



Your Family Realtors



March 2013 Sales Report



Greetings! Welcome to the March 2013 sales report. The data contained here is from the two MLS systems that cover the Northern Neck. Sales data only includes sales where a Realtor® was used. In March 24 properties sold in Lancaster and Northumberland counties (figure 1). In February 20 properties sold between the two counties. This is the third month in a

Sales Data for All Properties					
County	Count	Average Sales Price	Average List Price	%Sales to List	Days on Market
Lancaster	6	384167	422317	91	249
Northumberland	18	175931	192189	92	290
Combined	24	227990	249721	91	280

row of increasing sales in both counties. While this is expected coming into spring, it is always nice to see it happen!

The average number of days a property spent on the market was down significantly from last month (280 days on average for March vs. 540 days on average for February). An unimproved piece of land sold that had been on the market for 1540 days. Offsetting that high number were several properties that sold in a month or less. This number will vary wildly from month to month, but

Sales Data for Waterfront Homes					
County	Count	Average Sales Price	Average List Price	%Sales to List	Days on Market
Lancaster	3	541667	578000	94	270
Northumberland	8	323750	352925	92	290
Combined	11	383182	414309	92	285

hopefully we'll start to notice a downward trend as the market improves. Finally, an upswing on the sales graph (figure 3). There were 11 water-

Figure 2: Waterfront homes sold March 2013

front homes sold in the two counties last month (figure 2). There were more waterfront homes sold in Northumberland than Lancaster. In March, Lancaster had the highest average sales price. Lancaster's average sales price was brought up significantly by the most valuable property sold in either county; a home in Weems that sold for \$900,000.

The Shultz Team was happy to have such a busy month despite the nasty winter weather that was with us for most of March. Our friends in the boat business are keeping busy getting boats ready to get in the water. Everyone's attention is turning toward the rivers and we expect a busy month of April. Hopefully next month's sales chart will continue the upward trend!

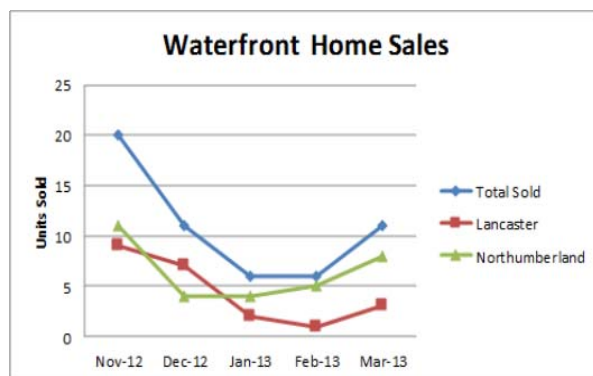


Figure 3: Waterfront Home Sales Nov 2012—March 2013



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