



Your Family Realtors



June 2013 Sales Report

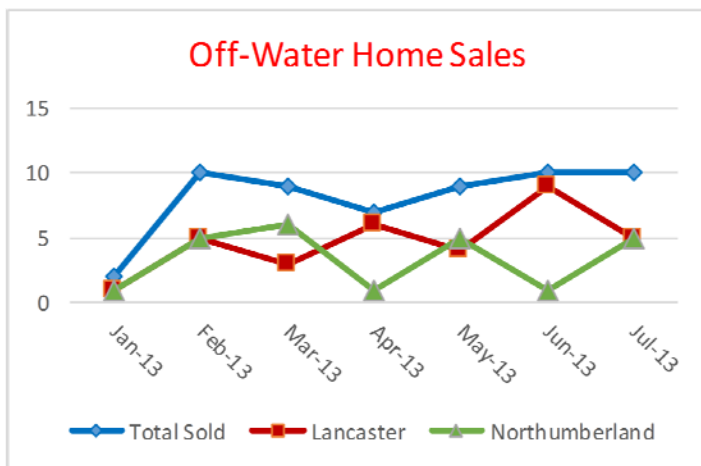


Figure 3: Off-Waterfront Homes Sold in Lancaster and Northumberland from January 2013 - July 2013.

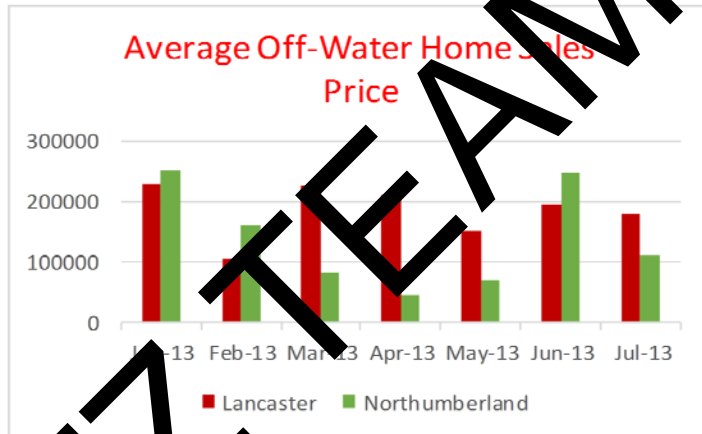


Figure 4: Monthly Average Sales Price of Waterfront Home sold in Lancaster and Northumberland from January 2013 - July 2013.

There were 10 off water homes sold in Lancaster and Northumberland in July (Figure 1). There were 5 homes sold in each county. The average sales price in Northumberland was \$111,400. At \$220,000 a home that sold in Reedville was the most expensive off water home sold in Northumberland in July. Lancaster had an average sales price of \$179,360. The most expensive off water property in Lancaster sold for \$390,000 in Irvington. Lower Lancaster dominated the Lancaster market for off water houses as well as for waterfront homes. All of the homes sold in Lancaster were in White Stone, Irvington, Weems or Kilmarnock. Reedville dominated the off water home market in Northumberland as well with three of the homes sold being located in Reedville. As of August 1 there were 147 off water homes on the market in Lancaster and 149 in Northumberland. At the current sales rate for the first 7 months of the year there are over 31 months of inventory in Lancaster and 43 months in Northumberland.

The Shultz Team has been busy selling all property types on the Northern Neck. The high inventory in both counties has wide ranging effects for sellers, buyers and real estate professionals. Working with buyers has been very time consuming. With so much on the market and with our clients able to see everything available on the internet it seems like we have shown every house in Lancaster and Northumberland over the summer. We are happy to show our clients as many houses necessary to ensure they are getting the best home for their family. The good thing about showing so many homes is that we have a great feel for the market. If you are looking to buy or sell a home and are not currently working with an agent, we would love to help you. It has been gorgeous weather for showing property and we are happy to be staying busy!



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