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Market Report for Henrico 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
$410,000	$503,144	479	20	211	2.1
▼ 3.2% vs Oct '25	▼ 4.5% vs Oct '25	▲ 29.5% vs Oct '25	▼ 4.8% vs Oct '25	▼ 19.2% vs Oct '25	▲ 31.3% vs Oct '25
YTD $425,000 ▲ 3.3%	YTD $520,526 ▲ 5.4%	370 a year ago	YTD 19 ▼ 9.5%	YTD 2,341 ▼ 2.9%	1.6 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price in line with recent sales nearby; homes are still selling in about three weeks, but buyers have more to choose from than a year ago and fewer are under contract. **Buyers**, you have more choice than last year and a little more room to negotiate, but good homes still go fast, so have your financing ready.

A market report can't price your home or find your next one. If you want to know what these numbers mean for you, call **804-Michael**.

SimpleMarket Read

SELLER'S MARKET

Cooling down

Seller +3 | Balanced | Buyer



Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	296	**316**	▲ 6.8%	3,011	**3,103**	▲ 3.1%
Pending sales	249	**225**	▼ 9.6%	2,490	**2,424**	▼ 2.7%
Closed sales	261	**211**	▼ 19.2%	2,412	**2,341**	▼ 2.9%
Days on market	21	**20**	▼ 4.8%	21	**19**	▼ 9.5%
Median sales price	$423,500	**$410,000**	▼ 3.2%	$411,500	**$425,000**	▲ 3.3%
Average sales price	$527,023	**$503,144**	▼ 4.5%	$493,992	**$520,526**	▲ 5.4%
% of original list price	98.9%	**98.9%**	**0.0%**	100.6%	**100.7%**	▲ 0.1%
Homes for sale	370	**479**	▲ 29.5%	-	**-**	-
Months of supply	1.6	**2.1**	▲ 31.3%	-	**-**	-

SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	3,589	▼ 17.9%
Per listing	3.9	▼ 20.4%
Listings shown	925	▲ 3.1%

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 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.

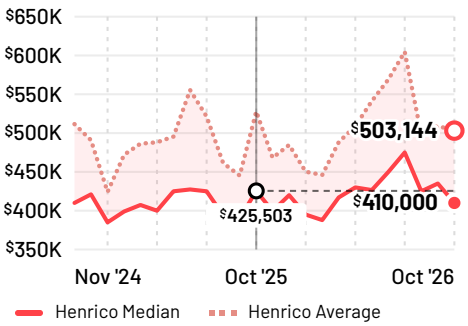
A SimpleMarket Report, developed by Michael Hottman

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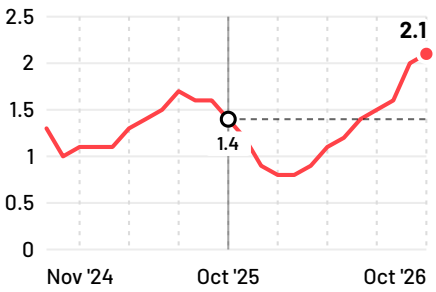
Market Report for Henrico County

October 2026 numbers, month by month

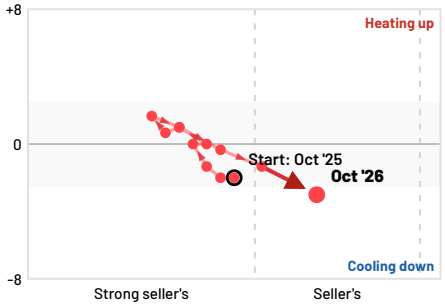
Median and Average Price



Months of Supply

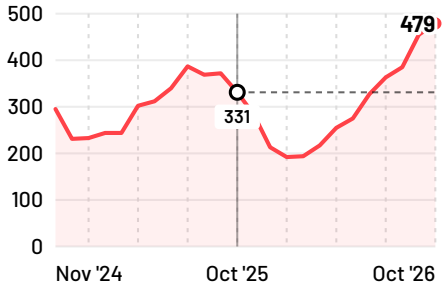


SimpleMarket Trail (1 year)

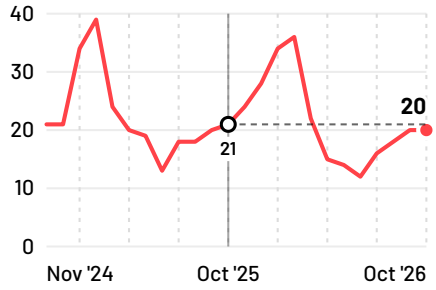


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

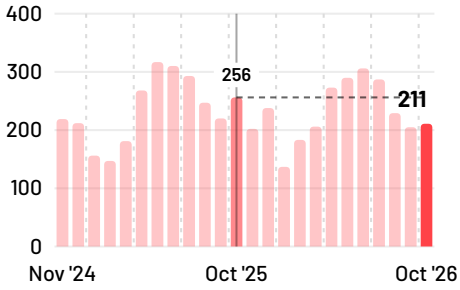
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Henrico County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ **5**

Maximum total score = 12

Henrico	Favors · points
New listings	Buyers +1
Homes under contract	Buyers +1
Months of supply	Buyers +2
Median Sales price	Buyers +1
Average % of original list	Neither
Average Days on market	Sellers +1
Total	**Sellers 1 · Buyers 5**

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	N	1	2	2
New listings	1	1	1	1
Homes under contract	1	N	1	1
Median sales price	1	1	1	1
% of list price	N	1	1	N
Days on market	N	1	N	1
Sellers	2	1	2	1
Buyers	1	4	4	5
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

211 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**

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