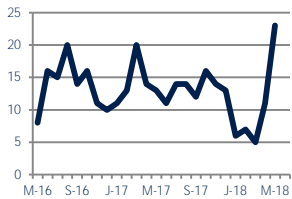




Units Sold

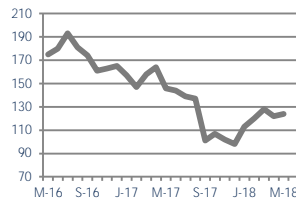
23



Up
Vs. Year Ago

Active Inventory

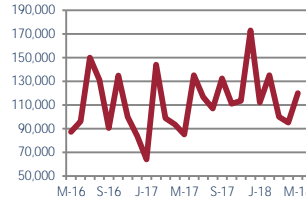
124



Down -15%
Vs. Year Ago

Median Sale Price

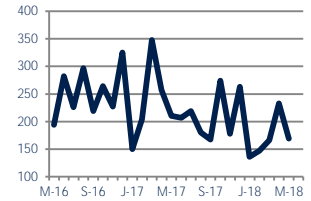
\$120,000



Up
Vs. Year Ago

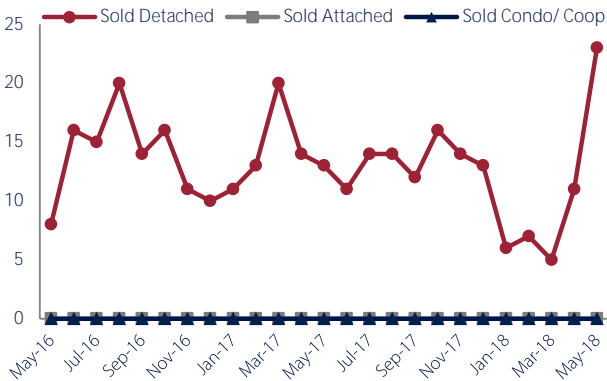
Days On Market

169



Down -20%
Vs. Year Ago

Units Sold*



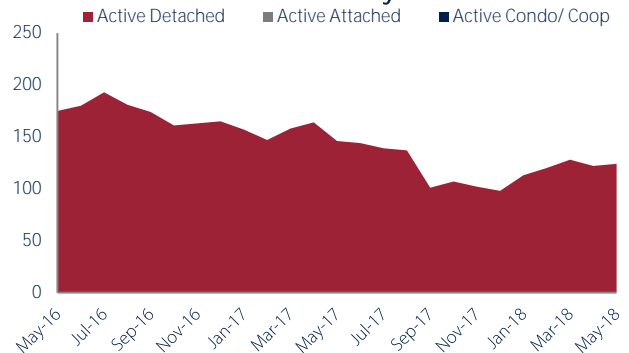
Units Sold

With relatively few transactions, there was an increase in total units sold in May, with 23 sold this month in Halifax County. This month's total units sold was higher than at this time last year, an increase from May 2017.

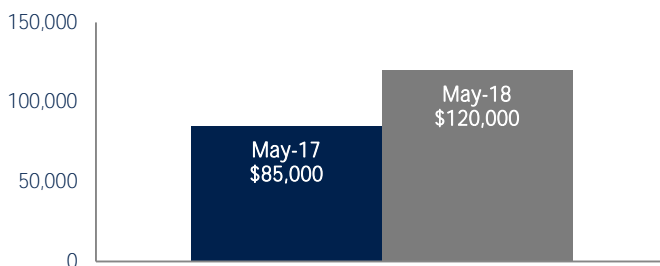
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 15%. The total number of active inventory this May was 124 compared to 146 in May 2017. This month's total of 124 is higher than the previous month's total supply of available inventory of 122, an increase of 2%.

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 May, the median sale price for Halifax County Homes was \$85,000. This May, the median sale price was \$120,000, an increase of \$35,000 compared to last year. The current median sold price is higher than in April.

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

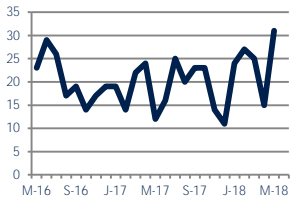


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SPPLBR and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



New Listings

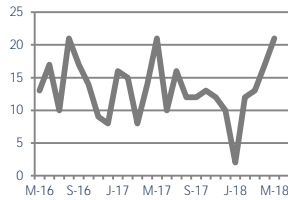
31



Up 158%
Vs. Year Ago

Current Contracts

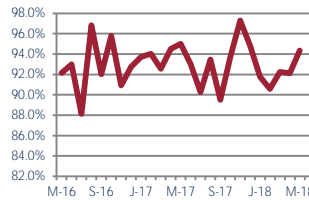
21



No Change
Vs. Year Ago

Sold Vs. List Price

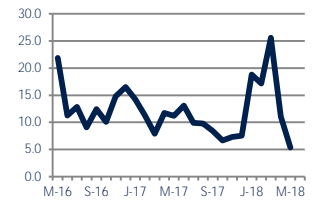
94.4%



Down -0.7%
Vs. Year Ago

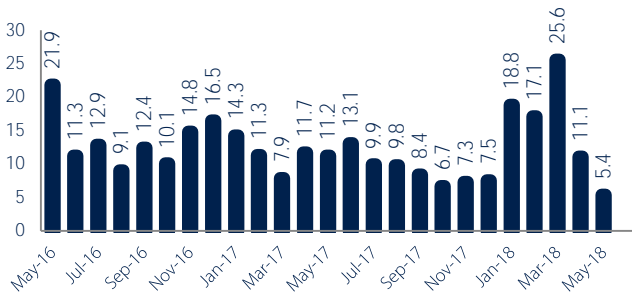
Months of Supply

5.4



Down -52%
Vs. Year Ago

Months Of Supply



Months of Supply

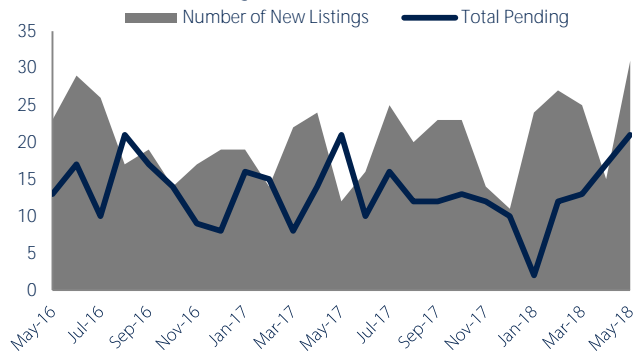
In May, there was 5.4 months of supply available in Halifax County, compared to 11.2 in May 2017. That is a decrease of 52% versus a year ago.

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.

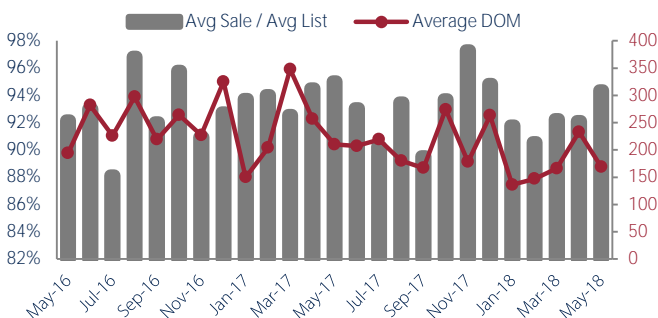
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Halifax County compared to 12 in May 2017, an increase of 158%. There were 21 current contracts pending sale this May, consistent with the volume a year ago. The number of current contracts is 24% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Halifax County was 94.4% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 169, lower than the average last year, which was 210, a decrease of 20%.



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