804 Michael 642-4235

Market Report for the Richmond Metro

October 2026

SINGLE-FAMILY

September 2026 numbers, compared with September 2025. Chesterfield, Hanover and Henrico counties and the City of Richmond, as CVR MLS defines it.

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$450,000	$524,167	1,851	26	782	2.1
▲ 4.7% vs Sep '25	▲ 5.6% vs Sep '25	▲ 5.1% vs Sep '25	▼ 13.3% vs Sep '25	▼ 5.6% vs Sep '25	▲ 5.0% vs Sep '25
YTD $449,000 ▲ 3.2%	YTD $528,583 ▲ 4.1%	1,762 a year ago	YTD 24 0.0%	YTD 8,225 ▲ 2.1%	2.0 a year ago

804-Michael's Take on the Richmond Metro

The Richmond Metro is a seller's market. September ended with 1,851 single-family homes for sale, 5% more than a year ago, and a 2.1-month supply: at the current pace of sales, that is how long the homes for sale would last. Supply is tight, though a little looser than last year. More choice helps buyers, but a 2.1-month supply keeps sellers ahead.

Prices are up. September's median sales price was $450,000, up 4.7% from last September, and the year-to-date median, $449,000, is up 3.2%. The average rose 5.6% to $524,167. Sellers received 99.5% of their original asking price, up from 99.1% last September.

How fast homes sell is where I see a slowdown. Homes took 26 days to sell, four fewer than last September, but 782 sold, down 6% from 828, and pending sales fell 14% to 802. Sales usually slow in the fall, so next month's test is whether pending 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 expect close to full price in under a month; fewer homes are going under contract than a year ago, so a high price will cost you time. **Buyers**, have your financing ready and be prepared to move when a good home appears, with a little more room to compare than last year.

Markets can shift quickly, and every street is different. If your home is sitting without offers, or you keep missing out on your top picks, these numbers may not be your whole story. Call **804-Michael** for a look at your situation.

SimpleMarket Read

SELLER'S MARKET

Seller +3 | Balanced | Buyer — → Steady



Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	1,246	**1,210**	▼ 2.9%	10,675	**10,927**	▲ 2.4%
Pending sales	932	**802**	▼ 13.9%	8,382	**8,457**	▲ 0.9%
Closed sales	828	**782**	▼ 5.6%	8,056	**8,225**	▲ 2.1%
Days on market	30	**26**	▼ 13.3%	24	**24**	0.0%
Median sales price	$430,000	**$450,000**	▲ 4.7%	$435,000	**$449,000**	▲ 3.2%
Average sales price	$496,367	**$524,167**	▲ 5.6%	$507,765	**$528,583**	▲ 4.1%
% of original list price	99.1%	**99.5%**	▲ 0.4%	100.3%	**100.3%**	0.0%
Homes for sale	1,762	**1,851**	▲ 5.1%	-	-	-
Months of supply	2.0	**2.1**	▲ 5.0%	-	-	-

SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	1	2	1	0	0	1	5
Buyers	0	0	0	1	1	0	2

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	11,954	▼ 13.0%
Per listing	3.8	▼ 15.6%
Listings shown	3,159	▲ 2.7%

Every showing booked through ShowingTime, all property types.



Michael Hottman

Call 804-Michael or Text 804-642-4235

Market Reports for 13 areas at 804re.com

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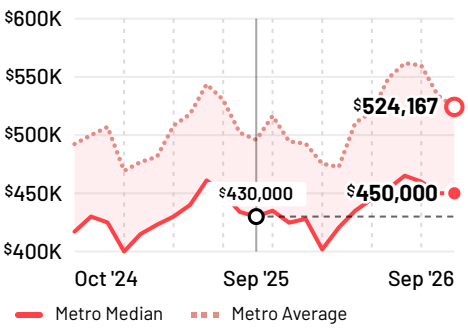
Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 2026. Deemed reliable but not guaranteed. Median prices, average prices, and percent of list price do not account 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.

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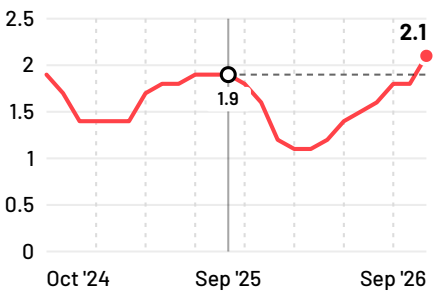
Market Report for the Richmond Metro

September 2026 numbers, month by month

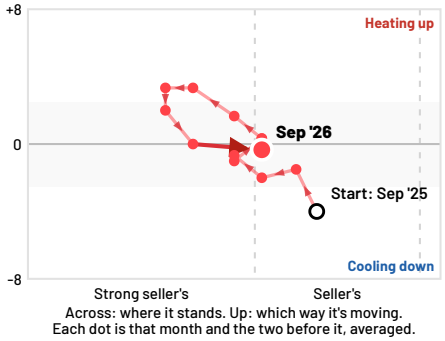
Median and Average Price



Months of Supply

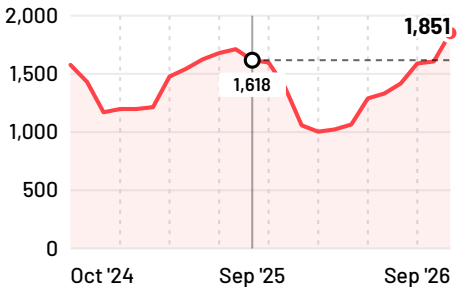


SimpleMarket Trail (1 year)

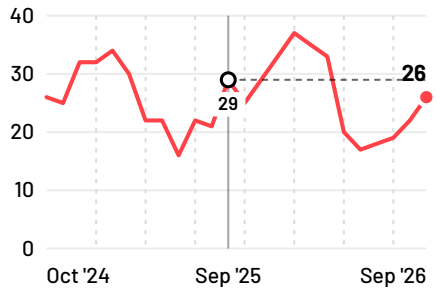


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

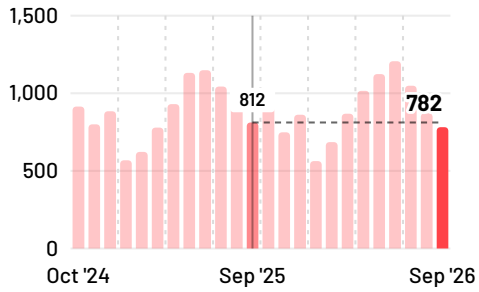
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Richmond Metro

September 2026
Single-family homes

Sellers Moving toward **Buyers**

2 ⇨ **3**

Maximum total score = 12

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

782 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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