



## November 2016 Sales Report: Lancaster County

### WATERFRONT HOMES:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
GALLEY HOOK	\$800,000	\$1,500,000	214	IRVINGTON	CARTERS CREEK
TAMMY DRIVE	\$200,000	\$205,000	151	WHITE STONE	DAMERON
INDIANTOWN ROAD	\$700,000	\$759,000	927	WEEMS	CORROTOMAN RIVER
RIVERWOOD DR	\$920,000	\$997,500	153	LANCASTER	CORROTOMAN RIVER
ROCKY NECK ROAD	\$260,000	\$298,000	1172	LANCASTER	RAPPAHANNOCK RIVER
OCRAN ROAD	\$191,000	\$229,000	133	WHITE STONE	DYMER CREEK

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

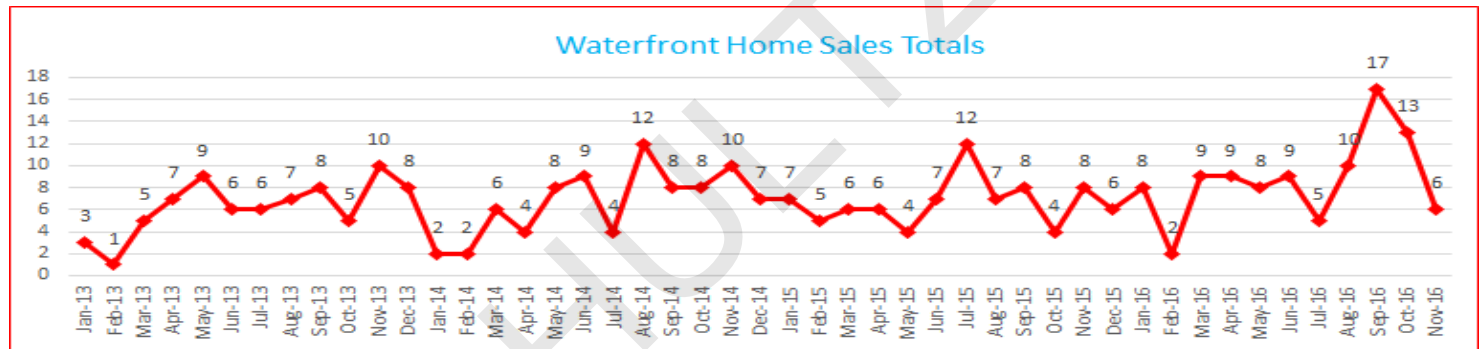


Figure 2: Waterfront Home Sales by Month.

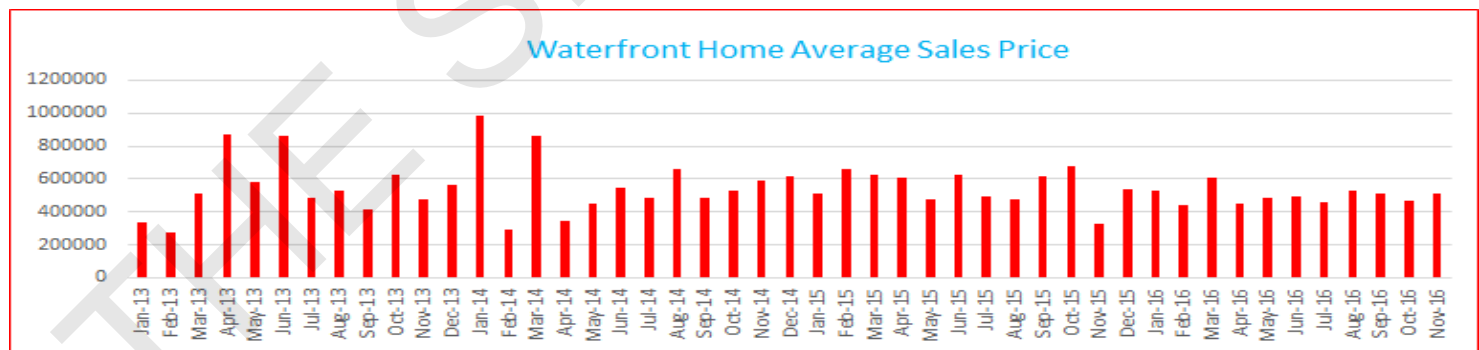
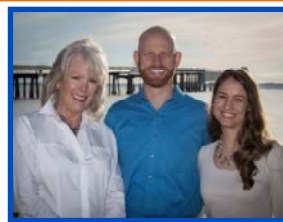


Figure 3: Waterfront Home Average Sales Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	100	74	35.1%
Dollar Volume	\$51,051,128	\$40,035,474	27.5%
Avg. Sales Price	\$510,511	\$541,020	-5.6%
Median Sales Price	\$468,500	\$490,000	-4.4%
Avg. Days on Market	288	291	-1.3%

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



## November 2016 Sales Report: Lancaster County

### WATERFRONT LAND:

Street	Sold Price	List Price	Days on Market	City/Town	Body of Water
WADDY DRIVE	\$350,000	\$425,000	157	WEEMS	CORROTOMAN RIVER
BELLOWS LANDING EAST	\$495,000	\$595,000	181	WHITE STONE	DYMER CREEK

Figure 5: Waterfront Land Sold in Lancaster County, November 2016.

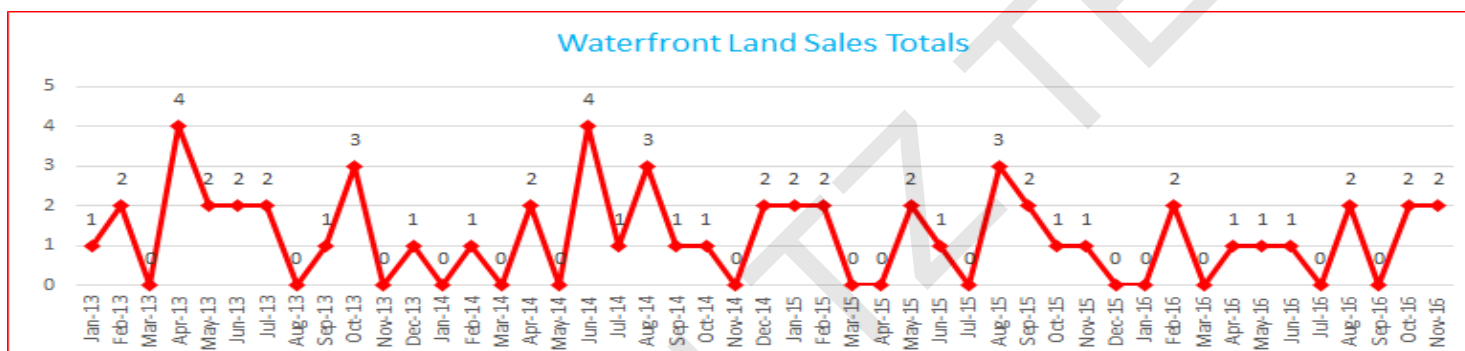


Figure 6: Waterfront Land Sales by Month.

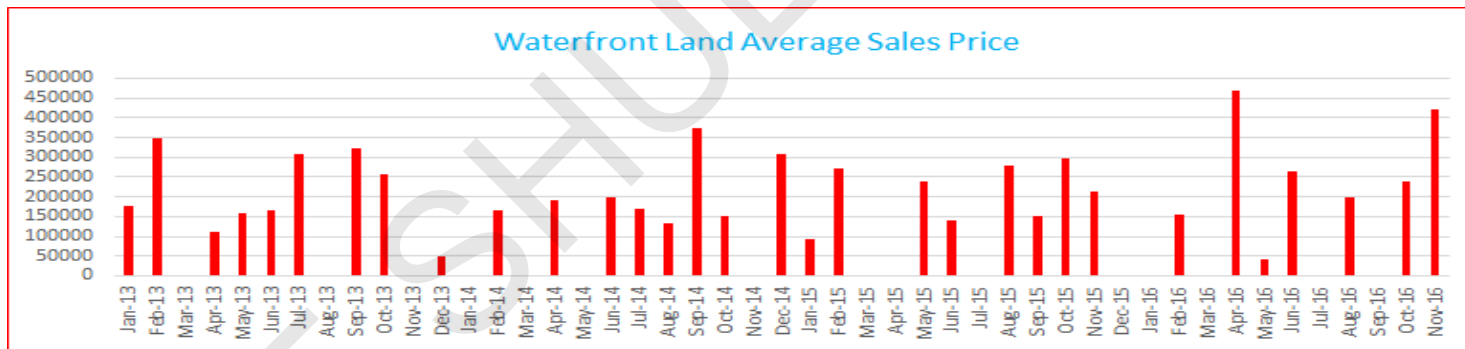
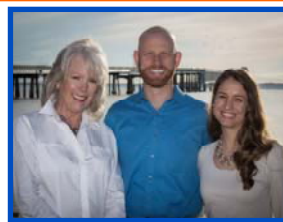


Figure 7: Average Waterfront Land Price by Month.

Sales Comparison 2016 and 2015			
	2016	2015	Change
Units	100	74	35.1%
Dollar Volume	\$51,051,128	\$40,035,474	27.5%
Avg. Sales Price	\$510,511	\$541,020	-5.6%
Median Sales Price	\$468,500	\$490,000	-4.4%
Avg. Days on Market	288	291	-1.3%

Figure 8: Year to Date Sales Comparison between 2015 and 2016 for Waterfront Land.



## November 2016 Sales Report: Lancaster County

### OFF-WATER HOMES:

Street	Sold Price	List Price	Days on Market	City/Town
CORROTOMAN DRIVE	\$42,000	\$42,000	85	LANCASTER
SUNNYBROOK LANE	\$193,000	\$199,900	593	LANCASTER
BYWAY CIRCLE	\$152,000	\$158,000	61	KILMARNOCK
SANDLIN DRIVE	\$71,000	\$79,000	435	WHITE STONE
THE LANE	\$250,250	\$275,000	581	IRVINGTON
BENSON ROAD	\$40,000	\$58,000	1	WEEMS
JOHNS NECK ROAD	\$125,000	\$140,000	258	WEEMS
CHESAPEAKE DRIVE	\$122,000	\$134,000	104	WHITE STONE
IBERIS ROAD	\$250,000	\$279,000	274	LANCASTER
MILLENBECK ROAD	\$195,000	\$219,000	95	LANCASTER
CHOWINGS FERRY ROAD	\$59,200	\$79,500	195	LANCASTER
MARY BALL ROAD	\$65,000	\$80,000	97	LIVELY
MARY BALL ROAD	\$35,000	\$79,000	453	WHITE STONE

Figure 9: Off-water Home Sales in Lancaster County, November 2016.

### Off-Water Home Sales Totals

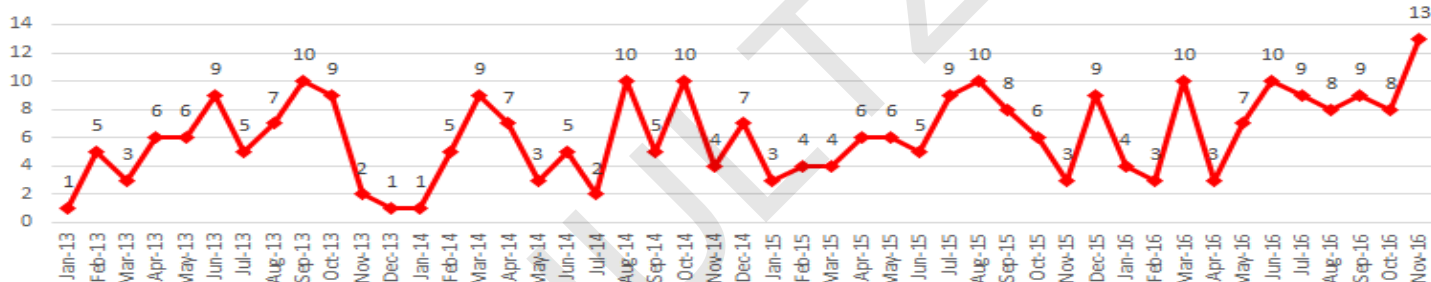


Figure 10: Off-water Home Sales by Month.

### Off-Water Home Average Sales Price

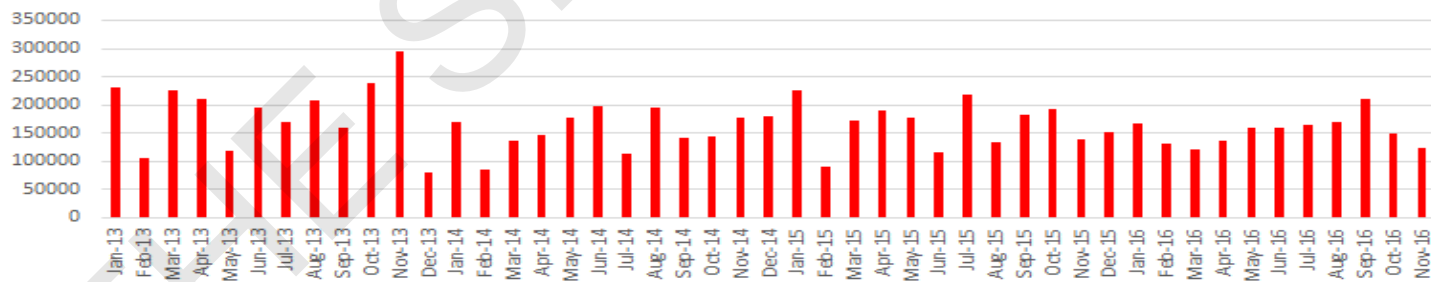


Figure 11: Average Off-water Home Price by Month.

### Sales Comparison 2016 and 2015

	2016	2015	Change
Units	91	64	42.2%
Dollar Volume	\$14,466,415	\$10,850,115	33.3%
Avg. Sales Price	\$158,972	\$169,533	-6.2%
Median Sales Price	\$142,000	\$209,000	-32.1%
Avg. Days on Market	294	249	18.1%

Figure 12: Year to Date Sales Comparison between 2015 and 2016 for Off-Water Homes.

Contact Information:

Bay/River Office:

434 Rappahannock Dr  
White Stone, VA 22478

Beverly: 804.436.4000 Neill: 804.580.0476

Lisa: 703.626.4868

Beverly@beverlyshultz.com Neill@shultzrealtors.com

Lisa@shultzrealtors.com