





Your Family Realtors



# August 2013 Sales Report

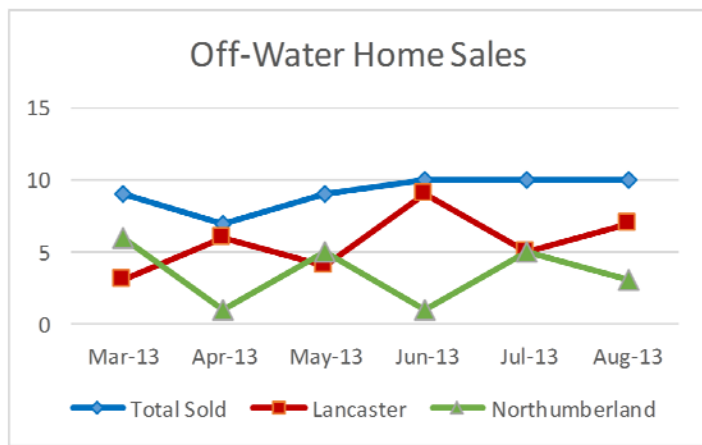


Figure 3: Off-Water Homes Sold in Lancaster and Northumberland from March 2013 - August 2013.

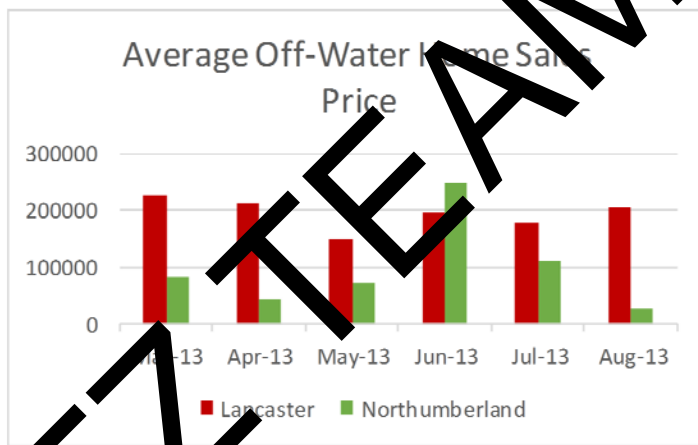


Figure 4: Monthly Average Sales Price of Off Water Homes sold in Lancaster and Northumberland from March 2013 - August 2013.

There were 10 off-water homes sold between the two counties (Figure 3). The 3 homes that sold in Northumberland had an average sales price of \$28,000 (Figure 4). The 7 homes that sold in Lancaster averaged \$207,286. The most expensive off-water home that sold in either county sold for \$475,000 in Lancaster. The most expensive off water home that sold in Northumberland sold for \$28,000 in Heathsville. The average days on market for off-water homes in Lancaster was 333 days. In Northumberland the average days on market was only 57 days. The inventory of off-water homes was little changed in August. In Lancaster there are 151 off-water homes on the market and 149 off-water homes in Northumberland. At the current sales rate there are 3.5 years of off-water inventory in Northumberland and over 2 years of inventory in Lancaster.

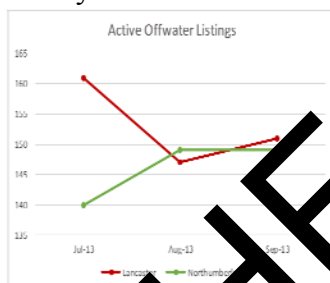


Figure 5: Off Water Homes on the market July 2013 - September 2013

The Fall season is traditionally a great time for real estate on the Northern Neck. With the gorgeous weather we have been having lately, it is easy to see why buyers fall in love with properties during this time of the year. We are looking forward to all of the wonderful outdoor opportunities that Fall brings on the Northern Neck and, more importantly, a busy sales season too!



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