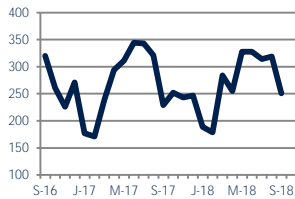
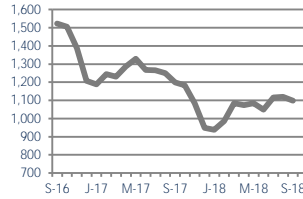


Units Sold
251



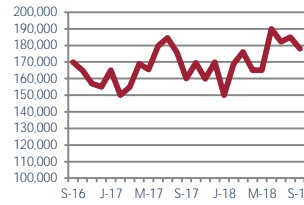
Up 10%
Vs. Year Ago

Active Inventory
1,099



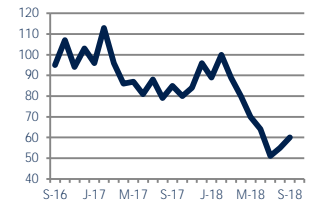
Down -8%
Vs. Year Ago

Median Sale Price
\$178,000



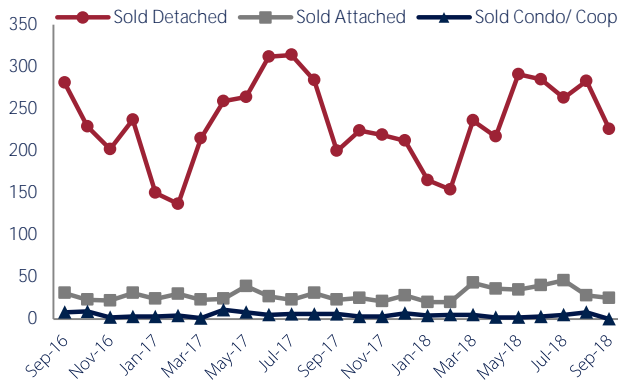
Up 11%
Vs. Year Ago

Days On Market
60



Down -29%
Vs. Year Ago

Units Sold*



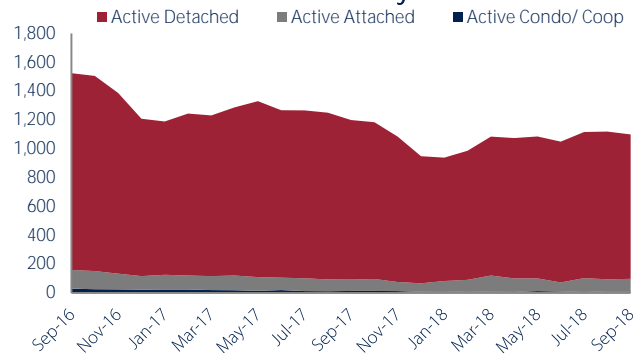
Units Sold

There was a decrease in total units sold in September, with 251 sold this month in Lynchburg Area versus 319 last month, a decrease of 21%. This month's total units sold was higher than at this time last year, an increase of 10% versus September 2017.

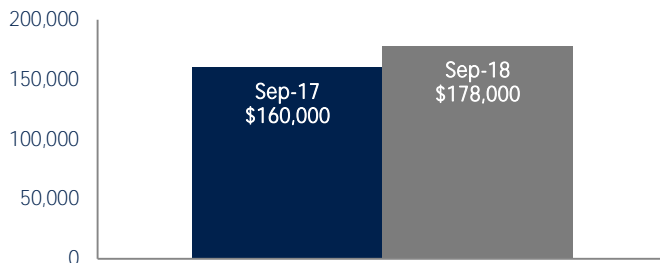
Active Inventory

Versus last year, the total number of homes available this month is lower by 100 units or 8%. The total number of active inventory this September was 1,099 compared to 1,199 in September 2017. This month's total of 1,099 is lower than the previous month's total supply of available inventory of 1,119, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Lynchburg Area Homes was \$160,000. This September, the median sale price was \$178,000, an increase of 11% or \$18,000 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.



*Defined as the counties of Amherst, Appomattox, Bedford County, Campbell, and the cities of Bedford and Lynchburg in VA

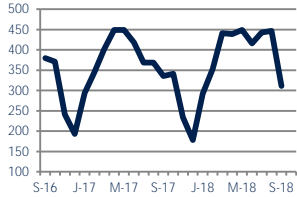
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

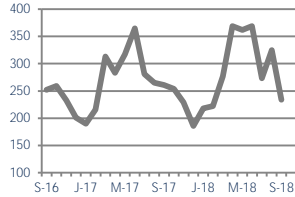
311



Down -7%
Vs. Year Ago

Current Contracts

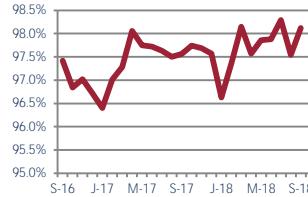
234



Down -10%
Vs. Year Ago

Sold Vs. List Price

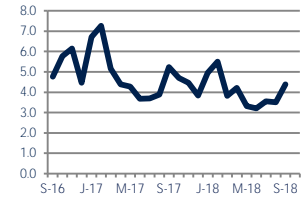
98.1%



Up 0.6%
Vs. Year Ago

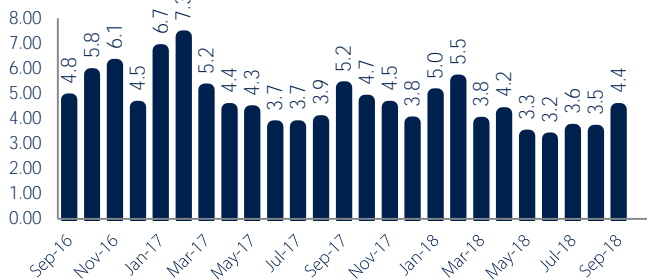
Months of Supply

4.4



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

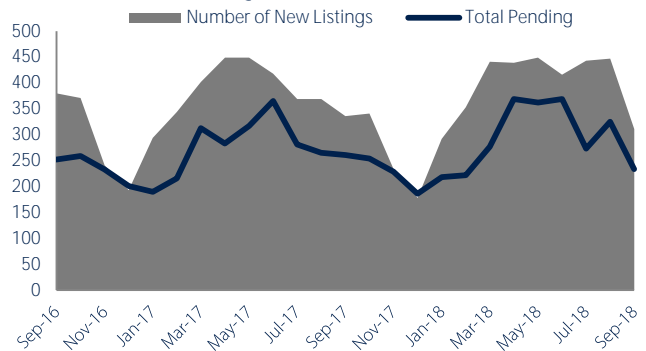
In September, there was 4.4 months of supply available in Lynchburg Area, compared to 5.2 in September 2017. That is a decrease of 16% versus a year ago.

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.

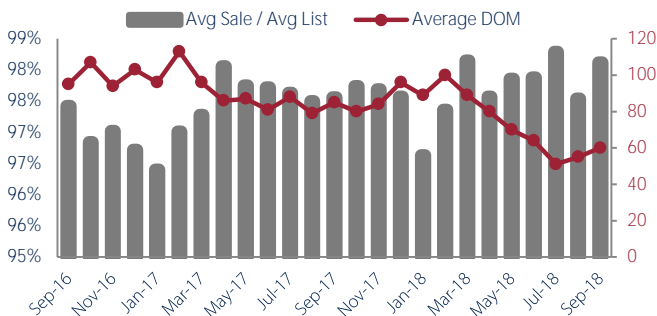
New Listings & Current Contracts

This month there were 311 homes newly listed for sale in Lynchburg Area compared to 336 in September 2017, a decrease of 7%. There were 234 current contracts pending sale this September compared to 261 a year ago. The number of current contracts is 10% 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 Area was 98.1% 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 60, lower than the average last year, which was 85, a decrease of 29%.



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