

September 2016 Sales Report: Lancaster County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
LIGHT SHIP WAY	\$360,000	\$369,000	34	WHITE STONE	RAPPAHANNOCK RIVER
NOVEMBER TRAIL	\$750,000	\$849,000	839	WHITE STONE	CARTERS CREEK
HERON COVE LANE	\$577,000	\$609,000	194	WHITE STONE	TABBS CREEK
EAGLES POINT ROAD	\$1,350,000	\$1,450,000	327	LANCASTER	CORROTOMAN RIVER
GRAND VILLA DRIVE	\$375,000	\$399,000	212	WEEMS	TAYLORS CREEK
HERON COVE LANE	\$535,000	\$559,000	173	WHITE STONE	TABBS CREEK
FOREST LANE	\$300,000	\$349,000	589	LANCASTER	SENIORS CREEK
WAYNE CIR	\$385,000	\$395,000	36	WHITE STONE	LITTLE BAY
MIFARM ROAD	\$490,000	\$499,000	242	WHITE STONE	DYMER CREEK
FLATS LANE	\$196,900	\$249,000	106	LANCASTER	GREENVALE CREEK
WRAY DAVIS LANE	\$350,000	\$419,000	1103	WHITE STONE	RAPPAHANNOCK RIVER
DEEP WATER DRIVE	\$966,500	\$998,000	527	WHITE STONE	ANTIPOISON CREEK
CLOSE QUARTERS DRIVE	\$365,000	\$390,000	173	WHITE STONE	RAPPAHANNOCK RIVER
CARDINAL LANE	\$397,000	\$429,000	115	WHITE STONE	TABBS CREEK
LONG COVE LANE	\$750,000	\$799,000	841	WHITE STONE	INDIAN CREEK
HUTCHINGS LANE	\$275,000	\$299,900	379	LANCASTER	DEEP CREEK
IRVINGTON ROAD	\$255,200	\$249,000	501	WHITE STONE	CARTERS CREEK

Figure 1: Waterfront Homes Sold in Lancaster County, September 2016.

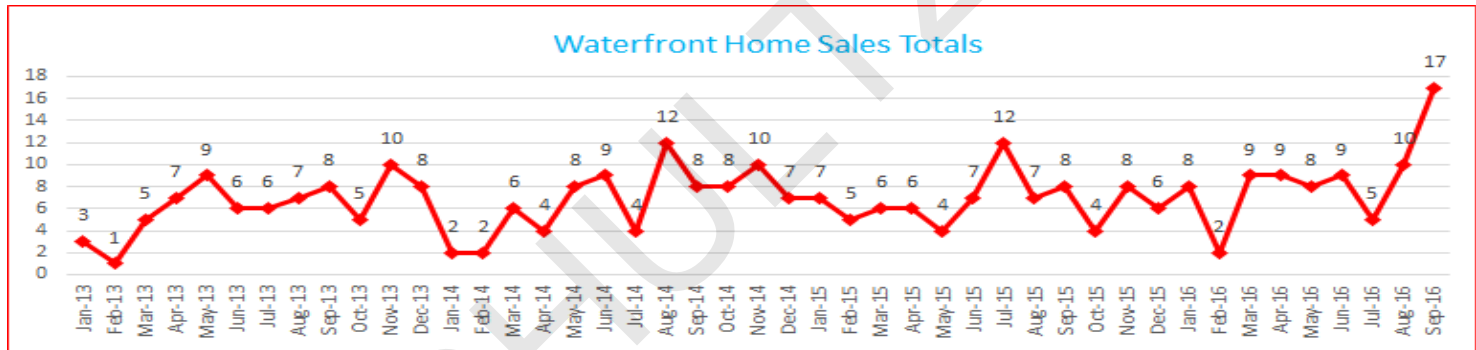


Figure 2: Waterfront Home Sales by Month.

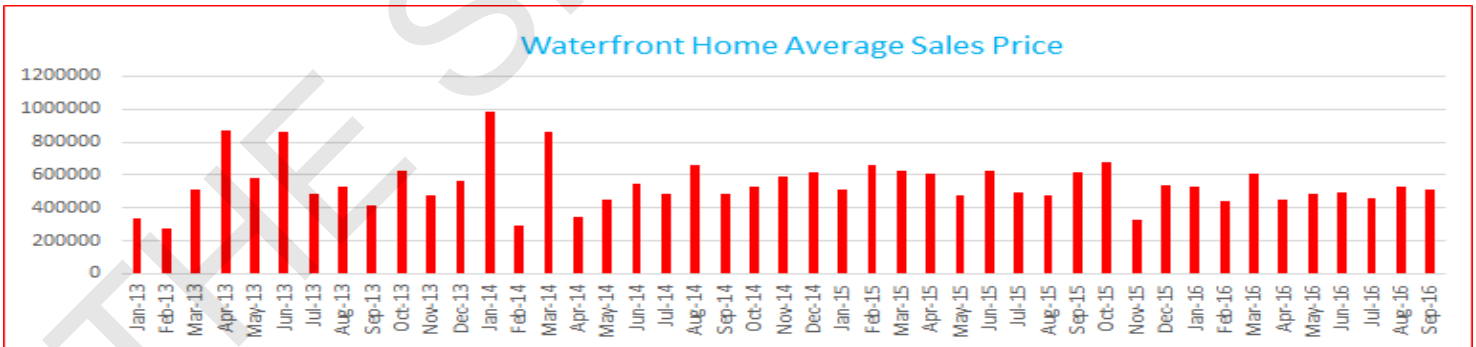
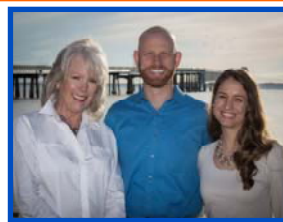


Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	77	62	24.2%
Dollar Volume	\$39,202,678	\$34,737,074	12.9%
Avg. Sales Price	\$509,126	\$560,275	-9.1%
Median Sales Price	\$450,000	\$495,297	-9.1%
Avg. Days on Market	288	306	-5.8%

Figure 4 Year to Date Sales Comparison between 2015 and 2016 for Waterfront Homes.



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WATERFRONT LAND:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
NO SALES THIS MONTH					

Figure 5: Waterfront Land Sold in Lancaster County, September 2016.

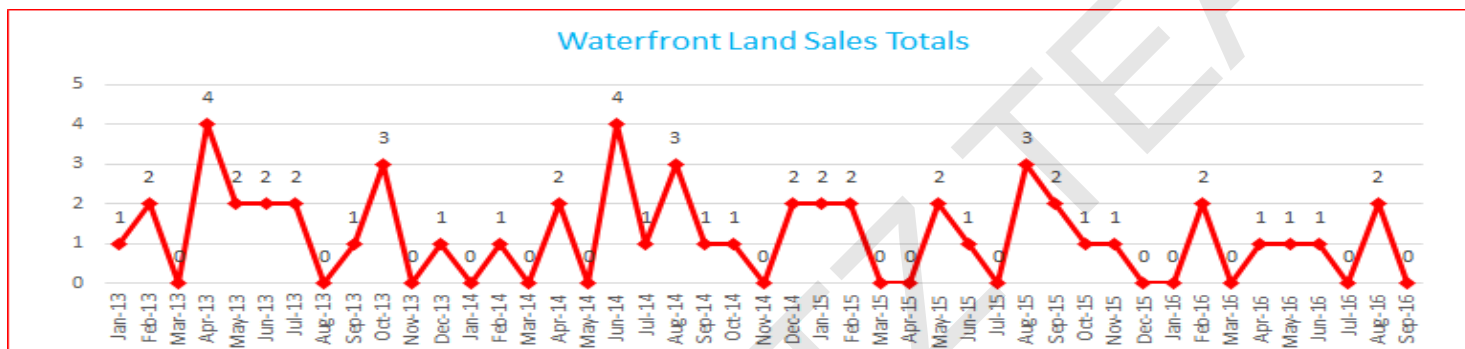


Figure 6: Waterfront Land Sales by Month.

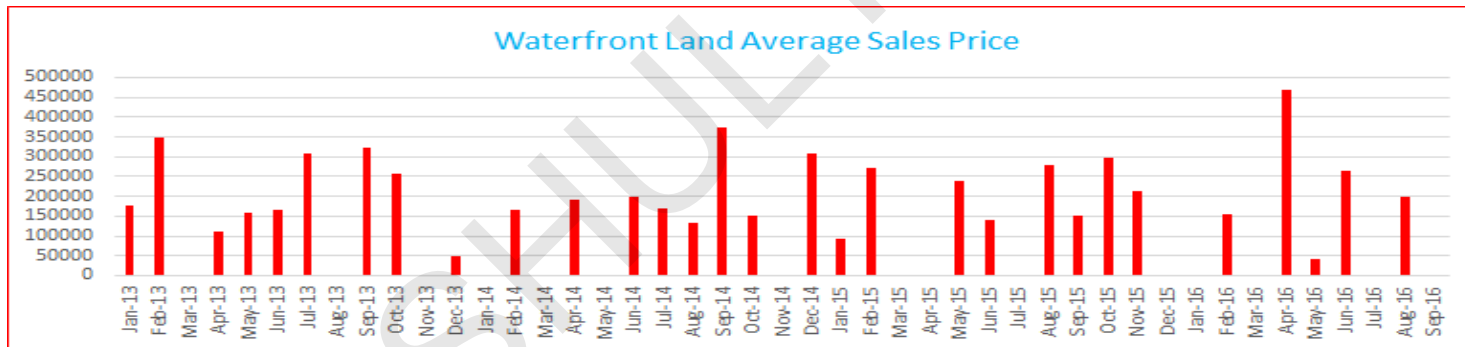
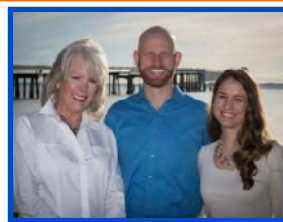


Figure 7: Average Waterfront Land Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	7	12	-71.4%
Dollar Volume	\$1,484,000	\$2,484,275	-67.4%
Avg. Sales Price	\$212,000	\$207,023	2.3%
Median Sales Price	\$256,000	\$190,000	25.8%
Avg. Days on Market	279	632	-126.1%

Figure 8: Year to Date Sales Comparison between 2015 and 2016 for Waterfront Land.



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OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
CHASE STREET	\$135,000	\$138,000	156	KILMARNOCK
VENABLE DRIVE	\$138,500	\$146,900	112	KILMARNOCK
LAKE DRIVE	\$165,000	\$179,000	168	LANCASTER
CHASES COVE LANE	\$518,000	\$595,000	405	IRVINGTON
CROSSROAD DRIVE	\$325,000	\$339,000	235	IRVINGTON
KINLOCK AVE	\$187,000	\$189,000	126	KILMARNOCK
IRVINGTON ROAD	\$229,000	\$229,000	174	KILMARNOCK
OLD SALEM ROAD	\$40,000	\$40,000	219	IRVINGTON
KING CARTER DRIVE	\$165,000	\$199,000	520	IRVINGTON

Figure 9: Off-water Home Sales in Lancaster County, September 2016.

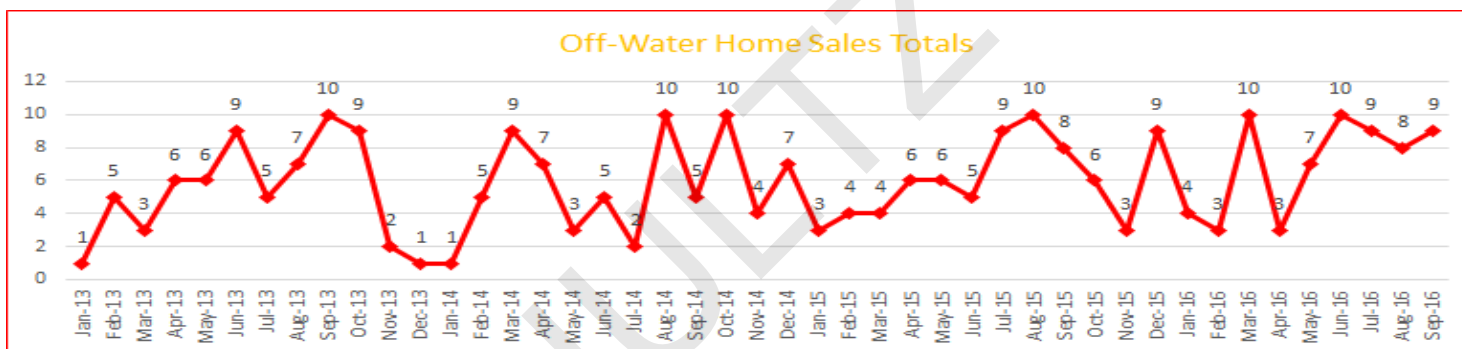


Figure 10: Off-water Home Sales by Month.

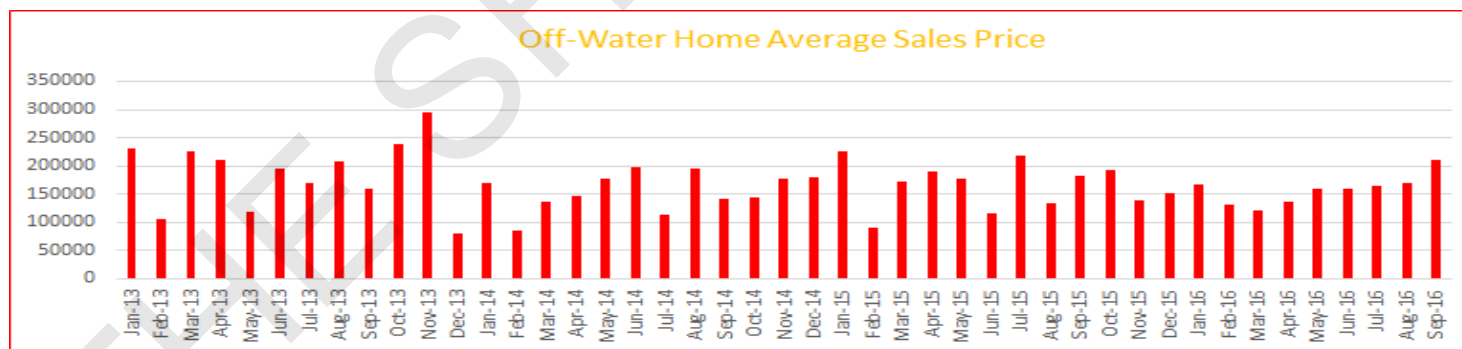


Figure 11: Average Off-water Home Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	64	55	16.4%
Dollar Volume	\$10,532,450	\$9,281,200	13.5%
Avg. Sales Price	\$164,570	\$168,749	-2.5%
Median Sales Price	\$142,475	\$155,000	-8.1%
Avg. Days on Market	318	240	32.3%

Figure 12: Year to Date Sales Comparison between 2015 and 2016 for Off-Water Homes.

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