804 Michael 642-4235 Market Report for Goochland County

October 2026 numbers, compared with October 2025

November 2026
SINGLE-FAMILY
PAGE 1

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$730,000	$853,389	105	42	34	3.4
▲ 11.5% vs Oct '25	▼ 0.5% vs Oct '25	▲ 29.6% vs Oct '25	▲ 13.5% vs Oct '25	▼ 19.0% vs Oct '25	▲ 54.5% vs Oct '25
YTD $732,500 ▲ 12.4%	YTD $837,928 ▲ 11.0%	81 a year ago	YTD 41 ▲ 5.1%	YTD 365 ▲ 7.7%	2.2 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price in line with recent sales nearby; prices are well above a year ago, but homes are taking longer and fewer are under contract. **Buyers**, you have more choice than last year, so take your time, compare carefully and have your financing ready for the right home.

These numbers describe the whole market, not your street or neighborhood. Before you set a price or make an offer, call **804-Michael** for a look at the sales closest to you.

Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	49	**48**	▼ 2.0%	494	**474**	▼ 4.0%
Pending sales	38	**29**	▼ 23.7%	380	**327**	▼ 13.9%
Closed sales	42	**34**	▼ 19.0%	339	**365**	▲ 7.7%
Days on market	37	**42**	▲ 13.5%	39	**41**	▲ 5.1%
Median sales price	$655,000	**$730,000**	▲ 11.5%	$651,500	**$732,500**	▲ 12.4%
Average sales price	$857,991	**$853,389**	▼ 0.5%	$755,189	**$837,928**	▲ 11.0%
% of original list price	98.9%	**100.2%**	▲ 1.3%	100.8%	**101.3%**	▲ 0.5%
Homes for sale	81	**105**	▲ 29.6%	-	**-**	-
Months of supply	2.2	**3.4**	▲ 54.5%	-	**-**	-

SimpleMarket Read

BALANCED MARKET

Cooling down

Seller | +1 Balanced | Buyer



SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	**300**	▼ 32.1%
Per listing	**2.4**	▼ 32.7%
Listings shown	**123**	▲ 0.8%

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 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.

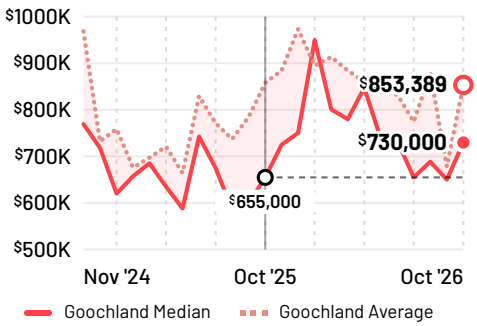
A SimpleMarket Report, developed by Michael Hottman

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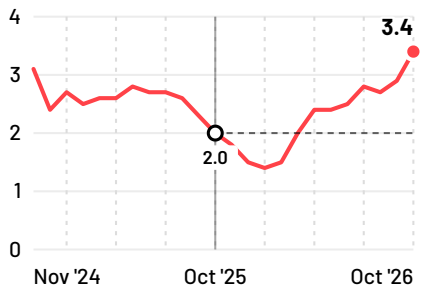
Market Report for Goochland County

October 2026 numbers, month by month

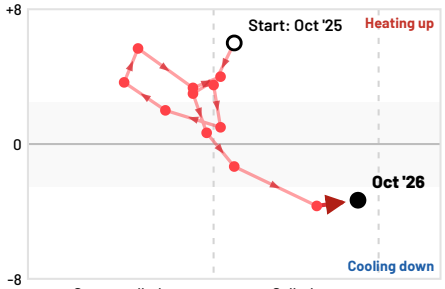
Median and Average Price



Months of Supply

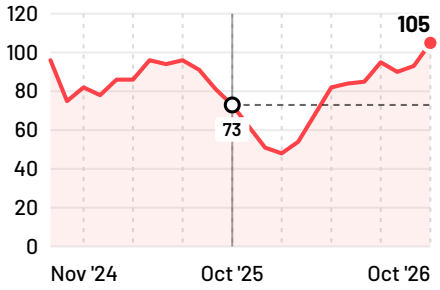


SimpleMarket Trail (1 year)

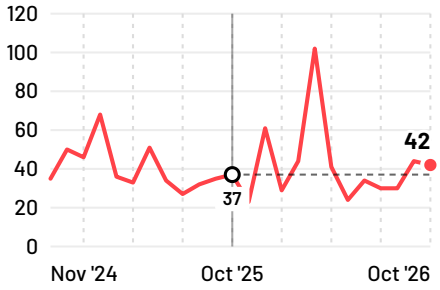


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

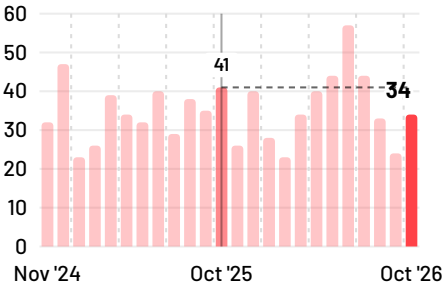
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Goochland County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

2 → **6**

Maximum total score = 12

Goochland	Favors · points
New listings	Buyers +1
Homes under contract	Buyers +2
Months of supply	Buyers +2
Median Sales price	Sellers +1
Average % of original list	Sellers +1
Average Days on market	Buyers +1
Total	**Sellers 2 · Buyers 6**

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	1	N	1	1
Homes under contract	1	2	2	2
Median sales price	N	2	1	1
% of list price	1	2	2	1
Days on market	1	1	2	1
Sellers	0	5	1	2
Buyers	5	3	9	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.

About These Numbers

34 closed sales of single-family homes in October 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.

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