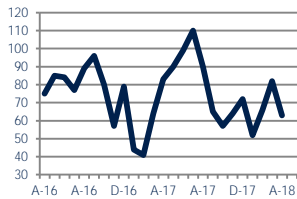


Units Sold

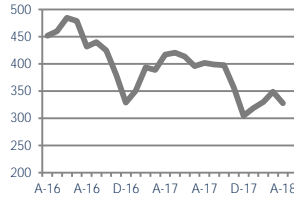
63



Down -24%
Vs. Year Ago

Active Inventory

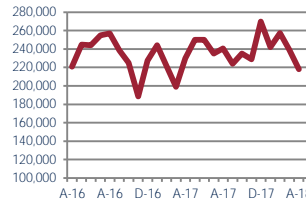
328



Down -21%
Vs. Year Ago

Median Sale Price

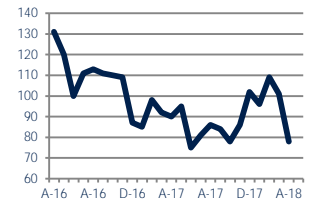
\$218,000



Down -5%
Vs. Year Ago

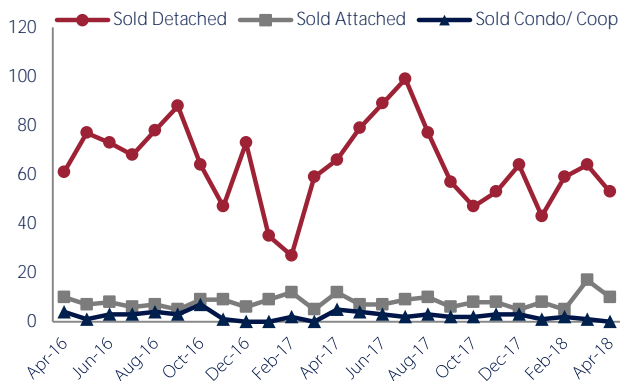
Days On Market

78



Down -13%
Vs. Year Ago

Units Sold*



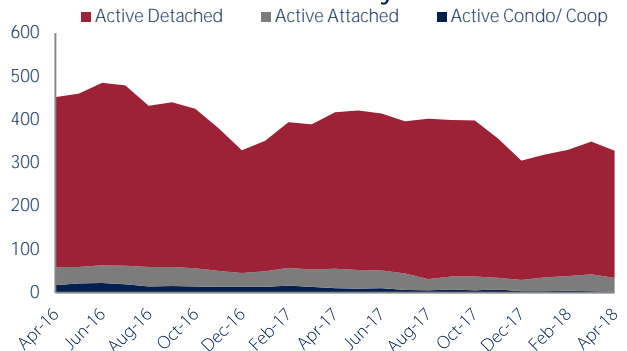
Units Sold

There was a decrease in total units sold in April, with 63 sold this month in Bedford County versus 82 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 24% versus April 2017.

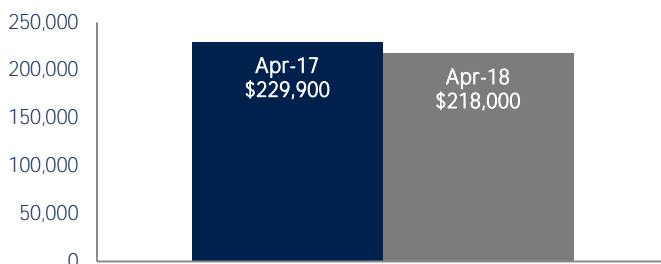
Active Inventory

Versus last year, the total number of homes available this month is lower by 89 units or 21%. The total number of active inventory this April was 328 compared to 417 in April 2017. This month's total of 328 is lower than the previous month's total supply of available inventory of 349, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Bedford County Homes was \$229,900. This April, the median sale price was \$218,000, a decrease of 5% or \$11,900 compared to last year. The current median sold price is 9% lower than in March.

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



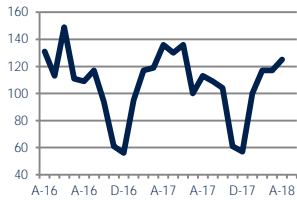
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

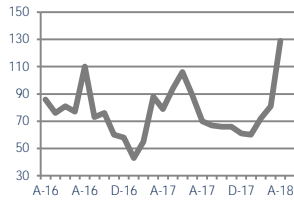
125



Down -8%
Vs. Year Ago

Current Contracts

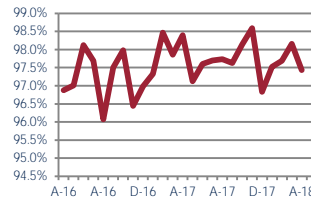
129



Up 63%
Vs. Year Ago

Sold Vs. List Price

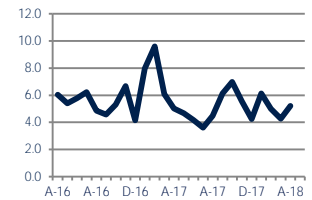
97.4%



Down -1%
Vs. Year Ago

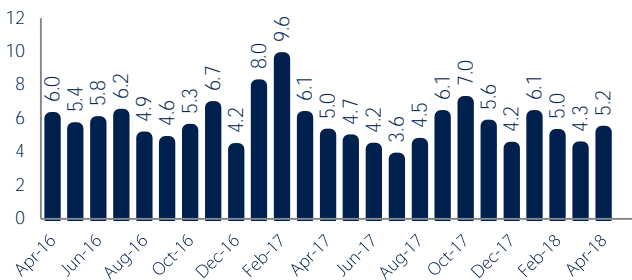
Months of Supply

5.2



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

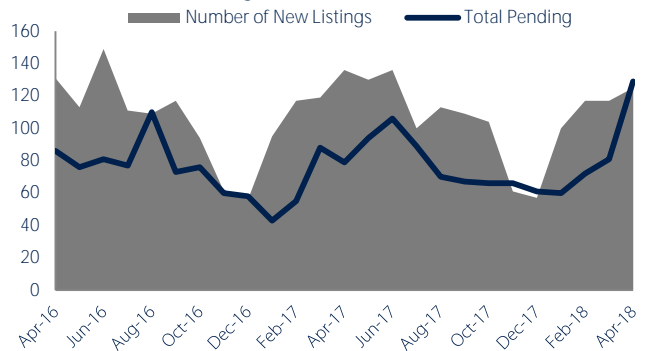
In April, there was 5.2 months of supply available in Bedford County, compared to 5.0 in April 2017. That is an increase of 4% versus a year ago.

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.

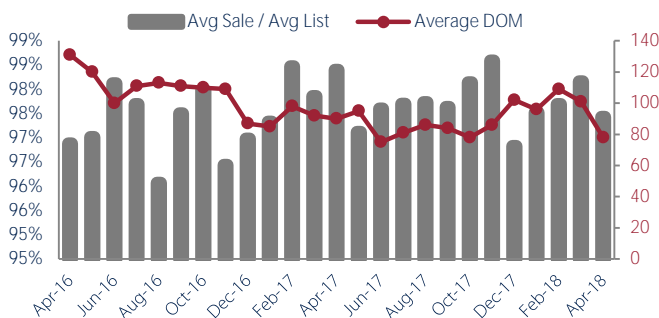
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Bedford County compared to 136 in April 2017, a decrease of 8%. There were 129 current contracts pending sale this April compared to 79 a year ago. The number of current contracts is 63% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Bedford County was 97.4% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 78, lower than the average last year, which was 90, a decrease of 13%.



*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.

