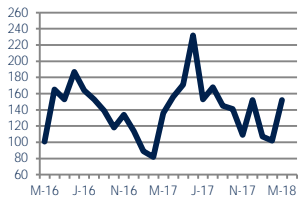




Units Sold

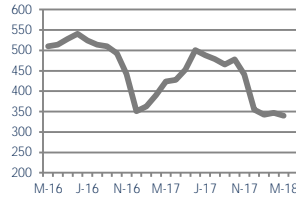
152



Up 12%
Vs. Year Ago

Active Inventory

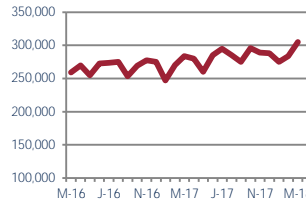
340



Down -20%
Vs. Year Ago

Median Sale Price

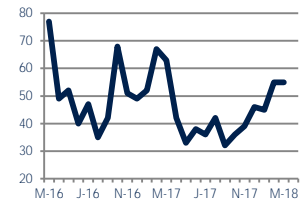
\$305,000



Up 8%
Vs. Year Ago

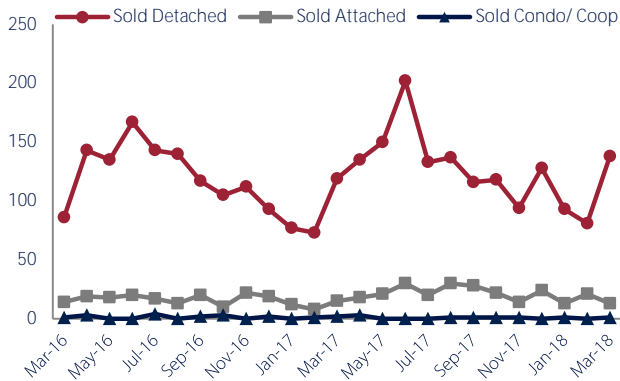
Days On Market

55



Down -13%
Vs. Year Ago

Units Sold*



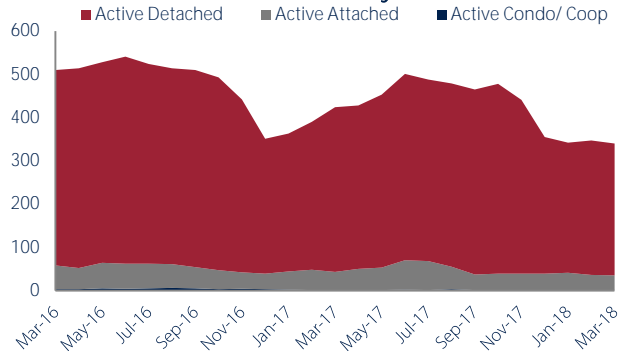
Units Sold

There was an increase in total units sold in March, with 152 sold this month in Hanover County. This month's total units sold was higher than at this time last year.

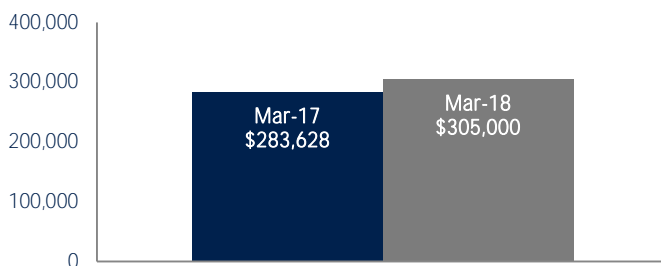
Active Inventory

Versus last year, the total number of homes available this month is lower by 84 units or 20%. The total number of active inventory this March was 340 compared to 424 in March 2017. This month's total of 340 is lower than the previous month's total supply of available inventory of 347, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Hanover County Homes was \$283,628. This March, the median sale price was \$305,000, an increase of 8% or \$21,372 compared to last year. The current median sold price is 8% higher than in February.

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



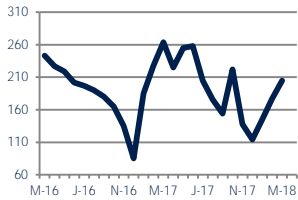
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





New Listings

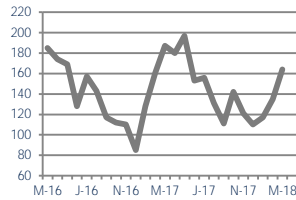
205



Down -22%
Vs. Year Ago

Current Contracts

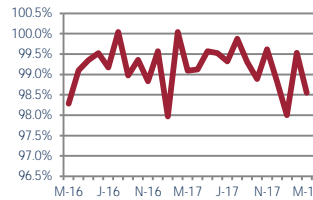
164



Down -12%
Vs. Year Ago

Sold Vs. List Price

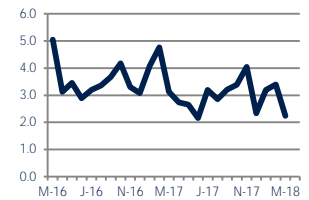
98.6%



Down -0.5%
Vs. Year Ago

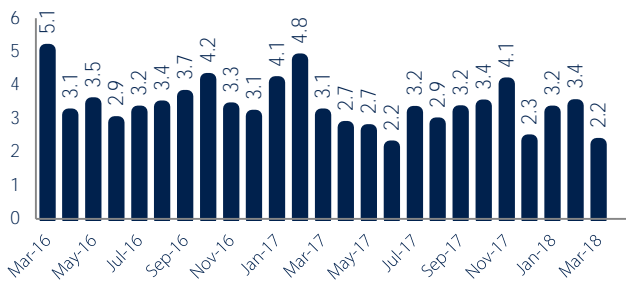
Months of Supply

2.2



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

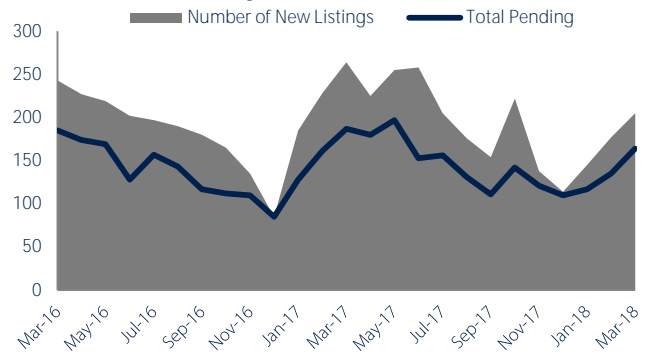
In March, there was 2.2 months of supply available in Hanover County, compared to 3.1 in March 2017. That is a decrease of 28% versus a year ago.

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.

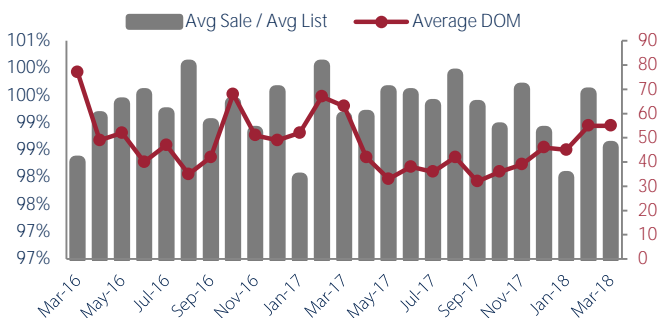
New Listings & Current Contracts

This month there were 205 homes newly listed for sale in Hanover County compared to 264 in March 2017, a decrease of 22%. There were 164 current contracts pending sale this March compared to 187 a year ago. The number of current contracts is 12% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Hanover County was 98.6% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 63, a decrease of 13%.



*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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