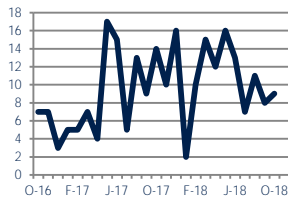


Units Sold

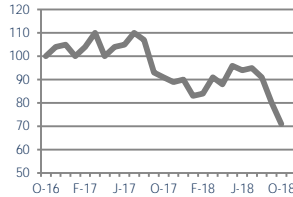
9



Down
Vs. Year Ago

Active Inventory

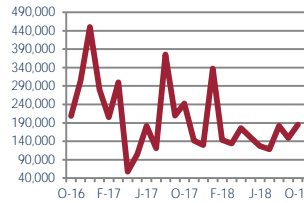
71



Down -22%
Vs. Year Ago

Median Sale Price

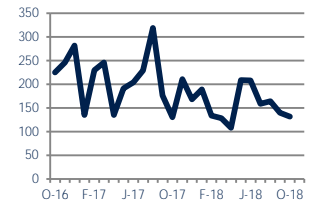
\$185,000



Down -24%
Vs. Year Ago

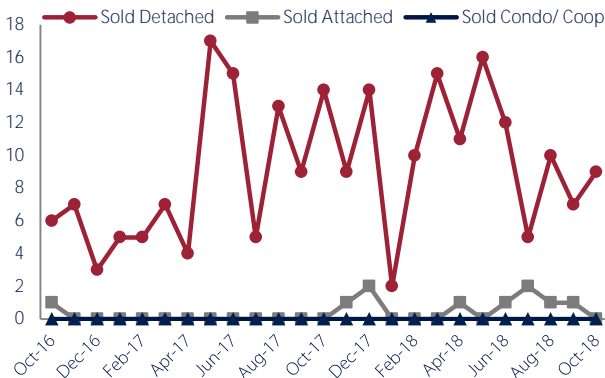
Days On Market

132



Up 2%
Vs. Year Ago

Units Sold*



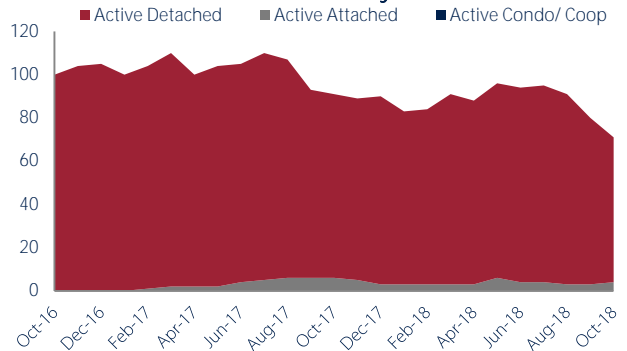
Units Sold

With relatively few transactions, there was an increase in total units sold in October, with 9 sold this month in Mecklenburg County. This month's total units sold was lower than at this time last year, a decrease from October 2017.

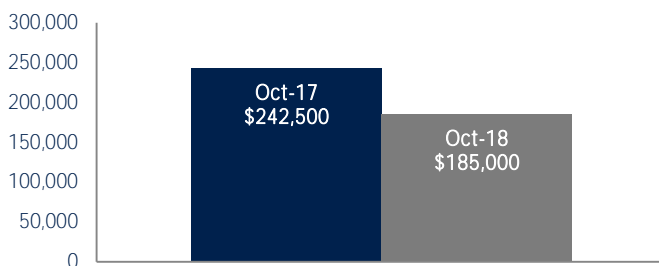
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 22%. The total number of active inventory this October was 71 compared to 91 in October 2017. This month's total of 71 is lower than the previous month's total supply of available inventory of 80, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Mecklenburg County Homes was \$242,500. This October, the median sale price was \$185,000, a decrease of 24% or \$57,500 compared to last year. The current median sold price is 24% higher 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.



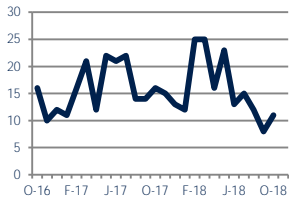
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by RVLG and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





New Listings

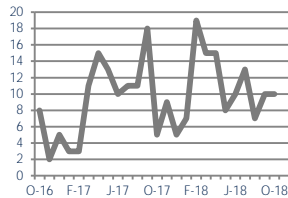
11



Down -31%
Vs. Year Ago

Current Contracts

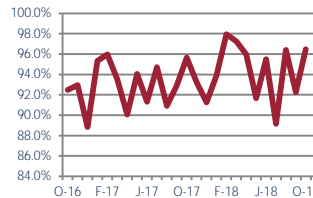
10



Up 100%
Vs. Year Ago

Sold Vs. List Price

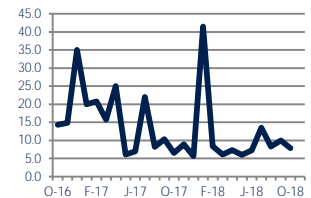
96.5%



Up 0.9%
Vs. Year Ago

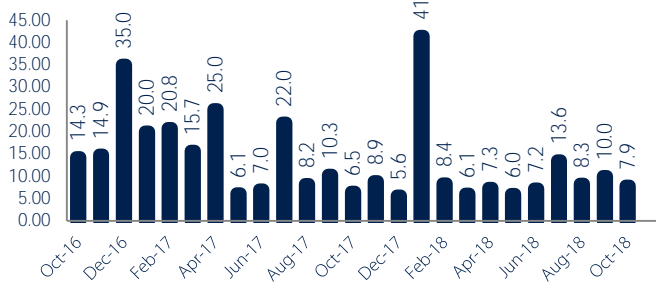
Months of Supply

7.9



Up 21%
Vs. Year Ago

Months Of Supply



Months of Supply

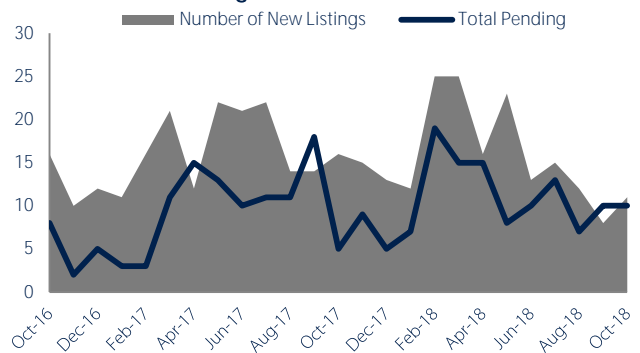
In October, there was 7.9 months of supply available in Mecklenburg County, compared to 6.5 in October 2017. That is an increase of 21% versus a year ago.

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.

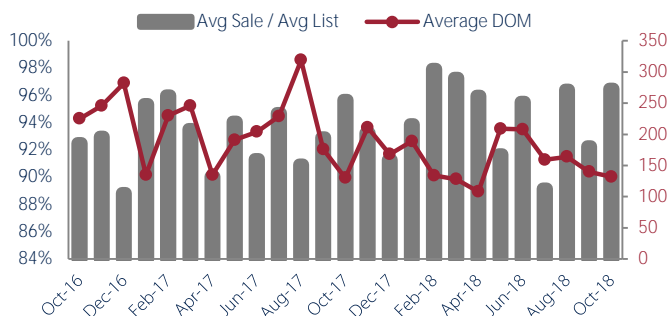
New Listings & Current Contracts

This month there were 11 homes newly listed for sale in Mecklenburg County compared to 16 in October 2017, a decrease of 31%. There were 10 current contracts pending sale this October compared to 5 a year ago. The number of current contracts remained stable as compared to last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Mecklenburg County was 96.5% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 132, higher than the average last year, which was 130, an increase of 2%.



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