804-Michael 642-4235

Market Report for
Central Virginia

September 2026
SINGLE-FAMILY
PAGE 1

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

804-Michael's Take on 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.

Strategy in This Market

Sellers, homes are still selling close to full price, but they are taking longer, so price with the most recent sales nearby and expect the fall to add a few more days. Buyers, you have a little more to choose from than a year ago and a little more time to decide, and that should grow as the season slows.

Thinking about selling or buying in the next year? The best plans start well before the sign goes up or the first showing. Call **804-Michael** to 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%	–	**–**	–

SELLER'S MARKET

COOLING DOWN

+4

SELLER | BALANCED | BUYER

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

804-MarketScore

Final: Sellers 5, Buyers 1

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

Michael Hottman

Call 804-Michael or Text 804-642-4235

Market Reports for 11 areas at 804re.com
Licensed Real Estate Broker in Virginia
Malcolm Real Estate, Ashland, VA

Scan for reports

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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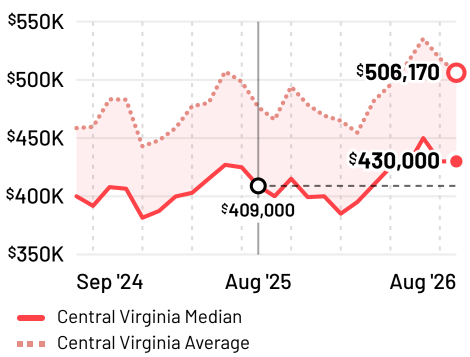
Market Report for

Central Virginia

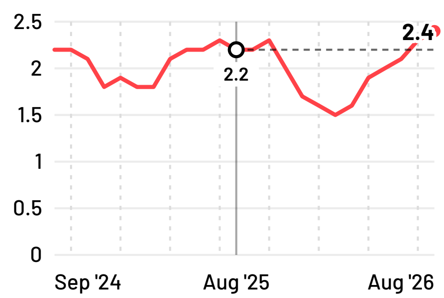
August 2026 numbers, month by month

September 2026
SINGLE-FAMILY

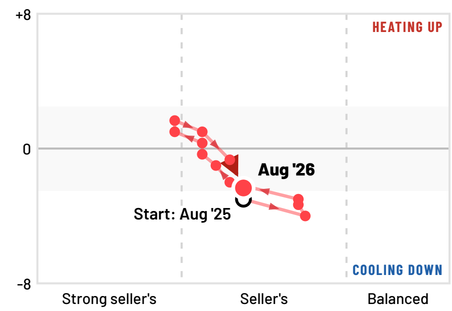
Median and Average Price



Months of Supply

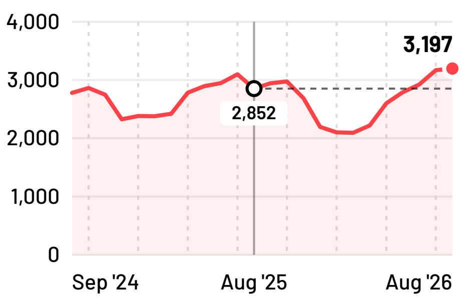


804-MarketDirection Timeline (1 year)

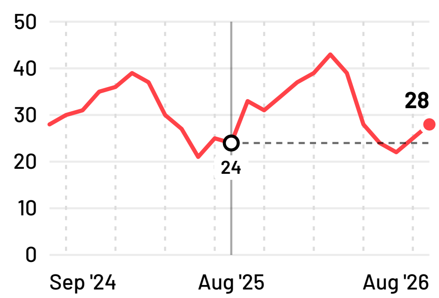


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

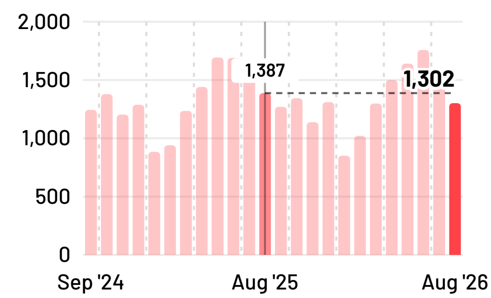
Homes for Sale



Days on Market



Closed Sales



804-MarketStrength: August 2026 vs August 2025

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**

804-MarketCarpet (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

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

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.

See five years of the 804-MarketCarpet 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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Scan for reports

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