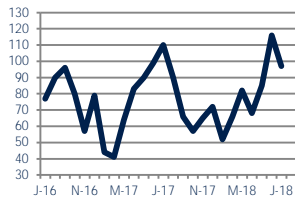


### Units Sold

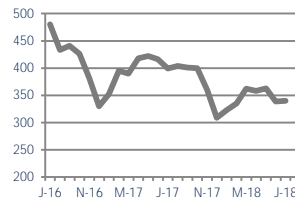
97



Down -12%  
Vs. Year Ago

### Active Inventory

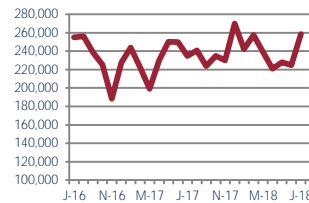
340



Down -15%  
Vs. Year Ago

### Median Sale Price

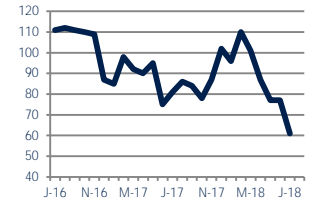
\$258,450



Up 10%  
Vs. Year Ago

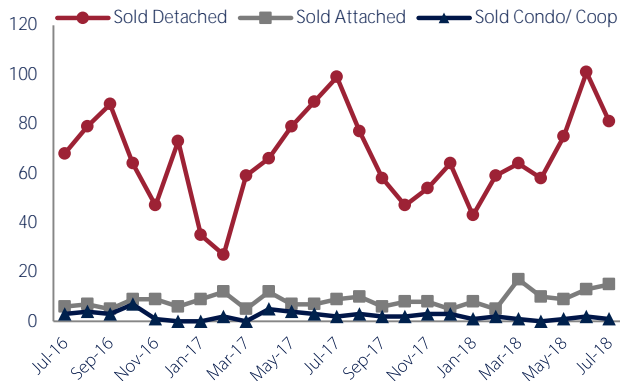
### Days On Market

61



Down -25%  
Vs. Year Ago

### Units Sold\*



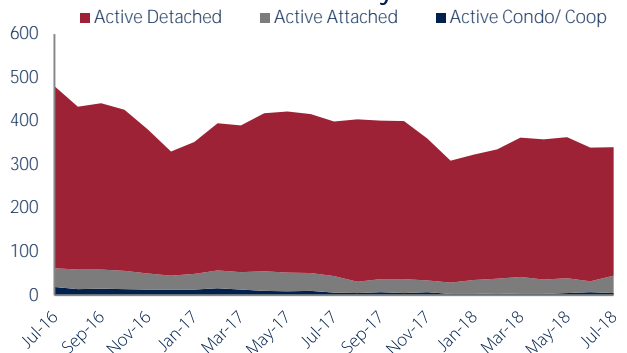
### Units Sold

There was a decrease in total units sold in July, with 97 sold this month in Bedford County versus 116 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 12% versus July 2017.

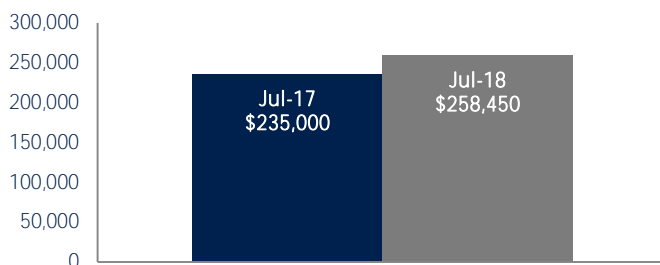
### Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 15%. The total number of active inventory this July was 340 compared to 399 in July 2017. This month's supply remained stable as compared to last month.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Bedford County Homes was \$235,000. This July, the median sale price was \$258,450, an increase of 10% or \$23,450 compared to last year. The current median sold price is 15% 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.

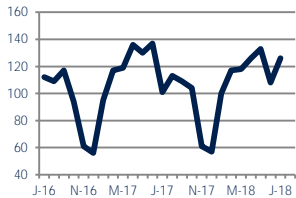


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and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

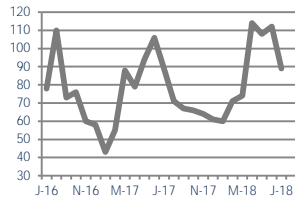
126



Up 25%  
Vs. Year Ago

### Current Contracts

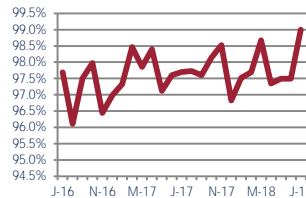
89



No Change  
Vs. Year Ago

### Sold Vs. List Price

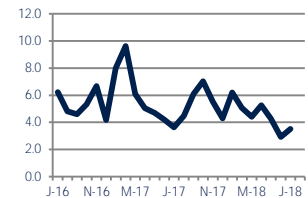
99.0%



Up 1.3%  
Vs. Year Ago

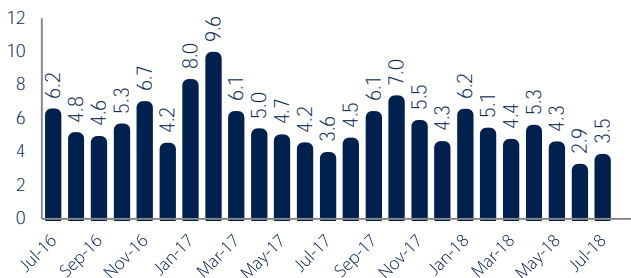
### Months of Supply

3.5



Down -3%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

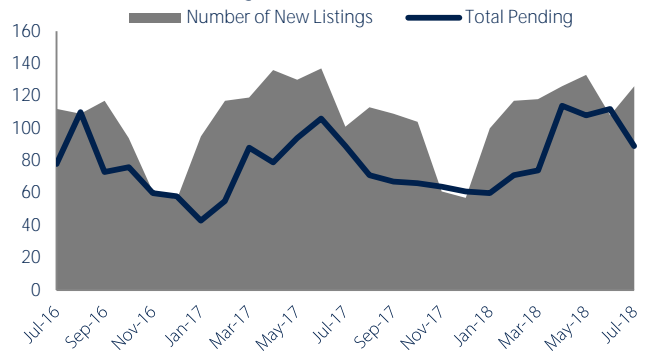
In July, there was 3.5 months of supply available in Bedford County, compared to 3.6 in July 2017. That is a decrease of 3% versus a year ago.

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.

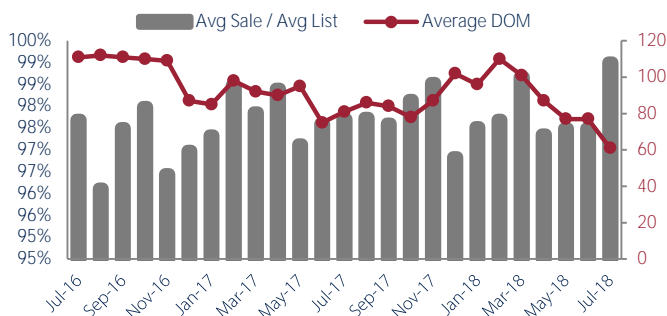
### New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Bedford County compared to 101 in July 2017, an increase of 25%. There were 89 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 21% 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 Bedford County was 99.0% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 61, lower than the average last year, which was 81, a decrease of 25%.



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