



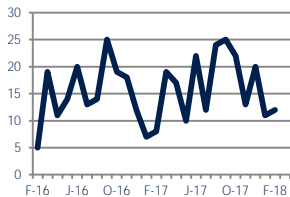
# The Long & Foster Market Minute™

Focus On: Lancaster County Housing Market

February 2018

## Units Sold

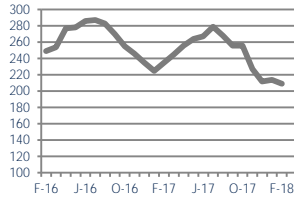
12



Up  
Vs. Year Ago

## Active Inventory

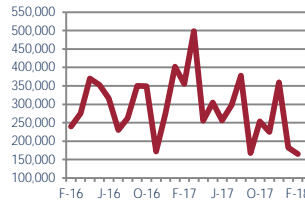
209



Down -11%  
Vs. Year Ago

## Median Sale Price

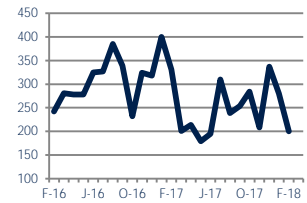
\$164,500



Down  
Vs. Year Ago

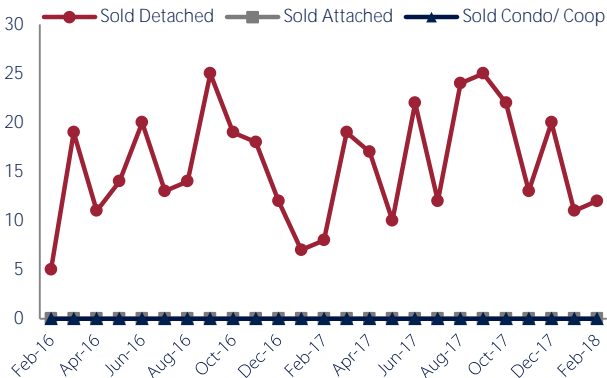
## Days On Market

200



Down -40%  
Vs. Year Ago

## Units Sold\*



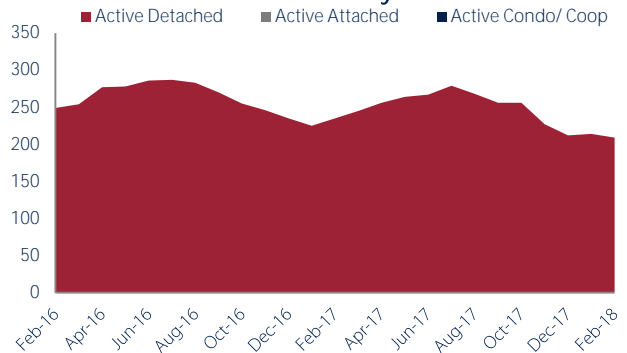
## Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 12 sold this month in Lancaster County. This month's total units sold was higher than at this time last year, an increase from February 2017.

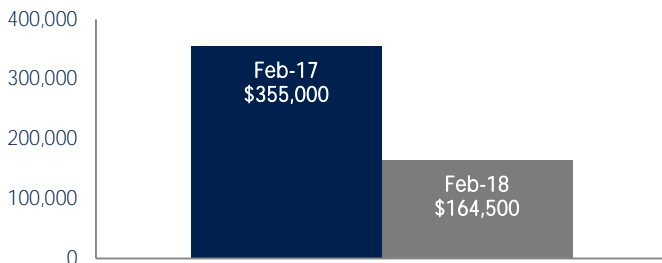
## Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 11%. The total number of active inventory this February was 209 compared to 235 in February 2017. This month's total of 209 is lower than the previous month's total supply of available inventory of 214, a decrease of 2%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Lancaster County Homes was \$355,000. This February, the median sale price was \$164,500, a decrease of \$190,500 compared to last year. The current median sold price is lower than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



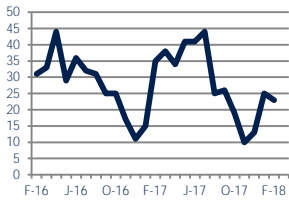
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of NNAR or Long & Foster Real Estate, Inc.





### New Listings

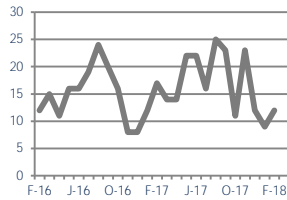
23



**Down -34%**  
Vs. Year Ago

### Current Contracts

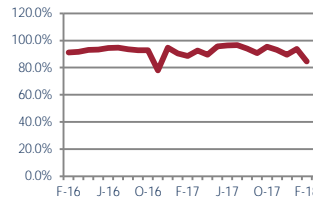
12



**Down -29%**  
Vs. Year Ago

### Sold Vs. List Price

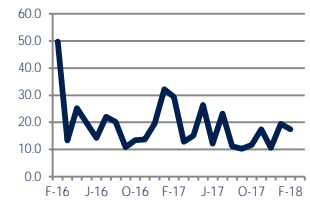
84.7%



**Down -4.5%**  
Vs. Year Ago

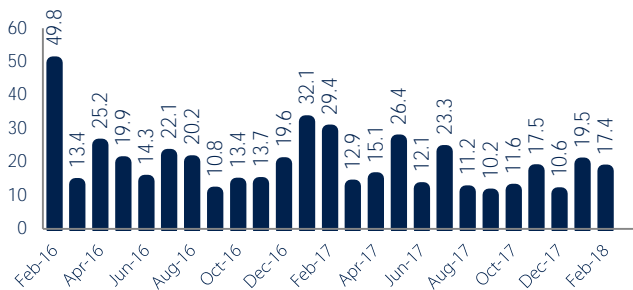
### Months of Supply

17.4



**Down -41%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

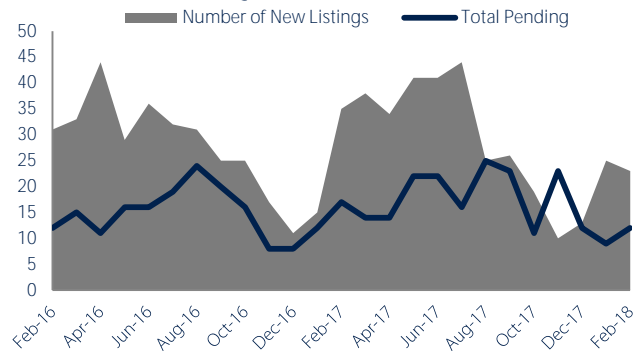
In February, there was 17.4 months of supply available in Lancaster County, compared to 29.4 in February 2017. That is a decrease of 41% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

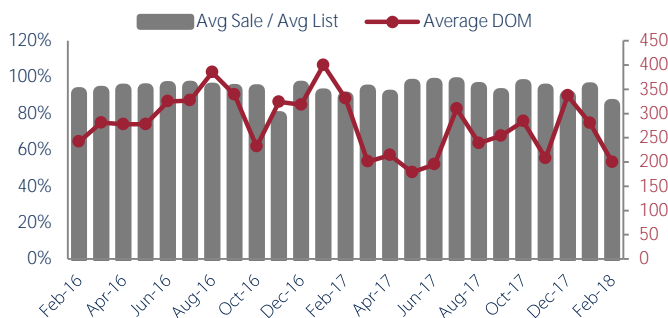
### New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Lancaster County compared to 35 in February 2017, a decrease of 34%. There were 12 current contracts pending sale this February compared to 17 a year ago. The number of current contracts is 29% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Lancaster County was 84.7% of the average list price, which is 4.0% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 200, lower than the average last year, which was 331, a decrease of 40%.



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