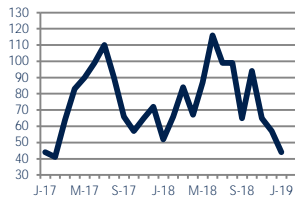


Units Sold

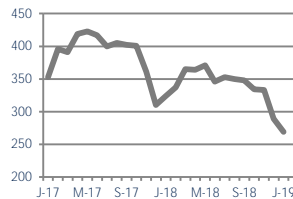
44



Down -15%
Vs. Year Ago

Active Inventory

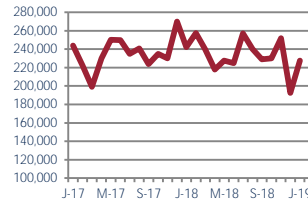
269



Down -17%
Vs. Year Ago

Median Sale Price

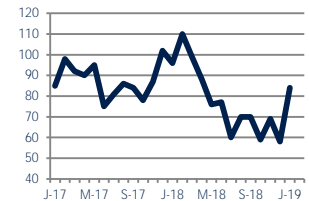
\$227,500



Down -6%
Vs. Year Ago

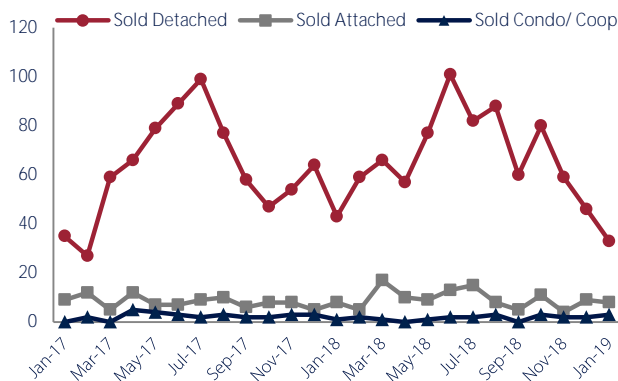
Days On Market

84



Down -13%
Vs. Year Ago

Units Sold*



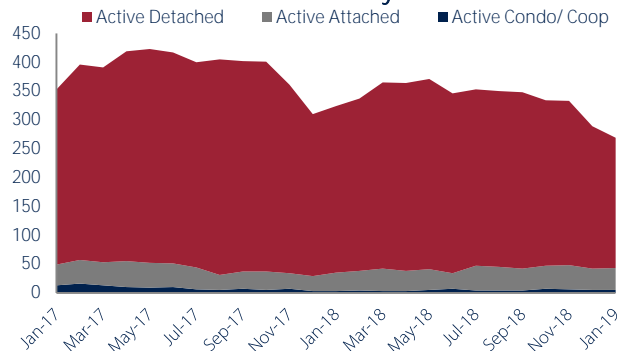
Units Sold

There was a decrease in total units sold in January, with 44 sold this month in Bedford County versus 57 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 15% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 17%. The total number of active inventory this January was 269 compared to 324 in January 2018. This month's total of 269 is lower than the previous month's total supply of available inventory of 289, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Bedford County Homes was \$242,000. This January, the median sale price was \$227,500, a decrease of 6% or \$14,500 compared to last year. The current median sold price is 18% higher 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.



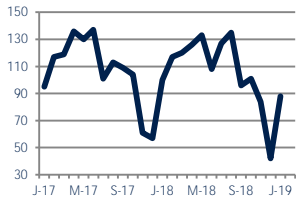
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by LAR and its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

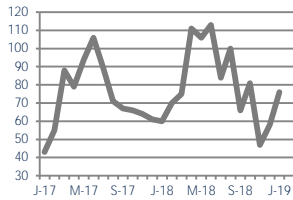
88



Down -12%
Vs. Year Ago

Current Contracts

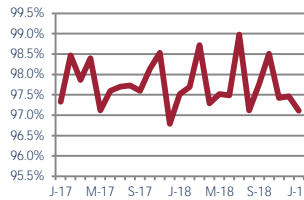
76



Up 27%
Vs. Year Ago

Sold Vs. List Price

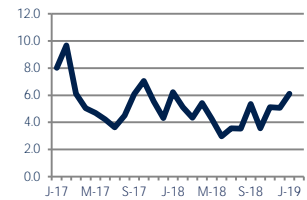
97.1%



No Change
Vs. Year Ago

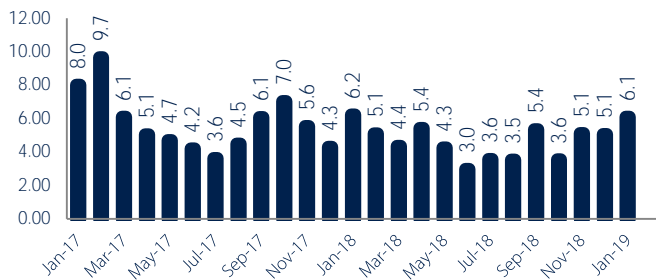
Months of Supply

6.1



Down -2%
Vs. Year Ago

Months Of Supply



Months of Supply

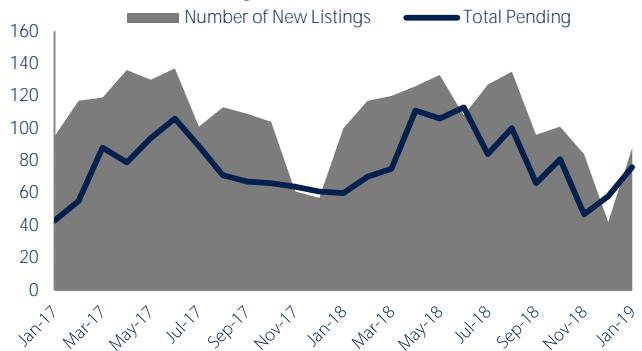
In January, there was 6.1 months of supply available in Bedford County, compared to 6.2 in January 2018. That is a decrease of 2% versus a year ago.

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.

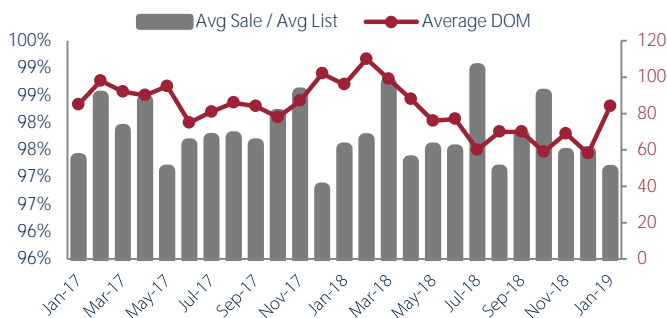
New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Bedford County compared to 100 in January 2018, a decrease of 12%. There were 76 current contracts pending sale this January compared to 60 a year ago. The number of current contracts is 27% higher 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 Bedford County was 97.1% 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 84, lower than the average last year, which was 96, a decrease of 13%.



*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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