



Your Family Realtors



May 2013 Sales Report

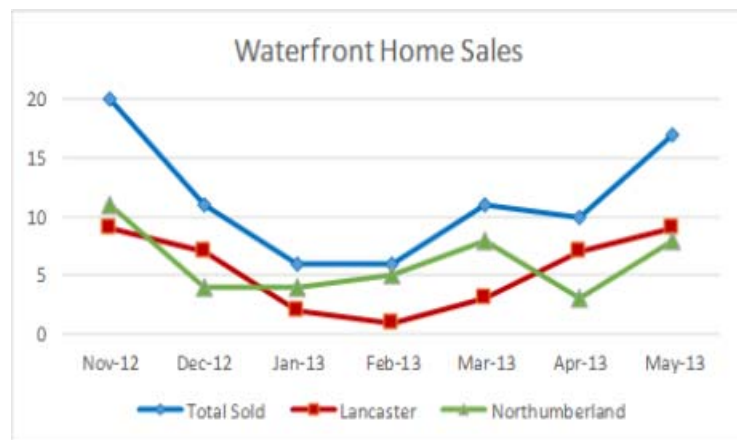


Figure 1: Waterfront Homes Sold in Lancaster and Northumberland from November 2012-May 2013.

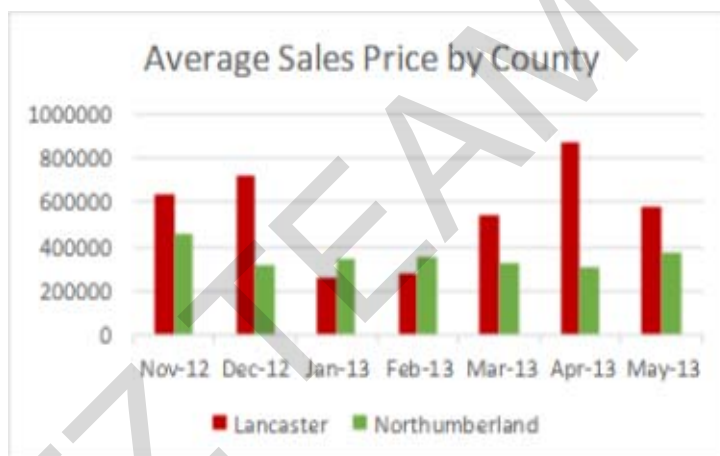


Figure 2: Monthly Average Sales Price of Waterfront Home sold in Lancaster and Northumberland from November 2012-May 2013.

Welcome to the May 2013 sales report for Lancaster and Northumberland Counties created by The Shultz Team! In May there were 17 homes sold, more than any month this year and the most since November 2012 (Figure 1). Lancaster led the way with 9 homes being sold and Northumberland was right behind with 8 homes sold. The average sales price in Lancaster was \$581,667 (Figure 2). April's average sales price was higher, but only because the average was skewed dramatically by a home that sold for \$2,300,000. In May, the highest priced property that sold in Lancaster went for \$1,325,000. The average sales price was up in Northumberland in May to \$371,500. The highest priced home that closed in Northumberland sold for \$635,000.

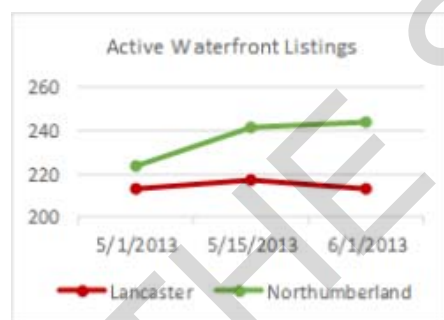


Figure 3: Waterfront Home Active Inventory

The large amount of inventory available continues to be the major story in our market (Figure 3). Despite the increase in sales, the inventory of waterfront homes actually went up in Northumberland to 244 available homes. In Lancaster the number of available waterfront homes has held at 213. The moving six month average of monthly sales is 4.8 home sales per month in Lancaster. At this sales rate there is currently over 44 months of inventory on the market. In Northumberland the moving six month average for sales is 5.3 sales per month which translates into over 46 months of inventory. With sales increasing and more people looking, hopefully we will start to see a drop in inventory over the summer. But for now people are putting homes on the market at about the same rate homes are selling. Hopefully June will bring few jelly fish, no more named storms and many home sales!



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