

Hanover County

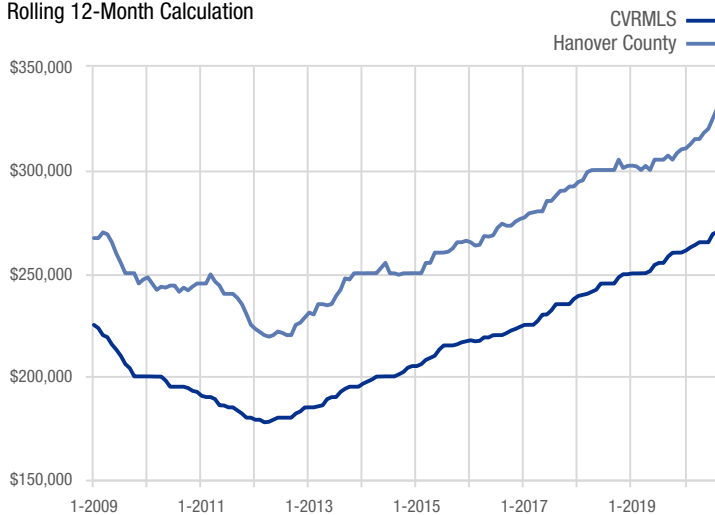
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	176	235	+ 33.5%	1,569	1,709	+ 8.9%
Pending Sales	149	225	+ 51.0%	1,167	1,371	+ 17.5%
Closed Sales	165	163	- 1.2%	1,044	1,143	+ 9.5%
Days on Market Until Sale	27	37	+ 37.0%	37	37	0.0%
Median Sales Price*	\$302,750	\$357,000	+ 17.9%	\$307,750	\$337,500	+ 9.7%
Average Sales Price*	\$327,390	\$374,080	+ 14.3%	\$330,067	\$356,369	+ 8.0%
Percent of Original List Price Received*	97.4%	99.0%	+ 1.6%	98.2%	99.0%	+ 0.8%
Inventory of Homes for Sale	419	309	- 26.3%	—	—	—
Months Supply of Inventory	3.3	2.1	- 36.4%	—	—	—

Condo/Town	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	24	28	+ 16.7%	202	228	+ 12.9%
Pending Sales	24	21	- 12.5%	168	188	+ 11.9%
Closed Sales	24	19	- 20.8%	125	168	+ 34.4%
Days on Market Until Sale	16	14	- 12.5%	30	26	- 13.3%
Median Sales Price*	\$267,475	\$287,377	+ 7.4%	\$261,250	\$296,253	+ 13.4%
Average Sales Price*	\$290,261	\$289,734	- 0.2%	\$279,729	\$295,448	+ 5.6%
Percent of Original List Price Received*	100.4%	99.6%	- 0.8%	99.9%	100.1%	+ 0.2%
Inventory of Homes for Sale	32	25	- 21.9%	—	—	—
Months Supply of Inventory	1.8	1.3	- 27.8%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

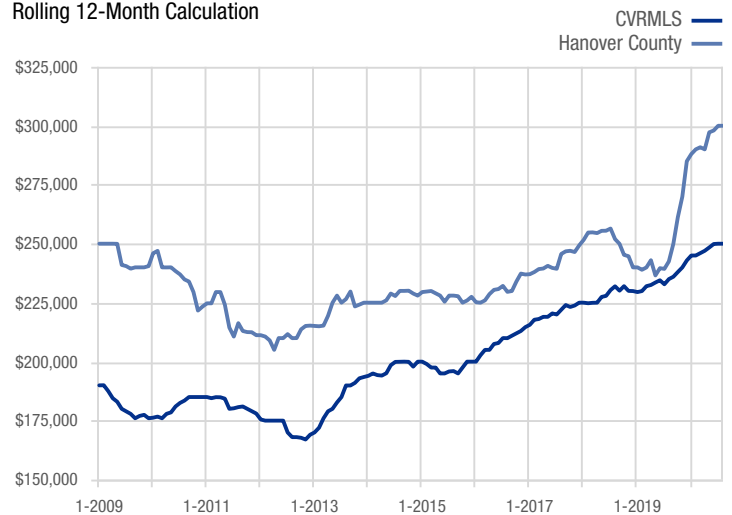
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Condo/Town

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.