804 Michael 642-4235

Market Report for Powhatan 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
$509,500	$556,949	128	35	34	3.8
▲ 6.1% vs Oct '25	▼ 8.4% vs Oct '25	▲ 43.8% vs Oct '25	▼ 5.4% vs Oct '25	0.0% vs Oct '25	▲ 46.2% vs Oct '25
YTD $524,950 ▲ 4.0%	YTD $591,918 ▲ 2.8%	89 a year ago	YTD 32 ▲ 14.3%	YTD 347 ▲ 2.4%	2.6 a year ago

804-Michael's Take on 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.

Strategy in This Market

Sellers, price with the competition in mind; with 44% more homes for sale than last year and buyers negotiating, a price above recent sales will sit. **Buyers**, you have more choice and room to negotiate than a year ago, so compare carefully and make offers that reflect recent sales.

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

BUYER'S MARKET

Cooling down

-3

Seller | Balanced | Buyer



Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	65	**59**	▼ 9.2%	518	**590**	▲ 13.9%
Pending sales	38	**30**	▼ 21.1%	364	**358**	▼ 1.6%
Closed sales	34	**34**	**0.0%**	339	**347**	▲ 2.4%
Days on market	37	**35**	▼ 5.4%	28	**32**	▲ 14.3%
Median sales price	$480,000	**$509,500**	▲ 6.1%	$505,000	**$524,950**	▲ 4.0%
Average sales price	$607,715	**$556,949**	▼ 8.4%	$575,578	**$591,918**	▲ 2.8%
% of original list price	98.9%	**96.5%**	▼ 2.4%	99.0%	**98.0%**	▼ 1.0%
Homes for sale	89	**128**	▲ 43.8%	-	**-**	-
Months of supply	2.6	**3.8**	▲ 46.2%	-	**-**	-

SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	**399**	▼ 1.0%
Per listing	**2.7**	▼ 9.1%
Listings shown	**146**	▲ 9.0%

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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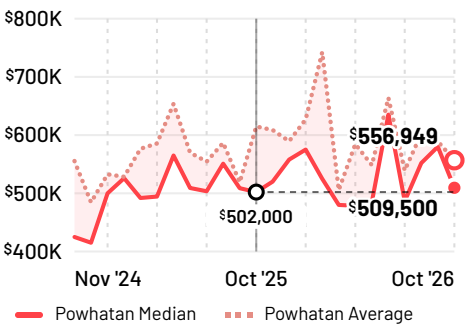
Scan for reports

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.

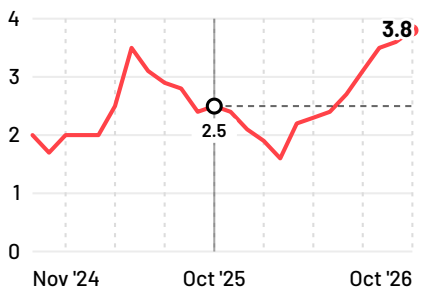
Market Report for Powhatan County

October 2026 numbers, month by month

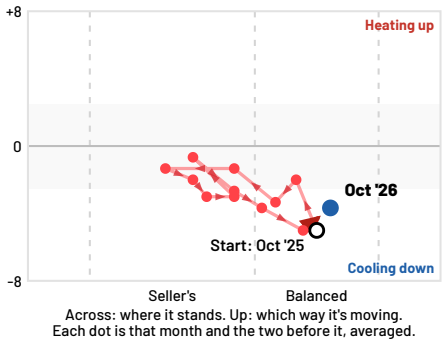
Median and Average Price



Months of Supply

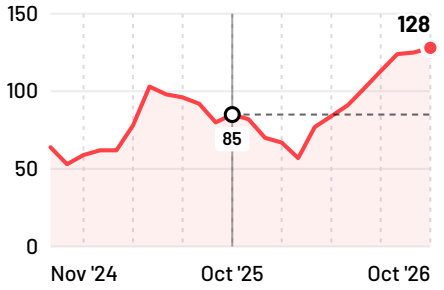


SimpleMarket Trail (1 year)

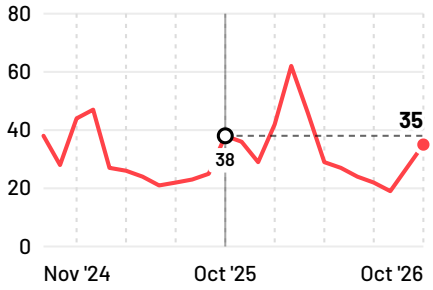


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

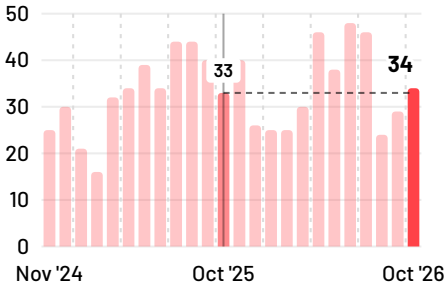
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Powhatan County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

2 → **6**

Maximum total score = 12

Powhatan	Favors · points
New listings	Sellers +1
Homes under contract	Buyers +2
Months of supply	Buyers +2
Median Sales price	Neither
Average % of original list	Buyers +2
Average Days on market	Sellers +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	2	2	2
New listings	2	2	1	1
Homes under contract	2	1	1	2
Median sales price	1	N	1	N
% of list price	2	1	1	2
Days on market	N	2	1	1
Sellers	0	3	1	2
Buyers	8	5	6	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.

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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