

# Local Market Update – December 2021

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 36

36-Hanover

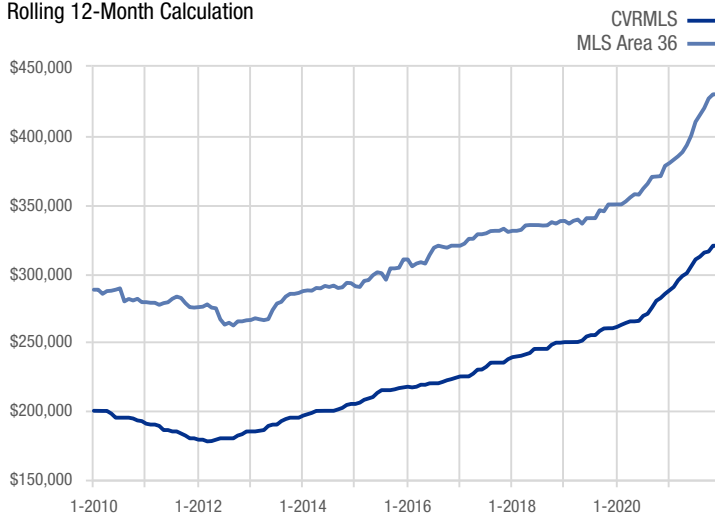
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	76	57	- 25.0%	1,317	1,177	- 10.6%
Pending Sales	54	54	0.0%	1,028	1,018	- 1.0%
Closed Sales	99	78	- 21.2%	953	974	+ 2.2%
Days on Market Until Sale	31	22	- 29.0%	38	18	- 52.6%
Median Sales Price*	\$415,000	\$430,000	+ 3.6%	\$378,000	\$430,000	+ 13.8%
Average Sales Price*	\$445,913	\$425,299	- 4.6%	\$398,184	\$440,538	+ 10.6%
Percent of Original List Price Received*	100.5%	102.9%	+ 2.4%	99.2%	102.9%	+ 3.7%
Inventory of Homes for Sale	157	109	- 30.6%	—	—	—
Months Supply of Inventory	1.8	1.3	- 27.8%	—	—	—

Condo/Town	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	14	5	- 64.3%	208	197	- 5.3%
Pending Sales	11	11	0.0%	164	180	+ 9.8%
Closed Sales	18	20	+ 11.1%	159	171	+ 7.5%
Days on Market Until Sale	11	36	+ 227.3%	17	22	+ 29.4%
Median Sales Price*	\$275,245	\$324,995	+ 18.1%	\$289,950	\$305,939	+ 5.5%
Average Sales Price*	\$282,963	\$354,586	+ 25.3%	\$294,726	\$311,177	+ 5.6%
Percent of Original List Price Received*	101.9%	103.0%	+ 1.1%	101.1%	101.9%	+ 0.8%
Inventory of Homes for Sale	17	18	+ 5.9%	—	—	—
Months Supply of Inventory	1.2	1.2	0.0%	—	—	—

\* 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.

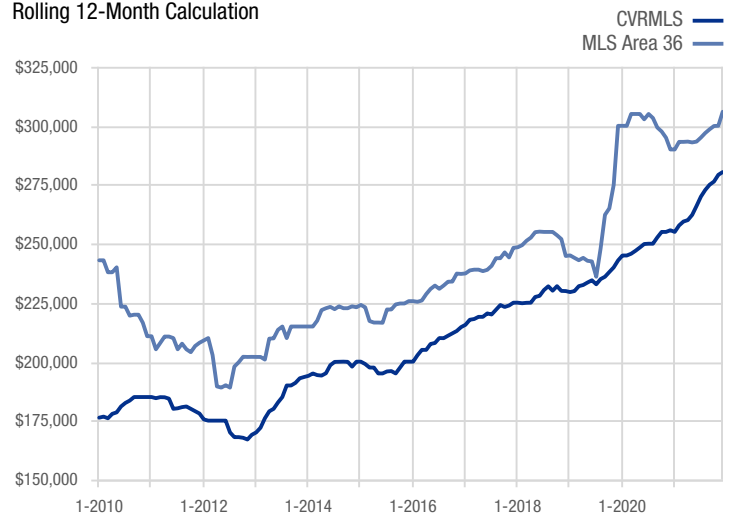
### Median Sales Price - Single-Family

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.