

## August 2016 Sales Report: Lancaster County

### WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
SHORE VIEW DR	\$199,000	\$199,999	78	LANCASTER	LANCASTER CREEK
TROON PLACE	\$370,000	\$398,000	175	WEEMS	CARTERS CREEK
BROAD REACH LN	\$560,000	\$599,000	422	LANCASTER	CORROTOMAN RIVER
BEECHWOOD DR	\$525,000	\$679,980	96	WEEMS	CORROTOMAN RIV
BAYVIEW LN	\$714,000	\$715,000	33	WHITE STONE	INDIAN CREEK
WATERVIEW POINT LN	\$700,000	\$725,000	42	WEEMS	CARTER'S CREEK
THE LANE	\$580,000	\$595,000	112	IRVINGTON	CARTERS CREEK
WINDJAMMER LANE	\$830,000	\$849,000	66	WHITE STONE	RAPPAHANNOCK RIVER
CRAB POINT ROAD	\$310,000	\$359,000	297	WHITE STONE	POND
LOWERY CREEK ROAD	\$470,000	\$499,000	100	LANCASTER	CORROTOMAN RIVER

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

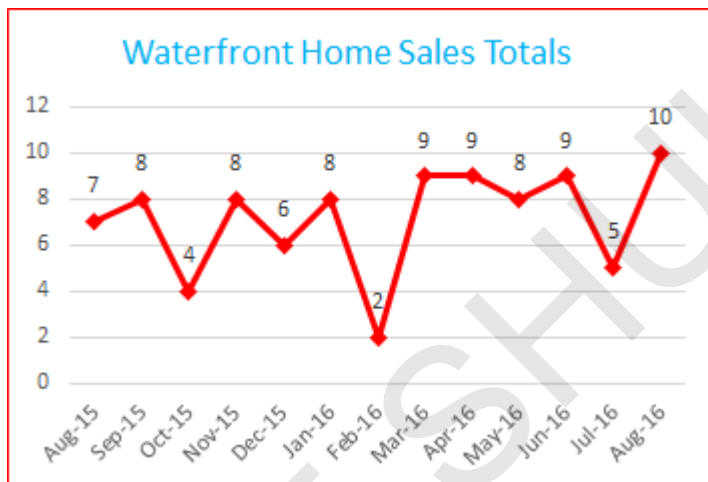


Figure 2: Waterfront Home Sales by Month.

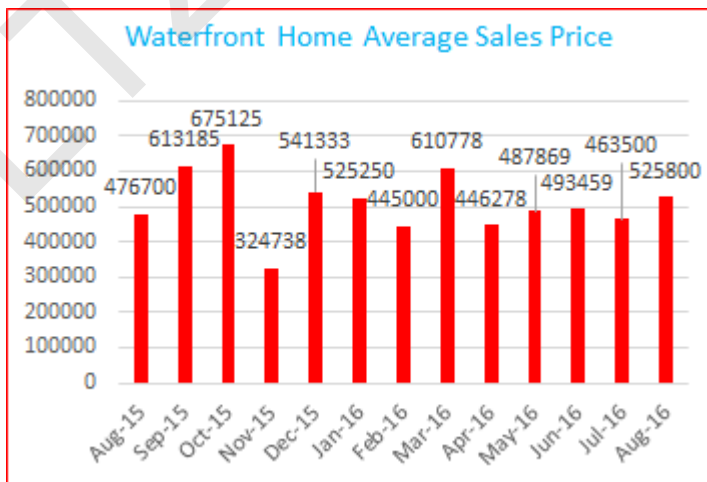


Figure 3: Waterfront Home Average Sales Price by Month.

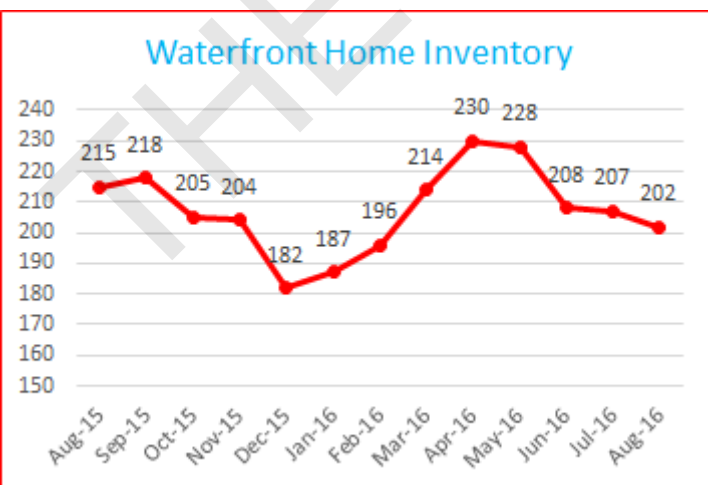


Figure 4: Active Waterfront Home Listings by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	60	54	11.1%
Dollar Volume	\$30,525,078	\$29,831,594	2.3%
Avg. Sales Price	\$508,751	\$552,437	-7.9%
Median Sales Price	\$473,750	\$492,500	-3.8%
Avg. Days on Market	263	306	-14.0%
Inventory	202	215	-6.0%

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
DEER PATH LANE	\$20,000	\$35,000	432	WHITE STONE	TABBS CREEK
JAMES WHARF ROAD	\$378,000	\$435,000	270	WHITE STONE	CARTERS CREEK

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

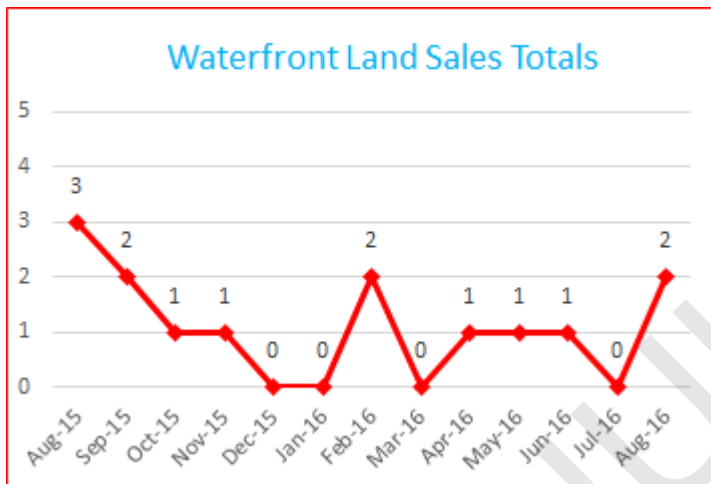


Figure 7: Waterfront Land Sales by Month.

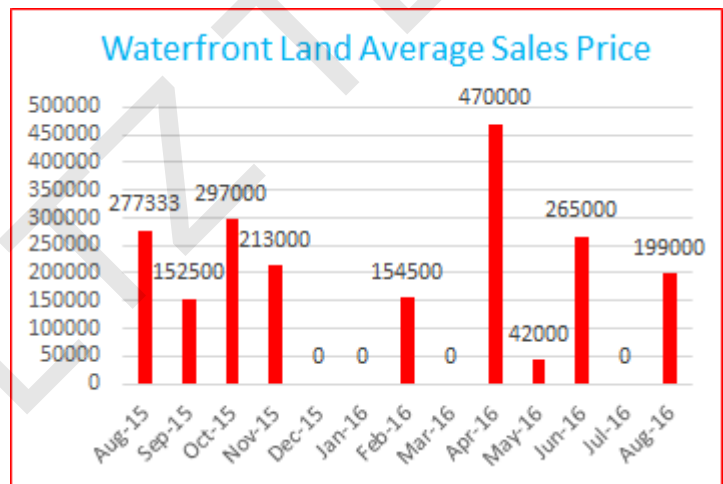


Figure 8: Average Waterfront Land Price by Month.

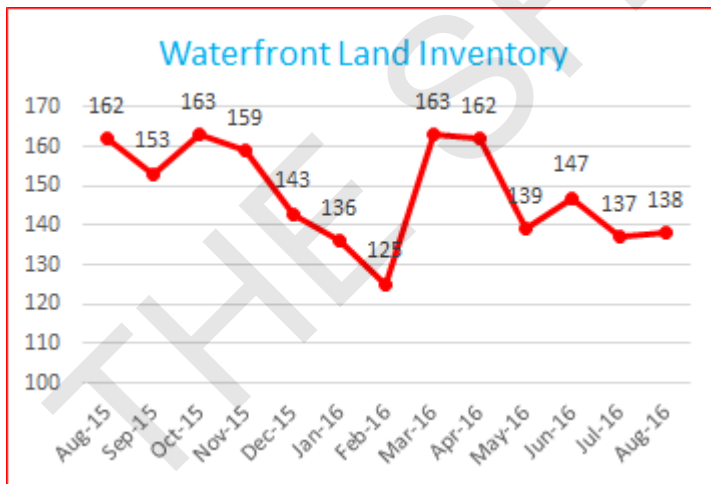
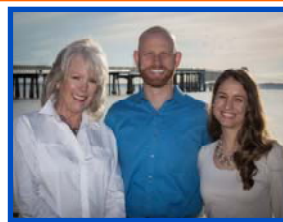


Figure 9: Active Waterfront Lot Listings by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	7	10	-42.9%
Dollar Volume	\$1,484,000	\$2,179,275	-46.9%
Avg. Sales Price	\$212,000	\$217,928	-2.8%
Median Sales Price	\$256,000	\$202,500	20.9%
Avg. Days on Market	279	305	-9.1%
Inventory	138	162	-17.4%

Figure 10: Year to Date Sales Comparison between 2015 and 2016 for Waterfront Land.



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### OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
RIVER COURT	\$131,000	\$149,900	1422	KILMARNOCK
SPRING STREET	\$129,000	\$235,000	406	IRVINGTON
ELM LANE	\$170,000	\$179,900	641	LANCASTER
DAWSON LN	\$169,500	\$169,500	71	WHITE STONE
PITTMANS DRIVE	\$295,000	\$319,000	141	IRVINGTON
LAUREL POINT ROAD	\$224,000	\$229,000	40	LANCASTER
LARA ROAD	\$170,000	\$179,000	1485	LANCASTER
RIVER ROAD	\$61,500	\$121,000	4	LANCASTER

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

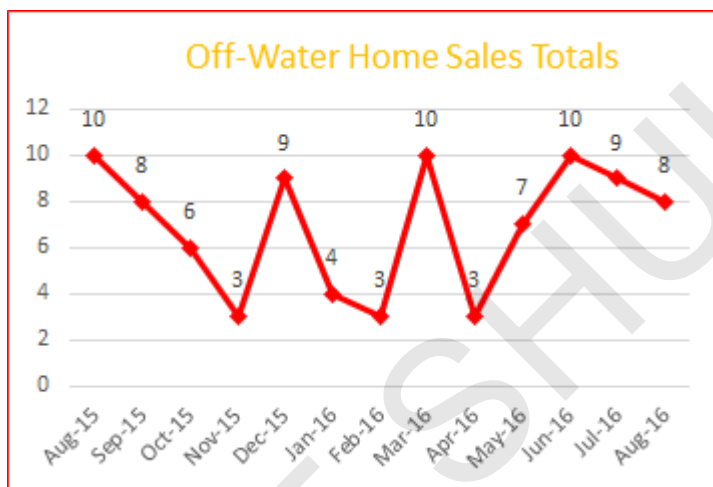


Figure 12: Off-water Home Sales by Month.

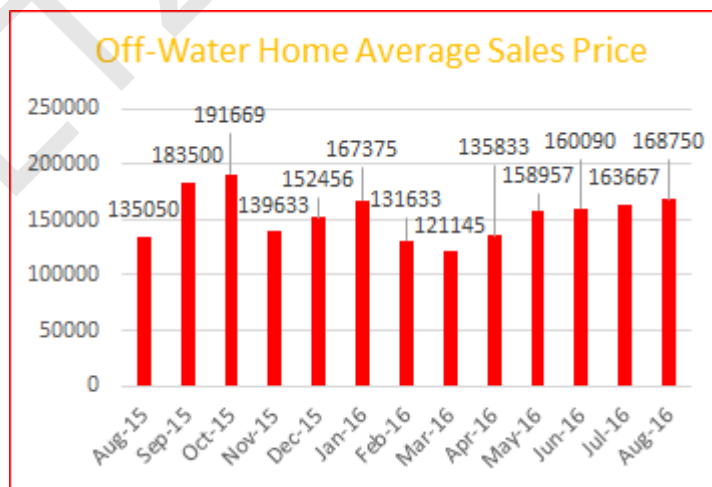


Figure 13: Average Off-water Home Price by Month.

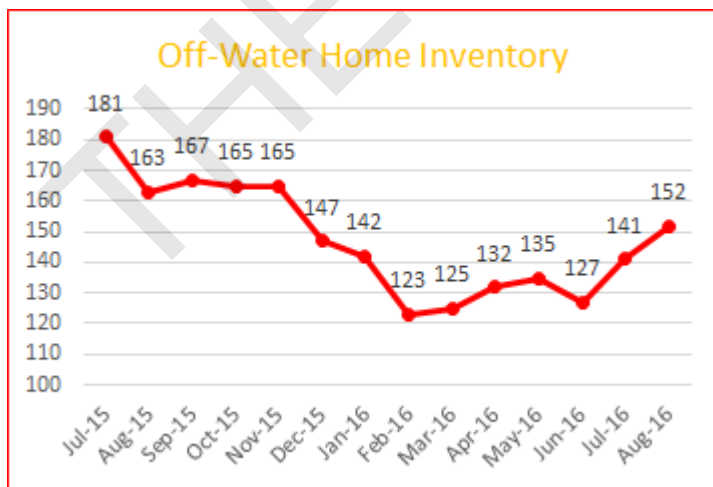


Figure 14: Active Off-Water Home Listings by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	55	47	17.0%
Dollar Volume	\$8,629,950	\$7,813,200	10.5%
Avg. Sales Price	\$156,908	\$166,238	-5.6%
Median Sales Price	\$139,000	\$155,000	-10.3%
Avg. Days on Market	332	232	43.0%
Inventory	152	163	-6.7%

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