

December 2016 Sales Report: Lancaster County

WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
DEEP HARBOR LANE	\$364,000	\$380,000	686	LANCASTER	CORROTOMAN RIVER
DEEP WATER DRIVE	\$570,000	\$599,900	649	WHITE STONE	ANTIPOISON CREEK
GRAND VILLA DRIVE	\$375,000	\$375,000	1	WEEMS	CORROTOMAN RIVER
YANKEE POINT ROAD	\$540,000	\$585,000	632	LANCASTER	MYER CREEK
PAYNES CREEK ROAD	\$495,000	\$549,000	100	LANCASTER	RAPPAHANNOCK RIVER

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

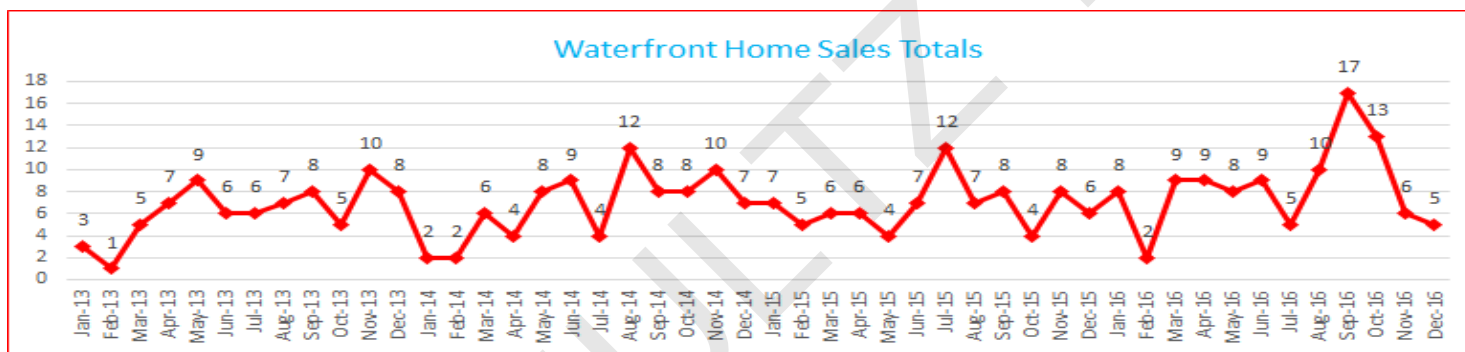


Figure 2: Waterfront Home Sales by Month.

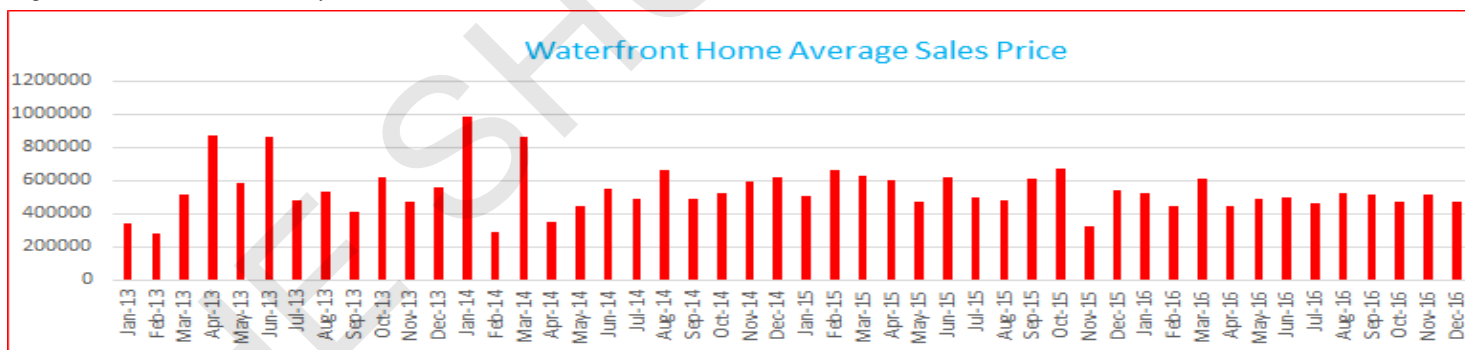


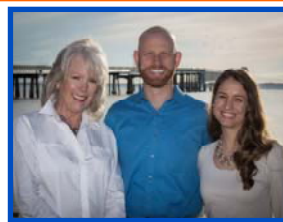
Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	105	80	31.3%
Dollar Volume	\$53,395,128	\$43,283,474	23.4%
Avg. Sales Price	\$508,525	\$541,043	-6.0%
Median Sales Price	\$470,000	\$490,000	-4.1%
Avg. Days on Market	294	289	1.5%
Inventory	145	182	-20.3%

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

Sales Comparison 2015 and 2014			
	2015	2014	Change
Units	80	80	0.0%
Dollar Volume	\$43,283,474	\$45,862,855	-5.6%
Avg. Sales Price	\$541,043	\$573,286	-5.6%
Median Sales Price	\$490,000	\$451,500	8.5%
Avg. Days on Market	289	343	-15.5%

Figure 5 Year to Date Sales Comparison between 2014 and 2015 for Waterfront Homes.



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WATERFRONT LAND:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
LANDING DRIVE	\$238,000	\$250,000	85	LANCASTER	RAPPAHANNOCK RIVER

Figure 6: Waterfront Land Sold in Lancaster County, December 2016.

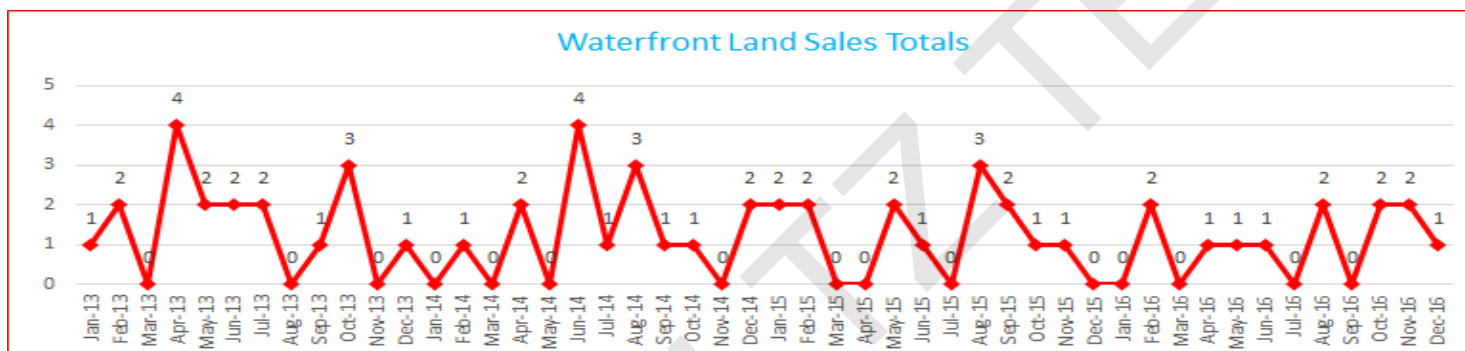


Figure 7: Waterfront Land Sales by Month.

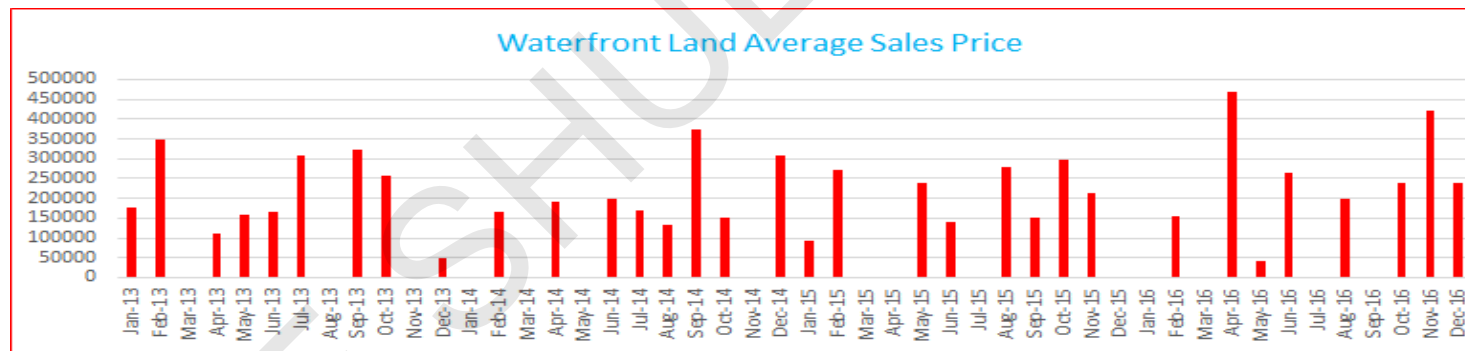


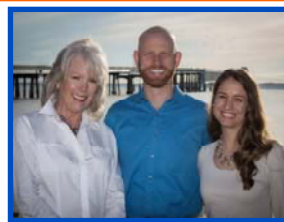
Figure 8: Average Waterfront Land Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	12	14	-14.3%
Dollar Volume	\$3,044,500	\$2,994,275	1.7%
Avg. Sales Price	\$253,708	\$213,877	18.6%
Median Sales Price	\$260,500	\$209,000	24.6%
Avg. Days on Market	239	581	-58.9%
Inventory	128	143	-11.7%

Figure 9: Year to Date Sales Comparison between 2015 and 2016 for Waterfront Land.

Sales Comparison 2015 and 2014			
	2015	2014	Change
Units	14	15	-6.7%
Dollar Volume	\$2,994,275	\$3,050,500	-1.8%
Avg. Sales Price	\$213,877	\$203,367	5.2%
Median Sales Price	\$209,000	\$195,000	7.2%
Avg. Days on Market	581	393	47.8%

Figure 10: Year to Date Sales Comparison between 2014 and 2015 for Waterfront Land.



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OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
FOX TAIL NORTH	\$256,000	\$257,500	459	IRVINGTON
BAY VIEW DRIVE	\$78,500	\$78,500	43	LANCASTER
MISKIMON ROAD	\$250,000	\$269,000	573	MISKIMON
HOLLY HAVEN ROAD	\$135,000	\$139,250	121	WEEMS
HATTON AVENUE	\$67,407	\$72,000	89	KILMARNOCK
BOLES AVE	\$142,900	\$159,500	130	WHITE STONE
KENMORE AVENUE	\$299,000	\$299,000	92	KILMARNOCK
CORROTOMAN DRIVE	\$75,900	\$84,900	558	LANCASTER
WHITE CHAPEL ROAD	\$93,000	\$98,000	270	LIVELY

Figure 11: Off-water Home Sales in Lancaster County, December 2016.

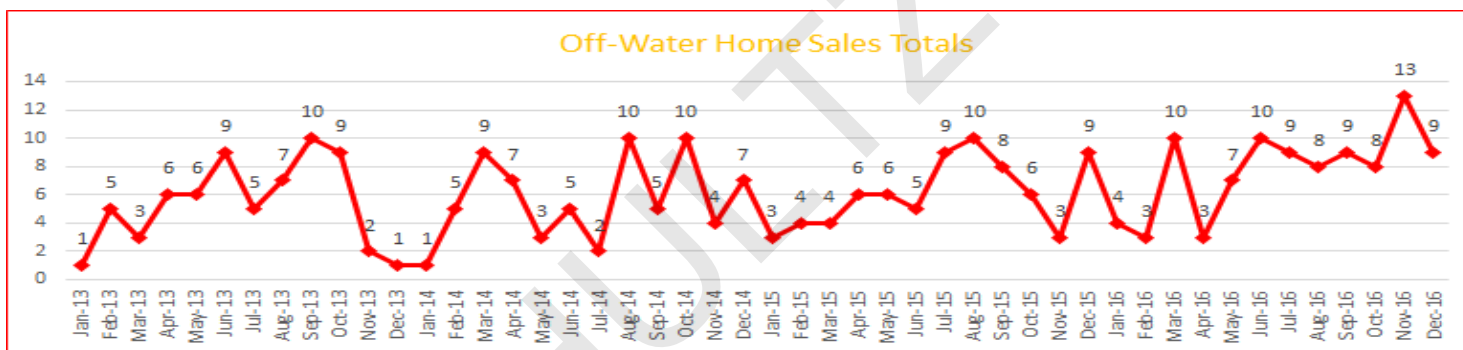


Figure 12: Off-water Home Sales by Month.

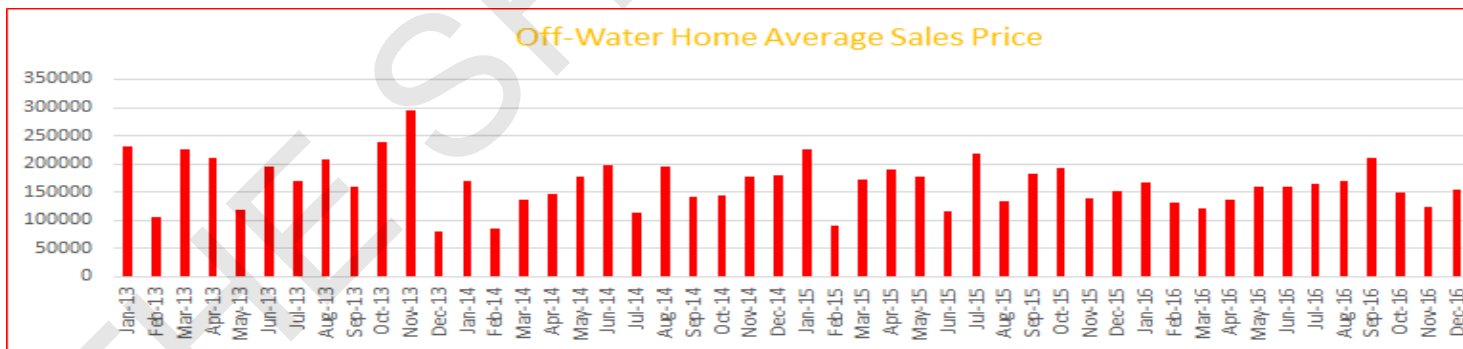


Figure 13: Average Off-water Home Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	99	73	35.6%
Dollar Volume	\$15,454,122	\$12,222,215	26.4%
Avg. Sales Price	\$156,102	\$167,428	-6.8%
Median Sales Price	\$139,950	\$155,000	-9.7%
Avg. Days on Market	288	269	7.0%
Inventory	122	147	-17.0%

Sales Comparison 2015 and 2014			
	2015	2014	Change
Units	73	68	7.4%
Dollar Volume	\$12,222,215	\$10,643,192	14.8%
Avg. Sales Price	\$167,428	\$156,518	7.0%
Median Sales Price	\$155,000	\$143,000	8.4%
Avg. Days on Market	269	298	-9.5%

Figure 14: Year to Date Sales Comparison between 2015 and 2016 for Off-

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