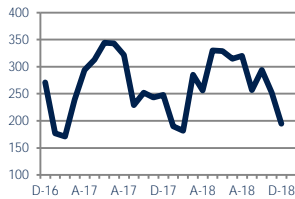
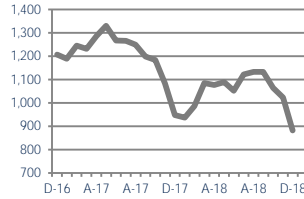


### Units Sold 195



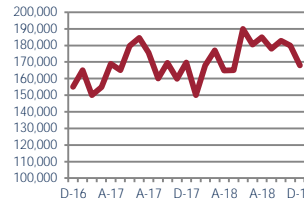
Down -21%  
Vs. Year Ago

### Active Inventory 883



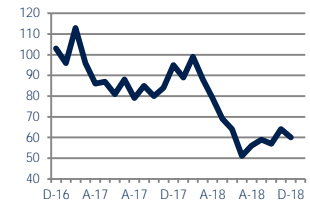
Down -7%  
Vs. Year Ago

### Median Sale Price \$168,000



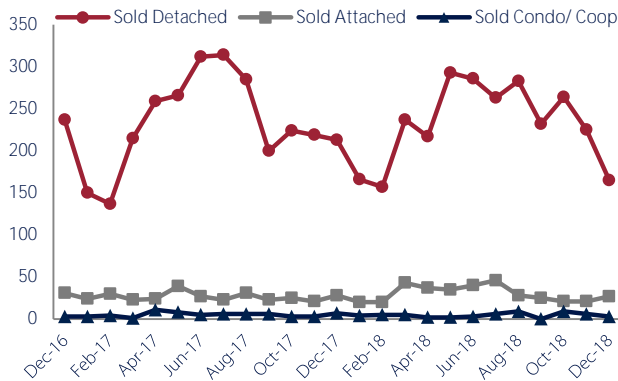
Down -1%  
Vs. Year Ago

### Days On Market 60



Down -37%  
Vs. Year Ago

### Units Sold\*



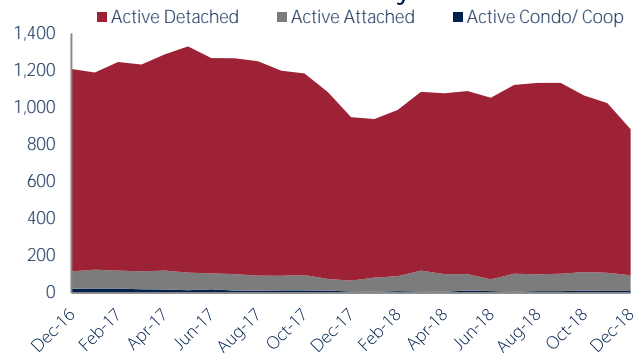
### Units Sold

There was a decrease in total units sold in December, with 195 sold this month in Lynchburg Area versus 252 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 21% versus December 2017.

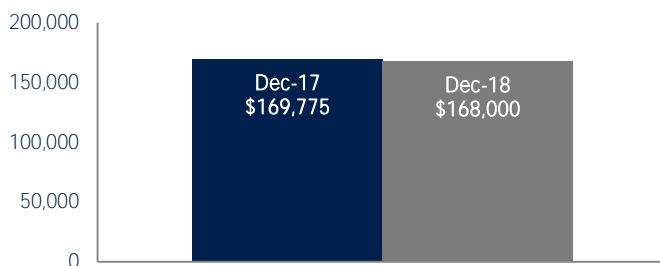
### Active Inventory

Versus last year, the total number of homes available this month is lower by 65 units or 7%. The total number of active inventory this December was 883 compared to 948 in December 2017. This month's total of 883 is lower than the previous month's total supply of available inventory of 1,024, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Lynchburg Area Homes was \$169,775. This December, the median sale price was \$168,000, a decrease of 1% or \$1,775 compared to last year. The current median sold price is 7% lower than in November.

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



\*Defined as the counties of Amherst, Appomattox, Bedford County, Campbell, and the cities of Bedford and Lynchburg in VA

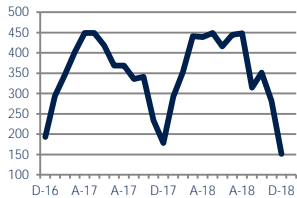
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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### New Listings

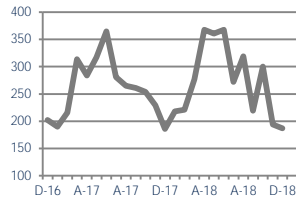
151



**Down -15%**  
Vs. Year Ago

### Current Contracts

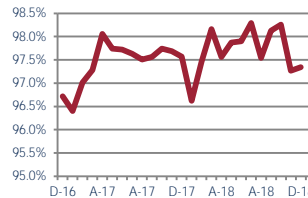
187



**Up 1%**  
Vs. Year Ago

### Sold Vs. List Price

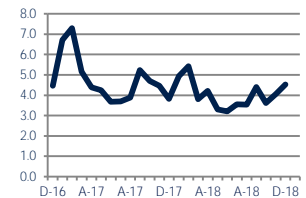
97.3%



**No Change**  
Vs. Year Ago

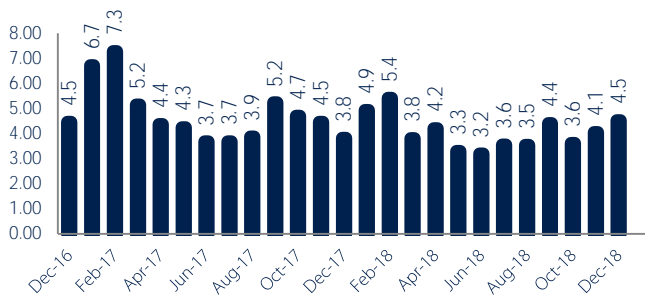
### Months of Supply

4.5



**Up 19%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

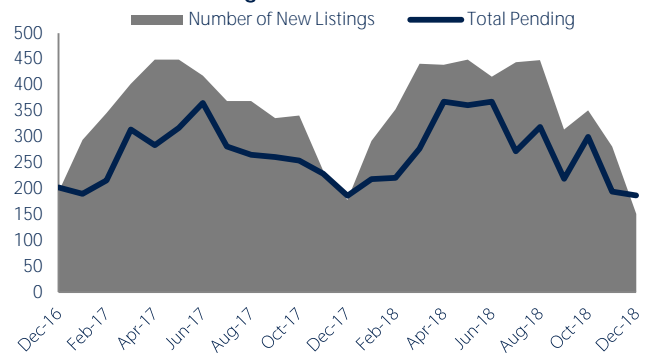
In December, there was 4.5 months of supply available in Lynchburg Area, compared to 3.8 in December 2017. That is an increase of 18% versus a year ago.

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.

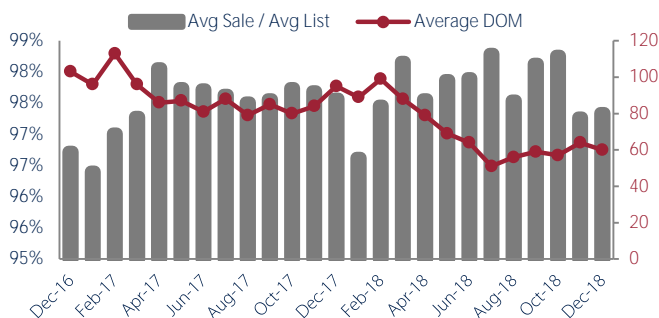
### New Listings & Current Contracts

This month there were 151 homes newly listed for sale in Lynchburg Area compared to 178 in December 2017, a decrease of 15%. There were 187 current contracts pending sale this December compared to 186 a year ago. The number of current contracts is 1% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Lynchburg Area was 97.3% 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 60, lower than the average last year, which was 95, a decrease of 37%.



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