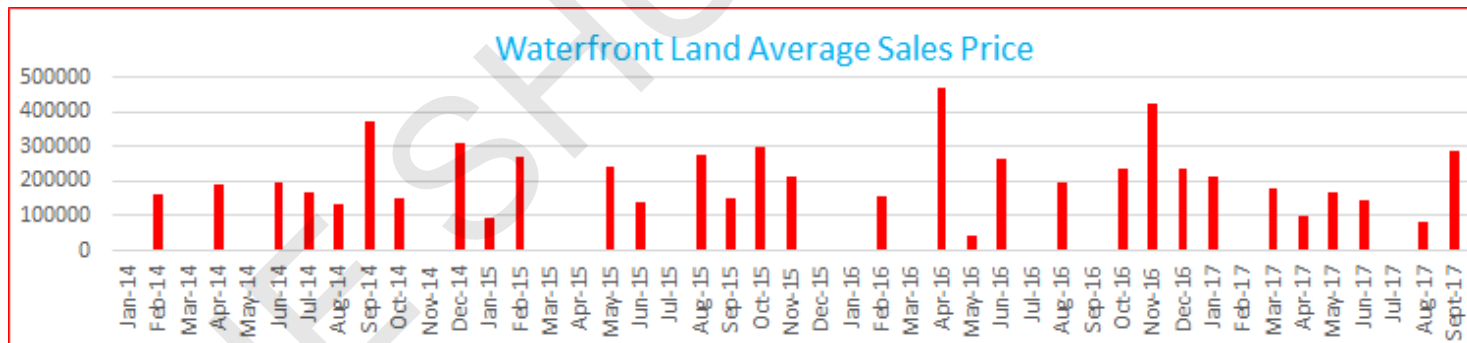


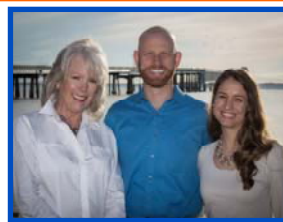
Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	17	7	142.9%
Dollar Volume	\$2,843,400	\$1,484,000	91.6%
Avg. Sales Price	\$167,259	\$212,000	-21.1%
Median Sales Price	\$158,500	\$256,000	-38.1%
Avg. Days on Market	689	279	146.5%

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	12	14	15
Dollar Volume	\$3,044,500	\$2,994,275	\$3,050,500
Avg. Sales Price	\$253,708	\$213,877	\$203,367
Median Sales Price	\$260,500	\$209,000	\$195,000
Avg. Days on Market	239	581	393

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
HEATHERFIELD COURT	\$162,000	\$169,000	\$134	KILMARNOCK
PURCELL DR	\$120,000	\$130,000	\$136	KILMARNOCK
VENABLE DRIVE	\$178,000	\$189,000	\$49	KILMARNOCK
MORATTICO ROAD	\$37,900	\$37,900	\$130	LANCASTER
CORROTOMAN DRIVE	\$78,000	\$84,500	\$200	LANCASTER
CLAYBROOK AVENUE	\$172,500	\$179,000	\$75	KILMARNOCK
WISHING WELL LANE	\$151,400	\$149,900	\$111	LANCASTER
NEW SOUTH RD	\$23,100	\$49,900	\$269	KILMARNOCK
HERON COVE LANE	\$257,000	\$249,000	\$89	WEEMS
EVERGREEN DRIVE	\$88,000	\$95,000	\$56	LANCASTER
LANCASTER CREEK DRIVE	\$70,000	\$70,000	\$435	MORATTICO
JAMES LANE	\$116,000	\$122,000	\$159	WEEMS
OAK HILL ROAD	\$145,000	\$159,000	\$174	LANCASTER
HIGH BANK ROAD	\$310,000	\$349,950	\$67	WHITE STONE
LARA ROAD	\$75,000	\$99,900	\$162	LANCASTER
RIVER ROAD	\$256,500	\$269,900	\$121	LANCASTER
MORATTICO ROAD	\$115,000	\$135,000	\$275	MORATTICO

Figure 11: Off-water Home Sales in Lancaster County, September 2017.

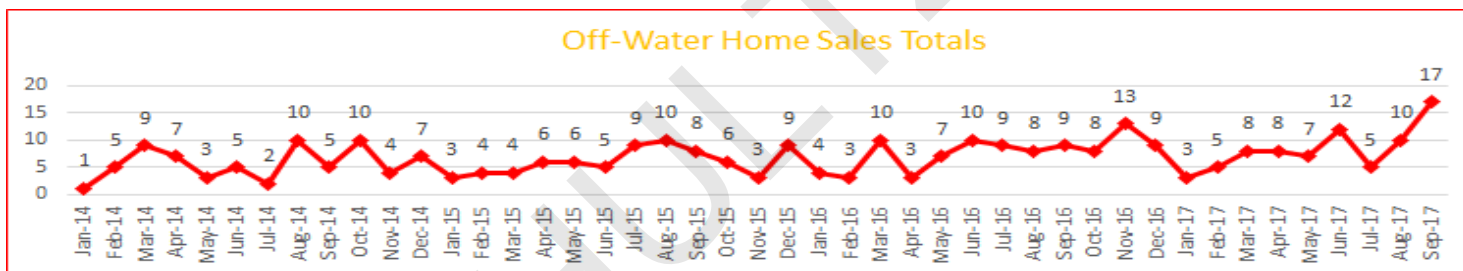


Figure 12: Off-water Home Sales by Month.

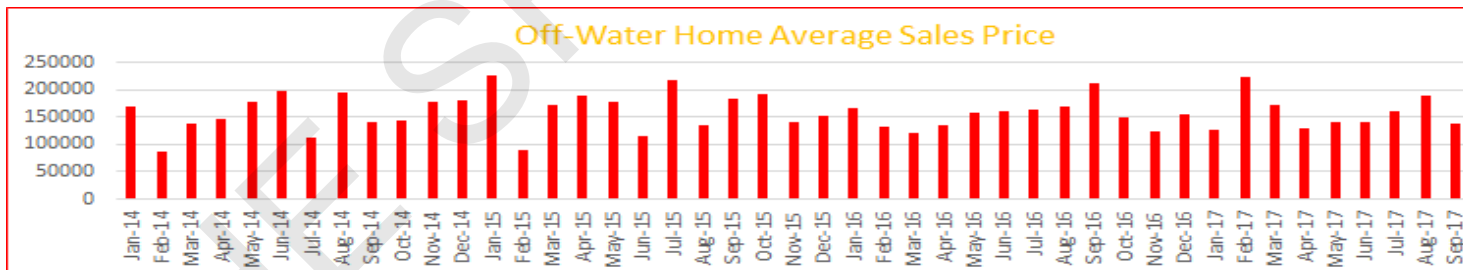


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	75	64	17.2%
Dollar Volume	\$11,636,522	\$10,532,450	10.5%
Avg. Sales Price	\$155,154	\$164,570	-5.7%
Median Sales Price	\$149,500	\$142,475	4.9%
Avg. Days on Market	157	318	-50.6%

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	99	73	68
Dollar Volume	\$15,454,122	\$12,222,215	\$10,643,192
Avg. Sales Price	\$156,102	\$167,428	\$156,518
Median Sales Price	\$139,950	\$155,000	\$143,000
Avg. Days on Market	288	269	298

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