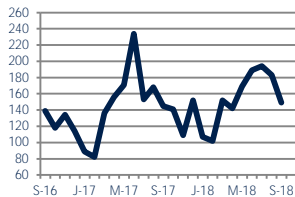


### Units Sold

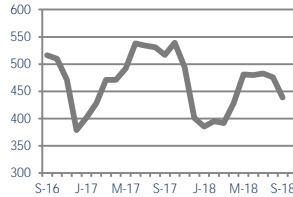
149



Up 3%  
Vs. Year Ago

### Active Inventory

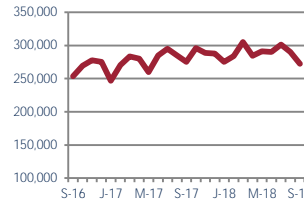
439



Down -15%  
Vs. Year Ago

### Median Sale Price

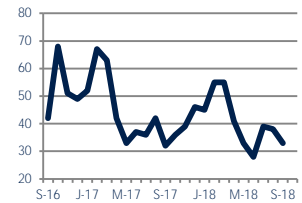
\$272,500



Down -1%  
Vs. Year Ago

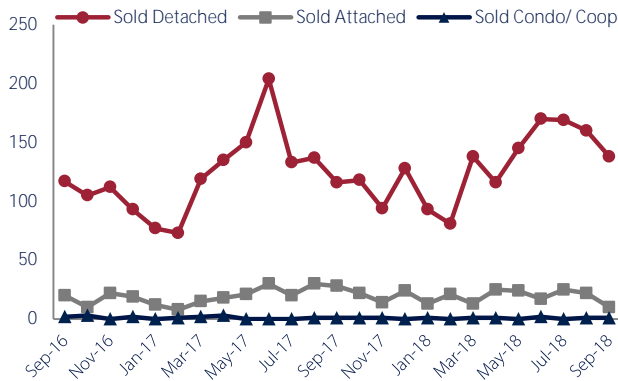
### Days On Market

33



Up 3%  
Vs. Year Ago

### Units Sold\*



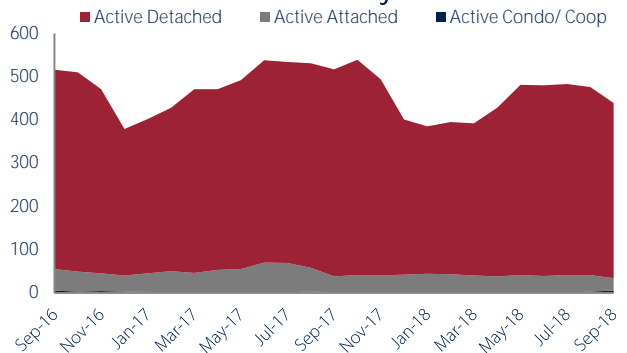
## Units Sold

There was a decrease in total units sold in September, with 149 sold this month in Hanover County versus 183 last month, a decrease of 19%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

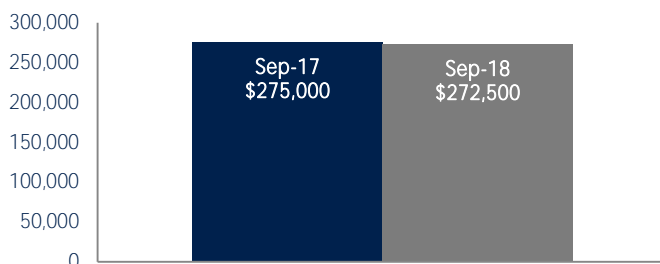
## Active Inventory

Versus last year, the total number of homes available this month is lower by 78 units or 15%. The total number of active inventory this September was 439 compared to 517 in September 2017. This month's total of 439 is lower than the previous month's total supply of available inventory of 476, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



## Median Sale Price

Last September, the median sale price for Hanover County Homes was \$275,000. This September, the median sale price was \$272,500, a decrease of 1% or \$2,500 compared to last year. The current median sold price is 6% lower than in August.

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



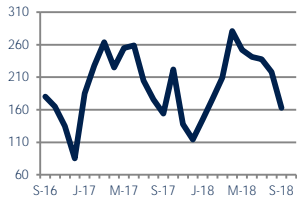
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

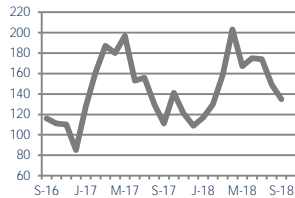
163



Up 6%  
Vs. Year Ago

### Current Contracts

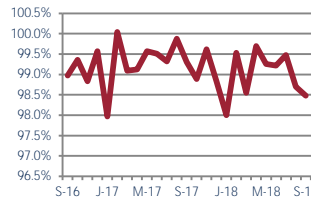
135



Up 22%  
Vs. Year Ago

### Sold Vs. List Price

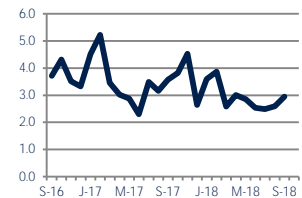
98.5%



Down -0.8%  
Vs. Year Ago

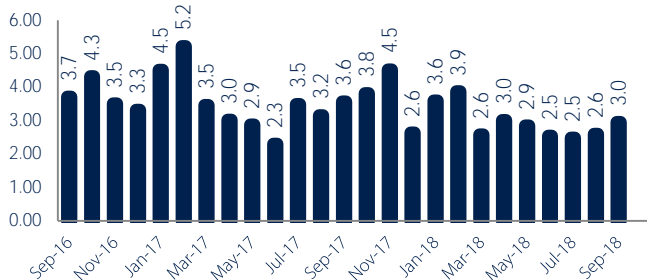
### Months of Supply

3.0



Down -17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

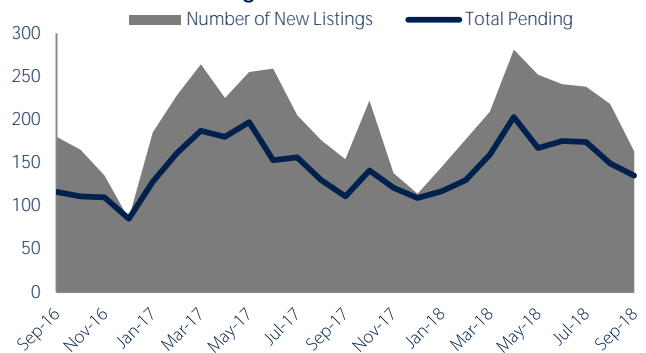
In September, there was 2.9 months of supply available in Hanover County, compared to 3.6 in September 2017. That is a decrease of 17% versus a year ago.

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.

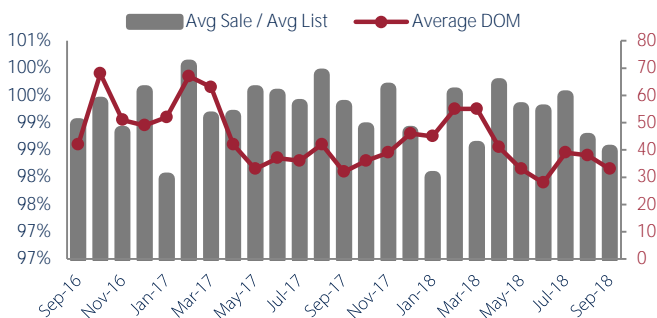
### New Listings & Current Contracts

This month there were 163 homes newly listed for sale in Hanover County compared to 154 in September 2017, an increase of 6%. There were 135 current contracts pending sale this September compared to 111 a year ago. The number of current contracts is 22% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Hanover County was 98.5% of the average list price, which is 0.8% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 33, higher than the average last year, which was 32, an increase of 3%.



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