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September 2013 Sales Report

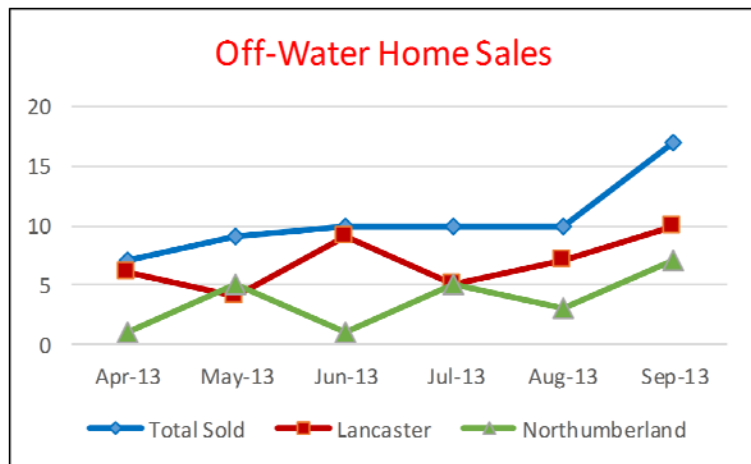


Figure 3: Off-Water Homes Sold in Lancaster and Northumberland from March 2013 - August 2013.

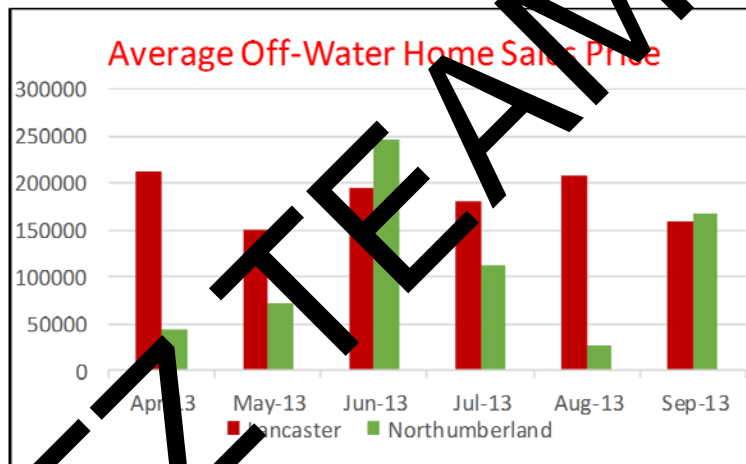


Figure 4: Monthly Average Sales Price of Off Water Homes sold in Lancaster and Northumberland from April 2013 - September 2013.

Off-water homes followed the same trend as waterfront homes this month and posted the best month of sales so far this year! There were 17 off-water homes sold between the two counties in September (Figure 3). Both counties set records for off-water home sales for 2013. There were 10 off-water homes sold in Lancaster. The previous high was set in June when 9 off-water homes sold. In Northumberland 7 off-water homes sold in September which beat the previous record of 6 set in March. In previous months it seemed only one county would have a strong month. The fact that sales were strong in both counties accounts for the big bump in combined sales in Figure 4.

Northumberland had a higher average sales price in September than in Lancaster for the second time in the past 6 months (Figure 4). The average sales price for an off-water home in Northumberland was \$168,057. The most expensive off-water home sold in the subdivision of Rainswood in Heathsville for \$348,500. In Lancaster the average off-water home sold for \$159,819. A home that sold in Hills Quarter for \$325,000 was the most expensive off-water home to sell in Lancaster.

It was a great month for sales in Lancaster and Northumberland counties! The fall has been gorgeous and busy. We hope the great sales and the great weather continue through the rest of fall and into winter!



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