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# Market Report for Powhatan 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 |
|---|---|---|---|---|---|
| $580,000 | $589,181 | 125 | 27 | 29 | 3.6 |
| ▲ 14.0% vs Sep '25 | ▲ 13.6% vs Sep '25 | ▲ 56.3% vs Sep '25 | ▲ 8.0% vs Sep '25 | ▼ 27.5% vs Sep '25 | ▲ 50.0% vs Sep '25 |
| YTD $525,000 ▲ 4.0% | YTD $595,753 ▲ 4.2% | 80 a year ago | YTD 31 ▲ 19.2% | YTD 313 ▲ 2.6% | 2.4 a year ago |

## 804-Michael's Take on Powhatan County

Powhatan is a balanced market this month. September ended with 125 single-family homes for sale, 56% more than a year ago, and a 3.6-month supply: at the current pace of sales, that is how long the homes for sale would last. That is the loosest supply of the areas I report, apart from Caroline.

Prices are higher than a year ago. September's median sales price was $580,000, up 14% from last September, and the year-to-date median, $525,000, is up 4%. The average rose 13.6% to $589,181. Sellers received 97% of their original asking price, down from 97.9% last September, so buyers are negotiating.

How fast homes sell is about the same: homes took 27 days, against 25 last September, but 29 sold, down from 40, and pending sales slipped 6% to 34. With new listings up 10% to 54, homes for sale are building. Sales usually slow in the fall, so next month's test is whether those homes start to sit. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

## Strategy in This Market

**Sellers**, price with the competition in mind; more homes are for sale than a year ago and buyers are negotiating. **Buyers**, you have more choice and some room to negotiate, so compare carefully and have your financing lined up for the home you like.

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 | 49 | **54** | ▲ 10.2% | 453 | **528** | ▲ 16.6% |
| Pending sales | 36 | **34** | ▼ 5.6% | 326 | **330** | ▲ 1.2% |
| Closed sales | 40 | **29** | ▼ 27.5% | 305 | **313** | ▲ 2.6% |
| Days on market | 25 | **27** | ▲ 8.0% | 26 | **31** | ▲ 19.2% |
| Median sales price | $508,750 | **$580,000** | ▲ 14.0% | $505,000 | **$525,000** | ▲ 4.0% |
| Average sales price | $518,864 | **$589,181** | ▲ 13.6% | $571,874 | **$595,753** | ▲ 4.2% |
| % of original list price | 97.9% | **97.0%** | ▼ 0.9% | 99.0% | **98.1%** | ▼ 0.9% |
| Homes for sale | 80 | **125** | ▲ 56.3% | - | **-** | - |
| Months of supply | 2.4 | **3.6** | ▲ 50.0% | - | **-** | - |

## SimpleMarket Read

**BALANCED MARKET**

Cooling down

Seller | 0 Balanced | Buyer




## SimpleMarket Scale

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

## Buyer Activity

| | Sep 2026 | vs Sep 2025 |
|---|---|---|
| Showings | **464** | ▲ 10.7% |
| Per listing | **3.2** | ▼ 1.5% |
| Listings shown | **145** | ▲ 12.4% |

Every showing booked through ShowingTime, all property types.




**Michael Hottman**
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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

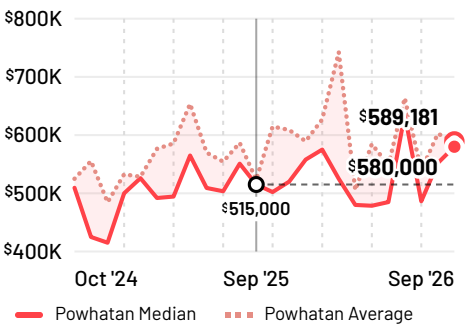
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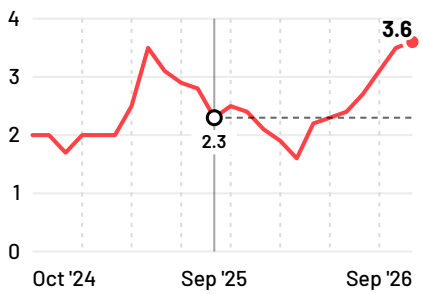
September 2026 numbers, month by month



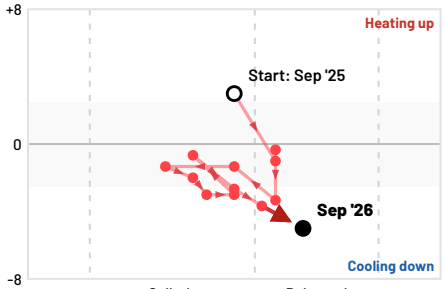
## Median and Average Price




## Months of Supply

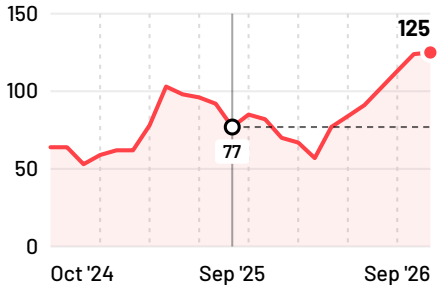



## SimpleMarket Trail (1 year)

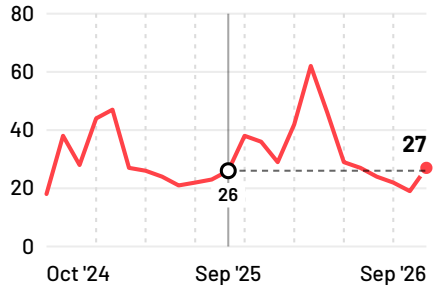



Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

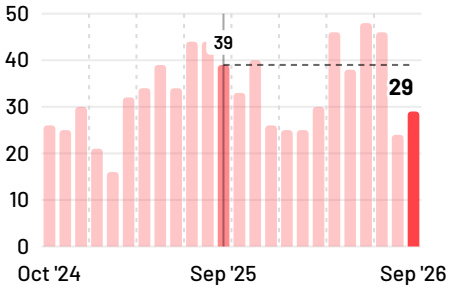
## Homes for Sale




## Days on Market




## Closed Sales




## SimpleMarket Momentum: September 2026 vs September 2025

**Powhatan County**

**September 2026**
Single-family homes

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

**1** ⇨ **6**

**Maximum total score = 12**

| Powhatan | 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 | Buyers +1 |
| Average Days on market | Buyers +1 |
| **Total** | **Sellers 1 · Buyers 6** |

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

### About These Numbers

**29** 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 | 2 | 2 |
| New listings | 2 | 2 | 2 | 1 |
| Homes under contract | 1 | 2 | 1 | 1 |
| Median sales price | 2 | 1 | N | 1 |
| % of list price | 1 | 2 | 1 | 1 |
| Days on market | 2 | N | 2 | 1 |
| Sellers | 4 | 0 | 3 | 1 |
| Buyers | 5 | 8 | 5 | 6 |
| 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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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.

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