804 Michael 642-4235

Market Report for Hanover County

September 2026 numbers, compared with September 2025

October 2026
SINGLE-FAMILY

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$528,450	$560,288	251	39	97	2.4
▲ 2.6% vs Sep '25	▼ 4.1% vs Sep '25	▲ 10.1% vs Sep '25	▼ 13.3% vs Sep '25	▲ 3.2% vs Sep '25	▲ 9.1% vs Sep '25
YTD $510,000 ▲ 5.2%	YTD $565,034 ▲ 6.6%	228 a year ago	YTD 28 ▼ 6.7%	YTD 954 ▲ 5.0%	2.2 a year ago

804-Michael's Take on Hanover County

Hanover is a balanced market this month, with supply on the tight side. September ended with 251 single-family homes for sale, 10% more than a year ago. That is a 2.4-month supply: at the current pace of sales, that is how long the homes for sale would last.

Prices are higher than a year ago. September's median sales price was $528,450, up 2.6% from last September, and the year-to-date median, $510,000, is up 5.2%. The average fell 4.1% to $560,288, but a few expensive homes can pull an average up or down, so the median is the better guide to what a typical Hanover home costs. Sellers received 98.9% of their original asking price, a little under last September's 99.3%.

How fast homes sell is what I'm watching. Homes took 39 days to sell, six fewer than last September, and 97 sold, up from 94. New listings rose 8% to 149 while pending sales slipped 9% to 102, so homes for sale are building. Sales usually slow in the fall, so next month's test is whether pending sales keep falling behind new listings. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is holding steady.

Strategy in This Market

Sellers, price in line with the most recent sales nearby; buyers have a little more choice now, so the homes that show best will sell quickly and the rest will wait. **Buyers**, have your financing ready and use the extra choice to compare, since a bit more time to decide should hold into the fall.

Not seeing this in your own sale or search? Don't chase the market. If your listing has gone quiet, or you keep coming in second, call **804-Michael** and let's put a plan together.

SimpleMarket Read

BALANCED MARKET

→ Steady

+1

Seller | Balanced | Buyer



Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	138	**149**	▲ 8.0%	1,195	**1,343**	▲ 12.4%
Pending sales	112	**102**	▼ 8.9%	929	**1,024**	▲ 10.2%
Closed sales	94	**97**	▲ 3.2%	909	**954**	▲ 5.0%
Days on market	45	**39**	▼ 13.3%	30	**28**	▼ 6.7%
Median sales price	$515,000	**$528,450**	▲ 2.6%	$485,000	**$510,000**	▲ 5.2%
Average sales price	$584,190	**$560,288**	▼ 4.1%	$530,137	**$565,034**	▲ 6.6%
% of original list price	99.3%	**98.9%**	▼ 0.4%	99.8%	**99.4%**	▼ 0.4%
Homes for sale	228	**251**	▲ 10.1%	-	-	-
Months of supply	2.2	**2.4**	▲ 9.1%	-	-	-

SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	1	1	0	0	0	2	4
Buyers	0	0	0	2	1	0	3

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	1,218	▼ 15.1%
Per listing	3.3	▼ 14.6%
Listings shown	364	▼ 0.5%

Every showing booked through ShowingTime, all property types.



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Call 804-Michael or Text 804-642-4235
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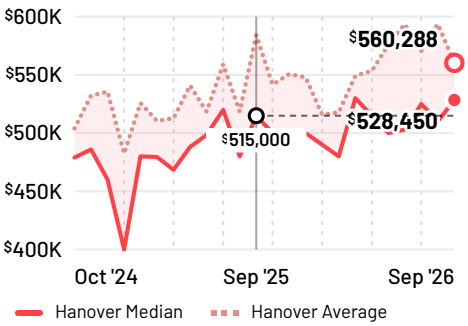
Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 2026. Deemed reliable but not guaranteed. Median prices, average prices, and percent of list price do not account for seller concessions or down payment assistance. Percent changes use rounded figures and can swing widely where there are few sales or listings. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

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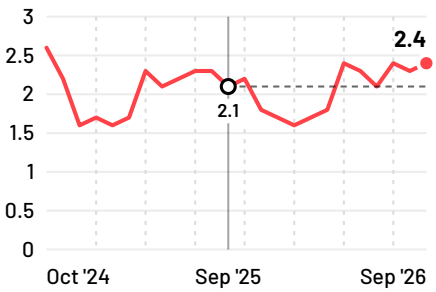
Market Report for Hanover County

September 2026 numbers, month by month

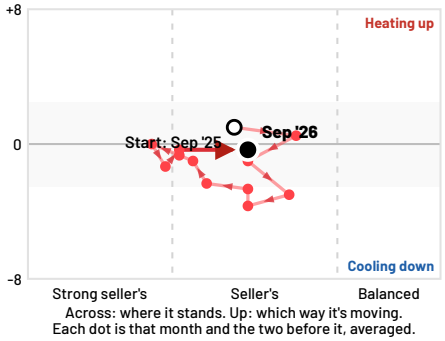
Median and Average Price



Months of Supply

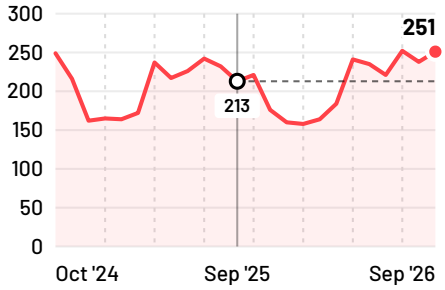


SimpleMarket Trail (1 year)

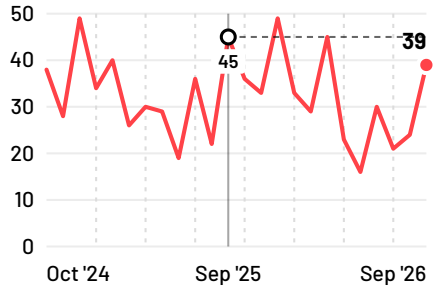


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

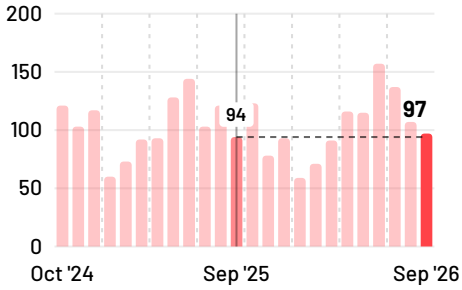
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Hanover County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ **3**

Maximum total score = 12

Hanover	Favors · points
New listings	Buyers +1
Homes under contract	Buyers +1
Months of supply	Buyers +1
Median Sales price	Neither
Average % of original list	Neither
Average Days on market	Sellers +1
Total	**Sellers 1 · Buyers 3**

How the SimpleMarket Momentum and the SimpleMarket Carpet are figured: 804re.com/market-report

SimpleMarket Carpet (4 months)

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

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

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

About These Numbers

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

Michael Hottman · Licensed Real Estate Broker in Virginia · Malcolm Real Estate, Ashland, VA · **Call 804-Michael or Text 804-642-4235** · **804re.com**

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