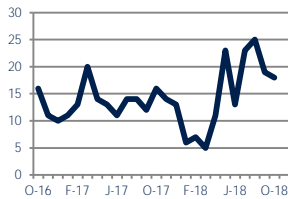
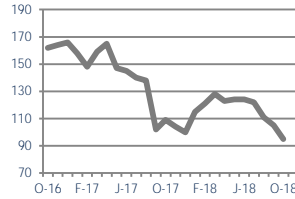


Units Sold 18



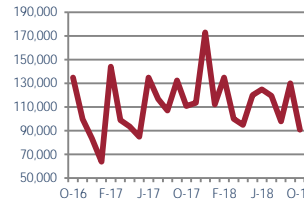
Up 13%
Vs. Year Ago

Active Inventory 95



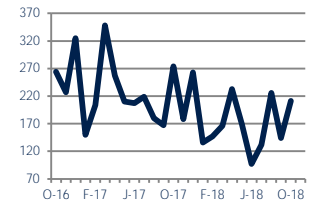
Down -13%
Vs. Year Ago

Median Sale Price \$91,000



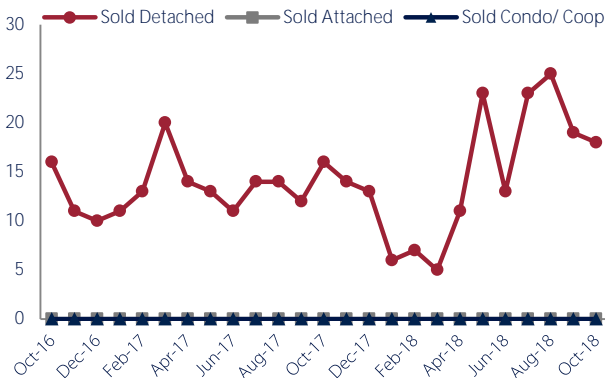
Down
Vs. Year Ago

Days On Market 211



Down -23%
Vs. Year Ago

Units Sold*



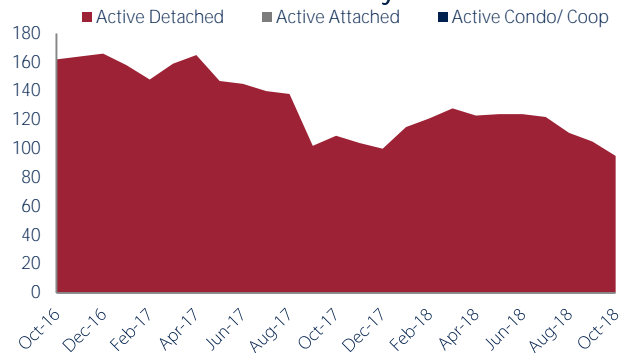
Units Sold

There was a decrease in total units sold in October, with 18 sold this month in Halifax County versus 19 last month, a decrease of 5%. This month's total units sold was higher than at this time last year, an increase of 13% versus October 2017.

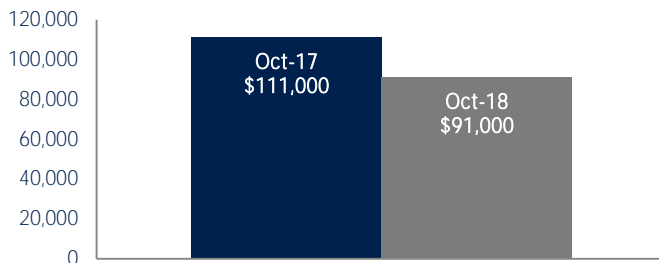
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 13%. The total number of active inventory this October was 95 compared to 109 in October 2017. This month's total of 95 is lower than the previous month's total supply of available inventory of 105, a decrease of 10%.

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 October, the median sale price for Halifax County Homes was \$111,000. This October, the median sale price was \$91,000, a decrease of \$20,000 compared to last year. The current median sold price is lower than in September.

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

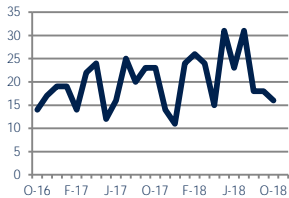


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SPLLBR and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

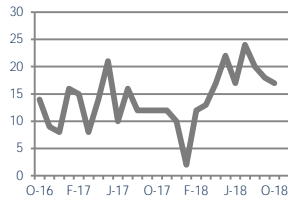
16



Down -30%
Vs. Year Ago

Current Contracts

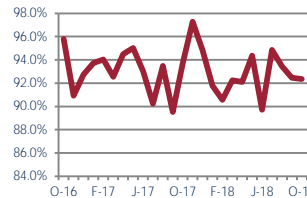
17



Up 42%
Vs. Year Ago

Sold Vs. List Price

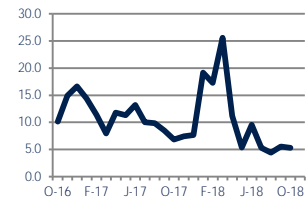
92.4%



Down -1.4%
Vs. Year Ago

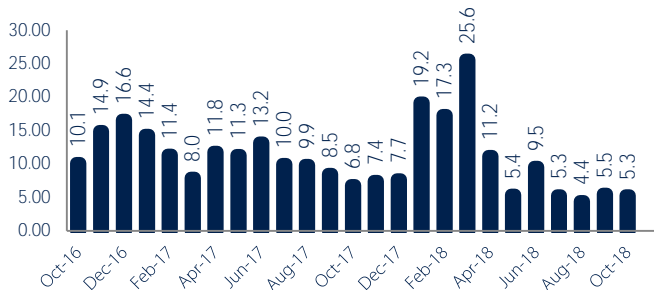
Months of Supply

5.3



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

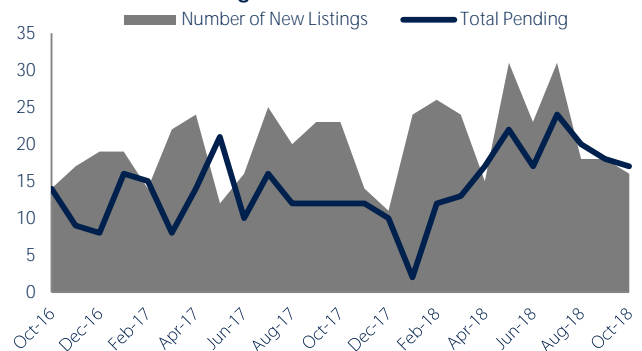
In October, there was 5.3 months of supply available in Halifax County, compared to 6.8 in October 2017. That is a decrease of 23% versus a year ago.

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.

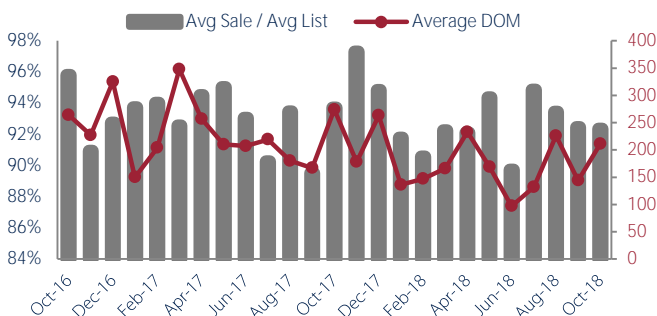
New Listings & Current Contracts

This month there were 16 homes newly listed for sale in Halifax County compared to 23 in October 2017, a decrease of 30%. There were 17 current contracts pending sale this October compared to 12 a year ago. The number of current contracts is 42% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Halifax County was 92.4% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 211, lower than the average last year, which was 274, a decrease of 23%.



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