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FOR IMMEDIATE RELEASE

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Local Real Estate Market Continues Adjustment

Lancaster, PA — The Lancaster County Association of Realtors® (LCAR) today released their monthly recap of the area's real estate market activity for October 2010.

LCAR president Bob Rose notes, "What we are seeing now is what I'd call a 'leveling out/return to normal' of the market—not just to pre-tax-credit levels, but possibly to pre-housing-bubble levels. The impact of the federal tax credit created such a distorted view of real estate reality that it's hard to compare 2010 to 2009 with much confidence."

"We're also seeing folks who are cautious about buying until the economy improves further, and that's perfectly understandable. But what potential buyers should realize is that they have more buying power. Given the historically low interest rates and good inventory, they can probably afford the home now that they couldn't afford in 2007," added Rose.

- Pending sales were down 19 percent over October 2009 when the federal tax-credits were in full swing, but dipped only slightly (2.5 percent) over last month's pending sales. Looking at the pre-tax-credit market of October 2008, October 2010 pending sales were up 1.3 percent.
- The average sale price here was down slightly (1.2 percent) over October 2009 to \$177,771 but year-to-date, the average sale price is up 3.0 percent to \$189,498 over the same period (January through October) in 2009.
- More than half (51.0 percent) of the homes and condos that sold in October were on the market for 60 days or fewer (national trends report 5-6 months on-market averages).
- Home sales in the \$400,000 and higher range have increased 34.0 percent over the same 10-month period last year.

LCAR, representing more than 1,500 members involved in all aspects of the real estate industry, is one of more than 1,800 location associations nationwide that comprise the National Association of Realtors®.

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Year Over Year Pending Home Sales

Pending home sales are today's leading indicator in evaluating the most current real estate sales activity. The monthly pending home sale numbers include those homes that went under contract in that given month. Using pending home sale numbers provides the most current activity in the previous month.



Pending Home Sales—October 2010

Market Activity for September—Year Over Year

Market Activity Year Over Year is the number of homes that went under agreement in October 2010 compared to October 2009.

Price Range	Oct. 10	Oct. 09	Percentage
\$ 0 - 100,000	42	56	(25.0)
100,001 - 200,000	177	219	(19.2)
200,001 - 300,000	71	76	(6.6)
300,001 - 400,000	16	26	(38.5)
400,001+	9	11	(18.2)
Total	315	388	(18.8)

Year Over Year Home Sales

Homes settled in 2010 as compared to the same months in 2009. Measures market activity in the period 30-60 days prior to the month. Homes that went pending in one month normally settle between 30-60 days later.



Supply & Demand—October 2010

Demand is the number of homes that went under contract in the month of October in a given price range, and supply reflects the number of active listings as of November 1st. Market Absorption is measured in the number of months of remaining inventory, assuming the demand remains the same as the previous month.

Price Range	Active Nov. 1st	Oct. 10	Months
\$ 0 - 100,000	376	42	9.0
100,001 - 200,000	1,220	177	6.9
200,001 - 300,000	904	71	12.7
300,001 - 400,000	338	16	21.1
400,001+	255	9	28.3