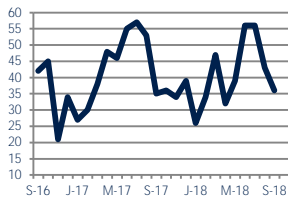




Zip Code(s): 24551

### Units Sold

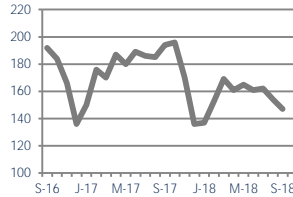
36



Up 3%  
Vs. Year Ago

### Active Inventory

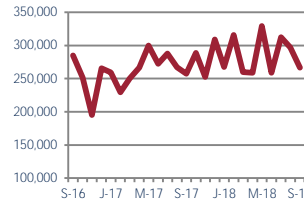
147



Down -24%  
Vs. Year Ago

### Median Sale Price

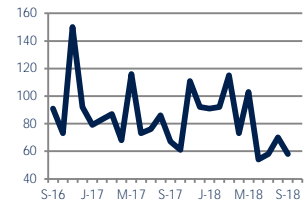
\$266,750



Up 4%  
Vs. Year Ago

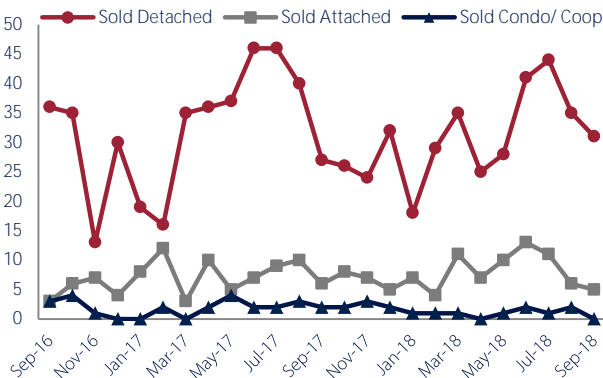
### Days On Market

58



Down -13%  
Vs. Year Ago

### Units Sold\*



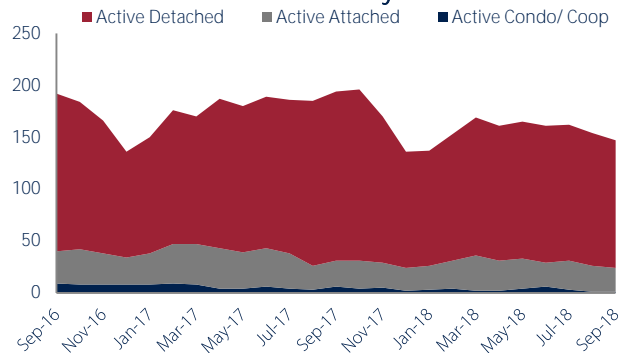
### Units Sold

There was a decrease in total units sold in September, with 36 sold this month in Forest versus 43 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 24%. The total number of active inventory this September was 147 compared to 194 in September 2017. This month's total of 147 is lower than the previous month's total supply of available inventory of 154, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Forest Homes was \$257,500. This September, the median sale price was \$266,750, an increase of 4% or \$9,250 compared to last year. The current median sold price is 10% 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.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

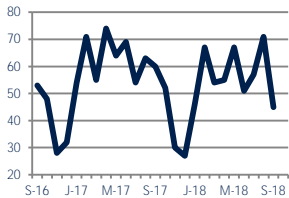




Zip Code(s): 24551

### New Listings

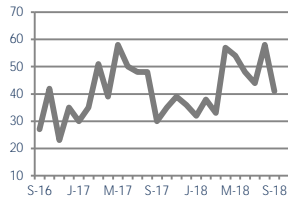
45



Down -25%  
Vs. Year Ago

### Current Contracts

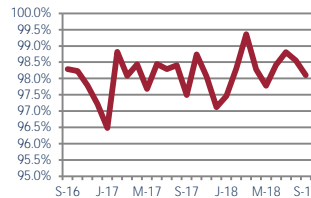
41



Up 37%  
Vs. Year Ago

### Sold Vs. List Price

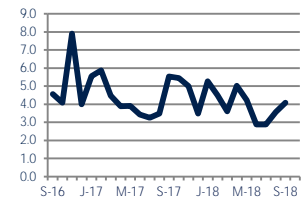
98.1%



Up 0.6%  
Vs. Year Ago

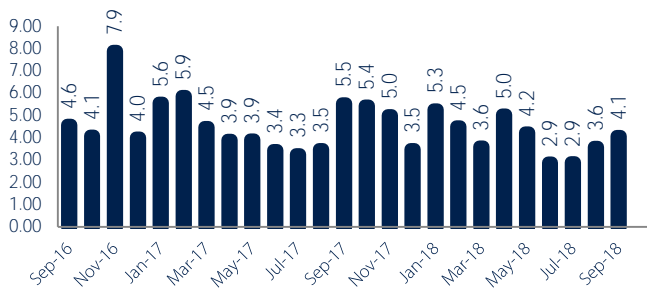
### Months of Supply

4.1



Down -26%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

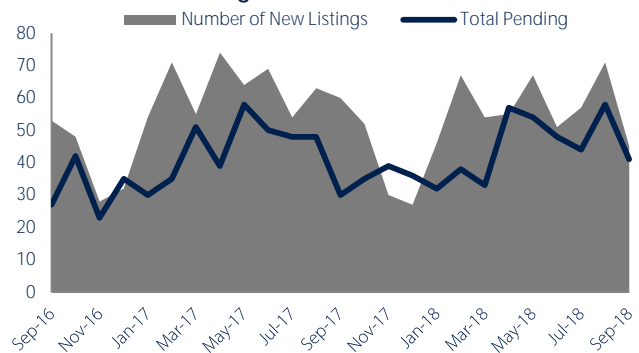
In September, there was 4.1 months of supply available in Forest, compared to 5.5 in September 2017. That is a decrease of 26% versus a year ago.

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.

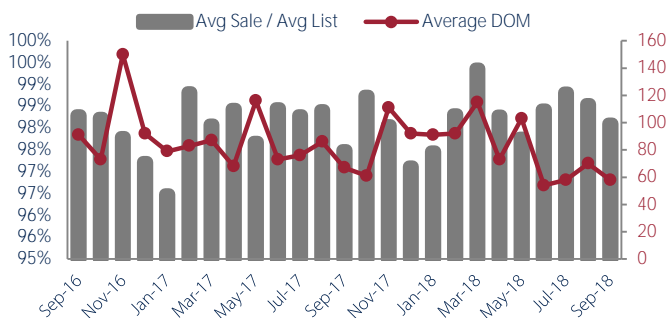
### New Listings & Current Contracts

This month there were 45 homes newly listed for sale in Forest compared to 60 in September 2017, a decrease of 25%. There were 41 current contracts pending sale this September compared to 30 a year ago. The number of current contracts is 37% higher 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 Forest was 98.1% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 67, a decrease of 13%.



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