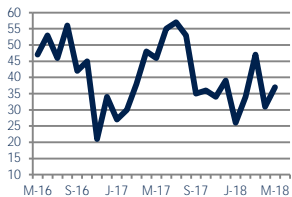




Zip Code(s): 24551

### Units Sold

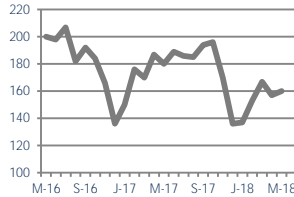
37



Down -20%  
Vs. Year Ago

### Active Inventory

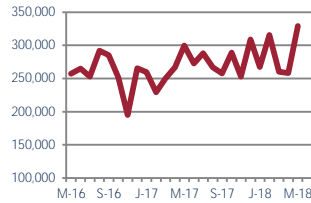
160



Down -11%  
Vs. Year Ago

### Median Sale Price

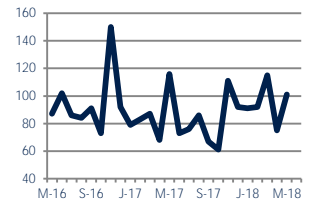
\$329,000



Up  
Vs. Year Ago

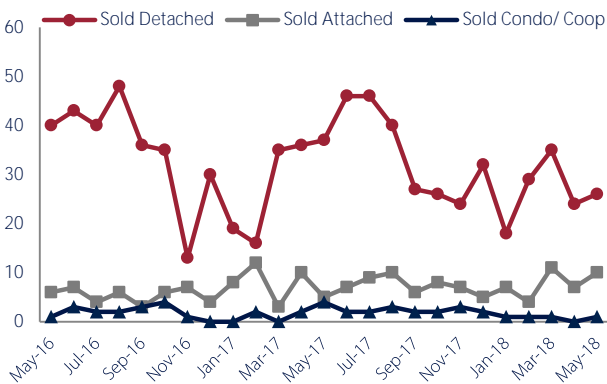
### Days On Market

101



Down -13%  
Vs. Year Ago

### Units Sold\*



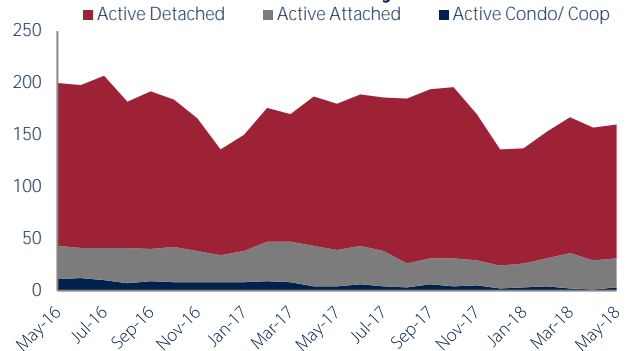
### Units Sold

There was an increase in total units sold in May, with 37 sold this month in Forest versus 31 last month, an increase of 19%. This month's total units sold was lower than at this time last year, a decrease of 20% versus May 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 11%. The total number of active inventory this May was 160 compared to 180 in May 2017. This month's total of 160 is higher than the previous month's total supply of available inventory of 157, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last May, the median sale price for Forest Homes was \$299,900. This May, the median sale price was \$329,000, an increase of \$29,100 compared to last year. The current median sold price is 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.



Forest are defined as properties listed in zip code/s 24551.

\*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.





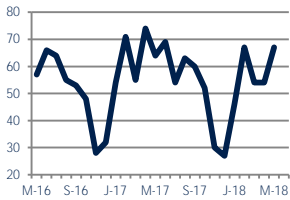
Focus On: Forest Housing Market

May 2018

Zip Code(s): 24551

New Listings

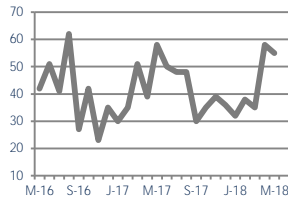
67



Up 5%  
Vs. Year Ago

Current Contracts

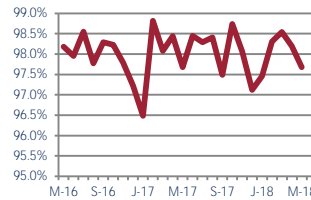
55



Down -5%  
Vs. Year Ago

Sold Vs. List Price

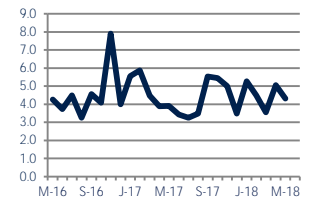
97.7%



No Change  
Vs. Year Ago

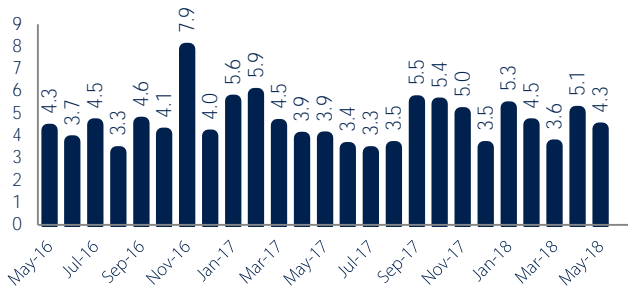
Months of Supply

4.3



Up 10%  
Vs. Year Ago

Months Of Supply



Months of Supply

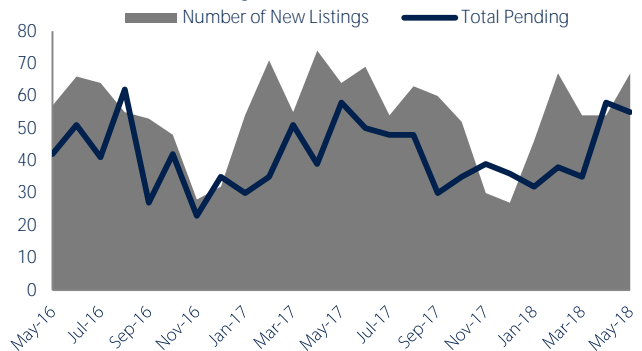
In May, there was 4.3 months of supply available in Forest, compared to 3.9 in May 2017. That is an increase of 11% versus a year ago.

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.

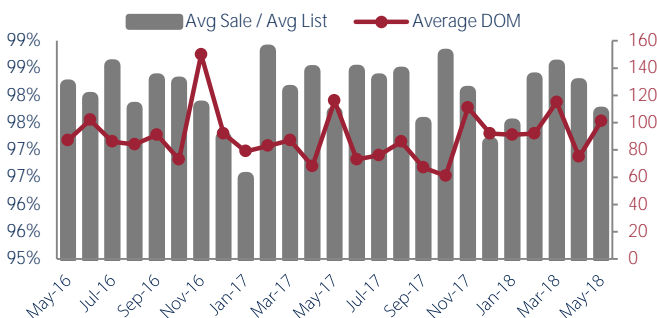
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Forest compared to 64 in May 2017, an increase of 5%. There were 55 current contracts pending sale this May compared to 58 a year ago. The number of current contracts is 5% lower 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 Forest was 97.7% 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, lower than the average last year, which was 116, a decrease of 13%.



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