

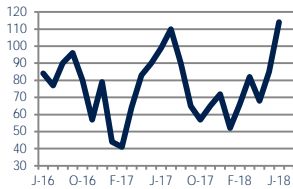


The Long & Foster Market Minute™

Focus On: Bedford County Housing Market

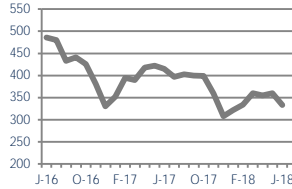
June 2018

Units Sold
114



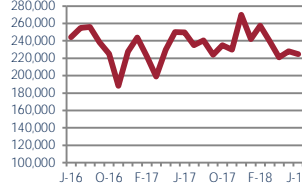
Up 15%
Vs. Year Ago

Active Inventory
333



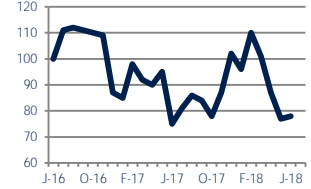
Down -20%
Vs. Year Ago

Median Sale Price
\$224,875



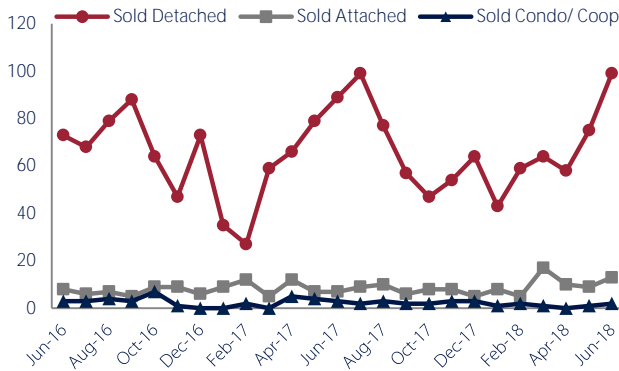
Down -10%
Vs. Year Ago

Days On Market
78



Up 4%
Vs. Year Ago

Units Sold*



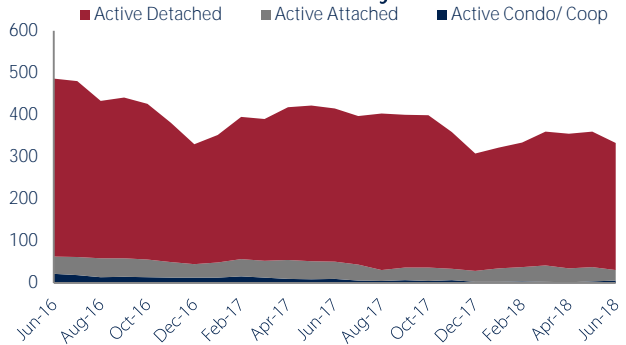
Units Sold

There was an increase in total units sold in June, with 114 sold this month in Bedford County versus 85 last month, an increase of 34%. This month's total units sold was higher than at this time last year, an increase of 15% versus June 2017.

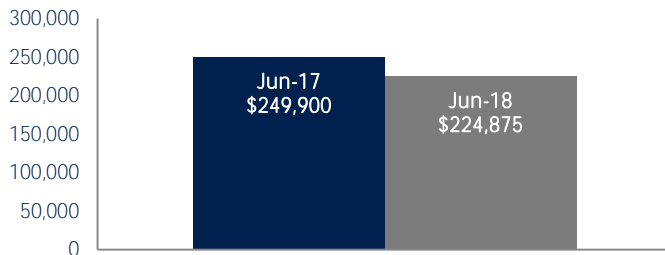
Active Inventory

Versus last year, the total number of homes available this month is lower by 82 units or 20%. The total number of active inventory this June was 333 compared to 415 in June 2017. This month's total of 333 is lower than the previous month's total supply of available inventory of 360, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Bedford County Homes was \$249,900. This June, the median sale price was \$224,875, a decrease of 10% or \$25,025 compared to last year. The current median sold price is 1% lower than in May.

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



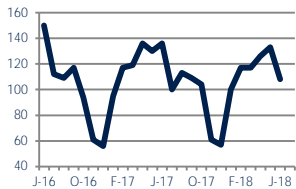
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

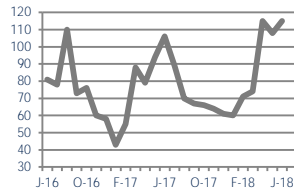
108



Down -21%
Vs. Year Ago

Current Contracts

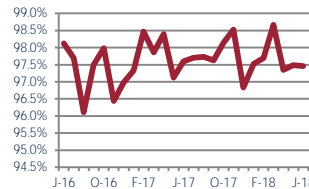
115



Up 8%
Vs. Year Ago

Sold Vs. List Price

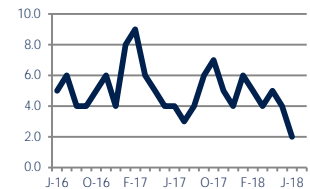
97.5%



No Change
Vs. Year Ago

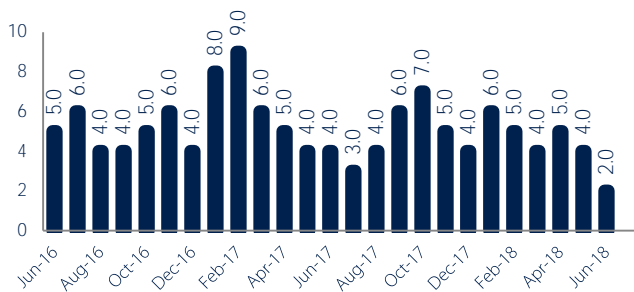
Months of Supply

2.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

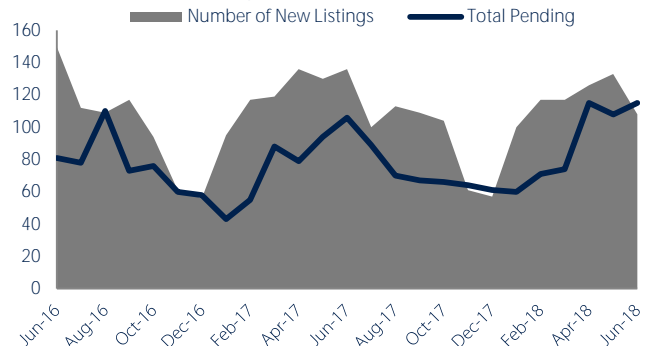
In June, there was 2.9 months of supply available in Bedford County, compared to 4.2 in June 2017. That is a decrease of 30% versus a year ago.

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.

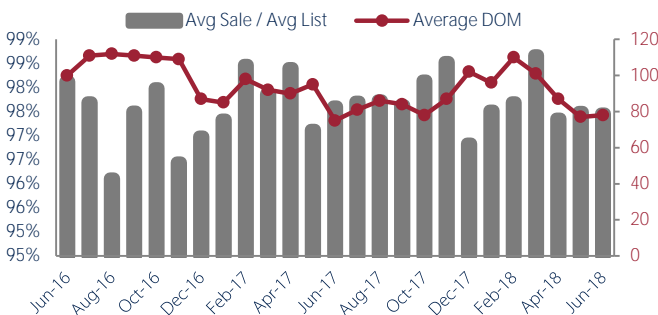
New Listings & Current Contracts

This month there were 108 homes newly listed for sale in Bedford County compared to 136 in June 2017, a decrease of 21%. There were 115 current contracts pending sale this June compared to 106 a year ago. The number of current contracts is 8% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Bedford County 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 78, higher than the average last year, which was 75, an increase of 4%.



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