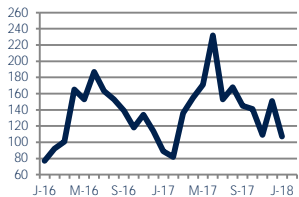




Units Sold

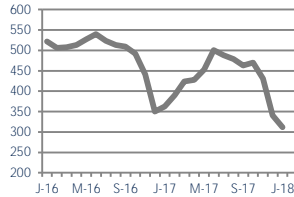
107



Up 20%
Vs. Year Ago

Active Inventory

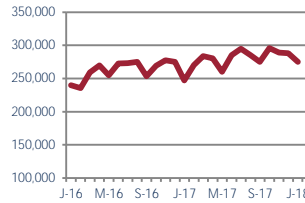
312



Down -14%
Vs. Year Ago

Median Sale Price

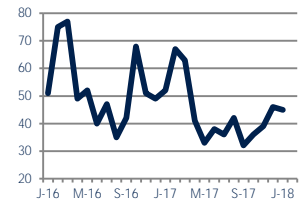
\$275,000



Up 11%
Vs. Year Ago

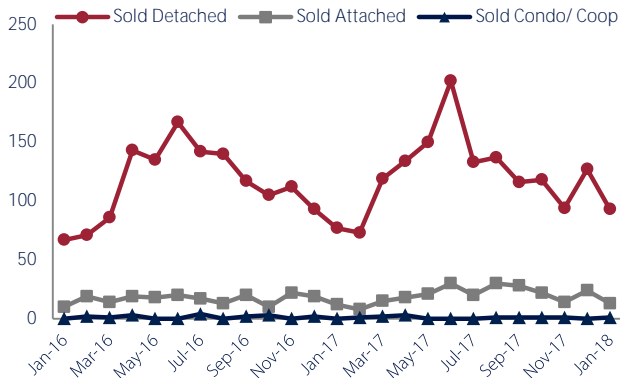
Days On Market

45



Down -13%
Vs. Year Ago

Units Sold*



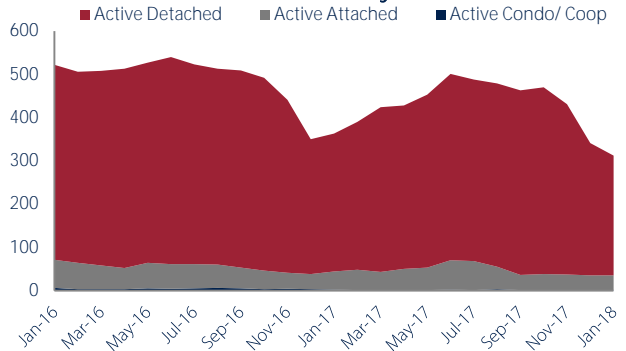
Units Sold

There was a decrease in total units sold in January, with 107 sold this month in Hanover County versus 151 last month, a decrease of 29%. This month's total units sold was higher than at this time last year, an increase of 20% versus January 2017.

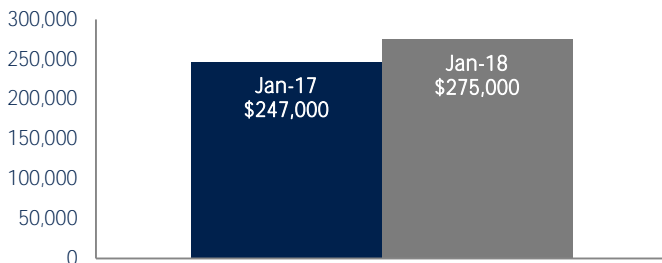
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 14%. The total number of active inventory this January was 312 compared to 363 in January 2017. This month's total of 312 is lower than the previous month's total supply of available inventory of 341, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Hanover County Homes was \$247,000. This January, the median sale price was \$275,000, an increase of 11% or \$28,000 compared to last year. The current median sold price is 5% lower than in December.

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



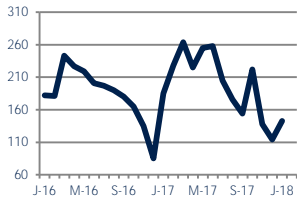
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

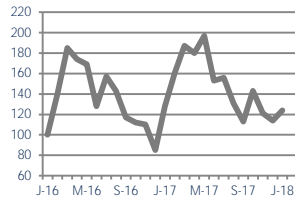
143



Down -23%
Vs. Year Ago

Current Contracts

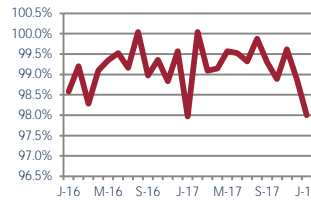
124



Down -3%
Vs. Year Ago

Sold Vs. List Price

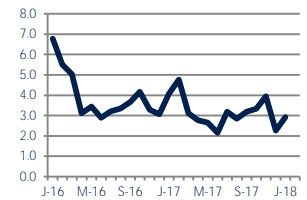
98.0%



No Change
Vs. Year Ago

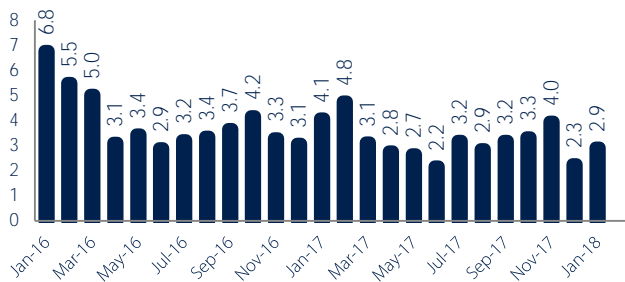
Months of Supply

2.9



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

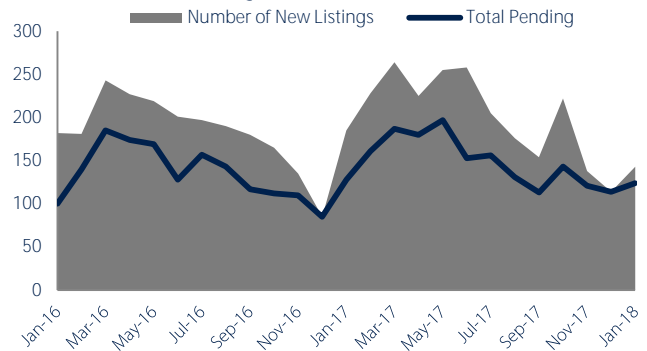
In January, there was 2.9 months of supply available in Hanover County, compared to 4.1 in January 2017. That is a decrease of 29% versus a year ago.

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.

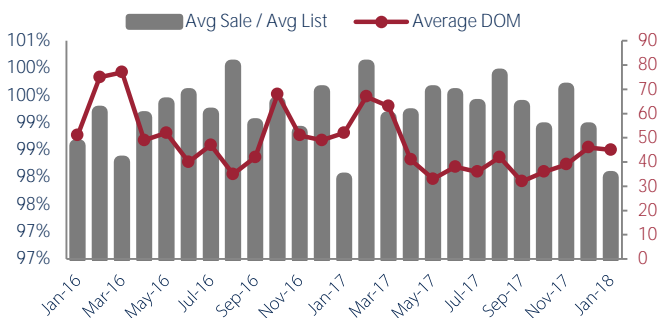
New Listings & Current Contracts

This month there were 143 homes newly listed for sale in Hanover County compared to 185 in January 2017, a decrease of 23%. There were 124 current contracts pending sale this January compared to 128 a year ago. The number of current contracts is 3% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Hanover County was 98.0% 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 45, lower than the average last year, which was 52, 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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