

July 2016 Sales Report: Northumberland County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
RIVERSIDE COURT	\$585,000	\$649,000	144	HEATHSVILLE	POTOMAC RIVER
CRANES POND LANE	\$465,000	\$479,000	84	HEATHSVILLE	CRANES CREEK
TRANQUILITY ROAD	\$787,500	\$847,500	296	REEDVILLE	CHESAPEAKE BAY
HERON CREST LANE	\$300,000	\$325,000	89	KILMARNOCK	DIVIDING CREEK
LAKE FRANCIS LANE	\$269,500	\$289,500	140	LOTTSBURG	GLEBE CREEK
MILL CREEK VIEW LANE	\$395,000	\$449,000	403	CALLAO	MILL CREEK (YEOCOMICO)
STEAMBOAT LANE	\$376,300	\$399,000	401	HEATHSVILLE	GREAT WICOMICO RIVER
CLIFTON LANDING LANE	\$749,000	\$749,000	98	KILMARNOCK	INDIAN CREEK
FLEETON ROAD	\$335,000	\$349,000	1140	REEDVILLE	CHESAPEAKE BAY

Figure 1: Waterfront Home Sales in Northumberland County, July 2016.

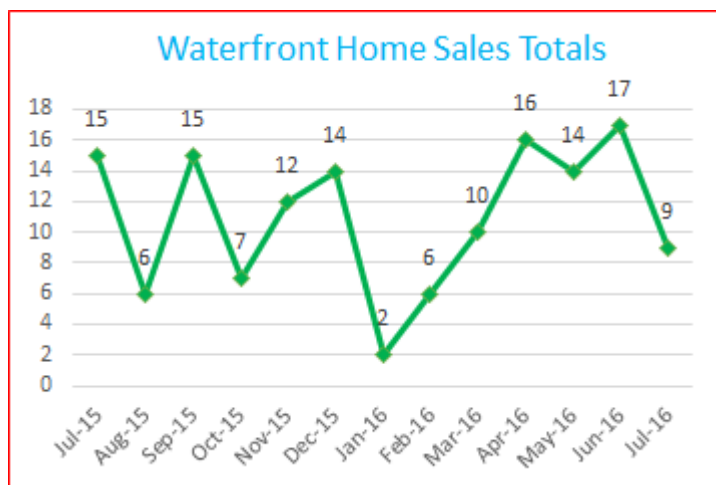


Figure 2: Waterfront Homes Sold by Month

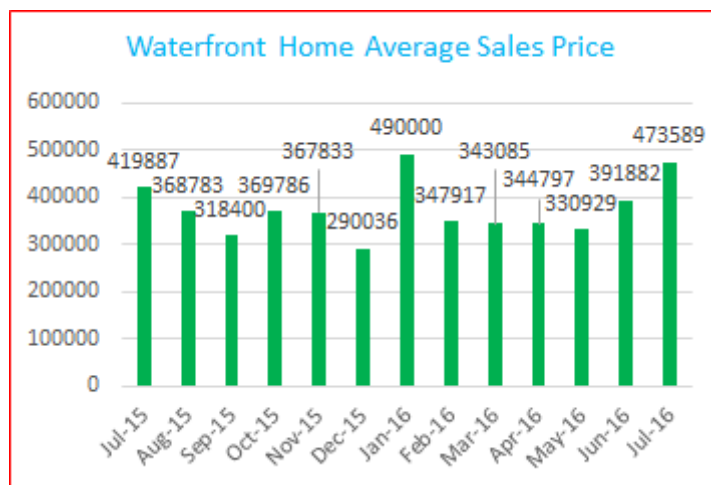


Figure 3: Waterfront Home Average Sales Price by Month.

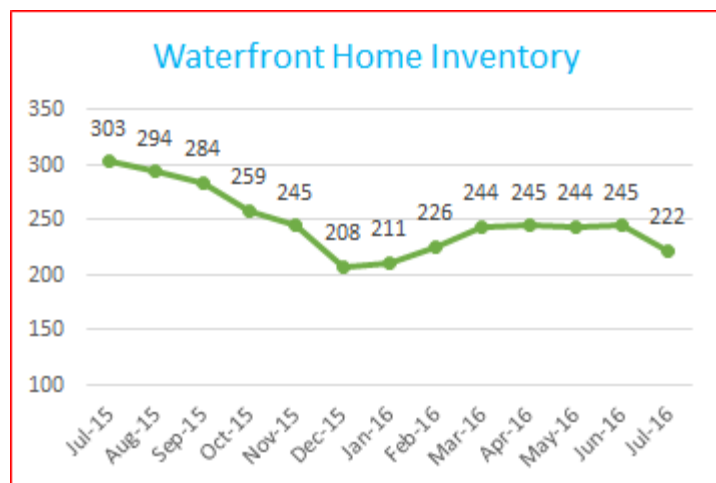
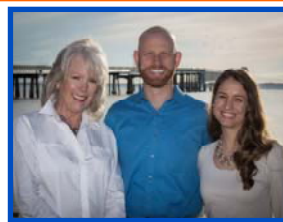


Figure 4: Waterfront Home Inventory.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	74	61	21.3%
Dollar Volume	\$27,572,395	\$25,999,650	6.0%
Avg. Sales Price	\$372,600	\$426,224	-12.6%
Median Sales Price	\$330,500	\$363,000	-9.0%
Avg. Days on Market	304	222	36.9%
Inventory	222	303	-26.7%

Figure 5: 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 6: Waterfront Land Sold in Northumberland, July 2016.

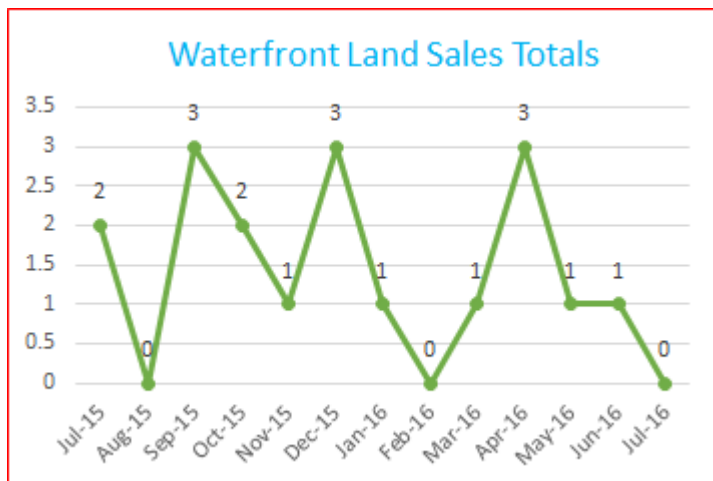


Figure 7: Waterfront Land Sales by Month.

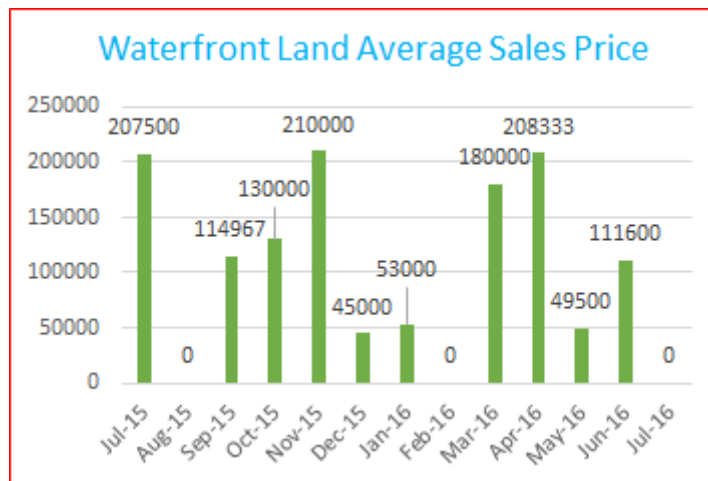


Figure 8: Average Waterfront Land Price by Month.

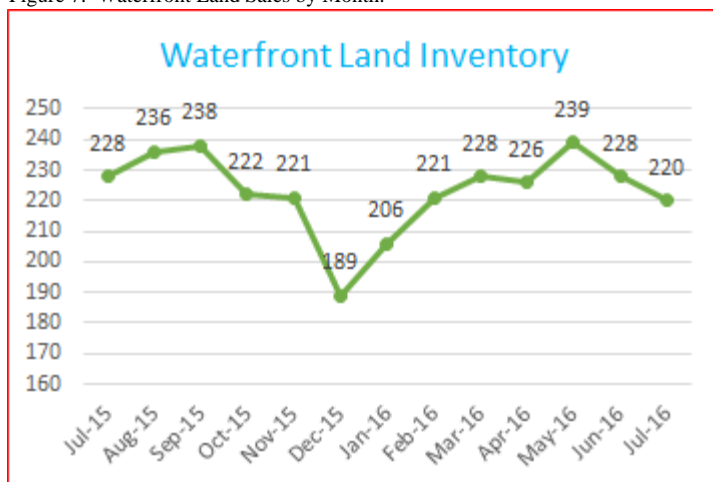
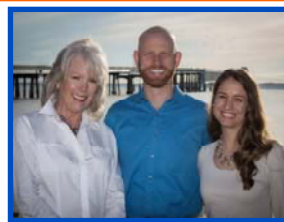


Figure 9: Waterfront Land Inventory.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	6	16	-62.5%
Dollar Volume	\$969,600	\$2,182,900	-55.6%
Avg. Sales Price	\$161,600	\$136,431	18.4%
Median Sales Price	\$101,300	\$96,250	5.2%
Avg Days on Market	673	412	63.3%
Inventory	220	228	-3.5%

Figure 10: Year to Date Sales Comparison Between 2015 and 2016 for Waterfront



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OFF-WATER HOMES

Street	Sold Price	List Price	Days on Market	City/Town
RINGNECK COURT	\$282,500	\$299,000	56	HEATHSVILLE
PILOT HOUSE LN	\$208,500	\$237,900	34	REEDVILLE
FERRY VIEW DRIVE	\$160,000	\$179,500	546	HEATHSVILLE
COURTHOUSE ROAD	\$55,000	\$59,500	18	HEATHSVILLE
STEAMBOAT LANE	\$134,425	\$134,425	115	HEATHSVILLE
FONT HILL ROAD	\$102,000	\$109,500	199	HEATHSVILLE

Figure 11: Off-Water Homes Sold in Northumberland, July 2016.

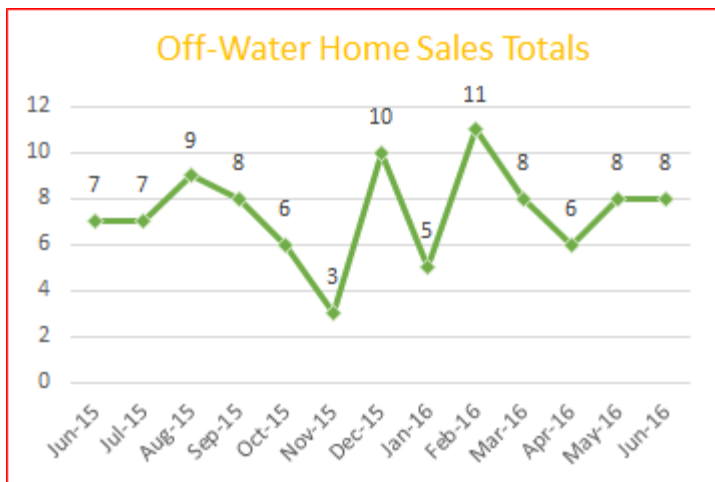


Figure 12: Off-Water Home Sales by Month.

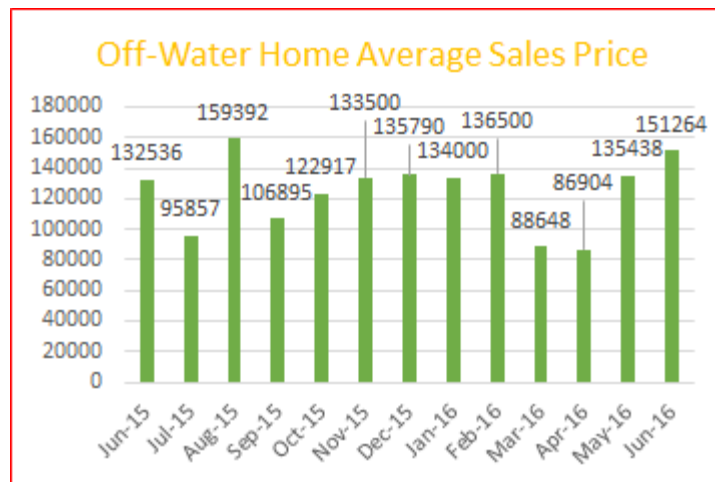


Figure 13: Average Off-water home Sales Price by Month.

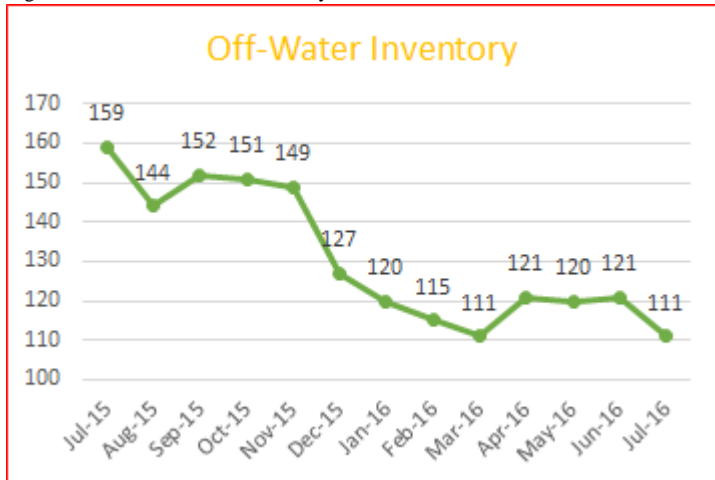


Figure 14: Off-Water Home Inventory

Sales Comparison 2016 and 2015:			
	2016	2015	Change
Units	52	39	33.3%
Dollar Volume	\$6,638,180	\$4,339,550	53.0%
Avg. Sales Price	\$127,657	\$111,271	14.7%
Median Sales Price	\$122,500	\$100,000	22.5%
Avg. Days On Market	231	284	-22.9%
Inventory	111	159	-43.2%

Figure 15: Year to Date Sales Comparison Between 2015 and 2016 for Off-Water Homes.