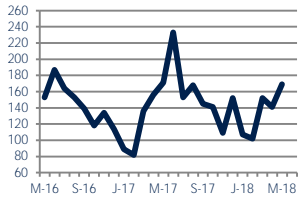


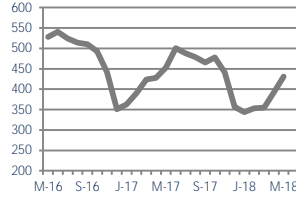


Units Sold  
169



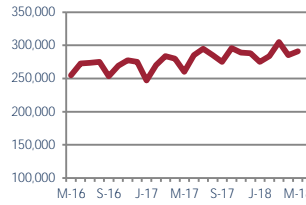
Down -1%  
Vs. Year Ago

Active Inventory  
431



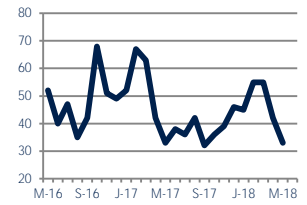
Down -5%  
Vs. Year Ago

Median Sale Price  
\$291,000



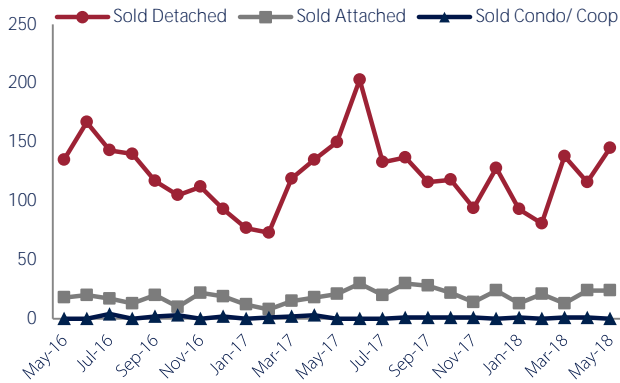
Up 12%  
Vs. Year Ago

Days On Market  
33



No Change  
Vs. Year Ago

Units Sold\*



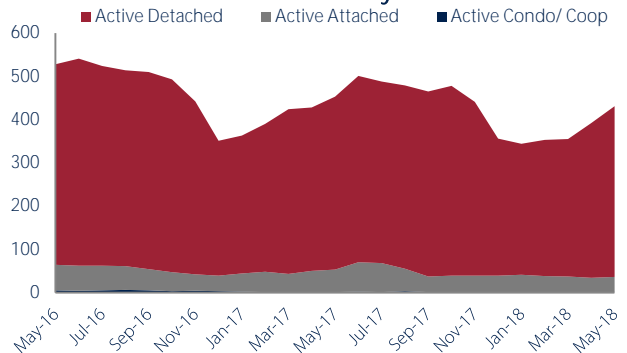
### Units Sold

There was an increase in total units sold in May, with 169 sold this month in Hanover County versus 141 last month, an increase of 20%. This month's total units sold was lower than at this time last year, a decrease of 1% versus May 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 5%. The total number of active inventory this May was 431 compared to 453 in May 2017. This month's total of 431 is higher than the previous month's total supply of available inventory of 392, an increase of 10%.

Active Inventory\*



Median Sale Price



### Median Sale Price

Last May, the median sale price for Hanover County Homes was \$260,000. This May, the median sale price was \$291,000, an increase of 12% or \$31,000 compared to last year. The current median sold price is 2% higher than in April.

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



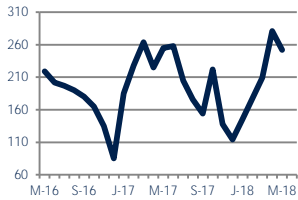
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

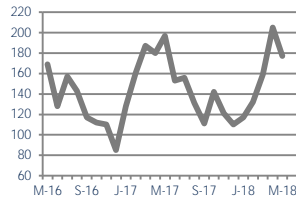
252



Down -1%  
Vs. Year Ago

### Current Contracts

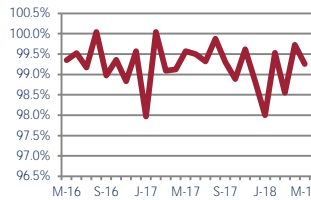
177



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

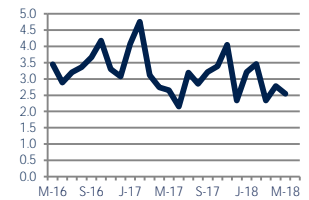
99.3%



No Change  
Vs. Year Ago

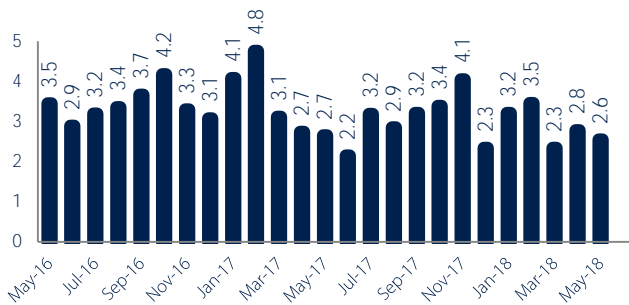
### Months of Supply

2.6



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

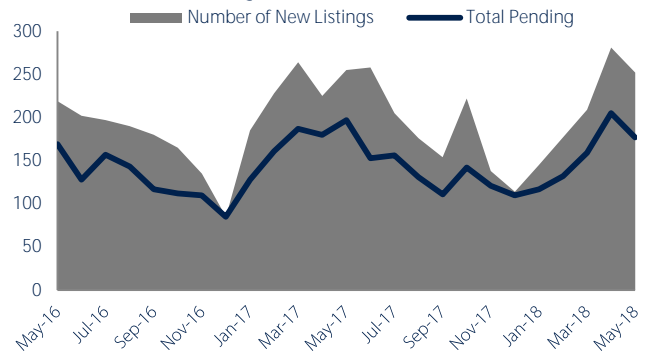
In May, there was 2.6 months of supply available in Hanover County. The amount of supply is similar compared to a year ago.

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.

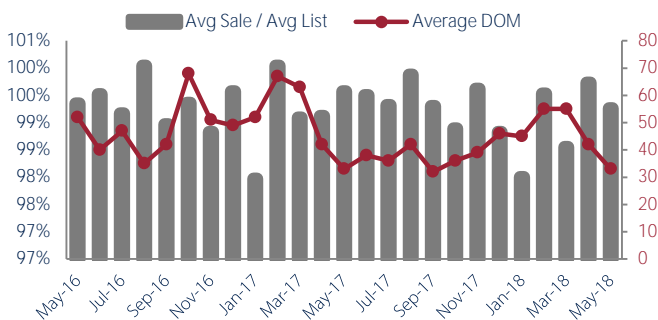
### New Listings & Current Contracts

This month there were 252 homes newly listed for sale in Hanover County compared to 255 in May 2017, a decrease of 1%. There were 177 current contracts pending sale this May compared to 197 a year ago. The number of current contracts is 10% lower than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Hanover County was 99.3% 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 33, which is similar compared to a year ago.



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