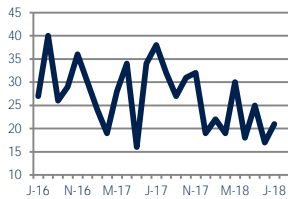


Units Sold

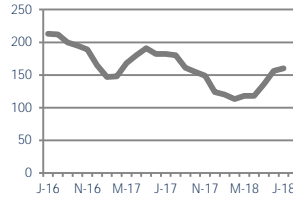
21



Down
Vs. Year Ago

Active Inventory

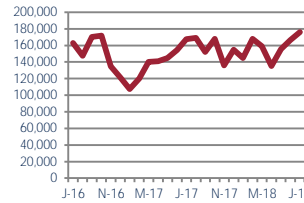
160



Down -12%
Vs. Year Ago

Median Sale Price

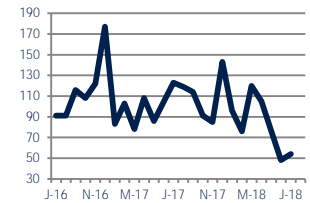
\$176,000



Up 5%
Vs. Year Ago

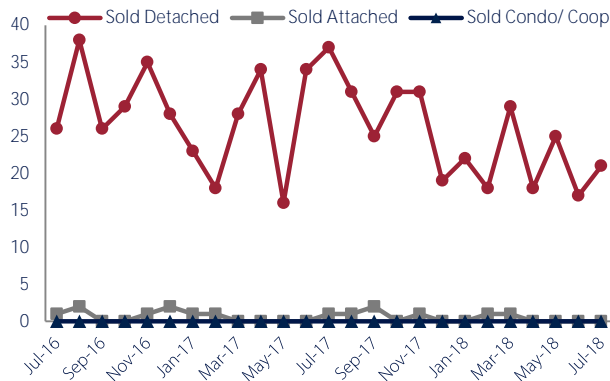
Days On Market

54



Down
Vs. Year Ago

Units Sold*



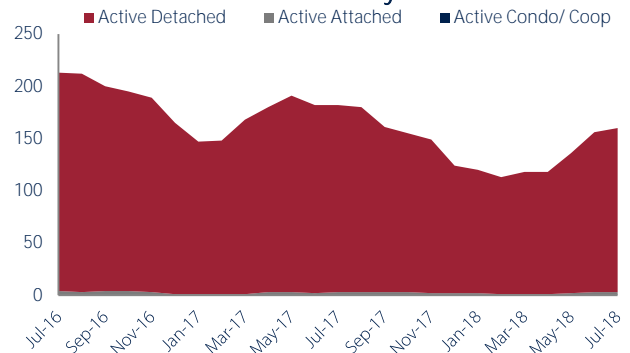
Units Sold

With relatively few transactions, there was an increase in total units sold in July, with 21 sold this month in Amherst County. This month's total units sold was lower than at this time last year, a decrease from July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 12%. The total number of active inventory this July was 160 compared to 182 in July 2017. This month's total of 160 is higher than the previous month's total supply of available inventory of 156, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Amherst County Homes was \$167,400. This July, the median sale price was \$176,000, an increase of 5% or \$8,600 compared to last year. The current median sold price is 6% higher than in June.

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



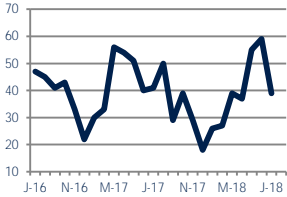
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

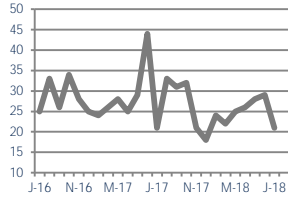
39



Down -5%
Vs. Year Ago

Current Contracts

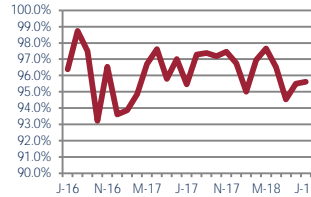
21



No Change
Vs. Year Ago

Sold Vs. List Price

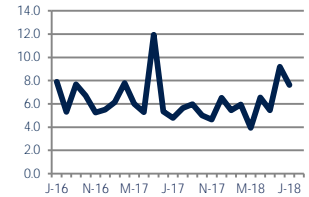
95.6%



No Change
Vs. Year Ago

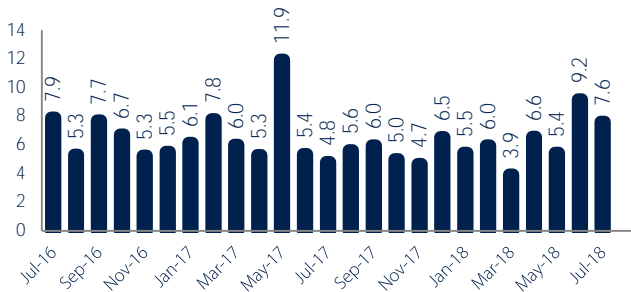
Months of Supply

7.6



Up 59%
Vs. Year Ago

Months Of Supply



Months of Supply

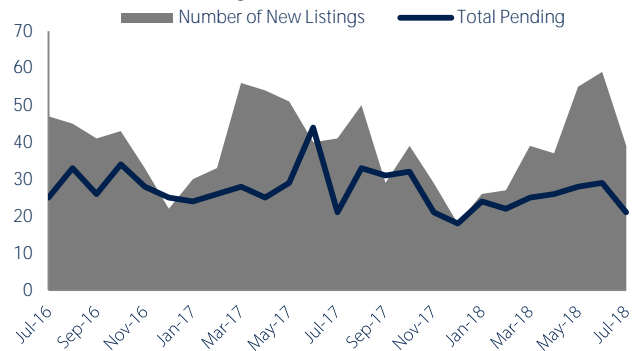
In July, there was 7.6 months of supply available in Amherst County, compared to 4.8 in July 2017. That is an increase of 59% versus a year ago.

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.

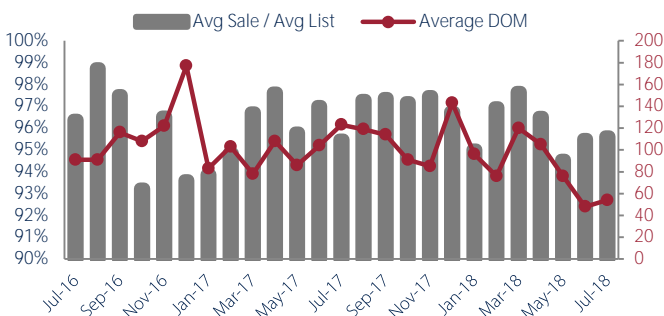
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Amherst County compared to 41 in July 2017, a decrease of 5%. There were 21 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 28% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Amherst County was 95.6% 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 54, lower than the average last year, which was 123. This decrease was impacted by the limited number of sales.



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