

August 2017 Sales Report: Lancaster County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
CREEKVIEW DRIVE	\$705,000	\$950,000	293	IRVINGTON	CARTERS CREEK
CURRELL COVE LANE	\$449,000	\$469,000	95	WHITE STONE	CARTERS CREEK
REDWOOD LANE	\$565,000	\$595,000	145	WEEMS	MORAN CREEK
EASTVIEW DR	\$550,000	\$590,000	302	LANCASTER	MYER CREEK
TABBS CHOICE ROAD	\$615,000	\$629,000	123	WHITE STONE	TABBS CREEK
COLONY LANE	\$552,000	\$575,000	246	LANCASTER	MYER CREEK
MULBERRY CREEK ROAD	\$410,000	\$429,000	99	MORATTICO	MULBERRY CREEK
RIO VISTA	\$170,000	\$189,000	530	WEEMS	CORROTOMAN RIVER
LONESOME PINES TRAIL	\$115,000	\$115,000	43	LANCASTER	CORROTOMAN RIVER
BRIGHTWATERS DRIVE	\$675,000	\$699,000	440	WHITE STONE	OYSTER CREEK
CHOWNINGS FERRY RD	\$760,000	\$775,000	125	LANCASTER	RAPPAHANNOCK RIVER
LITTLE BAY ROAD	\$175,100	\$169,900	119	WHITE STONE	TABBS CREEK
CORROTOMAN DRIVE	\$780,000	\$787,500	102	LANCASTER	SENIOR CREEK
WESTERN BRANCH ROAD	\$570,000	\$595,000	65	LANCASTER	CORROTOMAN RIVER
WINDMILL POINT ROAD	\$1,390,000	\$1,390,000	225	WHITE STONE	RAPPAHANNOCK RIVER
BLACK STUMP ROAD	\$324,000	\$399,000	851	WEEMS	MORAN CREEK

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

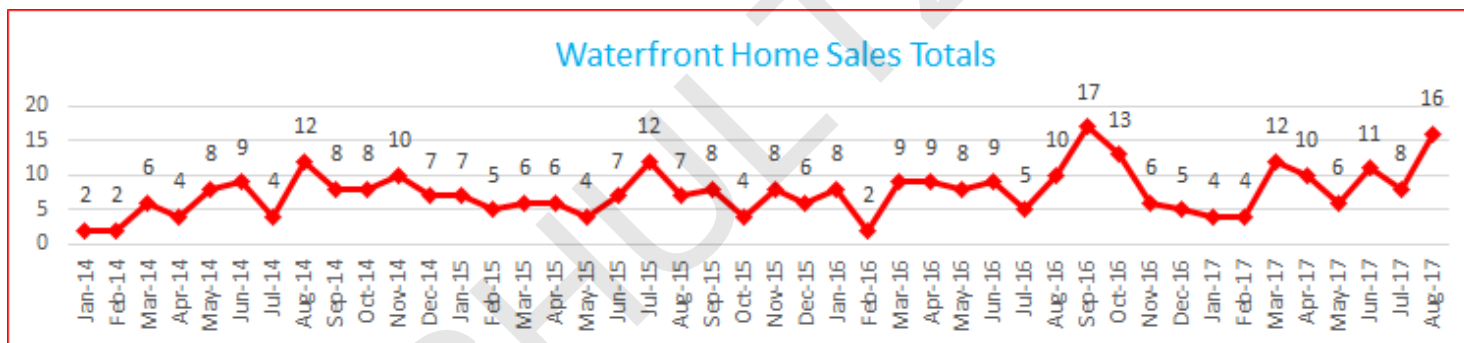


Figure 2: Waterfront Home Sales by Month.

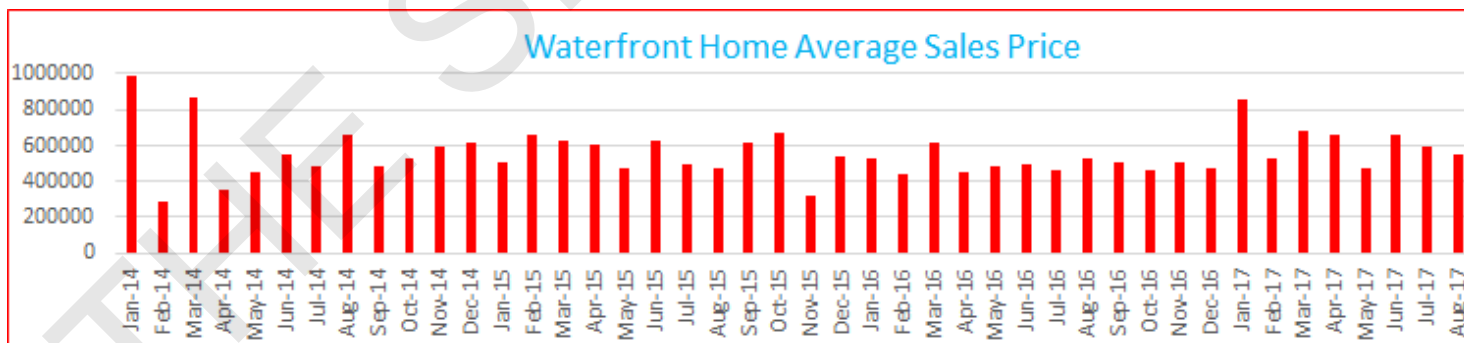


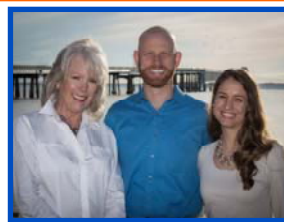
Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	71	60	18.3%
Dollar Volume	\$44,095,805	\$30,525,078	44.5%
Avg. Sales Price	\$621,068	\$508,751	22.1%
Median Sales Price	\$550,000	\$473,750	16.1%
Avg. Days on Market	281	263	6.9%

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
Edmonds Lane	\$105,000	\$125,000	503	KILMARNOCK	CORROTOMAN RIVER
Cove Lane	\$55,000	\$85,000	422	LANCASTER	SENIOR CREEK

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

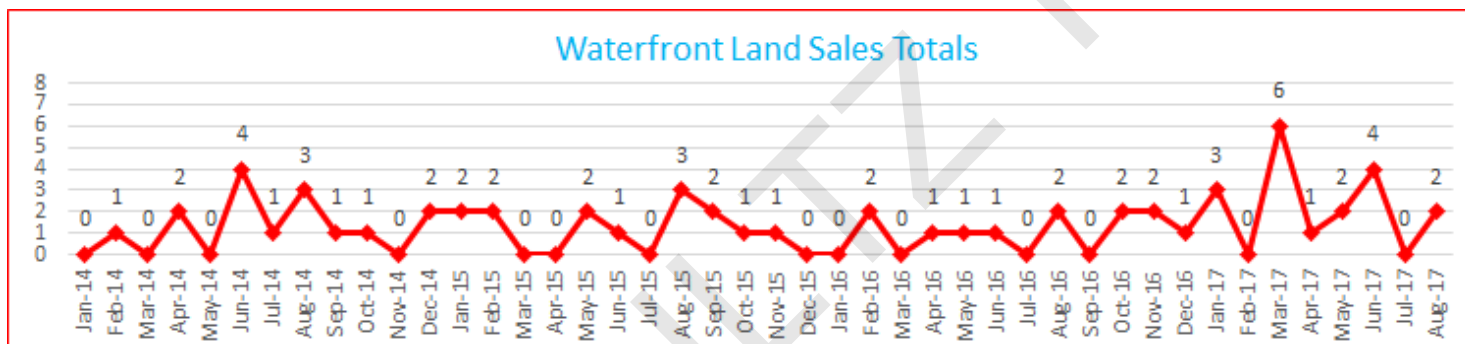


Figure 7: Waterfront Land Sales by Month.

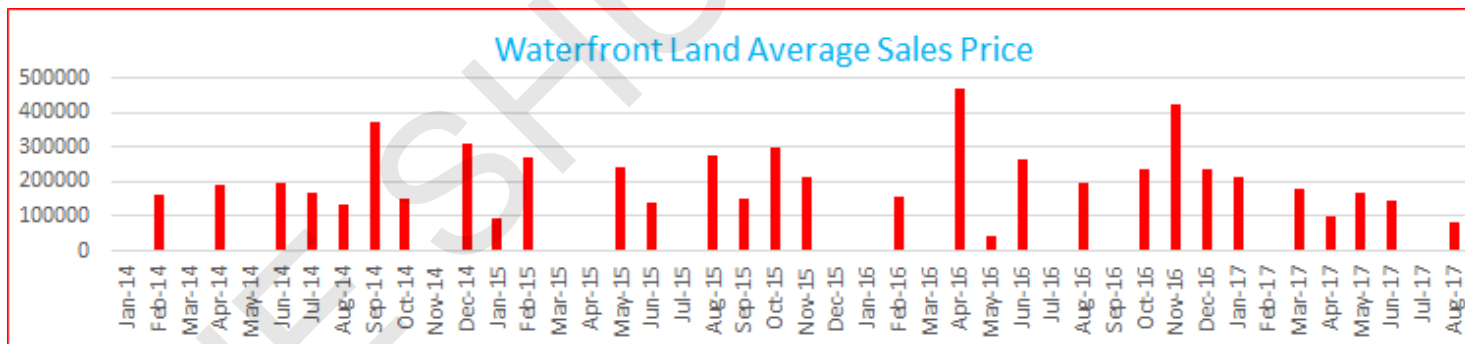


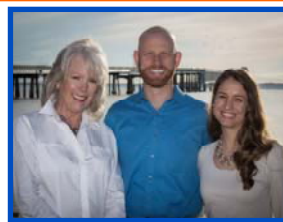
Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	16	7	128.6%
Dollar Volume	\$2,555,500	\$1,484,000	72.2%
Avg. Sales Price	\$159,719	\$212,000	-24.7%
Median Sales Price	\$151,750	\$256,000	-40.7%
Avg. Days on Market	722	279	158.4%

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
HOLLY CIRCLE	\$345,000	\$365,000	76	IRVINGTON
GORDON DR	\$115,000	\$129,980	65	WEEMS
POHICKORY LANE	\$220,000	\$239,000	121	IRVINGTON
SUMMERS LN	\$58,000	\$66,000	64	LANCASTER
BEACH ROAD	\$117,000	\$139,000	150	WHITE STONE
OLD ST JOHNS ROAD	\$232,500	\$250,000	508	IRVINGTON
MIDDLE GATE	\$265,000	\$289,000	196	IRVINGTON
MIDDLE GATE	\$227,000	\$249,000	598	IRVINGTON

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

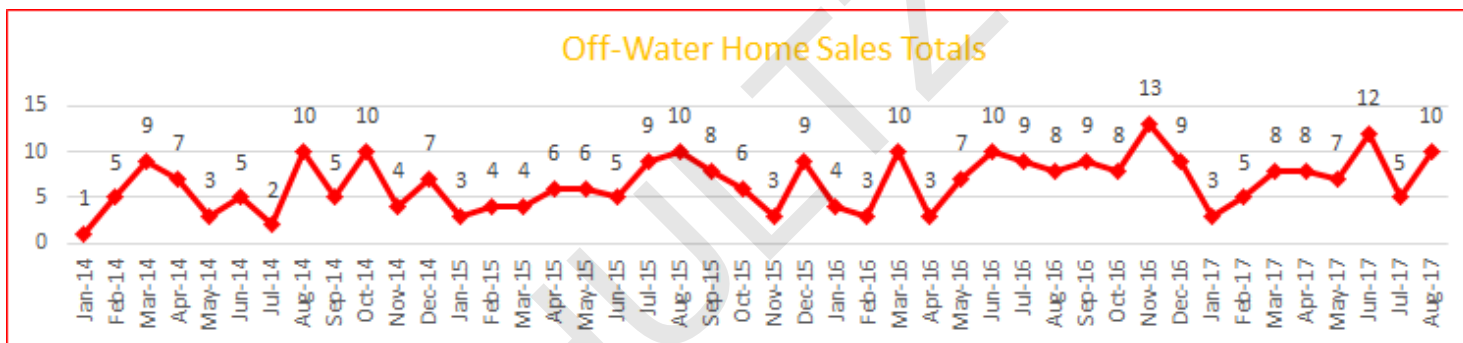


Figure 12: Off-water Home Sales by Month.

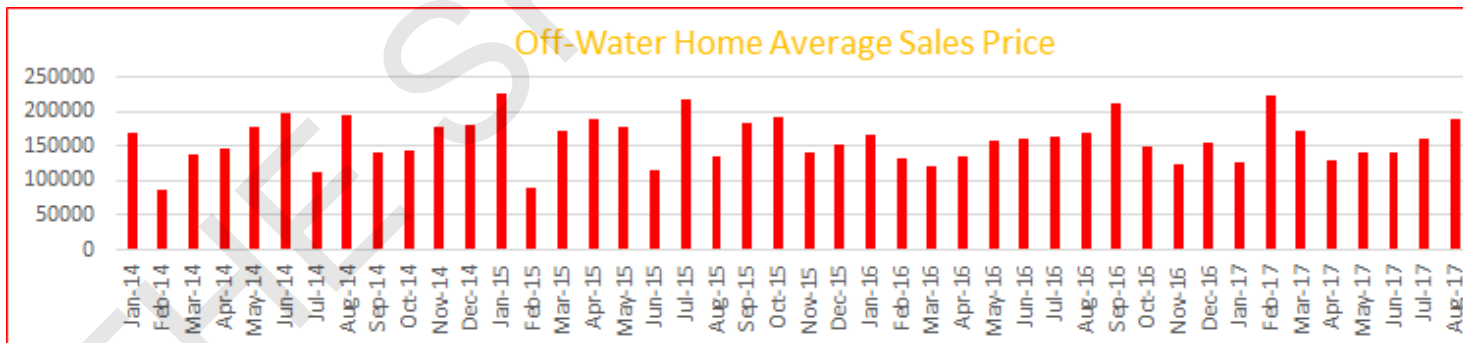


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	58	55	5.5%
Dollar Volume	\$9,281,122	\$8,629,950	7.5%
Avg. Sales Price	\$160,019	\$156,908	2.0%
Median Sales Price	\$152,450	\$139,000	9.7%
Avg. Days on Market	158	332	-52.4%
Inventory	142	149	-4.7%

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.