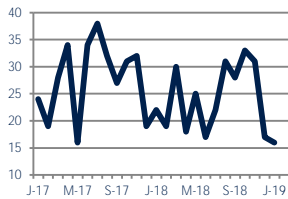


### Units Sold

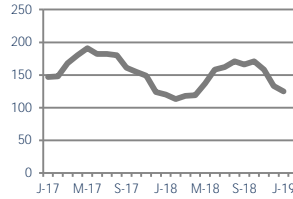
16



Down -27%  
Vs. Year Ago

### Active Inventory

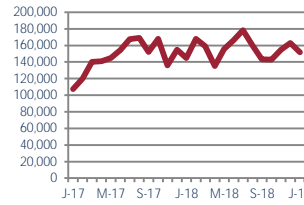
125



Up 4%  
Vs. Year Ago

### Median Sale Price

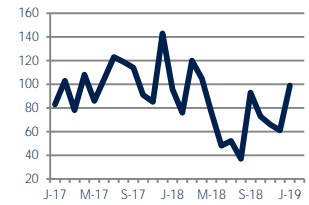
\$151,900



Up 5%  
Vs. Year Ago

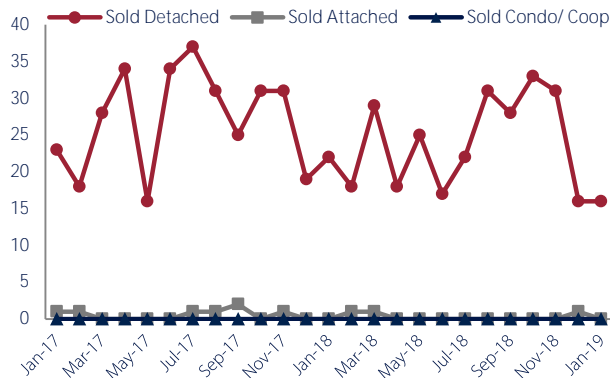
### Days On Market

99



Up 3%  
Vs. Year Ago

### Units Sold\*



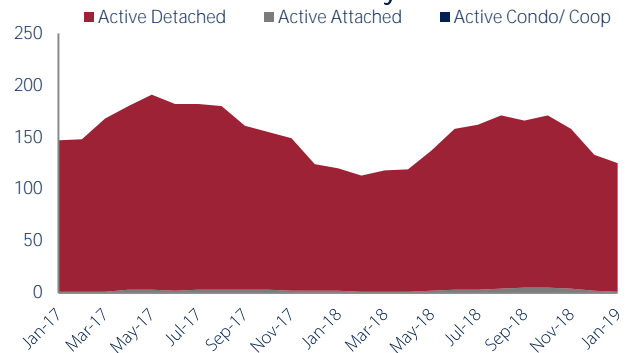
### Units Sold

There was a decrease in total units sold in January, with 16 sold this month in Amherst County versus 17 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 27% versus January 2018.

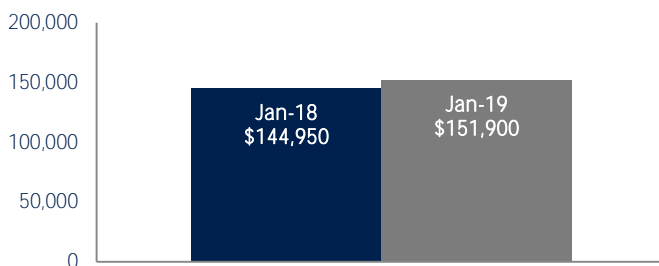
### Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 4%. The total number of active inventory this January was 125 compared to 120 in January 2018. This month's total of 125 is lower than the previous month's total supply of available inventory of 133, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Amherst County Homes was \$144,950. This January, the median sale price was \$151,900, an increase of 5% or \$6,950 compared to last year. The current median sold price is 7% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

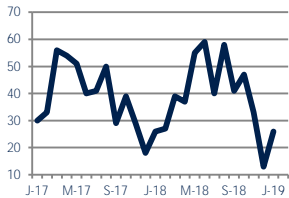


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and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

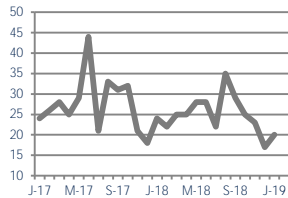
26



No Change  
Vs. Year Ago

### Current Contracts

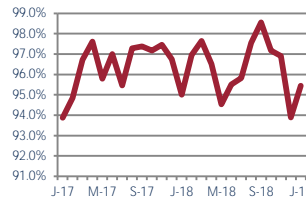
20



Down -17%  
Vs. Year Ago

### Sold Vs. List Price

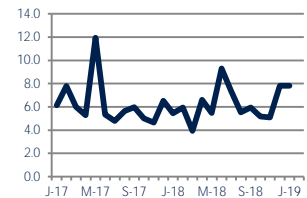
95.4%



No Change  
Vs. Year Ago

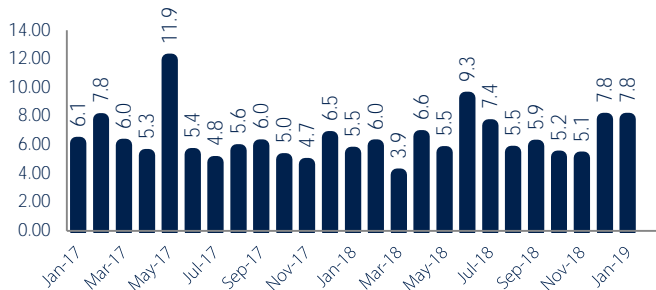
### Months of Supply

7.8



Up 43%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

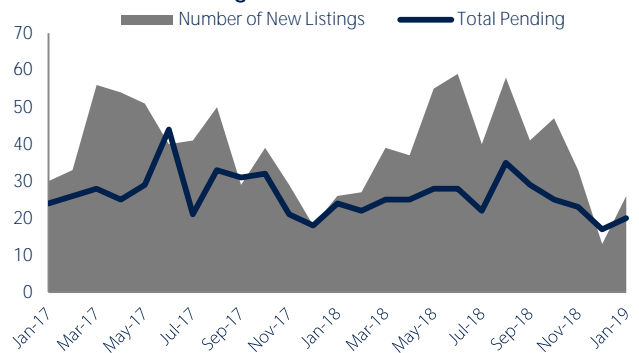
In January, there was 7.8 months of supply available in Amherst County, compared to 5.5 in January 2018. That is an increase of 43% versus a year ago.

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.

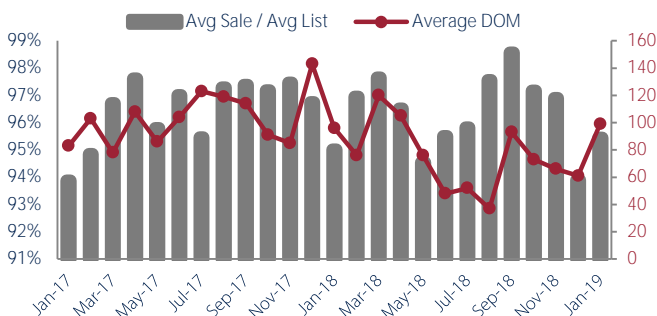
### New Listings & Current Contracts

This month there were 26 homes newly listed for sale in Amherst County, which is similar to the amount in January 2018. There were 20 current contracts pending sale this January compared to 24 a year ago. The number of current contracts is 17% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Amherst County was 95.4% 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 99, higher than the average last year, which was 96, an increase of 3%.



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