

# Monthly Indicators

Richmond Metro



## January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings decreased 6.2 percent for Single Family homes but increased 12.3 percent for Condo/Town homes. Pending Sales increased 20.7 percent for Single Family homes and 14.8 percent for Condo/Town homes. Inventory decreased 16.3 percent for Single Family homes and 0.4 percent for Condo/Town homes.

Median Sales Price increased 0.4 percent to \$401,750 for Single Family homes and 8.3 percent to \$379,000 for Condo/Town homes. Days on Market increased 15.6 percent for Single Family homes and 14.3 percent for Condo/Town homes. Months Supply of Inventory decreased 21.4 percent for Single Family homes and 7.7 percent for Condo/Town homes.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

## Quick Facts

**+ 1.8%**

Change in  
**Closed Sales**  
All Properties

**+ 1.3%**

Change in  
**Median Sales Price**  
All Properties

**- 11.3%**

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.

Single Family Market Overview	2
Condo/Town Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



# 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.



## Richmond Metro

Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		907	<b>851</b>	- 6.2%	907	<b>851</b>	- 6.2%
<b>Pending Sales</b>		647	<b>781</b>	+ 20.7%	647	<b>781</b>	+ 20.7%
<b>Closed Sales</b>		569	<b>563</b>	- 1.1%	569	<b>563</b>	- 1.1%
<b>Days on Market Until Sale</b>		32	<b>37</b>	+ 15.6%	32	<b>37</b>	+ 15.6%
<b>Median Sales Price</b>		\$400,000	<b>\$401,750</b>	+ 0.4%	\$400,000	<b>\$401,750</b>	+ 0.4%
<b>Average Sales Price</b>		\$469,296	<b>\$475,454</b>	+ 1.3%	\$469,296	<b>\$475,454</b>	+ 1.3%
<b>Pct. of Orig. Price Received</b>		99.3%	<b>97.8%</b>	- 1.5%	99.3%	<b>97.8%</b>	- 1.5%
<b>Housing Affordability Index</b>		107	<b>114</b>	+ 6.5%	107	<b>114</b>	+ 6.5%
<b>Inventory of Homes for Sale</b>		1,199	<b>1,004</b>	- 16.3%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>1.1</b>	- 21.4%	—	—	—

# 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.



## Richmond Metro

Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		269	<b>302</b>	+ 12.3%	269	<b>302</b>	+ 12.3%
<b>Pending Sales</b>		182	<b>209</b>	+ 14.8%	182	<b>209</b>	+ 14.8%
<b>Closed Sales</b>		140	<b>160</b>	+ 14.3%	140	<b>160</b>	+ 14.3%
<b>Days on Market Until Sale</b>		42	<b>48</b>	+ 14.3%	42	<b>48</b>	+ 14.3%
<b>Median Sales Price</b>		\$349,860	<b>\$379,000</b>	+ 8.3%	\$349,860	<b>\$379,000</b>	+ 8.3%
<b>Average Sales Price</b>		\$375,172	<b>\$399,638</b>	+ 6.5%	\$375,172	<b>\$399,638</b>	+ 6.5%
<b>Pct. of Orig. Price Received</b>		97.3%	<b>96.9%</b>	- 0.4%	97.3%	<b>96.9%</b>	- 0.4%
<b>Housing Affordability Index</b>		122	<b>121</b>	- 0.8%	122	<b>121</b>	- 0.8%
<b>Inventory of Homes for Sale</b>		546	<b>544</b>	- 0.4%	—	—	—
<b>Months Supply of Inventory</b>		2.6	<b>2.4</b>	- 7.7%	—	—	—

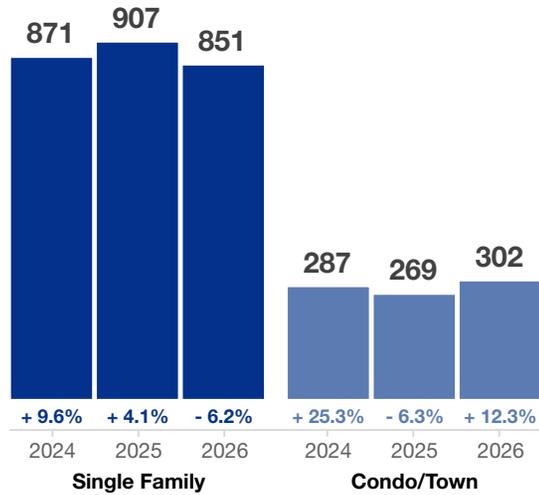
# New Listings

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

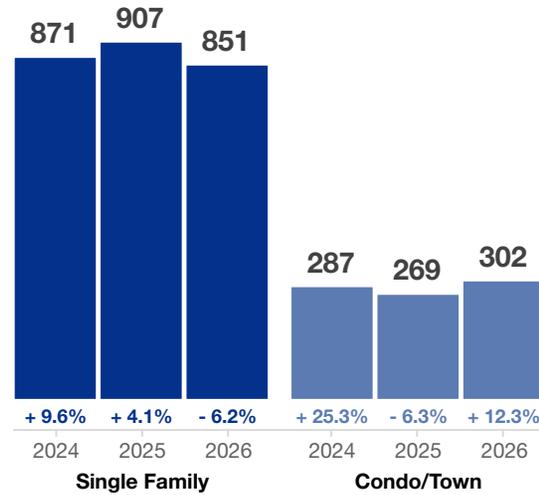


## Richmond Metro

### January

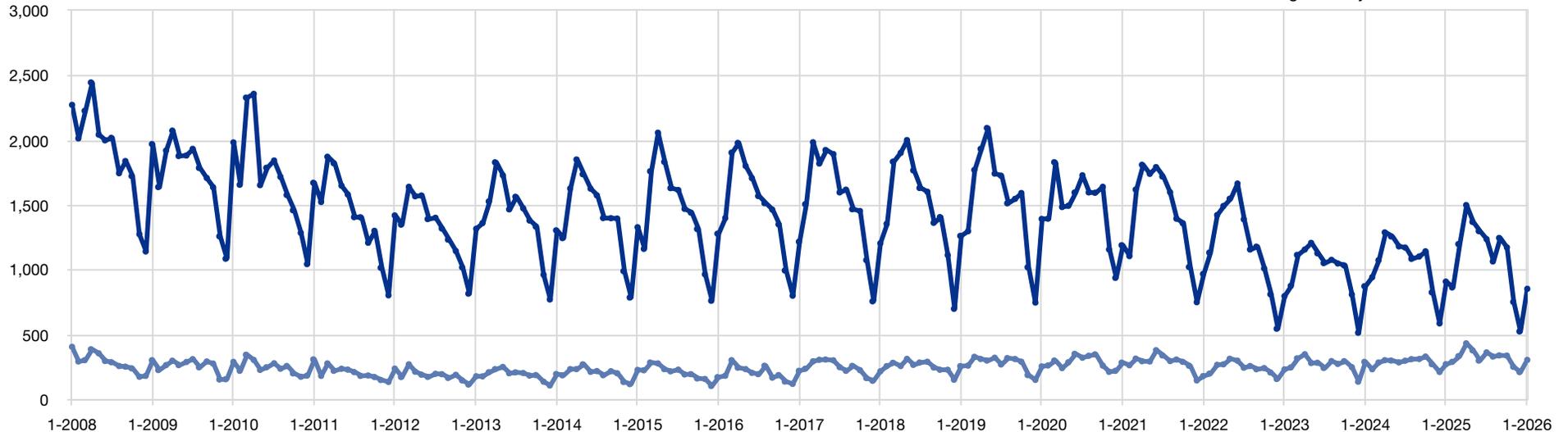


### Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	862	- 8.4%	287	+ 24.8%
Mar-2025	1,197	+ 11.7%	331	+ 17.4%
Apr-2025	1,498	+ 16.4%	430	+ 43.3%
May-2025	1,368	+ 8.9%	376	+ 26.6%
Jun-2025	1,297	+ 10.0%	297	+ 4.9%
Jul-2025	1,235	+ 5.6%	360	+ 21.6%
Aug-2025	1,063	- 1.8%	328	+ 6.5%
Sep-2025	1,244	+ 13.0%	337	+ 9.1%
Oct-2025	1,171	+ 2.6%	335	+ 2.1%
Nov-2025	750	- 9.0%	249	- 7.4%
Dec-2025	522	- 10.6%	208	- 0.5%
<b>Jan-2026</b>	<b>851</b>	<b>- 6.2%</b>	<b>302</b>	<b>+ 12.3%</b>
12-Month Avg	1,088	+ 4.1%	320	+ 13.5%

### Historical New Listings by Month



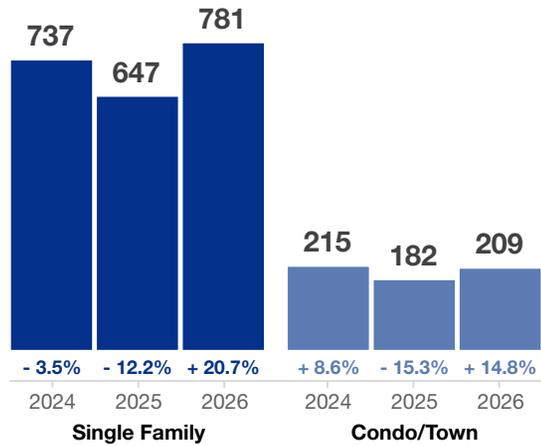
# Pending Sales

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

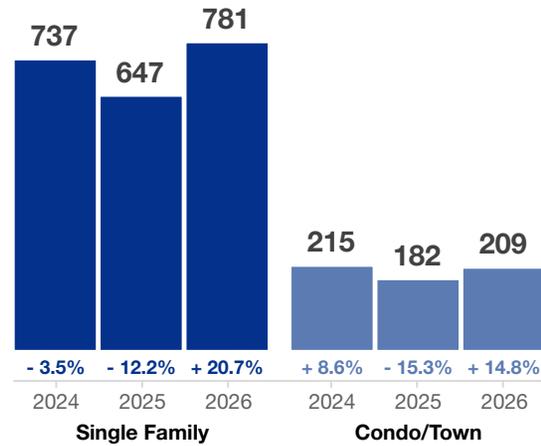


## Richmond Metro

### January

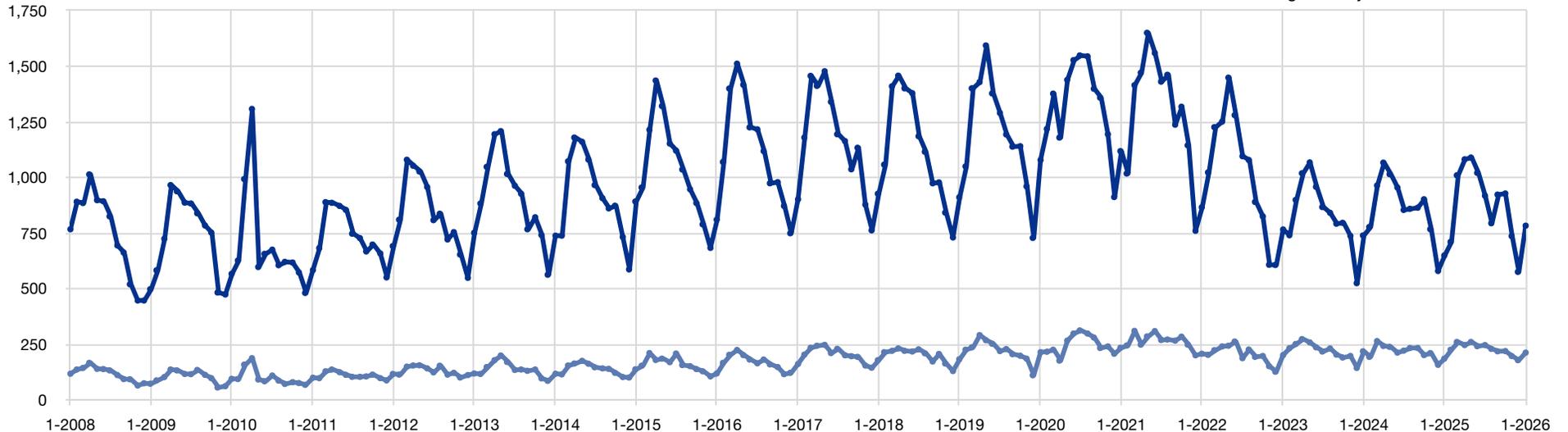


### Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo/Town	Year-Over-Year Change
Feb-2025	708	- 8.6%	222	+ 16.8%
Mar-2025	1,008	+ 4.8%	257	- 1.5%
Apr-2025	1,080	+ 1.4%	243	+ 1.7%
May-2025	1,088	+ 7.4%	257	+ 9.4%
Jun-2025	1,019	+ 6.9%	238	+ 13.9%
Jul-2025	916	+ 7.5%	243	+ 11.5%
Aug-2025	792	- 7.6%	226	- 1.7%
Sep-2025	921	+ 6.8%	215	- 6.5%
Oct-2025	926	+ 2.9%	216	+ 9.1%
Nov-2025	734	- 4.1%	194	- 6.3%
Dec-2025	573	- 0.7%	175	+ 13.6%
<b>Jan-2026</b>	<b>781</b>	<b>+ 20.7%</b>	<b>209</b>	<b>+ 14.8%</b>
12-Month Avg	879	+ 3.2%	225	+ 5.6%

### Historical Pending Sales by Month



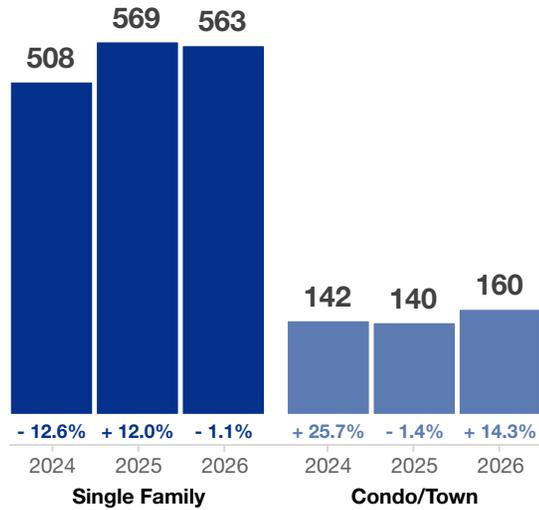
# Closed Sales

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

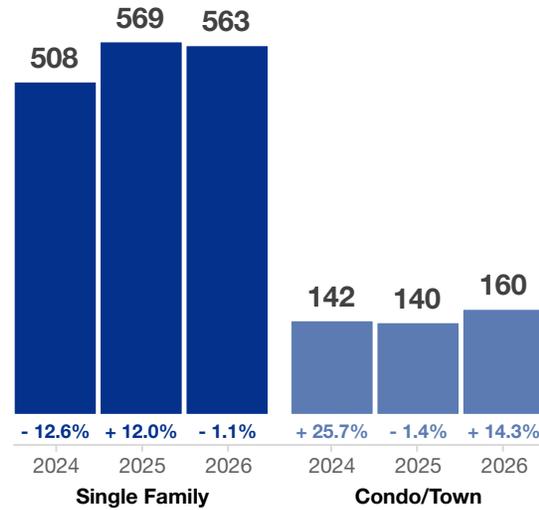


## Richmond Metro

### January

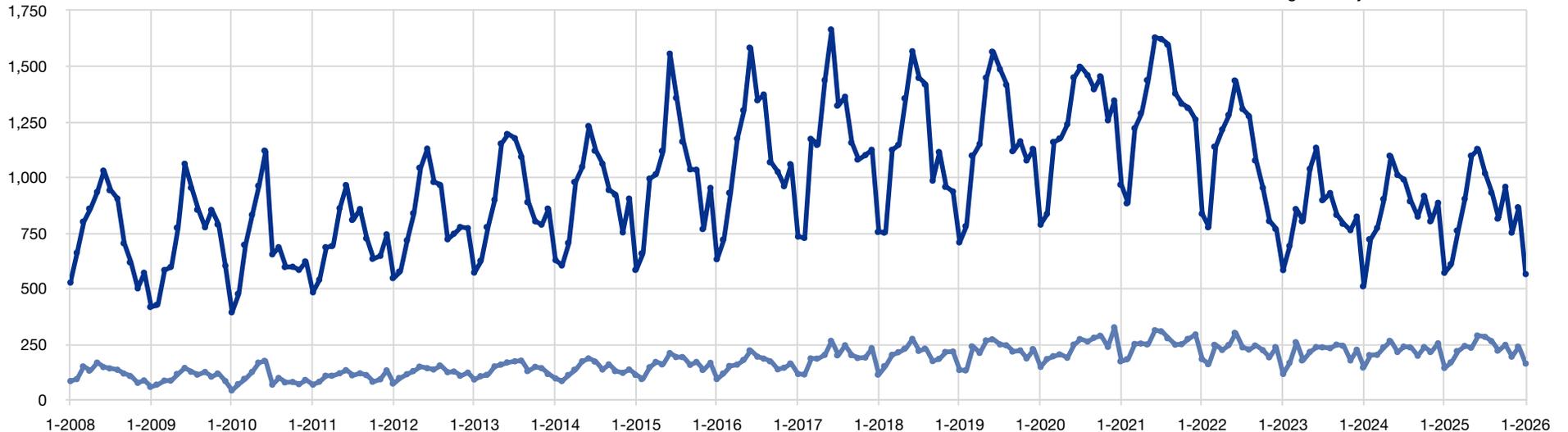


### Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo/Town	Year-Over-Year Change
Feb-2025	607	-15.7%	165	-16.7%
Mar-2025	759	-1.6%	216	+8.5%
Apr-2025	902	+0.1%	239	+2.6%
May-2025	1,096	0.0%	231	-11.8%
Jun-2025	1,127	+11.6%	286	+34.9%
Jul-2025	1,017	+2.8%	280	+18.6%
Aug-2025	930	+4.4%	261	+12.0%
Sep-2025	813	-1.1%	218	+11.8%
Oct-2025	956	+4.5%	244	+4.3%
Nov-2025	750	-6.4%	191	-9.9%
Dec-2025	864	-2.3%	236	-6.0%
<b>Jan-2026</b>	<b>563</b>	<b>-1.1%</b>	<b>160</b>	<b>+14.3%</b>
12-Month Avg	865	+0.1%	227	+4.6%

### Historical Closed Sales by Month



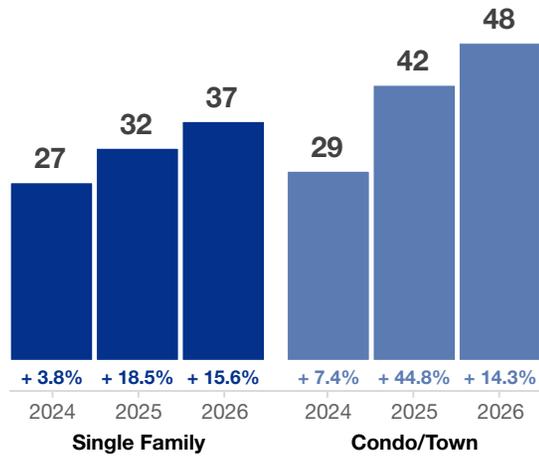
# Days on Market Until Sale

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

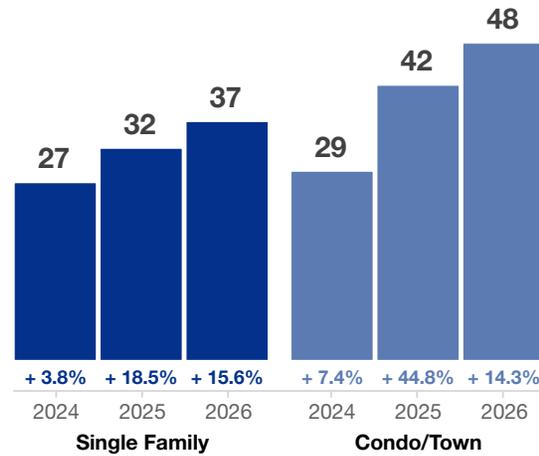


## Richmond Metro

### January



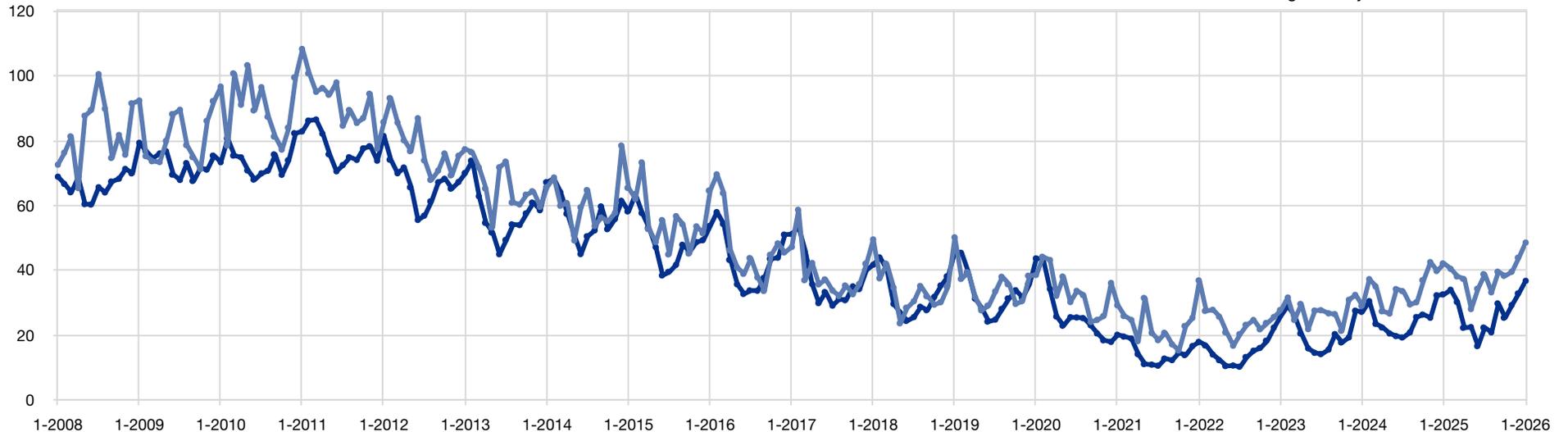
### Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	34	+ 13.3%	40	+ 8.1%
Mar-2025	30	+ 30.4%	38	+ 8.6%
Apr-2025	22	0.0%	37	+ 37.0%
May-2025	22	+ 10.0%	28	+ 7.7%
Jun-2025	16	- 15.8%	34	0.0%
Jul-2025	22	+ 15.8%	39	+ 18.2%
Aug-2025	21	0.0%	33	+ 13.8%
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%
<b>Jan-2026</b>	<b>37</b>	<b>+ 15.6%</b>	<b>48</b>	<b>+ 14.3%</b>
12-Month Avg*	26	+ 6.2%	38	+ 10.8%

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

### Historical Days on Market Until Sale by Month



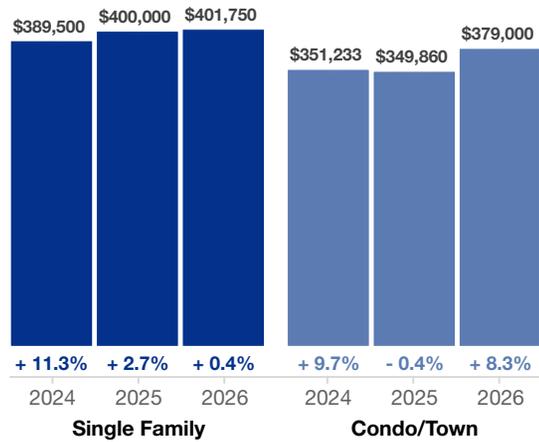
# Median Sales Price

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

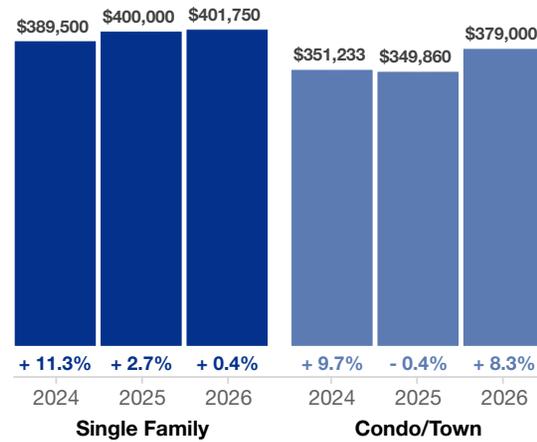


## Richmond Metro

### January



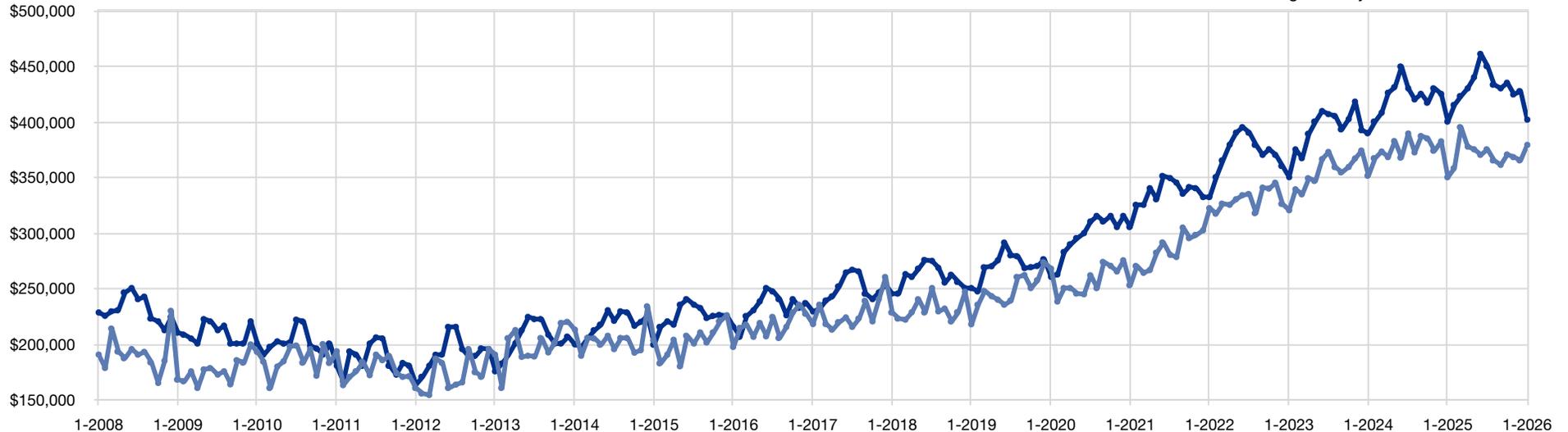
### Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	\$415,000	+ 3.8%	\$358,000	- 2.5%
Mar-2025	\$423,000	+ 3.7%	\$395,000	+ 5.9%
Apr-2025	\$430,000	+ 0.9%	\$377,455	+ 2.6%
May-2025	\$440,000	+ 2.1%	\$375,000	- 1.9%
Jun-2025	\$461,000	+ 2.5%	\$370,000	+ 0.7%
Jul-2025	\$450,000	+ 4.7%	\$374,975	- 3.7%
Aug-2025	\$433,250	+ 3.2%	\$365,000	- 1.9%
Sep-2025	\$430,000	+ 1.2%	\$360,990	- 6.7%
Oct-2025	\$435,000	+ 4.3%	\$370,345	- 3.8%
Nov-2025	\$424,500	- 1.3%	\$368,000	- 1.5%
Dec-2025	\$427,500	+ 0.6%	\$365,045	- 4.5%
<b>Jan-2026</b>	<b>\$401,750</b>	<b>+ 0.4%</b>	<b>\$379,000</b>	<b>+ 8.3%</b>
12-Month Avg*	\$434,925	+ 2.3%	\$370,000	- 1.3%

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

### Historical Median Sales Price by Month



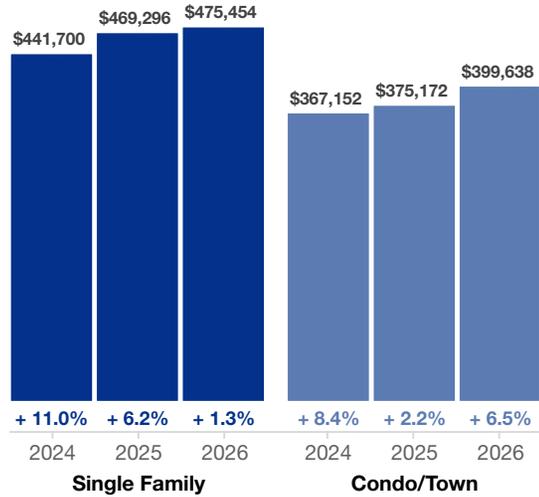
# Average Sales Price

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

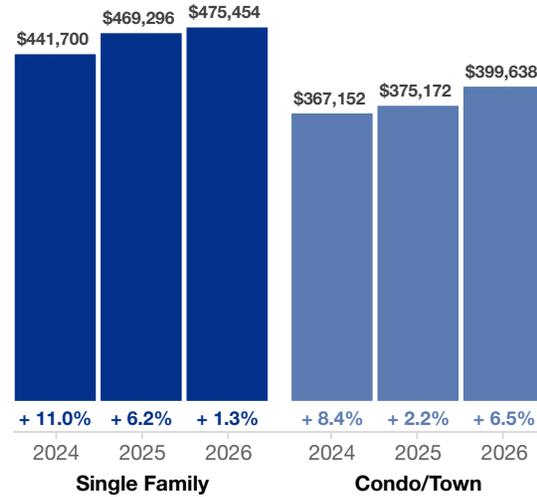


## Richmond Metro

### January



### Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	\$476,907	+ 4.8%	\$388,108	+ 5.9%
Mar-2025	\$481,305	+ 2.4%	\$408,908	+ 4.4%
Apr-2025	\$508,090	+ 2.5%	\$394,528	- 2.8%
May-2025	\$517,983	+ 1.2%	\$411,977	+ 5.3%
Jun-2025	\$543,638	+ 4.4%	\$395,364	+ 1.8%
Jul-2025	\$530,482	+ 7.5%	\$400,278	- 0.8%
Aug-2025	\$501,928	- 1.0%	\$394,951	+ 0.5%
Sep-2025	\$496,367	+ 2.7%	\$381,667	- 6.0%
Oct-2025	\$516,261	+ 4.9%	\$393,030	- 1.5%
Nov-2025	\$494,308	- 1.2%	\$390,364	- 3.0%
Dec-2025	\$491,867	- 3.0%	\$383,221	- 2.3%
<b>Jan-2026</b>	<b>\$475,454</b>	<b>+ 1.3%</b>	<b>\$399,638</b>	<b>+ 6.5%</b>
12-Month Avg*	\$506,574	+ 2.4%	\$395,341	+ 0.4%

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

### Historical Average Sales Price by Month



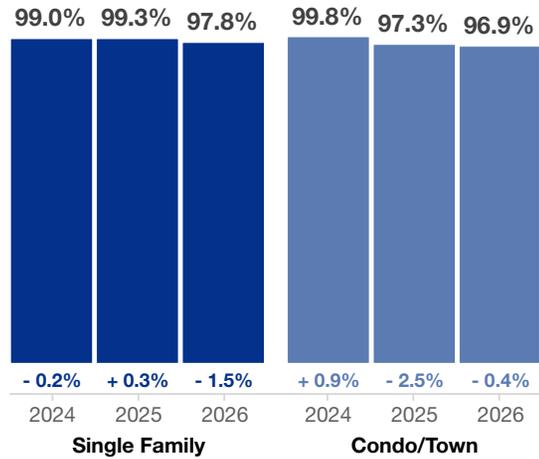
# Percent of Original List Price Received

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.

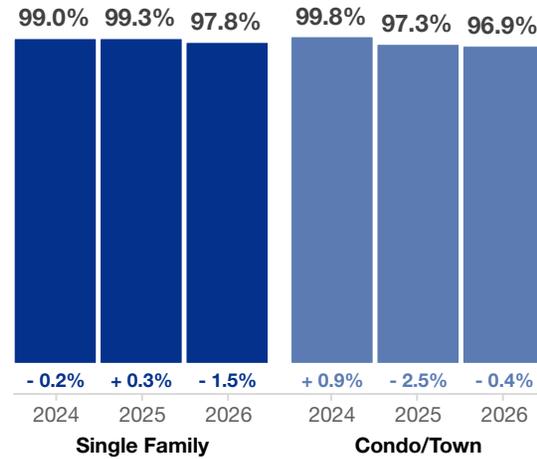


## Richmond Metro

### January



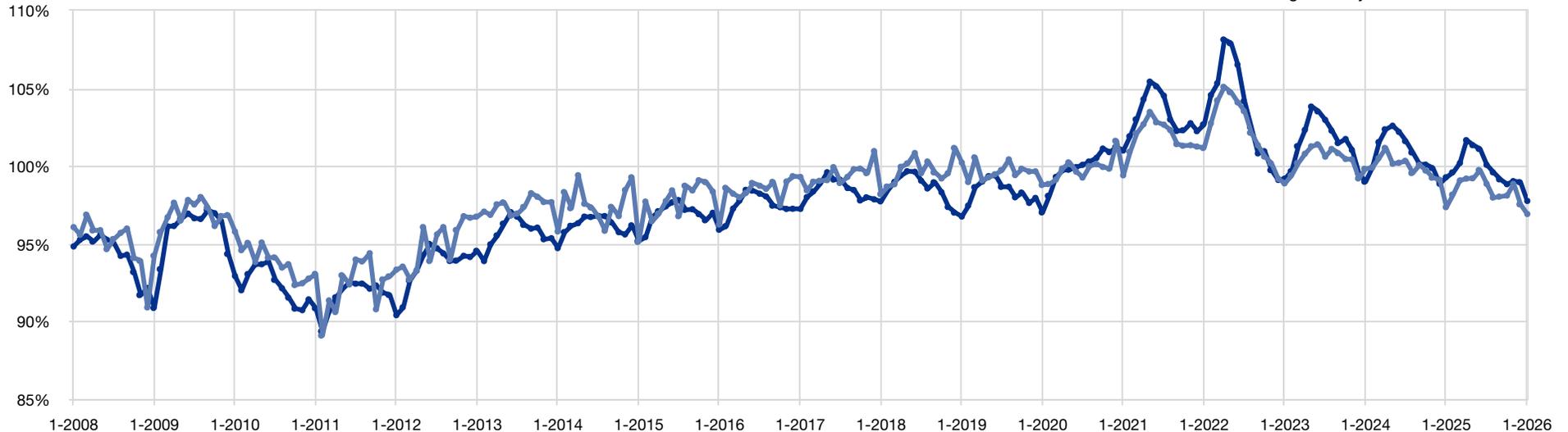
### Year to Date



Pct. of Orig. Price Received	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	99.6%	- 0.3%	98.2%	- 1.7%
Mar-2025	100.2%	- 1.3%	99.1%	- 1.4%
Apr-2025	101.7%	- 0.7%	99.2%	- 2.0%
May-2025	101.3%	- 1.3%	99.2%	- 0.9%
Jun-2025	101.1%	- 1.1%	99.7%	- 0.5%
Jul-2025	100.1%	- 1.5%	98.8%	- 1.5%
Aug-2025	99.6%	- 1.3%	98.0%	- 1.5%
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%	97.5%	- 1.6%
<b>Jan-2026</b>	<b>97.8%</b>	<b>- 1.5%</b>	<b>96.9%</b>	<b>- 0.4%</b>
12-Month Avg*	99.9%	- 1.0%	98.5%	- 1.3%

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

### Historical Percent of Original List Price Received by Month



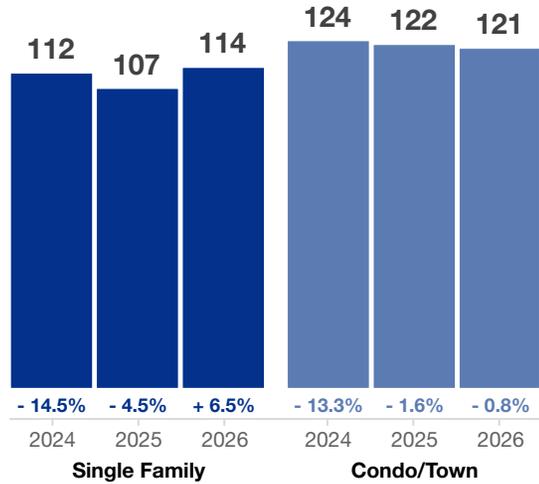
# Housing Affordability Index

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.

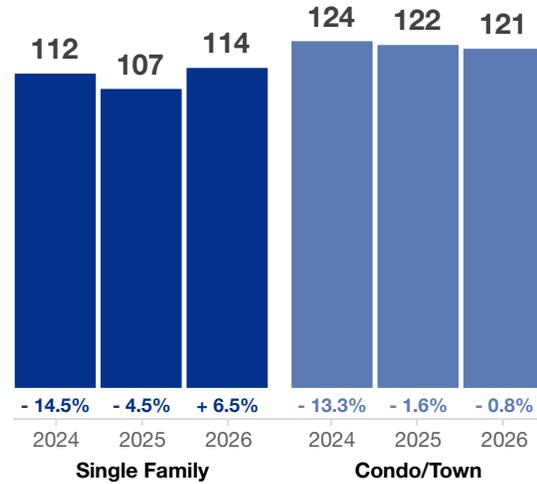


## Richmond Metro

### January

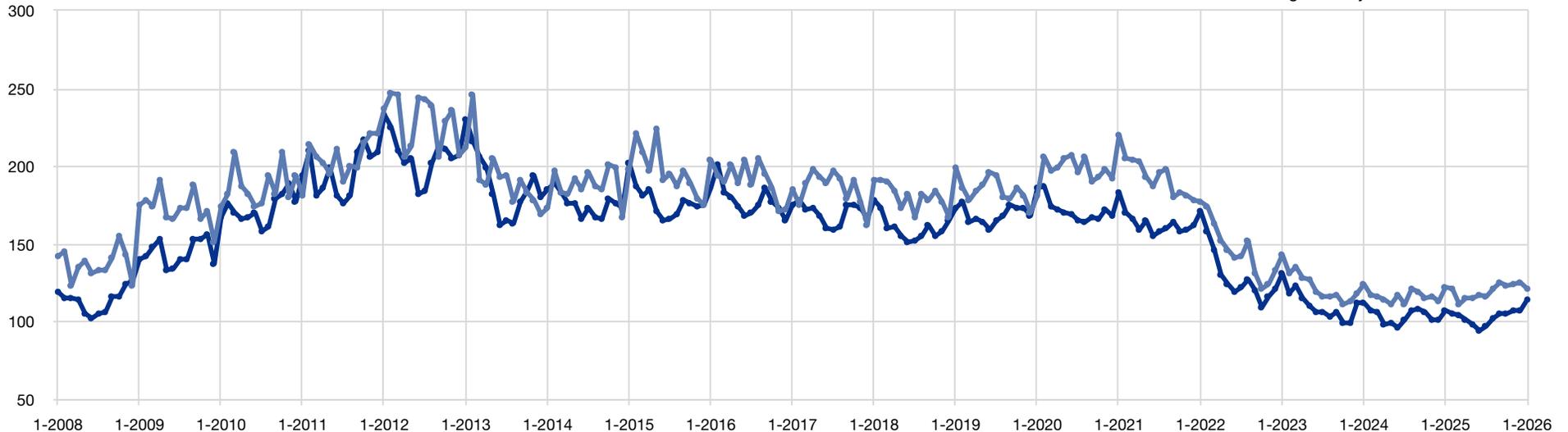


### Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	105	- 1.9%	121	+ 3.4%
Mar-2025	104	- 1.9%	111	- 4.3%
Apr-2025	101	+ 3.1%	115	+ 0.9%
May-2025	98	- 1.0%	115	+ 3.6%
Jun-2025	94	- 2.1%	117	0.0%
Jul-2025	97	- 4.0%	116	+ 4.5%
Aug-2025	102	- 4.7%	121	0.0%
Sep-2025	105	- 2.8%	125	+ 5.0%
Oct-2025	105	- 0.9%	123	+ 7.0%
Nov-2025	107	+ 5.9%	124	+ 6.9%
Dec-2025	107	+ 5.9%	125	+ 10.6%
<b>Jan-2026</b>	<b>114</b>	<b>+ 6.5%</b>	<b>121</b>	<b>- 0.8%</b>
12-Month Avg	103	0.0%	120	+ 3.4%

### Historical Housing Affordability Index by Month



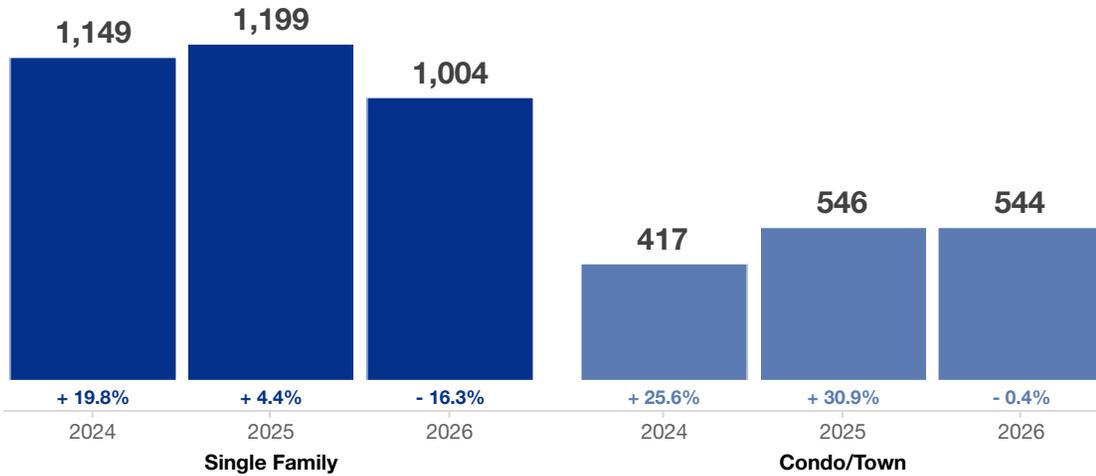
# Inventory of Homes for Sale

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



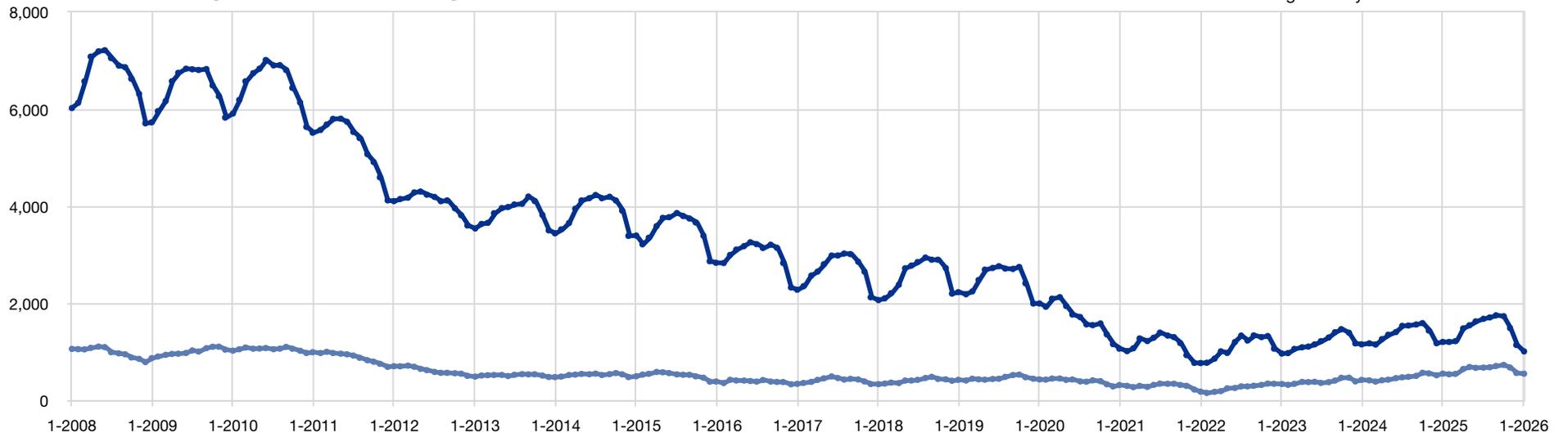
## Richmond Metro

### January



Homes for Sale	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	1,199	+ 2.5%	532	+ 30.7%
Mar-2025	1,215	+ 6.1%	540	+ 41.4%
Apr-2025	1,477	+ 17.6%	640	+ 56.5%
May-2025	1,542	+ 14.6%	682	+ 62.0%
Jun-2025	1,623	+ 15.7%	665	+ 46.8%
Jul-2025	1,676	+ 9.5%	670	+ 42.6%
Aug-2025	1,704	+ 10.8%	677	+ 41.0%
Sep-2025	1,748	+ 12.1%	703	+ 40.6%
Oct-2025	1,729	+ 8.9%	725	+ 28.8%
Nov-2025	1,485	+ 3.6%	671	+ 21.8%
Dec-2025	1,137	- 3.0%	559	+ 9.2%
<b>Jan-2026</b>	<b>1,004</b>	<b>- 16.3%</b>	<b>544</b>	<b>- 0.4%</b>
12-Month Avg	1,462	+ 7.3%	634	+ 33.5%

### Historical Inventory of Homes for Sale by Month



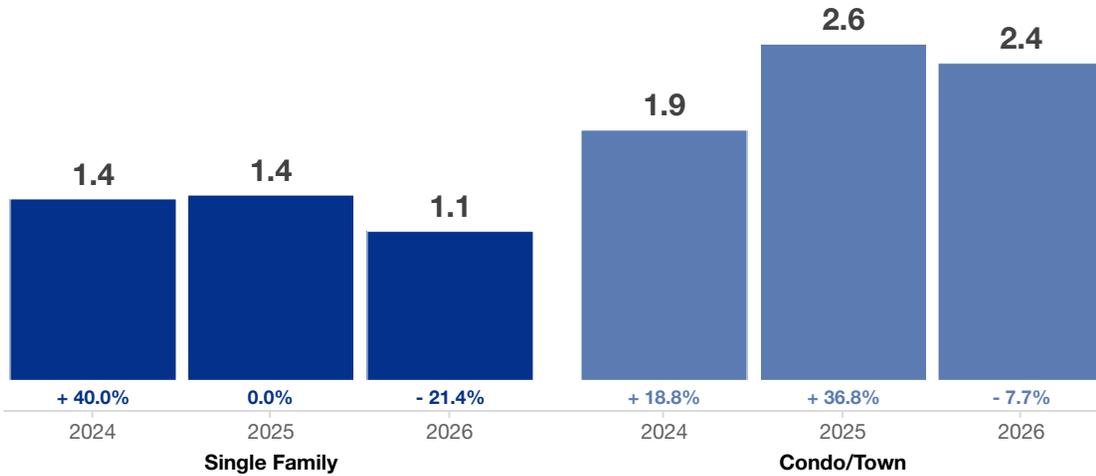
# Months Supply of Inventory

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.



## Richmond Metro

### January



Months Supply	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Feb-2025	1.4	0.0%	2.5	+ 31.6%
Mar-2025	1.4	0.0%	2.5	+ 38.9%
Apr-2025	1.7	+ 13.3%	3.0	+ 57.9%
May-2025	1.8	+ 12.5%	3.1	+ 55.0%
Jun-2025	1.9	+ 11.8%	3.0	+ 36.4%
Jul-2025	1.9	+ 5.6%	3.0	+ 36.4%
Aug-2025	2.0	+ 11.1%	3.1	+ 34.8%
Sep-2025	2.0	+ 11.1%	3.2	+ 33.3%
Oct-2025	2.0	+ 5.3%	3.3	+ 26.9%
Nov-2025	1.7	0.0%	3.0	+ 15.4%
Dec-2025	1.3	- 7.1%	2.5	+ 4.2%
<b>Jan-2026</b>	<b>1.1</b>	<b>- 21.4%</b>	<b>2.4</b>	<b>- 7.7%</b>
12-Month Avg*	1.7	+ 4.9%	2.9	+ 29.3%

\* Months Supply for all properties from February 2025 through January 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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		1,176	<b>1,153</b>	- 2.0%	1,176	<b>1,153</b>	- 2.0%
<b>Pending Sales</b>		829	<b>990</b>	+ 19.4%	829	<b>990</b>	+ 19.4%
<b>Closed Sales</b>		710	<b>723</b>	+ 1.8%	710	<b>723</b>	+ 1.8%
<b>Days on Market Until Sale</b>		34	<b>39</b>	+ 14.7%	34	<b>39</b>	+ 14.7%
<b>Median Sales Price</b>		\$394,950	<b>\$400,000</b>	+ 1.3%	\$394,950	<b>\$400,000</b>	+ 1.3%
<b>Average Sales Price</b>		\$450,885	<b>\$458,735</b>	+ 1.7%	\$450,885	<b>\$458,735</b>	+ 1.7%
<b>Pct. of Orig. Price Received</b>		98.9%	<b>97.6%</b>	- 1.3%	98.9%	<b>97.6%</b>	- 1.3%
<b>Housing Affordability Index</b>		108	<b>115</b>	+ 6.5%	108	<b>115</b>	+ 6.5%
<b>Inventory of Homes for Sale</b>		1,746	<b>1,549</b>	- 11.3%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>1.4</b>	- 12.5%	—	—	—