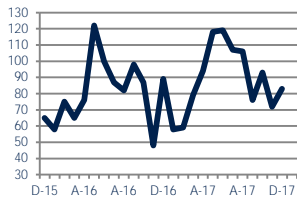




Units Sold

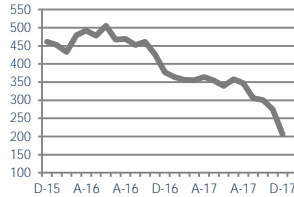
83



Down -7%
Vs. Year Ago

Active Inventory

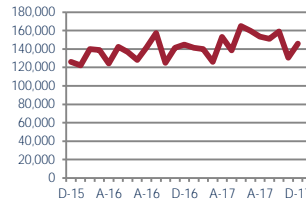
206



Down -45%
Vs. Year Ago

Median Sale Price

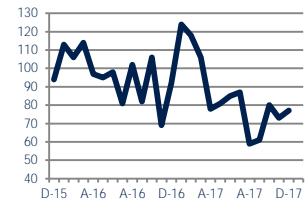
\$146,000



Up 1%
Vs. Year Ago

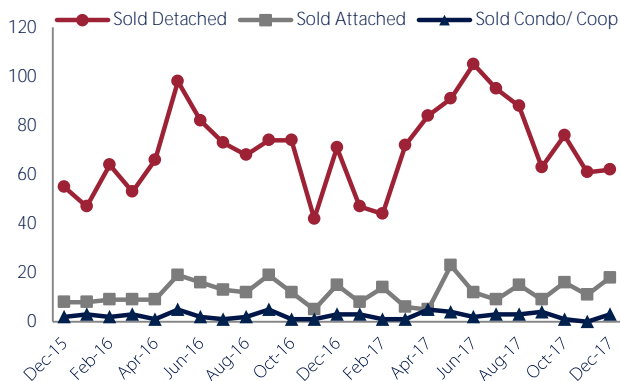
Days On Market

77



Down -16%
Vs. Year Ago

Units Sold*



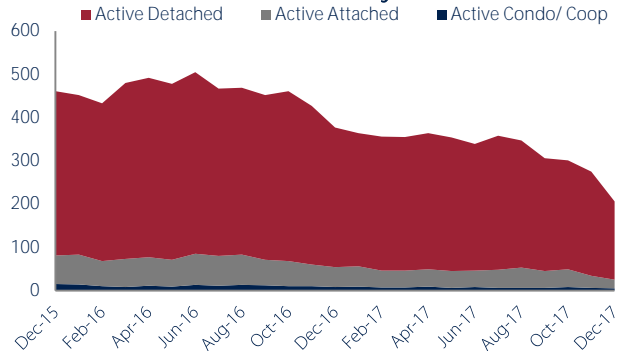
Units Sold

There was an increase in total units sold in December, with 83 sold this month in Lynchburg City versus 72 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 7% versus December 2016.

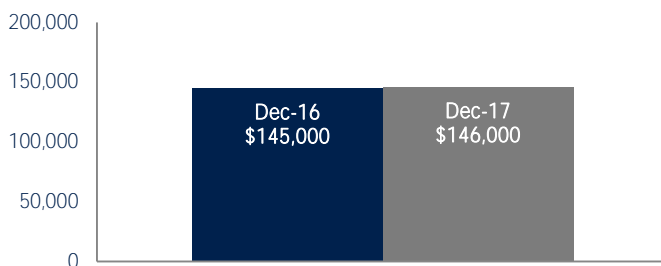
Active Inventory

Versus last year, the total number of homes available this month is lower by 171 units or 45%. The total number of active inventory this December was 206 compared to 377 in December 2016. This month's total of 206 is lower than the previous month's total supply of available inventory of 275, a decrease of 25%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Lynchburg City Homes was \$145,000. This December, the median sale price was \$146,000, an increase of 1% or \$1,000 compared to last year. The current median sold price is 12% higher 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.

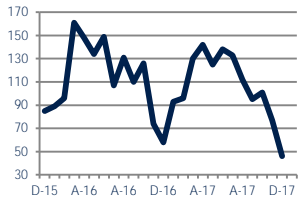


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

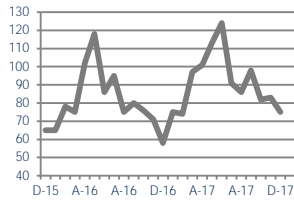
46



Down -21%
Vs. Year Ago

Current Contracts

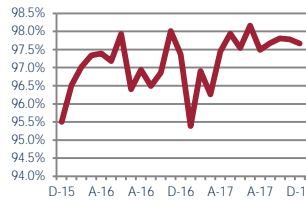
75



Up 29%
Vs. Year Ago

Sold Vs. List Price

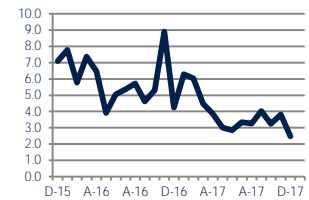
97.7%



No Change
Vs. Year Ago

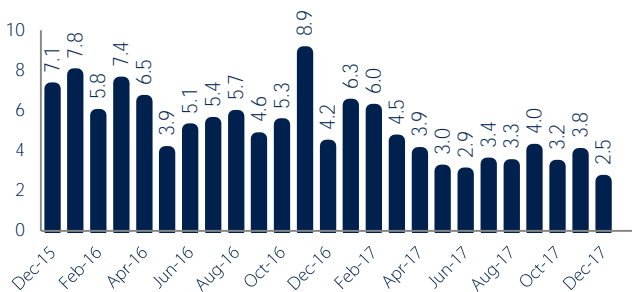
Months of Supply

2.5



Down -42%
Vs. Year Ago

Months Of Supply



Months of Supply

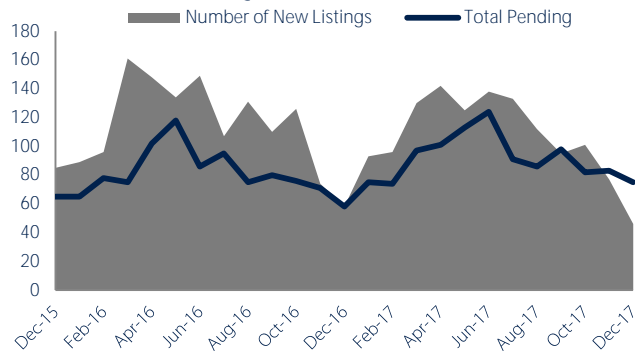
In December, there was 2.5 months of supply available in Lynchburg City, compared to 4.2 in December 2016. That is a decrease of 41% versus a year ago.

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.

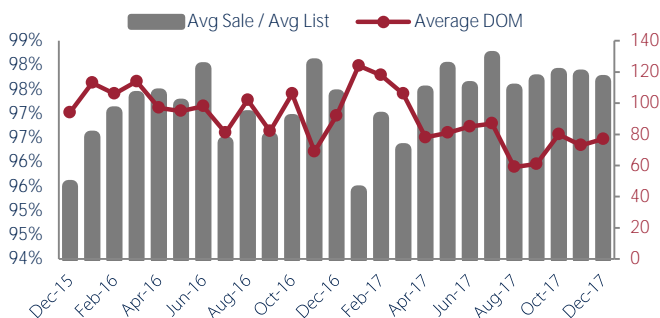
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Lynchburg City compared to 58 in December 2016, a decrease of 21%. There were 75 current contracts pending sale this December compared to 58 a year ago. The number of current contracts is 29% 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 Lynchburg City was 97.7% 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 77, lower than the average last year, which was 92, a decrease of 16%.



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