804Michael 642-4235

Market Report for

Goochland County

August 2026 numbers, compared with August 2025

September 2026
SINGLE-FAMILY

MEDIAN SALES PRICE	AVERAGE SALES PRICE	HOMES FOR SALE	DAYS ON MARKET	CLOSED SALES	MONTHS OF SUPPLY
$688,702	$879,302	90	30	33	2.7
▲ 17.7% vs Aug '25	▲ 19.3% vs Aug '25	▼ 1.1% vs Aug '25	▼ 6.2% vs Aug '25	▼ 13.2% vs Aug '25	▲ 3.8% vs Aug '25
YTD $744,234 ▲ 13.8%	YTD $848,979 ▲ 15.6%	91 a year ago	YTD 40 0.0%	YTD 307 ▲ 17.2%	2.6 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, well-prepared homes are still selling above asking, but with pending sales slowing, price to the most recent sales rather than to spring's peak. Buyers, expect to pay close to asking for the best homes this fall, though fewer pending sales should mean a little more room to negotiate on homes that have been sitting.

Numbers like these show where the market stands, not where your home fits in it. If your home isn't selling, or you can't seem to land the right house, call or text **804-Michael** and let's strategy.

SELLER'S MARKET

+5 → STEADY

SELLER | BALANCED | BUYER

Single-Family Detail

	AUG 2025	AUG 2026	CHANGE	YTD 2025	YTD 2026	CHANGE
New listings	46	**43**	▼ 6.5%	399	**373**	▼ 6.5%
Pending sales	42	**33**	▼ 21.4%	301	**272**	▼ 9.6%
Closed sales	38	**33**	▼ 13.2%	262	**307**	▲ 17.2%
Days on market	32	**30**	▼ 6.2%	40	**40**	0.0%
Median sales price	$585,000	**$688,702**	▲ 17.7%	$654,250	**$744,234**	▲ 13.8%
Average sales price	$737,135	**$879,302**	▲ 19.3%	$734,314	**$848,979**	▲ 15.6%
% of original list price	100.6%	**103.2%**	▲ 2.6%	100.9%	**101.8%**	▲ 0.9%
Homes for sale	91	**90**	▼ 1.1%	-	-	-
Months of supply	2.6	**2.7**	▲ 3.8%	-	-	-

804-MarketScore

Final: Sellers 6, Buyers 1

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	1	2	1	0	0	2	6
Buyers	0	0	0	1	0	0	1

Buyer Activity

	AUG 2026	VS AUG 2025
Showings	381	▼ 20.8%
Per listing	3.0	▼ 19.5%
Listings shown	125	▼ 1.6%

Every showing booked through ShowingTime, all property types.

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

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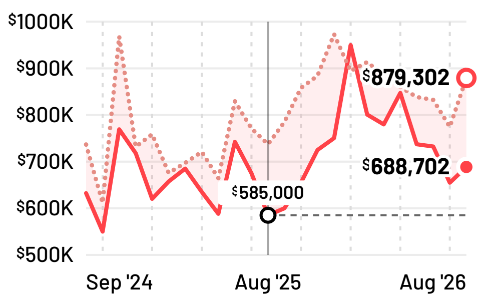
Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of September 10, 2026; price ranges via InfoSparks, as of September 15, 2026. Based on information from CVR MLS for the period September 1, 2024 through August 31, 2026. Deemed reliable but not guaranteed. Median prices, 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.

Market Report for Goochland County

August 2026 numbers, month by month

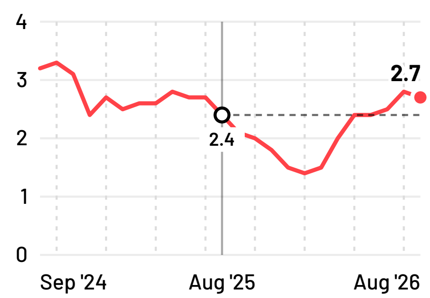
September 2026
SINGLE-FAMILY

Median and Average Price

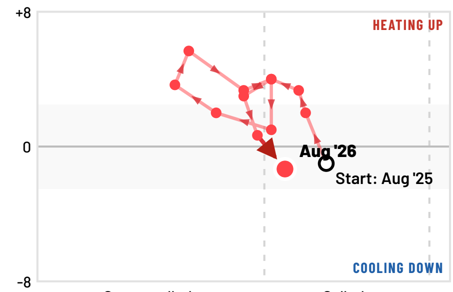


Goochland Median · Goochland Average

Months of Supply

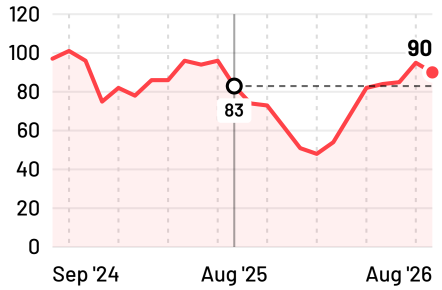


804-MarketDirection Timeline (1 year)

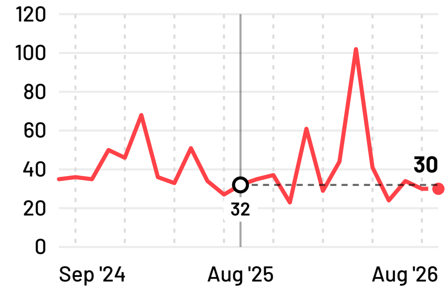


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

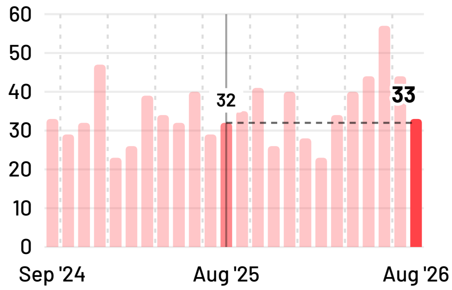
Homes for Sale



Days on Market



Closed Sales



804-MarketStrength: August 2026 vs August 2025

Goochland County

August 2026
Single-family homes

Sellers MOVING TOWARD **Buyers**

5 ← **3**

Maximum total score = 12

Goochland	Favors · points
New listings	Neither
Homes under contract	Buyers +2
Months of supply	Buyers +1
Median Sales price	Sellers +2
Average % of original list	Sellers +2
Average Days on market	Sellers +1
Total	**Sellers 5 · Buyers 3**

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	1	1	1	1
New listings	1	2	1	N
Homes under contract	1	2	1	2
Median sales price	2	N	N	2
% of list price	1	2	1	2
Days on market	2	N	1	1
Sellers	8	3	0	5
Buyers	0	4	5	3
Which way	▲	•	▼	•

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

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

About These Numbers

33 closed sales of single-family homes in August 2026. A modest data set: read these numbers as a direction more than an exact figure. For a broader view, see the Richmond Metro report.

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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