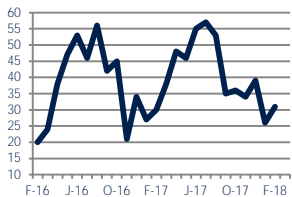




Zip Code(s): 24551

Units Sold

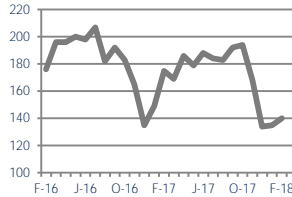
31



Up 3%
Vs. Year Ago

Active Inventory

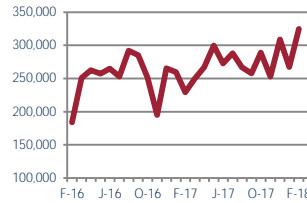
140



Down -20%
Vs. Year Ago

Median Sale Price

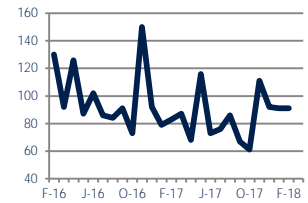
\$325,000



Up
Vs. Year Ago

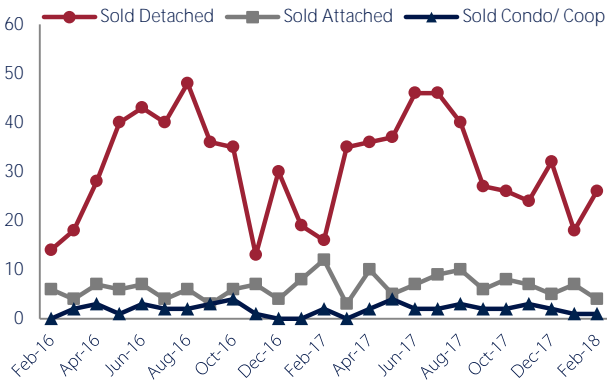
Days On Market

91



Up 10%
Vs. Year Ago

Units Sold*



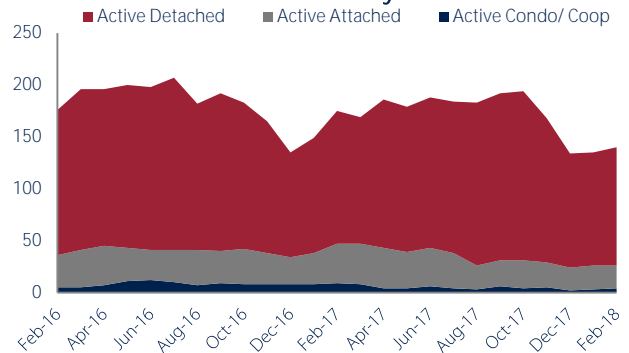
Units Sold

There was an increase in total units sold in February, with 31 sold this month in Forest versus 26 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 3% versus February 2017.

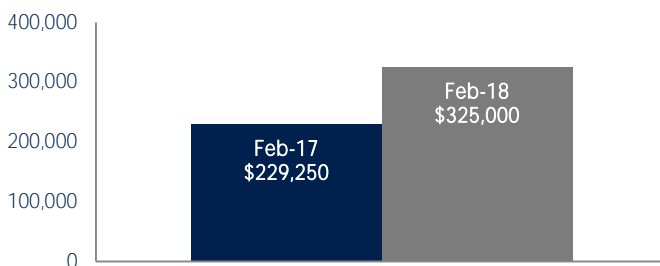
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 20%. The total number of active inventory this February was 140 compared to 175 in February 2017. This month's total of 140 is higher than the previous month's total supply of available inventory of 135, an increase of 4%.

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 February, the median sale price for Forest Homes was \$229,250. This February, the median sale price was \$325,000, an increase of \$95,750 compared to last year. The current median sold price is higher than in January.

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.

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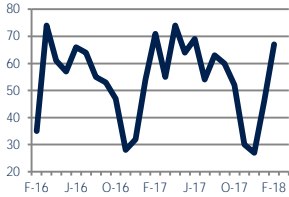




Zip Code(s): 24551

New Listings

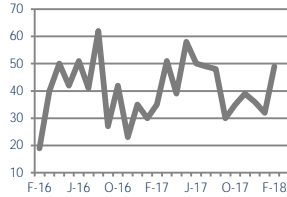
67



Down -6%
Vs. Year Ago

Current Contracts

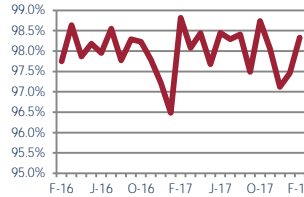
49



Up 40%
Vs. Year Ago

Sold Vs. List Price

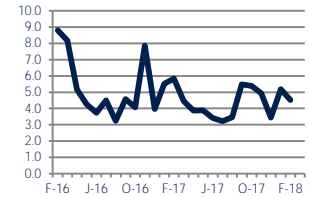
98.3%



No Change
Vs. Year Ago

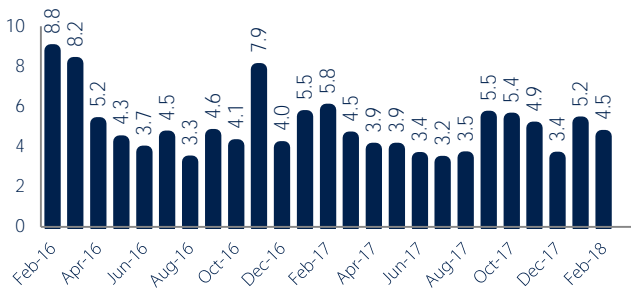
Months of Supply

4.5



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

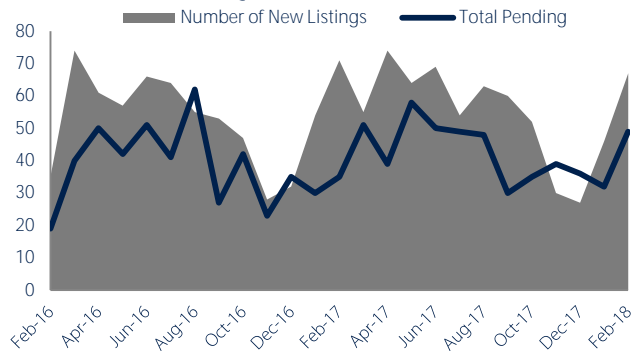
In February, there was 4.5 months of supply available in Forest, compared to 5.8 in February 2017. That is a decrease of 23% versus a year ago.

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.

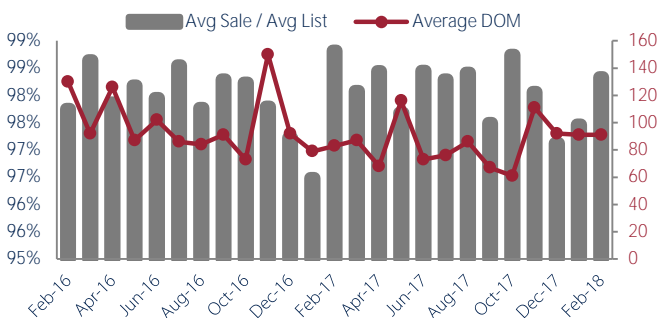
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Forest compared to 71 in February 2017, a decrease of 6%. There were 49 current contracts pending sale this February compared to 35 a year ago. The number of current contracts is 40% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Forest was 98.3% 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 91, higher than the average last year, which was 83, an increase of 10%.



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