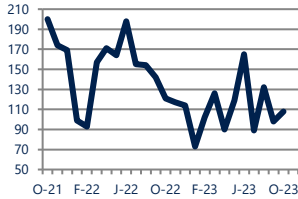


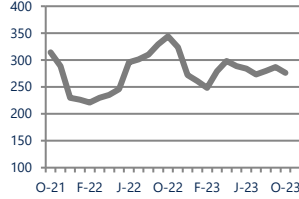


### Units Sold 108



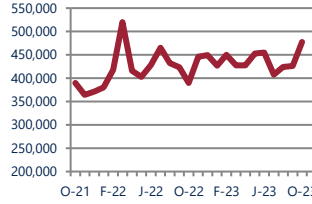
**Down -11%**  
Vs. Year Ago

### Active Inventory 276



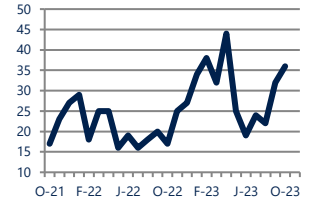
**Down -20%**  
Vs. Year Ago

### Median Sale Price \$477,500



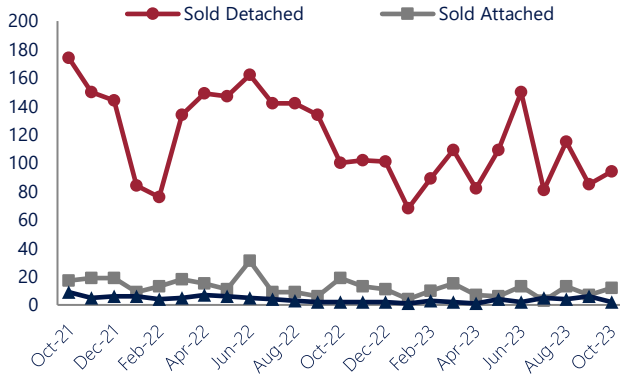
**Up 22%**  
Vs. Year Ago

### Days On Market 36



**Up 112%**  
Vs. Year Ago

### Units Sold\*



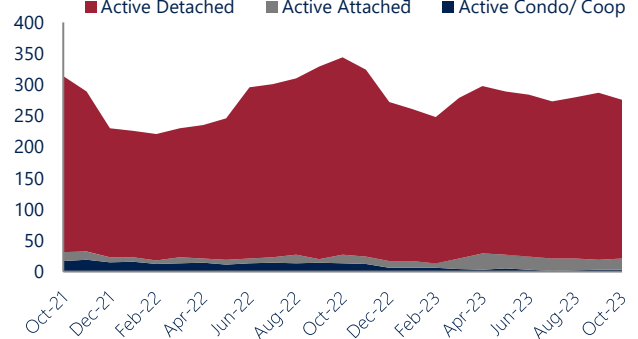
### Units Sold

There was an increase in total units sold in October, with 108 sold this month in Hanover County versus 98 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 11% versus October 2022.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 20%. The total number of active inventory this October was 276 compared to 344 in October 2022. This month's total of 276 is lower than the previous month's total supply of available inventory of 287, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last October, the median sale price for Hanover County Homes was \$390,000. This October, the median sale price was \$477,500, an increase of 22% or \$87,500 compared to last year. The current median sold price is 12% 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.



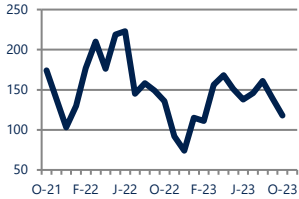
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

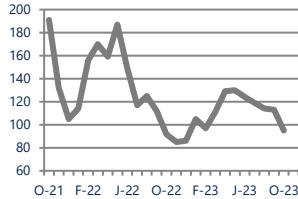
118



Down -13%  
Vs. Year Ago

**Current Contracts**

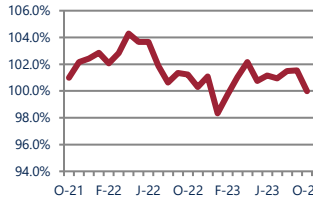
95



Up 3%  
Vs. Year Ago

**Sold Vs. List Price**

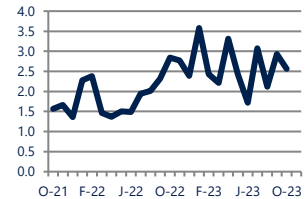
100.0%



Down -1.2%  
Vs. Year Ago

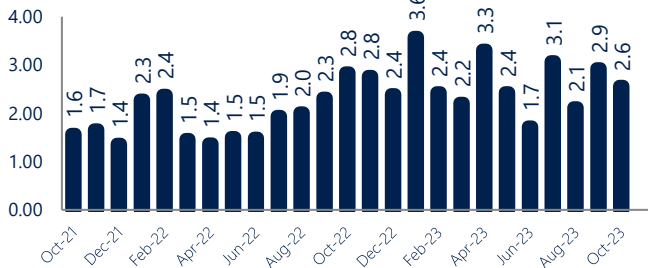
**Months of Supply**

2.6



Down -10%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

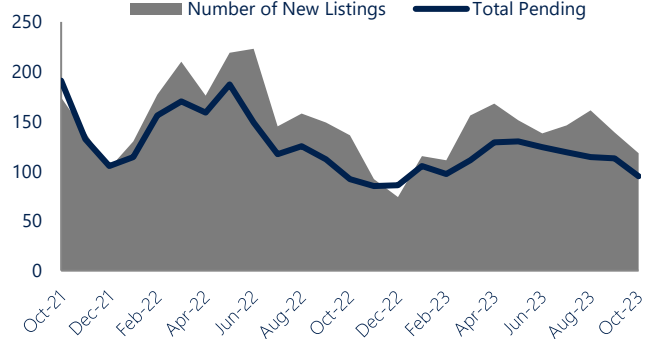
In October, there was 2.6 months of supply available in Hanover County, compared to 2.8 in October 2022. That is a decrease of 10% versus a year ago.

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.

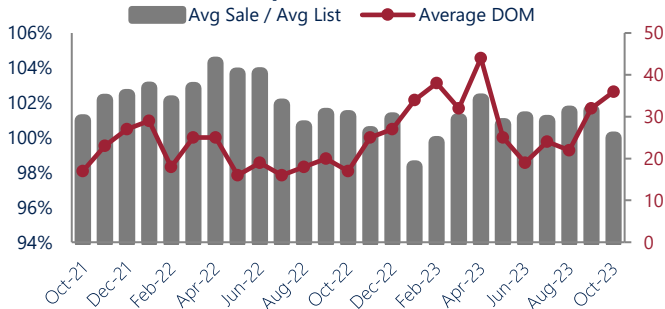
**New Listings & Current Contracts**

This month there were 118 homes newly listed for sale in Hanover County compared to 136 in October 2022, a decrease of 13%. There were 95 current contracts pending sale this October compared to 92 a year ago. The number of current contracts is 3% higher than last October.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In October, the average sale price in Hanover County was 100.0% of the average list price, which is 1.2% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 36, higher than the average last year, which was 17, an increase of 112%.



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