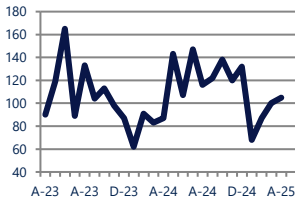


THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **HANOVER COUNTY HOUSING MARKET**

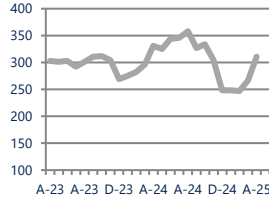
APRIL 2025

Units Sold 105



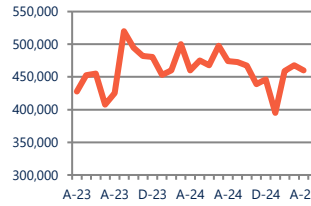
Up 21%
Vs. Year Ago

Active Inventory 311



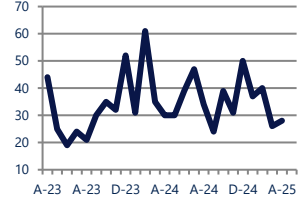
Down -6%
Vs. Year Ago

Median Sale Price \$460,000



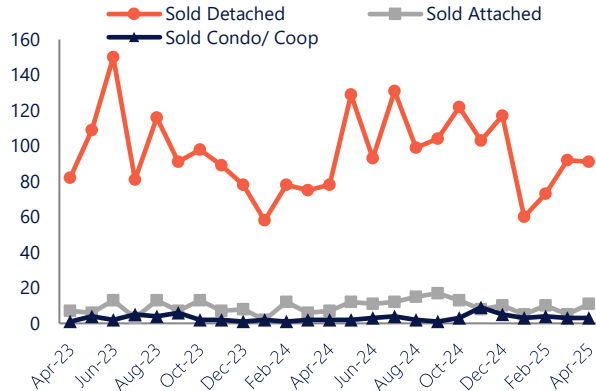
No Change
Vs. Year Ago

Days On Market 28



Down -7%
Vs. Year Ago

Units Sold*



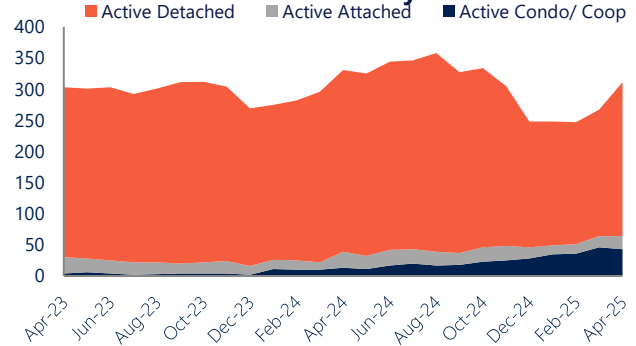
Units Sold

There was an increase in total units sold in April, with 105 sold this month in Hanover County versus 100 last month, an increase of 5%. This month's total units sold was higher than at this time last year, an increase of 21% versus April 2024.

Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 6%. The total number of active inventory this April was 311 compared to 331 in April 2024. This month's total of 311 is higher than the previous month's total supply of available inventory of 267, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Hanover County Homes was \$459,900. This April, the median sale price was \$460,000, which is similar compared to a year ago. The current median sold price is 2% higher than in March.

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

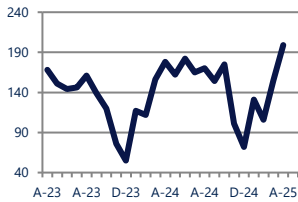
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **HANOVER COUNTY HOUSING MARKET**

APRIL 2025

New Listings

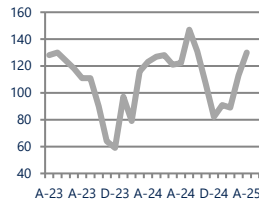
199



Up 12%
Vs. Year Ago

Current Contracts

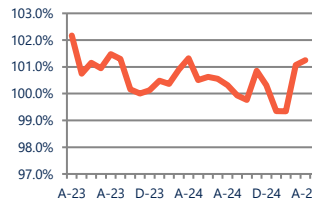
130



Up 6%
Vs. Year Ago

Sold Vs. List Price

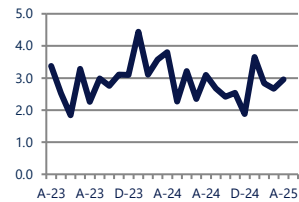
101.3%



No Change
Vs. Year Ago

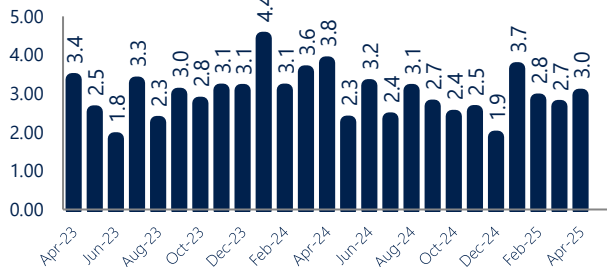
Months of Supply

3.0



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

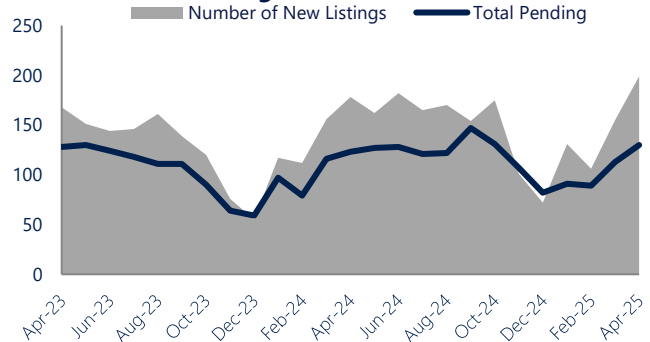
In April, there was 3.0 months of supply available in Hanover County, compared to 3.8 in April 2024. That is a decrease of 22% versus a year ago.

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.

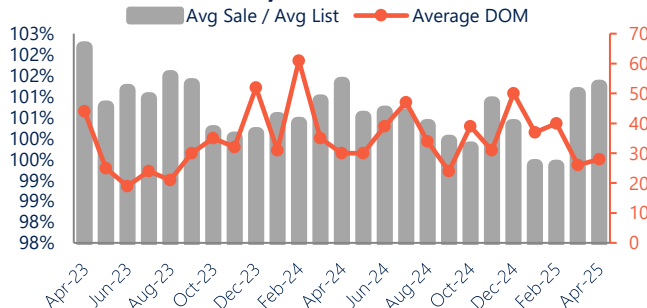
New Listings & Current Contracts

This month there were 199 homes newly listed for sale in Hanover County compared to 178 in April 2024, an increase of 12%. There were 130 current contracts pending sale this April compared to 123 a year ago. The number of current contracts is 6% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Hanover County was 101.3% 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 28, lower than the average last year, which was 30, a decrease of 7%.