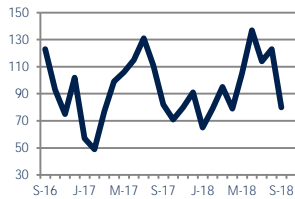


Units Sold

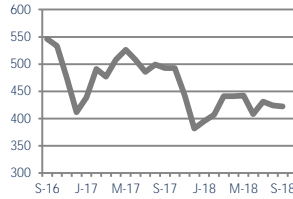
80



Down -2%
Vs. Year Ago

Active Inventory

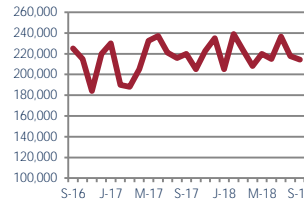
422



Down -14%
Vs. Year Ago

Median Sale Price

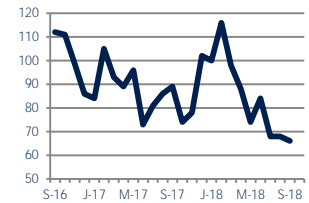
\$214,450



Down -2%
Vs. Year Ago

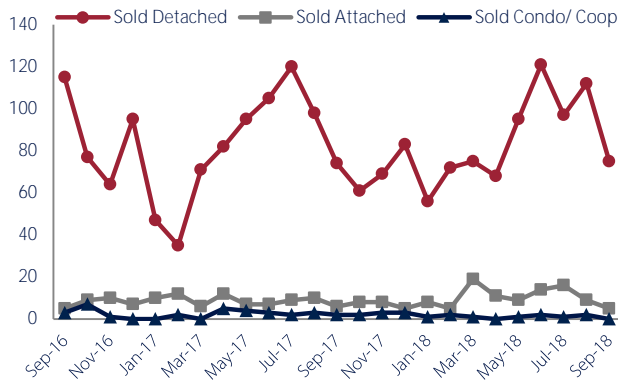
Days On Market

66



Down -26%
Vs. Year Ago

Units Sold*



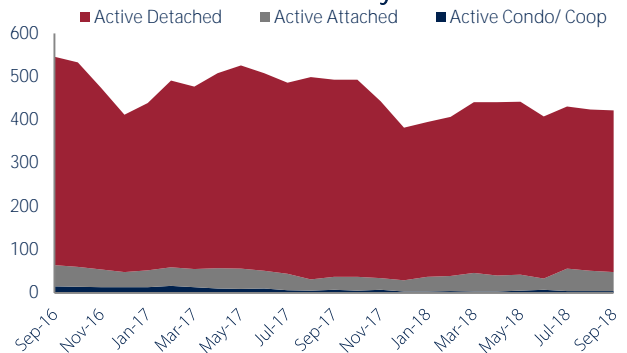
Units Sold

There was a decrease in total units sold in September, with 80 sold this month in Bedford County and Bedford City versus 123 last month, a decrease of 35%. This month's total units sold was lower than at this time last year, a decrease of 2% versus September 2017.

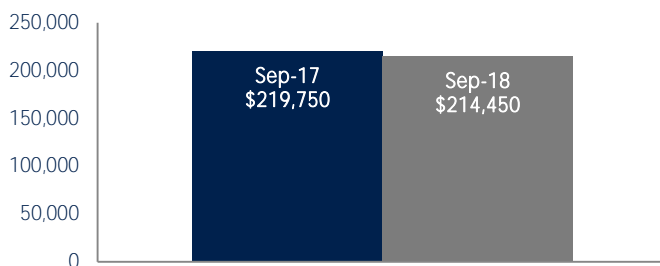
Active Inventory

Versus last year, the total number of homes available this month is lower by 71 units or 14%. The total number of active inventory this September was 422 compared to 493 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Bedford County and Bedford City Homes was \$219,750. This September, the median sale price was \$214,450, a decrease of 2% or \$5,300 compared to last year. The current median sold price is 2% lower than in August.

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

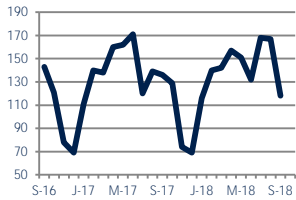


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

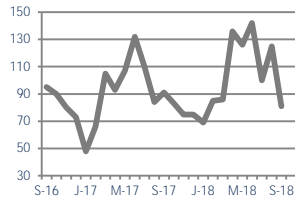
118



Down -13%
Vs. Year Ago

Current Contracts

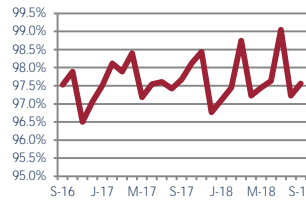
81



Down -11%
Vs. Year Ago

Sold Vs. List Price

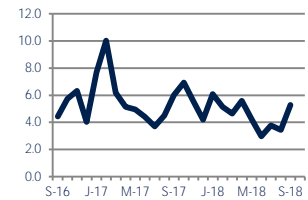
97.6%



No Change
Vs. Year Ago

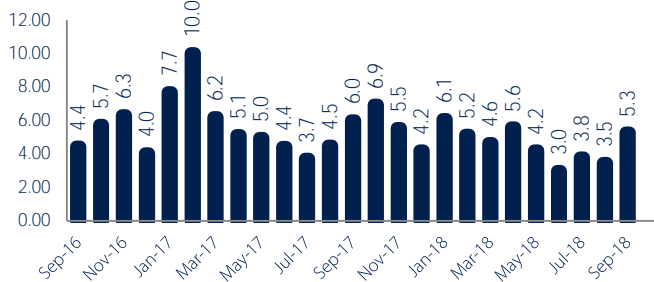
Months of Supply

5.3



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

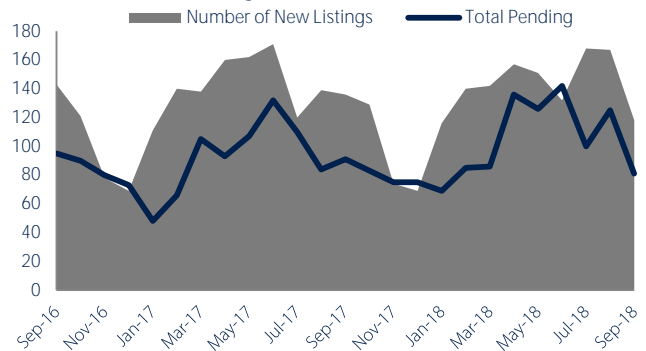
In September, there was 5.3 months of supply available in Bedford County and Bedford City, compared to 6.0 in September 2017. That is a decrease of 12% versus a year ago.

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.

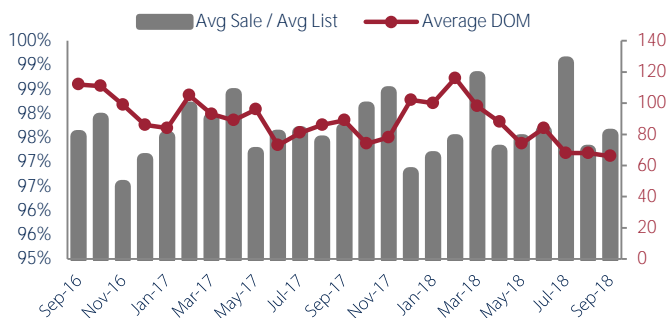
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Bedford County and Bedford City compared to 136 in September 2017, a decrease of 13%. There were 81 current contracts pending sale this September compared to 91 a year ago. The number of current contracts is 11% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Bedford County and Bedford City was 97.6% 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 66, lower than the average last year, which was 89, a decrease of 26%.



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