804Michael 642-4235

Market Report for
All 11 Areas

August 2026 numbers, compared with August 2025

Area by Area

Area	MEDIAN SALES PRICE	AVERAGE SALES PRICE	HOMES FOR SALE	DAYS ON MARKET	CLOSED SALES	MONTHS OF SUPPLY
Central Virginia	$430,000 ▲ 5.0% vs Aug '25	$506,170 ▲ 6.2% vs Aug '25	3,197 ▲ 2.1% vs Aug '25	28 ▲ 16.7% vs Aug '25	1,302 ▼ 10.6% vs Aug '25	2.4 ▲ 4.3% vs Aug '25
Richmond Metro	$450,000 ▲ 3.7% vs Aug '25	$534,073 ▲ 6.4% vs Aug '25	1,607 ▼ 6.1% vs Aug '25	22 ▲ 4.8% vs Aug '25	871 ▼ 9.0% vs Aug '25	1.8 ▼ 5.3% vs Aug '25
Hanover	$510,000 ▲ 6.3% vs Aug '25	$593,740 ▲ 14.5% vs Aug '25	238 ▲ 2.6% vs Aug '25	24 ▲ 9.1% vs Aug '25	107 ▼ 11.6% vs Aug '25	2.3 0.0% vs Aug '25
Ashland	$599,975 ▲ 13.0% vs Aug '25	$615,350 ▲ 14.2% vs Aug '25	45 ▲ 32.4% vs Aug '25	15 ▼ 44.4% vs Aug '25	14 0.0% vs Aug '25	3.1 ▲ 29.2% vs Aug '25
Henrico	$425,000 ▲ 7.9% vs Aug '25	$498,074 ▲ 7.9% vs Aug '25	385 ▲ 4.3% vs Aug '25	18 0.0% vs Aug '25	229 ▼ 7.3% vs Aug '25	1.6 0.0% vs Aug '25
Chesterfield	$453,975 ▲ 0.9% vs Aug '25	$511,849 ▲ 0.3% vs Aug '25	709 ▼ 2.5% vs Aug '25	22 ▼ 4.3% vs Aug '25	372 ▼ 4.9% vs Aug '25	1.9 ▼ 5.0% vs Aug '25
City of Richmond	$403,500 ▼ 5.3% vs Aug '25	$595,644 ▲ 12.8% vs Aug '25	275 ▼ 28.4% vs Aug '25	26 ▲ 44.4% vs Aug '25	163 ▼ 17.7% vs Aug '25	1.4 ▼ 33.3% vs Aug '25
Caroline	$410,000 ▲ 9.3% vs Aug '25	$446,527 ▲ 15.8% vs Aug '25	63 ▲ 70.3% vs Aug '25	49 ▲ 40.0% vs Aug '25	15 ▲ 15.4% vs Aug '25	4.8 ▲ 92.0% vs Aug '25
Goochland	$688,702 ▲ 17.7% vs Aug '25	$879,302 ▲ 19.3% vs Aug '25	90 ▼ 1.1% vs Aug '25	30 ▼ 6.2% vs Aug '25	33 ▼ 13.2% vs Aug '25	2.7 ▲ 3.8% vs Aug '25
King William	$362,500 ▼ 4.6% vs Aug '25	$386,172 ▲ 5.1% vs Aug '25	50 ▲ 8.7% vs Aug '25	20 ▼ 55.6% vs Aug '25	21 ▲ 10.5% vs Aug '25	2.5 ▼ 3.8% vs Aug '25
Powhatan	$551,975 ▲ 0.2% vs Aug '25	$602,300 ▲ 2.7% vs Aug '25	124 ▲ 34.8% vs Aug '25	19 ▼ 17.4% vs Aug '25	24 ▼ 45.5% vs Aug '25	3.5 ▲ 25.0% vs Aug '25

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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.

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Where Each Market Stands

Each area's **804-MarketScore** on one scale, from a strong seller's market at the left to a strong buyer's market at the right; the pill beside it is the **804-MarketStrength**, which way the market is moving against a year ago.

SELLER · BALANCED · BUYER

Central Virginia	SELLER'S MARKET	COOLING DOWN	+4
Richmond Metro	STRONG SELLER'S MARKET	STEADY	+6
Hanover County	STRONG SELLER'S MARKET	HEATING UP	+6
Ashland Area	BALANCED MARKET	STEADY	+1
Henrico County	SELLER'S MARKET	COOLING DOWN	+5
Chesterfield County	SELLER'S MARKET	STEADY	+5
City of Richmond	STRONG SELLER'S MARKET	STEADY	+7
Caroline County	BUYER'S MARKET	COOLING DOWN	-3
Goochland County	SELLER'S MARKET	STEADY	+5
King William County	STRONG SELLER'S MARKET	STEADY	+6
Powhatan County	SELLER'S MARKET	STEADY	+2

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804-Michael's Takes

Central Virginia

Across all of Central Virginia, the market still 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 still 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 still out there. Sales usually slow in the fall, so next month's test is whether homes keep taking longer to sell. The 804-MarketScore calls it a seller's market, and the 804-MarketStrength says it is cooling.

Richmond Metro

Across the Richmond Metro, the market is still firmly in sellers' favor. August ended with 1,607 single-family homes for sale, 6% fewer than a year ago, and supply held under two months at 1.8, down from 1.9 last August: at the current pace of sales, every home would sell in about eight weeks.

Prices are rising at a measured pace. August's median sales price was $450,000, up 3.7% from last August; the year-to-date median of $447,870 is up 3%. Sellers received 99.5% of their original asking price, about the same as a year ago, and homes sold in 22 days.

Pending sales are running ahead of new supply. They rose 6.3% from last August to 858 while new listings fell 3.4%, and sales, down 9% for the month, are up about 3% for the year. The parts differ: Hanover is heating up, Henrico is cooling, and Chesterfield and the City of Richmond are holding steady. Fall usually brings fewer sales across the region, but values follow the competition more than the calendar, so next month I'm watching whether supply stays under two months. The 804-MarketScore calls it a strong seller's market, and the 804-MarketStrength says it is steady.

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.

Ashland Area

The Ashland Area has moved into a mostly balanced market. With only 14 sales in August, a single sale can swing the month's numbers, so I lean on the year to date: 114 homes have sold since January, down from 120 last year, at a median of $537,000, just under last year's $540,513. Homes for sale rose to 45 from 34 a year ago, a 3.1-month supply: at the current pace of sales, that is how long they would last.

August's median sales price was $599,975, up 13% from last August, but that rests on just 14 sales; year-to-date numbers say prices have leveled off. Sellers have received 98.7% of their original asking price this year, down from 100.6% last year, as more of them negotiate.

Buyers are still out there: pending sales are up 16% for the year. But new listings are up 20%, faster than buyers absorb them, and with sales usually slowing in the fall, I'm watching whether they start to sit. The 804-MarketScore calls Ashland a balanced market, and the 804-MarketStrength says it is holding steady. Hanover County around it is still a strong seller's market, with about two months of supply to Ashland's three; my Hanover County report has the bigger picture.

Henrico County

Henrico is still one of the tightest markets in the region. August ended with 385 single-family homes for sale, 16 more than a year ago, and a 1.6-month supply, the same as last August: at the current pace of sales, every home would sell in about seven weeks.

Prices are still rising. August's median sales price was $425,000, up 7.9% from last August. The average rose by the same share to $498,074, so the gain runs across the market rather than coming from a few expensive sales. The year-to-date median is also $425,000, up 2.5%. Sellers received 99.5% of their original asking price, just under 100% last August.

Demand is where Henrico is cooling. New listings rose 9.2% from last August while pending sales held at 227, and 229 homes sold, down 7.3%. Homes still sold in 18 days on average, so a well-priced house moves quickly. Sales usually slow in the fall, and a dip in the median then says more about which homes sold than about values, so next month's test is whether new listings keep outrunning pending sales. The 804-MarketScore calls it a seller's market, and the 804-MarketStrength says it is cooling.

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Chesterfield County

Chesterfield is the steady one this month. August ended with 709 single-family homes for sale, 18 fewer than a year ago, and supply edged down to 1.9 months from 2.0 last August: at the current pace of sales, every home would sell in just under two months.

Prices have flattened at a high level. August's median sales price was $453,975, less than 1% above last August; the average barely moved at $511,849. For the year, the median is $450,000, up 2.3%. Sellers received 99.6% of their original asking price, a little better than 99.4% last August, and homes sold in 22 days, a day faster.

Activity has cooled a little on both sides. New listings fell 8.8% from last August and pending sales slipped 3.4%, while 372 homes sold, down from 391. Year to date, sales are still up about 4%, so the slower August looks like a pause rather than a turn. Sales usually slow in the fall and homes take a little longer to sell, so next month I'm watching whether fewer new listings keep supply this tight. The 804-MarketScore calls it a seller's market, and the 804-MarketStrength says it is steady.

City of Richmond

Supply in the City of Richmond has tightened sharply. August ended with 275 single-family homes for sale, 28% fewer than a year ago, and supply fell to 1.4 months from 2.1 last August, the lowest of the four localities in the Metro: at the current pace of sales, every home would sell in about six weeks.

Prices tell two stories. The median sales price slipped 5.3% from last August to $403,500, while the average jumped 12.8% to $595,644. That gap reflects which homes sold, not values falling, and the year-to-date median of $427,500, down less than 1%, says prices are essentially flat. Sellers received 98.9% of their original asking price, down from 100.2% last August, and homes took 26 days to sell, eight more.

Demand is the bigger story. Pending sales jumped 47% from last August to 192 and are up 7% for the year, while new listings fell to 221. Only 163 homes sold in August, down from 198, but with that many under contract, sales should pick up over the next month or two, even though fall usually slows the market. The 804-MarketScore calls it a strong seller's market, and the 804-MarketStrength says it is holding steady.

Caroline County

Caroline has turned toward buyers. August ended with 63 single-family homes for sale, up from 37 a year ago, and supply nearly doubled to 4.8 months from 2.5: at the current pace of sales, that is how long they would last. With only 15 sales in August, a single sale can swing the month's numbers, so I lean on the year to date: 106 homes have sold since January, down from 125 last year, at a median of $377,000, up 2.2%.

August's median sales price was $410,000, but on so few sales the year to date is the better read. Price is where sellers are giving ground: they have received 96.9% of their original asking price this year, down from 99.1% last year, and homes are taking 51 days to sell, against 35.

New listings are up 13% for the year while pending sales are down 2.5%, so homes are coming on the market faster than buyers are taking them. Fall usually adds to that, so next month I'm watching whether supply keeps climbing. Hanover next door is still a strong seller's market, so buyers who can shop both sides of the line have leverage here. The 804-MarketScore calls it a buyer's market, and the 804-MarketStrength says it is cooling.

Goochland County

Goochland is a seller's market at the top of the region's price range. August ended with 90 single-family homes for sale, about the same as a year ago, and a 2.7-month supply, close to last August's 2.6: at the current pace of sales, that is how long they would last.

Prices are the headline. August's median sales price was $688,702, up 18% from last August. With only 33 sales in the month, the year to date is the steadier read: a median of $744,234, up 14%. Sellers received 103.2% of their original asking price, up from 100.6% last August.

Pending sales are what I'm watching. They fell to 33 from 42 last August and are down 10% for the year, even as sales are up 17%. Fall usually slows sales, so next month's test is whether pending sales keep slipping; if they do, these fast price gains should cool. The 804-MarketScore calls it a seller's market, and the 804-MarketStrength says it is steady.

King William County

King William is a strong seller's market, and a growing one. August ended with 50 single-family homes for sale, up from 46 a year ago, and a 2.5-month supply, about the same as last August's 2.6: at the current pace of sales, every home would sell in about two and a half months.

Prices are holding steady. August's median sales price was $362,500, down 4.6% from last August, but with only 21 sales in the month, the year to date is the steadier read: $375,450, up 1.6%. Sellers received 101.6% of their original asking price, up from 98.1% last August, and homes sold in 20 days, down from 45.

The bigger story is growth. New listings are up 35% for the year and pending sales are up 30%, so buyers are keeping up with the extra homes, and sales are up 21%. Fall usually slows sales, so next month's test is whether homes keep selling in about three weeks. The 804-MarketScore calls it a strong seller's market, and the 804-MarketStrength says it is steady.

Powhatan County

Powhatan is still a seller's market, but it is edging toward balance. August ended with 124 single-family homes for sale, up from 92 a year ago, and supply rose to 3.5 months from 2.8 last August: at the current pace of sales, that is how long they would last.

Prices are flat to slightly up. August's median sales price was $551,975, about the same as last August; the year-to-date median, $520,000, is up 3%. Sellers received 99.2% of their original asking price in August, up from 97.7% a year ago, but 98.3% so far this year, down from 99.2%, as more of them negotiate.

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Powhatan County, continued

Supply is what I'm watching. New listings are up 16% for the year while pending sales are up 4%, and only 24 homes sold in August, down from 44, though sales are up 7% for the year. Buyers are still out looking: showings were down 9% from last August, nowhere near the drop in sales. Fall usually adds to supply as sales slow, so next month's test is whether it keeps climbing toward four months, which would tip Powhatan into balance. The 804-MarketScore calls it a seller's market, and the 804-MarketStrength says it is steady.