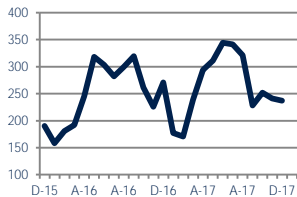




Units Sold

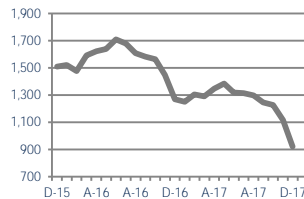
237



Down -13%
Vs. Year Ago

Active Inventory

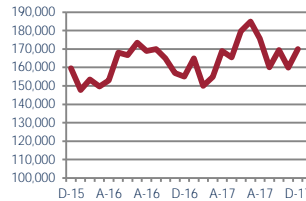
923



Down -27%
Vs. Year Ago

Median Sale Price

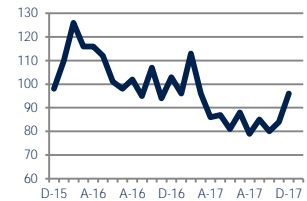
\$169,900



Up 10%
Vs. Year Ago

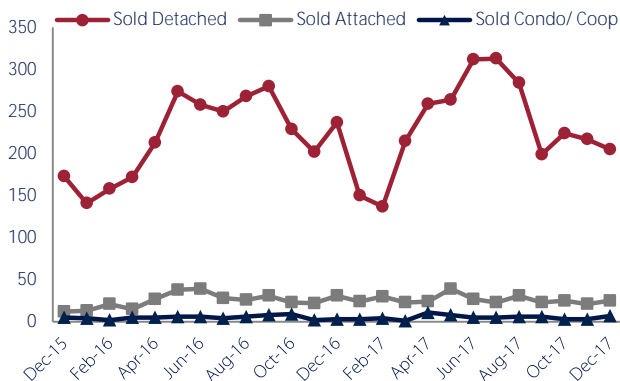
Days On Market

96



Down -7%
Vs. Year Ago

Units Sold*



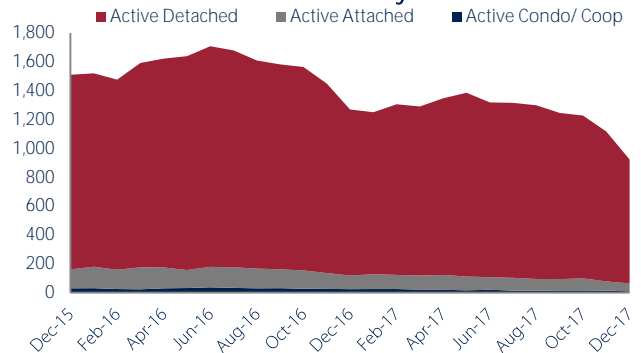
Units Sold

There was a decrease in total units sold in December, with 237 sold this month in Lynchburg Area versus 241 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 13% versus December 2016.

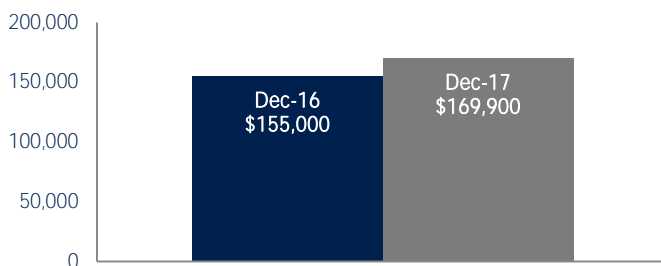
Active Inventory

Versus last year, the total number of homes available this month is lower by 347 units or 27%. The total number of active inventory this December was 923 compared to 1,270 in December 2016. This month's total of 923 is lower than the previous month's total supply of available inventory of 1,117, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Lynchburg Area Homes was \$155,000. This December, the median sale price was \$169,900, an increase of 10% or \$14,900 compared to last year. The current median sold price is 6% 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.



*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.

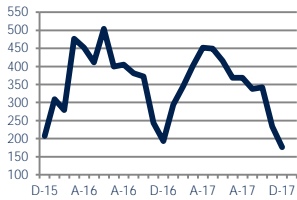
Information included in this report is based on data supplied by LAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

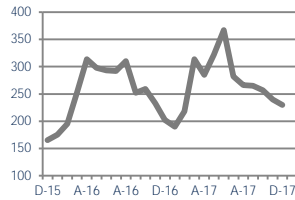
176



Down -9%
Vs. Year Ago

Current Contracts

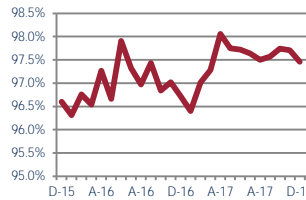
230



Up 14%
Vs. Year Ago

Sold Vs. List Price

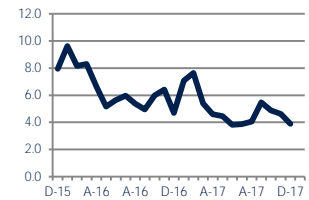
97.5%



Up 0.8%
Vs. Year Ago

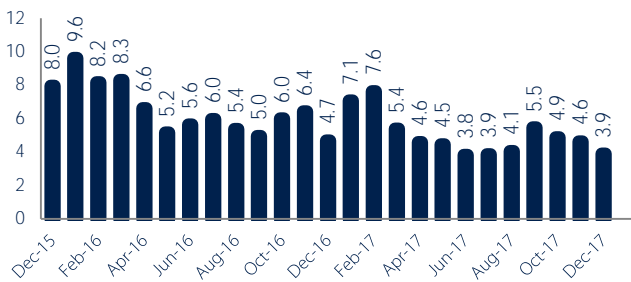
Months of Supply

3.9



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

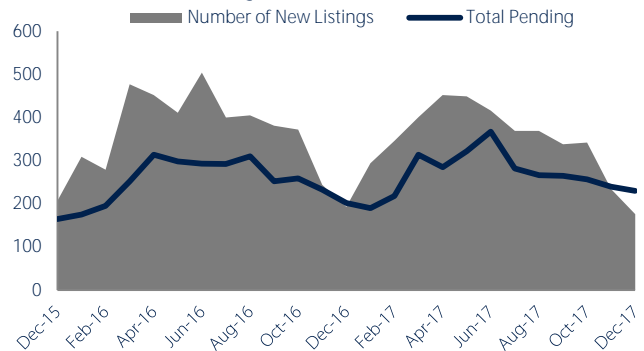
In December, there was 3.9 months of supply available in Lynchburg Area, compared to 4.7 in December 2016. That is a decrease of 17% versus a year ago.

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.

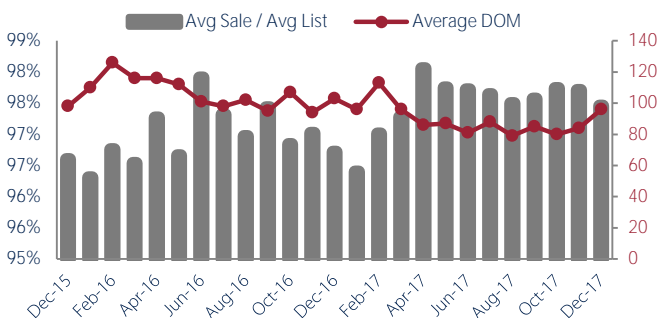
New Listings & Current Contracts

This month there were 176 homes newly listed for sale in Lynchburg Area compared to 193 in December 2016, a decrease of 9%. There were 230 current contracts pending sale this December compared to 202 a year ago. The number of current contracts is 14% 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 Area was 97.5% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 96, lower than the average last year, which was 103, a decrease of 7%.



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