



The Long & Foster Market Minute™

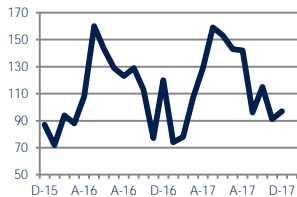
Focus On: Greater Lynchburg Housing Market

December 2017

Zip Code(s): 24502, 24501, 24503 and 24504

Units Sold

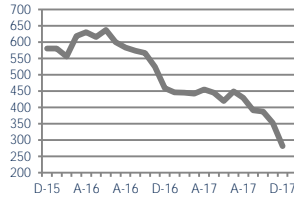
97



Down -19%
Vs. Year Ago

Active Inventory

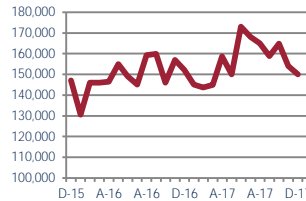
282



Down -39%
Vs. Year Ago

Median Sale Price

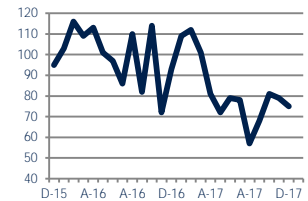
\$150,000



Down -1%
Vs. Year Ago

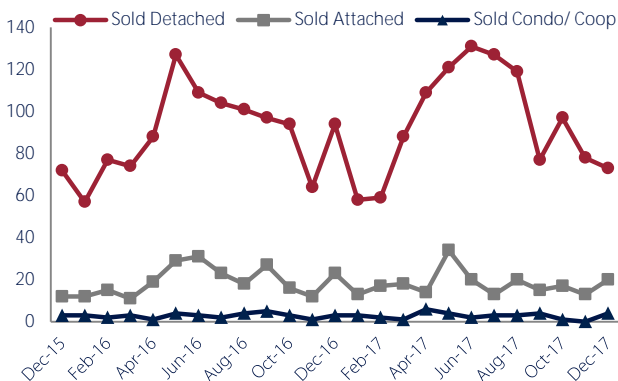
Days On Market

75



Down -19%
Vs. Year Ago

Units Sold*



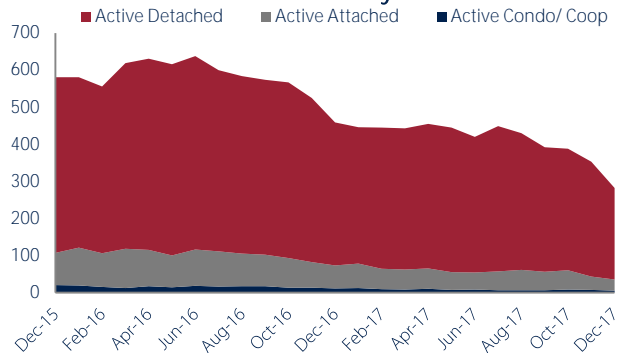
Units Sold

There was an increase in total units sold in December, with 97 sold this month in Greater Lynchburg versus 91 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 19% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 177 units or 39%. The total number of active inventory this December was 282 compared to 459 in December 2016. This month's total of 282 is lower than the previous month's total supply of available inventory of 353, a decrease of 20%.

Active Inventory*

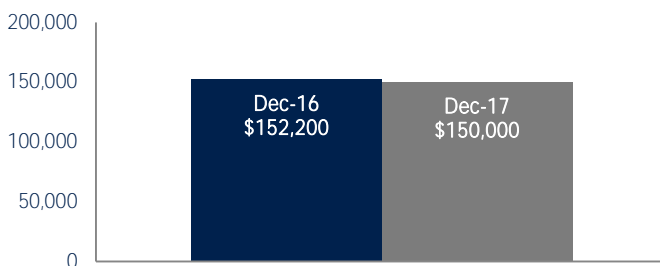


Median Sale Price

Last December, the median sale price for Greater Lynchburg Homes was \$152,200. This December, the median sale price was \$150,000, a decrease of 1% or \$2,200 compared to last year. The current median sold price is 3% lower 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.

Median Sale Price



Greater Lynchburg are defined as properties listed in zip code/s 24502, 24501, 24503 and 24504.

*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.



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INTERNATIONAL REAL ESTATE





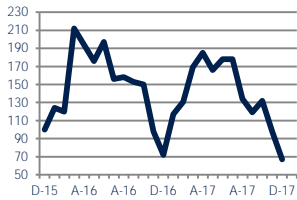
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December 2017

Zip Code(s): 24502, 24501, 24503 and 24504

New Listings

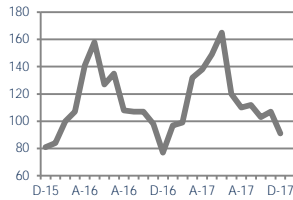
67



Down -7%
Vs. Year Ago

Current Contracts

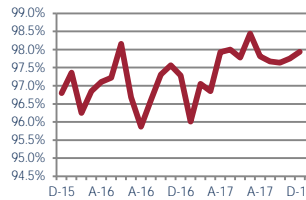
91



Up 18%
Vs. Year Ago

Sold Vs. List Price

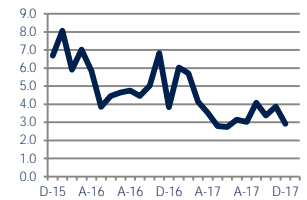
97.9%



Up 0.7%
Vs. Year Ago

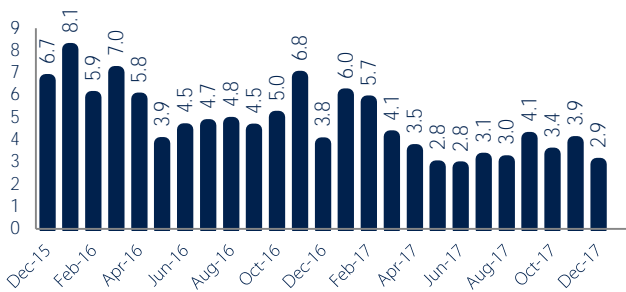
Months of Supply

2.9



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

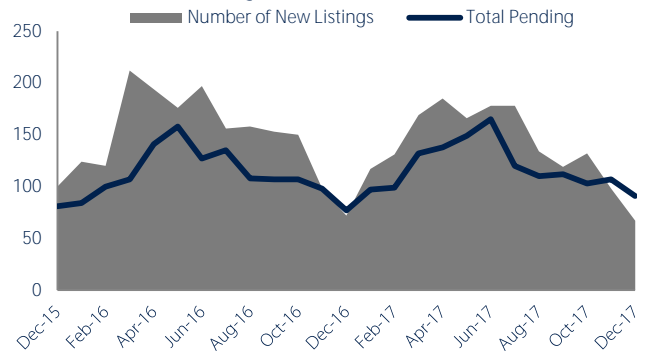
In December, there was 2.9 months of supply available in Greater Lynchburg, compared to 3.8 in December 2016. That is a decrease of 24% versus a year ago.

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.

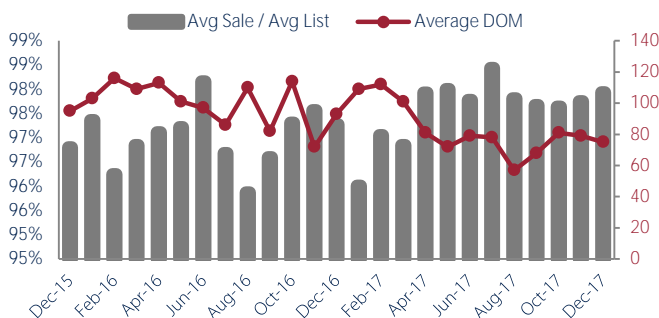
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Greater Lynchburg compared to 72 in December 2016, a decrease of 7%. There were 91 current contracts pending sale this December compared to 77 a year ago. The number of current contracts is 18% 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 Greater Lynchburg was 97.9% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 75, lower than the average last year, which was 93, a decrease of 19%.



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