

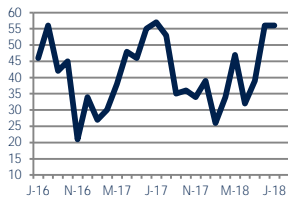
Focus On: Forest Housing Market

July 2018

Zip Code(s): 24551

Units Sold

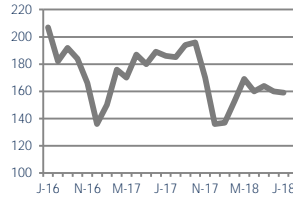
56



Down -2%
Vs. Year Ago

Active Inventory

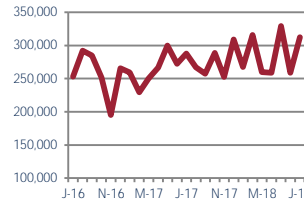
159



Down -15%
Vs. Year Ago

Median Sale Price

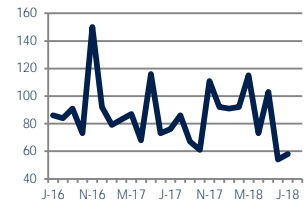
\$312,450



Up 8%
Vs. Year Ago

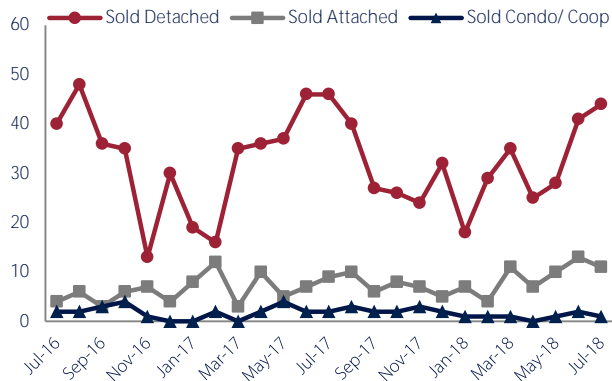
Days On Market

58



Down -24%
Vs. Year Ago

Units Sold*



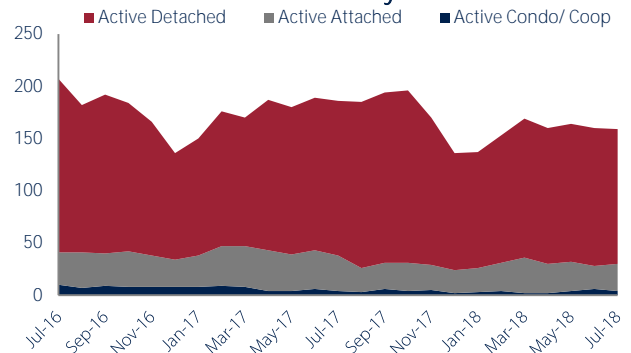
Units Sold

The number of units sold remained stable in July, with 56 sold this month in Forest. This month's total units sold was lower than at this time last year, a decrease of 2% versus July 2017.

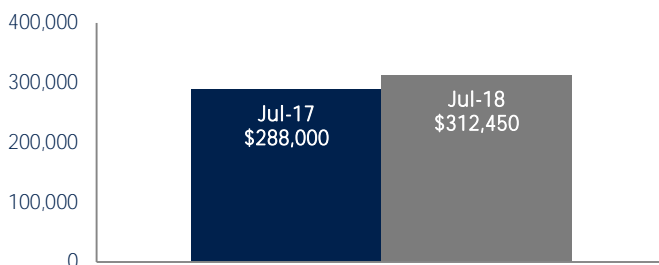
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 15%. The total number of active inventory this July was 159 compared to 186 in July 2017. This month's total of 159 is lower than the previous month's total supply of available inventory of 160, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Forest Homes was \$288,000. This July, the median sale price was \$312,450, an increase of 8% or \$24,450 compared to last year. The current median sold price is 21% 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.

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





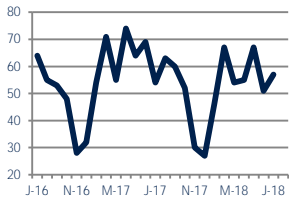
Focus On: Forest Housing Market

July 2018

Zip Code(s): 24551

New Listings

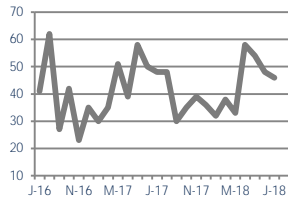
57



Up 6%
Vs. Year Ago

Current Contracts

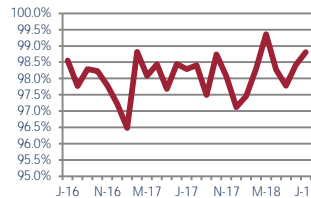
46



Down -4%
Vs. Year Ago

Sold Vs. List Price

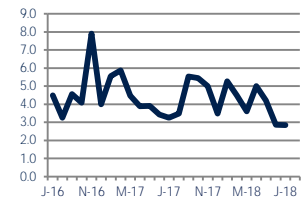
98.8%



Up 0.5%
Vs. Year Ago

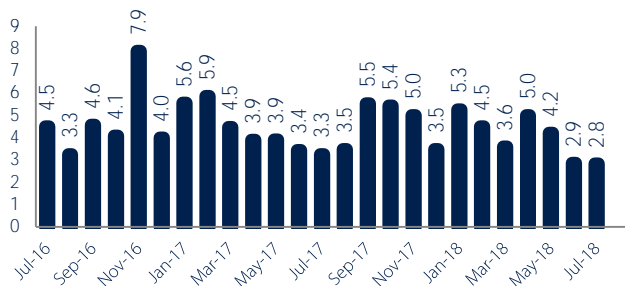
Months of Supply

2.8



Down -13%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

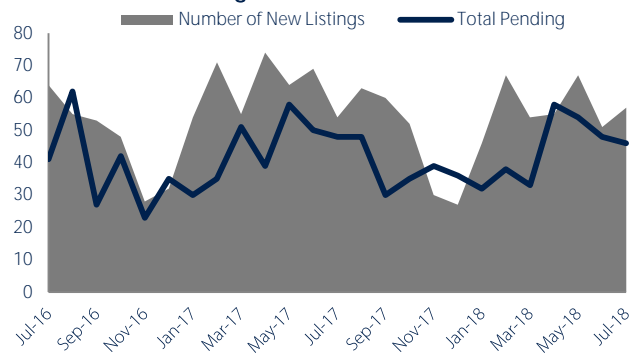
This month there were 57 homes newly listed for sale in Forest compared to 54 in July 2017, an increase of 6%. There were 46 current contracts pending sale this July compared to 48 a year ago. The number of current contracts is 4% lower than last July.

Months of Supply

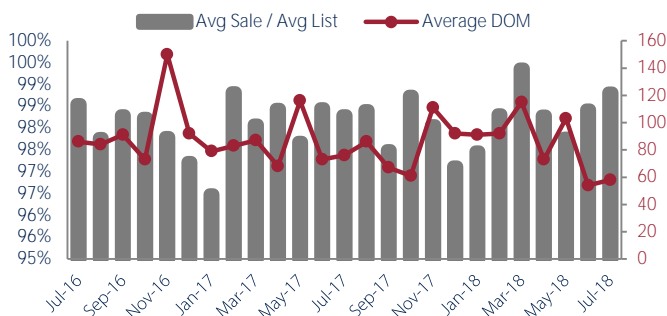
In July, there was 2.8 months of supply available in Forest, compared to 3.3 in July 2017. That is a decrease of 13% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Forest was 98.8% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 76, a decrease of 24%.



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