

REAL ESTATE MARKET REPORT
LANCASTER



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Monday, September 1

2025

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— R E A L T Y —

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Let's take a look

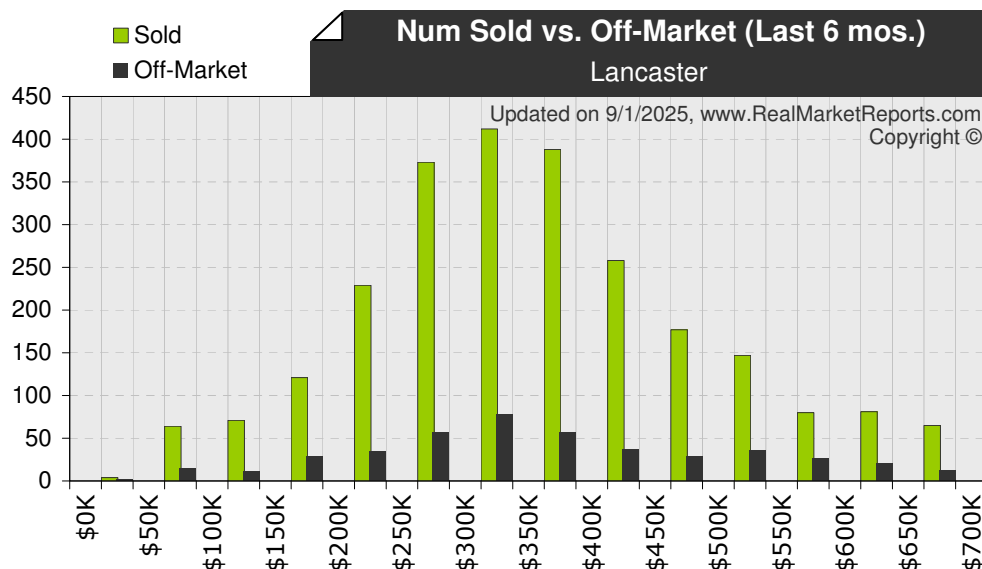
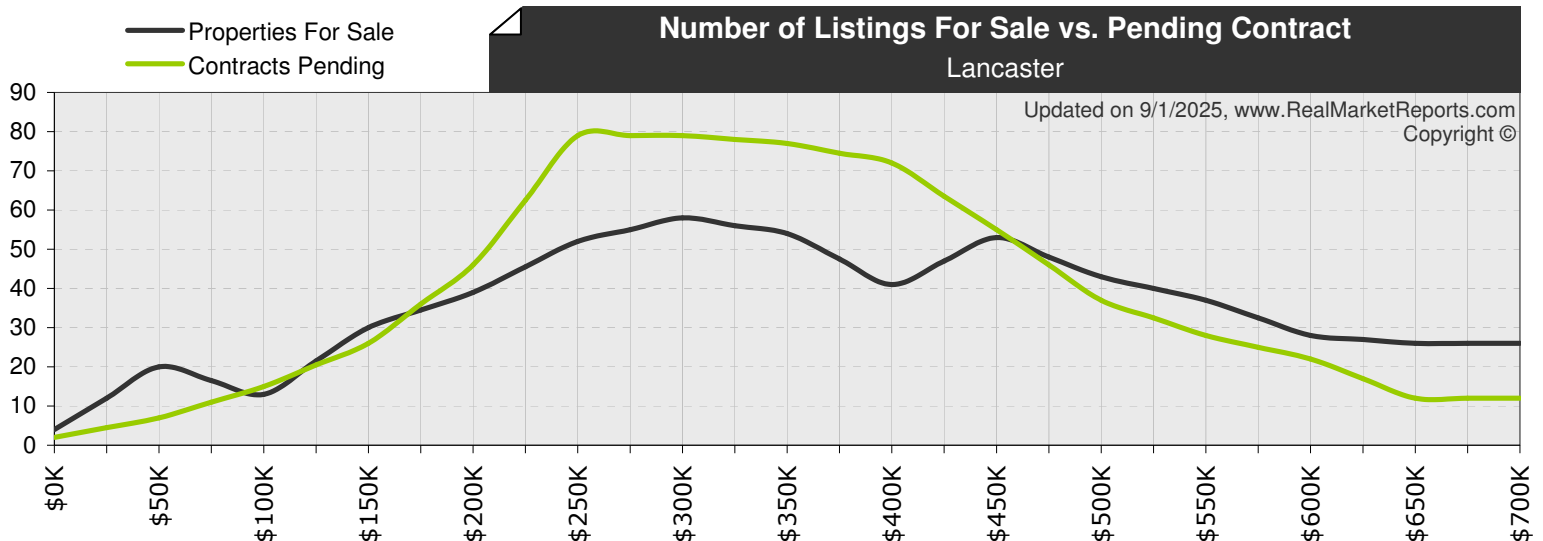
at the real estate market. Currently there are 592 sales pending in the market overall, leaving 577 listings still for sale. The resulting pending ratio is 50.6% (592 divided by 1,169). So you might be asking yourself, that's great... but what exactly does it mean? I'm glad you asked!

The pending ratio indicates the supply & demand of the market. Specifically, a high ratio means that listings are in demand and quickly going to contract. Alternatively, a low ratio means there are not enough qualified buyers for the existing supply.

"Current inventory is described as active."

Taking a closer look, we notice that the \$250K - \$300K price range has a relatively large number of contracts pending sale.

We also notice that the \$700K + price range has a relatively large inventory of properties for sale at 79 listings. The average list price (or asking price) for all properties in this market is \$510,454.



A total of 2633 contracts have closed in the last 6 months with an average sold price of \$388,172. Breaking it down, we notice that the \$300K - \$350K price range contains the highest number of sold listings.

Alternatively, a total of 514 listings have failed to sell in that same period of time. Listings may fail to sell for many reasons such as being priced too high, having been inadequately marketed, the property was in poor condition, or perhaps the owner had second thoughts about selling at this particular time. The \$300K - \$350K price range has the highest number of off-market listings at 78 properties.

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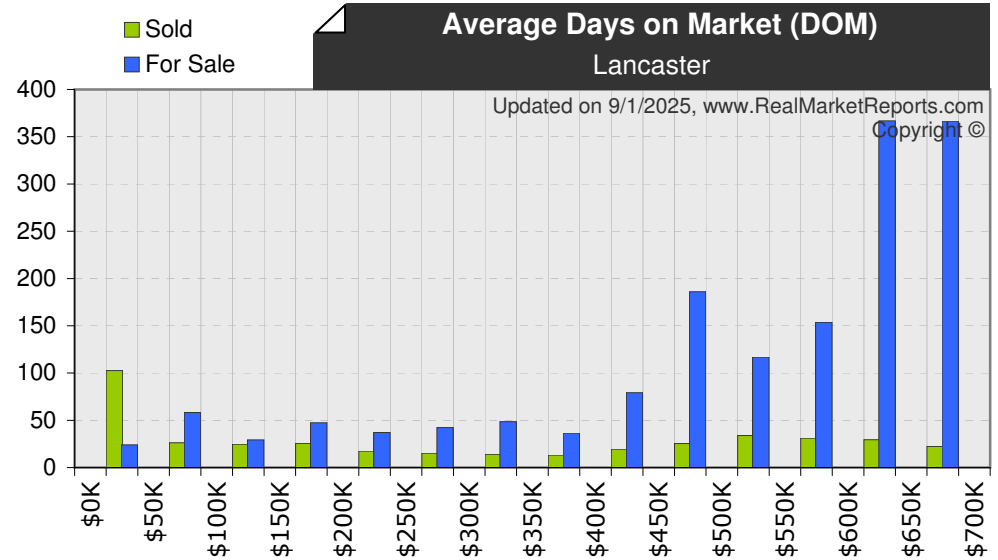
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Looking at the chart to the right, you might be wondering why average days on market (DOM) is important. This is a useful measurement because it can help us to determine whether we are in a buyer's market (indicated by high DOM), or a seller's market (indicated by low DOM). Active listings (properties for sale) have been on the market for an average of 122 days.

Analysis of sold properties for the last six months reveals an average sold price of \$388,172 and 21 days on market. Notice that properties in the \$350K - \$400K price range have sold quickest over the last six months.

The recent history of sales can be seen in the two charts below. The average sold price for the last 30 days was \$405,980 with an average DOM of 24 days.

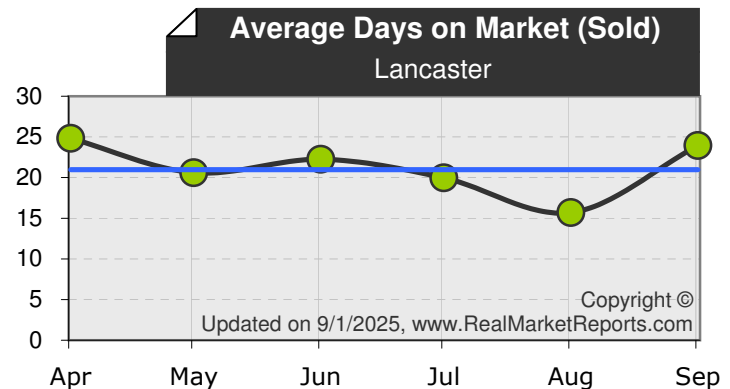
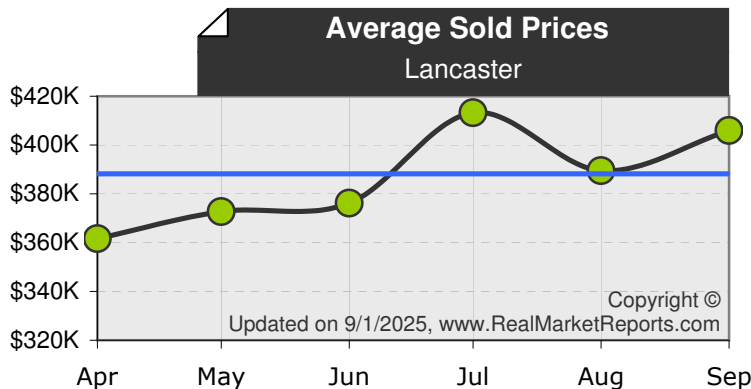
Since the recent DOM is greater than the average DOM for the last 6 months, it is a negative indicator for demand. It is always important to realize that real estate markets can fluctuate due to many factors, including shifting interest rates, the economy, or seasonal changes.



"The average list-to-sales ratio for this area is 102.7%."

Ratios are simple ways to express the difference between two values such as list price and sold price. In our case, we typically use the list-to-sale ratio to determine the percentage of the final list price that the buyer ultimately paid. It is a very common method to help buyers decide how much to offer on a property.

Analysis of the absorption rate indicates an inventory of 1.3 months based on the last 6 months of sales. This estimate is often used to determine how long it would take to sell off the current inventory of properties if all conditions remained the same. It is significant to mention that this estimate does not take into consideration any additional properties that will come onto the market in the future.



REAL ESTATE MARKET REPORT LANCASTER

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		Contracts Pending ^[2]					Off-Market in the Last 6 Months ^[3]					Absorption Rate			
		For Sale ^[1]					Sold in the Last 6 Months ^[4]								
Price Range		Total Num	Avg DOM	Avg List Price	Total Num	Pending Ratio	Total Num	Total Num	Avg DOM	Avg Orig List Price	Avg List Price	Avg Sold Price	List to Sales	Mos.	
Min.	Max.														
\$0	\$49,999	4	24	\$ 38,287	2	33.3%	2	4	103	\$ 55,000	\$ 37,100	\$ 30,125	81.2%	6.0	
\$50,000	\$99,999	20	58	\$ 89,575	7	25.9%	15	64	26	\$ 82,243	\$ 79,557	\$ 77,293	97.2%	1.9	
\$100,000	\$149,999	13	29	\$ 127,669	15	53.6%	11	71	25	\$ 129,509	\$ 125,064	\$ 122,076	97.6%	1.1	
\$150,000	\$199,999	30	47	\$ 180,300	26	46.4%	29	121	26	\$ 184,300	\$ 184,316	\$ 177,901	96.5%	1.5	
\$200,000	\$249,999	39	37	\$ 229,581	46	54.1%	34	229	17	\$ 224,029	\$ 223,203	\$ 225,799	101.2%	1.0	
\$250,000	\$299,999	52	42	\$ 276,928	79	60.3%	57	373	15	\$ 270,186	\$ 267,747	\$ 273,585	102.2%	0.8	
\$300,000	\$349,999	58	49	\$ 327,583	79	57.7%	78	412	14	\$ 315,274	\$ 315,580	\$ 322,592	102.2%	0.8	
\$350,000	\$399,999	54	37	\$ 372,666	77	58.8%	57	388	13	\$ 361,588	\$ 362,444	\$ 371,342	102.5%	0.8	
\$400,000	\$449,999	41	79	\$ 426,116	72	63.7%	37	258	20	\$ 411,225	\$ 413,020	\$ 421,905	102.2%	1.0	
\$450,000	\$499,999	53	186	\$ 478,054	55	50.9%	29	177	25	\$ 460,042	\$ 460,136	\$ 471,686	102.5%	1.8	
\$500,000	\$549,999	43	117	\$ 526,569	37	46.3%	36	147	34	\$ 502,492	\$ 503,450	\$ 519,325	103.2%	1.8	
\$550,000	\$599,999	37	154	\$ 580,593	28	43.1%	26	80	31	\$ 547,007	\$ 556,953	\$ 570,329	102.4%	2.8	
\$600,000	\$649,999	28	367	\$ 626,181	22	44.0%	20	81	30	\$ 602,922	\$ 606,200	\$ 619,104	102.1%	2.1	
\$650,000	\$699,999	26	367	\$ 678,525	12	31.6%	12	65	22	\$ 638,645	\$ 640,775	\$ 669,215	104.4%	2.4	
\$700,000	+	79	193	\$1,277,648	35	30.7%	71	163	42	\$ 860,423	\$ 859,510	\$ 908,582	105.7%	2.9	
Market Summary >>>		577	122	\$ 510,454	592	50.6%	514	2,633	21	\$ 377,895	\$ 378,075	\$ 388,172	102.7%	1.3	

Date Range = 03/03/2025 to 09/01/2025

Data believed to be accurate but not guaranteed.

Status = [1] ACT; [2] PND; [3] WTH, EXP, CNL; [4] CLS

CountyOrParish = Lancaster

PropertyType = Residential

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1. PROPERTIES FOR SALE

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Average Days on Market (DOM):** The average marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Average List Price:** The average price that a seller is currently asking.

2. CONTRACTS PENDING

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen

(A+P) represents the entire pool from which they have chosen

3. OFF-MARKET

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to reoffer their property for sale.

4. PROPERTIES SOLD

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Average Days on Market (DOM):** The average marketing time it has taken properties to sell in the last 6 months.
- c. **Average Original List Price:** The average price at which a sold property was originally marketed.
- d. **Average List Price:** The average price at which a sold property was marketed just prior to selling.
- e. **Average Sold Price:** The average price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Average Sold Price}}{\text{Average List Price}}$$

5. OTHER

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.