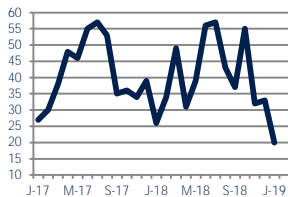


Zip Code(s): 24551

Units Sold

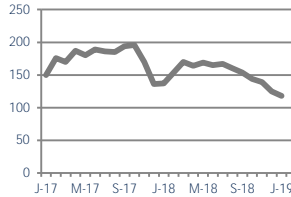
20



Down
Vs. Year Ago

Active Inventory

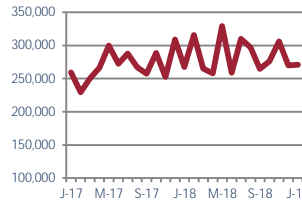
118



Down -14%
Vs. Year Ago

Median Sale Price

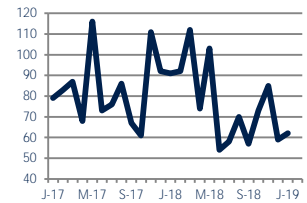
\$271,000



Up 1%
Vs. Year Ago

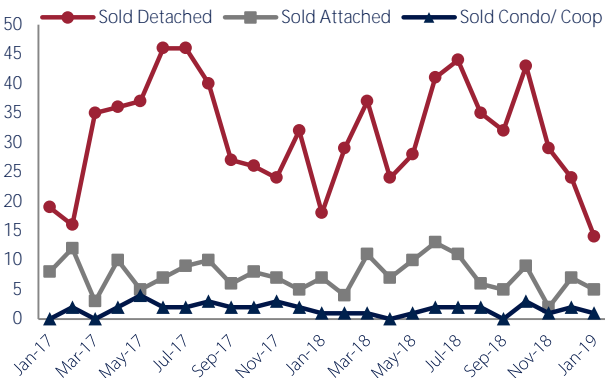
Days On Market

62



Down -32%
Vs. Year Ago

Units Sold*



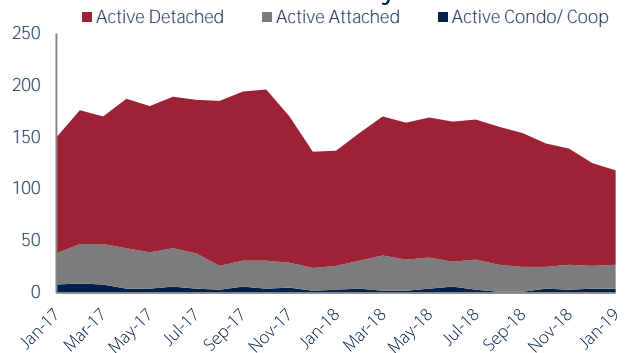
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 20 sold this month in Forest. This month's total units sold was lower than at this time last year, a decrease from January 2018.

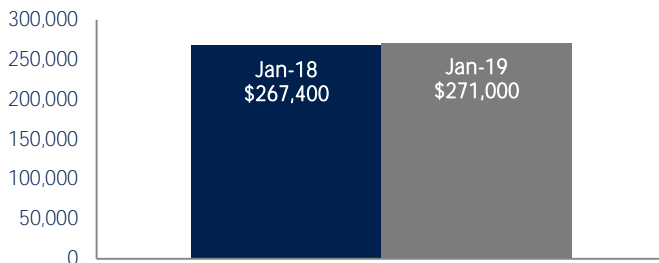
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 14%. The total number of active inventory this January was 118 compared to 137 in January 2018. This month's total of 118 is lower than the previous month's total supply of available inventory of 125, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Forest Homes was \$267,400. This January, the median sale price was \$271,000, an increase of 1% or \$3,600 compared to last year. The current median sold price is approximately the same as the median price in December.

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

Forest are defined as properties listed in zip code/s 24551.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

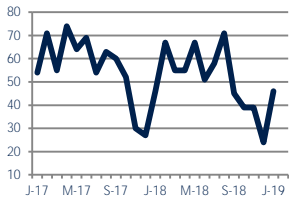




Zip Code(s): 24551

New Listings

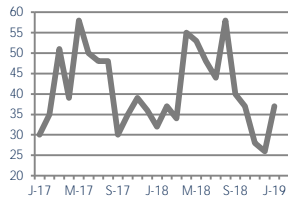
46



No Change
Vs. Year Ago

Current Contracts

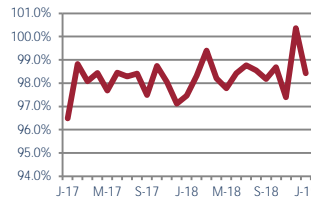
37



Up 16%
Vs. Year Ago

Sold Vs. List Price

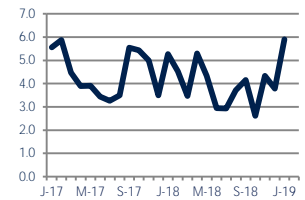
98.4%



Up 1%
Vs. Year Ago

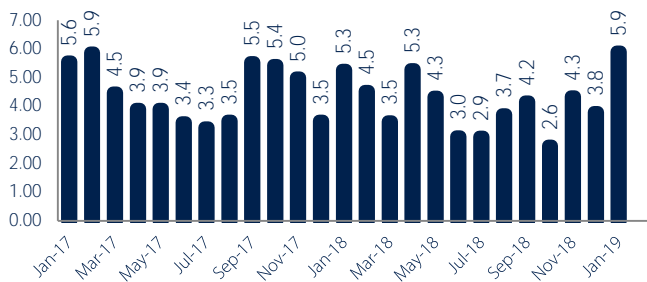
Months of Supply

5.9



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

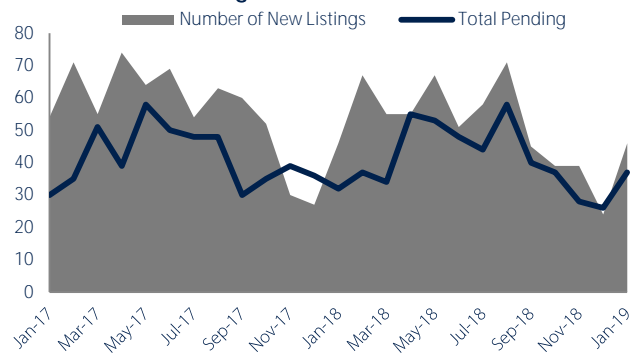
In January, there was 5.9 months of supply available in Forest, compared to 5.3 in January 2018. That is an increase of 12% versus a year ago.

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.

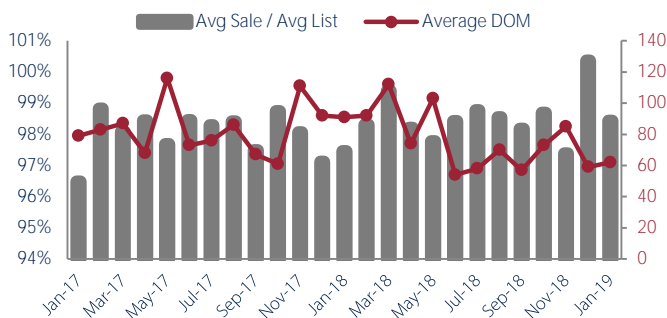
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Forest, which is similar to the amount in January 2018. There were 37 current contracts pending sale this January compared to 32 a year ago. The number of current contracts is 16% 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 Forest was 98.4% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 91, a decrease of 32%.



Forest are defined as properties listed in zip code/s 24551.

*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.

