

## March 2017 Sales Report: Lancaster County

### WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
BINNACLE LANE	\$520,000	\$565,000	437	WEEMS	CARTERS CREEK
EMLAW LANE	\$550,500	\$599,000	108	LANCASTER	CORROTOMAN RIVER
ORCHARD POINT DRIVE	\$808,000	\$870,000	118	WEEMS	RAPPAHANNOCK RIVER
BRANCH ROAD	\$635,000	\$645,000	252	LANCASTER	CORROTOMAN RIVER
HAYDEN ROAD	\$1,400,000	\$1,595,000	246	WEEMS	CARTERS CREEK
TOWN CREEK LANE	\$655,000	\$699,000	229	LANCASTER	TOWN CREEK
CATCH PENNY LANE	\$402,500	\$449,000	178	LANCASTER	CORROTOMAN RIVER
WOODBROOK DRIVE	\$499,000	\$499,000	35	LANCASTER	CORROTOMAN RIVER
MCSWAIN ROAD	\$685,000	\$758,000	349	WHITE STONE	INDIAN CREEK
WINDMILL POINT ROAD	\$550,000	\$649,900	337	WHITE STONE	MOSQUITO CREEK
BLACK STUMP ROAD	\$1,175,000	\$1,199,000	498	WEEMS	MORAN CREEK
TABERNAACLE LANE	\$335,000	\$375,000	176	WEEMS	RAPPAHANNOCK RIVER

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

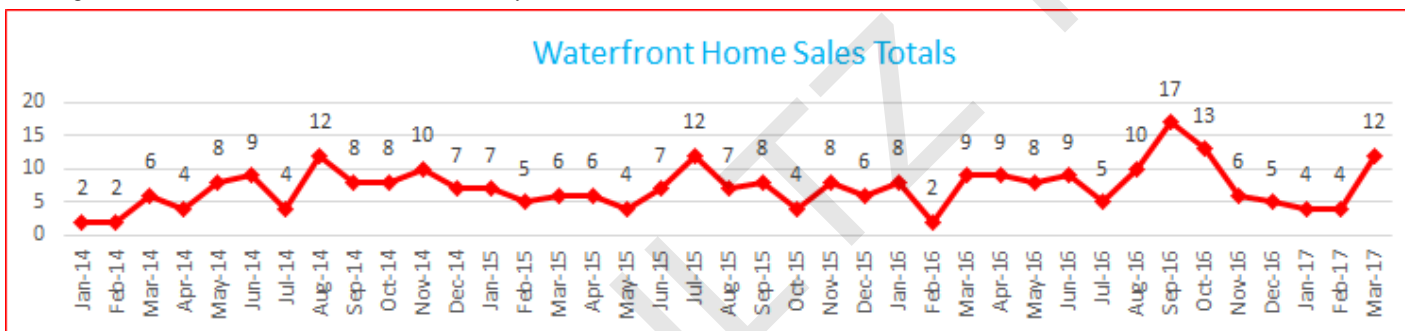


Figure 2: Waterfront Home Sales by Month.

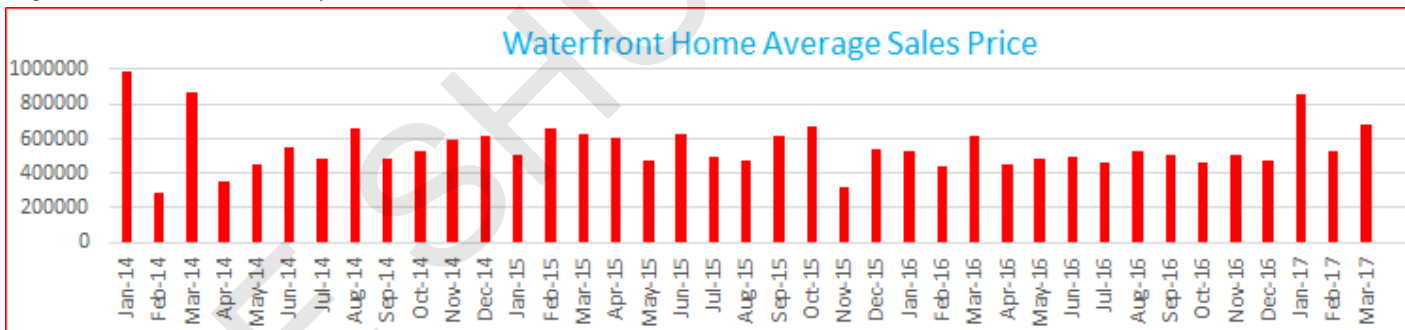


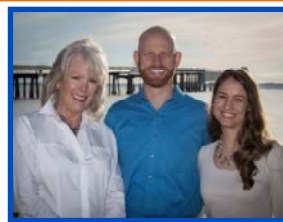
Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	20	19	5.3%
Dollar Volume	\$13,790,205	\$10,589,000	30.2%
Avg. Sales Price	\$689,510	\$557,316	23.7%
Median Sales Price	\$556,750	\$445,000	25.1%
Avg. Days on Market	344	293	17.3%

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
BREEZY POINT ROAD	\$225,000	\$330,000	85	WHITE STONE	CARTERS CREEK
JAMES WHARF ROAD	\$285,000	\$355,000	495	WHITE STONE	CARTERS CREEK
WATERVIEW POINT LANE	\$255,000	\$265,000	266	WEEMS	CARTERS CREEK
WESTERN BRANCH PRESE	\$80,000	\$149,000	771	LANCASTER	CORROTOMAN RIVER
LITTLE OYSTER LANE	\$145,000	\$149,000	944	WHITE STONE	RAPPAHANNOCK RIVER
VIRGINIA ROAD	\$87,500	\$175,000	1342	IRVINGTON	CARTERS CREEK

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

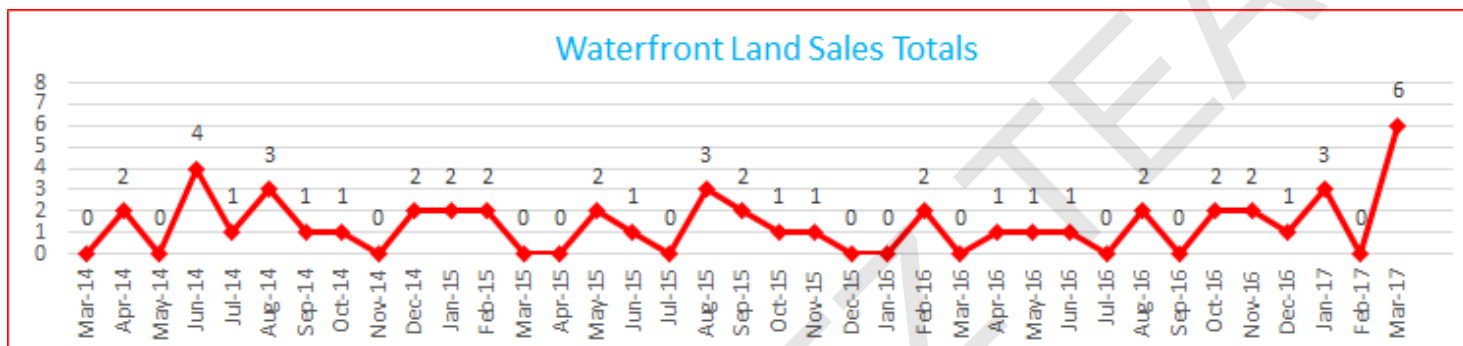


Figure 7: Waterfront Land Sales by Month.

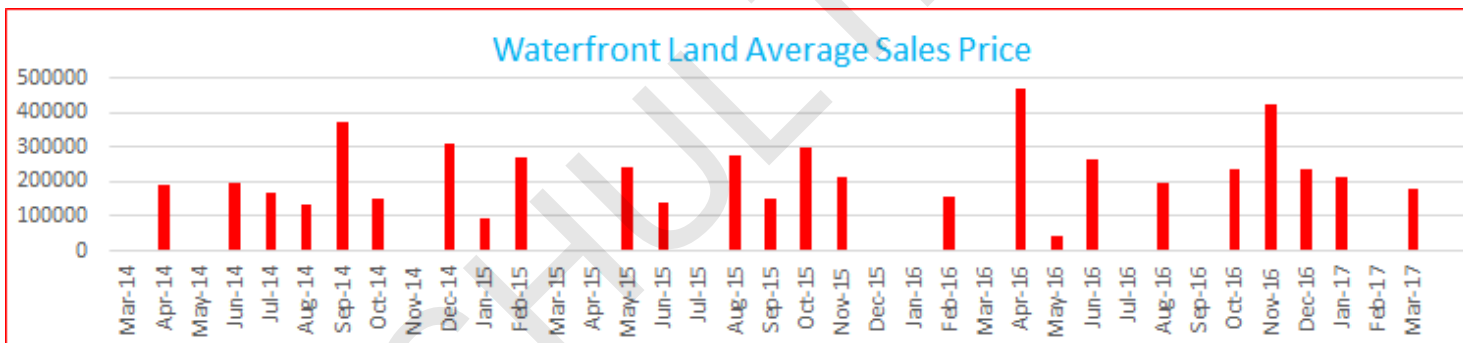


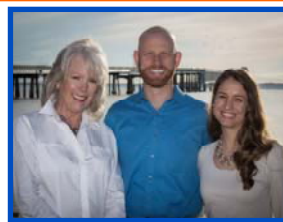
Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2016 and 2015			
	2017	2016	Change
Units	9	2	350.0%
Dollar Volume	\$1,721,000	\$309,000	457.0%
Avg. Sales Price	\$191,222	\$154,500	23.8%
Median Sales Price	\$210,000	\$154,500	35.9%
Avg. Days on Market	888	170	422.4%

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.



## March 2017 Sales Report: Lancaster County

### OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
CROSSROAD	\$235,000	\$249,500	141	IRVINGTON
WISHING WELL LANE	\$135,000	\$139,000	163	LANCASTER
CHASE STREET	\$172,000	\$179,500	31	KILMARNOCK
GILBERT STREET	\$185,000	\$189,000	197	KILMARNOCK
MIDDLE GATE	\$258,000	\$270,000	56	IRVINGTON
PAYNES SHOP ROAD	\$171,900	\$180,900	37	LANCASTER
MARY BALL ROAD	\$75,347	\$95,000	198	LANCASTER
BAY WALK DR	\$135,000	\$139,950	158	KILMARNOCK

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

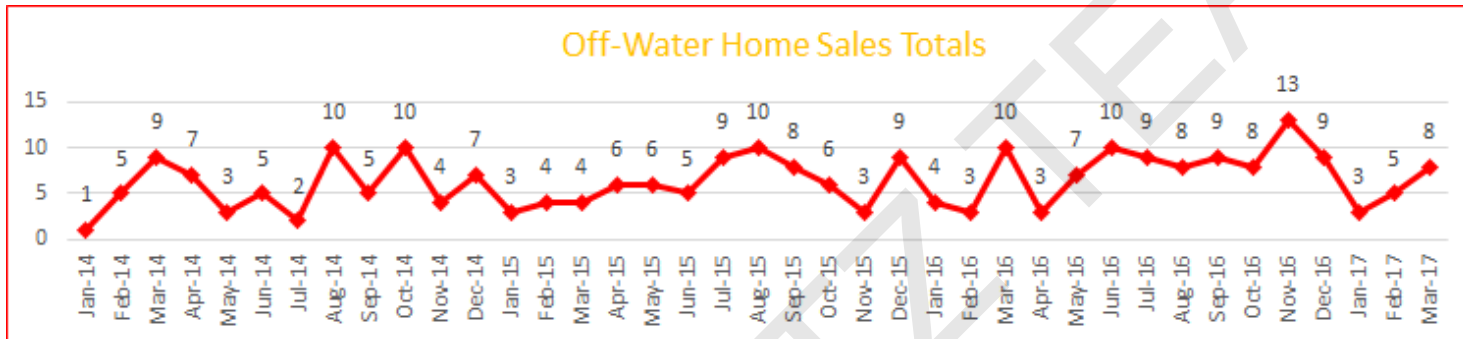


Figure 12: Off-water Home Sales by Month.

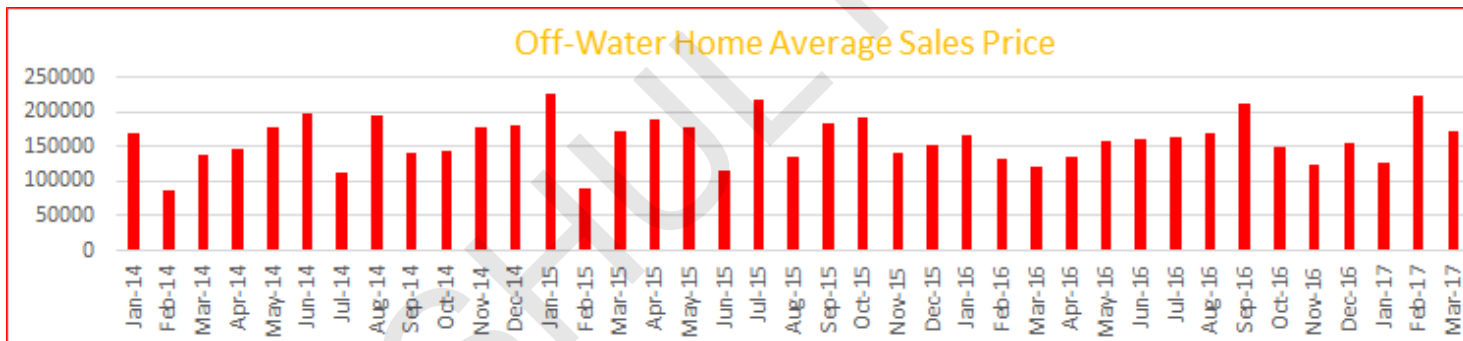


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	16	17	-5.9%
Dollar Volume	\$2,859,647	\$2,275,850	25.7%
Avg. Sales Price	\$178,728	\$133,874	33.5%
Median Sales Price	\$171,950	\$130,000	32.3%
Avg. Days on Market	158	333	-52.5%

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	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.

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