

Lancaster County, VA

County · VA · Virginia

BALANCED MARKET

\$296K

MEDIAN SALE PRICE

-34.4%

1-YR CHANGE

284

SALES (12 MO)

\$368K

MEDIAN VALUE (AVM)

Market temperature

Balanced market · 51 / 100

Buyer's market

Balanced

Seller's market

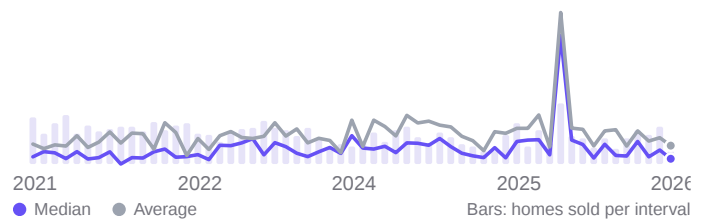
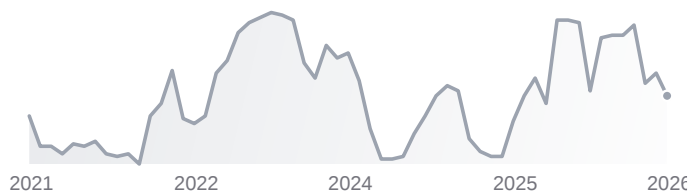
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

51 / 100

Sale prices

Median \$258K · Average \$396K

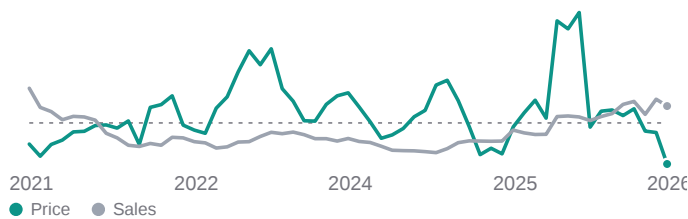


Growth (year over year)

Price -34.4% · Sales +14.1%

Price per square foot

\$183/ft²

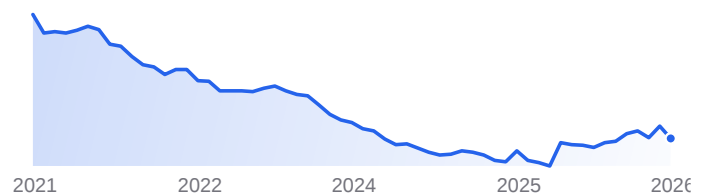


Sale premium vs estimated value

-0.0%

Annual turnover (share of homes sold)

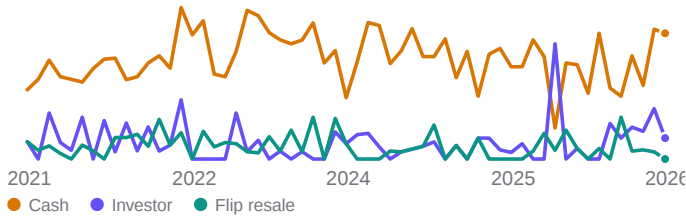
4.1%



BUYERS & OUTCOMES

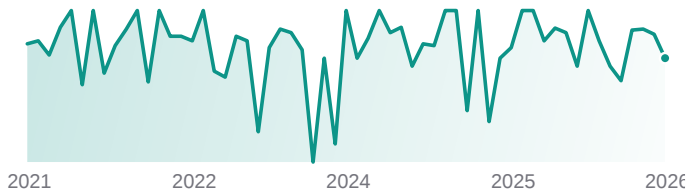
Buyer mix

Cash 55% · Investor 9.1% · Flip resale 0%



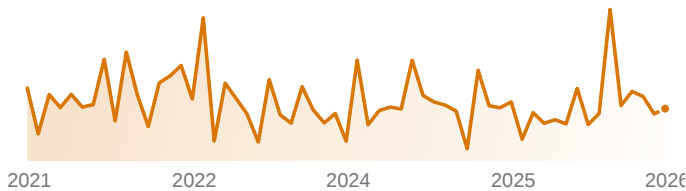
Sellers who sold at a gain

86%

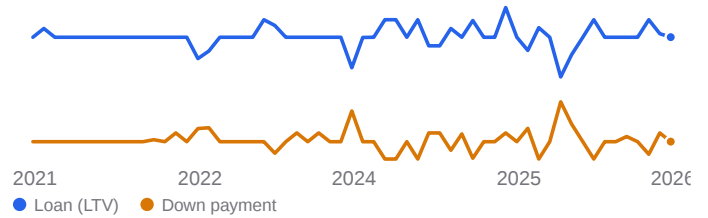


Median annualized return at resale

+7.5%

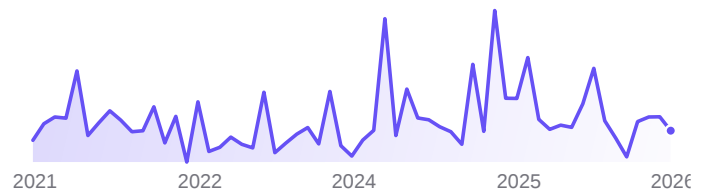


Financing (share of purchase price) Loan (LTV) 80% · Down payment 20%



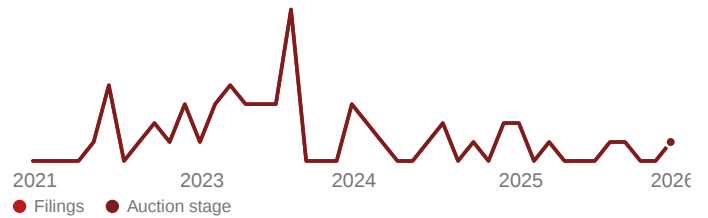
Typical hold before selling

4.1 yrs



Preforeclosure filings

Filings 2 · Auction stage 2



HOUSING STOCK

Homes	6,929
Median value (AVM)	\$368K
Median size	1,656 ft²
Median bedrooms	3
Median year built	1980
Single family	96%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	64%
Underwater (LTV 125% or more)	2.4%
Owner occupied	43%
Company owned	20%
Median loan-to-value	36%
Typical ownership tenure	19.0 yrs

COMMUNITY

Population	11,142
Density	84 / mi²
Median household income	\$65K
Average household income	\$94K
Crime index (US avg 100)	109
Air pollution index (US avg 100)	96
Earthquake index (US avg 100)	32
Homes occupied	72%
Bachelor's or higher	20%
Poverty rate	16.4%
Unemployment	0.9%
Average temp	58°F
Annual precip	46 in
Sunshine	63%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.