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Market Report for Goochland 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
$650,000	$678,070	93	44	24	2.9
▲ 8.3% vs Sep '25	▼ 13.6% vs Sep '25	▲ 14.8% vs Sep '25	▲ 25.7% vs Sep '25	▼ 31.4% vs Sep '25	▲ 26.1% vs Sep '25
YTD $735,000 ▲ 13.1%	YTD $836,358 ▲ 12.9%	81 a year ago	YTD 40 ▲ 2.6%	YTD 331 ▲ 11.4%	2.3 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price with the most recent sales nearby in mind; homes are taking longer and fewer are going under contract, so a price set too high will sit. **Buyers**, you have more choice and more time than a year ago, so compare carefully and expect some room to negotiate.

Not seeing this in your own sale or search? Don't chase the market. If your listing has gone quiet, or you keep coming in second, call **804-Michael** and let's put a plan together.

Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	46	**49**	▲ 6.5%	445	**424**	▼ 4.7%
Pending sales	41	**31**	▼ 24.4%	342	**299**	▼ 12.6%
Closed sales	35	**24**	▼ 31.4%	297	**331**	▲ 11.4%
Days on market	35	**44**	▲ 25.7%	39	**40**	▲ 2.6%
Median sales price	$600,000	**$650,000**	▲ 8.3%	$650,000	**$735,000**	▲ 13.1%
Average sales price	$785,065	**$678,070**	▼ 13.6%	$740,503	**$836,358**	▲ 12.9%
% of original list price	102.6%	**96.6%**	▼ 5.8%	101.1%	**101.4%**	▲ 0.3%
Homes for sale	81	**93**	▲ 14.8%	-	**-**	-
Months of supply	2.3	**2.9**	▲ 26.1%	-	**-**	-

SimpleMarket Read

BALANCED MARKET

Cooling down

Seller | 0 Balanced | Buyer



SimpleMarket Scale

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

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	378	▲ 18.5%
Per listing	2.8	▲ 17.6%
Listings shown	133	▲ 0.8%

Every showing booked through ShowingTime, all property types.



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Market Reports for 13 areas at 804re.com
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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.

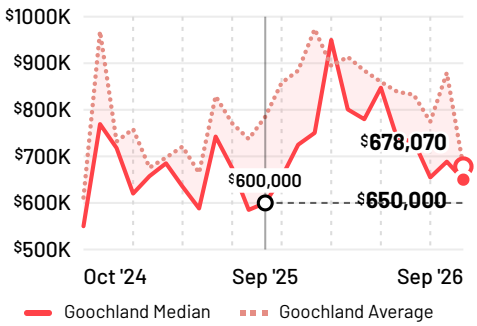
A SimpleMarket Report, developed by Michael Hottman

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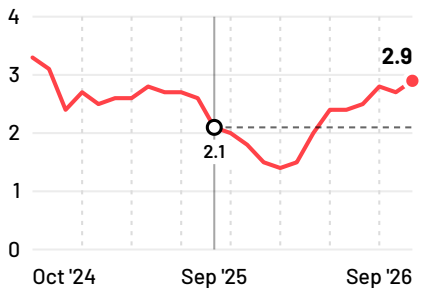
Market Report for Goochland County

September 2026 numbers, month by month

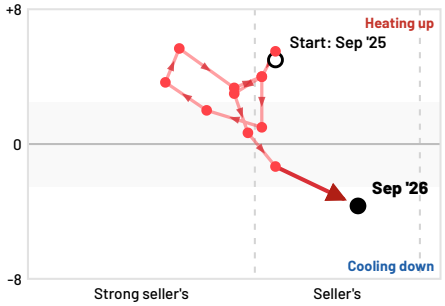
Median and Average Price



Months of Supply

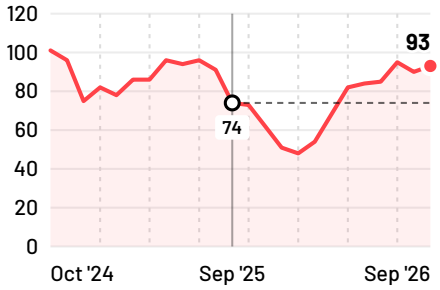


SimpleMarket Trail (1 year)

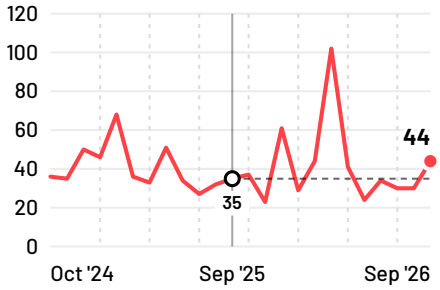


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

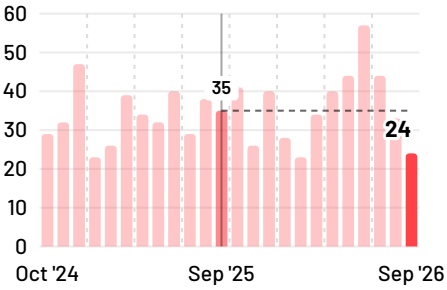
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Goochland County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ **9**

Maximum total score = 12

Goochland	Favors · points
New listings	Buyers +1
Homes under contract	Buyers +2
Months of supply	Buyers +2
Median Sales price	Sellers +1
Average % of original list	Buyers +2
Average Days on market	Buyers +2
Total	**Sellers 1 · Buyers 9**

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	2	1	N	1
Homes under contract	2	1	2	2
Median sales price	N	N	2	1
% of list price	2	1	2	2
Days on market	N	1	1	2
Sellers	3	0	5	1
Buyers	4	5	3	9
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

24 closed sales of single-family homes in September 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.

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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