804 Michael 642-4235

Market Report for Central Virginia

October 2026

SINGLE-FAMILY

September 2026 numbers, compared with September 2025. Every home sold through Central Virginia Regional MLS: more than 40 counties and cities, from the Richmond area out to the Northern Neck, the Peninsula, and Southside.

Median sales price
$415,000
▲ 3.8% vs Sep '25
YTD $421,000 ▲ 3.6%

Average sales price
$483,839
▲ 3.9% vs Sep '25
YTD $499,277 ▲ 4.8%

Homes for sale
3,485
▲ 8.9% vs Sep '25
3,201 a year ago

Days on market
33
0.0% vs Sep '25
YTD 30 ▲ 3.4%

Closed sales
1,217
▼ 8.0% vs Sep '25
YTD 12,254 ▼ 0.5%

Months of supply
2.6
▲ 8.3% vs Sep '25
2.4 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, homes are selling at a fair price in about a month, but fewer buyers are under contract than a year ago, so price with the most recent sales nearby. **Buyers**, you have a little more to choose from than a year ago and more time to decide; have your financing ready for the home you like.

Markets can shift quickly, and every street is different. If your home is sitting without offers, or you keep missing out on your top picks, these numbers may not be your whole story. Call **804-Michael** for a look at your situation.

Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	1,902	**1,894**	▼ 0.4%	16,597	**17,302**	▲ 4.2%
Pending sales	1,369	**1,215**	▼ 11.2%	12,782	**12,673**	▼ 0.9%
Closed sales	1,323	**1,217**	▼ 8.0%	12,310	**12,254**	▼ 0.5%
Days on market	33	**33**	0.0%	29	**30**	▲ 3.4%
Median sales price	$400,000	**$415,000**	▲ 3.8%	$406,500	**$421,000**	▲ 3.6%
Average sales price	$465,706	**$483,839**	▲ 3.9%	$476,506	**$499,277**	▲ 4.8%
% of original list price	98.5%	**98.4%**	▼ 0.1%	99.6%	**99.4%**	▼ 0.2%
Homes for sale	3,201	**3,485**	▲ 8.9%	-	-	-
Months of supply	2.4	**2.6**	▲ 8.3%	-	-	-

SimpleMarket Read

BALANCED MARKET

Cooling down

Seller | 0 Balanced | Buyer

SimpleMarket Scale

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

How the Areas Compare

Area	Median	Supply	Score
Central Virginia	**$415,000**	**2.6**	**0**
Richmond Metro	$450,000	2.1	+3
Hanover	$528,450	2.4	+1
Ashland	$500,000	3.0	+1
Henrico	$435,000	2.0	+4
Chesterfield	$464,000	2.2	+2
City of Richmond	$392,500	1.8	+5
Caroline	$365,000	4.9	-2
Goochland	$650,000	2.9	0
King William	$394,000	2.8	0
Powhatan	$580,000	3.6	0
New Kent	$504,500	4.1	-1
Louisa	$390,825	5.0	-1



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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.

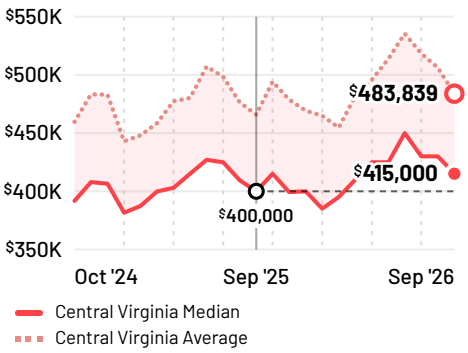
A SimpleMarket Report, developed by Michael Hottman

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Market Report for Central Virginia

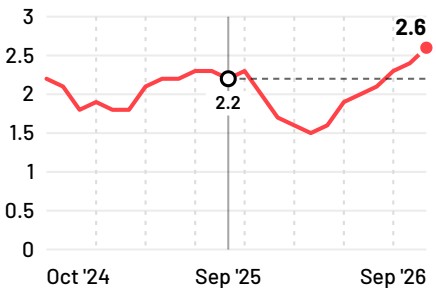
September 2026 numbers, month by month

Median and Average Price

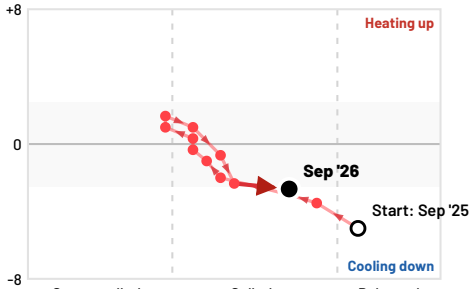


Central Virginia Median
Central Virginia Average

Months of Supply

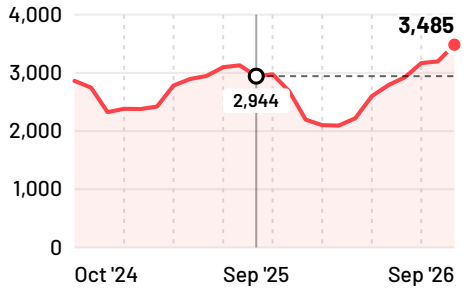


SimpleMarket Trail (1 year)

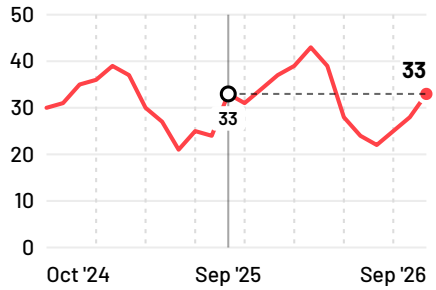


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

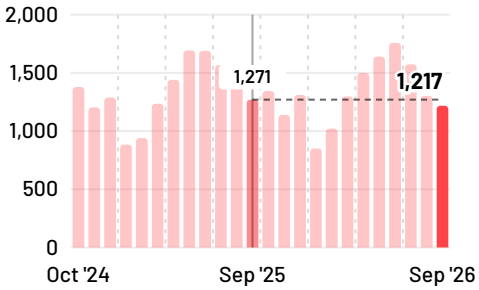
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Central Virginia

September 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ 4

Maximum total score = 12

Central Virginia	Favors · points
New listings	Buyers +1
Homes under contract	Buyers +1
Months of supply	Buyers +2
Median Sales price	Sellers +1
Average % of original list	Neither
Average Days on market	Neither
Total	**Sellers 1 · Buyers 4**

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

SimpleMarket Carpet (4 months)

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

About These Numbers

1,217 closed sales of single-family homes in September 2026. A solid data set, so the numbers for the month are a dependable read of this market.

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**.

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