804 Michael 642-4235

Market Report for Henrico County

August 2026 numbers, compared with August 2025

September 2026
SINGLE-FAMILY
PAGE 1

MEDIAN SALES PRICE	AVERAGE SALES PRICE	HOMES FOR SALE	DAYS ON MARKET	CLOSED SALES	MONTHS OF SUPPLY
$425,000	**$498,074**	**385**	**18**	**229**	**1.6**
▲ 7.9% vs Aug '25	▲ 7.9% vs Aug '25	▲ 4.3% vs Aug '25	0.0% vs Aug '25	▼ 7.3% vs Aug '25	0.0% vs Aug '25
YTD $425,000 ▲ 2.5%	YTD $523,641 ▲ 5.8%	369 a year ago	YTD 19 ▼ 9.5%	YTD 1,924 ▼ 0.4%	1.6 a year ago






804-Michael's Take on 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.

Strategy in This Market

Sellers, you can still expect quick offers when you price in line with recent sales, but with more homes coming on the market, the ones priced too high will start to sit this fall. Buyers, expect competition for the best homes and be ready to act, though a little more choice and room to negotiate should come as the season slows.

These numbers describe the whole market, not your street or neighborhood. Before you set a price or make an offer, call **804-Michael** for a look at the sales closest to you.

Single-Family Detail

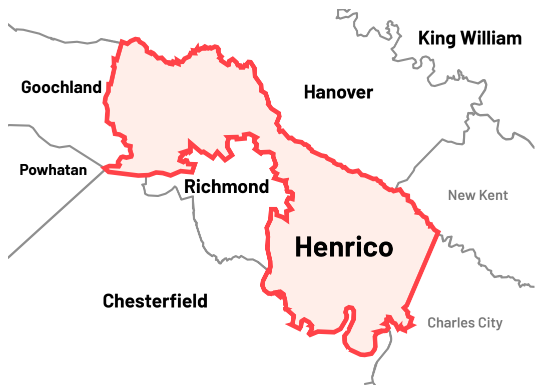
	AUG 2025	AUG 2026	CHANGE	YTD 2025	YTD 2026	CHANGE
New listings	260	**284**	▲ 9.2%	2,419	**2,435**	▲ 0.7%
Pending sales	228	**227**	▼ 0.4%	2,006	**1,999**	▼ 0.3%
Closed sales	247	**229**	▼ 7.3%	1,931	**1,924**	▼ 0.4%
Days on market	18	**18**	0.0%	21	**19**	▼ 9.5%
Median sales price	$394,000	**$425,000**	▲ 7.9%	$414,828	**$425,000**	▲ 2.5%
Average sales price	$461,421	**$498,074**	▲ 7.9%	$495,127	**$523,641**	▲ 5.8%
% of original list price	100.0%	**99.5%**	▼ 0.5%	101.1%	**100.9%**	▼ 0.2%
Homes for sale	369	**385**	▲ 4.3%	-	-	-
Months of supply	1.6	**1.6**	0.0%	-	-	-

SELLER'S MARKET

COOLING DOWN

+5

SELLER | BALANCED | BUYER



804-MarketScore

Final: Sellers 7, Buyers 2

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	2	2	2	0	0	1	7
Buyers	0	0	0	2	0	0	2

Supply by Price Range

PRICE RANGE	FOR SALE	SUPPLY	SCORE
All prices	**399**	**1.7**	+5
Under $250K	21	1.3	+6
$250K–$399K	127	1.4	+7
$400K–$599K	136	1.8	+4
$600K–$899K	63	2.0	+4
$900K and up	52	2.7	+1

Buyer Activity

	AUG 2026	VS AUG 2025
Showings	3,771	▼ 9.5%
Per listing	4.3	▼ 9.1%
Listings shown	869	▼ 0.5%

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

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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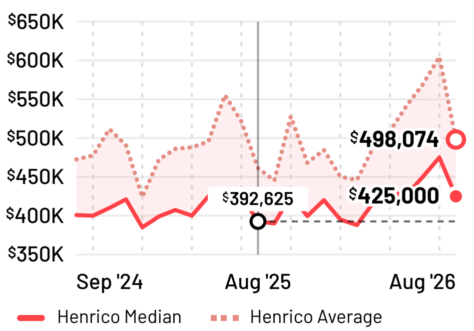
Henrico County

August 2026 numbers, month by month

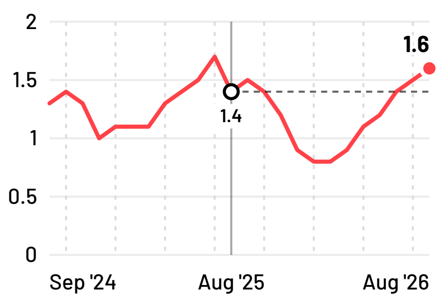
September 2026

SINGLE-FAMILY

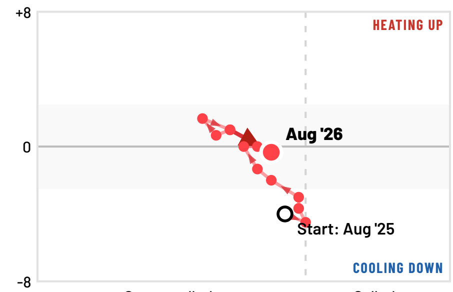
Median and Average Price



Months of Supply

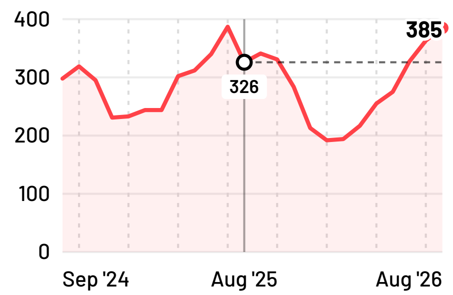


804-MarketDirection Timeline (1 year)

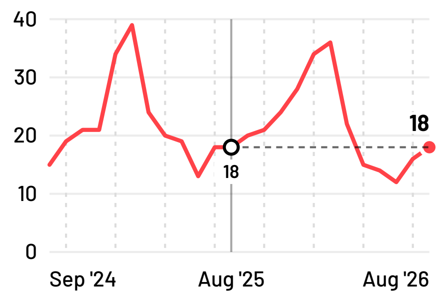


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

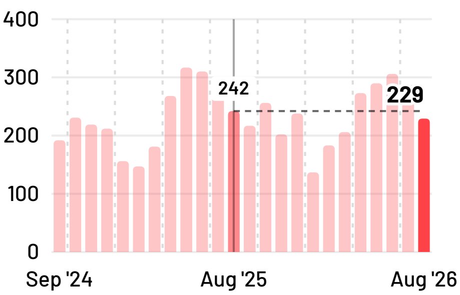
Homes for Sale



Days on Market



Closed Sales



804-MarketStrength: August 2026 vs August 2025

Henrico County

August 2026

Single-family homes

Sellers MOVING TOWARD **Buyers**

1 ➔ 4

Maximum total score = 12

Henrico	Favors · points
New listings	Buyers +1
Homes under contract	Neither
Months of supply	Buyers +1
Median Sales price	Sellers +1
Average % of last list	Buyers +1
Median Days on market	Buyers +1
Total	**Sellers 1 · Buyers 4**

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

About These Numbers

229 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.

804-MarketCarpet (4 months)

Measure	2026 May	Jun	Jul	Aug
Months of supply	N	1	N	1
New listings	N	N	1	1
Homes under contract	N	N	1	N
Median sales price	N	1	1	1
% of list price	N	N	N	1
Days on market	1	1	N	1
Sellers	1	2	2	1
Buyers	0	1	1	4
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.

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