

# Local Market Update – September 2025

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 36

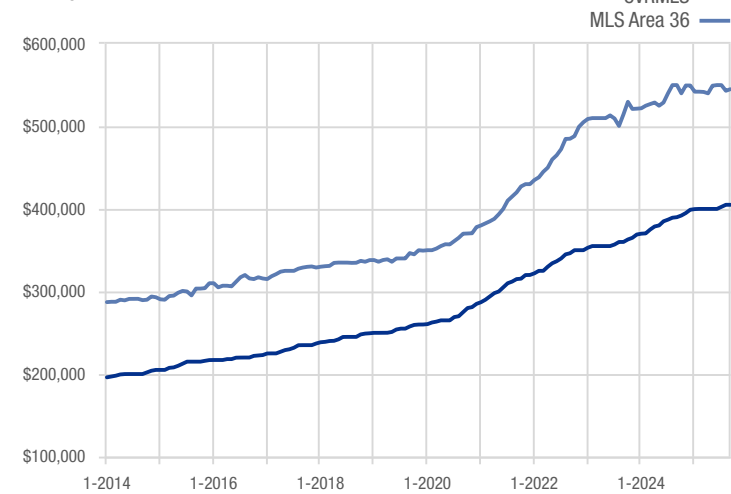
36-Hanover

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	70	80	+ 14.3%	670	612	- 8.7%
Pending Sales	56	62	+ 10.7%	483	456	- 5.6%
Closed Sales	46	50	+ 8.7%	454	448	- 1.3%
Days on Market Until Sale	18	26	+ 44.4%	33	31	- 6.1%
Median Sales Price*	\$560,500	\$601,290	+ 7.3%	\$552,762	\$550,000	- 0.5%
Average Sales Price*	\$601,294	\$659,925	+ 9.8%	\$576,589	\$586,662	+ 1.7%
Percent of Original List Price Received*	100.8%	98.6%	- 2.2%	101.0%	99.8%	- 1.2%
Inventory of Homes for Sale	148	125	- 15.5%	—	—	—
Months Supply of Inventory	3.0	2.5	- 16.7%	—	—	—

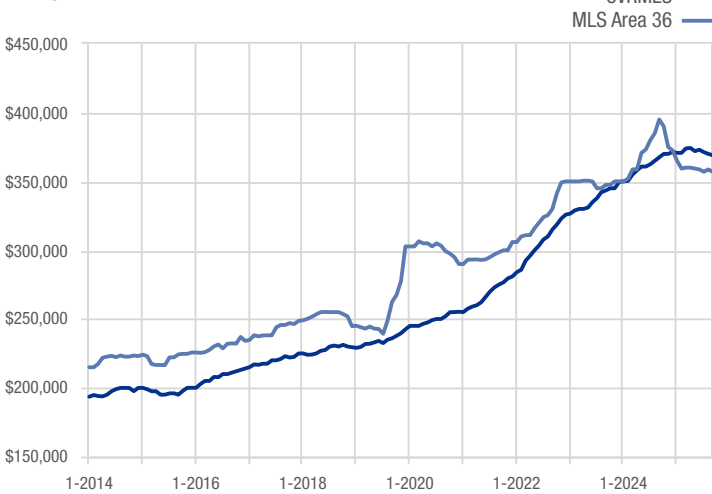
Condo/Town	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	11	15	+ 36.4%	126	108	- 14.3%
Pending Sales	11	7	- 36.4%	86	68	- 20.9%
Closed Sales	9	9	0.0%	71	66	- 7.0%
Days on Market Until Sale	16	96	+ 500.0%	19	53	+ 178.9%
Median Sales Price*	\$495,000	\$450,000	- 9.1%	\$390,000	\$367,250	- 5.8%
Average Sales Price*	\$457,053	\$412,266	- 9.8%	\$397,469	\$390,729	- 1.7%
Percent of Original List Price Received*	100.6%	99.7%	- 0.9%	100.6%	97.9%	- 2.7%
Inventory of Homes for Sale	21	35	+ 66.7%	—	—	—
Months Supply of Inventory	2.6	4.9	+ 88.5%	—	—	—

\* 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



### Median Sales Price - Condo/Town



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.