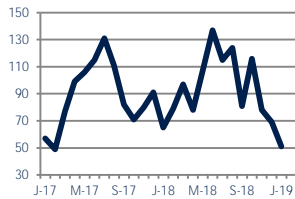


Units Sold

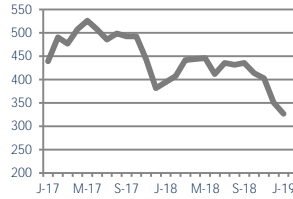
51



Down -22%
Vs. Year Ago

Active Inventory

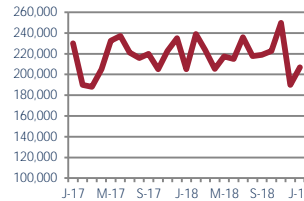
327



Down -17%
Vs. Year Ago

Median Sale Price

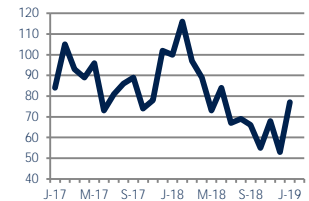
\$207,000



Up 1%
Vs. Year Ago

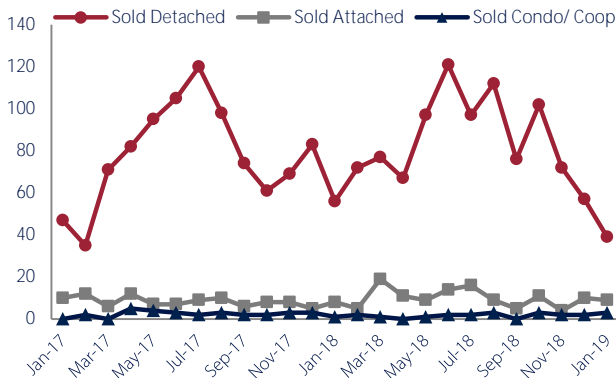
Days On Market

77



Down -23%
Vs. Year Ago

Units Sold*



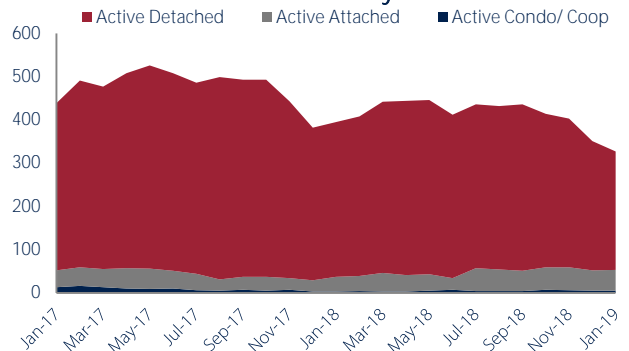
Units Sold

There was a decrease in total units sold in January, with 51 sold this month in Bedford County and Bedford City versus 69 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 22% versus January 2018.

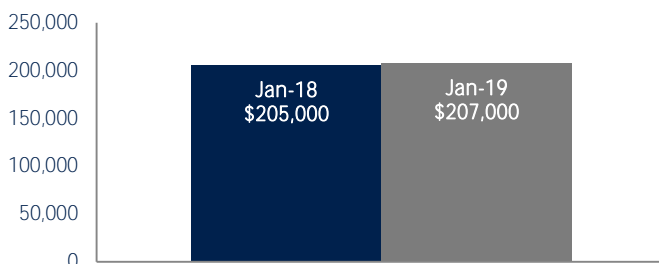
Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 17%. The total number of active inventory this January was 327 compared to 395 in January 2018. This month's total of 327 is lower than the previous month's total supply of available inventory of 351, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Bedford County and Bedford City Homes was \$205,000. This January, the median sale price was \$207,000, an increase of 1% or \$2,000 compared to last year. The current median sold price is 9% higher than in December.

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

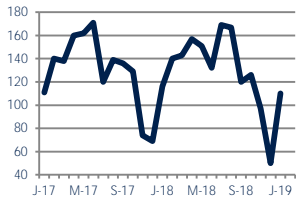


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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



New Listings

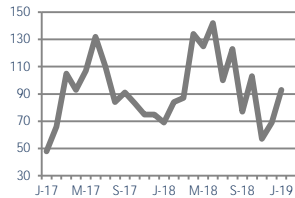
110



Down -5%
Vs. Year Ago

Current Contracts

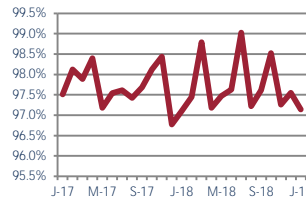
93



Up 35%
Vs. Year Ago

Sold Vs. List Price

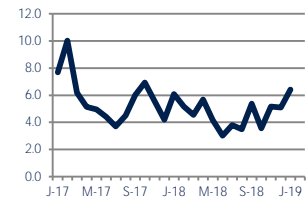
97.1%



No Change
Vs. Year Ago

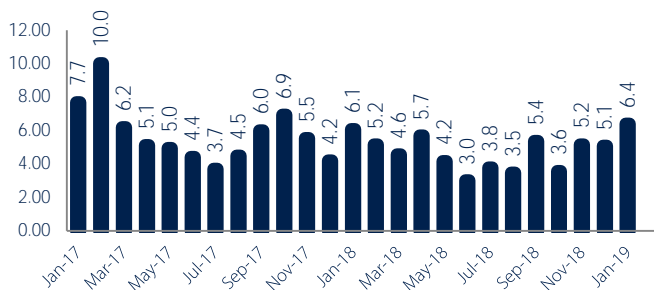
Months of Supply

6.4



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

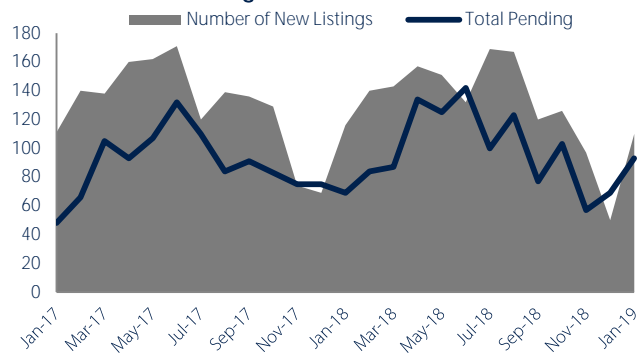
In January, there was 6.4 months of supply available in Bedford County and Bedford City, compared to 6.1 in January 2018. That is an increase of 6% versus a year ago.

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.

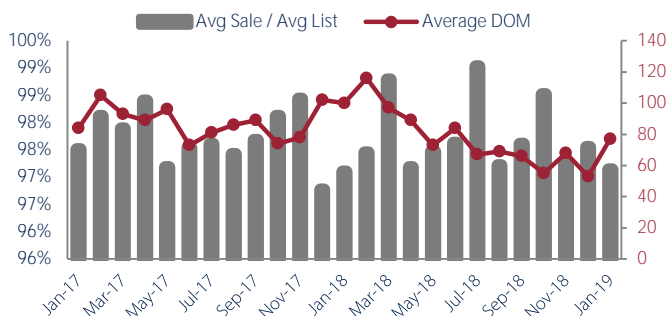
New Listings & Current Contracts

This month there were 110 homes newly listed for sale in Bedford County and Bedford City compared to 116 in January 2018, a decrease of 5%. There were 93 current contracts pending sale this January compared to 69 a year ago. The number of current contracts is 35% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Bedford County and Bedford City was 97.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 100, a decrease of 23%.



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