

Monthly Indicators

Richmond Metro



August 2026

U.S. existing-home sales edged down 1.7% from the previous month to a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). Regionally, sales increased in the Northeast, held steady in the West, and declined in the Midwest and South. On a year-over-year basis, sales rose in the Midwest and West while remaining flat in the Northeast and South.

New Listings decreased 3.4 percent for Single Family homes but increased 13.1 percent for Condo/Town homes. Pending Sales increased 6.3 percent for Single Family homes and 6.8 percent for Condo/Town homes. Inventory decreased 6.1 percent for Single Family homes but increased 2.5 percent for Condo/Town homes.

Median Sales Price increased 3.7 percent to \$450,000 for Single Family homes and 3.9 percent to \$379,370 for Condo/Town homes. Days on Market increased 4.8 percent for Single Family homes and 39.4 percent for Condo/Town homes. Months Supply of Inventory decreased 5.3 percent for Single Family homes and 3.3 percent for Condo/Town homes.

Nationally, the median existing-home sales price climbed to \$431,400, as inventory remained at a 4.6-month supply at the current sales pace, NAR reported. Year-to-date sales are up 2.4%, reflecting stable demand even amid elevated mortgage rates. Homes are sitting on the market longer and fewer buyers are bidding above asking price compared to a year earlier, though local market conditions vary widely.

Quick Facts

- 10.3%

Change in
Closed Sales
All Properties

+ 4.1%

Change in
Median Sales Price
All Properties

- 3.7%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in Chesterfield, Hanover, Henrico, and Richmond City. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



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Key Metrics	Historical Sparkbars	8-2025	8-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,063	1,027	- 3.4%	9,429	9,640	+ 2.2%
Pending Sales		807	858	+ 6.3%	7,450	7,691	+ 3.2%
Closed Sales		957	871	- 9.0%	7,227	7,435	+ 2.9%
Days on Market Until Sale		21	22	+ 4.8%	24	23	- 4.2%
Median Sales Price		\$434,000	\$450,000	+ 3.7%	\$435,000	\$447,870	+ 3.0%
Average Sales Price		\$502,172	\$534,073	+ 6.4%	\$509,047	\$529,148	+ 3.9%
Pct. of Orig. Price Received		99.6%	99.5%	- 0.1%	100.5%	100.4%	- 0.1%
Housing Affordability Index		102	97	- 4.9%	102	98	- 3.9%
Inventory of Homes for Sale		1,712	1,607	- 6.1%	—	—	—
Months Supply of Inventory		1.9	1.8	- 5.3%	—	—	—

Condo/Town Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo/Town properties only.



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Key Metrics	Historical Sparkbars	8-2025	8-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		328	371	+ 13.1%	2,678	2,948	+ 10.1%
Pending Sales		234	250	+ 6.8%	1,893	2,072	+ 9.5%
Closed Sales		276	235	- 14.9%	1,851	1,917	+ 3.6%
Days on Market Until Sale		33	46	+ 39.4%	36	43	+ 19.4%
Median Sales Price		\$365,000	\$379,370	+ 3.9%	\$370,000	\$375,045	+ 1.4%
Average Sales Price		\$394,949	\$385,678	- 2.3%	\$397,469	\$398,133	+ 0.2%
Pct. of Orig. Price Received		98.0%	97.6%	- 0.4%	98.8%	98.2%	- 0.6%
Housing Affordability Index		121	115	- 5.0%	119	117	- 1.7%
Inventory of Homes for Sale		681	698	+ 2.5%	—	—	—
Months Supply of Inventory		3.0	2.9	- 3.3%	—	—	—

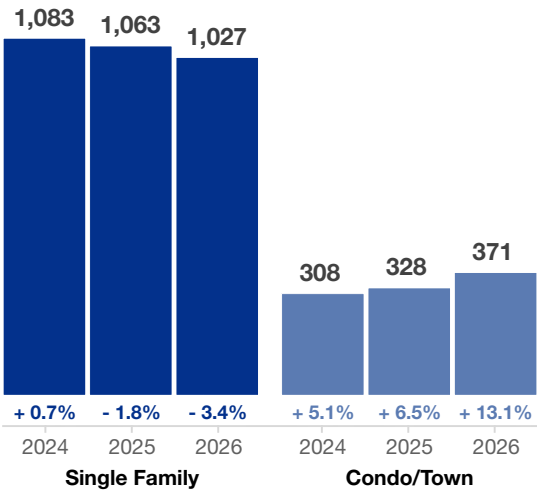
New Listings

A count of the properties that have been newly listed on the market in a given month.

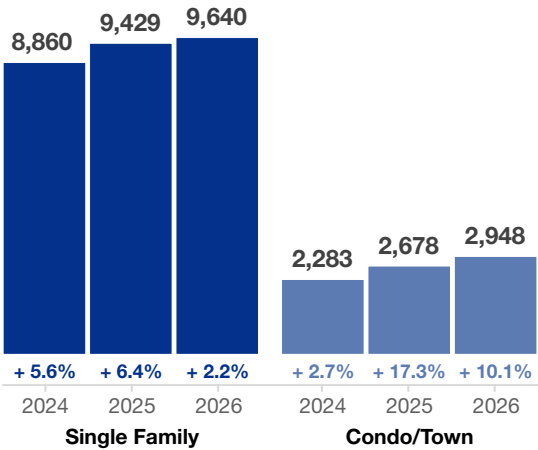


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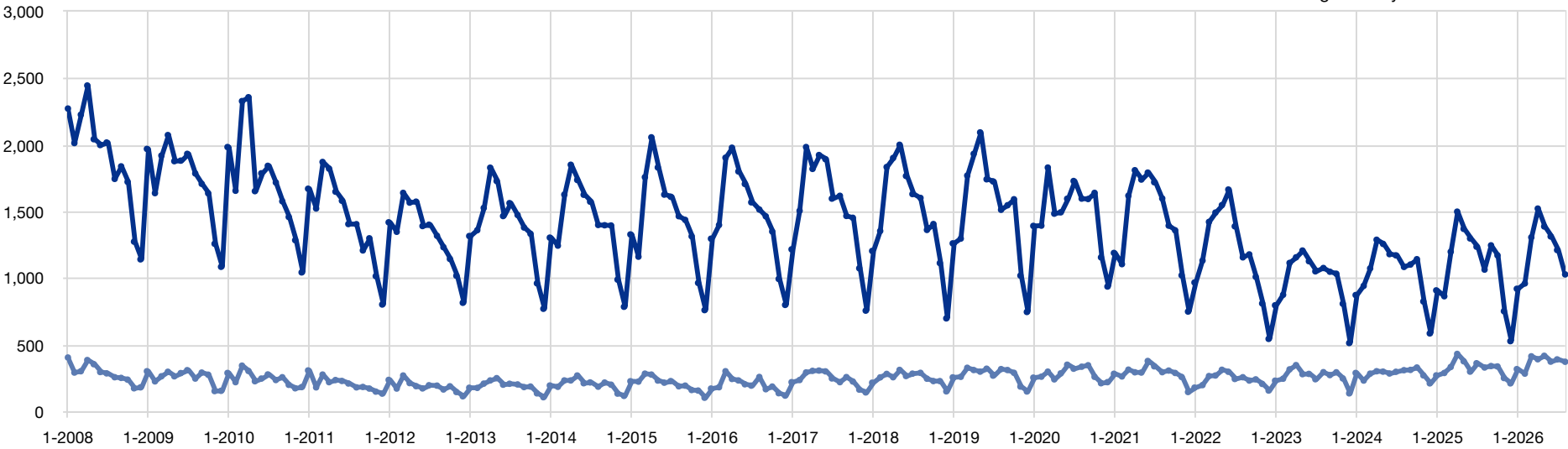


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	1,245	+ 13.1%	339	+ 9.4%
Oct-2025	1,170	+ 2.5%	336	+ 2.4%
Nov-2025	751	- 8.9%	249	- 7.4%
Dec-2025	526	- 9.9%	209	0.0%
Jan-2026	919	+ 1.3%	316	+ 17.5%
Feb-2026	959	+ 11.1%	282	- 1.7%
Mar-2026	1,305	+ 9.0%	412	+ 24.1%
Apr-2026	1,521	+ 1.5%	390	- 9.3%
May-2026	1,387	+ 1.3%	416	+ 10.9%
Jun-2026	1,312	+ 1.2%	372	+ 25.3%
Jul-2026	1,210	- 2.0%	389	+ 8.1%
Aug-2026	1,027	- 3.4%	371	+ 13.1%
12-Month Avg	1,111	+ 1.9%	340	+ 7.6%

Historical New Listings by Month



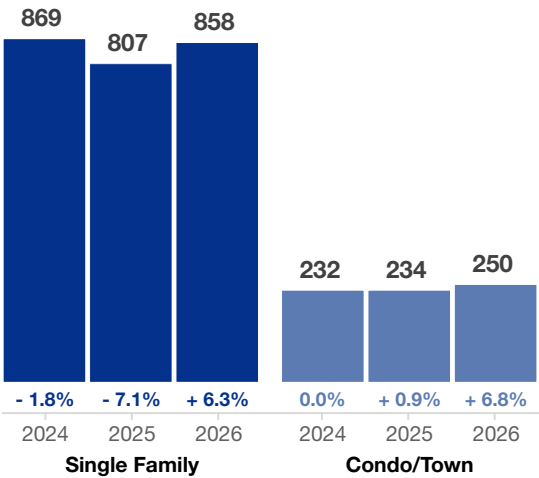
Pending Sales

A count of the properties on which offers have been accepted in a given month.

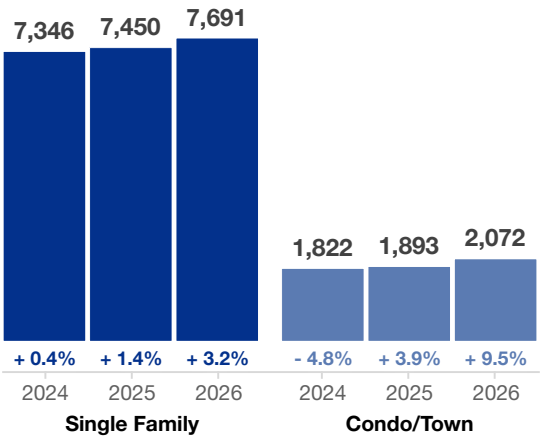


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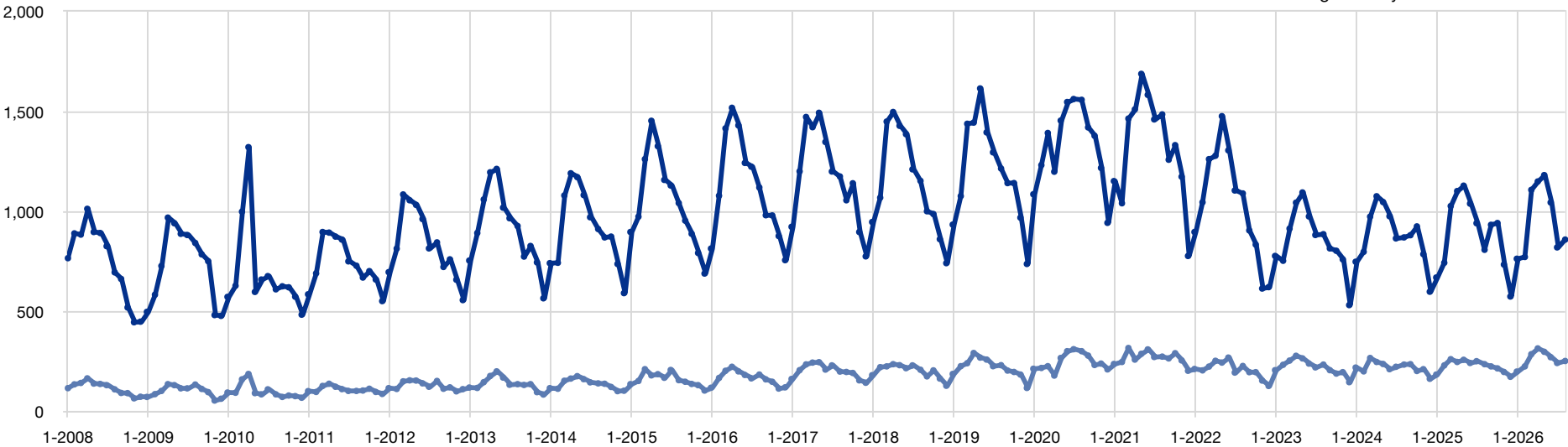


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	932	+ 5.9%	223	- 4.7%
Oct-2025	941	+ 1.8%	213	+ 6.5%
Nov-2025	733	- 6.6%	195	- 6.7%
Dec-2025	573	- 4.0%	171	+ 6.2%
Jan-2026	762	+ 14.1%	197	+ 8.2%
Feb-2026	771	+ 3.9%	223	- 2.2%
Mar-2026	1,107	+ 7.9%	284	+ 9.7%
Apr-2026	1,149	+ 4.4%	313	+ 27.8%
May-2026	1,181	+ 4.7%	296	+ 15.6%
Jun-2026	1,044	+ 0.6%	269	+ 12.1%
Jul-2026	819	- 12.9%	240	- 3.6%
Aug-2026	858	+ 6.3%	250	+ 6.8%
12-Month Avg	906	+ 2.3%	240	+ 6.7%

Historical Pending Sales by Month



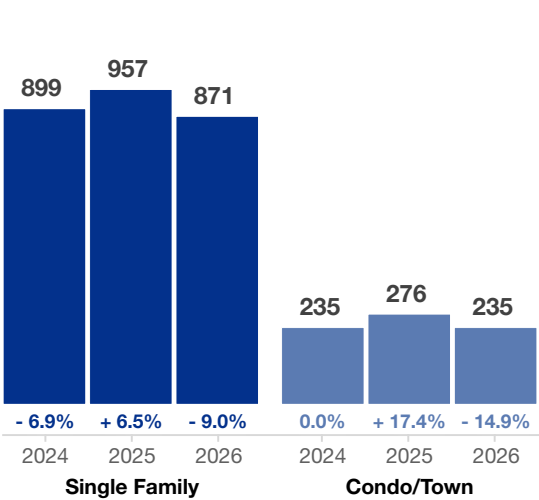
Closed Sales

A count of the actual sales that closed in a given month.

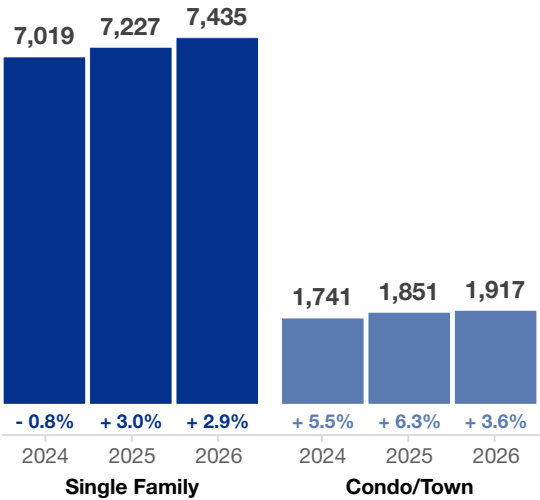


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August

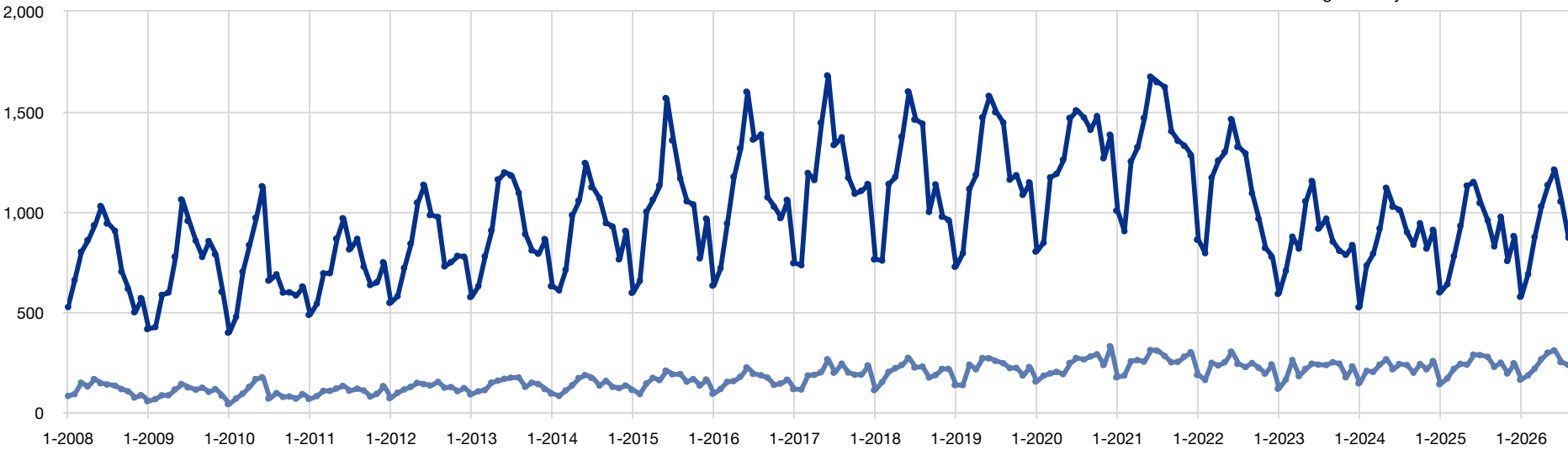


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	828	- 1.0%	226	+ 14.7%
Oct-2025	975	+ 3.4%	247	+ 2.9%
Nov-2025	755	- 7.6%	193	- 9.8%
Dec-2025	879	- 3.4%	244	- 4.3%
Jan-2026	576	- 3.7%	162	+ 15.7%
Feb-2026	689	+ 7.8%	184	+ 8.9%
Mar-2026	875	+ 12.3%	217	+ 0.5%
Apr-2026	1,027	+ 10.4%	264	+ 9.5%
May-2026	1,134	+ 0.3%	297	+ 25.3%
Jun-2026	1,211	+ 5.4%	308	+ 7.3%
Jul-2026	1,052	+ 0.8%	250	- 12.3%
Aug-2026	871	- 9.0%	235	- 14.9%
12-Month Avg	906	+ 1.3%	236	+ 2.6%

Historical Closed Sales by Month



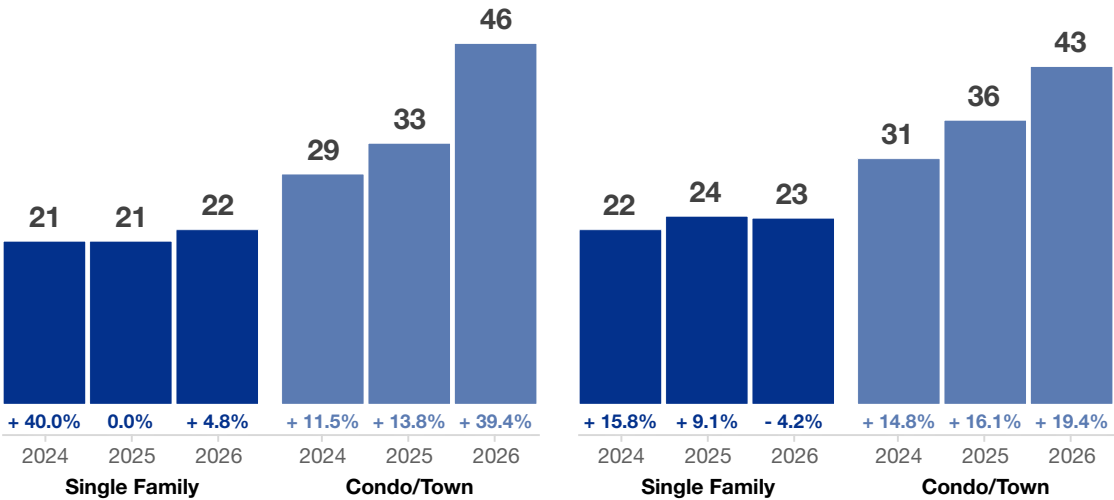
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

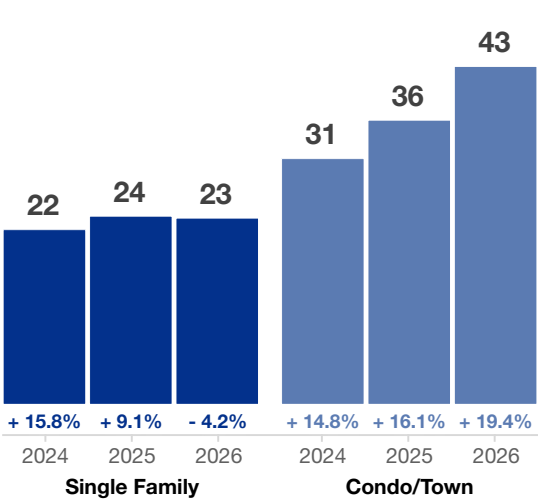


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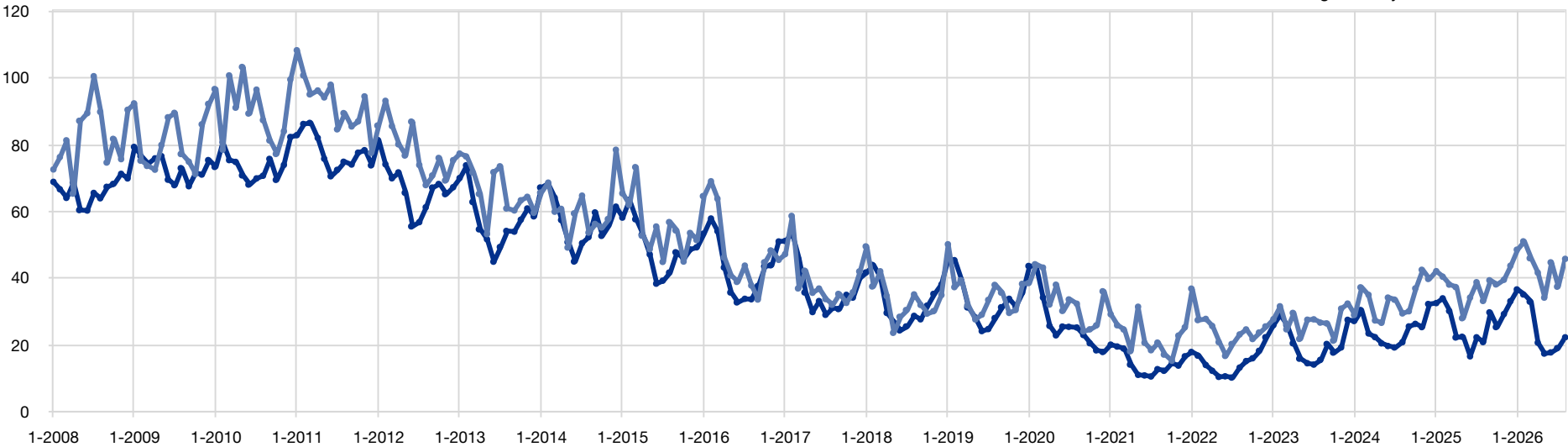
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	30	+ 20.0%	39	+ 30.0%
Oct-2025	25	- 3.8%	38	+ 2.7%
Nov-2025	29	+ 16.0%	39	- 7.1%
Dec-2025	33	+ 3.1%	44	+ 10.0%
Jan-2026	36	+ 12.5%	48	+ 14.3%
Feb-2026	35	+ 2.9%	51	+ 27.5%
Mar-2026	33	+ 10.0%	46	+ 21.1%
Apr-2026	20	- 9.1%	41	+ 10.8%
May-2026	17	- 22.7%	34	+ 21.4%
Jun-2026	18	+ 12.5%	45	+ 32.4%
Jul-2026	19	- 13.6%	37	- 5.1%
Aug-2026	22	+ 4.8%	46	+ 39.4%
12-Month Avg*	25	+ 1.5%	42	+ 15.3%

* Days on Market for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



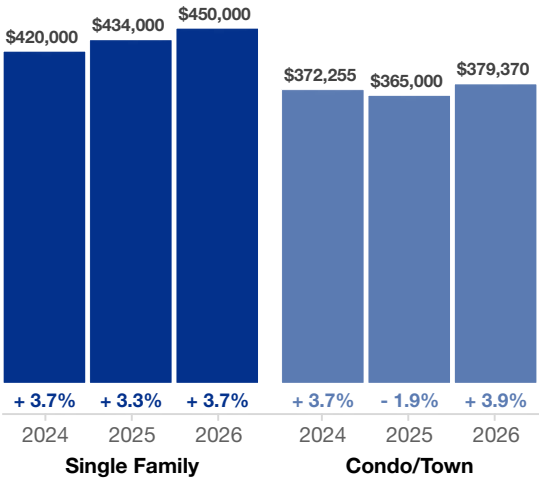
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

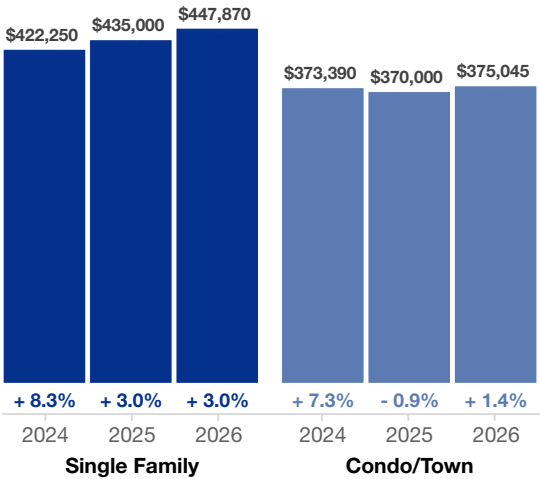


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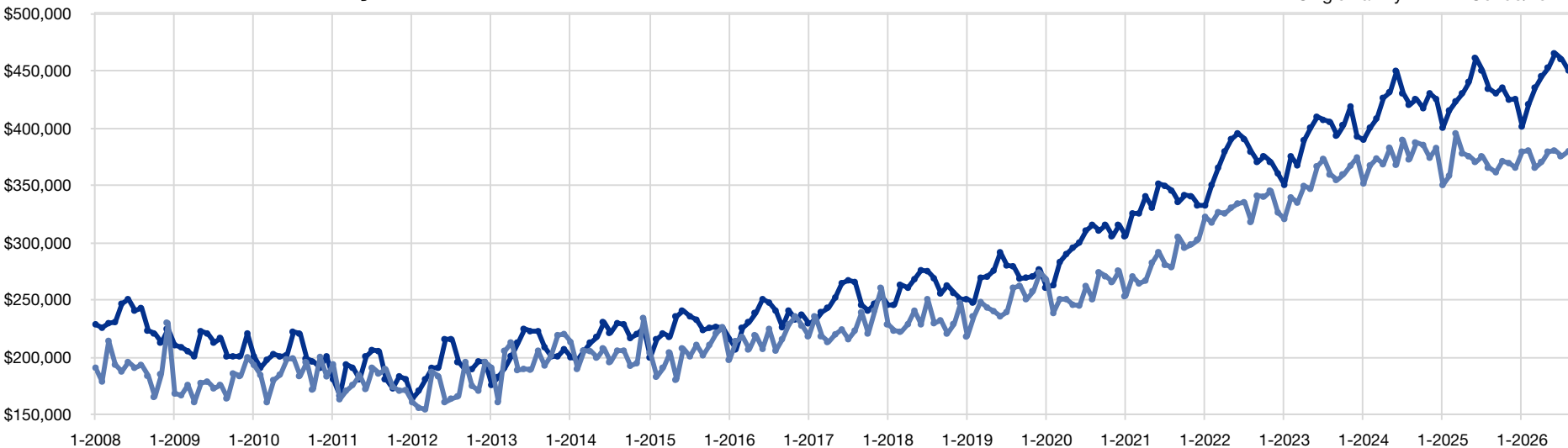
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	\$430,000	+ 1.2%	\$360,990	- 6.7%
Oct-2025	\$435,000	+ 4.3%	\$370,690	- 3.7%
Nov-2025	\$424,500	- 1.3%	\$369,000	- 1.3%
Dec-2025	\$425,000	0.0%	\$365,045	- 4.5%
Jan-2026	\$401,000	+ 0.3%	\$379,000	+ 8.3%
Feb-2026	\$420,515	+ 1.3%	\$380,000	+ 6.1%
Mar-2026	\$435,000	+ 2.8%	\$365,000	- 7.6%
Apr-2026	\$445,000	+ 3.5%	\$370,000	- 2.0%
May-2026	\$452,500	+ 2.8%	\$379,000	+ 1.1%
Jun-2026	\$465,000	+ 0.9%	\$380,000	+ 2.7%
Jul-2026	\$460,000	+ 2.2%	\$375,000	+ 0.0%
Aug-2026	\$450,000	+ 3.7%	\$379,370	+ 3.9%
12-Month Avg*	\$440,000	+ 2.3%	\$374,000	- 0.3%

* Median Sales Price for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month



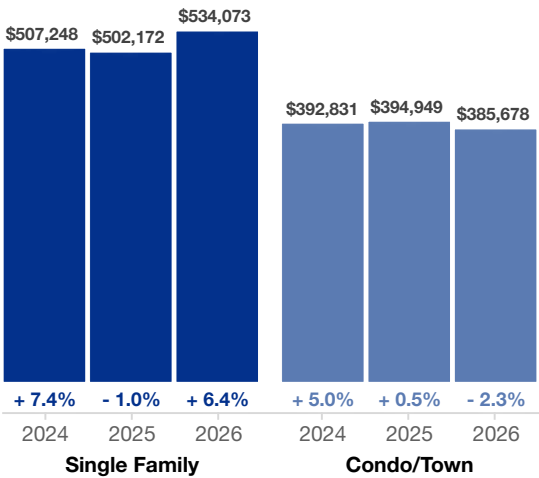
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

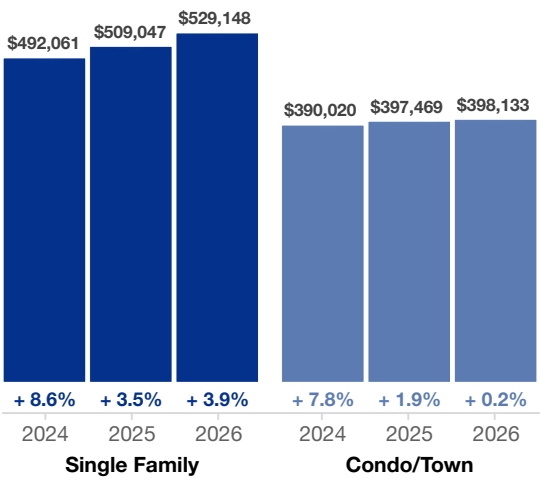


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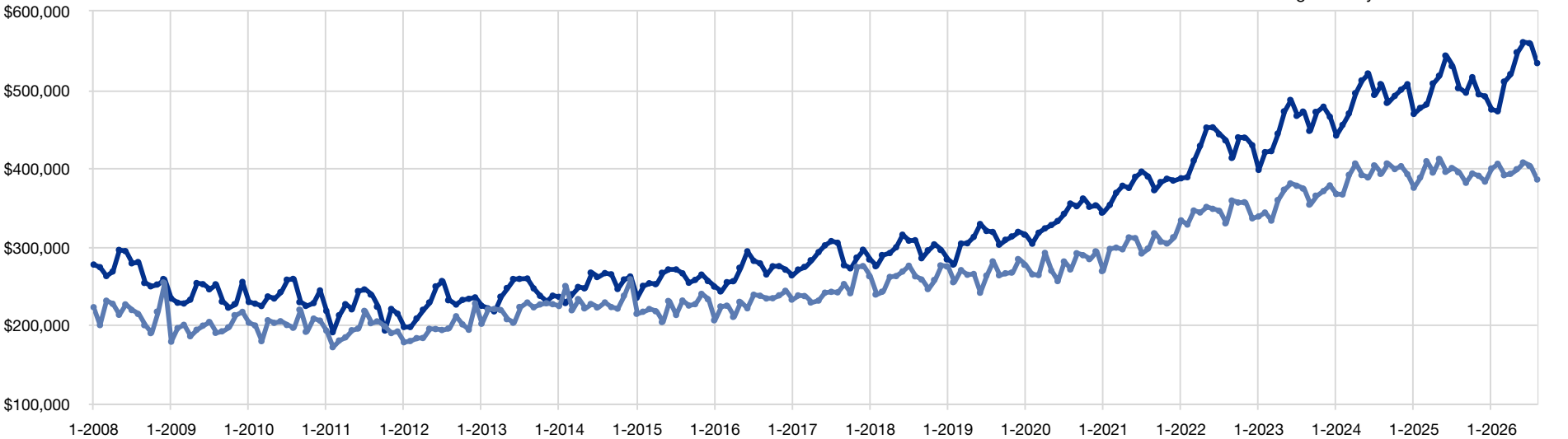
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	\$496,367	+ 2.7%	\$381,477	- 6.1%
Oct-2025	\$516,078	+ 4.9%	\$393,283	- 1.4%
Nov-2025	\$494,308	- 1.2%	\$390,353	- 3.0%
Dec-2025	\$491,590	- 3.1%	\$382,998	- 2.4%
Jan-2026	\$474,956	+ 1.2%	\$399,638	+ 6.5%
Feb-2026	\$472,641	- 0.9%	\$405,653	+ 4.5%
Mar-2026	\$510,451	+ 6.0%	\$391,191	- 4.3%
Apr-2026	\$519,959	+ 2.3%	\$392,862	- 0.4%
May-2026	\$547,782	+ 5.8%	\$398,744	- 3.2%
Jun-2026	\$560,717	+ 3.1%	\$407,321	+ 3.0%
Jul-2026	\$559,355	+ 5.5%	\$403,004	+ 0.7%
Aug-2026	\$534,073	+ 6.4%	\$385,678	- 2.3%
12-Month Avg*	\$520,047	+ 3.0%	\$394,557	- 0.9%

* Avg. Sales Price for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month



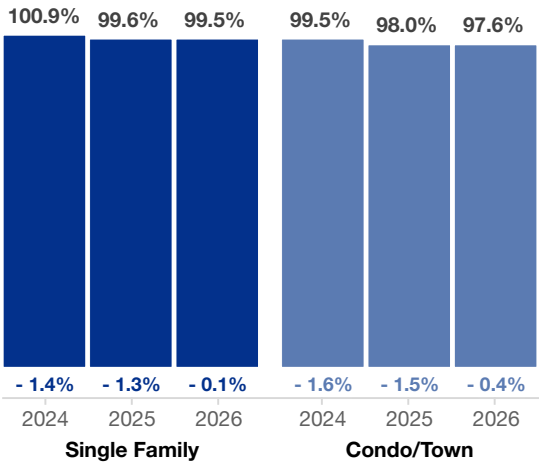
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

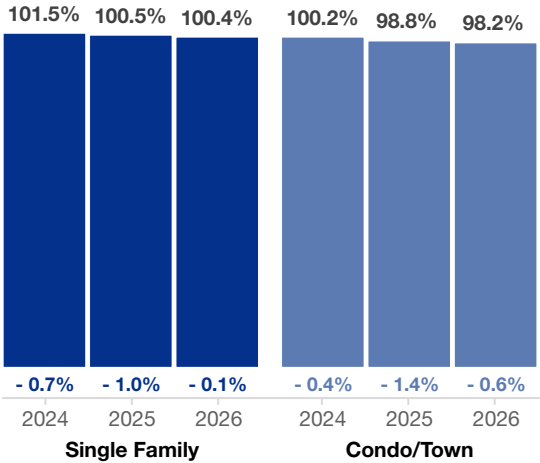


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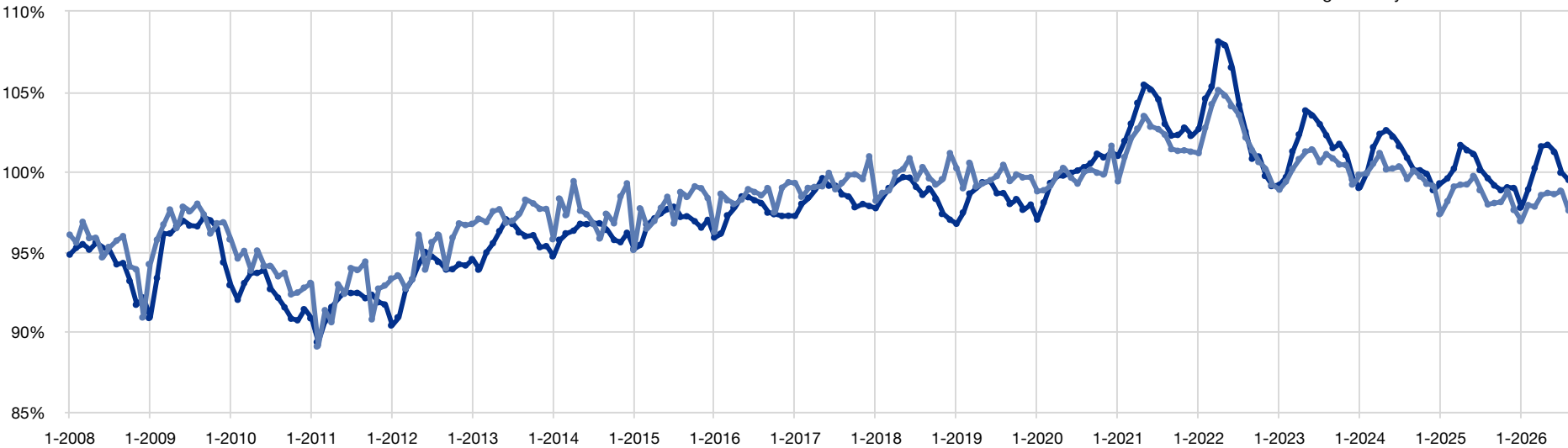
Year to Date



Pct. of Orig. Price Received	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	99.1%	- 1.0%	98.0%	- 2.1%
Oct-2025	98.8%	- 1.3%	98.1%	- 1.6%
Nov-2025	99.0%	- 0.9%	98.8%	- 0.4%
Dec-2025	99.0%	+ 0.1%	97.6%	- 1.5%
Jan-2026	97.8%	- 1.5%	96.9%	- 0.4%
Feb-2026	98.9%	- 0.7%	97.9%	- 0.3%
Mar-2026	100.2%	0.0%	97.8%	- 1.3%
Apr-2026	101.6%	- 0.1%	98.5%	- 0.7%
May-2026	101.7%	+ 0.4%	98.7%	- 0.5%
Jun-2026	101.2%	+ 0.1%	98.6%	- 1.1%
Jul-2026	99.9%	- 0.2%	98.8%	0.0%
Aug-2026	99.5%	- 0.1%	97.6%	- 0.4%
12-Month Avg*	99.9%	- 0.3%	98.2%	- 0.9%

* Pct. of Orig. Price Received for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



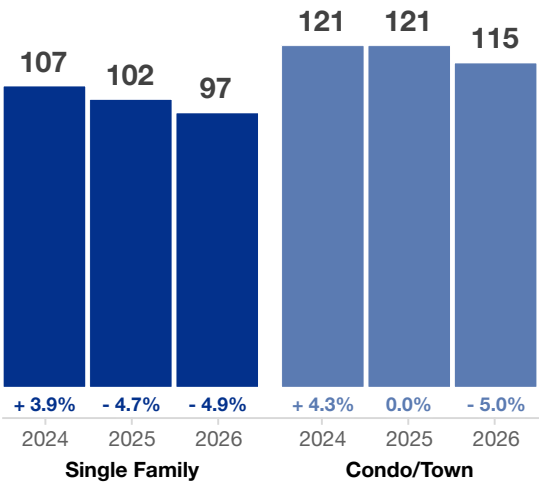
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

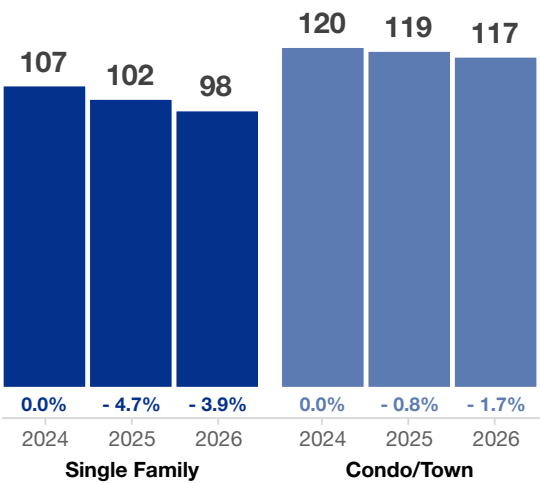


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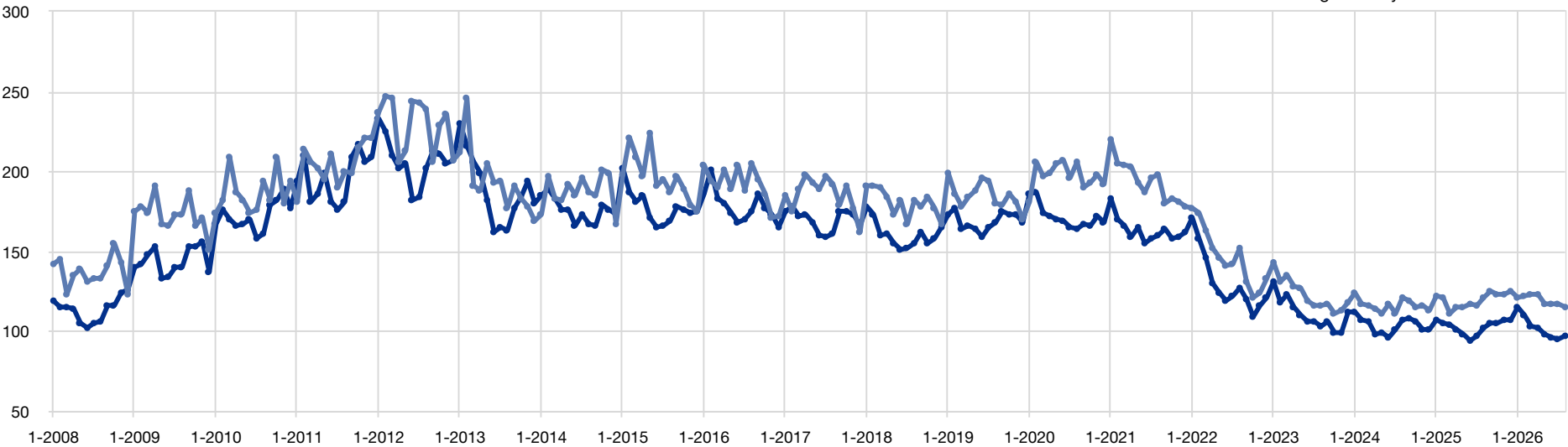


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	105	- 2.8%	125	+ 5.0%
Oct-2025	105	- 0.9%	123	+ 7.0%
Nov-2025	107	+ 5.9%	123	+ 6.0%
Dec-2025	107	+ 5.9%	125	+ 10.6%
Jan-2026	115	+ 7.5%	121	- 0.8%
Feb-2026	110	+ 4.8%	122	+ 0.8%
Mar-2026	103	- 1.0%	123	+ 10.8%
Apr-2026	102	+ 1.0%	123	+ 7.0%
May-2026	98	0.0%	117	+ 1.7%
Jun-2026	96	+ 2.1%	117	0.0%
Jul-2026	95	- 2.1%	117	+ 0.9%
Aug-2026	97	- 4.9%	115	- 5.0%
12-Month Avg	103	+ 1.0%	121	+ 3.4%

Historical Housing Affordability Index by Month



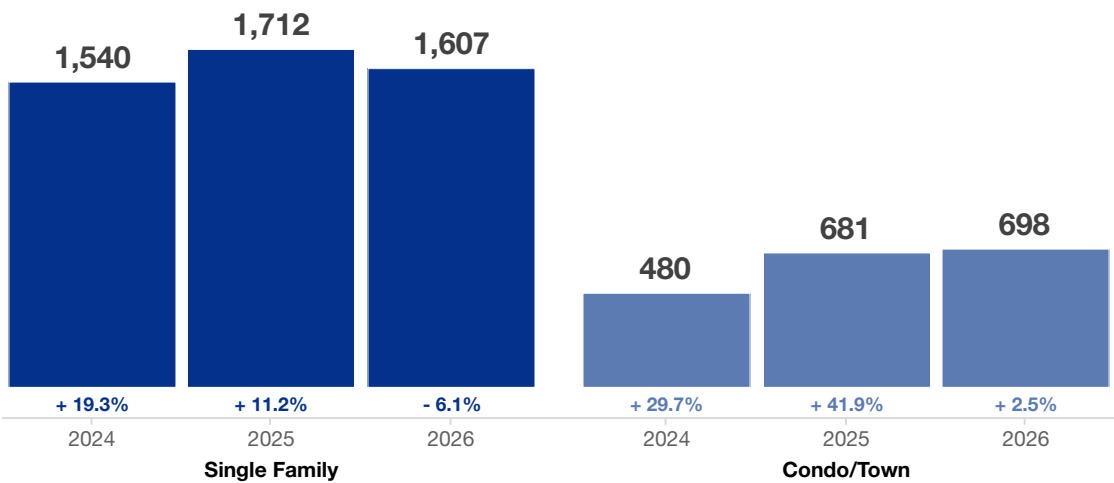
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



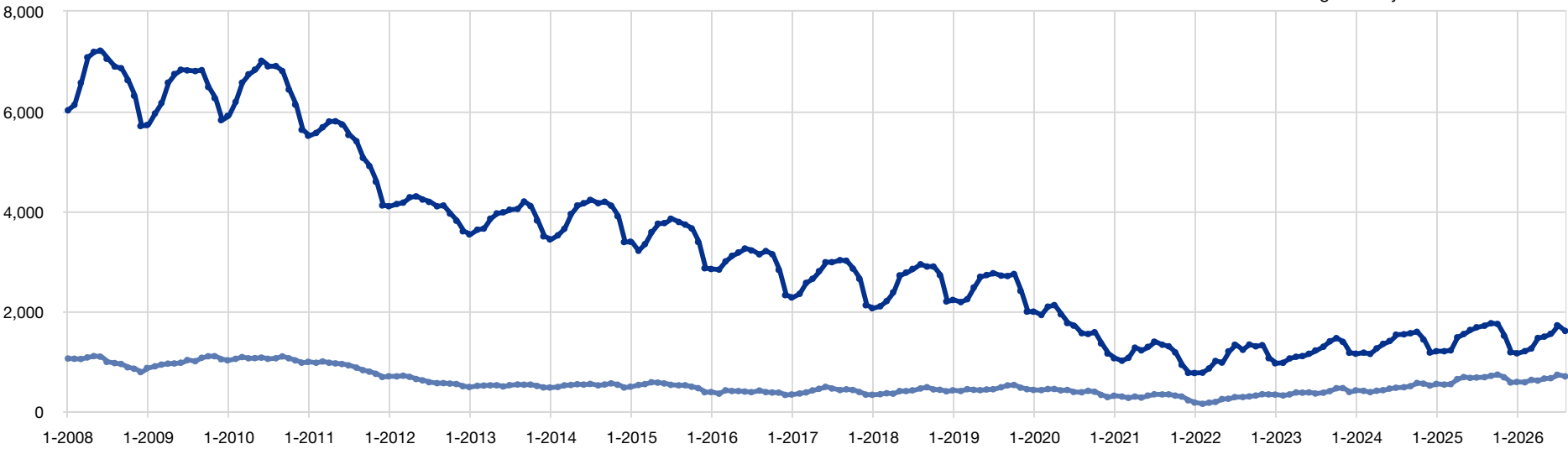
Richmond Metro

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Homes for Sale	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	1,761	+ 12.8%	708	+ 41.3%
Oct-2025	1,747	+ 9.9%	732	+ 29.8%
Nov-2025	1,512	+ 5.3%	679	+ 23.0%
Dec-2025	1,180	+ 0.5%	575	+ 12.1%
Jan-2026	1,159	- 3.5%	586	+ 7.1%
Feb-2026	1,202	+ 0.1%	579	+ 8.6%
Mar-2026	1,255	+ 3.0%	627	+ 15.7%
Apr-2026	1,465	- 0.9%	613	- 4.5%
May-2026	1,493	- 3.4%	654	- 4.2%
Jun-2026	1,550	- 4.7%	661	- 0.9%
Jul-2026	1,719	+ 2.3%	729	+ 8.2%
Aug-2026	1,607	- 6.1%	698	+ 2.5%
12-Month Avg	1,471	+ 1.3%	653	+ 10.3%

Historical Inventory of Homes for Sale by Month



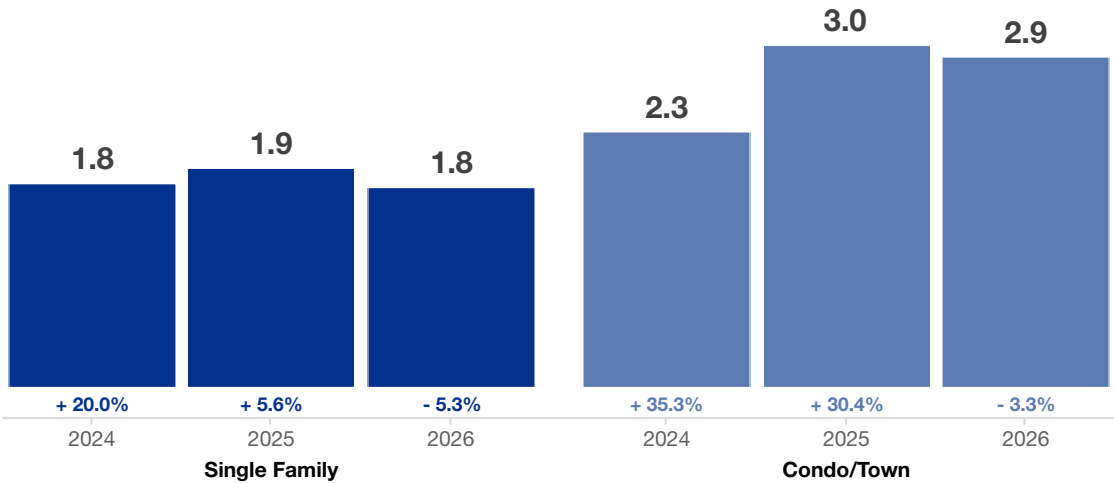
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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Months Supply	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Sep-2025	2.0	+ 11.1%	3.2	+ 39.1%
Oct-2025	2.0	+ 11.1%	3.3	+ 26.9%
Nov-2025	1.7	+ 6.3%	3.0	+ 20.0%
Dec-2025	1.3	0.0%	2.6	+ 13.0%
Jan-2026	1.3	- 7.1%	2.6	+ 4.0%
Feb-2026	1.3	- 7.1%	2.6	+ 8.3%
Mar-2026	1.4	0.0%	2.8	+ 12.0%
Apr-2026	1.6	- 5.9%	2.6	- 10.3%
May-2026	1.6	- 11.1%	2.8	- 9.7%
Jun-2026	1.7	- 5.6%	2.8	- 6.7%
Jul-2026	1.9	0.0%	3.1	+ 3.3%
Aug-2026	1.8	- 5.3%	2.9	- 3.3%
12-Month Avg*	1.6	- 1.3%	2.8	+ 5.2%

* Months Supply for all properties from September 2025 through August 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Includes all Single Family and Townhome/Condo listings in the MLS.



Richmond Metro

Key Metrics	Historical Sparkbars	8-2025	8-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		1,391	1,398	+ 0.5%	12,108	12,592	+ 4.0%
Pending Sales		1,041	1,108	+ 6.4%	9,343	9,765	+ 4.5%
Closed Sales		1,233	1,106	- 10.3%	9,079	9,353	+ 3.0%
Days on Market Until Sale		23	27	+ 17.4%	26	27	+ 3.8%
Median Sales Price		\$410,000	\$427,000	+ 4.1%	\$420,000	\$425,000	+ 1.2%
Average Sales Price		\$478,585	\$502,690	+ 5.0%	\$486,033	\$502,299	+ 3.3%
Pct. of Orig. Price Received		99.2%	99.1%	- 0.1%	100.1%	99.9%	- 0.2%
Housing Affordability Index		108	103	- 4.6%	105	103	- 1.9%
Inventory of Homes for Sale		2,394	2,306	- 3.7%	—	—	—
Months Supply of Inventory		2.2	2.0	- 9.1%	—	—	—