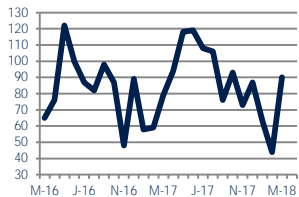




Units Sold

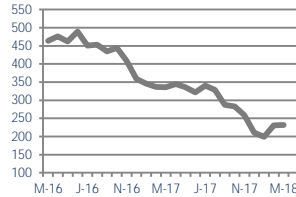
90



Up 14%
Vs. Year Ago

Active Inventory

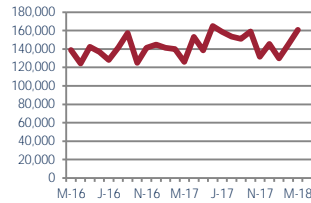
232



Down -31%
Vs. Year Ago

Median Sale Price

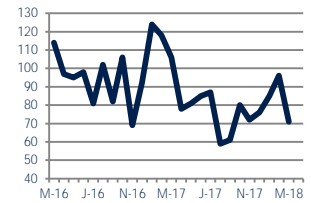
\$160,950



Up 28%
Vs. Year Ago

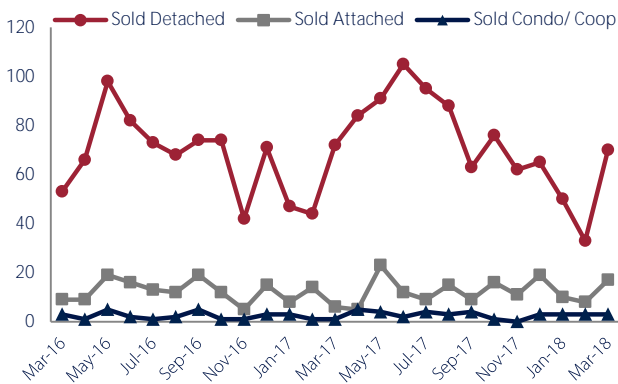
Days On Market

71



Down -33%
Vs. Year Ago

Units Sold*



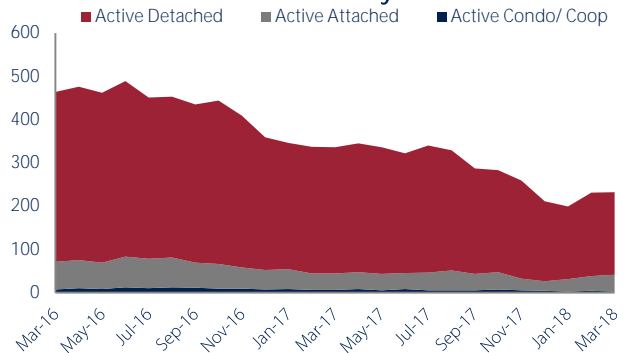
Units Sold

There was an increase in total units sold in March, with 90 sold this month in Lynchburg City. This month's total units sold was higher than at this time last year.

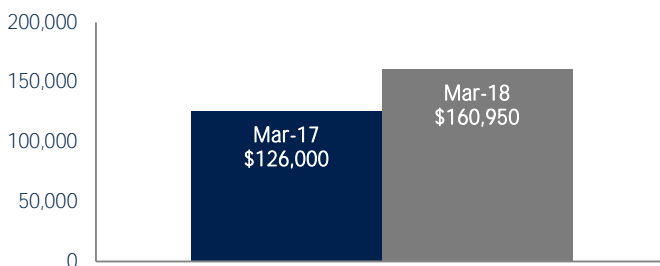
Active Inventory

Versus last year, the total number of homes available this month is lower by 104 units or 31%. The total number of active inventory this March was 232 compared to 336 in March 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Lynchburg City Homes was \$126,000. This March, the median sale price was \$160,950, an increase of \$34,950 compared to last year. The current median sold price is higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

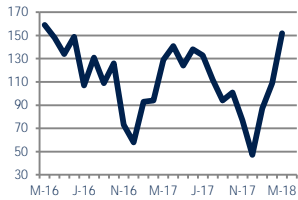


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by LAR and its 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.



New Listings

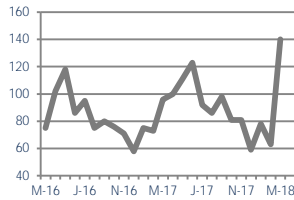
152



Up 18%
Vs. Year Ago

Current Contracts

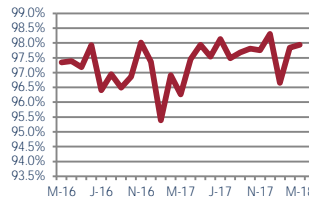
140



Up 46%
Vs. Year Ago

Sold Vs. List Price

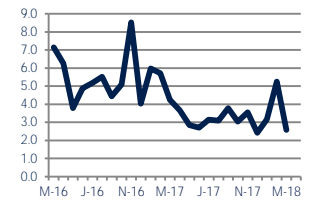
97.9%



Up 1.7%
Vs. Year Ago

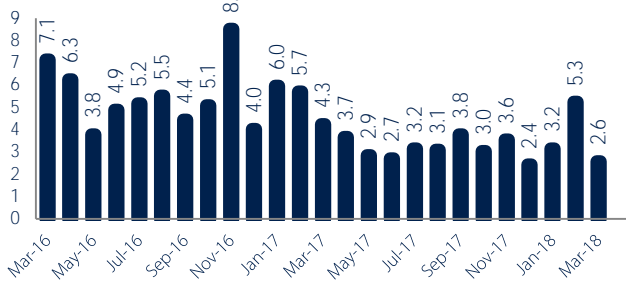
Months of Supply

2.6



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

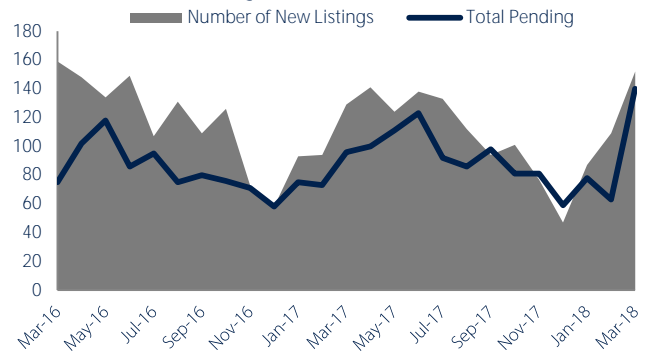
In March, there was 2.6 months of supply available in Lynchburg City, compared to 4.3 in March 2017. That is a decrease of 39% versus a year ago.

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.

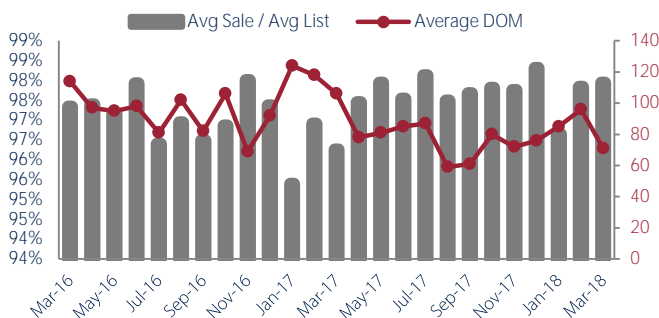
New Listings & Current Contracts

This month there were 152 homes newly listed for sale in Lynchburg City compared to 129 in March 2017, an increase of 18%. There were 140 current contracts pending sale this March compared to 96 a year ago. The number of current contracts is 46% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Lynchburg City was 97.9% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 71, lower than the average last year, which was 106, a decrease of 33%.



*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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