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# Market Report for Hanover County

August 2026 numbers, compared with August 2025

**September 2026**
SINGLE-FAMILY
PAGE 1

| MEDIAN SALES PRICE | AVERAGE SALES PRICE | HOMES FOR SALE | DAYS ON MARKET | CLOSED SALES | MONTHS OF SUPPLY |
|---|---|---|---|---|---|
| **$510,000** | **$593,740** | **238** | **24** | **107** | **2.3** |
| ▲ 6.3% vs Aug '25 | ▲ 14.5% vs Aug '25 | ▲ 2.6% vs Aug '25 | ▲ 9.1% vs Aug '25 | ▼ 11.6% vs Aug '25 | 0.0% vs Aug '25 |
| YTD $507,750 ▲ 5.8% | YTD $565,548 ▲ 8.0% | 232 a year ago | YTD 27 ▼ 3.6% | YTD 856 ▲ 5.2% | 2.3 a year ago |

## 804-Michael's Take on Hanover County

Hanover is still a seller's market, and a firm one. August ended with 238 single-family homes for sale, about the same as last year. That is a 2.3-month supply: with nothing new listed, every home would sell in just over two months, which strengthens the sellers' position.

Prices are still climbing. August's median sales price was $510,000, up 6.3% from last August, and the year-to-date median, $507,750, is up 5.8%, so this is no one-month blip. The average jumped 14.5% to $593,740, but a few expensive homes can pull an average up, so the median is the better guide to what a typical Hanover home costs. Sellers received 99.7% of their original asking price, up from 98.5% last August.

How fast homes sell is what I'm watching. Homes took 24 days to sell, two more than last August, and 107 sold, down from 121. Sales usually slow in the fall, so next month's test is whether homes still sell slower than a year ago. Buyers haven't stepped back: showings ran 14% ahead of last August, 96 homes went under contract, up from 93, and pending sales are up 13% for the year. The 804-MarketScore calls it a strong seller's market, and the 804-MarketStrength says it is heating up.

### Strategy in This Market

Sellers, price in line with recent sales and you can expect close to full price without a long wait; I expect that to hold into the fall. Buyers, have your financing ready and be ready to act when you tour, so you can write immediately when the right home appears: the good ones still go under contract in about three weeks, and the fall will bring only a little more room.

Numbers like these show where the market stands, not where your home fits in it. If your home isn't selling, or you can't seem to land the right house, call or text **804-Michael** and let's talk strategy.

## Single-Family Detail

| | AUG 2025 | AUG 2026 | CHANGE | YTD 2025 | YTD 2026 | CHANGE |
|---|---|---|---|---|---|---|
| New listings | 116 | **107** | ▼ 7.8% | 1,057 | **1,187** | ▲ 12.3% |
| Pending sales | 93 | **96** | ▲ 3.2% | 817 | **924** | ▲ 13.1% |
| Closed sales | 121 | **107** | ▼ 11.6% | 814 | **856** | ▲ 5.2% |
| Days on market | 22 | **24** | ▲ 9.1% | 28 | **27** | ▼ 3.6% |
| Median sales price | $480,000 | **$510,000** | ▲ 6.3% | $480,000 | **$507,750** | ▲ 5.8% |
| Average sales price | $518,468 | **$593,740** | ▲ 14.5% | $523,478 | **$565,548** | ▲ 8.0% |
| % of original list price | 98.5% | **99.7%** | ▲ 1.2% | 99.9% | **99.4%** | ▼ 0.5% |
| Homes for sale | 232 | **238** | ▲ 2.6% | - | **-** | - |
| Months of supply | 2.3 | **2.3** | 0.0% | - | **-** | - |

**STRONG SELLER'S MARKET**

+6 — HEATING UP

SELLER | BALANCED | BUYER


## 804-MarketScore

Final: Sellers 7, Buyers 1

| | SUPPLY | LIST PRICE | DAYS | INVENTORY | PENDING | PRICES | TOTAL |
|---|---|---|---|---|---|---|---|
| Sellers | 1 | 2 | 1 | 0 | 1 | 2 | 7 |
| Buyers | 0 | 0 | 0 | 1 | 0 | 0 | 1 |

## Supply by Price Range

| PRICE RANGE | FOR SALE | SUPPLY | SCORE |
|---|---|---|---|
| **All prices** | **241** | **2.3** | +5 |
| Under $250K | 3 | 1.6 | -3 |
| $250K–$399K | 29 | 1.2 | +9 |
| $400K–$599K | 86 | 2.0 | +3 |
| $600K–$899K | 89 | 3.3 | +2 |
| $900K and up | 34 | 4.3 | +1 |

## Buyer Activity

| | AUG 2026 | VS AUG 2025 |
|---|---|---|
| Showings | 1,261 | ▲ 14.3% |
| Per listing | 3.7 | ▲ 21.0% |
| Listings shown | 341 | ▼ 5.5% |

Every showing booked through ShowingTime, all property types.

**Michael Hottman**
Call 804-Michael or Text 804-642-4235
Market Reports for 11 areas at 804re.com
Licensed Real Estate Broker in Virginia
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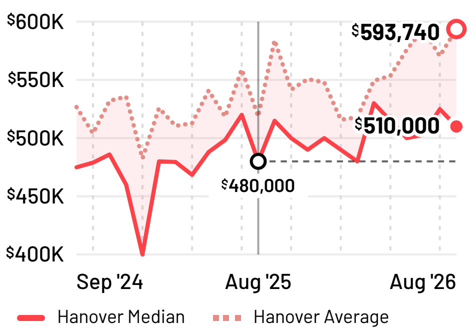
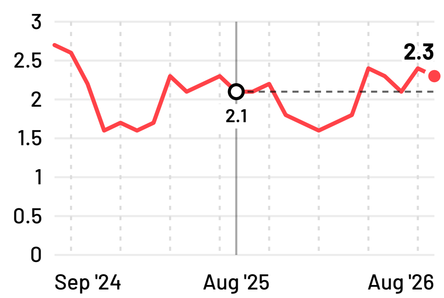
Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of September 10, 2026; price ranges via InfoSparks, as of September 15, 2026. Based on information from CVR MLS for the period September 1, 2024 through August 31, 2026. Deemed reliable but not guaranteed. Median prices, average prices and percent of list price do not account for seller concessions or down payment assistance. Percent changes use rounded figures and can swing widely where there are few sales or listings. 804-MarketScore: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

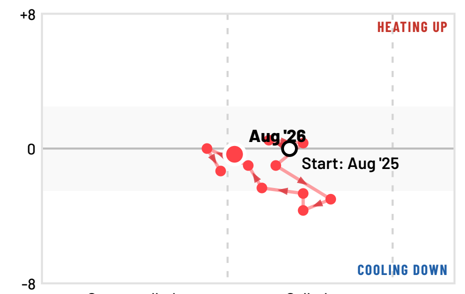
## Median and Average Price




## Months of Supply

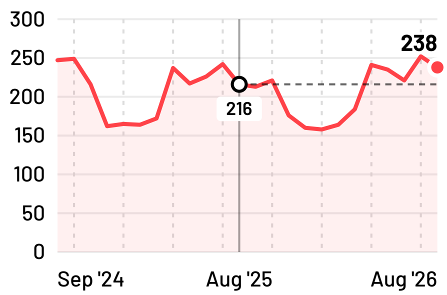



## 804-MarketDirection Timeline (1 year)

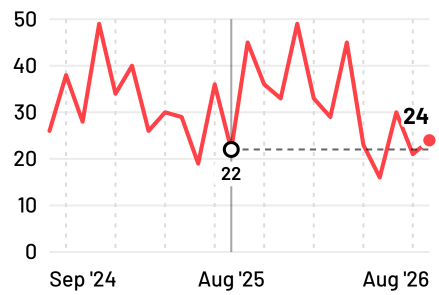



Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

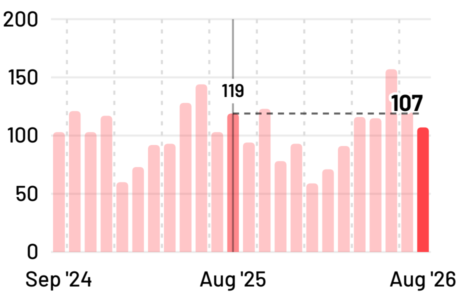
## Homes for Sale




## Days on Market




## Closed Sales




## 804-MarketStrength: August 2026 vs August 2025

**Hanover County**

**August 2026**
Single-family homes

**Sellers** MOVING TOWARD **Buyers**

**4** ← **1**

**Maximum total score = 12**

| Hanover | Favors · points |
|---|---|
| New listings | Neither |
| Homes under contract | Neither |
| Months of supply | Buyers +1 |
| Median Sales price | Sellers +1 |
| Average % of last list | Sellers +1 |
| Median Days on market | Sellers +2 |
| **Total** | **Sellers 4 · Buyers 1** |

How the 804-MarketStrength and the 804-MarketCarpet are figured: 804re.com/market-report

**About These Numbers**

**107** closed sales of single-family homes in August 2026. A solid data set, so the numbers for the month are a dependable read of this market.

## 804-MarketCarpet (4 months)

| Measure | 2026 May | Jun | Jul | Aug |
|---|---|---|---|---|
| Months of supply | 2 | 1 | 1 | 1 |
| New listings | 1 | 1 | 1 | N |
| Homes under contract | 1 | 2 | 1 | N |
| Median sales price | N | N | N | 1 |
| % of list price | 1 | N | 1 | 1 |
| Days on market | 1 | 2 | 2 | 2 |
| Sellers | 3 | 2 | 2 | 4 |
| Buyers | 3 | 4 | 4 | 1 |
| Which way | • | • | • | ▲ |

2 1 Sellers 1 2 Buyers N Neither
▲ heating up ▼ cooling

**See five years of the 804-MarketCarpet** for every area at 804re.com/market-report, or scan the code below.

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