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Market Report for the City of Richmond

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
$392,500	$546,303	334	22	168	1.8
▼ 3.8% vs Sep '25	▲ 9.3% vs Sep '25	▼ 16.7% vs Sep '25	▼ 12.0% vs Sep '25	▲ 20.0% vs Sep '25	▼ 18.2% vs Sep '25
YTD $426,000 ▼ 0.9%	YTD $561,289 ▲ 5.1%	401 a year ago	YTD 23 ▲ 15.0%	YTD 1,759 ▲ 5.3%	2.2 a year ago

804-Michael's Take on the City of Richmond

The City of Richmond is a seller's market, and the tightest of the areas I report. September ended with 334 single-family homes for sale, 17% fewer than a year ago, and a 1.8-month supply: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $392,500, down 3.8% from last September, and the year-to-date median, $426,000, is down 0.9%, so prices are roughly level. The average rose 9.3% to $546,303, but a few expensive homes can pull an average up, so the median is the better guide to what a typical City home costs. Sellers received 99.8% of their original asking price, up from 98.7% last September.

How fast homes sell is strong: homes took 22 days, three fewer than last September, and 168 sold, up 20% from 140. But pending sales fell 23% to 158 and new listings fell 16% to 258, so there may be fewer sales ahead. Sales usually slow in the fall, so next month's test is whether pending sales keep falling. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Strategy in This Market

Sellers, with so few homes for sale you can expect close to full price in about three weeks, but price in line with recent sales nearby, because pending sales are slowing. **Buyers**, be ready to act fast and put your best terms forward on the homes you like; supply is tight and not growing.

Averages hide a lot. If your home isn't getting the showings you expected, or you aren't sure what to offer on the one you like, call **804-Michael**. Let's talk about it.

SimpleMarket Read

SELLER'S MARKET

Seller +5 | Balanced | Buyer — → Steady



Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	308	**258**	▼ 16.2%	2,354	**2,329**	▼ 1.1%
Pending sales	206	**158**	▼ 23.3%	1,750	**1,799**	▲ 2.8%
Closed sales	140	**168**	▲ 20.0%	1,670	**1,759**	▲ 5.3%
Days on market	25	**22**	▼ 12.0%	20	**23**	▲ 15.0%
Median sales price	$408,000	**$392,500**	▼ 3.8%	$430,000	**$426,000**	▼ 0.9%
Average sales price	$499,872	**$546,303**	▲ 9.3%	$534,283	**$561,289**	▲ 5.1%
% of original list price	98.7%	**99.8%**	▲ 1.1%	100.6%	**100.4%**	▼ 0.2%
Homes for sale	401	**334**	▼ 16.7%	-	**-**	-
Months of supply	2.2	**1.8**	▼ 18.2%	-	**-**	-

SimpleMarket Scale

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

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	2,792	▼ 11.2%
Per listing	4.1	▲ 10.2%
Listings shown	686	▼ 19.4%

Every showing booked through ShowingTime, all property types.



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Market Reports for 13 areas at 804re.com
Licensed Real Estate Broker in Virginia
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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.

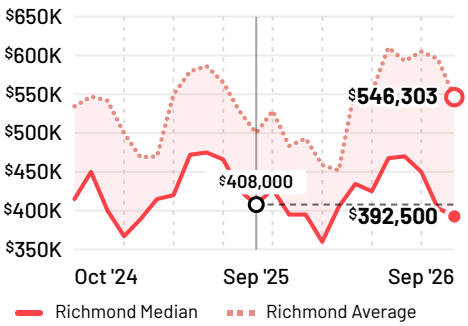
A SimpleMarket Report, developed by Michael Hottman

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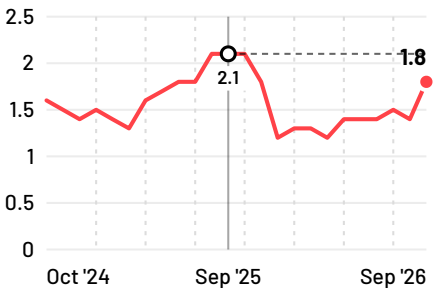
Market Report for the City of Richmond

September 2026 numbers, month by month

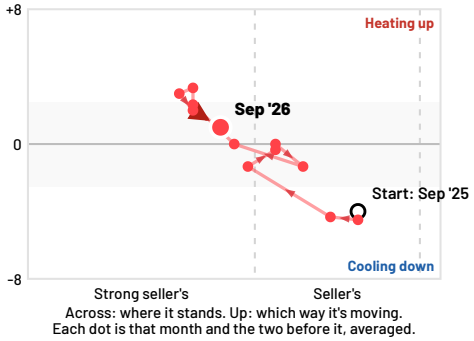
Median and Average Price



Months of Supply

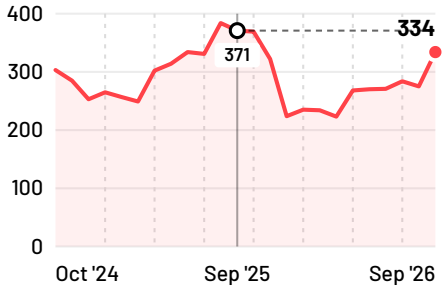


SimpleMarket Trail (1 year)

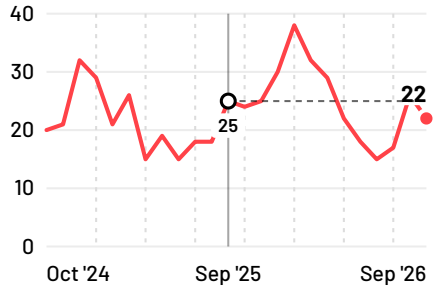


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

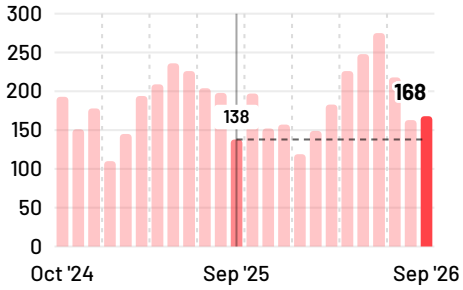
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

City of Richmond

September 2026
Single-family homes

Sellers Moving toward **Buyers**

4 ◀ **3**

Maximum total score = 12

Richmond	Favors · points
New listings	Sellers +1
Homes under contract	Buyers +2
Months of supply	Sellers +1
Median Sales price	Buyers +1
Average % of original list	Sellers +1
Average Days on market	Sellers +1
Total	**Sellers 4 · 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	2	1	2	1
New listings	N	2	N	1
Homes under contract	1	2	2	2
Median sales price	N	1	1	1
% of list price	1	1	1	1
Days on market	N	N	1	1
Sellers	4	4	4	4
Buyers	0	3	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

168 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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