804 Michael 642-4235

Market Report for Caroline County

September 2026 numbers, compared with September 2025

October 2026
SINGLE-FAMILY
PAGE 1

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$365,000	$377,913	66	46	6	4.9
▼ 4.2% vs Sep '25	▼ 8.9% vs Sep '25	▲ 88.6% vs Sep '25	▲ 17.9% vs Sep '25	▼ 53.8% vs Sep '25	▲ 104.2% vs Sep '25
YTD $377,000 ▲ 2.2%	YTD $421,082 ▲ 6.1%	35 a year ago	YTD 51 ▲ 45.7%	YTD 113 ▼ 18.1%	2.4 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price with the competition in mind; with nearly twice the homes for sale and buyers negotiating, a price set above recent sales will sit. **Buyers**, you have far more choice than a year ago and time to decide, so compare carefully and expect room to negotiate. With only 6 closed sales in September, a few sales can make a small change look dramatic, so the year-to-date figures are a steadier guide.

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 talk strategy.

SimpleMarket Read

BUYER'S MARKET

Cooling down

Seller | Balanced (-2) | Buyer



Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	17	**33**	▲ 94.1%	183	**221**	▲ 20.8%
Pending sales	12	**18**	▲ 50.0%	133	**135**	▲ 1.5%
Closed sales	13	**6**	▼ 53.8%	138	**113**	▼ 18.1%
Days on market	39	**46**	▲ 17.9%	35	**51**	▲ 45.7%
Median sales price	$380,975	**$365,000**	▼ 4.2%	$369,000	**$377,000**	▲ 2.2%
Average sales price	$414,885	**$377,913**	▼ 8.9%	$396,946	**$421,082**	▲ 6.1%
% of original list price	100.5%	**96.0%**	▼ 4.5%	99.2%	**96.8%**	▼ 2.4%
Homes for sale	35	**66**	▲ 88.6%	-	**-**	-
Months of supply	2.4	**4.9**	▲ 104.2%	-	**-**	-

SimpleMarket Scale

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

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	**142**	▲ 317.6%
Per listing	**2.2**	▲ 206.7%
Listings shown	**64**	▲ 36.2%

Every showing booked through ShowingTime, all property types.



Michael Hottman
Call 804-Michael or Text 804-642-4235

Market Reports for 13 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 October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 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. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

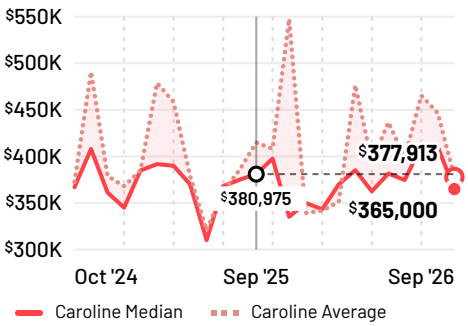
A SimpleMarket Report, developed by Michael Hottman

REALTOR® EQUAL HOUSING OPPORTUNITY

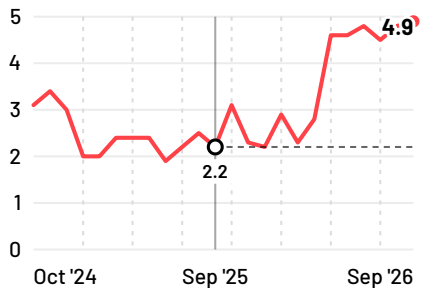
Market Report for Caroline County

September 2026 numbers, month by month

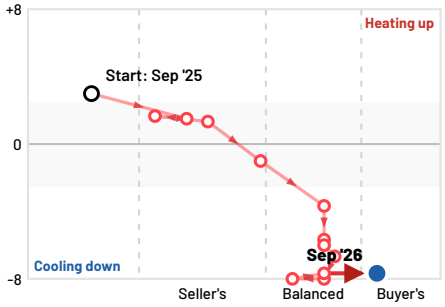
Median and Average Price



Months of Supply

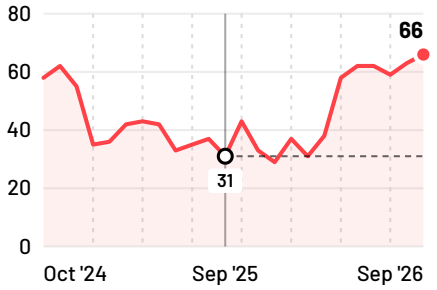


SimpleMarket Trail (1 year)

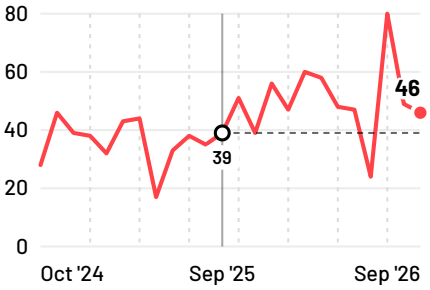


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

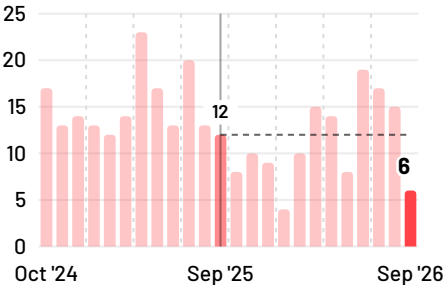
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Caroline County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

0 → **8**

Maximum total score = 12
Year to date:
under 20 sales this month

Caroline	Favors · points
New listings *year to date*	Buyers +2
Homes under contract *year to date*	Neither
Months of supply	Buyers +2
Median Sales price *year to date*	Neither
Average % of original list *year to date*	Buyers +2
Average Days on market *year to date*	Buyers +2
Total	**Sellers 0 · Buyers 8**

How the SimpleMarket Momentum and the SimpleMarket Carpet are figured: 804re.com/market-report

About These Numbers

6 closed sales of single-family homes in September 2026. With so few sales, one or two homes can change every number dramatically, so comparisons and trends are unreliable. For a more accurate picture, see the Richmond Metro report.

SimpleMarket Carpet (4 months)

Measure	2026 Jun	Jul	Aug	Sep
Months of supply	2	2	2	2
New listings	1	1	1	2
Homes under contract	1	1	N	N
Median sales price	N	N	N	N
% of list price	2	2	2	2
Days on market	2	2	2	2
Sellers	0	0	0	0
Buyers	8	8	7	8
Which way	▼	▼	▼	▼

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

See five years of the SimpleMarket Carpet 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**

More reports at 804re.com: 12 more areas, each with **804-Michael**'s take and strategy for that market, and **all areas at a glance**.

Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 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. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

Scan for reports