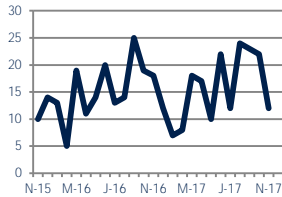




### Units Sold

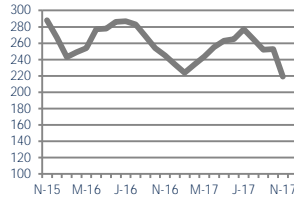
12



**Down**  
Vs. Year Ago

### Active Inventory

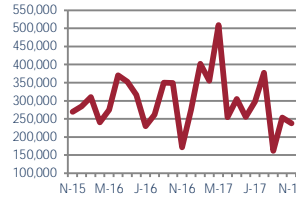
219



**Down -11%**  
Vs. Year Ago

### Median Sale Price

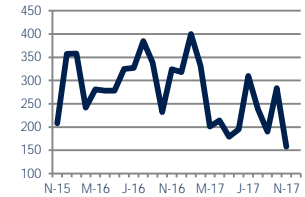
\$237,550



**Up**  
Vs. Year Ago

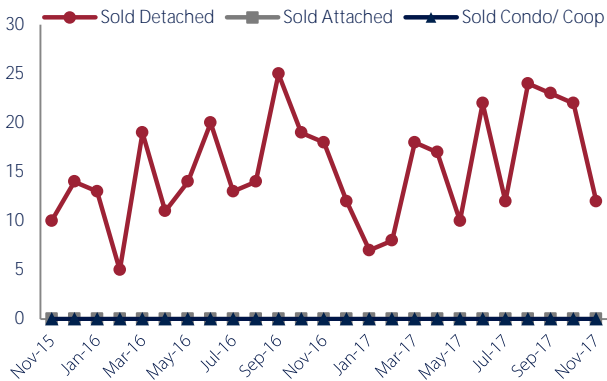
### Days On Market

158



**Down**  
Vs. Year Ago

### Units Sold\*



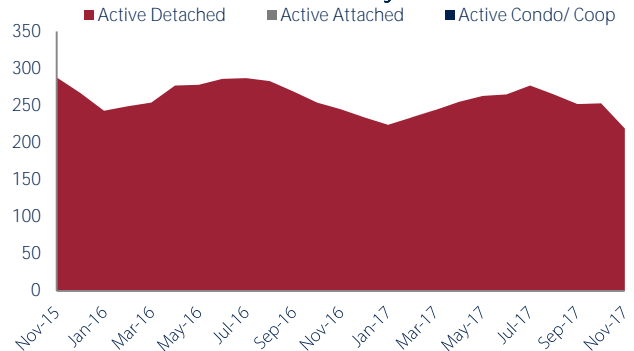
### Units Sold

With relatively few transactions, there was a decrease in total units sold in November, with 12 sold this month in Lancaster County. This month's total units sold was lower than at this time last year, a decrease from November 2016.

### 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 November was 219 compared to 245 in November 2016. This month's total of 219 is lower than the previous month's total supply of available inventory of 253, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



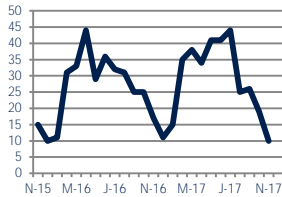
### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last November, the median sale price for Lancaster County Homes was \$171,500. This November, the median sale price was \$237,550, an increase of \$66,050 compared to last year. The current median sold price is lower than in October.

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

**New Listings**

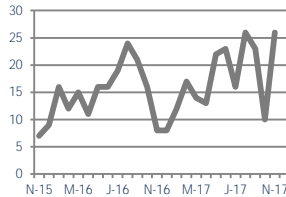
10



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

**Current Contracts**

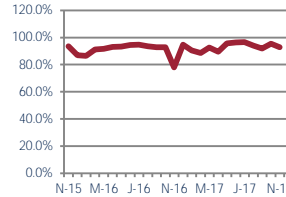
26



**Up 225%**  
Vs. Year Ago

**Sold Vs. List Price**

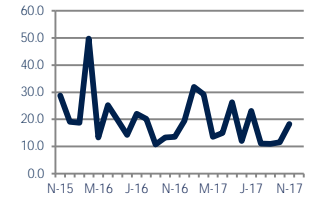
92.7%



**Up**  
Vs. Year Ago

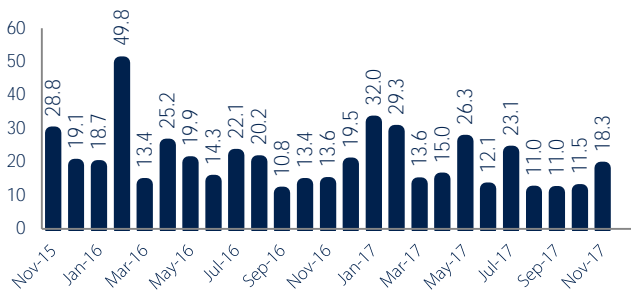
**Months of Supply**

18.3



**Up 34%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

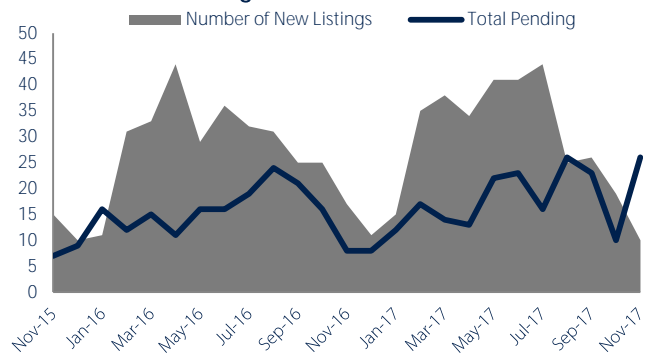
In November, there was 18.3 months of supply available in Lancaster County, compared to 13.6 in November 2016. That is an increase of 34% versus a year ago.

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.

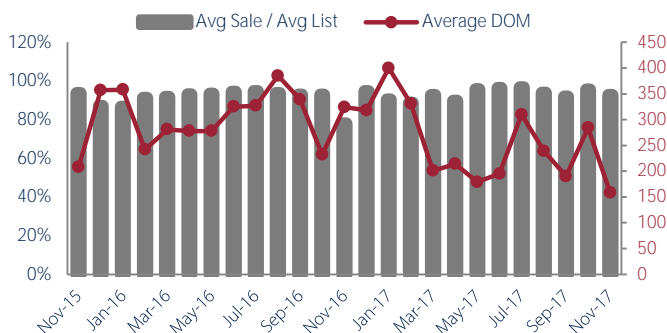
**New Listings & Current Contracts**

This month there were 10 homes newly listed for sale in Lancaster County compared to 17 in November 2016, a decrease of 41%. There were 26 current contracts pending sale this November compared to 8 a year ago. The number of current contracts is 225% higher than last November.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In November, the average sale price in Lancaster County was 92.7% of the average list price, which is higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 158, lower than the average last year, which was 324. This decrease was impacted by the limited number of sales.