

June 2017 Sales Report: Lancaster County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
TROBRADOR LANE	\$530,000	\$549,000	89	LANCASTER	BELLS CREEK
PINEWOOD COURT	\$1,100,000	\$1,125,000	48	LANCASTER	CORROTOMAN RIVER
RED WING LANE	\$895,000	\$895,000	109	WHITE STONE	DYMER CREEK
BEACH COVE DRIVE	\$234,000	\$249,000	242	WHITE STONE	RAPPAHANNOCK RIVER
OYSTER HOUSE ROAD	\$740,000	\$795,000	236	WHITE STONE	MOSQUITO CREEK
WADDY DRIVE	\$859,000	\$895,000	166	WEEMS	CORROTOMAN RIVER
RIO VISTA	\$530,000	\$585,000	241	WEEMS	CORROTOMAN RIVER
NATTY POINT LANE	\$705,000	\$725,000	57	KILMARNOCK	DIVIDING CREEK
MYERS CREEK ROAD	\$375,000	\$399,000	143	LANCASTER	CORROTOMAN RIVER
RING FARM ROAD	\$435,000	\$449,000	121	WHITE STONE	CARTERS CREEK
WEEMS ROAD	\$860,000	\$875,000	921	WEEMS	CARTERS CREEK

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

Waterfront Home Sales Totals

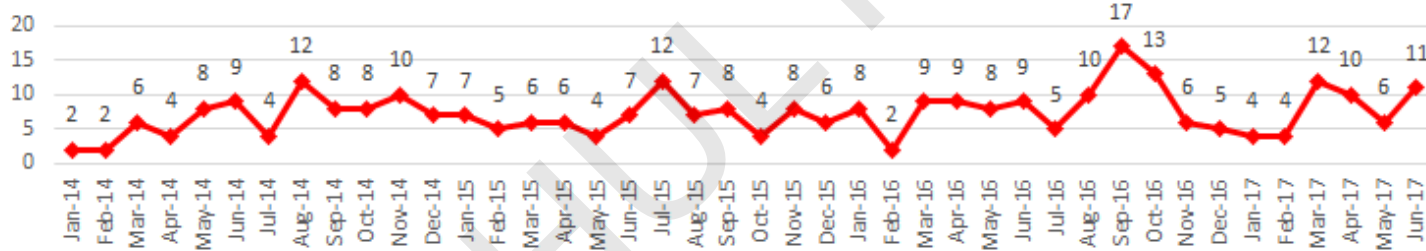


Figure 2: Waterfront Home Sales by Month.

Waterfront Home Average Sales Price

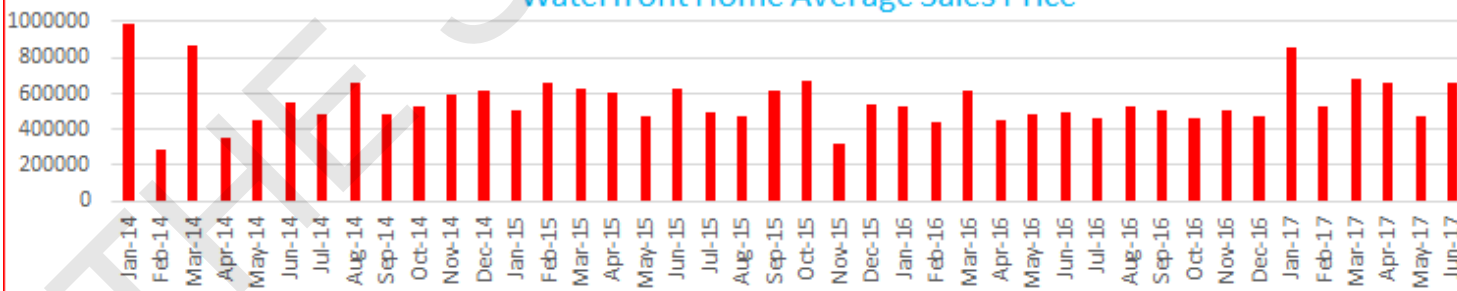


Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2017 and 2016

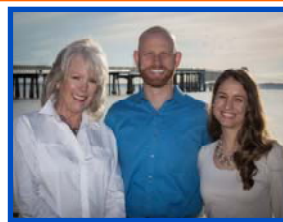
	2017	2016	Change
Units	47	45	4.4%
Dollar Volume	\$30,558,205	\$22,949,578	33.2%
Avg. Sales Price	\$650,175	\$509,991	27.5%
Median Sales Price	\$550,000	\$450,000	22.2%
Avg. Days on Market	275	299	-8.1%

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
JAMES WHARF ROAD	\$195,000	\$275,000	564	WHITE STONE	CARTERS CREEK
HUNTON LANE	\$85,000	\$99,000	78	LANCASTER	CORROTOMAN RIVER
MASTONS WHARF ROAD	\$270,000	\$304,900	1127	MERRY POINT	HILLS CREEK
PRESERVE DRIVE	\$27,000	\$49,000	834	LANCASTER	CORROTOMAN RIVER

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

Waterfront Land Sales Totals

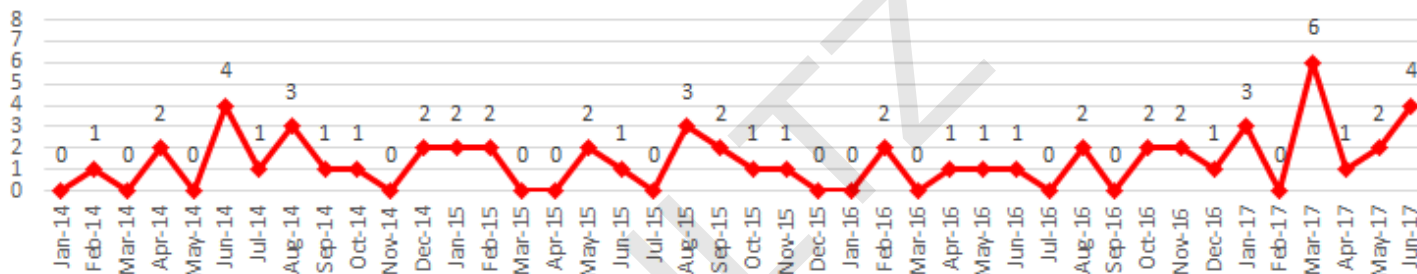


Figure 7: Waterfront Land Sales by Month.

Waterfront Land Average Sales Price

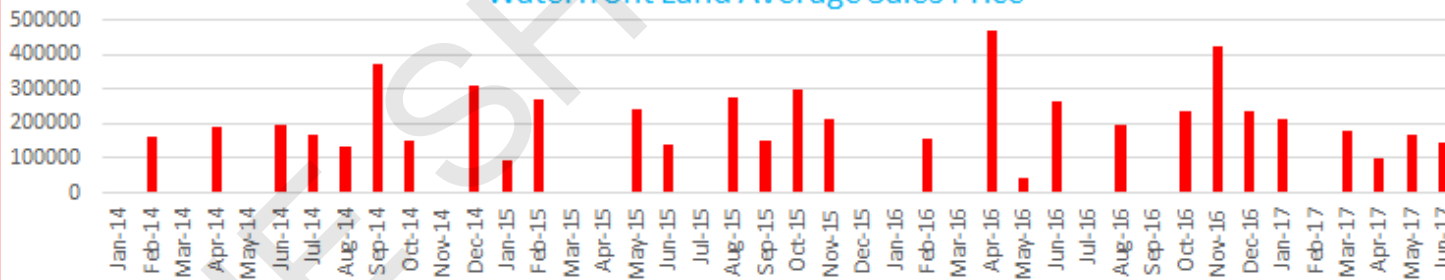


Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2017 and 2016

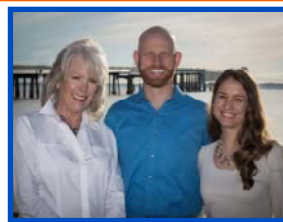
	2017	2016	Change
Units	14	5	180.0%
Dollar Volume	\$2,395,500	\$1,086,000	120.6%
Avg. Sales Price	\$171,107	\$217,200	-21.2%
Median Sales Price	\$176,750	\$256,000	-31.0%
Avg. Days on Market	759	251	202.7%

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	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 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	\$175,000	\$189,000	96	KILMARNOCK
ELM LANE	\$73,500	\$79,000	443	LANCASTER
SUMMERS LANE	\$90,000	\$94,250	214	WHITE STONE
BALD EAGLE DRIVE	\$277,500	\$289,900	171	LANCASTER
GRAND VILLA DRIVE	\$165,000	\$169,500	44	WEEMS
MAIN STREET	\$135,000	\$142,500	89	KILMARNOCK
HODGES LANE	\$82,000	\$79,000	75	WHITE STONE
MARINA ROAD	\$98,000	\$98,000	281	LANCASTER
NUGENT LANE	\$219,000	\$225,000	47	WEEMS
BLACK STUMP ROAD	\$44,300	\$49,500	341	KILMARNOCK
CORROTOMAN CIR	\$174,900	\$174,900	88	KILMARNOCK
MORATTICO ROAD	\$147,500	\$154,000	121	MORATTICO

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

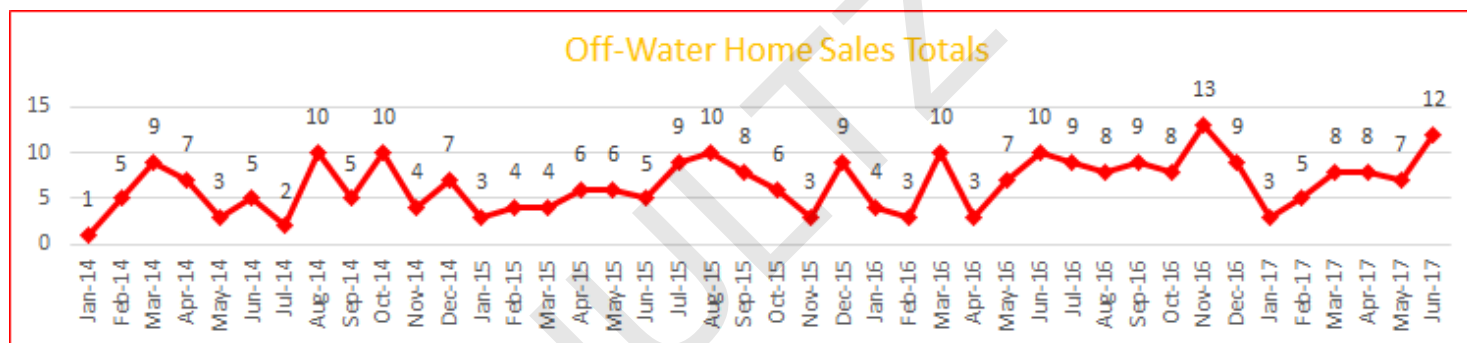


Figure 12: Off-water Home Sales by Month.

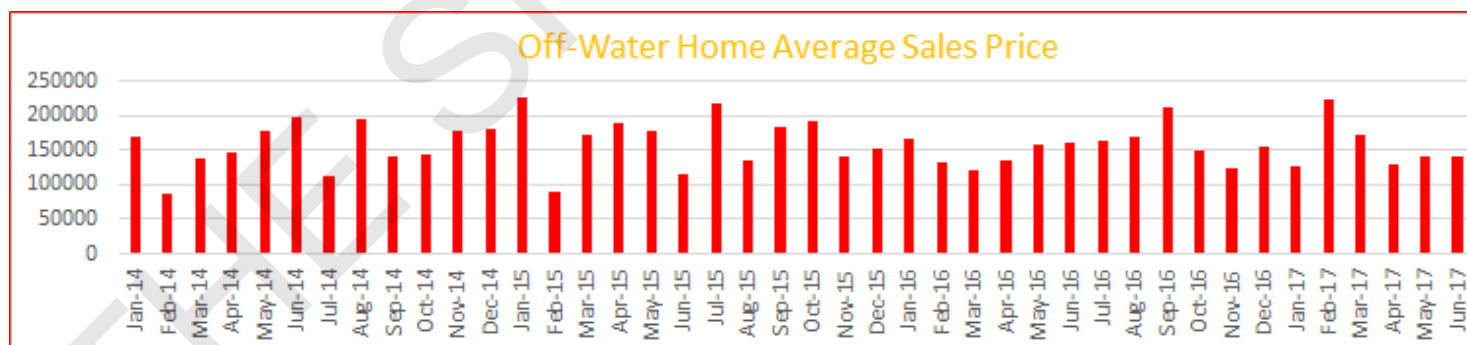


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2017 and 2016			
	2017	2016	Change
Units	43	38	13.2%
Dollar Volume	\$6,579,972	\$5,806,950	13.3%
Avg. Sales Price	\$153,023	\$152,814	0.1%
Median Sales Price	\$149,500	\$136,500	9.5%
Avg. Days on Market	152	281	-45.9%

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.