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Market Report for All 13 Areas

October 2026 numbers, compared with October 2025

November 2026

SINGLE-FAMILY · PAGE 1

Area by Area

	Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
Central Virginia	$412,450 ▼ 0.6% vs Oct '25	$500,048 ▲ 1.3% vs Oct '25	3,612 ▲ 11.7% vs Oct '25	31 0.0% vs Oct '25	1,192 ▼ 14.1% vs Oct '25	2.7 ▲ 12.5% vs Oct '25
Richmond Metro	$429,000 ▼ 1.4% vs Oct '25	$513,700 ▼ 0.5% vs Oct '25	1,897 ▲ 8.7% vs Oct '25	24 ▼ 4.0% vs Oct '25	775 ▼ 20.5% vs Oct '25	2.2 ▲ 10.0% vs Oct '25
Hanover	$497,450 ▼ 0.5% vs Oct '25	$527,793 ▼ 2.6% vs Oct '25	257 ▲ 5.3% vs Oct '25	25 ▼ 30.6% vs Oct '25	95 ▼ 22.8% vs Oct '25	2.5 ▲ 4.2% vs Oct '25
Ashland	$527,500 ▲ 5.5% vs Oct '25	$555,405 ▼ 2.8% vs Oct '25	42 ▲ 31.3% vs Oct '25	33 ▼ 21.4% vs Oct '25	12 ▼ 36.8% vs Oct '25	2.9 ▲ 31.8% vs Oct '25
Henrico	$410,000 ▼ 3.2% vs Oct '25	$503,144 ▼ 4.5% vs Oct '25	479 ▲ 29.5% vs Oct '25	20 ▼ 4.8% vs Oct '25	211 ▼ 19.2% vs Oct '25	2.1 ▲ 31.3% vs Oct '25
Chesterfield	$420,000 ▼ 2.6% vs Oct '25	$490,614 ▼ 0.7% vs Oct '25	815 ▲ 9.7% vs Oct '25	27 ▲ 8.0% vs Oct '25	299 ▼ 22.9% vs Oct '25	2.3 ▲ 15.0% vs Oct '25
City of Richmond	$444,000 ▲ 3.7% vs Oct '25	$558,543 ▲ 5.7% vs Oct '25	346 ▼ 10.8% vs Oct '25	23 ▼ 4.2% vs Oct '25	170 ▼ 16.3% vs Oct '25	1.9 ▼ 9.5% vs Oct '25
Caroline	$385,000 ▼ 3.1% vs Oct '25	$387,468 ▼ 5.1% vs Oct '25	66 ▲ 46.7% vs Oct '25	50 ▼ 2.0% vs Oct '25	13 ▲ 62.5% vs Oct '25	4.9 ▲ 53.1% vs Oct '25
Goochland	$730,000 ▲ 11.5% vs Oct '25	$853,389 ▼ 0.5% vs Oct '25	105 ▲ 29.6% vs Oct '25	42 ▲ 13.5% vs Oct '25	34 ▼ 19.0% vs Oct '25	3.4 ▲ 54.5% vs Oct '25
King William	$410,000 ▲ 11.6% vs Oct '25	$416,651 ▲ 9.7% vs Oct '25	61 ▲ 13.0% vs Oct '25	27 ▲ 22.7% vs Oct '25	14 ▲ 16.7% vs Oct '25	3.2 ▼ 3.0% vs Oct '25
Powhatan	$509,500 ▲ 6.1% vs Oct '25	$556,949 ▼ 8.4% vs Oct '25	128 ▲ 43.8% vs Oct '25	35 ▼ 5.4% vs Oct '25	34 0.0% vs Oct '25	3.8 ▲ 46.2% vs Oct '25
New Kent	$521,000 ▲ 20.0% vs Oct '25	$588,003 ▲ 27.8% vs Oct '25	165 ▲ 3.1% vs Oct '25	49 ▼ 39.5% vs Oct '25	32 ▲ 23.1% vs Oct '25	4.4 ▼ 12.0% vs Oct '25
Louisa	$402,500 ▲ 1.9% vs Oct '25	$514,277 ▲ 12.7% vs Oct '25	101 ▲ 29.5% vs Oct '25	47 ▲ 4.4% vs Oct '25	26 ▼ 13.3% vs Oct '25	4.7 ▲ 67.9% vs Oct '25

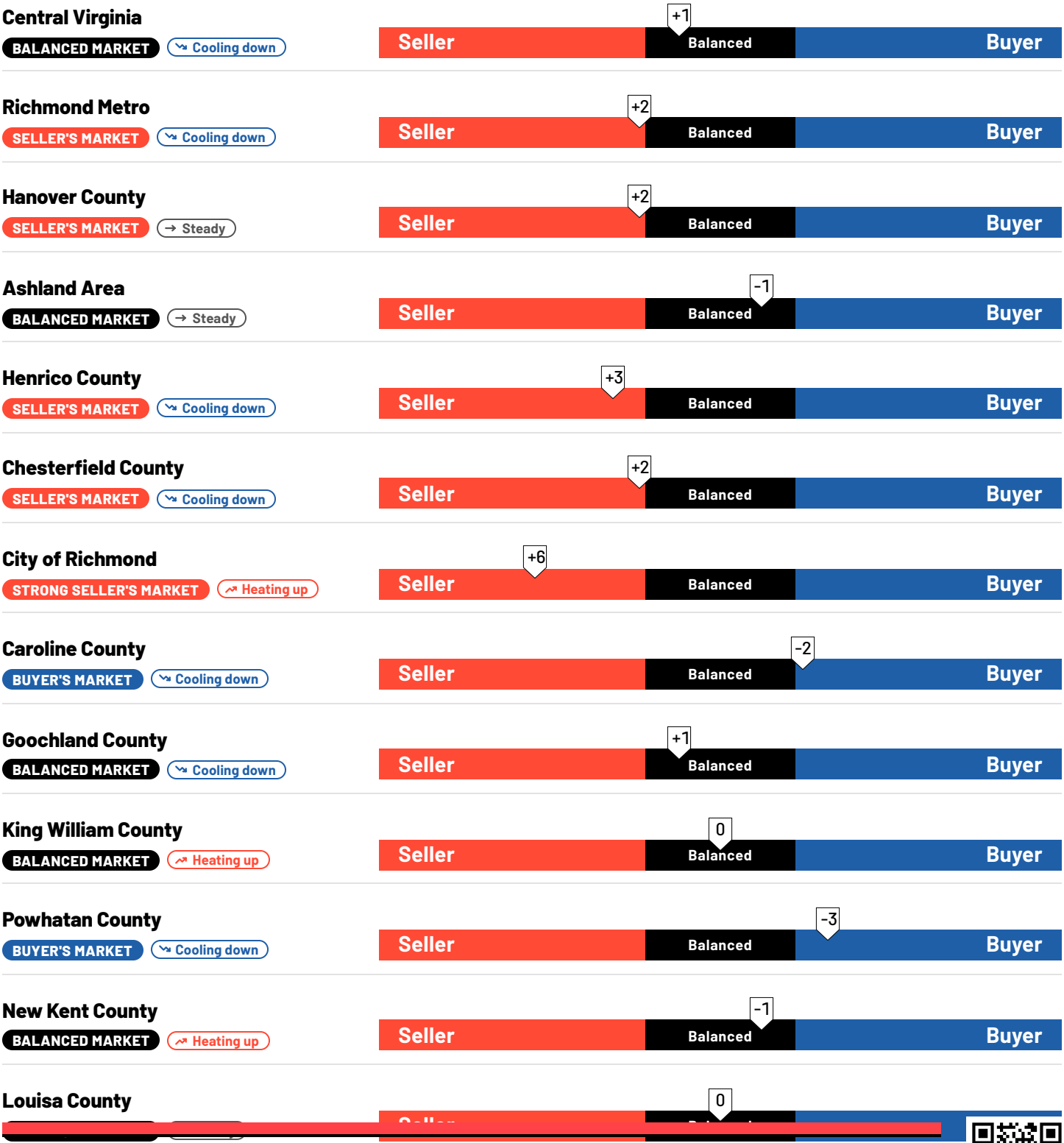
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Where Each Market Stands

Each area's **SimpleMarket Scale** on one scale, from a strong seller's market at the left to a strong buyer's market at the right; the pill beside it is the **SimpleMarket Momentum**, which way the market is moving against a year ago.



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804·Michael's Takes

Central Virginia

Across all of Central Virginia, the market is balanced, with supply tighter closer to Richmond. October ended with 3,612 single-family homes for sale, 12% more than a year ago, and a 2.7-month supply: at the current pace of sales, that is how long the homes for sale would last. The Richmond Metro is tighter at 2.2 months.

October's median sales price was $412,450, down 0.6% from last October, and the year-to-date median of $420,000 is up 2.7%. The average rose 1.3% to $500,048, but a few expensive homes can pull an average up, so the median is the better guide to a typical home. Sellers received 98.1% of their original asking price, the same as a year ago.

Homes took 31 days to sell, the same as last October, but 1,192 sold, down from 1,388, and pending sales fell 15% to 1,190. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

Richmond Metro

The Richmond Metro is a seller's market. October ended with 1,897 single-family homes for sale, 9% more than a year ago. That is a 2.2-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 October's 2.0 months.

October's median sales price was $429,000, down 1.4% from last October, but the year-to-date median, $445,000, is up 2.3%. The average slipped 0.5% to $513,700; a few expensive homes can pull an average up or down, so the median is the better guide to a typical home. Sellers received 98.8% of their original asking price, the same as last October.

Homes took 24 days to sell, one fewer than last October, but 775 sold, down from 975, and pending sales fell from 941 to 823. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is cooling.

Hanover County

Hanover is still a seller's market, though a milder one. October ended with 257 single-family homes for sale, 5% more than a year ago. That is a 2.5-month supply: at the current pace of sales, that is how long the homes for sale would last.

October's median sales price was $497,450, down 0.5% from last October, but the year-to-date median, $507,000, is up 4.1%, so one soft month does not change the year's direction. The average fell 2.6% to $527,793; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Hanover home. Sellers received 98.3% of their original asking price, a little under last October's 98.8%.

Homes sold fast, in 25 days, 11 fewer than last October. But only 95 sold, down from 123, and pending sales fell 10% to 91 while new listings fell 17% to 118. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is holding steady.

Ashland Area

The Ashland Area is a balanced market this month. With only 12 sales in October, a single sale can swing the month's numbers, so I lean on the year to date: 139 homes have sold since January, down from 153 last year, at a median of $535,000, down 1.7% from $544,174. Homes for sale rose to 42 from 32 a year ago, a 2.9-month supply: at the current pace of sales, that is how long the homes for sale would last.

October's median sales price was $527,500, up 5.5% from last October, but that rests on 12 sales, so the year-to-date median is the better read. Sellers have received 99.3% of their original asking price this year, a little under last year's 99.9%, so buyers are negotiating.

Sellers are listing more: new listings rose 75% to 21 and pending sales rose 30% to 13, so some buyers are moving, and homes have taken 27 days to sell this year, down from 36. With sales usually slowing into winter, I'm watching whether more homes start to sit. The SimpleMarket Scale calls Ashland a balanced market, and the SimpleMarket Momentum says it is holding steady. Hanover County around it is a seller's market; my Hanover County report has the bigger picture.

Henrico County

Henrico is a seller's market, but the edge is narrowing. October ended with 479 single-family homes for sale, 30% more than a year ago. That is a 2.1-month supply: at the current pace of sales, that is how long the homes for sale would last. Supply is still tight, though a good deal looser than last October's 1.6 months.

October's median sales price was $410,000, down 3.2% from last October, while the year-to-date median, $425,000, is up 3.3%. The average fell 4.5% to $503,144; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Henrico home. Sellers received 98.9% of their original asking price, the same as last October.

Homes still sell fast, in 20 days against 21 last October, but 211 sold, down from 261, and pending sales fell 10% to 225. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is cooling.

Chesterfield County

Chesterfield is a seller's market, but a looser one than a year ago. October ended with 815 single-family homes for sale, 10% more than a year ago. That is a 2.3-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.0 last October.

October's median sales price was $420,000, down 2.6% from last October, but the year-to-date median, $449,000, is up 2.0%, so the year's direction is still up. The average slipped 0.7% to $490,614; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Chesterfield home. Sellers received 98.7% of their original asking price, down from 99.3% last October.

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Chesterfield County, continued

Homes took 27 days to sell, two more than last October, and 299 sold, down from 388, while pending sales fell 15% to 335 and new listings fell 10% to 431. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is cooling.

City of Richmond

The City of Richmond is a strong seller's market. October ended with 346 single-family homes for sale, 11% fewer than a year ago. That is a 1.9-month supply: at the current pace of sales, that is how long the homes for sale would last, which is tight, and a little tighter than last October's 2.1 months.

October's median sales price was $444,000, up 3.7% from last October, and the year-to-date median, $430,000, is the same as last year's. The average rose 5.7% to $558,543; a few expensive homes can pull an average up, so the median is the better guide to a typical home in the city. Sellers received 99.1% of their original asking price, up from 98.0% last October.

Homes took 23 days to sell, one fewer than last October. Sales were lower: 170 sold, down from 203, and pending sales fell 12% to 172, though new listings fell 8% to 232 too, so supply is not building. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a strong seller's market, and the SimpleMarket Momentum says it is heating up.

Caroline County

Caroline is a buyer's market this month. With only 13 sales in October, one sale can swing the numbers, so I lean on the year to date: 126 homes have sold since January, down from 146 last year, at a median of $379,000, up 2.4%. Homes for sale rose to 66 from 45 a year ago, a 4.9-month supply: at the current pace of sales, that is how long the homes for sale would last.

October's median sales price was $385,000, down 3.1% from last October, but it rests on 13 sales, so the year-to-date median is the better read. Sellers received 98.4% of their original asking price this month, and 97.0% for the year, down from 99.2% last year, a sign that buyers are negotiating.

New listings fell 24% to 19 and pending sales rose 9% to 12, so some buyers are moving, but homes took 50 days to sell, and the year-to-date days are up from 36 to 51. With sales usually slowing into winter, I'm watching whether the homes for sale keep piling up faster than they sell. The SimpleMarket Scale calls Caroline a buyer's market, and the SimpleMarket Momentum says it is cooling.

Goochland County

Goochland is a balanced market this month, and a pricey one. October ended with 105 single-family homes for sale, 30% more than a year ago. That is a 3.4-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.2 last October.

October's median sales price was $730,000, up 11.5% from last October, and the year-to-date median, $732,500, is up 12.4%, so the gain is more than a one-month blip. The average slipped 0.5% to $853,389; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Goochland home. Sellers received 100.2% of their original asking price, up from 98.9%.

Homes took 42 days to sell, five more than last October, and 34 sold, down from 42, while pending sales fell 24% to 29. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. With sales counts this small, a few sales can move a month. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is cooling.

King William County

King William is a balanced market this month. With only 14 sales in October, one sale can swing the numbers, so I lean on the year to date: 202 homes have sold since January, up from 171 last year, at a median of $378,500, up 3.7%. Homes for sale rose to 61 from 54 a year ago, a 3.2-month supply: at the current pace of sales, that is how long the homes for sale would last.

October's median sales price was $410,000, up 11.6% from last October, but it rests on 14 sales, so the year-to-date median is the better read. Sellers received 99.6% of their original asking price this month and 100.0% for the year, up from 98.2% last year.

Homes took 27 days to sell, five more than last October, though the year-to-date days are down to 39 from 54. New listings fell 21% to 22 and pending sales fell 35% to 11, so I'm watching whether pending sales recover as winter arrives. The SimpleMarket Scale calls King William a balanced market, and the SimpleMarket Momentum says it is heating up.

Powhatan County

Powhatan is a buyer's market this month. October ended with 128 single-family homes for sale, 44% more than a year ago. That is a 3.8-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.6 last October.

October's median sales price was $509,500, up 6.1% from last October, and the year-to-date median, $524,950, is up 4.0%. The average fell 8.4% to $556,949; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Powhatan home. Sellers received 96.5% of their original asking price, down from 98.9% last October, a sign that buyers are negotiating.

Homes took 35 days to sell, two fewer than last October, and 34 sold, the same as a year ago, but pending sales fell 21% to 30. Sales usually slow into winter, so next month's test is whether pending sales keep falling behind last year's. The SimpleMarket Scale calls it a buyer's market, and the SimpleMarket Momentum says it is cooling.

New Kent County

New Kent is a balanced market this month. October ended with 165 single-family homes for sale, 3% more than a year ago. That is a 4.4-month supply: at the current pace of sales, that is how long the homes for sale would last, a little shorter than last October's 5.0 months.

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New Kent County, continued

October's median sales price was $521,000, up 20.0% from last October, and the year-to-date median, $495,000, is up 4.9%, so the month ran ahead of the year's steadier gain. The average rose 27.8% to $588,003; a few expensive homes can pull an average up, so the median is the better guide to a typical home. Sellers received 100.5% of their original asking price, about the same as last October.

Homes took 49 days to sell, 32 fewer than last October, and 32 sold, up from 26, though pending sales fell 26% to 28 and new listings fell 24% to 62. Sales usually slow into winter, so next month's test is whether pending sales keep falling behind last year's. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is heating up.

Louisa County

Louisa is a balanced market this month, with supply on the loose side. October ended with 101 single-family homes for sale, 30% more than a year ago. That is a 4.7-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.8 last October.

October's median sales price was $402,500, up 1.9% from last October, and the year-to-date median, $399,925, is up 2.2%. The average rose 12.7% to $514,277, but a few expensive homes can pull an average up, so the median is the better guide to a typical Louisa home. Sellers received 96.7% of their original asking price, down from 97.9% last October.

Homes took 47 days to sell, two more than last October, and 26 sold, down from 30, while pending sales rose 4% to 24 and new listings fell 24% to 28. Sales usually slow into winter, so I'm watching whether pending sales keep pace with a bigger supply of homes for sale. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is holding steady.

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