

Team

Shultz

Your Family Realtors



## December 2012 Sales Report



Happy New Year!

Welcome to the December sales report for Lancaster and Northumberland Counties. 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. Because there are two MLS systems that cover this area, data can be difficult to obtain and analyze. With the magic of Microsoft Access and Excel we are able to organize the information and create a unique data set for areas that are covered by both systems.

Sales Data for All Properties					
County	Count	Average Sales Price	Average List Price	Sold/List%	Average Days on Market
Lancaster	17	\$394,529	\$465,706	85%	435
Northumberland	12	\$189,250	\$206,225	92%	190
Combined	29	\$309,586	\$358,334	86%	334

Figure 1: Residential homes and lots sold Dec. 2012

December waterfront homes only made up 37% of all home sales. So it seems like it was a good month for non-waterfront properties. One of our sales in December was a beautiful home in Heritage Point off of the water. "Sold/List%" shows how close to the listing price the property sold for. If the number is 100% it means that the property sold for the listing price. In November the "Sold/List%" was right at 90% across both counties and across all property types. In December the "Sold/List%" for waterfront homes was 86% (Figure 2). It is interesting to note that there was an 8 percentage point difference in the "Sold/List%" between Lancaster and Northumberland Counties.

We were excited to receive our 2012 sales statistics at our first Long & Foster sales meeting of the year. We are happy to say that our entire office's sales were up over 20% in both sales and volume from 2011! We are looking forward to 2013 being even better!

Sales Data for Waterfront Homes					
County	Count	Average Sales Price	Average List Price	Sold/List%	Average Days on Market
Lancaster	7	\$723,143	\$851,786	85%	351
Northumberland	4	\$318,125	\$340,625	93%	182
Combined	11	\$575,864	\$665,909	86%	290

Figure 2: Waterfront homes sold Dec. 2012

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