



Jordan Sample
SAMPLE REALTY
Richmond, Virginia

Market Report for Central Virginia

September 2026

SINGLE-FAMILY
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August 2026 numbers, compared with August 2025. Every home sold through Central Virginia Regional MLS: more than 40 counties and cities, from the Richmond area out to the Northern Neck, the Peninsula and Southside.

Median sales price
\$430,000
▲ 5.0% vs Aug '25
YTD \$422,500 ▲ 3.6%

Average sales price
\$506,170
▲ 6.2% vs Aug '25
YTD \$501,046 ▲ 4.9%

Homes for sale
3,197
▲ 2.1% vs Aug '25
3,131 a year ago

Days on market
28
▲ 16.7% vs Aug '25
YTD 30 ▲ 3.4%

Closed sales
1,302
▼ 10.6% vs Aug '25
YTD 11,027 ▲ 0.4%

Months of supply
2.4
▲ 4.3% vs Aug '25
2.3 a year ago

What the Numbers Say on Central Virginia

Across all of Central Virginia, the market favors sellers, just less than it does closer to Richmond. August ended with 3,197 single-family homes for sale, 2% more than a year ago, and a 2.4-month supply, up from 2.3 last August: at the current pace of sales, every home would sell in about ten weeks. The Richmond Metro is tighter at 1.8 months.

Prices are rising. August's median sales price was \$430,000, up 5% from last August, and the year-to-date median of \$422,500 is up 3.6%. The average rose 6.2% to \$506,170. Sellers received 99% of their original asking price, about the same as a year ago.

How fast homes sell is where it is cooling. Homes took 28 days to sell, four more than last August, and 1,302 sold, 11% fewer than a year ago, though sales for the year are about even. Pending sales rose 1.8% from last August while new listings held about even, so buyers are out there. Sales usually slow in the fall, so next month's test is whether homes keep taking longer to sell. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is cooling.

SimpleMarket Read

SELLER'S MARKET

+4

↘ Cooling down

Seller

Balanced

Buyer

SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	1	2	1	0	0	1	5
Buyers	0	0	0	1	0	0	1

How the Areas Compare

Area	Median	Supply	Score
Central Virginia	\$430,000	2.4	+4
Richmond Metro	\$450,000	1.8	+6
Hanover	\$510,000	2.3	+6
Ashland	\$599,975	3.1	+1
Henrico	\$425,000	1.6	+5
Chesterfield	\$453,975	1.9	+5
City of Richmond	\$403,500	1.4	+7
Caroline	\$410,000	4.8	-3
Goochland	\$688,702	2.7	+5
King William	\$362,500	2.5	+6
Powhatan	\$551,975	3.5	+2

What to Know About the Market

If you are thinking about buying

- A little more to choose from, and a little more time to decide.
- Homes take 28 days to sell, four more than last August.

If you are thinking about selling

- Homes sell at 99% of original asking price, the same as last year.
- Price with recent sales nearby and expect a few more days this fall.

Thinking about selling or buying this year? Call me and we will talk through your timing.

Single-Family Detail

	Aug 2025	Aug 2026	Change	YTD 2025	YTD 2026	Change
New listings	1,694	1,663	▼ 1.8%	14,695	15,304	▲ 4.1%
Pending sales	1,298	1,321	▲ 1.8%	11,413	11,529	▲ 1.0%
Closed sales	1,456	1,302	▼ 10.6%	10,986	11,027	▲ 0.4%
Days on market	24	28	▲ 16.7%	29	30	▲ 3.4%
Median sales price	\$409,475	\$430,000	▲ 5.0%	\$408,000	\$422,500	▲ 3.6%
Average sales price	\$476,551	\$506,170	▲ 6.2%	\$477,787	\$501,046	▲ 4.9%
% of original list price	99.1%	99.0%	▼ 0.1%	99.7%	99.6%	▼ 0.1%
Homes for sale	3,131	3,197	▲ 2.1%	-	-	-
Months of supply	2.3	2.4	▲ 4.3%	-	-	-

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Call or Text 804-555-0142

Get updated Market Reports at samplerealty.example/market

Licensed Real Estate Salesperson in Virginia

Sample Realty, Richmond

Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of September 10, 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. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.



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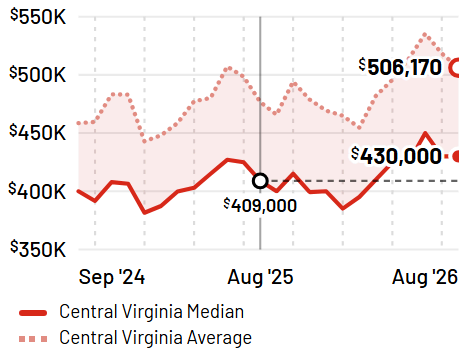
Market Report for Central Virginia

August 2026 numbers, month by month

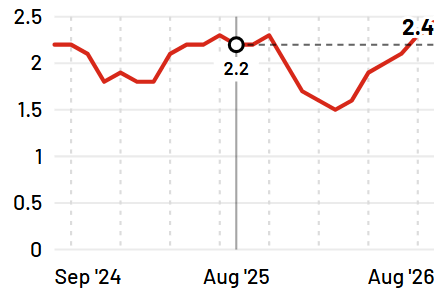
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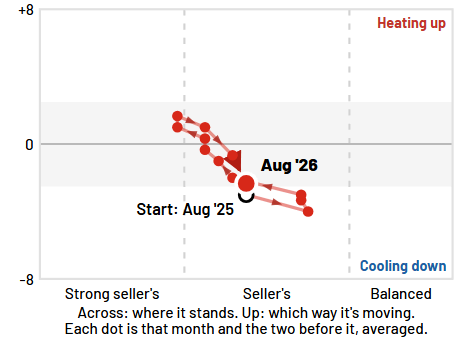
Median and Average Price



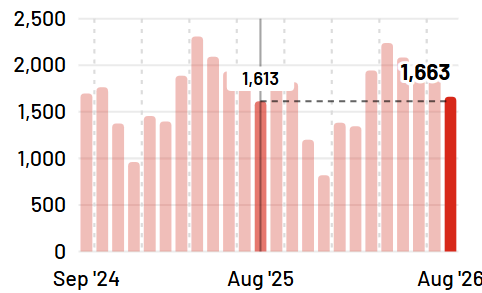
Months of Supply



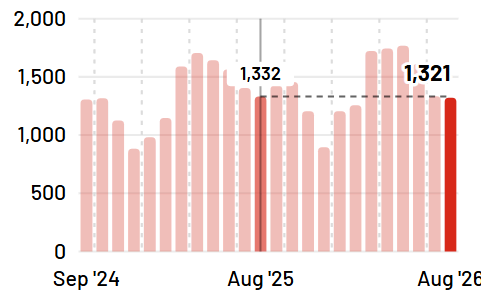
SimpleMarket Trail (1 year)



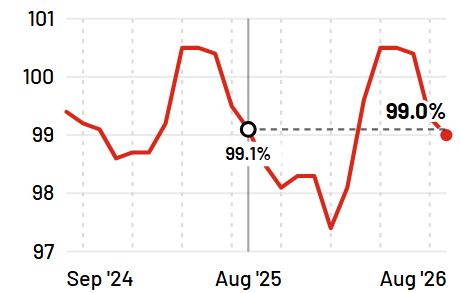
New Listings



Pending Sales



% of Original List Price



SimpleMarket Momentum: August 2026 vs August 2025

Central Virginia

August 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ➔ **4**

Maximum total score = 12

Central Virginia	Favors · points
New listings	Buyers +1
Homes under contract	Neither
Months of supply	Buyers +1
Median Sales price	Sellers +1
Average % of original list	Neither
Average Days on market	Buyers +2
Total	Sellers 1 · Buyers 4

SimpleMarket Carpet (4 months)

Measure	2026			
	May	Jun	Jul	Aug
Months of supply	N	1	1	1
New Listings	N	1	N	1
Homes under contract	1	N	1	N
Median sales price	N	1	N	1
% of list price	N	N	N	N
Days on market	1	1	N	2
Sellers	2	1	0	1
Buyers	0	3	2	4
Which way	*	*	*	▼

2 1 Sellers 1 2 Buyers N Neither

▲ heating up ▼ cooling

See five years of the SimpleMarket Carpet for every area at [sampler Realty.com/market](https://www.sampler Realty.com/market), or scan the code below.

How the SimpleMarket Momentum and the SimpleMarket Carpet are figured: [sampler Realty.com/market](https://www.sampler Realty.com/market)

About These Numbers

1,302 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.

Jordan Sample · Licensed Real Estate Salesperson in Virginia · Sample Realty, Richmond · **Call or Text 804-555-0142**

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