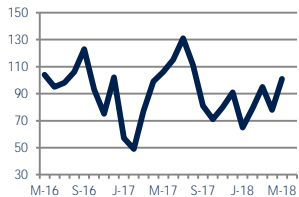




Units Sold

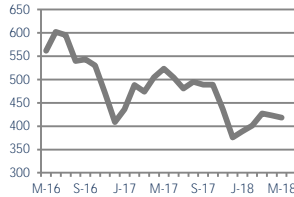
101



Down -5%
Vs. Year Ago

Active Inventory

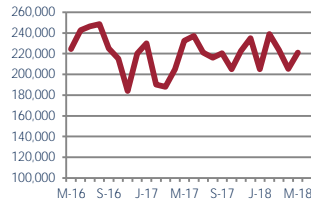
418



Down -20%
Vs. Year Ago

Median Sale Price

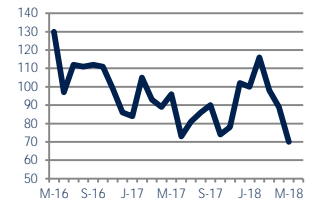
\$221,000



Down -5%
Vs. Year Ago

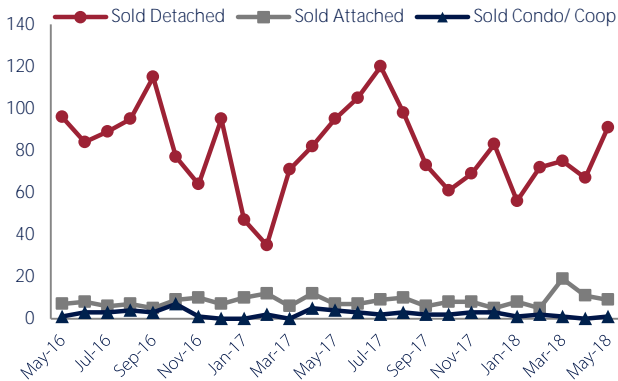
Days On Market

70



Down -27%
Vs. Year Ago

Units Sold*



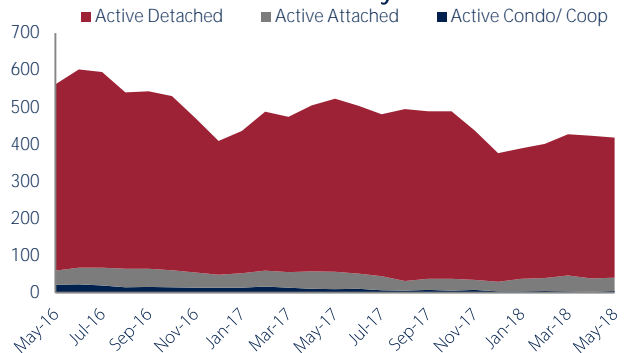
Units Sold

There was an increase in total units sold in May, with 101 sold this month in Bedford County and Bedford City versus 78 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2017.

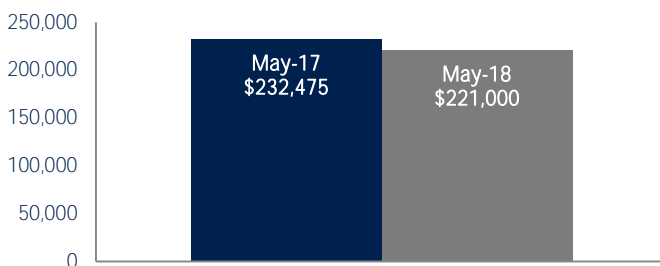
Active Inventory

Versus last year, the total number of homes available this month is lower by 105 units or 20%. The total number of active inventory this May was 418 compared to 523 in May 2017. This month's total of 418 is lower than the previous month's total supply of available inventory of 423, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Bedford County and Bedford City Homes was \$232,475. This May, the median sale price was \$221,000, a decrease of 5% or \$11,475 compared to last year. The current median sold price is 8% higher than in April.

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



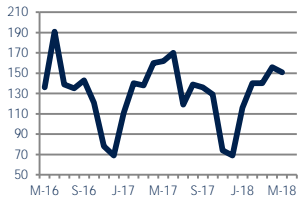
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

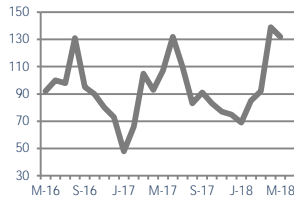
151



Down -7%
Vs. Year Ago

Current Contracts

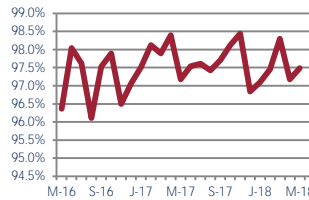
132



Up 23%
Vs. Year Ago

Sold Vs. List Price

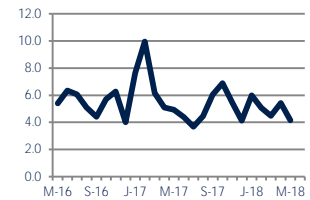
97.5%



No Change
Vs. Year Ago

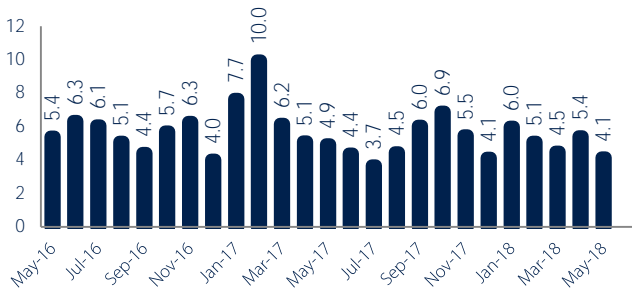
Months of Supply

4.1



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

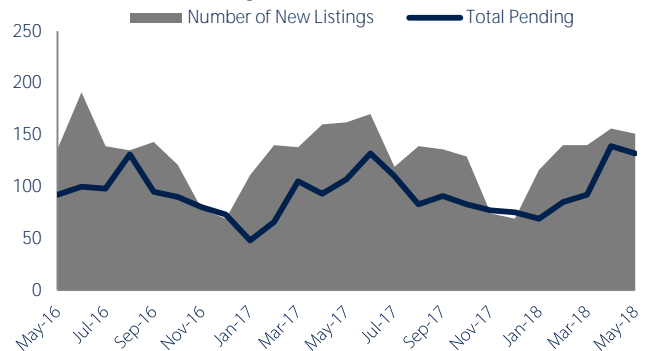
In May, there was 4.1 months of supply available in Bedford County and Bedford City, compared to 4.9 in May 2017. That is a decrease of 16% versus a year ago.

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.

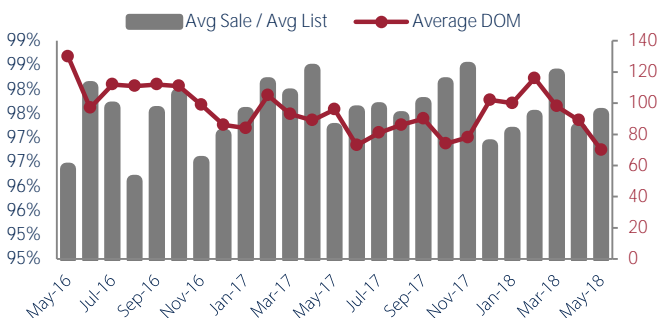
New Listings & Current Contracts

This month there were 151 homes newly listed for sale in Bedford County and Bedford City compared to 162 in May 2017, a decrease of 7%. There were 132 current contracts pending sale this May compared to 107 a year ago. The number of current contracts is 23% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Bedford County and Bedford City was 97.5% 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 70, lower than the average last year, which was 96, a decrease of 27%.



*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.

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