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Market Report for New Kent 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
$504,500	$529,394	154	30	36	4.1
▲ 5.4% vs Sep '25	▲ 4.4% vs Sep '25	▲ 8.5% vs Sep '25	▼ 23.1% vs Sep '25	▼ 14.3% vs Sep '25	▼ 8.9% vs Sep '25
YTD $488,250 ▲ 3.0%	YTD $535,896 ▲ 5.3%	142 a year ago	YTD 42 ▲ 5.0%	YTD 334 ▲ 13.2%	4.5 a year ago

804-Michael's Take on New Kent County

New Kent is a balanced market this month. Over the year, 334 homes have sold since January, up from 295 last year, at a median of $488,250, up 3%. September itself was quieter, with 36 sales against 42 a year ago. Homes for sale rose to 154 from 142, a 4.1-month supply: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $504,500, up 5.4% from last September, and the average rose 4.4% to $529,394. Sellers received 98.4% of their original asking price, down from 98.9%, and 99% for the year, down from 100.1%, so buyers have a little more room than they did.

Homes sold faster: they took 30 days, against 39 last September. But new listings jumped 44% to 79 while pending sales fell 20% to 28, so more homes are arriving than are going under contract. With sales usually slowing in the fall, next month's test is whether those new listings start to sit. The SimpleMarket Scale calls New Kent a balanced market, and the SimpleMarket Momentum says it is steady.

Strategy in This Market

Sellers, price in line with recent sales; homes are selling quickly, but new listings are up and fewer are going under contract than a year ago. **Buyers**, you have a little more choice than a year ago, so compare carefully and have your financing lined up for the home you like.

A market report can't price your home or find your next one. If you want to know what these numbers mean for you, call **804-Michael**.

Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	55	**79**	▲ 43.6%	452	**587**	▲ 29.9%
Pending sales	35	**28**	▼ 20.0%	305	**362**	▲ 18.7%
Closed sales	42	**36**	▼ 14.3%	295	**334**	▲ 13.2%
Days on market	39	**30**	▼ 23.1%	40	**42**	▲ 5.0%
Median sales price	$478,595	**$504,500**	▲ 5.4%	$473,990	**$488,250**	▲ 3.0%
Average sales price	$507,301	**$529,394**	▲ 4.4%	$508,944	**$535,896**	▲ 5.3%
% of original list price	98.9%	**98.4%**	▼ 0.5%	100.1%	**99.0%**	▼ 1.1%
Homes for sale	142	**154**	▲ 8.5%	-	**-**	-
Months of supply	4.5	**4.1**	▼ 8.9%	-	**-**	-

SimpleMarket Read

BALANCED MARKET

→ Steady

Seller | Balanced (-1) | Buyer



SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	0	1	1	0	0	1	3
Buyers	0	0	0	2	2	0	4

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	**212**	▲ 42.3%
Per listing	**1.7**	▲ 23.9%
Listings shown	**124**	▲ 14.8%

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.

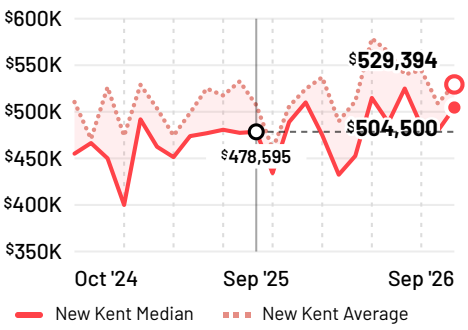
A SimpleMarket Report, developed by Michael Hottman

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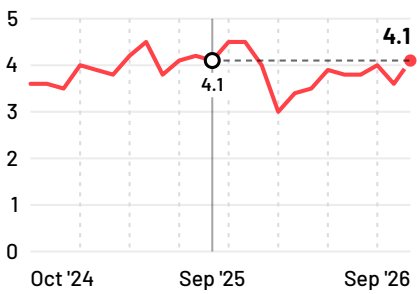
Market Report for New Kent County

September 2026 numbers, month by month

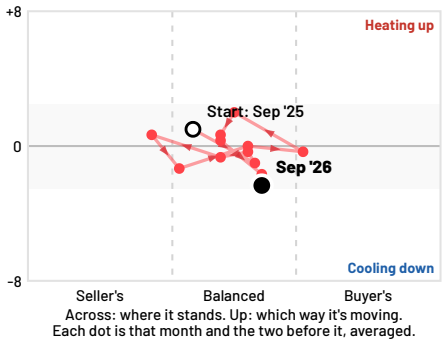
Median and Average Price



Months of Supply

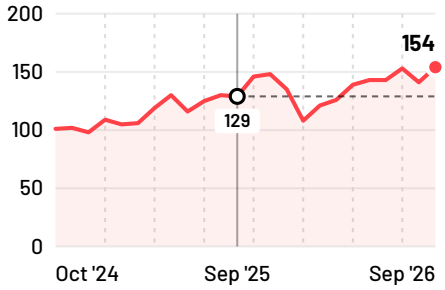


SimpleMarket Trail (1 year)

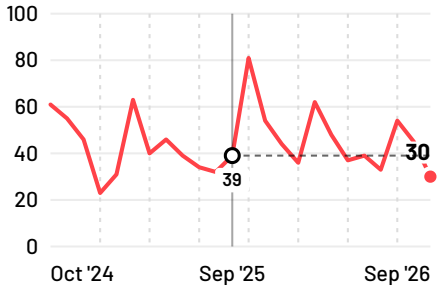


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

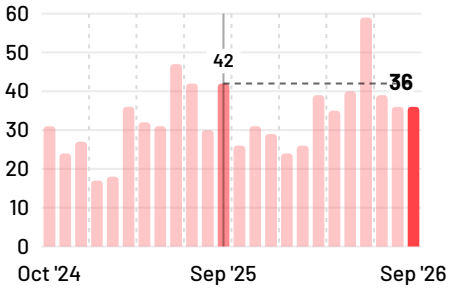
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

New Kent County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

3 → **5**

Maximum total score = 12

New Kent	Favors · points
New listings	Buyers +2
Homes under contract	Buyers +2
Months of supply	Neither
Median Sales price	Sellers +1
Average % of original list	Buyers +1
Average Days on market	Sellers +2
Total	**Sellers 3 · Buyers 5**

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

About These Numbers

36 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.

SimpleMarket Carpet (4 months)

Measure	2026 Jun	Jul	Aug	Sep
Months of supply	1	1	N	N
New listings	2	2	1	2
Homes under contract	1	2	1	2
Median sales price	1	N	N	1
% of list price	1	2	2	1
Days on market	2	2	2	2
Sellers	4	4	1	3
Buyers	4	5	5	5
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.

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