

# Local Market Update – April 2024

A Research Tool Provided by Central Virginia Regional MLS.



## Lancaster County

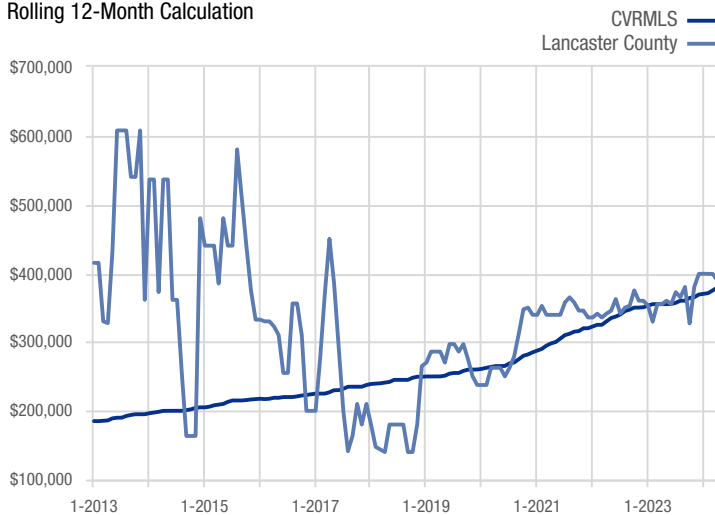
| Single Family                            | April     |                 |          | Year to Date |                  |          |
|--|-----------|-----------------|----------|--------------|------------------|----------|
|  | 2023      | 2024            | % Change | Thru 4-2023  | Thru 4-2024      | % Change |
| New Listings                             | 7         | 5               | - 28.6%  | 23           | 19               | - 17.4%  |
| Pending Sales                            | 2         | 6               | + 200.0% | 12           | 15               | + 25.0%  |
| Closed Sales                             | 4         | 1               | - 75.0%  | 13           | 9                | - 30.8%  |
| Days on Market Until Sale                | 39        | 9               | - 76.9%  | 39           | 44               | + 12.8%  |
| Median Sales Price*                      | \$291,500 | <b>\$80,000</b> | - 72.6%  | \$259,000    | <b>\$261,000</b> | + 0.8%   |
| Average Sales Price*                     | \$329,500 | <b>\$80,000</b> | - 75.7%  | \$325,154    | <b>\$420,250</b> | + 29.2%  |
| Percent of Original List Price Received* | 108.8%    | <b>93.1%</b>    | - 14.4%  | 97.5%        | <b>97.6%</b>     | + 0.1%   |
| Inventory of Homes for Sale              | 12        | 12              | 0.0%     | —            | —                | —        |
| Months Supply of Inventory               | 3.3       | 3.0             | - 9.1%   | —            | —                | —        |

| Condo/Town                               | April     |      |          | Year to Date |                  |          |
|--|-----------|------|----------|--------------|------------------|----------|
|  | 2023      | 2024 | % Change | Thru 4-2023  | Thru 4-2024      | % Change |
| New Listings                             | 0         | 0    | 0.0%     | 2            | 1                | - 50.0%  |
| Pending Sales                            | 0         | 0    | 0.0%     | 2            | 1                | - 50.0%  |
| Closed Sales                             | 1         | 0    | - 100.0% | 2            | 1                | - 50.0%  |
| Days on Market Until Sale                | 4         | —    | —        | 6            | 57               | + 850.0% |
| Median Sales Price*                      | \$665,000 | —    | —        | \$512,500    | <b>\$695,000</b> | + 35.6%  |
| Average Sales Price*                     | \$665,000 | —    | —        | \$512,500    | <b>\$695,000</b> | + 35.6%  |
| Percent of Original List Price Received* | 98.5%     | —    | —        | 96.6%        | <b>92.8%</b>     | - 3.9%   |
| Inventory of Homes for Sale              | 0         | 0    | 0.0%     | —            | —                | —        |
| Months Supply of Inventory               | —         | —    | —        | —            | —                | —        |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

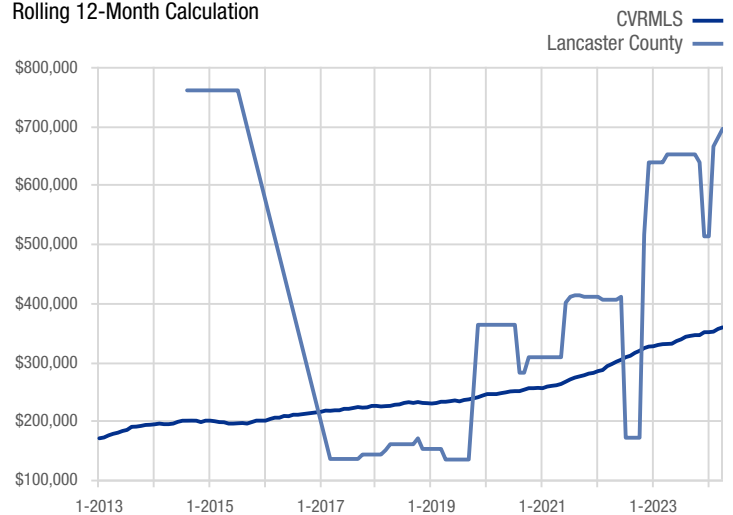
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Condo/Town

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.