804 Michael 642-4235

# Market Report for King William County

September 2026 numbers, compared with September 2025

**October 2026**
SINGLE-FAMILY
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| Median sales price | Average sales price | Homes for sale | Days on market | Closed sales | Months of supply |
|---|---|---|---|---|---|
| $394,000 | $409,150 | 55 | 26 | 18 | 2.8 |
| ▲ 21.2% vs Sep '25 | ▲ 24.8% vs Sep '25 | ▲ 19.6% vs Sep '25 | ▼ 69.0% vs Sep '25 | ▼ 5.3% vs Sep '25 | ▲ 3.7% vs Sep '25 |
| YTD $376,450 ▲ 3.1% | YTD $396,410 ▲ 10.4% | 46 a year ago | YTD 40 ▼ 29.8% | YTD 188 ▲ 18.2% | 2.7 a year ago |

## 804-Michael's Take on 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.

## Strategy in This Market

**Sellers**, price in line with recent sales nearby; homes that are priced well are selling quickly, but fewer buyers are under contract than a year ago. **Buyers**, be ready to act on the right home and have your financing lined up, since the faster pace means less time to decide. With only 18 closed sales in September, a few sales can make a small change look dramatic, so the year-to-date figures are a steadier guide.

These numbers describe the whole market, not your street or neighborhood. Before you set a price or make an offer, call **804-Michael** for a look at the sales closest to you.

## Single-Family Detail

| | Sep 2025 | Sep 2026 | Change | YTD 2025 | YTD 2026 | Change |
|---|---|---|---|---|---|---|
| New listings | 16 | **17** | ▲ 6.3% | 191 | **252** | ▲ 31.9% |
| Pending sales | 13 | **9** | ▼ 30.8% | 155 | **190** | ▲ 22.6% |
| Closed sales | 19 | **18** | ▼ 5.3% | 159 | **188** | ▲ 18.2% |
| Days on market | 84 | **26** | ▼ 69.0% | 57 | **40** | ▼ 29.8% |
| Median sales price | $325,000 | **$394,000** | ▲ 21.2% | $365,000 | **$376,450** | ▲ 3.1% |
| Average sales price | $327,732 | **$409,150** | ▲ 24.8% | $359,055 | **$396,410** | ▲ 10.4% |
| % of original list price | 98.2% | **98.9%** | ▲ 0.7% | 98.2% | **100.0%** | ▲ 1.8% |
| Homes for sale | 46 | **55** | ▲ 19.6% | - | **-** | - |
| Months of supply | 2.7 | **2.8** | ▲ 3.7% | - | **-** | - |

## SimpleMarket Read

**BALANCED MARKET**

Heating up

Seller | 0 Balanced | Buyer




## SimpleMarket Scale

| | SUPPLY | LIST PRICE | DAYS | INVENTORY | PENDING | PRICES | TOTAL |
|---|---|---|---|---|---|---|---|
| Sellers | 1 | 1 | 1 | 0 | 0 | 1 | 4 |
| Buyers | 0 | 0 | 0 | 2 | 2 | 0 | 4 |

## Buyer Activity

| | Sep 2026 | vs Sep 2025 |
|---|---|---|
| Showings | 74 | ▲ 8.8% |
| Per listing | 2.0 | ▲ 58.8% |
| Listings shown | 37 | ▼ 31.5% |

Every showing booked through ShowingTime, all property types.




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

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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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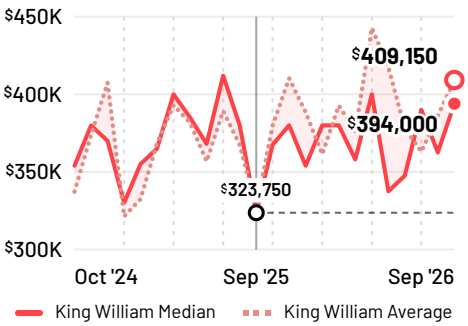
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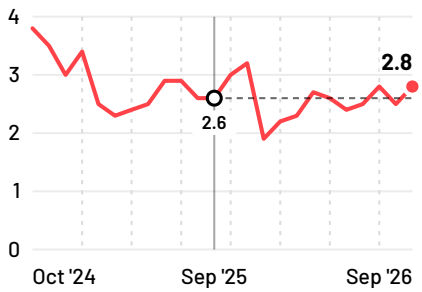
September 2026 numbers, month by month

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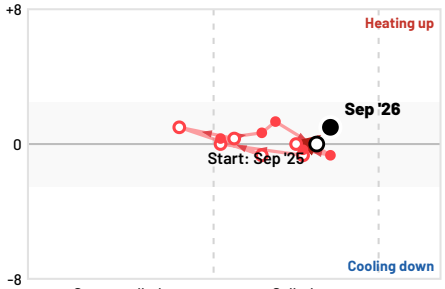
## Median and Average Price




## Months of Supply

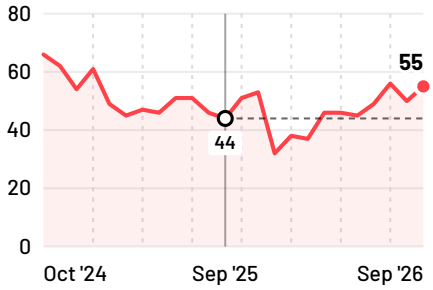



## SimpleMarket Trail (1 year)

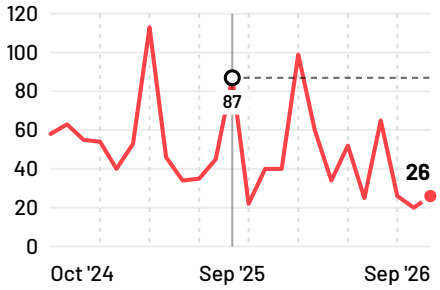



Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

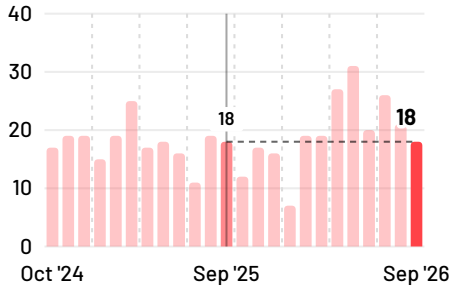
## Homes for Sale




## Days on Market




## Closed Sales




## SimpleMarket Momentum: September 2026 vs September 2025

**King William County**

**September 2026**
Single-family homes

**Sellers** Moving toward **Buyers**

**6** ◀ **3**

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

| King William | Favors · points |
|---|---|
| **New listings** *year to date* | Buyers +2 |
| **Homes under contract** *year to date* | Sellers +2 |
| **Months of supply** | Buyers +1 |
| Median **Sales price** *year to date* | Sellers +1 |
| Average **% of original list** *year to date* | Sellers +1 |
| Average **Days on market** *year to date* | Sellers +2 |
| **Total** | **Sellers 6 · Buyers 3** |

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 | N | 1 | 1 | 1 |
| New listings | 2 | 2 | 1 | 2 |
| Homes under contract | 2 | N | 1 | 2 |
| Median sales price | 1 | 1 | 1 | 1 |
| % of list price | 2 | N | 2 | 1 |
| Days on market | 2 | 2 | 2 | 2 |
| Sellers | 4 | 2 | 5 | 6 |
| Buyers | 5 | 4 | 3 | 3 |
| 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

**18** 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.


**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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