

February 2017 Sales Report: Lancaster County

OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
Paynes Shop Road	\$157,000	\$149,000	113	LANCASTER
Reynolds Landing	\$260,000	\$275,000	573	IRVINGTON
Quarter Cove Drive	\$225,000	\$239,900	281	WEEMS
Quarter Cove Drive	\$260,000	\$299,900	184	WEEMS
Old Saint Johns Rd	\$209,000	\$209,000	14	IRVINGTON

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



Figure 12: Off-water Home Sales by Month.

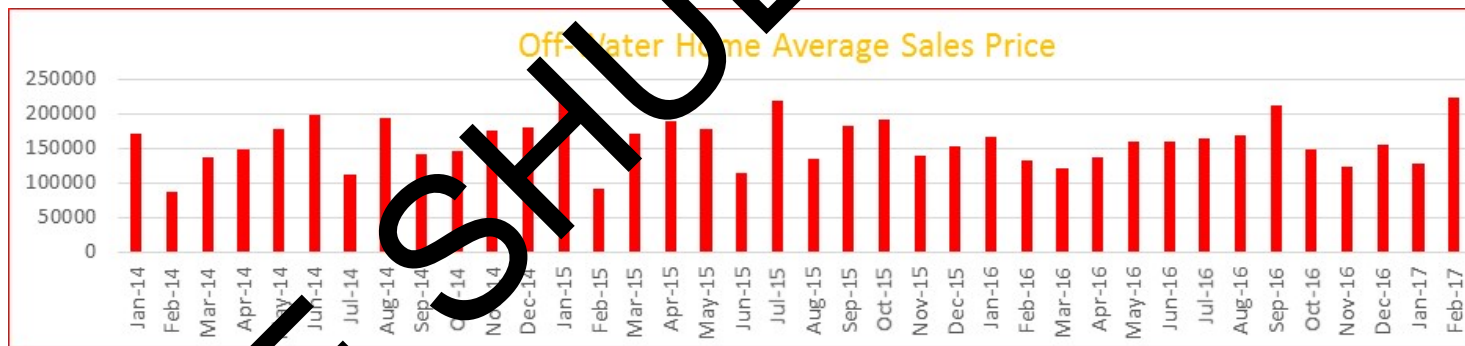


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	8	7	14.3%
Dollar Volume	\$1,492,400	\$1,064,400	40.2%
Avg. Sales Price	\$186,550	\$152,057	22.7%
Median Sales Price	\$183,000	\$158,000	15.8%
Avg. Days on Market	194	451	-57.0%

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.

Contact Information:
 Bay/River Office: 434 Rappahannock Dr White Stone VA 22478
 Beverly: 804.436.4000 Neill: 804.580.0476 Lisa: 703.626.4868
 Beverly@beverlyshultz.com Neill@shultzrealtors.com Lisa@shultzrealtors.com