



# Your Family Realtors



## Lancaster and Northumberland County November 2013 Sales Report



The Shultz Team has been producing sales report for 1 year now! It is exciting to see an entire year's worth of data on the charts. The data presented in this report is a compilation of the sales recorded in the two main MLS systems that cover Lancaster and Northumberland Counties. All of the sales in this report were conducted using a licensed Realtor.

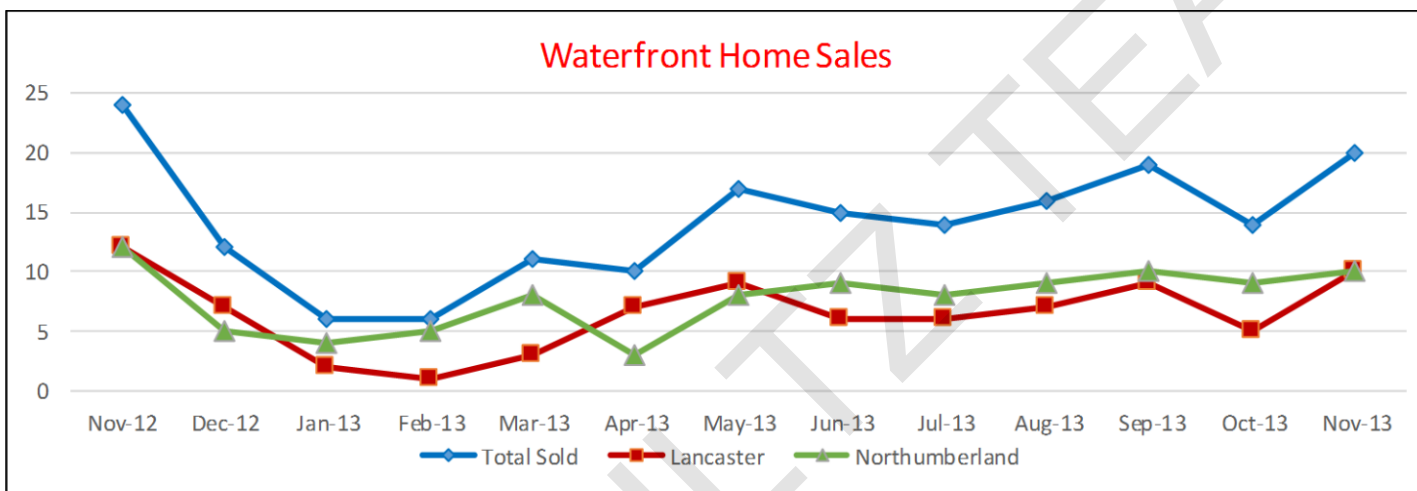


Figure 1: Waterfront Homes Sold in Lancaster and Northumberland from November 2012 - November 2013.

Waterfront home sales rebounded in November and posted the most sales in 2013 (Figure 1). There were 10 waterfront homes sold in each county. Lancaster had the highest average sales price for the fifth month in a row (Figure 2). The average sales price of a waterfront home in Lancaster in November was \$475,450. In Northumberland the average sales price was \$351,750. The most expensive waterfront home in Lancaster sold for \$750,000. This property on the Corrotoman River sold for significantly less than its \$895,000 listing price. Northumberland's most expensive waterfront home sold for \$650,000 in Lottsburg. This home on the Yeocomico River sold for 96.3% of its asking price of \$675,000.

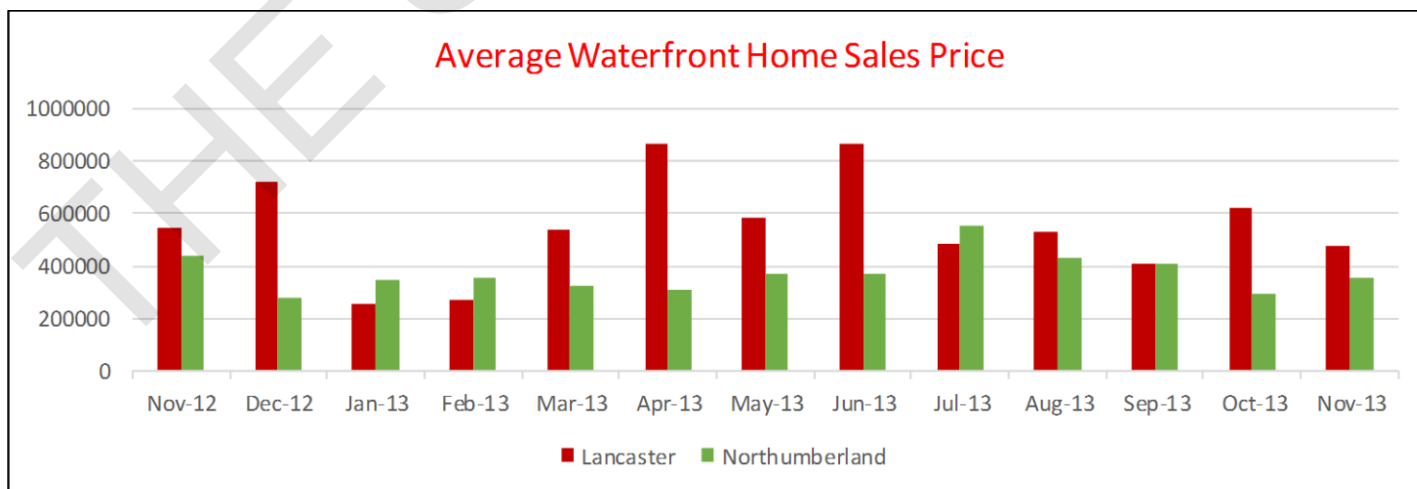


Figure 2: Monthly Average Sales Price of Waterfront Home sold in Lancaster and Northumberland from November 2012 - November 2013.

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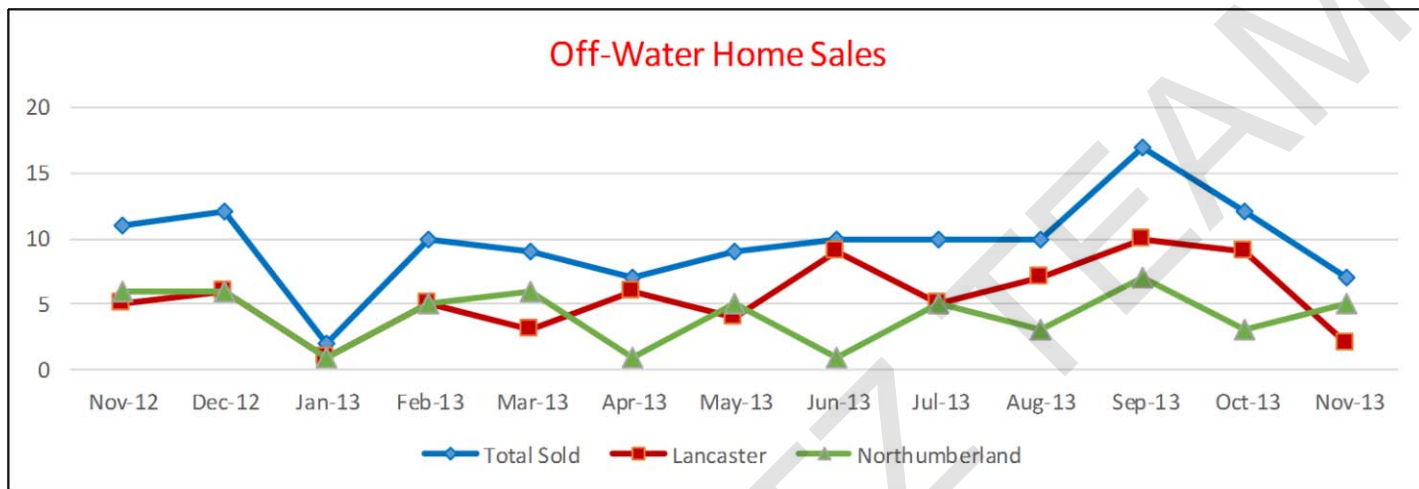


Figure 3: Off-Water Homes Sold in Lancaster and Northumberland from November 2013 - November 2013.

Sales of off-water homes declined again in November (Figure 3). There were only 2 off-water homes sold in Lancaster in November. Lancaster had its highest average sales price of the year (Figure 4) for off-water homes due to a beautiful new home selling in Hills Quarter in Irvington for \$516,062. We work in the Hills Quarter sales office and we have been busy. Hopefully new construction will make a comeback on the Northern Neck this year. There were 5 off-water homes sold in Northumberland in November. The most expensive off-water home in Northumberland sold for its listing price of \$185,000 in just 28 days! We hope everyone had a wonderful holiday season! The next report will be an end of the year extravaganza with some fun new data to look at. We wish everyone a happy New Year and we will see you again in 2014!

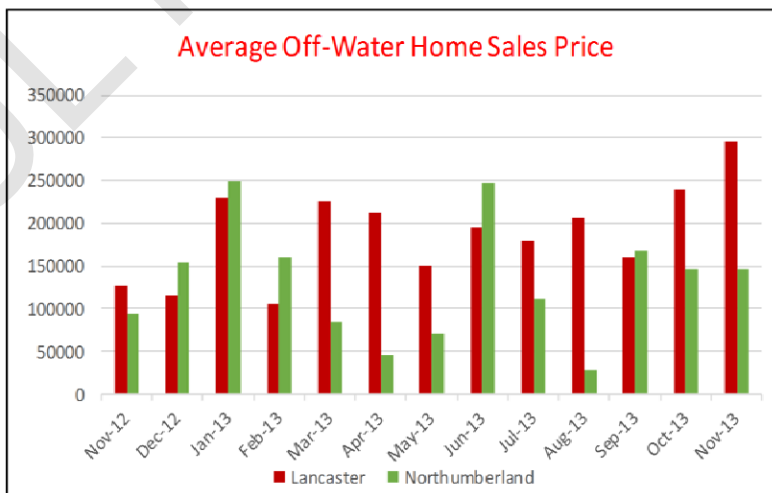


Figure 4: Monthly Average Sales Price of Off Water Homes sold in Lancaster and Northumberland from November 2013 - November 2013.



Beverly Shultz - Associate Broker  
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