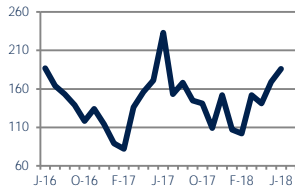


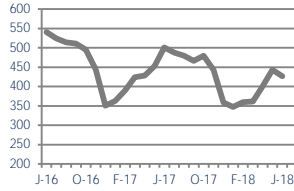


Units Sold
186



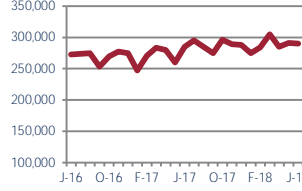
Down -20%
Vs. Year Ago

Active Inventory
427



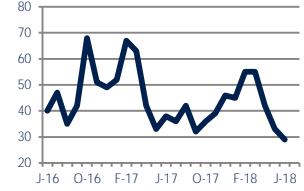
Down -15%
Vs. Year Ago

Median Sale Price
\$290,000



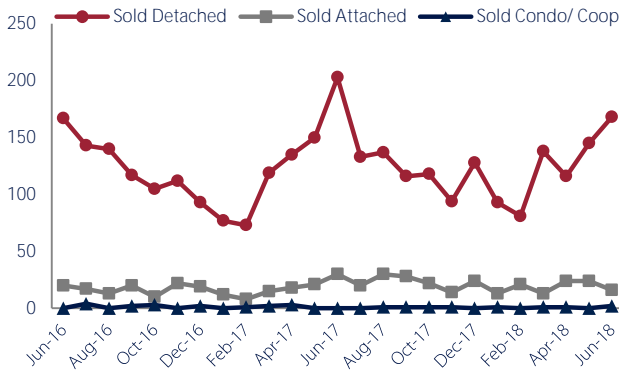
Up 2%
Vs. Year Ago

Days On Market
29



Down -24%
Vs. Year Ago

Units Sold*



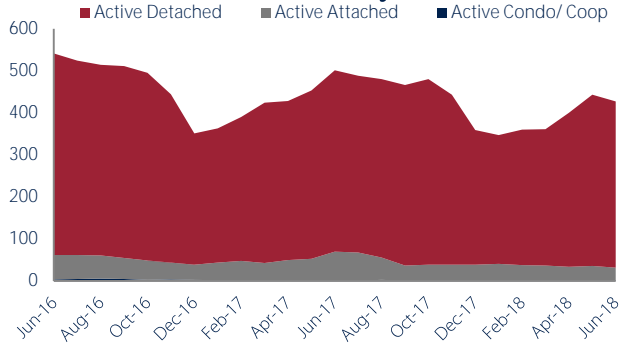
Units Sold

There was an increase in total units sold in June, with 186 sold this month in Hanover County versus 169 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 20% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 15%. The total number of active inventory this June was 427 compared to 501 in June 2017. This month's total of 427 is lower than the previous month's total supply of available inventory of 443, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Hanover County Homes was \$285,000. This June, the median sale price was \$290,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is approximately the same as the median price in May.

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



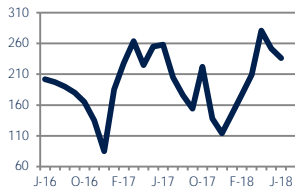
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

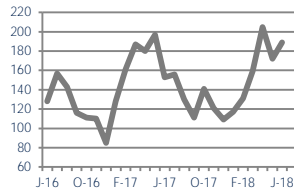
236



Down -9%
Vs. Year Ago

Current Contracts

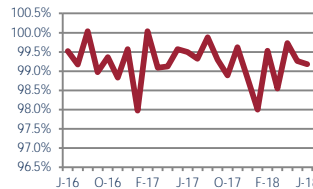
189



Up 24%
Vs. Year Ago

Sold Vs. List Price

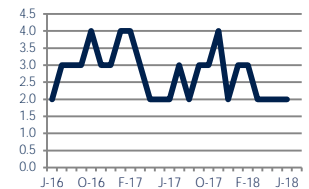
99.2%



No Change
Vs. Year Ago

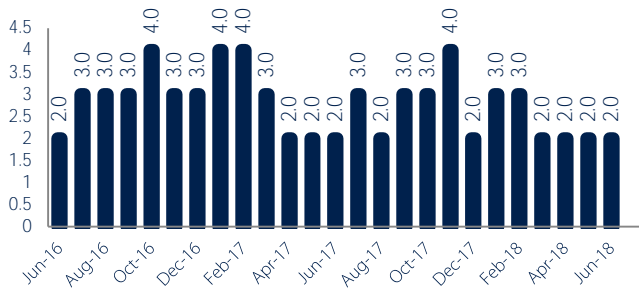
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

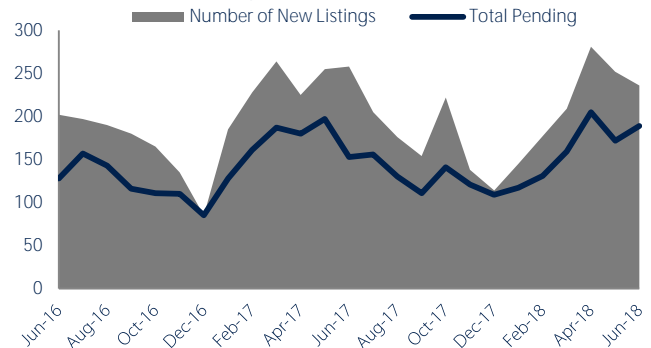
In June, there was 2.3 months of supply available in Hanover County, compared to 2.2 in June 2017. That is an increase of 7% versus a year ago.

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.

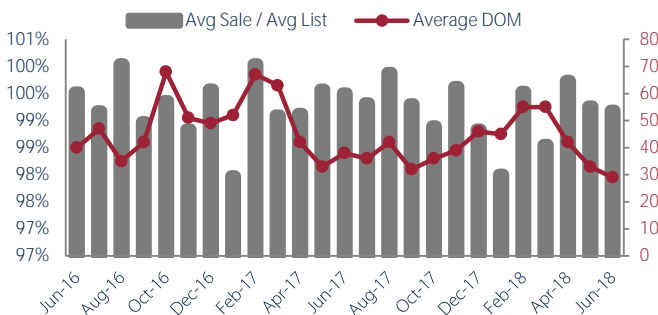
New Listings & Current Contracts

This month there were 236 homes newly listed for sale in Hanover County compared to 258 in June 2017, a decrease of 9%. There were 189 current contracts pending sale this June compared to 153 a year ago. The number of current contracts is 24% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Hanover County was 99.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 38, a decrease of 24%.



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