

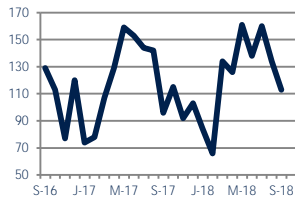
Focus On: Greater Lynchburg Housing Market

September 2018

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

Units Sold

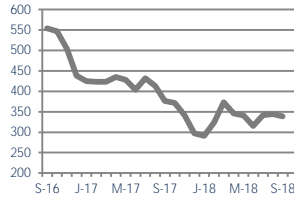
113



Up 18%
Vs. Year Ago

Active Inventory

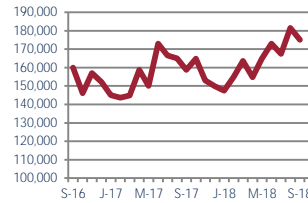
339



Down -10%
Vs. Year Ago

Median Sale Price

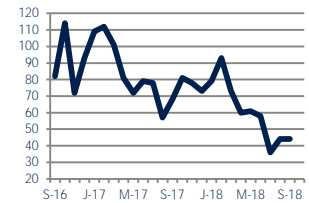
\$175,000



Up 10%
Vs. Year Ago

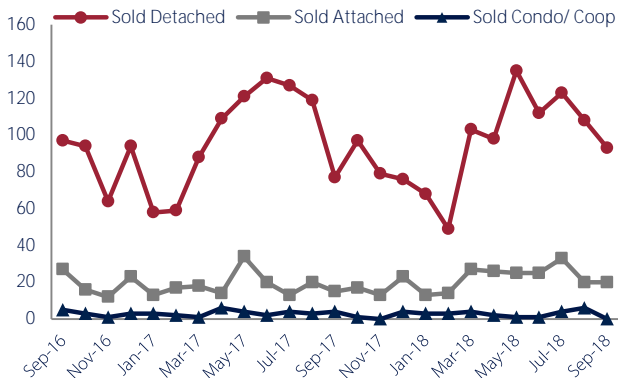
Days On Market

44



Down -35%
Vs. Year Ago

Units Sold*



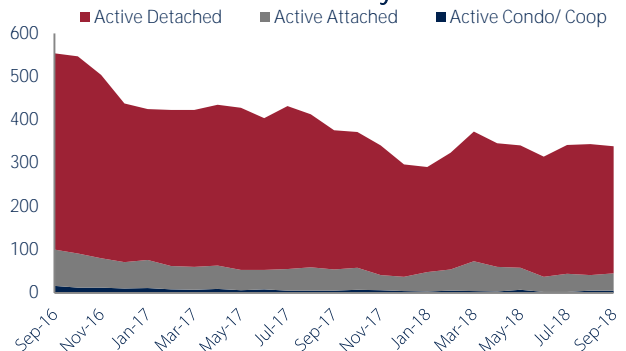
Units Sold

There was a decrease in total units sold in September, with 113 sold this month in Greater Lynchburg versus 134 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 18% versus September 2017.

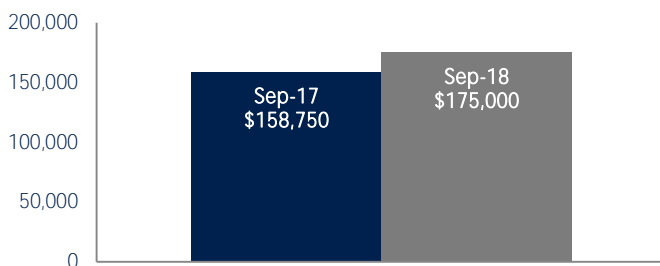
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 10%. The total number of active inventory this September was 339 compared to 376 in September 2017. This month's total of 339 is lower than the previous month's total supply of available inventory of 344, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Greater Lynchburg Homes was \$158,750. This September, the median sale price was \$175,000, an increase of 10% or \$16,250 compared to last year. The current median sold price is 4% 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



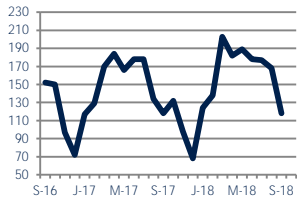
Focus On: Greater Lynchburg Housing Market

September 2018

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

New Listings

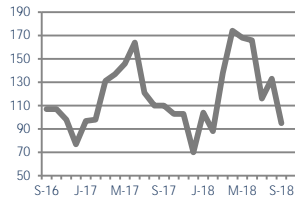
118



No Change
Vs. Year Ago

Current Contracts

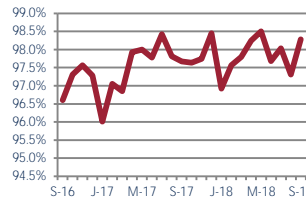
95



Down -14%
Vs. Year Ago

Sold Vs. List Price

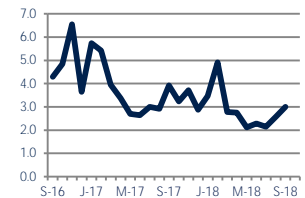
98.3%



Up 0.6%
Vs. Year Ago

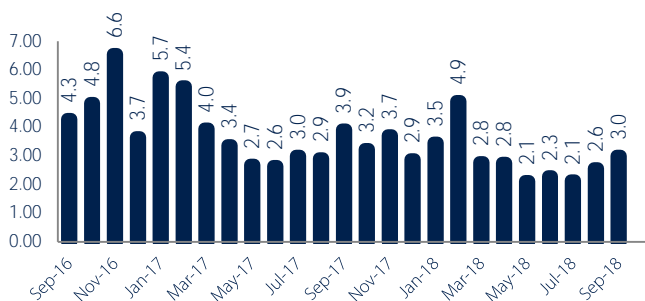
Months of Supply

3.0



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

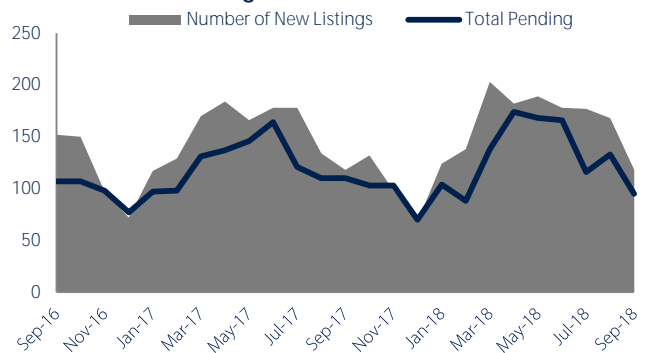
In September, there was 3.0 months of supply available in Greater Lynchburg, compared to 3.9 in September 2017. That is a decrease of 23% versus a year ago.

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.

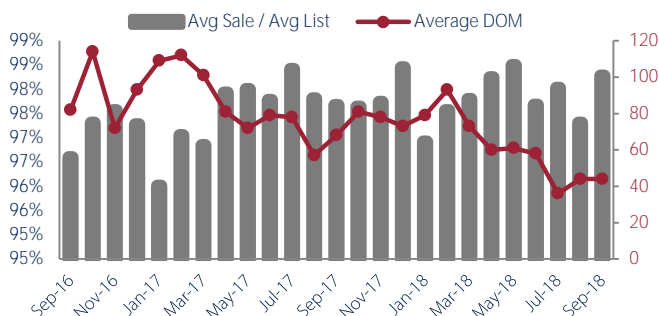
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Greater Lynchburg, which is similar to the amount in September 2017. There were 95 current contracts pending sale this September compared to 110 a year ago. The number of current contracts is 14% lower 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 Greater Lynchburg was 98.3% 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 44, lower than the average last year, which was 68, a decrease of 35%.



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.

