804 Michael 642-4235

Market Report for Hanover County

October 2026 numbers, compared with October 2025

November 2026

SINGLE-FAMILY

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$497,450	$527,793	257	25	95	2.5
▼ 0.5% vs Oct '25	▼ 2.6% vs Oct '25	▲ 5.3% vs Oct '25	▼ 30.6% vs Oct '25	▼ 22.8% vs Oct '25	▲ 4.2% vs Oct '25
YTD $507,000 ▲ 4.1%	YTD $561,648 ▲ 5.7%	244 a year ago	YTD 28 ▼ 9.7%	YTD 1,050 ▲ 1.6%	2.4 a year ago

804-Michael's Take on Hanover County

Hanover is still a seller's market, though a milder one. October ended with 257 single-family homes for sale, 5% more than a year ago. That is a 2.5-month supply: at the current pace of sales, that is how long the homes for sale would last.

October's median sales price was $497,450, down 0.5% from last October, but the year-to-date median, $507,000, is up 4.1%, so one soft month does not change the year's direction. The average fell 2.6% to $527,793; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Hanover home. Sellers received 98.3% of their original asking price, a little under last October's 98.8%.

Homes sold fast, in 25 days, 11 fewer than last October. But only 95 sold, down from 123, and pending sales fell 10% to 91 while new listings fell 17% to 118. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Strategy in This Market

Sellers, price in line with recent sales nearby; homes priced right still sell in under a month, but fewer buyers are under contract than a year ago. **Buyers**, have your financing ready and use the extra choice to compare, since the slower winter months should give you more time to decide.

These numbers describe the whole market, not your street or neighborhood. Before you set a price or make an offer, call **804-Michael** for a look at the sales closest to you.

Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	142	**118**	▼ 16.9%	1,337	**1,471**	▲ 10.0%
Pending sales	101	**91**	▼ 9.9%	1,030	**1,112**	▲ 8.0%
Closed sales	123	**95**	▼ 22.8%	1,033	**1,050**	▲ 1.6%
Days on market	36	**25**	▼ 30.6%	31	**28**	▼ 9.7%
Median sales price	$500,000	**$497,450**	▼ 0.5%	$487,000	**$507,000**	▲ 4.1%
Average sales price	$541,652	**$527,793**	▼ 2.6%	$531,574	**$561,648**	▲ 5.7%
% of original list price	98.8%	**98.3%**	▼ 0.5%	99.7%	**99.3%**	▼ 0.4%
Homes for sale	244	**257**	▲ 5.3%	-	**-**	-
Months of supply	2.4	**2.5**	▲ 4.2%	-	**-**	-

SimpleMarket Read

SELLER'S MARKET

+2 → Steady

Seller | Balanced | Buyer



SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	1,165	▼ 14.5%
Per listing	3.3	▼ 11.1%
Listings shown	354	▼ 3.8%

Every showing booked through ShowingTime, all property types.



Michael Hottman

Call 804-Michael or Text 804-642-4235

Market Reports for 13 areas at 804re.com

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Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of November 10, 2026. Based on information from CVR MLS for the period November 1, 2024 through October 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. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

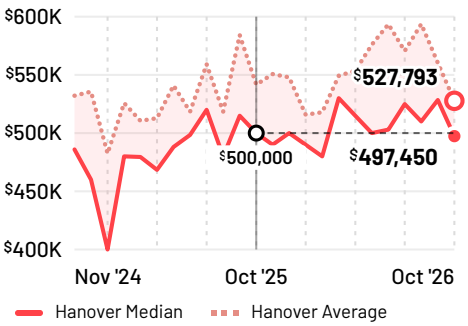
A SimpleMarket Report, developed by Michael Hottman

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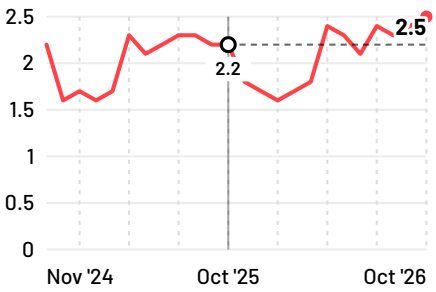
Market Report for Hanover County

October 2026 numbers, month by month

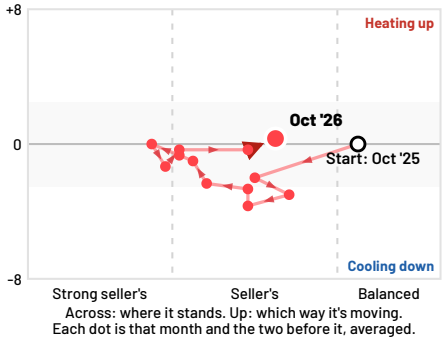
Median and Average Price



Months of Supply

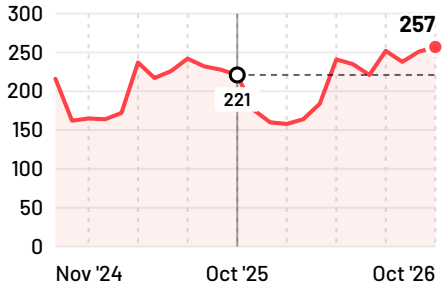


SimpleMarket Trail (1 year)

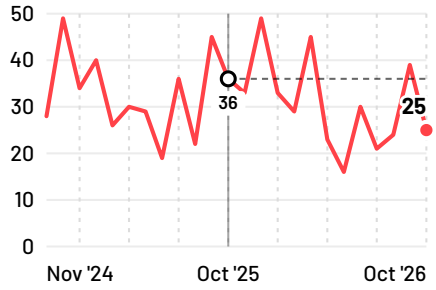


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

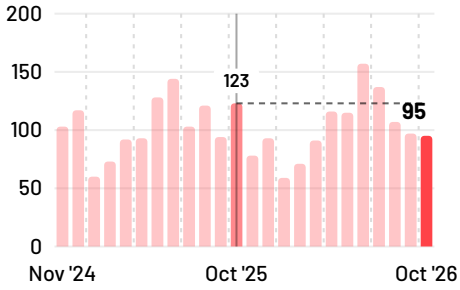
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Hanover County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

3 EVEN **3**

Maximum total score = 12

Hanover	Favors · points
New listings	Sellers +1
Homes under contract	Buyers +1
Months of supply	Buyers +1
Median Sales price	Neither
Average % of original list	Buyers +1
Average Days on market	Sellers +2
Total	**Sellers 3 · Buyers 3**

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

SimpleMarket Carpet (4 months)

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

2 1 Sellers 1 2 Buyers N Neither

▲ heating up ▼ cooling

About These Numbers

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

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

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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