



Your Family Realtors



October 2013 Sales Report

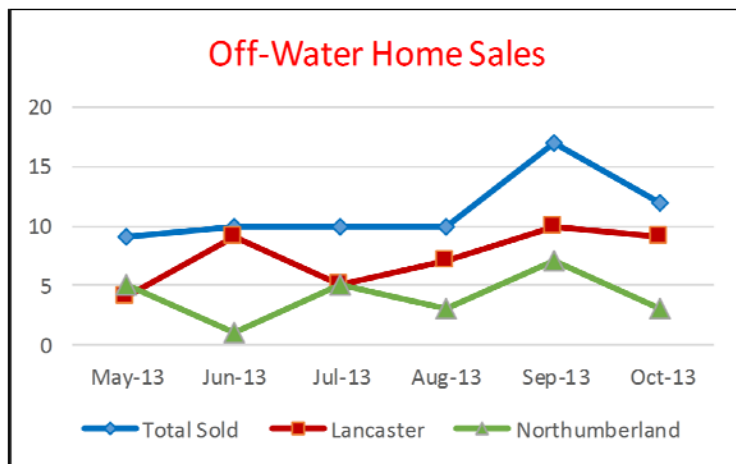


Figure 3: Off-Water Homes Sold in Lancaster and Northumberland from May 2013 - October 2013.

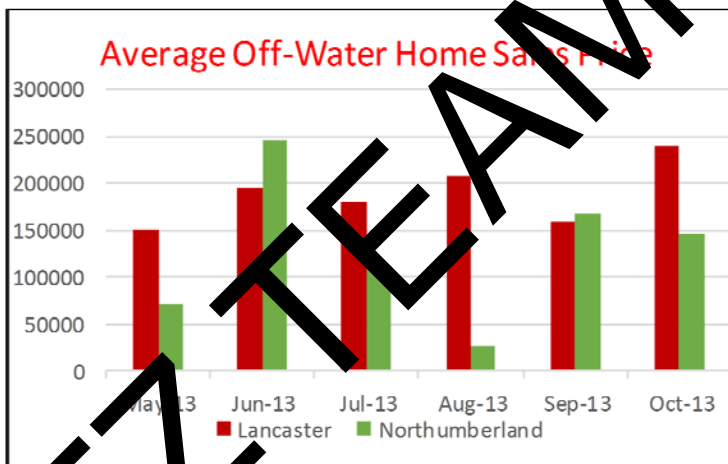


Figure 4: Monthly Average Sales Price of Off Water Homes sold in Lancaster and Northumberland from May 2013 - October 2013.

Just like waterfront homes, off-water home sales were down from September. In October there were 12 off-water homes sold in Northumberland and Lancaster Counties (Figure 3). Lancaster had the strongest month in the off-water home market. Lancaster led the way with 9 sales and also had the higher average sales price. The average sales price of an off-water home in Lancaster in October was \$238,789 (Figure 4). This is the highest average sales price of off-water homes in Lancaster this year! The most expensive off-water home that sold in Lancaster sold for \$398,000 in White Stone. Three other homes sold in Irvington that were all above \$265,000. In Northumberland there were 3 off-water homes sold at an average sales price of \$146,967. The highest priced off-water home sold in Northumberland was \$208,000 and is a water view home in Chesapeake Beach.

Off-water homes in Lancaster spent significantly more time on the market than off-water homes in Northumberland. The average off-water home took 327 days to sell in Lancaster. A home in the town of Lancaster took 786 days to sell. A home in Heatherfields in Kilmarnock was closed just 99 days after it came on the market. In Northumberland the average off-water home took 169 days to sell. A bank owned home in Lottsburg sold in just 28 days for \$200,000.

We are a little behind on our reports, but we will keep them coming and be caught up soon. We are just too busy selling real estate and enjoying friends and family during the holiday season! We hope you are all having a wonderful fall and enjoying all the many blessings we have to be thankful for.



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