804 Michael 642-4235

Market Report for Central Virginia

November 2026

SINGLE-FAMILY

October 2026 numbers, compared with October 2025. Every home sold through Central Virginia Regional MLS: more than 40 counties and cities, from the Richmond area out to the Northern Neck, the Peninsula, and Southside.

Median sales price
$412,450
▼ 0.6% vs Oct '25
YTD $420,000 ▲ 2.7%

Average sales price
$500,048
▲ 1.3% vs Oct '25
YTD $499,396 ▲ 4.4%

Homes for sale
3,612
▲ 11.7% vs Oct '25
3,234 a year ago

Days on market
31
0.0% vs Oct '25
YTD 30 ▲ 3.4%

Closed sales
1,192
▼ 14.1% vs Oct '25
YTD 13,458 ▼ 1.8%

Months of supply
2.7
▲ 12.5% vs Oct '25
2.4 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, homes are selling at a fair price in about a month, but fewer buyers are under contract than a year ago, so price with the most recent sales nearby. **Buyers**, you have more to choose from than a year ago and winter gives you more time to decide, so have your financing ready for the home you like.

If your home isn't selling, or you can't land the right house, call or text **804-Michael** and let's talk strategy.

Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	1,889	**1,732**	▼ 8.3%	18,485	**19,114**	▲ 3.4%
Pending sales	1,396	**1,190**	▼ 14.8%	14,177	**13,797**	▼ 2.7%
Closed sales	1,388	**1,192**	▼ 14.1%	13,699	**13,458**	▼ 1.8%
Days on market	31	**31**	0.0%	29	**30**	▲ 3.4%
Median sales price	$415,000	**$412,450**	▼ 0.6%	$409,000	**$420,000**	▲ 2.7%
Average sales price	$493,671	**$500,048**	▲ 1.3%	$478,280	**$499,396**	▲ 4.4%
% of original list price	98.1%	**98.1%**	0.0%	99.4%	**99.3%**	▼ 0.1%
Homes for sale	3,234	**3,612**	▲ 11.7%	–	**–**	–
Months of supply	2.4	**2.7**	▲ 12.5%	–	**–**	–

SimpleMarket Read

BALANCED MARKET

Seller | +1 Balanced | Cooling down Buyer

SimpleMarket Scale

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

How the Areas Compare

Area	Median	Supply	Score
Central Virginia	**$412,450**	**2.7**	**+1**
Richmond Metro	$429,000	2.2	+2
Hanover	$497,450	2.5	+2
Ashland	$527,500	2.9	-1
Henrico	$410,000	2.1	+3
Chesterfield	$420,000	2.3	+2
City of Richmond	$444,000	1.9	+6
Caroline	$385,000	4.9	-2
Goochland	$730,000	3.4	+1
King William	$410,000	3.2	0
Powhatan	$509,500	3.8	-3
New Kent	$521,000	4.4	-1
Louisa	$402,500	4.7	0



Michael Hottman

Call 804-Michael or Text 804-642-4235

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

Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of November 10, 2026. Based on information from CVR MLS for the period November 1, 2024 through October 31, 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

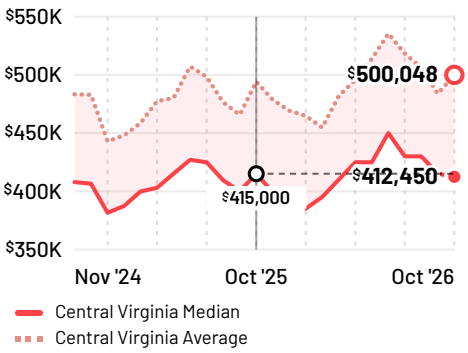
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Market Report for Central Virginia

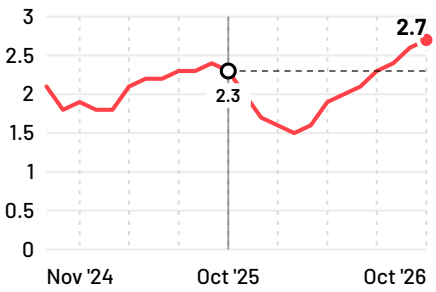
October 2026 numbers, month by month

Median and Average Price

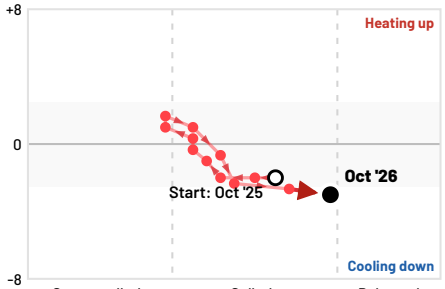


Central Virginia Median
Central Virginia Average

Months of Supply

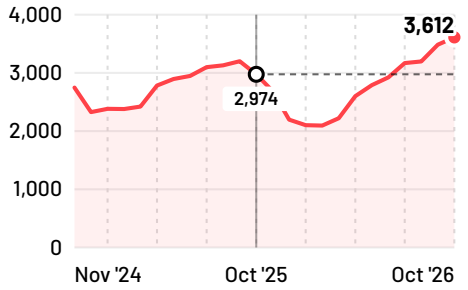


SimpleMarket Trail (1 year)

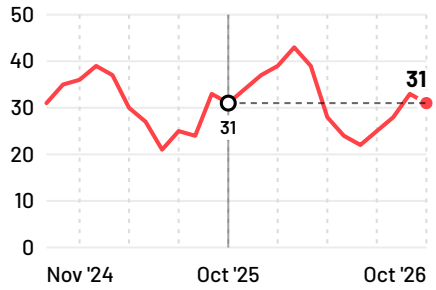


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

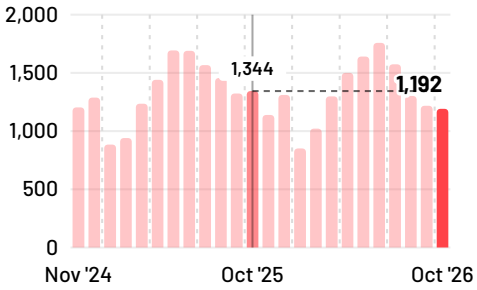
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Central Virginia

October 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ 4

Maximum total score = 12

Central Virginia	Favors · points
New listings	Sellers +1
Homes under contract	Buyers +2
Months of supply	Buyers +2
Median Sales price	Neither
Average % of original list	Neither
Average Days on market	Neither
Total	**Sellers 1 · Buyers 4**

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

SimpleMarket Carpet (4 months)

Measure	2026 Jul	Aug	Sep	Oct
Months of supply	1	1	2	2
New listings	N	1	1	1
Homes under contract	1	N	1	2
Median sales price	N	1	1	N
% of list price	N	N	N	N
Days on market	N	2	N	N
Sellers	0	1	1	1
Buyers	2	4	4	4
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

1,192 closed sales of single-family homes in October 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**

More reports at 804re.com: 12 more areas, each with **804-Michael**'s take and strategy for that market, and **all areas at a glance**.

Scan for reports

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