

Local Market Update – December 2025

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 36

36-Hanover

Single Family

Key Metrics	December			Year to Date		
	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	24	38	+ 58.3%	822	766	- 6.8%
Pending Sales	36	34	- 5.6%	638	579	- 9.2%
Closed Sales	68	50	- 26.5%	628	600	- 4.5%
Days on Market Until Sale	56	38	- 32.1%	35	32	- 8.6%
Median Sales Price*	\$513,500	\$506,250	- 1.4%	\$549,500	\$545,000	- 0.8%
Average Sales Price*	\$574,379	\$559,613	- 2.6%	\$572,526	\$590,813	+ 3.2%
Percent of Original List Price Received*	100.7%	98.0%	- 2.7%	100.8%	99.8%	- 1.0%
Inventory of Homes for Sale	98	88	- 10.2%	—	—	—
Months Supply of Inventory	1.8	1.8	0.0%	—	—	—

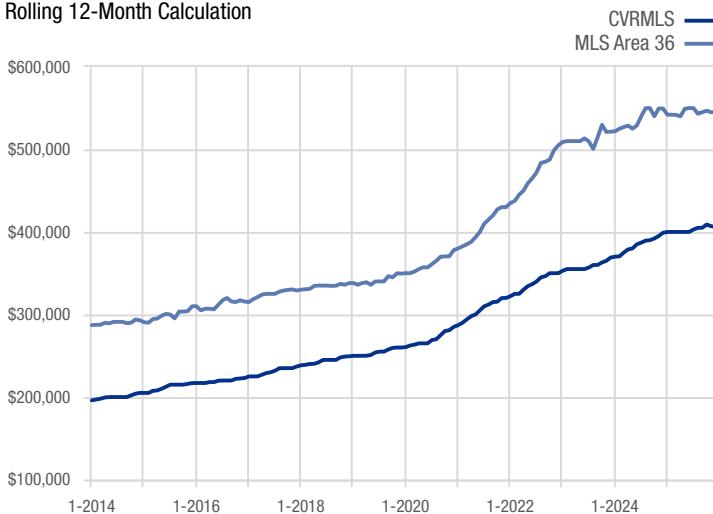
Condo/Town

Key Metrics	December			Year to Date		
	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	12	3	- 75.0%	170	136	- 20.0%
Pending Sales	5	9	+ 80.0%	104	91	- 12.5%
Closed Sales	8	9	+ 12.5%	101	90	- 10.9%
Days on Market Until Sale	32	50	+ 56.3%	25	51	+ 104.0%
Median Sales Price*	\$430,000	\$350,000	- 18.6%	\$375,000	\$367,750	- 1.9%
Average Sales Price*	\$397,697	\$375,556	- 5.6%	\$388,095	\$389,779	+ 0.4%
Percent of Original List Price Received*	96.8%	96.6%	- 0.2%	99.7%	97.8%	- 1.9%
Inventory of Homes for Sale	37	28	- 24.3%	—	—	—
Months Supply of Inventory	4.3	3.7	- 14.0%	—	—	—

* 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.

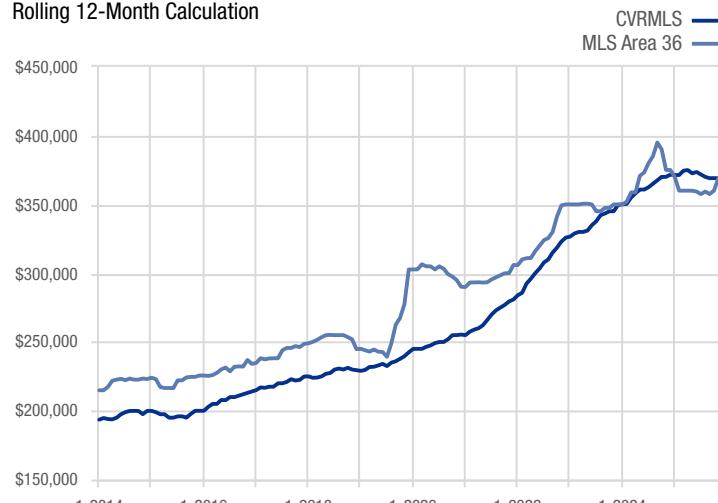
Median Sales Price - Single-Family

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.