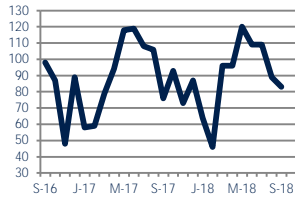




### Units Sold

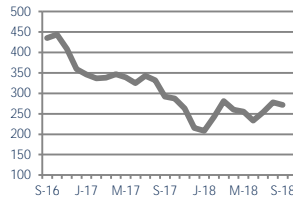
83



Up 9%  
Vs. Year Ago

### Active Inventory

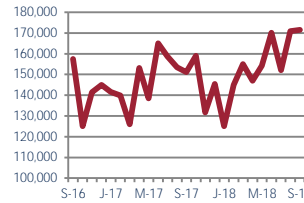
272



Down -7%  
Vs. Year Ago

### Median Sale Price

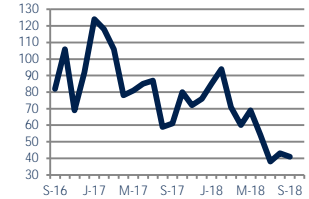
\$171,500



Up 13%  
Vs. Year Ago

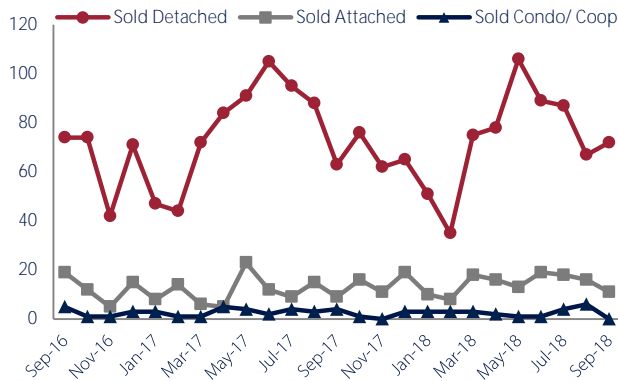
### Days On Market

41



Down -33%  
Vs. Year Ago

### Units Sold\*



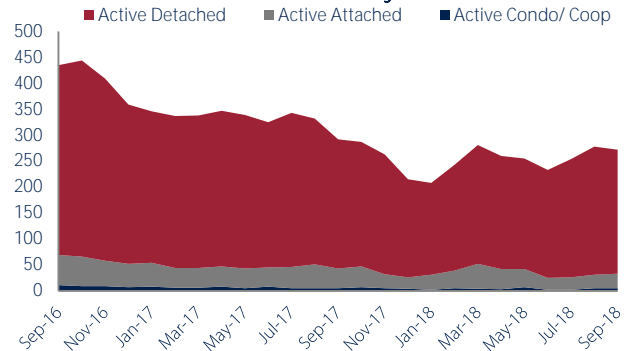
### Units Sold

There was a decrease in total units sold in September, with 83 sold this month in Lynchburg City versus 89 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 9% versus September 2017.

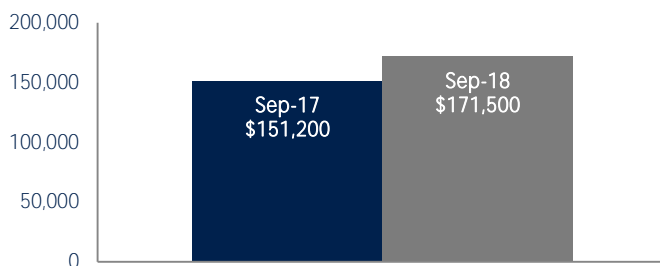
### Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 7%. The total number of active inventory this September was 272 compared to 292 in September 2017. This month's total of 272 is lower than the previous month's total supply of available inventory of 278, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Lynchburg City Homes was \$151,200. This September, the median sale price was \$171,500, an increase of 13% or \$20,300 compared to last year. The current median sold price is approximately the same as the median price in August.

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



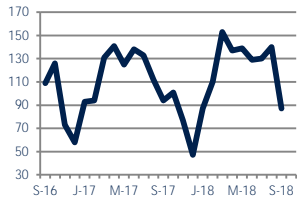
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and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

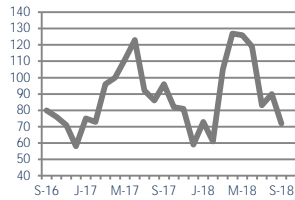
87



Down -7%  
Vs. Year Ago

### Current Contracts

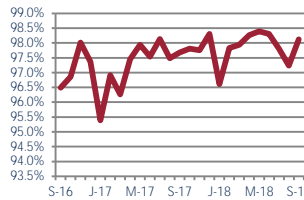
72



Down -25%  
Vs. Year Ago

### Sold Vs. List Price

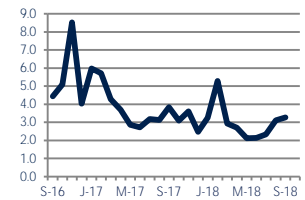
98.1%



No Change  
Vs. Year Ago

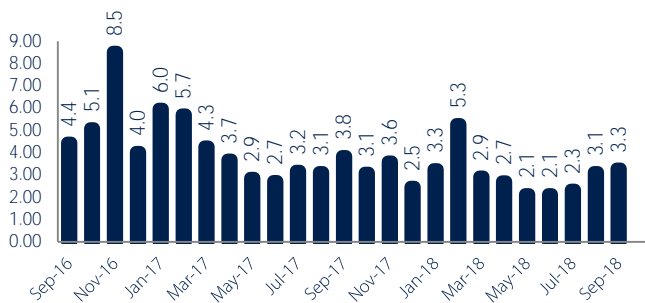
### Months of Supply

3.3



Down -15%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

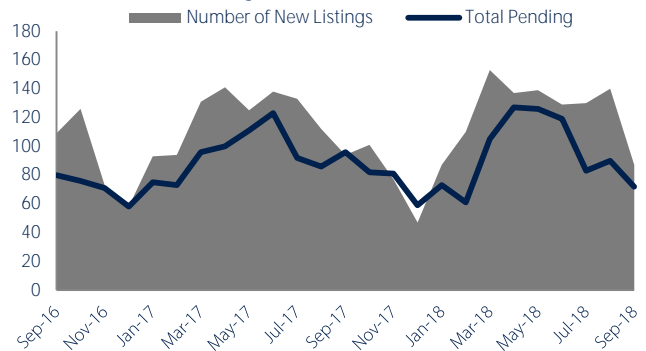
In September, there was 3.3 months of supply available in Lynchburg City, compared to 3.8 in September 2017. That is a decrease of 15% versus a year ago.

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.

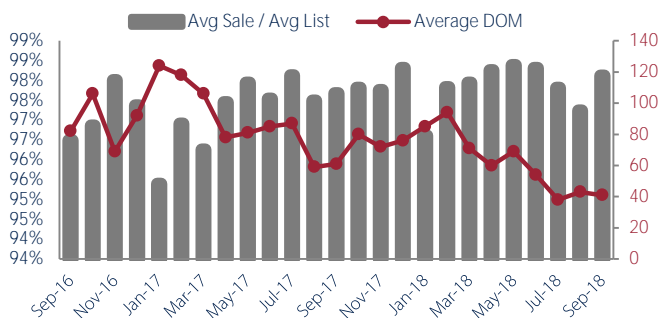
### New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Lynchburg City compared to 94 in September 2017, a decrease of 7%. There were 72 current contracts pending sale this September compared to 96 a year ago. The number of current contracts is 25% 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 Lynchburg City was 98.1% 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 41, lower than the average last year, which was 61, 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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