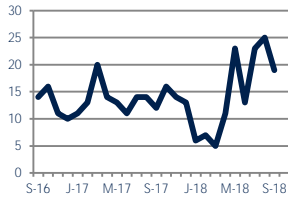


Units Sold

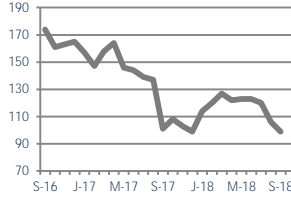
19



Up
Vs. Year Ago

Active Inventory

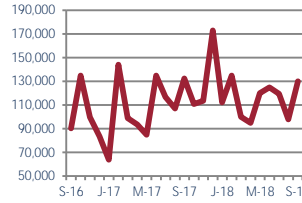
99



Down -2%
Vs. Year Ago

Median Sale Price

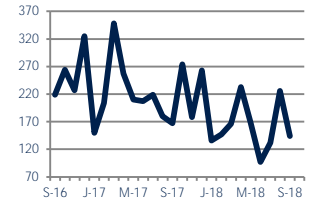
\$130,000



Down
Vs. Year Ago

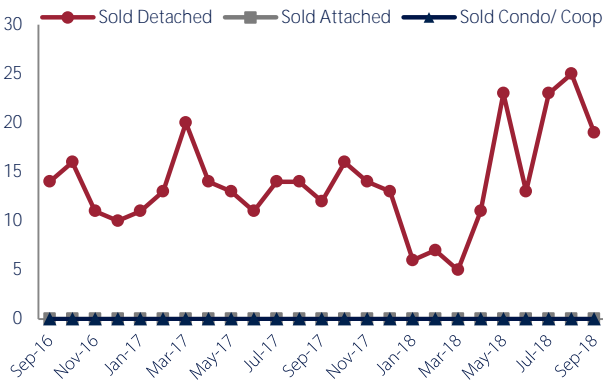
Days On Market

144



Down -14%
Vs. Year Ago

Units Sold*



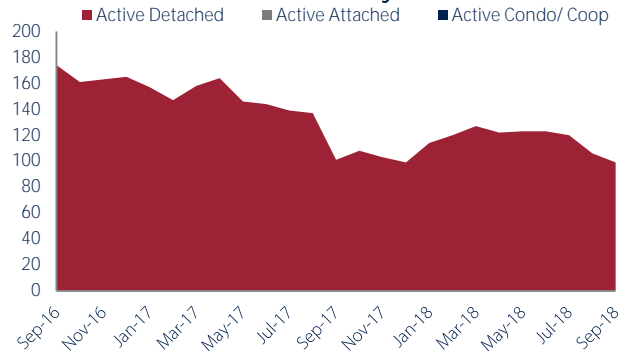
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 19 sold this month in Halifax County. This month's total units sold was higher than at this time last year, an increase from September 2017.

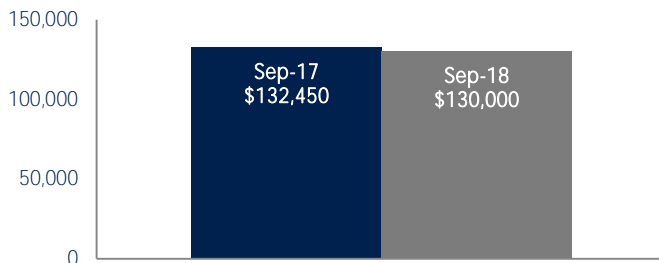
Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 2%. The total number of active inventory this September was 99 compared to 101 in September 2017. This month's total of 99 is lower than the previous month's total supply of available inventory of 106, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Halifax County Homes was \$132,450. This September, the median sale price was \$130,000, a decrease of \$2,450 compared to last year. The current median sold price is higher than in August.

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

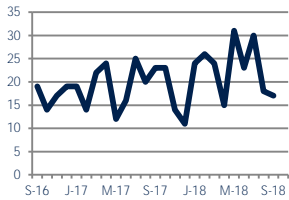


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SPLLBR and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



New Listings

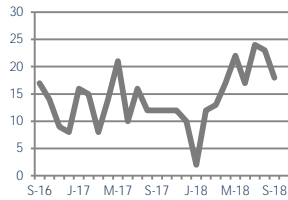
17



Down -26%
Vs. Year Ago

Current Contracts

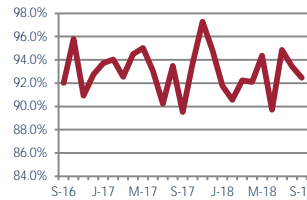
18



Up 50%
Vs. Year Ago

Sold Vs. List Price

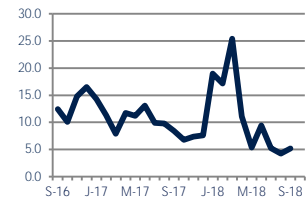
92.5%



Up 3.3%
Vs. Year Ago

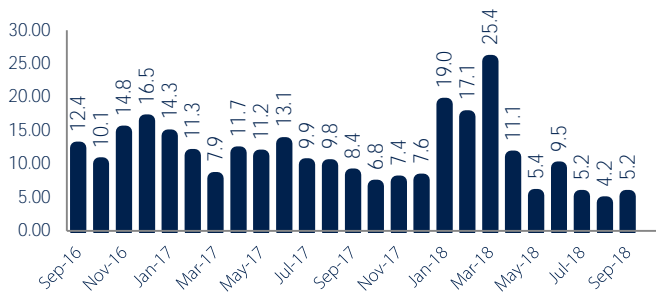
Months of Supply

5.2



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

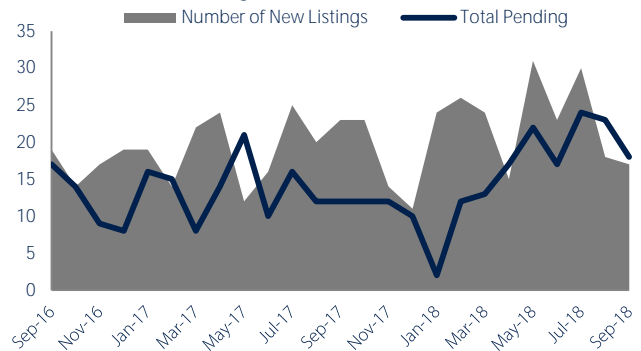
In September, there was 5.2 months of supply available in Halifax County, compared to 8.4 in September 2017. That is a decrease of 38% versus a year ago.

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.

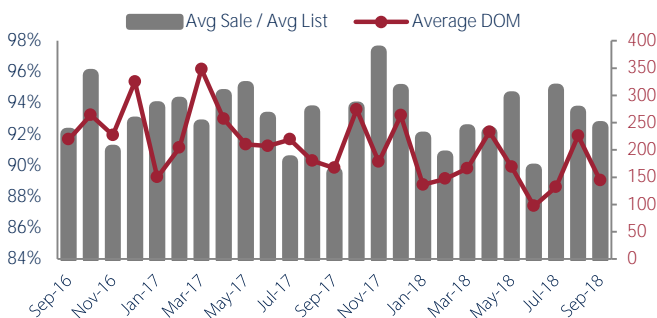
New Listings & Current Contracts

This month there were 17 homes newly listed for sale in Halifax County compared to 23 in September 2017, a decrease of 26%. There were 18 current contracts pending sale this September compared to 12 a year ago. The number of current contracts is 50% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Halifax County was 92.5% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 144, lower than the average last year, which was 167, a decrease of 14%.



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