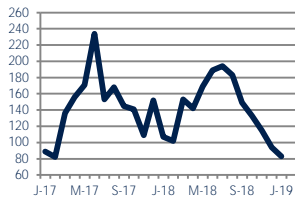




Units Sold

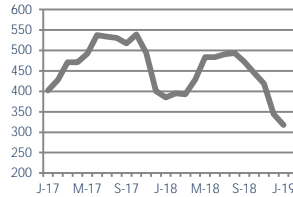
83



Down -22%
Vs. Year Ago

Active Inventory

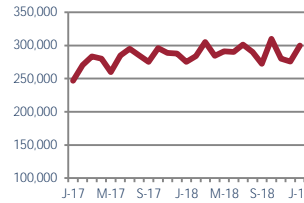
318



Down -17%
Vs. Year Ago

Median Sale Price

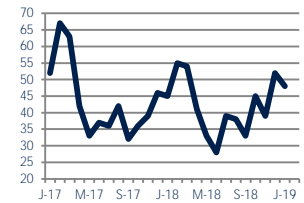
\$300,000



Up 9%
Vs. Year Ago

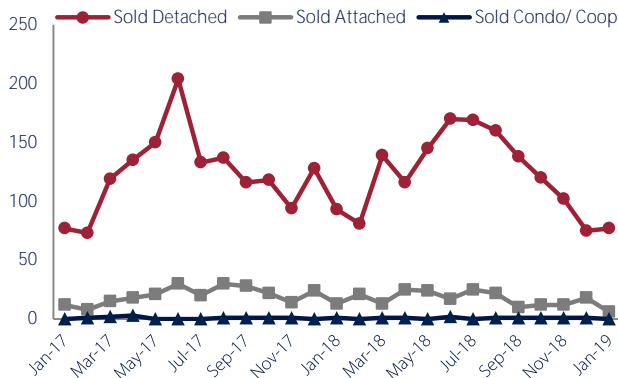
Days On Market

48



Up 7%
Vs. Year Ago

Units Sold*



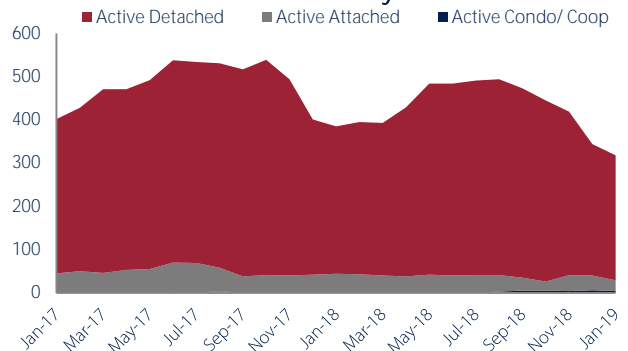
Units Sold

There was a decrease in total units sold in January, with 83 sold this month in Hanover County versus 94 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 22% versus January 2018.

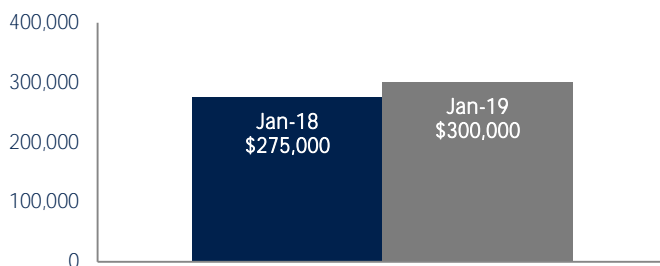
Active Inventory

Versus last year, the total number of homes available this month is lower by 67 units or 17%. The total number of active inventory this January was 318 compared to 385 in January 2018. This month's total of 318 is lower than the previous month's total supply of available inventory of 344, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Hanover County Homes was \$275,000. This January, the median sale price was \$300,000, an increase of 9% or \$25,000 compared to last year. The current median sold price is 9% higher 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.

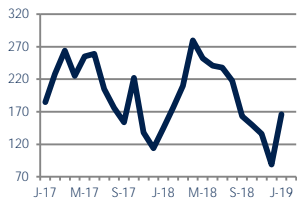


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

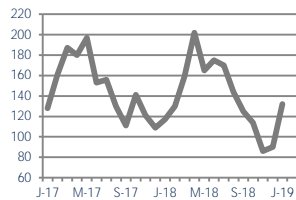
166



Up 14%
Vs. Year Ago

Current Contracts

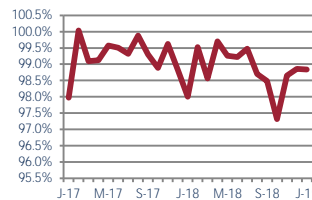
132



Up 13%
Vs. Year Ago

Sold Vs. List Price

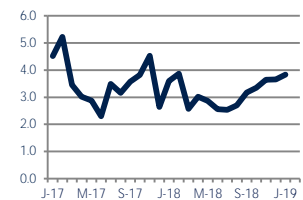
98.8%



Up 0.9%
Vs. Year Ago

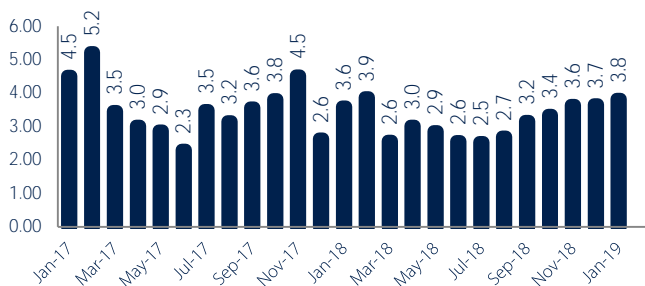
Months of Supply

3.8



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

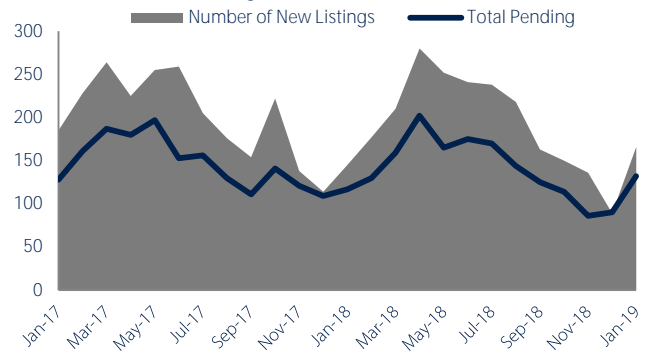
In January, there was 3.8 months of supply available in Hanover County, compared to 3.6 in January 2018. That is an increase of 6% versus a year ago.

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.

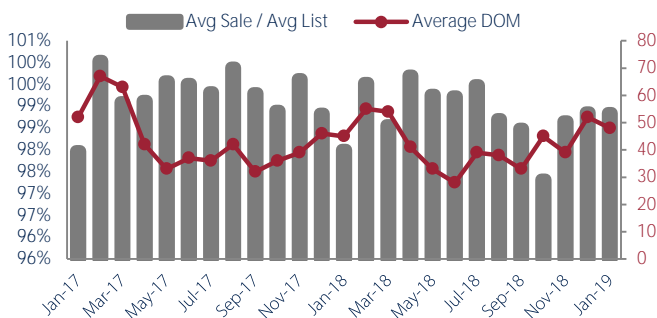
New Listings & Current Contracts

This month there were 166 homes newly listed for sale in Hanover County compared to 145 in January 2018, an increase of 14%. There were 132 current contracts pending sale this January compared to 117 a year ago. The number of current contracts is 13% higher 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 98.8% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, higher than the average last year, which was 45, an increase of 7%.



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