804 Michael 642-4235

Market Report for

# Caroline County

August 2026 numbers, compared with August 2025

**September 2026**

SINGLE-FAMILY

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| MEDIAN SALES PRICE | AVERAGE SALES PRICE | HOMES FOR SALE | DAYS ON MARKET | CLOSED SALES | MONTHS OF SUPPLY |
|---|---|---|---|---|---|
| **$410,000** | **$446,527** | **63** | **49** | **15** | **4.8** |
| ▲ 9.3% vs Aug '25 | ▲ 15.8% vs Aug '25 | ▲ 70.3% vs Aug '25 | ▲ 40.0% vs Aug '25 | ▲ 15.4% vs Aug '25 | ▲ 92.0% vs Aug '25 |
| YTD $377,000 ▲ 2.2% | YTD $423,725 ▲ 7.2% | 37 a year ago | YTD 51 ▲ 45.7% | YTD 106 ▼ 15.2% | 2.5 a year ago |






## 804-Michael's Take on 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.

**BUYER'S MARKET**

COOLING DOWN

SELLER | BALANCED | BUYER

-3


### Strategy in This Market

Sellers, price carefully from the first day, because homes are taking longer to sell and an ambitious price will sit into the winter. Buyers, you have more room to negotiate here than anywhere else nearby, and with supply still building, that room should grow through the fall. With only 15 closed sales in August, a few sales can make a small change look dramatic, so the year-to-date figures are a steadier guide.

Markets can shift quickly, and every street is different. If your home is sitting without offers, or you keep missing out on your top picks, these numbers may not be your whole story. Call **804-Michael** for a look at your situation.

## Single-Family Detail

| | AUG 2025 | AUG 2026 | CHANGE | YTD 2025 | YTD 2026 | CHANGE |
|---|---|---|---|---|---|---|
| New listings | 17 | **27** | ▲ 58.8% | 166 | **188** | ▲ 13.3% |
| Pending sales | 8 | **10** | ▲ 25.0% | 121 | **118** | ▼ 2.5% |
| Closed sales | 13 | **15** | ▲ 15.4% | 125 | **106** | ▼ 15.2% |
| Days on market | 35 | **49** | ▲ 40.0% | 35 | **51** | ▲ 45.7% |
| Median sales price | $375,000 | **$410,000** | ▲ 9.3% | $369,000 | **$377,000** | ▲ 2.2% |
| Average sales price | $385,765 | **$446,527** | ▲ 15.8% | $395,196 | **$423,725** | ▲ 7.2% |
| % of original list price | 100.1% | **97.3%** | ▼ 2.8% | 99.1% | **96.9%** | ▼ 2.2% |
| Homes for sale | 37 | **63** | ▲ 70.3% | - | **-** | - |
| Months of supply | 2.5 | **4.8** | ▲ 92.0% | - | **-** | - |

## 804-MarketScore

Final: Sellers 2, Buyers 5

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

## Buyer Activity

| | AUG 2026 | VS AUG 2025 |
|---|---|---|
| Showings | 125 | ▲ 171.7% |
| Per listing | 2.4 | ▲ 146.1% |
| Listings shown | 53 | ▲ 10.4% |

Every showing booked through ShowingTime, all property types.


# Michael Hottman

Call 804-Michael or Text 804-642-4235

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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.

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**Market Report for**

# Caroline County

August 2026 numbers, month by month

**September 2026**
SINGLE-FAMILY
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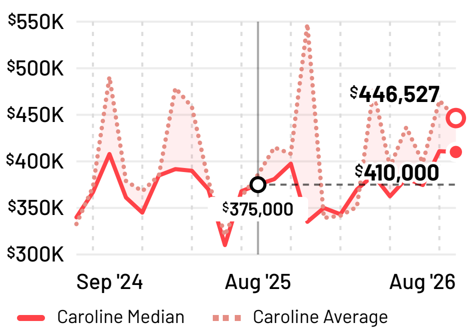
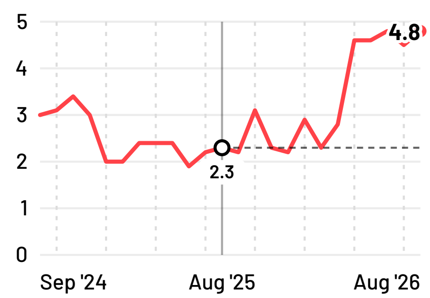
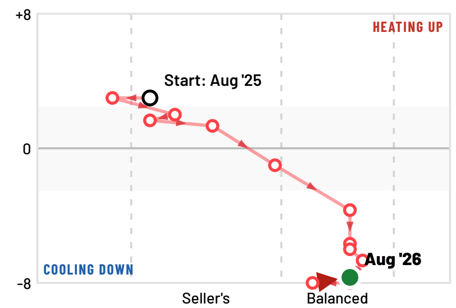
## Median and Average Price




## Months of Supply

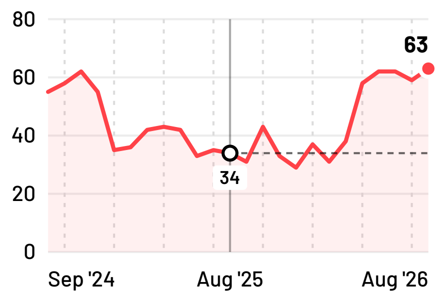



## 804-MarketDirection Timeline (1 year)

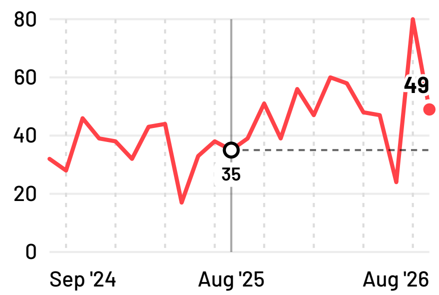



Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

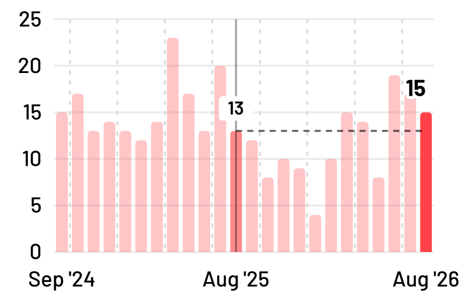
## Homes for Sale




## Days on Market




## Closed Sales



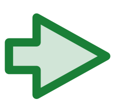

## 804-MarketStrength: August 2026 vs August 2025

**Caroline County**

**August 2026**
Single-family homes

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

**0**



**7**

**Maximum total score = 12**
Year to date:
under 20 sales this month

| Caroline | Favors · points |
|---|---|
| **New listings** *year to date* | Buyers +1 |
| **Homes under contract** *year to date* | Neither |
| **Months of supply** | Buyers +2 |
| Median **Sales price** *year to date* | Neither |
| Average **% of original list** *year to date* | Buyers +2 |
| Average **Days on market** *year to date* | Buyers +2 |
| **Total** | **Sellers 0 · Buyers 7** |

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

## 804-MarketCarpet (4 months)

| Measure | 2026 May | Jun | Jul | Aug |
|---|---|---|---|---|
| Months of supply | 2 | 2 | 2 | 2 |
| New listings | 2 | 1 | 1 | 1 |
| Homes under contract | N | 1 | 1 | N |
| Median sales price | N | N | N | N |
| % of list price | 2 | 2 | 2 | 2 |
| Days on market | 2 | 2 | 2 | 2 |
| Sellers | 0 | 0 | 0 | 0 |
| Buyers | 8 | 8 | 8 | 7 |
| Which way | ▼ | ▼ | ▼ | ▼ |

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

### About These Numbers

**15** closed sales of single-family homes in August 2026. With so few sales, one or two homes can change every number dramatically, so comparisons and trends are unreliable. For a more accurate picture, see the Richmond Metro report.

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