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Market Report for Henrico 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
$435,000	$509,282	455	20	205	2.0
▲ 11.5% vs Sep '25	▲ 14.4% vs Sep '25	▲ 22.3% vs Sep '25	0.0% vs Sep '25	▼ 6.8% vs Sep '25	▲ 25.0% vs Sep '25
YTD $426,000 ▲ 3.9%	YTD $522,236 ▲ 6.6%	372 a year ago	YTD 19 ▼ 9.5%	YTD 2,129 ▼ 1.0%	1.6 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price in line with recent sales nearby and you can expect close to full price in under a month; the homes that sit are the ones priced above them. **Buyers**, have your financing ready and be prepared to act when a good home appears, because the better ones go fast and the fall will add only a little room.

Thinking about selling or buying in the next year? The best plans start well before the sign goes up or the first showing. Call **804-Michael** to talk through your timing.

Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	296	**311**	▲ 5.1%	2,715	**2,776**	▲ 2.2%
Pending sales	236	**220**	▼ 6.8%	2,242	**2,207**	▼ 1.6%
Closed sales	220	**205**	▼ 6.8%	2,151	**2,129**	▼ 1.0%
Days on market	20	**20**	0.0%	21	**19**	▼ 9.5%
Median sales price	$390,000	**$435,000**	▲ 11.5%	$410,000	**$426,000**	▲ 3.9%
Average sales price	$445,175	**$509,282**	▲ 14.4%	$489,965	**$522,236**	▲ 6.6%
% of original list price	98.9%	**99.8%**	▲ 0.9%	100.8%	**100.8%**	0.0%
Homes for sale	372	**455**	▲ 22.3%	-	-	-
Months of supply	1.6	**2.0**	▲ 25.0%	-	-	-

SimpleMarket Read

SELLER'S MARKET

+4 → Steady

Seller | Balanced | Buyer



SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	1	2	2	0	0	1	6
Buyers	0	0	0	2	0	0	2

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	3,800	▼ 12.0%
Per listing	4.2	▼ 13.6%
Listings shown	903	▲ 1.9%

Every showing booked through ShowingTime, all property types.



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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.

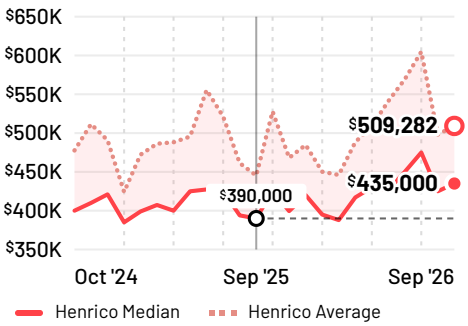
A SimpleMarket Report, developed by Michael Hottman

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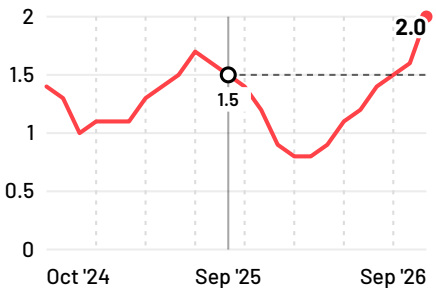
Market Report for Henrico County

September 2026 numbers, month by month

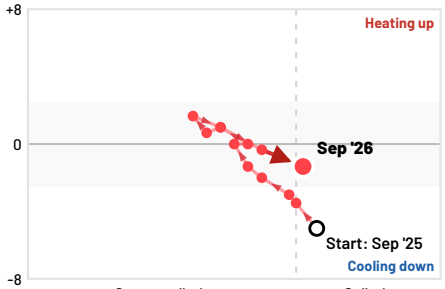
Median and Average Price



Months of Supply

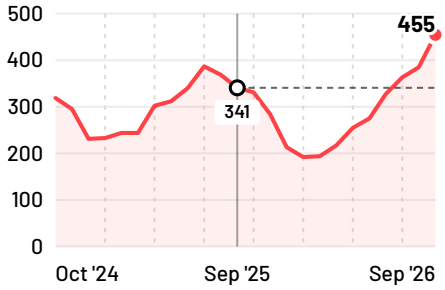


SimpleMarket Trail (1 year)

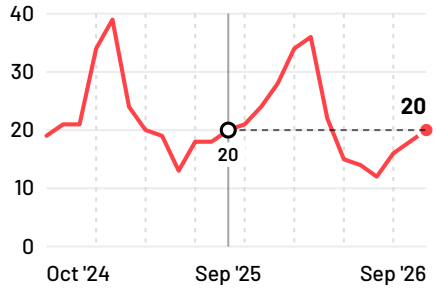


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

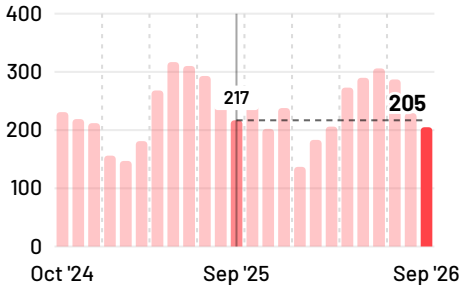
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Henrico County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

2 ⇨ 4

Maximum total score = 12

Henrico	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	Sellers +1
Average Days on market	Neither
Total	**Sellers 2 · 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	N	1	2
New listings	N	1	1	1
Homes under contract	N	1	N	1
Median sales price	1	1	1	1
% of list price	N	N	1	1
Days on market	1	N	1	N
Sellers	2	2	1	2
Buyers	1	1	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

205 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**

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