

# Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Hanover County

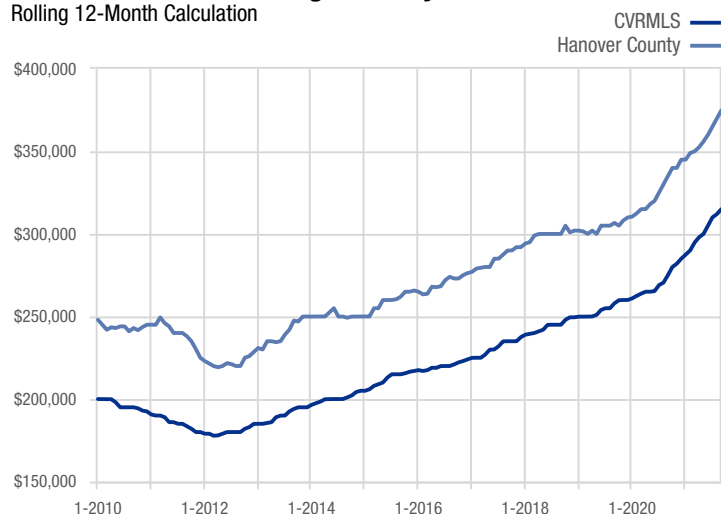
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	227	172	- 24.2%	1,937	1,734	- 10.5%
Pending Sales	174	161	- 7.5%	1,530	1,516	- 0.9%
Closed Sales	202	150	- 25.7%	1,345	1,426	+ 6.0%
Days on Market Until Sale	29	18	- 37.9%	36	16	- 55.6%
Median Sales Price*	\$355,000	\$407,500	+ 14.8%	\$339,950	\$380,000	+ 11.8%
Average Sales Price*	\$375,525	\$418,321	+ 11.4%	\$358,993	\$401,282	+ 11.8%
Percent of Original List Price Received*	99.6%	102.1%	+ 2.5%	99.1%	102.4%	+ 3.3%
Inventory of Homes for Sale	328	252	- 23.2%	—	—	—
Months Supply of Inventory	2.2	1.6	- 27.3%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	30	28	- 6.7%	258	244	- 5.4%
Pending Sales	25	27	+ 8.0%	212	213	+ 0.5%
Closed Sales	30	15	- 50.0%	198	194	- 2.0%
Days on Market Until Sale	27	6	- 77.8%	26	15	- 42.3%
Median Sales Price*	\$293,175	\$297,000	+ 1.3%	\$294,935	\$290,000	- 1.7%
Average Sales Price*	\$300,945	\$287,161	- 4.6%	\$296,257	\$296,869	+ 0.2%
Percent of Original List Price Received*	101.4%	101.5%	+ 0.1%	100.3%	101.4%	+ 1.1%
Inventory of Homes for Sale	28	38	+ 35.7%	—	—	—
Months Supply of Inventory	1.3	1.7	+ 30.8%	—	—	—

\* 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.

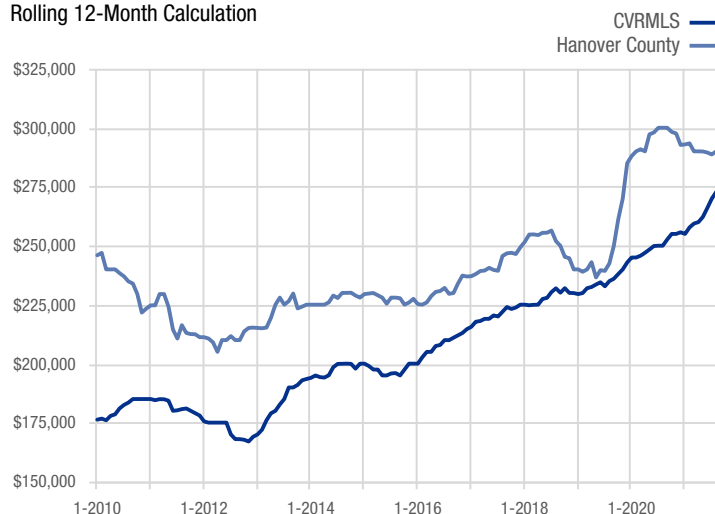
### Median Sales Price - Single-Family

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.