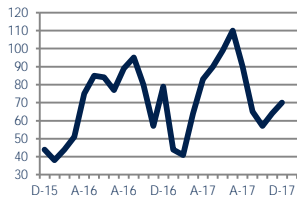




Units Sold

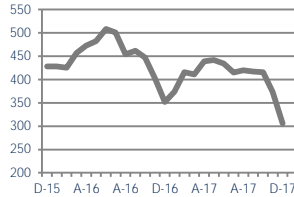
70



Down -11%
Vs. Year Ago

Active Inventory

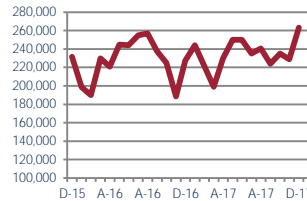
306



Down -13%
Vs. Year Ago

Median Sale Price

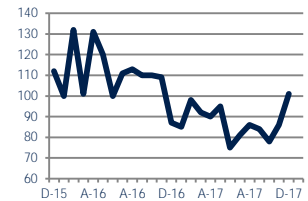
\$263,150



Up 16%
Vs. Year Ago

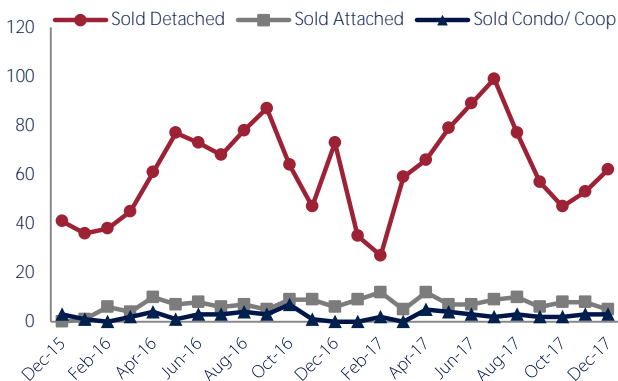
Days On Market

101



Up 16%
Vs. Year Ago

Units Sold*



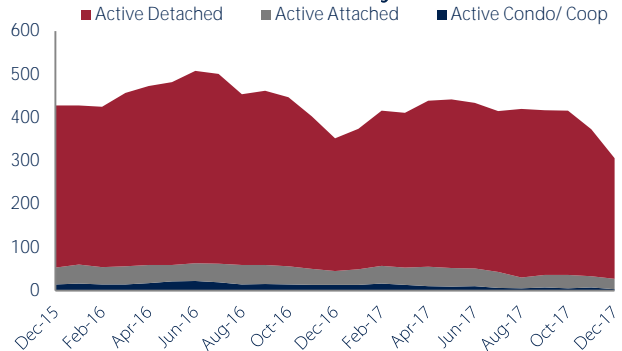
Units Sold

There was an increase in total units sold in December, with 70 sold this month in Bedford County versus 64 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 11% versus December 2016.

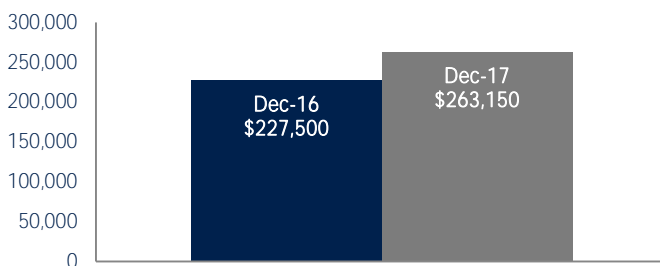
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 13%. The total number of active inventory this December was 306 compared to 352 in December 2016. This month's total of 306 is lower than the previous month's total supply of available inventory of 373, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Bedford County Homes was \$227,500. This December, the median sale price was \$263,150, an increase of 16% or \$35,650 compared to last year. The current median sold price is 15% higher than in November.

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

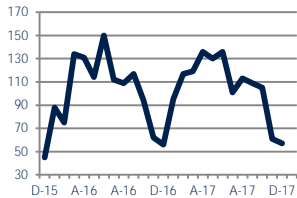


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

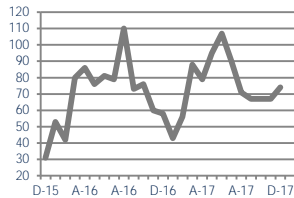
57



Up 2%
Vs. Year Ago

Current Contracts

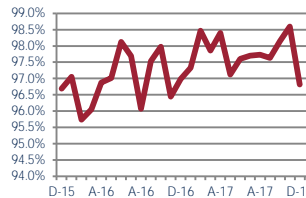
74



Up 28%
Vs. Year Ago

Sold Vs. List Price

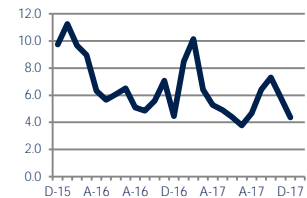
96.8%



No Change
Vs. Year Ago

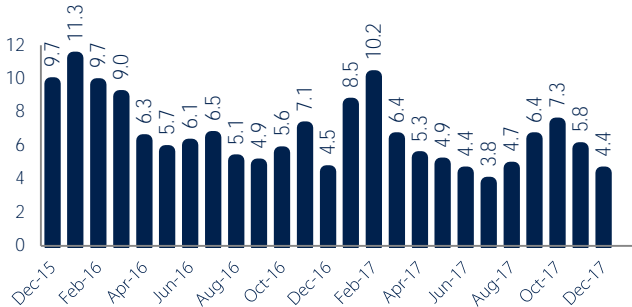
Months of Supply

4.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

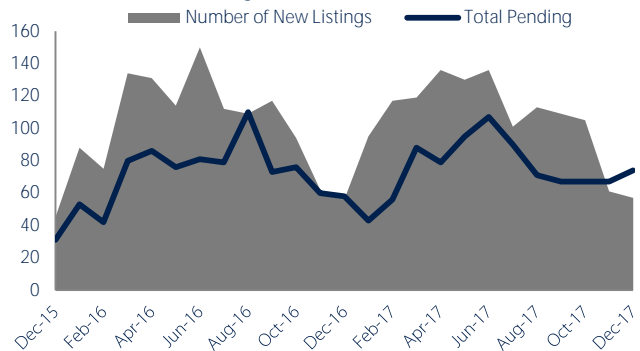
In December, there was 4.4 months of supply available in Bedford County. The amount of supply is similar compared to a year ago.

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.

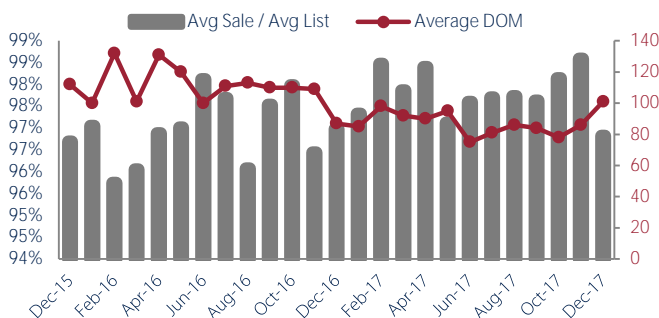
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Bedford County compared to 56 in December 2016, an increase of 2%. There were 74 current contracts pending sale this December compared to 58 a year ago. The number of current contracts is 28% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Bedford County was 96.8% 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 101, higher than the average last year, which was 87, an increase of 16%.



*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.

