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Market Report for All 13 Areas

September 2026 numbers, compared with September 2025

October 2026

SINGLE-FAMILY · PAGE 1

Area by Area

	Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
Central Virginia	$415,000 ▲ 3.8% vs Sep '25	$483,839 ▲ 3.9% vs Sep '25	3,485 ▲ 8.9% vs Sep '25	33 0.0% vs Sep '25	1,217 ▼ 8.0% vs Sep '25	2.6 ▲ 8.3% vs Sep '25
Richmond Metro	$450,000 ▲ 4.7% vs Sep '25	$524,167 ▲ 5.6% vs Sep '25	1,851 ▲ 5.1% vs Sep '25	26 ▼ 13.3% vs Sep '25	782 ▼ 5.6% vs Sep '25	2.1 ▲ 5.0% vs Sep '25
Hanover	$528,450 ▲ 2.6% vs Sep '25	$560,288 ▼ 4.1% vs Sep '25	251 ▲ 10.1% vs Sep '25	39 ▼ 13.3% vs Sep '25	97 ▲ 3.2% vs Sep '25	2.4 ▲ 9.1% vs Sep '25
Ashland	$500,000 ▼ 23.4% vs Sep '25	$486,273 ▼ 28.2% vs Sep '25	43 ▲ 30.3% vs Sep '25	27 ▼ 22.9% vs Sep '25	13 ▼ 7.1% vs Sep '25	3.0 ▲ 36.4% vs Sep '25
Henrico	$435,000 ▲ 11.5% vs Sep '25	$509,282 ▲ 14.4% vs Sep '25	455 ▲ 22.3% vs Sep '25	20 0.0% vs Sep '25	205 ▼ 6.8% vs Sep '25	2.0 ▲ 25.0% vs Sep '25
Chesterfield	$464,000 ▲ 3.7% vs Sep '25	$511,393 ▲ 1.7% vs Sep '25	811 ▲ 6.6% vs Sep '25	28 ▼ 15.2% vs Sep '25	312 ▼ 16.6% vs Sep '25	2.2 ▲ 4.8% vs Sep '25
City of Richmond	$392,500 ▼ 3.8% vs Sep '25	$546,303 ▲ 9.3% vs Sep '25	334 ▼ 16.7% vs Sep '25	22 ▼ 12.0% vs Sep '25	168 ▲ 20.0% vs Sep '25	1.8 ▼ 18.2% vs Sep '25
Caroline	$365,000 ▼ 4.2% vs Sep '25	$377,913 ▼ 8.9% vs Sep '25	66 ▲ 88.6% vs Sep '25	46 ▲ 17.9% vs Sep '25	6 ▼ 53.8% vs Sep '25	4.9 ▲ 104.2% vs Sep '25
Goochland	$650,000 ▲ 8.3% vs Sep '25	$678,070 ▼ 13.6% vs Sep '25	93 ▲ 14.8% vs Sep '25	44 ▲ 25.7% vs Sep '25	24 ▼ 31.4% vs Sep '25	2.9 ▲ 26.1% vs Sep '25
King William	$394,000 ▲ 21.2% vs Sep '25	$409,150 ▲ 24.8% vs Sep '25	55 ▲ 19.6% vs Sep '25	26 ▼ 69.0% vs Sep '25	18 ▼ 5.3% vs Sep '25	2.8 ▲ 3.7% vs Sep '25
Powhatan	$580,000 ▲ 14.0% vs Sep '25	$589,181 ▲ 13.6% vs Sep '25	125 ▲ 56.3% vs Sep '25	27 ▲ 8.0% vs Sep '25	29 ▼ 27.5% vs Sep '25	3.6 ▲ 50.0% vs Sep '25
New Kent	$504,500 ▲ 5.4% vs Sep '25	$529,394 ▲ 4.4% vs Sep '25	154 ▲ 8.5% vs Sep '25	30 ▼ 23.1% vs Sep '25	36 ▼ 14.3% vs Sep '25	4.1 ▼ 8.9% vs Sep '25
Louisa	$390,825 ▲ 5.6% vs Sep '25	$432,283 ▲ 19.0% vs Sep '25	106 ▲ 32.5% vs Sep '25	52 ▲ 40.5% vs Sep '25	30 ▲ 50.0% vs Sep '25	5.0 ▲ 72.4% vs Sep '25

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Where Each Market Stands

Each area's **SimpleMarket Scale** on one scale, from a strong seller's market at the left to a strong buyer's market at the right; the pill beside it is the **SimpleMarket Momentum**, which way the market is moving against a year ago.

Central Virginia
BALANCED MARKET · Cooling down



Richmond Metro
SELLER'S MARKET · Steady



Hanover County
BALANCED MARKET · Steady



Ashland Area
BALANCED MARKET · Steady



Henrico County
SELLER'S MARKET · Steady



Chesterfield County
SELLER'S MARKET · Steady



City of Richmond
SELLER'S MARKET · Steady



Caroline County
BUYER'S MARKET · Cooling down



Goochland County
BALANCED MARKET · Cooling down



King William County
BALANCED MARKET · Heating up



Powhatan County
BALANCED MARKET · Cooling down



New Kent County
BALANCED MARKET · Steady



Louisa County



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804·Michael's Takes

Central Virginia

Across all of Central Virginia, the market is balanced, with supply tighter closer to Richmond. September ended with 3,485 single-family homes for sale, 9% more than a year ago, and a 2.6-month supply: at the current pace of sales, that is how long the homes for sale would last. The Richmond Metro is tighter at 2.1 months.

Prices are rising. September's median sales price was $415,000, up 3.8% from last September, and the year-to-date median of $421,000 is up 3.6%. The average rose 3.9% to $483,839, but a few expensive homes can pull an average up, so the median is the better guide to a typical home. Sellers received 98.4% of their original asking price, about the same as a year ago.

How fast homes sell is about even: homes took 33 days to sell, the same as last September, but 1,217 sold, 8% fewer than a year ago, and pending sales fell 11% to 1,215. Sales usually slow in the fall, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

Richmond Metro

The Richmond Metro is a seller's market. September ended with 1,851 single-family homes for sale, 5% more than a year ago, and a 2.1-month supply: at the current pace of sales, that is how long the homes for sale would last. Supply is tight, though a little looser than last year. More choice helps buyers, but a 2.1-month supply keeps sellers ahead.

Prices are up. September's median sales price was $450,000, up 4.7% from last September, and the year-to-date median, $449,000, is up 3.2%. The average rose 5.6% to $524,167. Sellers received 99.5% of their original asking price, up from 99.1% last September.

How fast homes sell is where I see a slowdown. Homes took 26 days to sell, four fewer than last September, but 782 sold, down 6% from 828, and pending sales fell 14% to 802. Sales usually slow in the fall, so next month's test is whether pending sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Hanover County

Hanover is a balanced market this month, with supply on the tight side. September ended with 251 single-family homes for sale, 10% more than a year ago. That is a 2.4-month supply: at the current pace of sales, that is how long the homes for sale would last.

Prices are higher than a year ago. September's median sales price was $528,450, up 2.6% from last September, and the year-to-date median, $510,000, is up 5.2%. The average fell 4.1% to $560,288, but a few expensive homes can pull an average up or down, so the median is the better guide to what a typical Hanover home costs. Sellers received 98.9% of their original asking price, a little under last September's 99.3%.

How fast homes sell is what I'm watching. Homes took 39 days to sell, six fewer than last September, and 97 sold, up from 94. New listings rose 8% to 149 while pending sales slipped 9% to 102, so homes for sale are building. Sales usually slow in the fall, so next month's test is whether pending sales keep falling behind new listings. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is holding steady.

Ashland Area

The Ashland Area is a balanced market this month. With only 13 sales in September, a single sale can swing the month's numbers, so I lean on the year to date: 127 homes have sold since January, down from 134 last year, at a median of $535,000, down 3% from $551,789. Homes for sale rose to 43 from 33 a year ago, a 3-month supply: at the current pace of sales, that is how long they would last.

September's median sales price was $500,000, down 23.4% from last September's $652,377, but that rests on 13 sales; year-to-date numbers say prices are down only a little. Sellers have received 98.9% of their original asking price this year, down from 100.4% last year, as more of them negotiate.

Buyers are active: pending sales are up 12% for the year, and homes took 27 days to sell, eight fewer than last September. But homes for sale are growing faster than sales, and with sales usually slowing in the fall, I'm watching whether more homes start to sit. The SimpleMarket Scale calls Ashland a balanced market, and the SimpleMarket Momentum says it is holding steady. Hanover County around it is also balanced; my Hanover County report has the bigger picture.

Henrico County

Henrico is a seller's market. September ended with 455 single-family homes for sale, 22% more than a year ago, and a 2-month supply: at the current pace of sales, that is how long the homes for sale would last. More choice than a year ago helps buyers, but a 2-month supply keeps sellers ahead.

Prices are strong. September's median sales price was $435,000, up 11.5% from last September, and the year-to-date median, $426,000, is up 3.9%, so the month ran ahead of the year. The average rose 14.4% to $509,282, but a few expensive homes can pull an average up, so the median is the better guide to what a typical Henrico home costs. Sellers received 99.8% of their original asking price, up from 98.9% last September.

How fast homes sell is what I'm watching. Homes took 20 days to sell, the same as last September, but 205 sold, down from 220, and pending sales slipped 7% to 220. New listings rose 5% to 311. Sales usually slow in the fall, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Chesterfield County

Chesterfield is a seller's market, though a modest one. September ended with 811 single-family homes for sale, 7% more than a year ago, and a 2.2-month supply: at the current pace of sales, that is how long the homes for sale would last. Supply is only a little looser than a year ago, so buyers have just a bit more room than before.

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Chesterfield County, continued

Prices are up but not racing. September's median sales price was $464,000, up 3.7% from last September, and the year-to-date median, $450,000, is up 2.3%. The average rose 1.7% to $511,393. Sellers received 99.2% of their original asking price, just under last September's 99.4%.

How fast homes sell is where I'm looking for a change. Homes took 28 days to sell, five fewer than last September, but 312 sold, down 17% from 374, and pending sales fell 15% to 322. Sales usually slow in the fall, so next month's test is whether sales and pending sales keep running this far behind last year. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

City of Richmond

The City of Richmond is a seller's market, and the tightest of the areas I report. September ended with 334 single-family homes for sale, 17% fewer than a year ago, and a 1.8-month supply: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $392,500, down 3.8% from last September, and the year-to-date median, $426,000, is down 0.9%, so prices are roughly level. The average rose 9.3% to $546,303, but a few expensive homes can pull an average up, so the median is the better guide to what a typical City home costs. Sellers received 99.8% of their original asking price, up from 98.7% last September.

How fast homes sell is strong: homes took 22 days, three fewer than last September, and 168 sold, up 20% from 140. But pending sales fell 23% to 158 and new listings fell 16% to 258, so there may be fewer sales ahead. Sales usually slow in the fall, so next month's test is whether pending sales keep falling. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Caroline County

Caroline is a buyer's market this month. With only 6 sales in September, one sale can swing the numbers, so I lean on the year to date: 113 homes have sold since January, down from 138 last year, at a median of $377,000, up 2.2%. Homes for sale nearly doubled to 66 from 35 a year ago, a 4.9-month supply: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $365,000, down 4.2% from last September, but it rests on 6 sales, so the year-to-date median is the better read. Sellers received 96% of their original asking price, down from 100.5% last September, and 96.8% for the year, down from 99.2%, a sign that buyers are negotiating.

Sellers are listing more: new listings rose 94% to 33, and pending sales rose 50% to 18, so some buyers are moving, but homes took 46 days to sell, seven more than last September. With sales usually slowing in the fall, I'm watching whether the homes for sale keep piling up faster than they sell. The SimpleMarket Scale calls Caroline a buyer's market, and the SimpleMarket Momentum says it is cooling.

Goochland County

Goochland is a balanced market this month. September ended with 93 single-family homes for sale, 15% more than a year ago, and a 2.9-month supply: at the current pace of sales, that is how long the homes for sale would last. Supply is modest, but it is growing.

Prices are high. September's median sales price was $650,000, up 8.3% from last September, and the year-to-date median, $735,000, is up 13.1%. The average fell 13.6% to $678,070, but with only 24 sales a few homes can pull an average either way, so the median is the better guide. Sellers received 96.6% of their original asking price, down from 102.6% last September, though 101.4% for the year is slightly ahead of last year's 101.1%.

How fast homes sell is slowing. Homes took 44 days to sell, nine more than last September, and 24 sold, down from 35. Pending sales fell 24% to 31 while new listings rose 6.5% to 49. Sales usually slow in the fall, so next month's test is whether homes keep taking longer to sell. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

King William County

King William is a balanced market this month. With only 18 sales in September, a single sale can swing the month's numbers, so I lean on the year to date: 188 homes have sold since January, up from 159 last year, at a median of $376,450, up 3.1%. Homes for sale rose to 55 from 46 a year ago, a 2.8-month supply: at the current pace of sales, that is how long they would last.

September's median sales price was $394,000, up 21.2% from last September, but that rests on 18 sales; the year-to-date figure says prices are up about 3%. Sellers received 98.9% of their original asking price, up from 98.2% last September, and 100% for the year, up from 98.2%.

Homes are selling faster: they took 26 days, against 84 last September. But pending sales fell 31% to 9, so I'm watching whether the quick sales continue. With sales usually slowing in the fall, next month's test is whether pending sales recover. The SimpleMarket Scale calls King William a balanced market, and the SimpleMarket Momentum says it is heating up.

Powhatan County

Powhatan is a balanced market this month. September ended with 125 single-family homes for sale, 56% more than a year ago, and a 3.6-month supply: at the current pace of sales, that is how long the homes for sale would last. That is the loosest supply of the areas I report, apart from Caroline.

Prices are higher than a year ago. September's median sales price was $580,000, up 14% from last September, and the year-to-date median, $525,000, is up 4%. The average rose 13.6% to $589,181. Sellers received 97% of their original asking price, down from 97.9% last September, so buyers are negotiating.

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Powhatan County, continued

How fast homes sell is about the same: homes took 27 days, against 25 last September, but 29 sold, down from 40, and pending sales slipped 6% to 34. With new listings up 10% to 54, homes for sale are building. Sales usually slow in the fall, so next month's test is whether those homes start to sit. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

New Kent County

New Kent is a balanced market this month. Over the year, 334 homes have sold since January, up from 295 last year, at a median of $488,250, up 3%. September itself was quieter, with 36 sales against 42 a year ago. Homes for sale rose to 154 from 142, a 4.1-month supply: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $504,500, up 5.4% from last September, and the average rose 4.4% to $529,394. Sellers received 98.4% of their original asking price, down from 98.9%, and 99% for the year, down from 100.1%, so buyers have a little more room than they did.

Homes sold faster: they took 30 days, against 39 last September. But new listings jumped 44% to 79 while pending sales fell 20% to 28, so more homes are arriving than are going under contract. With sales usually slowing in the fall, next month's test is whether those new listings start to sit. The SimpleMarket Scale calls New Kent a balanced market, and the SimpleMarket Momentum says it is steady.

Louisa County

Louisa is a balanced market this month. With 30 sales in September, a few sales can swing the month, so I lean on the year to date: 189 homes have sold since January, down from 251 last year, at a median of $399,925, up 2.6%. Homes for sale rose to 106 from 80 a year ago, a 5-month supply, up from 2.9 months: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $390,825, up 5.6% from last September, and the average rose 19% to $432,283. Sellers received 98.1% of their original asking price, up from 96%, and 98.2% for the year, the same as last year.

Homes are taking longer to sell: 52 days, against 37 last September, while pending sales held at 22 and new listings were nearly flat at 30. With sales usually slowing in the fall, next month's test is whether the larger supply of homes for sale starts to press prices. The SimpleMarket Scale calls Louisa a balanced market, and the SimpleMarket Momentum says it is steady.

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