804 Michael 642-4235

Market Report for New Kent County

October 2026 numbers, compared with October 2025

November 2026

SINGLE-FAMILY

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$521,000	$588,003	165	49	32	4.4
▲ 20.0% vs Oct '25	▲ 27.8% vs Oct '25	▲ 3.1% vs Oct '25	▼ 39.5% vs Oct '25	▲ 23.1% vs Oct '25	▼ 12.0% vs Oct '25
YTD $495,000 ▲ 4.9%	YTD $541,803 ▲ 7.3%	160 a year ago	YTD 42 ▼ 2.3%	YTD 368 ▲ 14.6%	5.0 a year ago

804-Michael's Take on 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.

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.

Strategy in This Market

Sellers, price in line with recent sales nearby; homes are selling faster than a year ago, but fewer are going under contract. **Buyers**, you have a little more choice than a year ago and some time to decide, so compare carefully and have your financing ready.

Averages hide a lot. If your home isn't getting the showings you expected, or you aren't sure what to offer on the one you like, call **804-Michael**. Let's talk about it.

Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	81	**62**	▼ 23.5%	533	**651**	▲ 22.1%
Pending sales	38	**28**	▼ 26.3%	343	**390**	▲ 13.7%
Closed sales	26	**32**	▲ 23.1%	321	**368**	▲ 14.6%
Days on market	81	**49**	▼ 39.5%	43	**42**	▼ 2.3%
Median sales price	$434,245	**$521,000**	▲ 20.0%	$471,990	**$495,000**	▲ 4.9%
Average sales price	$459,919	**$588,003**	▲ 27.8%	$504,923	**$541,803**	▲ 7.3%
% of original list price	100.3%	**100.5%**	▲ 0.2%	100.1%	**99.2%**	▼ 0.9%
Homes for sale	160	**165**	▲ 3.1%	-	**-**	-
Months of supply	5.0	**4.4**	▼ 12.0%	-	**-**	-

SimpleMarket Read

BALANCED MARKET

Heating up

-1

Seller | Balanced | Buyer



SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	**247**	▲ 15.4%
Per listing	**2.0**	▲ 9.8%
Listings shown	**124**	▲ 5.1%

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 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.

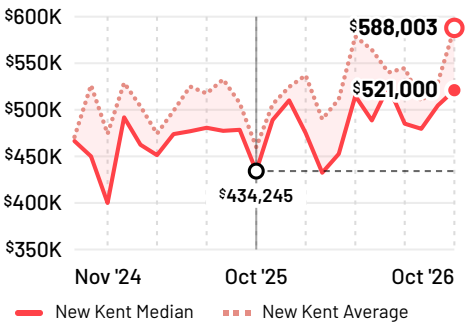
A SimpleMarket Report, developed by Michael Hottman

REALTOR® EQUAL HOUSING OPPORTUNITY

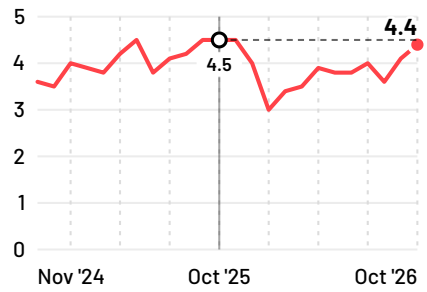
Market Report for New Kent County

October 2026 numbers, month by month

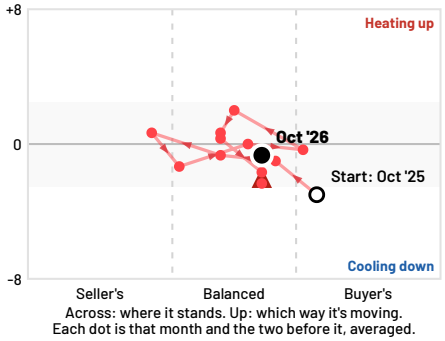
Median and Average Price



Months of Supply

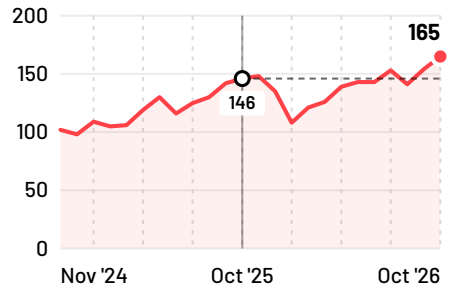


SimpleMarket Trail (1 year)

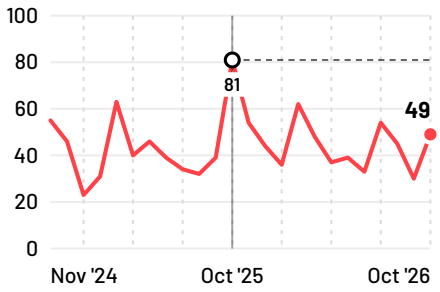


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

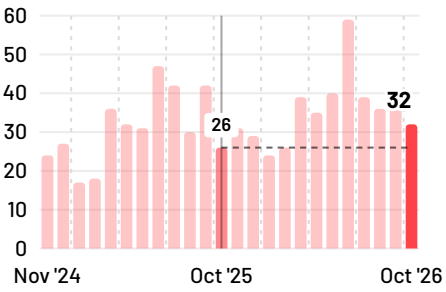
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

New Kent County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

6 ◀ **2**

Maximum total score = 12

New Kent	Favors · points
New listings	Sellers +2
Homes under contract	Buyers +2
Months of supply	Neither
Median Sales price	Sellers +2
Average % of original list	Neither
Average Days on market	Sellers +2
Total	**Sellers 6 · Buyers 2**

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

About These Numbers

32 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.

SimpleMarket Carpet (4 months)

Measure	2026 Jul	Aug	Sep	Oct
Months of supply	1	N	N	N
New listings	2	1	2	2
Homes under contract	2	1	2	2
Median sales price	N	N	1	2
% of list price	2	2	1	N
Days on market	2	2	2	2
Sellers	4	1	3	6
Buyers	5	5	5	2
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.

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