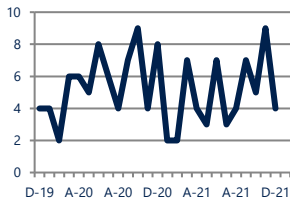




**Units Sold**

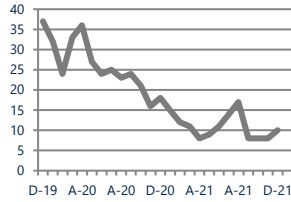
4



**Down**  
Vs. Year Ago

**Active Inventory**

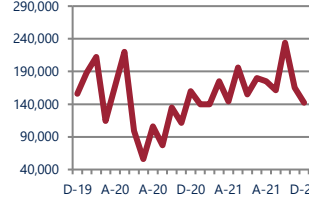
10



**Down -44%**  
Vs. Year Ago

**Median Sale Price**

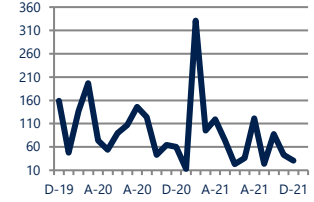
\$142,450



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

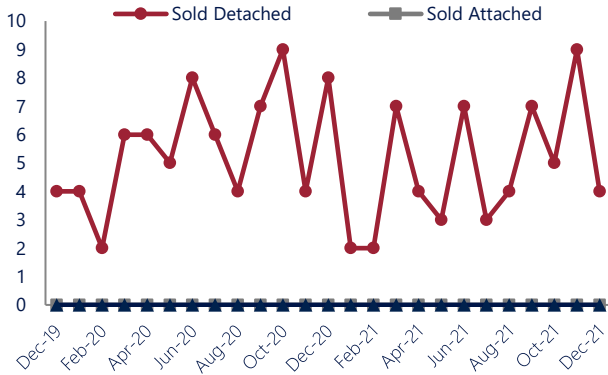
**Days On Market**

31



**Down -48%**  
Vs. Year Ago

**Units Sold\***



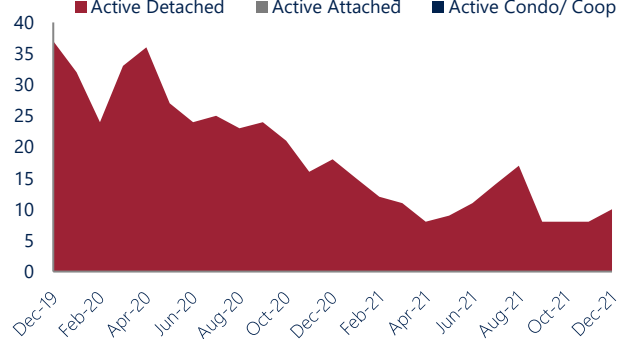
**Units Sold**

With relatively few transactions, there was a decrease in total units sold in December, with 4 sold this month in Lunenburg County. This month's total units sold was lower than at this time last year, a decrease from December 2020.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 8 units or 44%. The total number of active inventory this December was 10 compared to 18 in December 2020. This month's total of 10 is higher than the previous month's total supply of available inventory of 8, an increase of 25%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last December, the median sale price for Lunenburg County Homes was \$160,000. This December, the median sale price was \$142,450, a decrease of 11% or \$17,550 compared to last year. The current median sold price is 14% lower than in November.

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



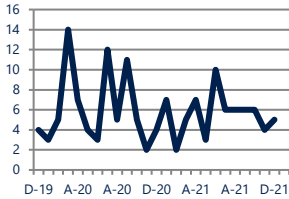
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SCAR and 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 SCAR or Long & Foster Real Estate, Inc.





### New Listings

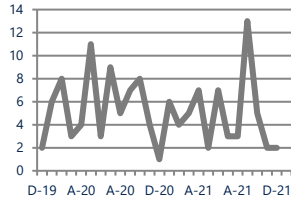
5



**Up 25%**  
Vs. Year Ago

### Current Contracts

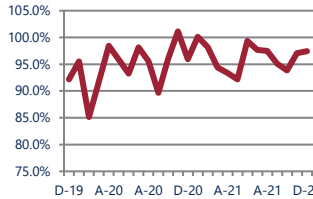
2



**Up 100%**  
Vs. Year Ago

### Sold Vs. List Price

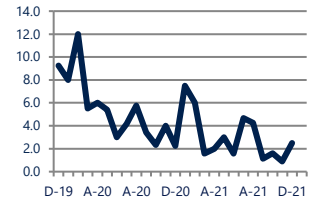
97.5%



**Up 1.6%**  
Vs. Year Ago

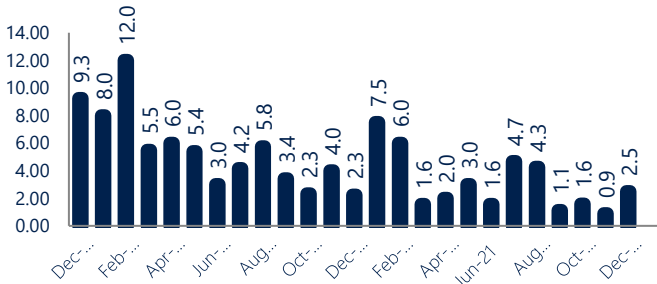
### Months of Supply

2.5



**Up 11%**  
Vs. Year Ago

### Months of Supply



### Months of Supply

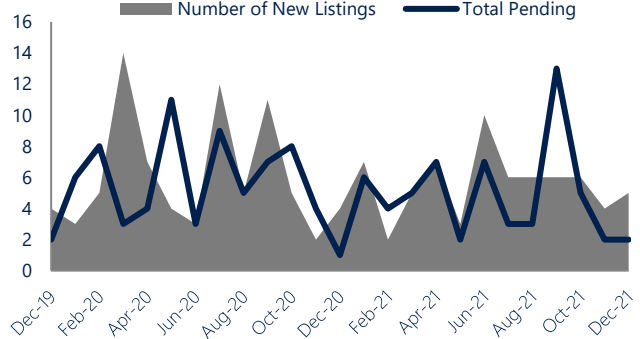
In December, there was 2.5 months of supply available in Lunenburg County, compared to 2.3 in December 2020. That is an increase of 11% versus a year ago.

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.

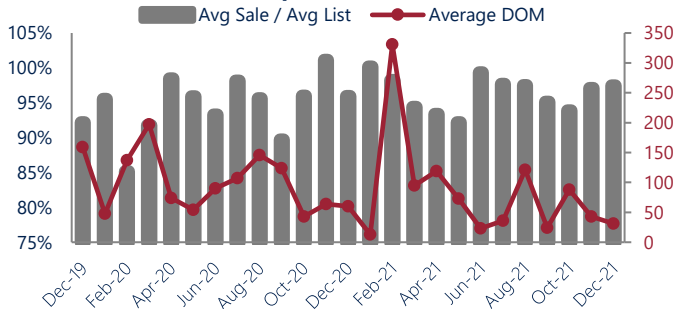
### New Listings & Current Contracts

This month there were 5 homes newly listed for sale in Lunenburg County compared to 4 in December 2020, an increase of 25%. There were 2 current contracts pending sale this December compared to 1 a year ago. The number of current contracts remained stable as compared to last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Lunenburg County was 97.5% of the average list price, which is 1.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 60, a decrease of 48%.



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