804 Michael 642-4235

# Market Report for Powhatan 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 |
|---|---|---|---|---|---|
| $551,975 | $602,300 | 124 | 19 | 24 | 3.5 |
| ▲ 0.2% vs Aug '25 | ▲ 2.7% vs Aug '25 | ▲ 34.8% vs Aug '25 | ▼ 17.4% vs Aug '25 | ▼ 45.5% vs Aug '25 | ▲ 25.0% vs Aug '25 |
| YTD $520,000 ▲ 3.0% | YTD $596,431 ▲ 2.8% | 92 a year ago | YTD 32 ▲ 18.5% | YTD 284 ▲ 7.2% | 2.8 a year ago |

## 804-Michael's Take on 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.

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.

### Strategy in This Market

Sellers, more homes are competing with yours than a year ago, so price with the most recent sales and expect the fall to favor homes that are ready on day one. Buyers, you have more choice and a little more leverage than last year, and if supply keeps building this fall, that leverage should grow.

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.

**SELLER'S MARKET**

→ STEADY

+2

SELLER | BALANCED | BUYER


## Single-Family Detail

| | AUG 2025 | AUG 2026 | CHANGE | YTD 2025 | YTD 2026 | CHANGE |
|---|---|---|---|---|---|---|
| New listings | 46 | 53 | ▲ 15.2% | 404 | 470 | ▲ 16.3% |
| Pending sales | 38 | 34 | ▼ 10.5% | 290 | 301 | ▲ 3.8% |
| Closed sales | 44 | 24 | ▼ 45.5% | 265 | 284 | ▲ 7.2% |
| Days on market | 23 | 19 | ▼ 17.4% | 27 | 32 | ▲ 18.5% |
| Median sales price | $551,000 | $551,975 | ▲ 0.2% | $505,000 | $520,000 | ▲ 3.0% |
| Average sales price | $586,696 | $602,300 | ▲ 2.7% | $580,189 | $596,431 | ▲ 2.8% |
| % of original list price | 97.7% | 99.2% | ▲ 1.5% | 99.2% | 98.3% | ▼ 0.9% |
| Homes for sale | 92 | 124 | ▲ 34.8% | - | - | - |
| Months of supply | 2.8 | 3.5 | ▲ 25.0% | - | - | - |

## 804-MarketScore

Final: Sellers 5, Buyers 3

| | SUPPLY | LIST PRICE | DAYS | INVENTORY | PENDING | PRICES | TOTAL |
|---|---|---|---|---|---|---|---|
| Sellers | 0 | 2 | 2 | 0 | 0 | 1 | 5 |
| Buyers | 0 | 0 | 0 | 2 | 1 | 0 | 3 |

## Buyer Activity

| | AUG 2026 | VS AUG 2025 |
|---|---|---|
| Showings | 379 | ▼ 9.1% |
| Per listing | 2.7 | ▼ 16.8% |
| Listings shown | 141 | ▲ 9.3% |

Every showing booked through ShowingTime, all property types.


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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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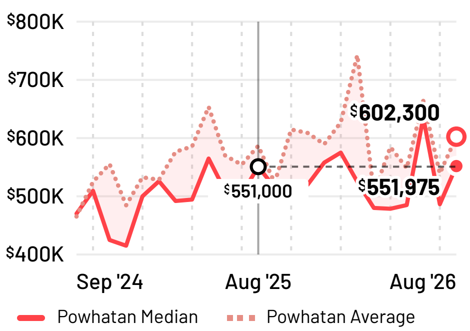
# Market Report for Powhatan County

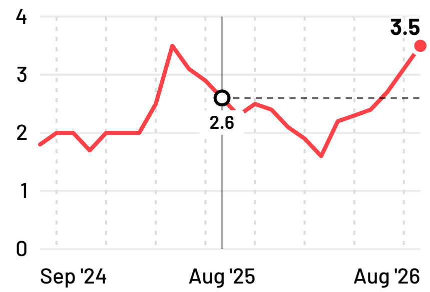
August 2026 numbers, month by month

**September 2026**
SINGLE-FAMILY

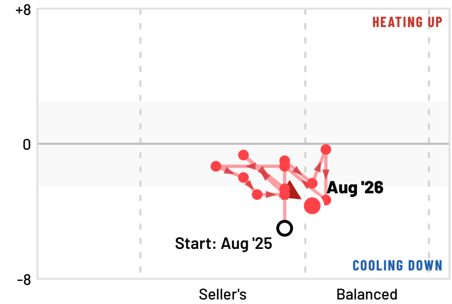

## Median and Average Price




## Months of Supply

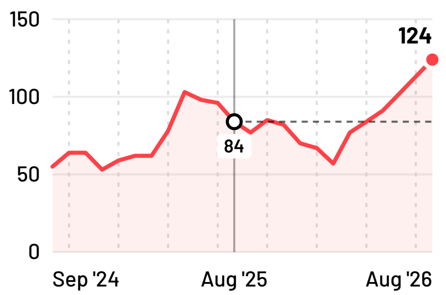



## 804-MarketDirection Timeline (1 year)

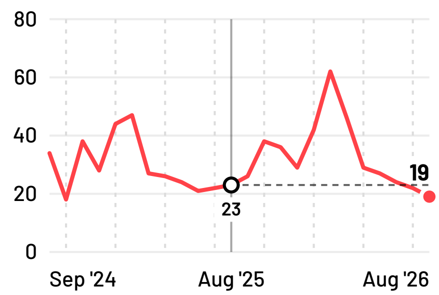



Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

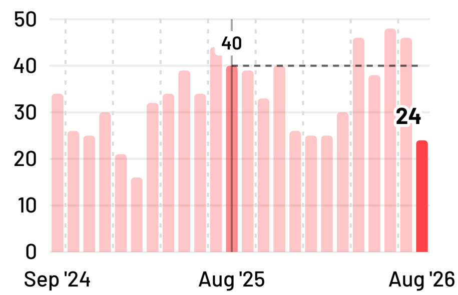
## Homes for Sale




## Days on Market




## Closed Sales




## 804-MarketStrength: August 2026 vs August 2025

**Powhatan County**

**August 2026**
Single-family homes

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

**3 → 5**

Maximum total score = 12

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

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

### About These Numbers

**24** 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.

## 804-MarketCarpet (4 months)

| Measure | 2026 May | Jun | Jul | Aug |
|---|---|---|---|---|
| Months of supply | 2 | 1 | 1 | 2 |
| New listings | 1 | 2 | 2 | 2 |
| Homes under contract | 1 | 1 | 2 | 1 |
| Median sales price | 2 | 2 | 1 | N |
| % of list price | N | 1 | 2 | 1 |
| Days on market | 1 | 2 | N | 2 |
| Sellers | 4 | 4 | 0 | 3 |
| Buyers | 3 | 5 | 8 | 5 |
| 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.

**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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