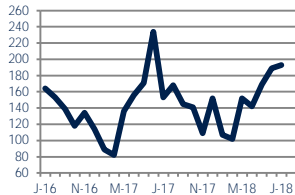
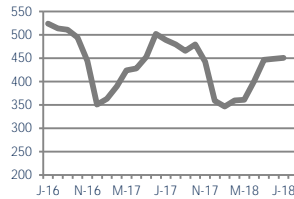


Units Sold
193



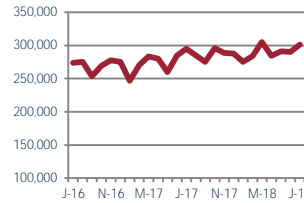
Up 26%
Vs. Year Ago

Active Inventory
451



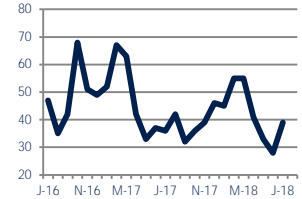
Down -8%
Vs. Year Ago

Median Sale Price
\$301,500



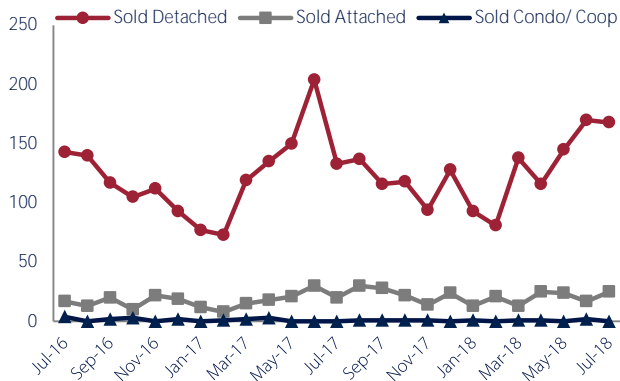
Up 2%
Vs. Year Ago

Days On Market
39



Up 8%
Vs. Year Ago

Units Sold*



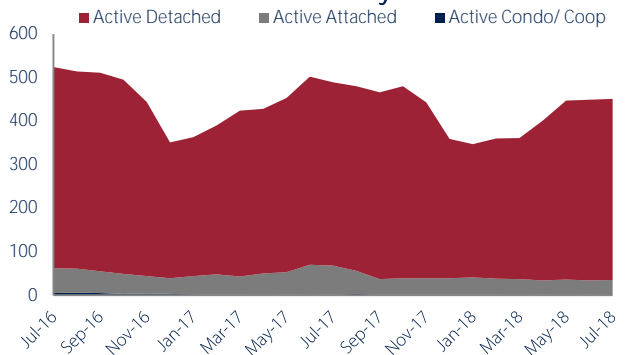
Units Sold

There was an increase in total units sold in July, with 193 sold this month in Hanover County versus 189 last month, an increase of 2%. This month's total units sold was higher than at this time last year, an increase of 26% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 8%. The total number of active inventory this July was 451 compared to 489 in July 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Hanover County Homes was \$295,000. This July, the median sale price was \$301,500, an increase of 2% or \$6,500 compared to last year. The current median sold price is 4% higher than in June.

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

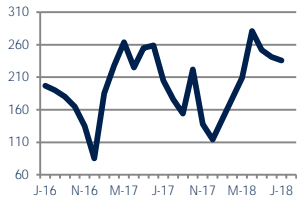


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

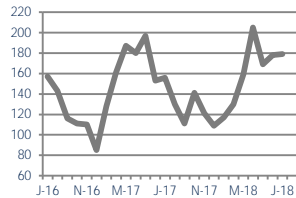
236



Up 15%
Vs. Year Ago

Current Contracts

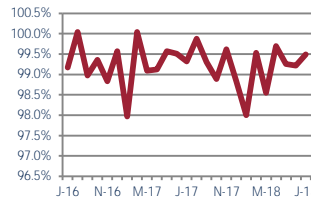
179



Up 15%
Vs. Year Ago

Sold Vs. List Price

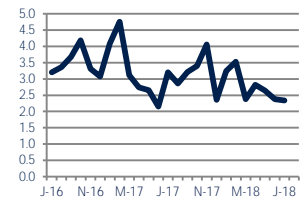
99.5%



No Change
Vs. Year Ago

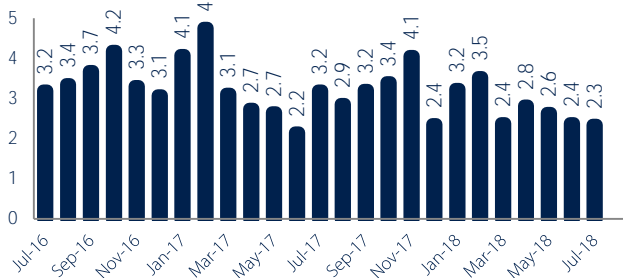
Months of Supply

2.3



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

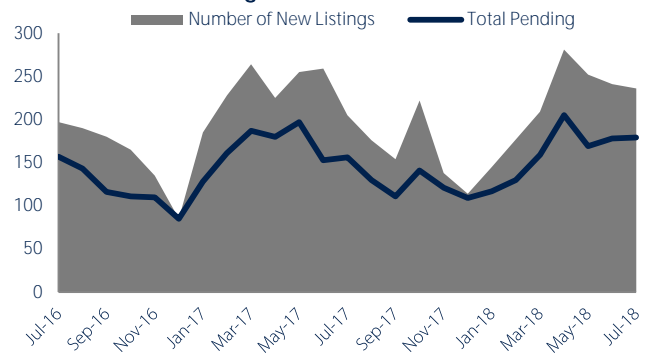
In July, there was 2.3 months of supply available in Hanover County, compared to 3.2 in July 2017. That is a decrease of 27% versus a year ago.

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.

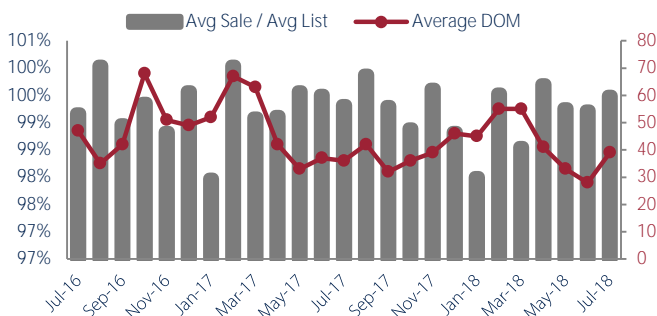
New Listings & Current Contracts

This month there were 236 homes newly listed for sale in Hanover County compared to 205 in July 2017, an increase of 15%. There were 179 current contracts pending sale this July compared to 156 a year ago. The number of current contracts is 15% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Hanover County was 99.5% 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 39, higher than the average last year, which was 36, an increase of 8%.



*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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