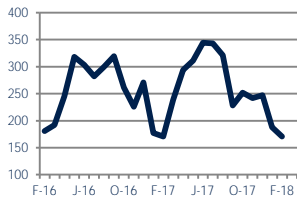




Units Sold

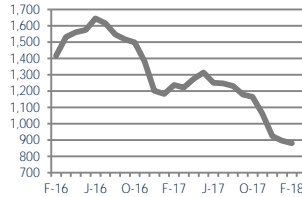
171



No Change
Vs. Year Ago

Active Inventory

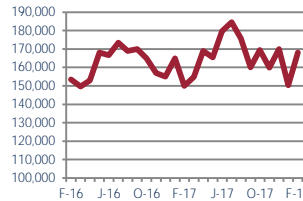
881



Down -29%
Vs. Year Ago

Median Sale Price

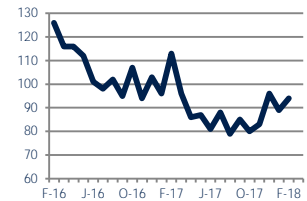
\$168,000



Up 12%
Vs. Year Ago

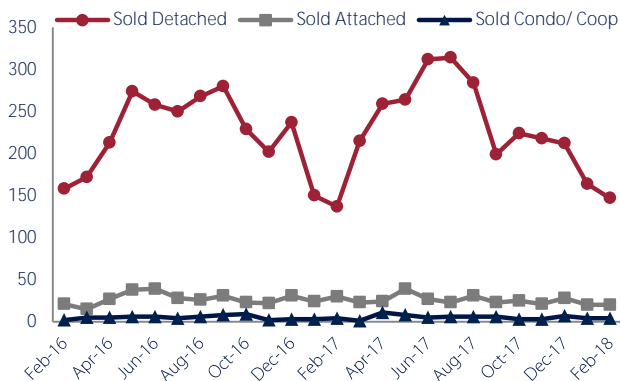
Days On Market

94



Down -17%
Vs. Year Ago

Units Sold*



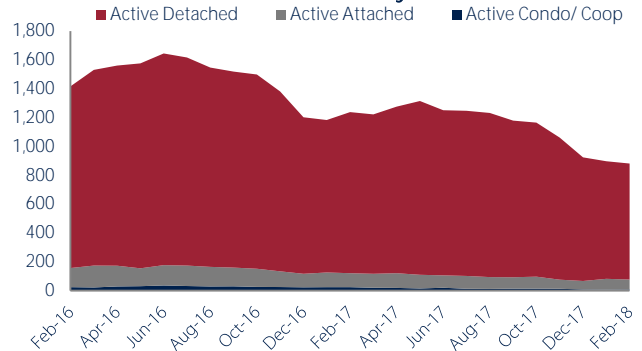
Units Sold

There was a decrease in total units sold in February, with 171 sold this month in Lynchburg Area, a decrease of 9%. This month's total units sold is similar compared to a year ago.

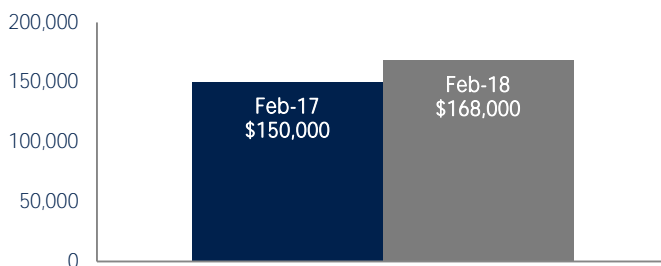
Active Inventory

Versus last year, the total number of homes available this month is lower by 357 units or 29%. The total number of active inventory this February was 881 compared to 1,238 in February 2017. This month's total of 881 is lower than the previous month's total supply of available inventory of 897, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Lynchburg Area Homes was \$150,000. This February, the median sale price was \$168,000, an increase of 12% or \$18,000 compared to last year. The current median sold price is 12% higher than in January.

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.

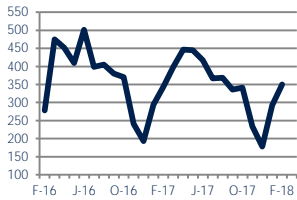
Information included in this report is based on data supplied by LAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of LAR or Long & Foster Real Estate, Inc.





New Listings

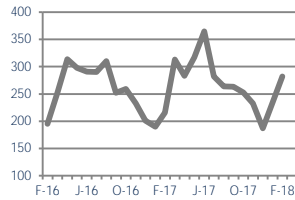
350



Up 2%
Vs. Year Ago

Current Contracts

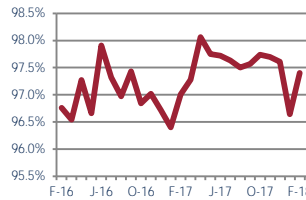
282



Up 31%
Vs. Year Ago

Sold Vs. List Price

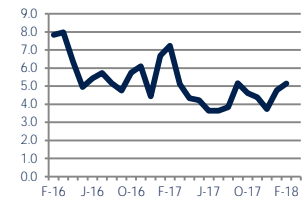
97.4%



No Change
Vs. Year Ago

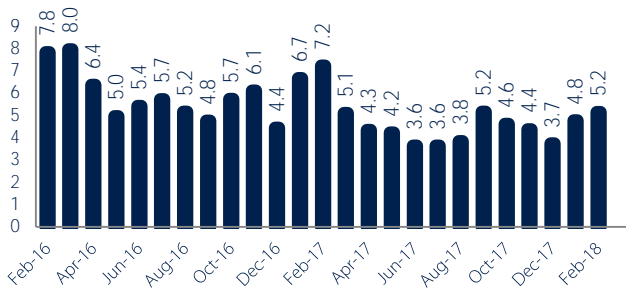
Months of Supply

5.2



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

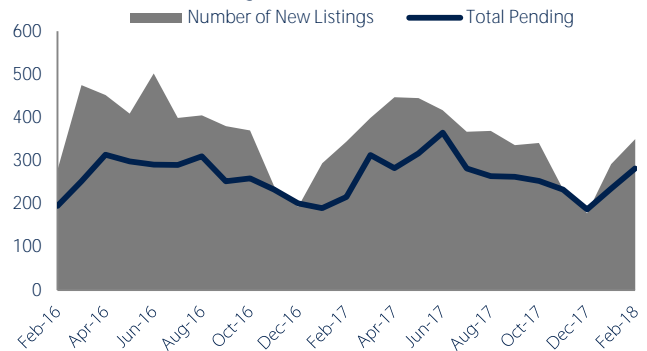
In February, there was 5.2 months of supply available in Lynchburg Area, compared to 7.2 in February 2017. That is a decrease of 29% versus a year ago.

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.

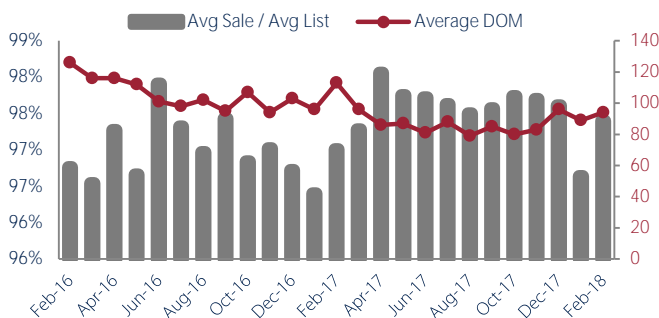
New Listings & Current Contracts

This month there were 350 homes newly listed for sale in Lynchburg Area compared to 344 in February 2017, an increase of 2%. There were 282 current contracts pending sale this February compared to 216 a year ago. The number of current contracts is 31% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Lynchburg Area was 97.4% 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 94, lower than the average last year, which was 113, a decrease of 17%.



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