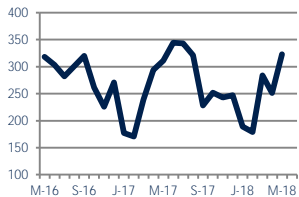




Units Sold

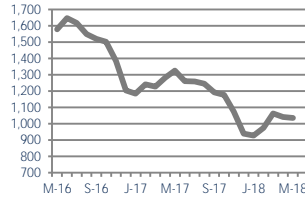
323



Up 4%
Vs. Year Ago

Active Inventory

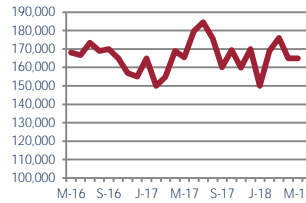
1,036



Down -22%
Vs. Year Ago

Median Sale Price

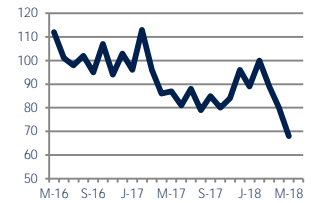
\$165,000



No Change
Vs. Year Ago

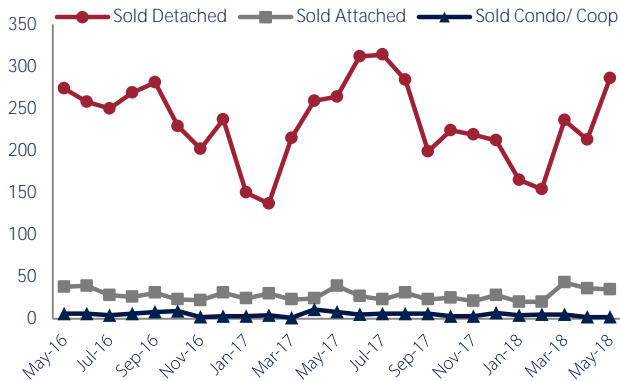
Days On Market

68



Down -22%
Vs. Year Ago

Units Sold*



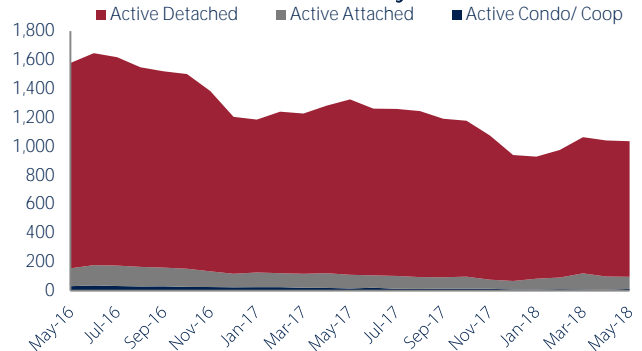
Units Sold

There was an increase in total units sold in May, with 323 sold this month in Lynchburg Area versus 251 last month, an increase of 29%. This month's total units sold was higher than at this time last year, an increase of 4% versus May 2017.

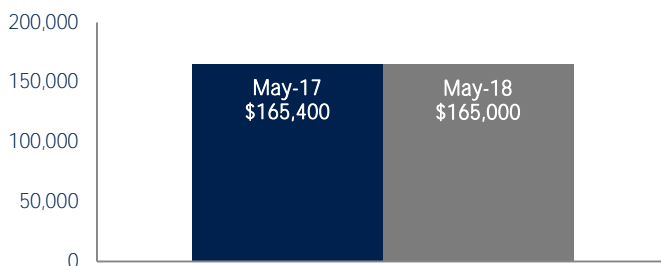
Active Inventory

Versus last year, the total number of homes available this month is lower by 290 units or 22%. The total number of active inventory this May was 1036 compared to 1,326 in May 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Lynchburg Area Homes was \$165,400. This May, the median sale price was approximately the same at \$165,000. The current median sold price is also similar to the median price in April.

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

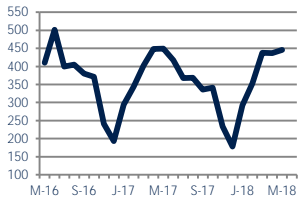
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

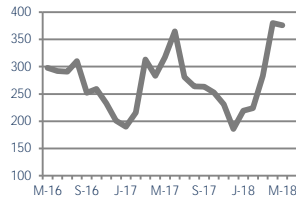
446



Down -1%
Vs. Year Ago

Current Contracts

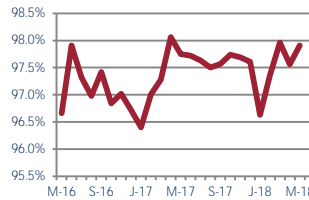
376



Up 19%
Vs. Year Ago

Sold Vs. List Price

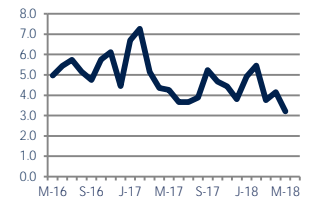
97.9%



No Change
Vs. Year Ago

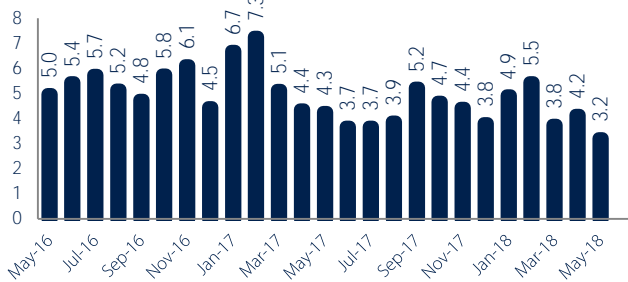
Months of Supply

3.2



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

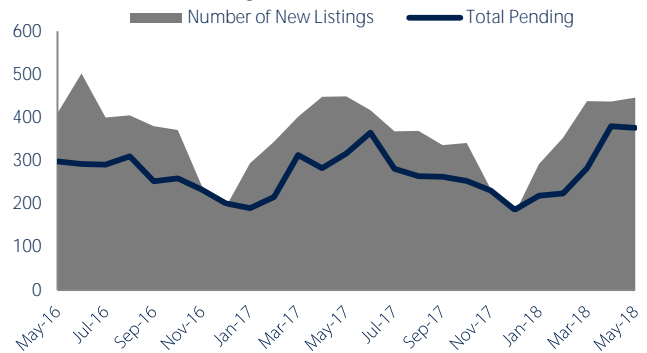
In May, there was 3.2 months of supply available in Lynchburg Area, compared to 4.3 in May 2017. That is a decrease of 25% versus a year ago.

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.

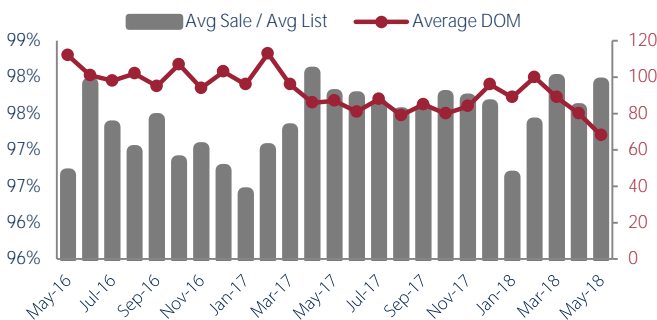
New Listings & Current Contracts

This month there were 446 homes newly listed for sale in Lynchburg Area compared to 449 in May 2017, a decrease of 1%. There were 376 current contracts pending sale this May compared to 317 a year ago. The number of current contracts is 19% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Lynchburg Area was 97.9% 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 68, lower than the average last year, which was 87, a decrease of 22%.



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