Monthly Indicators

Tri-Cities

September 2026

U.S. existing-home sales fell 2.0% from the previous month and 1.2% from a year earlier to a seasonally adjusted annual rate of 3.98 million, the first reading below 4 million since June 2025, according to the National Association of REALTORS® (NAR). Sales held steady in the West and declined in the Northeast, Midwest, and South. Compared with a year earlier, sales were unchanged in the South and declined in the Northeast, Midwest, and West.

New Listings decreased 9.9 percent for Single Family homes but increased 57.1 percent for Condo/Town homes. Pending Sales increased 1.8 percent for Single Family homes and 20.0 percent for Condo/Town homes. Inventory decreased 2.4 percent for Single Family homes but increased 64.3 percent for Condo/Town homes.

Median Sales Price increased 10.9 percent to $292,750 for Single Family homes and 84.0 percent to $599,950 for Condo/Town homes. Days on Market increased 40.6 percent for Single Family homes and 1043.8 percent for Condo/Town homes. Months Supply of Inventory decreased 3.3 percent for Single Family homes and 14.9 percent for Condo/Town homes.

Heading into September, there were 1.62 million homes listed for sale, up 3.2% from the previous month and 5.9% from a year earlier, the first time inventory has exceeded 1.6 million units since November 2019, NAR reported. That represents a 4.9-month supply at the current sales pace, up from 4.6 months a month earlier and the highest level in over ten years, according to NAR Chief Economist Lawrence Yun. The median existing-home sales price rose 1.6% year-over-year to $429,100, marking 38 consecutive months of annual gains, and year-to-date sales are up 1.6%. The Federal Reserve raised its benchmark rate by a quarter point on September 16 to a range of 3.75% to 4%, its first increase since July 2023, and the 30-year fixed-rate mortgage moved above 7% in late September, up from an August average of 6.67%, according to Freddie Mac.

Quick Facts

+ 1.5%	+ 8.6%	0.0%
Change in **Closed Sales** All Properties	Change in **Median Sales Price** All Properties	Change in **Homes for Sale** All Properties

This report covers residential real estate activity in Colonial Heights, Dinwiddie, Hopewell, Petersburg and Prince George. Percent changes are calculated using rounded figures.

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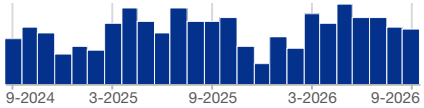
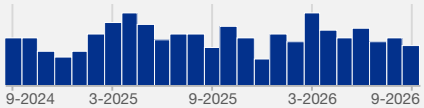
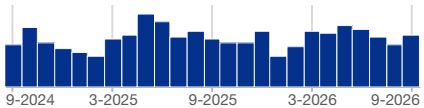
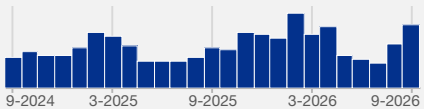
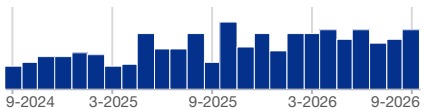
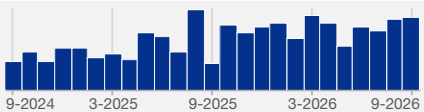
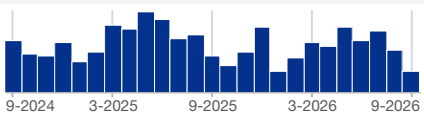
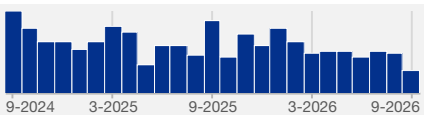
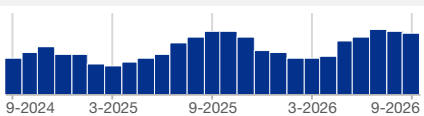
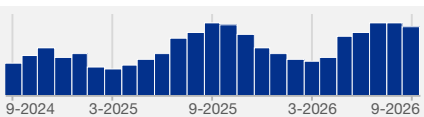
Current as of October 10, 2026. All data from Central Virginia Regional MLS. Report © 2026 ShowingTime Plus, LLC.

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.

CVRMLS

Tri-Cities

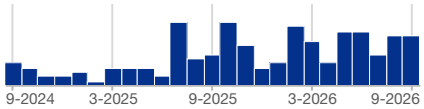
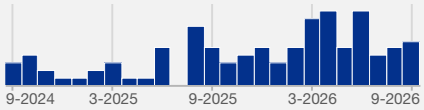
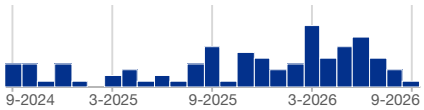
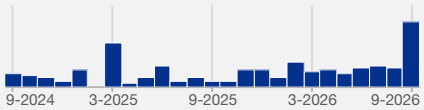
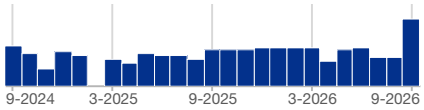
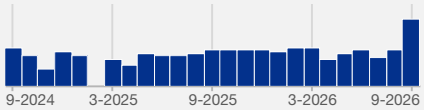
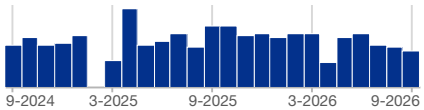
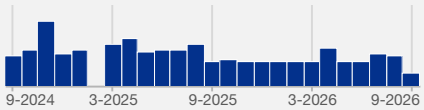
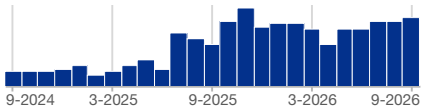
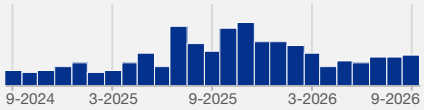
Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		192	**173**	- 9.9%	1,629	**1,653**	+ 1.5%
Pending Sales		109	**111**	+ 1.8%	1,197	**1,175**	- 1.8%
Closed Sales		125	**133**	+ 6.4%	1,168	**1,149**	- 1.6%
Days on Market Until Sale		32	**45**	+ 40.6%	30	**37**	+ 23.3%
Median Sales Price		$264,000	**$292,750**	+ 10.9%	$274,725	**$288,000**	+ 4.8%
Average Sales Price		$263,990	**$304,908**	+ 15.5%	$280,702	**$295,994**	+ 5.4%
Pct. of Orig. Price Received		96.4%	**95.3%**	- 1.1%	97.9%	**97.0%**	- 0.9%
Housing Affordability Index		142	**120**	- 15.5%	136	**122**	- 10.3%
Inventory of Homes for Sale		379	**370**	- 2.4%	—	**—**	—
Months Supply of Inventory		3.0	**2.9**	- 3.3%	—	**—**	—

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.

CVRMLS

Tri-Cities

Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		7	**11**	+ 57.1%	45	**86**	+ 91.1%
Pending Sales		5	**6**	+ 20.0%	26	**57**	+ 119.2%
Closed Sales		7	**1**	- 85.7%	21	**48**	+ 128.6%
Days on Market Until Sale		16	**183**	+ 1,043.8%	33	**51**	+ 54.5%
Median Sales Price		$325,990	**$599,950**	+ 84.0%	$279,000	**$334,690**	+ 20.0%
Average Sales Price		$321,993	**$599,950**	+ 86.3%	$278,414	**$310,517**	+ 11.5%
Pct. of Orig. Price Received		101.8%	**95.2%**	- 6.5%	99.7%	**98.1%**	- 1.6%
Housing Affordability Index		114	**58**	- 49.1%	133	**104**	- 21.8%
Inventory of Homes for Sale		14	**23**	+ 64.3%	—	**—**	—
Months Supply of Inventory		4.7	**4.0**	- 14.9%	—	**—**	—

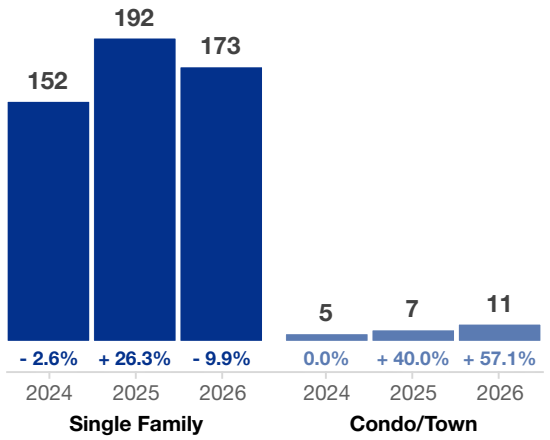
New Listings

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

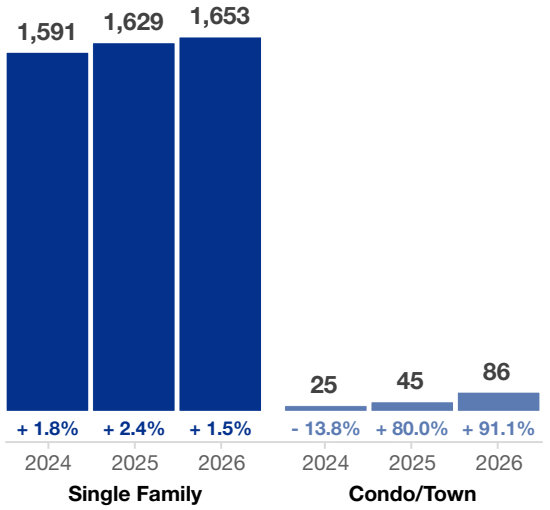
CVRMLS

Tri-Cities

September

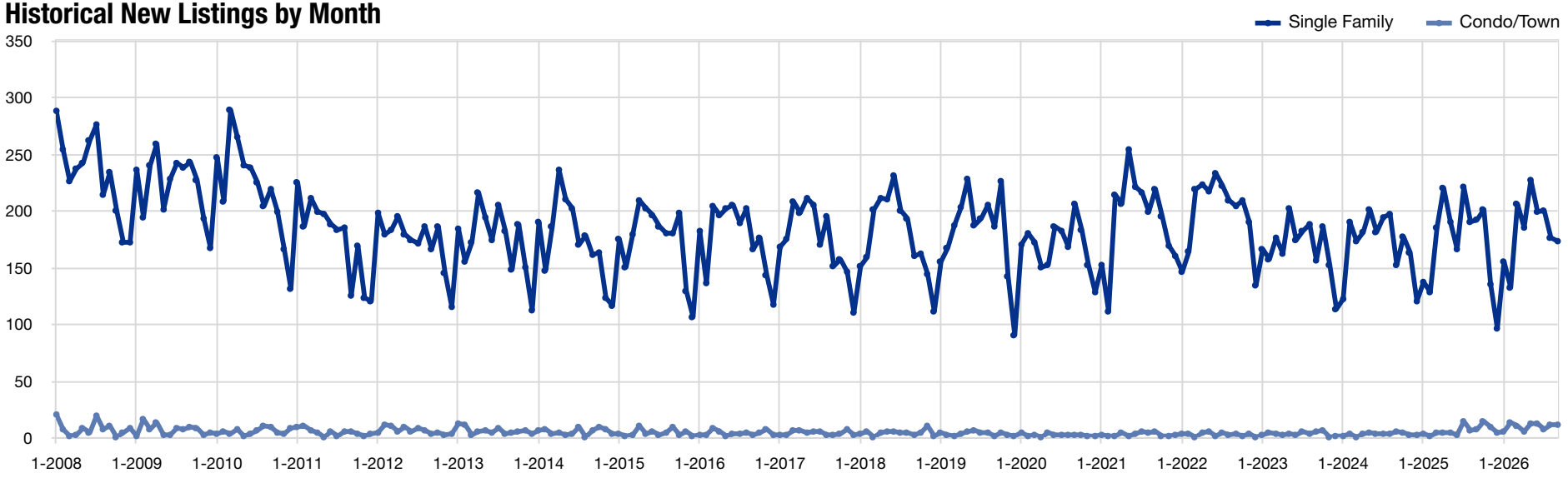


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	201	+ 13.6%	14	+ 250.0%
Nov-2025	135	- 17.2%	9	+ 350.0%
Dec-2025	96	- 20.0%	4	+ 100.0%
Jan-2026	155	+ 13.1%	5	+ 66.7%
Feb-2026	132	+ 3.1%	13	+ 1,200.0%
Mar-2026	206	+ 11.4%	10	+ 150.0%
Apr-2026	185	- 15.9%	5	+ 25.0%
May-2026	227	+ 19.5%	12	+ 200.0%
Jun-2026	199	+ 19.9%	12	+ 500.0%
Jul-2026	200	- 9.5%	7	- 50.0%
Aug-2026	176	- 7.4%	11	+ 83.3%
Sep-2026	**173**	**- 9.9%**	**11**	**+ 57.1%**
12-Month Avg	174	0.0%	9	+ 125.0%

Historical New Listings by Month



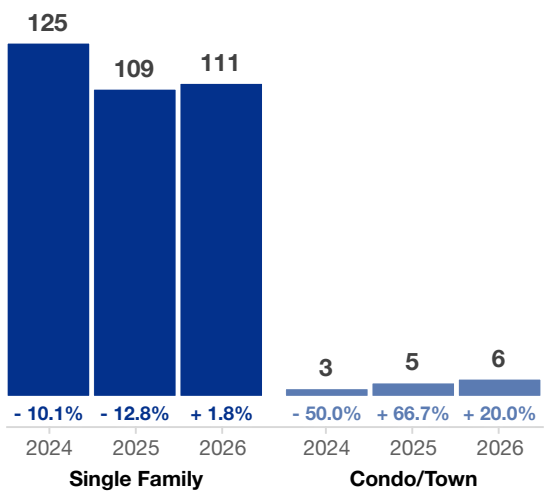
Pending Sales

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

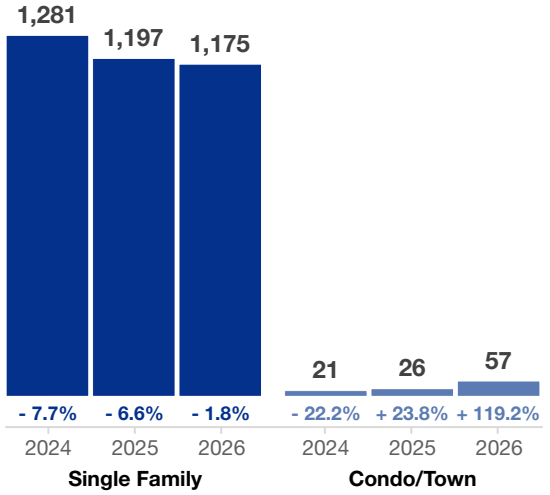
CVRMLS

Tri-Cities

September

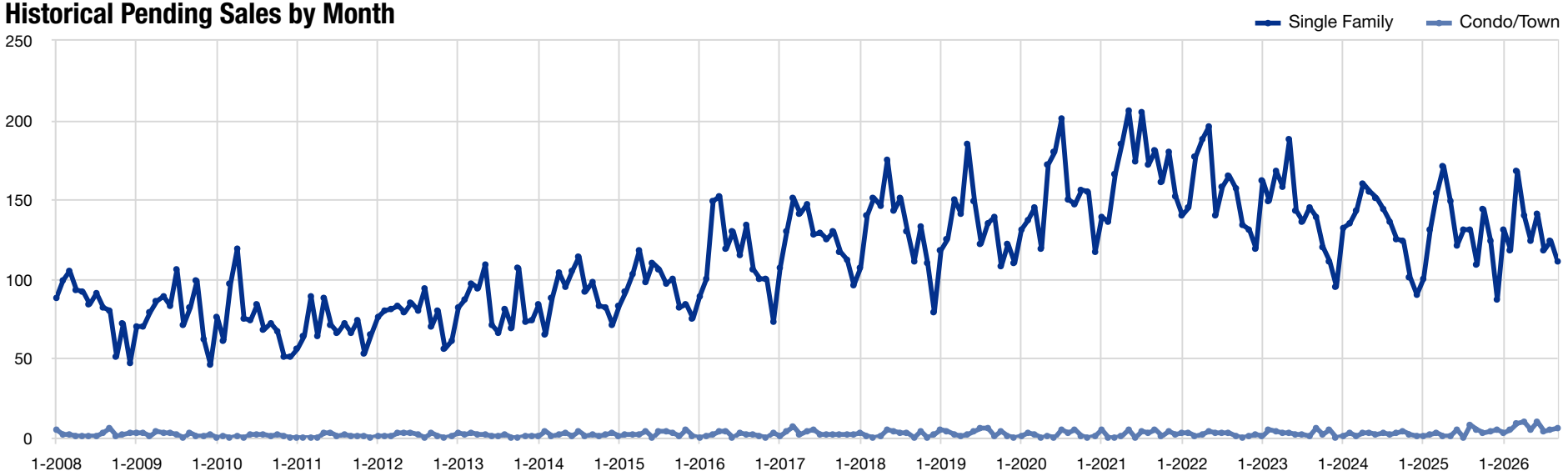


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	144	+ 16.1%	3	- 25.0%
Nov-2025	124	+ 22.8%	4	+ 100.0%
Dec-2025	87	- 3.3%	5	+ 400.0%
Jan-2026	131	+ 31.0%	3	+ 200.0%
Feb-2026	118	- 9.9%	5	+ 150.0%
Mar-2026	168	+ 9.1%	9	+ 200.0%
Apr-2026	140	- 18.1%	10	+ 900.0%
May-2026	124	- 16.8%	5	+ 400.0%
Jun-2026	141	+ 16.5%	10	+ 100.0%
Jul-2026	118	- 9.9%	4	—
Aug-2026	124	- 5.3%	5	- 37.5%
Sep-2026	**111**	**+ 1.8%**	**6**	**+ 20.0%**
12-Month Avg	128	+ 1.6%	6	+ 100.0%

Historical Pending Sales by Month



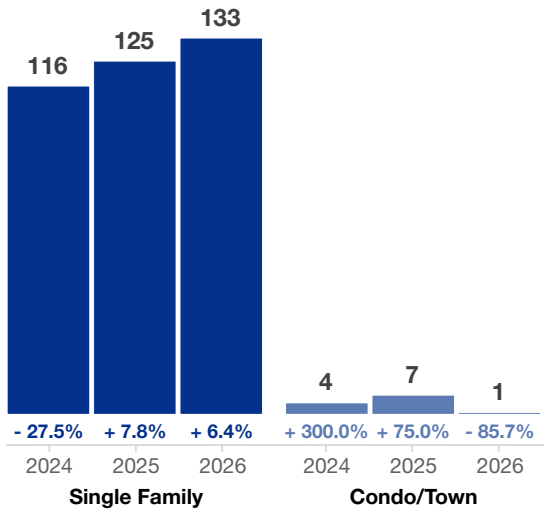
Closed Sales

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

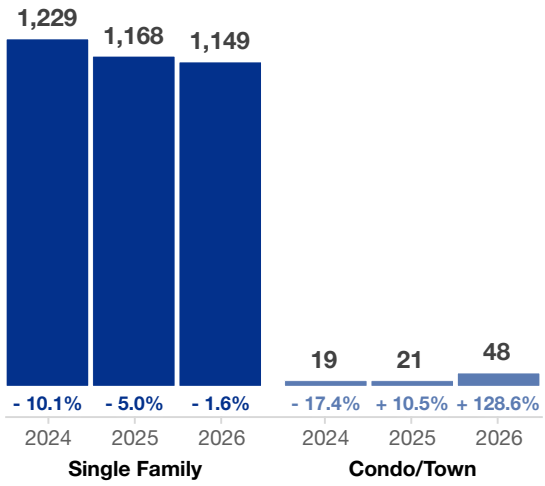
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Tri-Cities

September

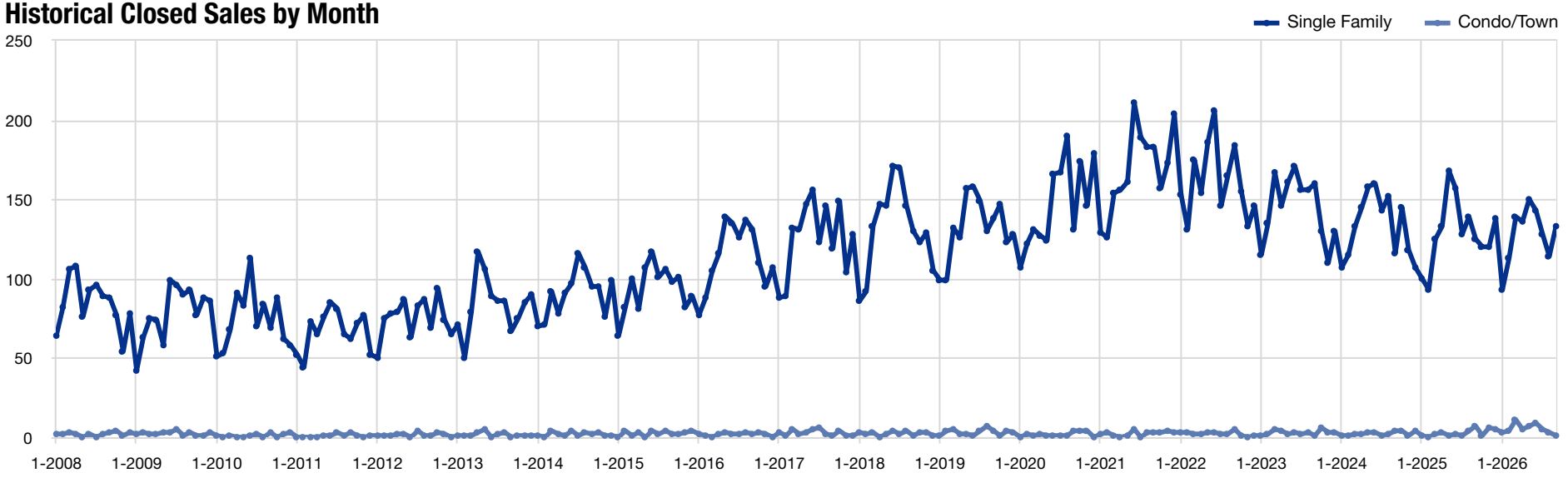


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	120	- 17.2%	1	- 75.0%
Nov-2025	120	+ 1.7%	6	+ 500.0%
Dec-2025	138	+ 29.0%	5	+ 25.0%
Jan-2026	93	- 7.0%	3	+ 200.0%
Feb-2026	113	+ 21.5%	4	—
Mar-2026	139	+ 11.2%	11	+ 450.0%
Apr-2026	136	+ 2.3%	5	+ 66.7%
May-2026	150	- 10.7%	7	+ 600.0%
Jun-2026	143	- 8.9%	9	+ 350.0%
Jul-2026	128	0.0%	5	+ 400.0%
Aug-2026	114	- 18.0%	3	- 25.0%
Sep-2026	**133**	**+ 6.4%**	**1**	**- 85.7%**
12-Month Avg	127	- 0.8%	5	+ 66.7%

Historical Closed Sales by Month



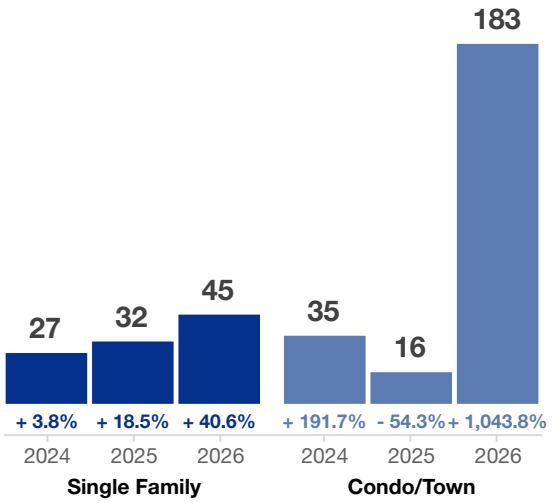
Days on Market Until Sale

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

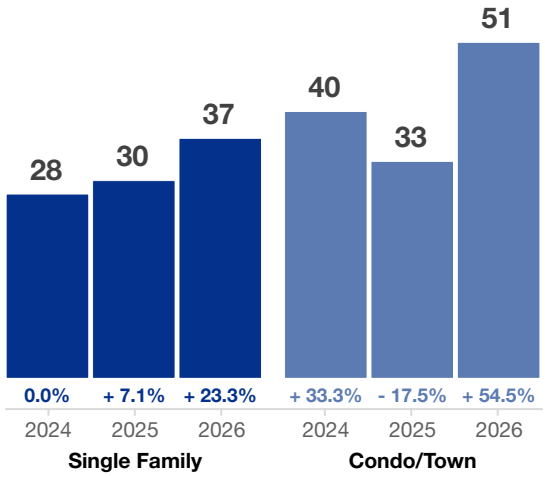
CVRMLS

Tri-Cities

September



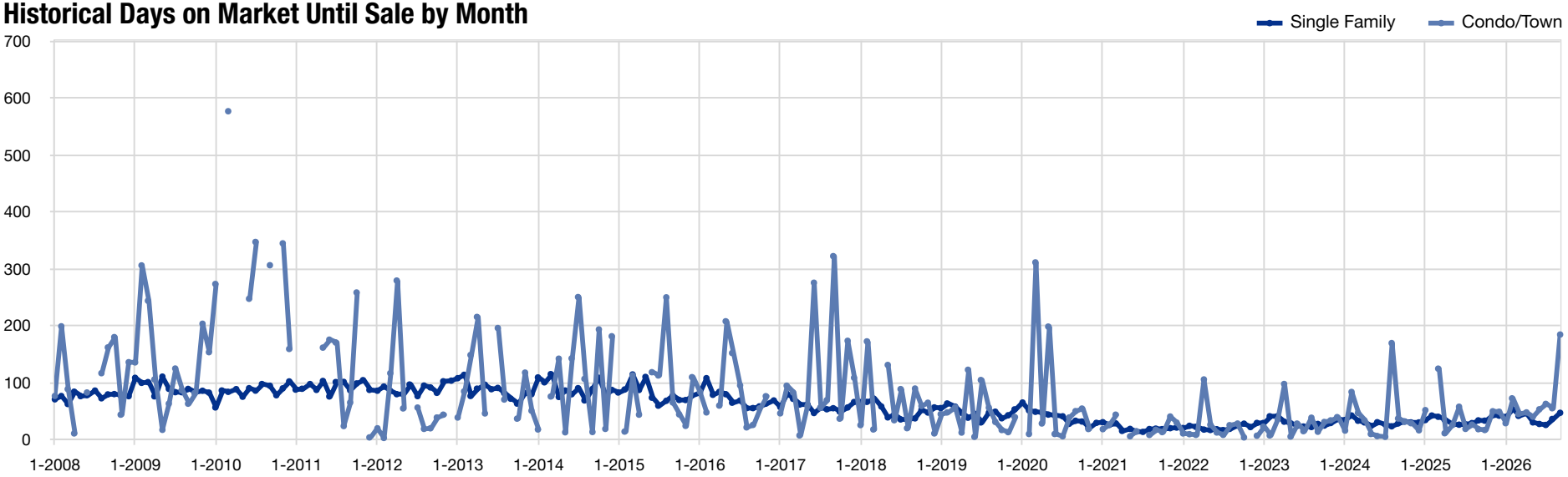
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	31	+ 3.3%	15	- 50.0%
Nov-2025	41	+ 46.4%	48	+ 77.8%
Dec-2025	40	+ 42.9%	47	+ 213.3%
Jan-2026	38	+ 15.2%	27	- 46.0%
Feb-2026	52	+ 30.0%	71	—
Mar-2026	40	+ 5.3%	43	- 65.0%
Apr-2026	44	+ 33.3%	46	+ 411.1%
May-2026	28	+ 12.0%	38	+ 58.3%
Jun-2026	26	+ 8.3%	51	- 8.9%
Jul-2026	24	- 4.0%	61	+ 258.8%
Aug-2026	34	+ 25.9%	53	+ 112.0%
Sep-2026	**45**	**+ 40.6%**	**183**	**+ 1,043.8%**
12-Month Avg*	37	+ 23.2%	50	+ 67.3%

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

Historical Days on Market Until Sale by Month



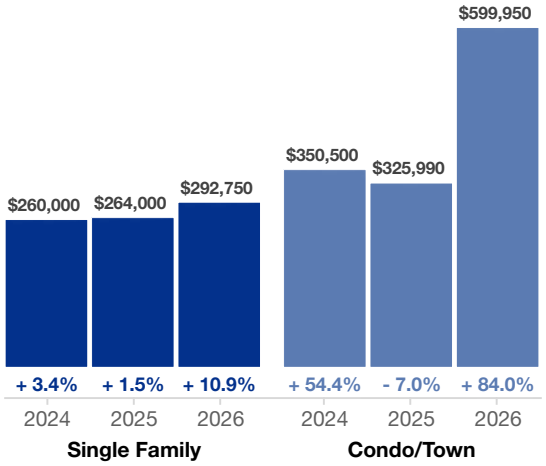
Median Sales Price

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

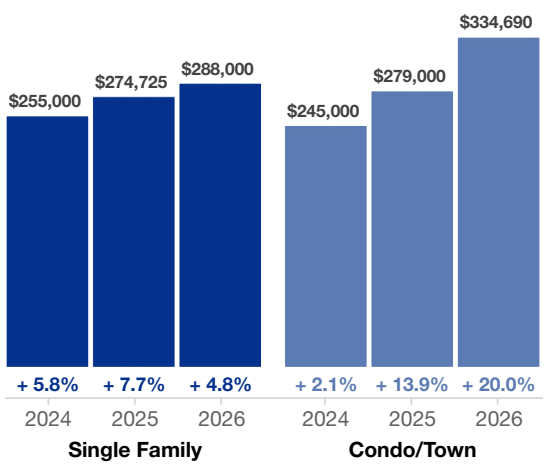
CVR MLS

Tri-Cities

September



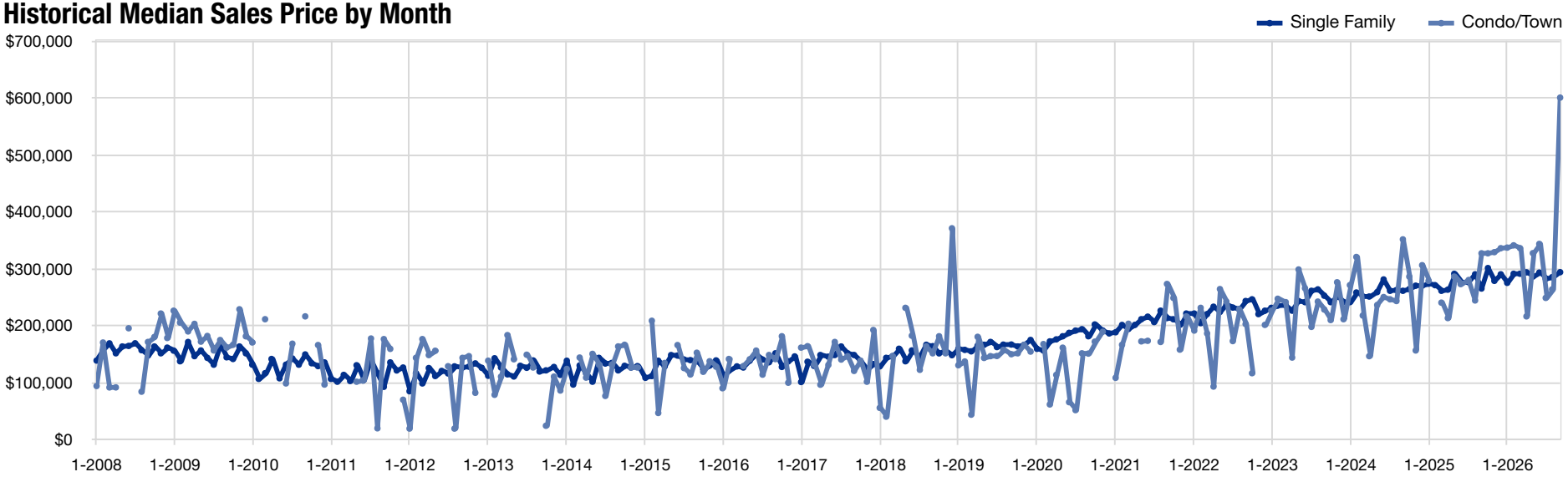
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	$300,000	+ 14.1%	$325,990	+ 14.4%
Nov-2025	$277,500	+ 3.2%	$327,990	+ 111.6%
Dec-2025	$289,000	+ 7.4%	$334,990	+ 9.8%
Jan-2026	$274,000	+ 0.6%	$335,990	+ 21.1%
Feb-2026	$289,950	+ 7.4%	$339,990	—
Mar-2026	$290,000	+ 11.5%	$334,990	+ 40.1%
Apr-2026	$292,500	+ 11.6%	$215,000	+ 1.4%
May-2026	$285,000	- 1.7%	$326,240	+ 14.5%
Jun-2026	$292,000	+ 6.2%	$342,500	+ 26.0%
Jul-2026	$281,250	+ 2.3%	$247,500	- 11.3%
Aug-2026	$284,000	- 1.7%	$262,500	+ 8.0%
Sep-2026	**$292,750**	**+ 10.9%**	**$599,950**	**+ 84.0%**
12-Month Avg*	$288,500	+ 6.9%	$331,990	+ 18.8%

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

Historical Median Sales Price by Month



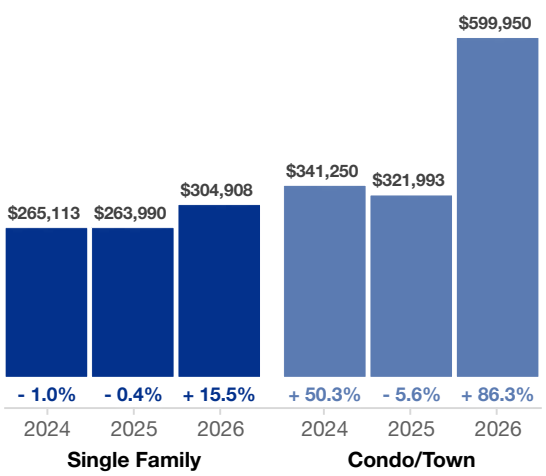
Average Sales Price

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

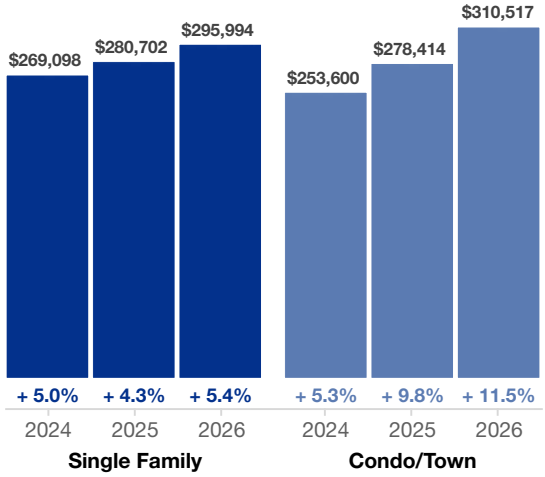
CVR MLS

Tri-Cities

September



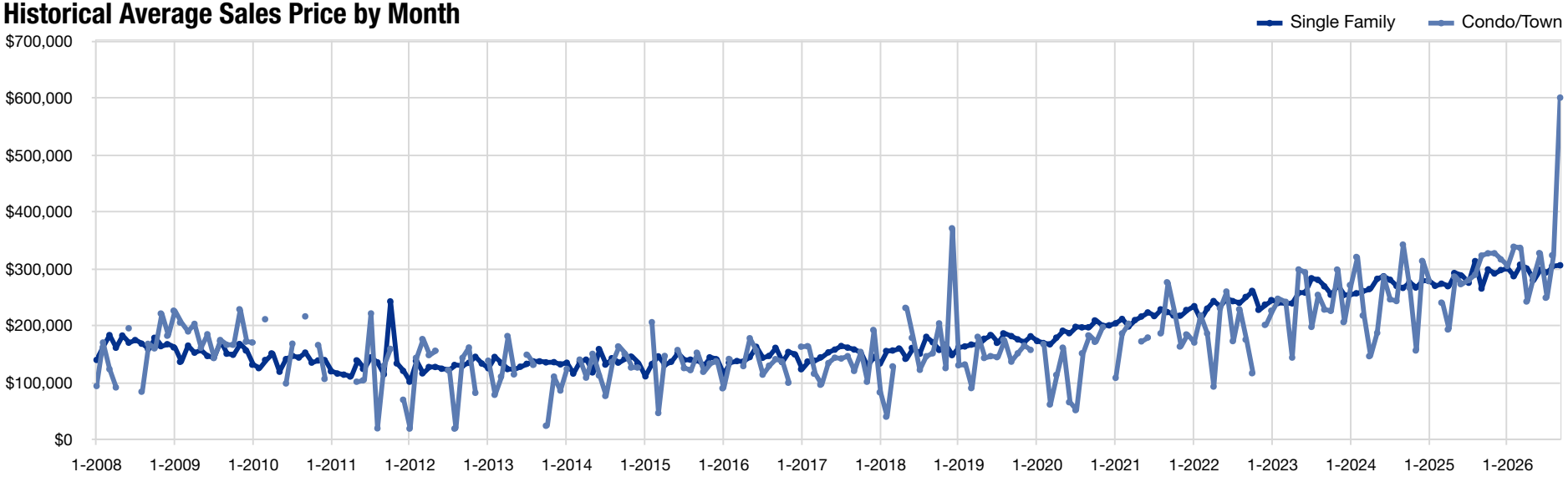
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	$297,562	+ 8.3%	$325,990	+ 22.8%
Nov-2025	$290,457	+ 9.3%	$326,078	+ 110.4%
Dec-2025	$296,505	+ 6.6%	$315,316	+ 0.9%
Jan-2026	$299,291	+ 7.9%	$303,993	+ 9.5%
Feb-2026	$285,680	+ 6.3%	$337,493	—
Mar-2026	$305,953	+ 12.3%	$335,545	+ 40.3%
Apr-2026	$299,268	+ 11.6%	$241,200	+ 25.6%
May-2026	$278,474	- 4.4%	$285,994	+ 0.3%
Jun-2026	$296,890	+ 3.4%	$326,354	+ 20.1%
Jul-2026	$292,196	+ 6.6%	$247,860	- 11.2%
Aug-2026	$303,527	- 2.8%	$322,500	+ 11.8%
Sep-2026	**$304,908**	**+ 15.5%**	**$599,950**	**+ 86.3%**
12-Month Avg*	$295,735	+ 6.1%	$312,731	+ 12.9%

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

Historical Average Sales Price by Month



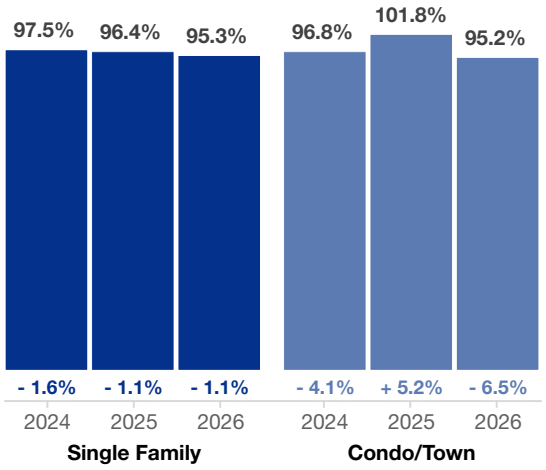
Percent of Original List Price Received

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.

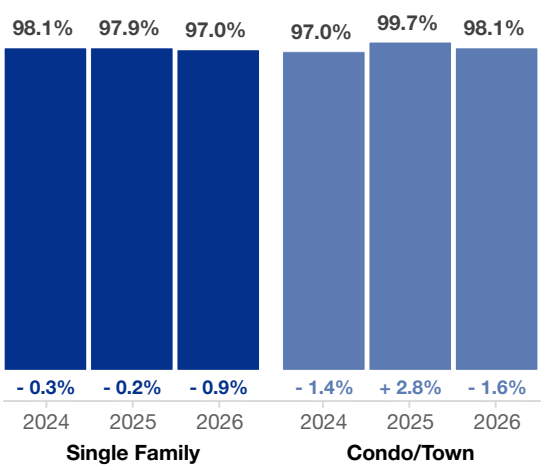
CVRMLS

Tri-Cities

September



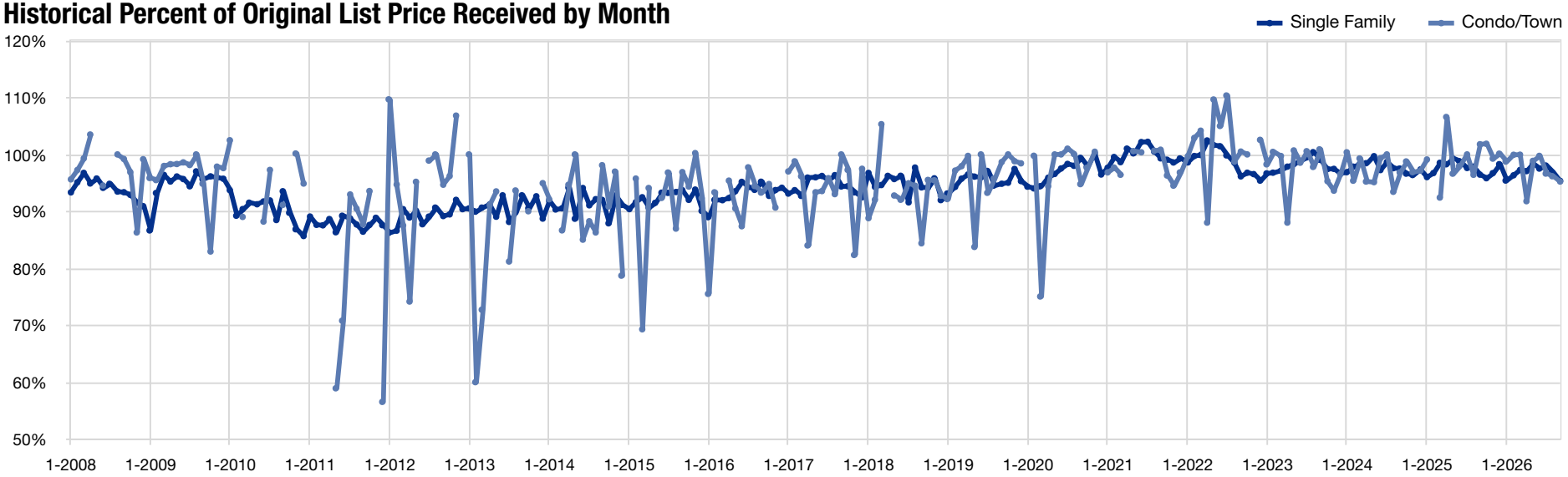
Year to Date



Pct. of Orig. Price Received	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	95.8%	- 0.8%	101.9%	+ 3.1%
Nov-2025	96.7%	+ 0.3%	99.3%	+ 2.5%
Dec-2025	98.3%	+ 0.9%	100.1%	+ 3.1%
Jan-2026	95.4%	- 0.6%	98.7%	- 0.4%
Feb-2026	96.3%	- 0.4%	99.9%	—
Mar-2026	97.3%	- 1.2%	100.0%	+ 8.2%
Apr-2026	97.1%	- 1.2%	91.8%	- 13.9%
May-2026	98.4%	- 0.9%	98.9%	+ 2.4%
Jun-2026	97.5%	- 1.3%	99.7%	+ 1.7%
Jul-2026	98.0%	+ 0.4%	96.6%	- 3.4%
Aug-2026	96.9%	- 0.9%	96.2%	- 0.2%
Sep-2026	**95.3%**	**- 1.1%**	**95.2%**	**- 6.5%**
12-Month Avg*	97.0%	- 0.6%	98.5%	- 0.7%

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

Historical Percent of Original List Price Received by Month



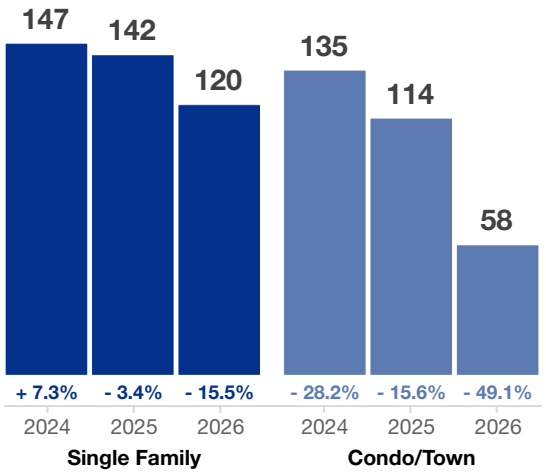
Housing Affordability Index

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.

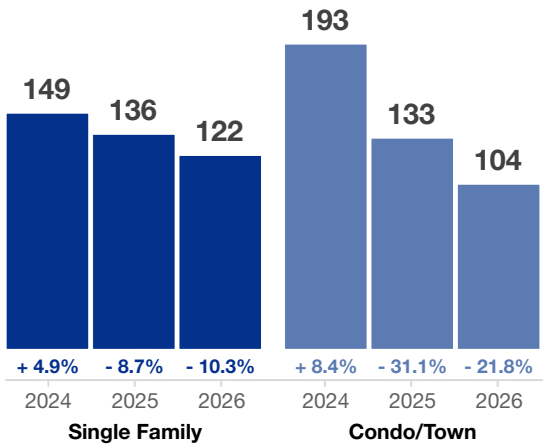
CVRMLS

Tri-Cities

September

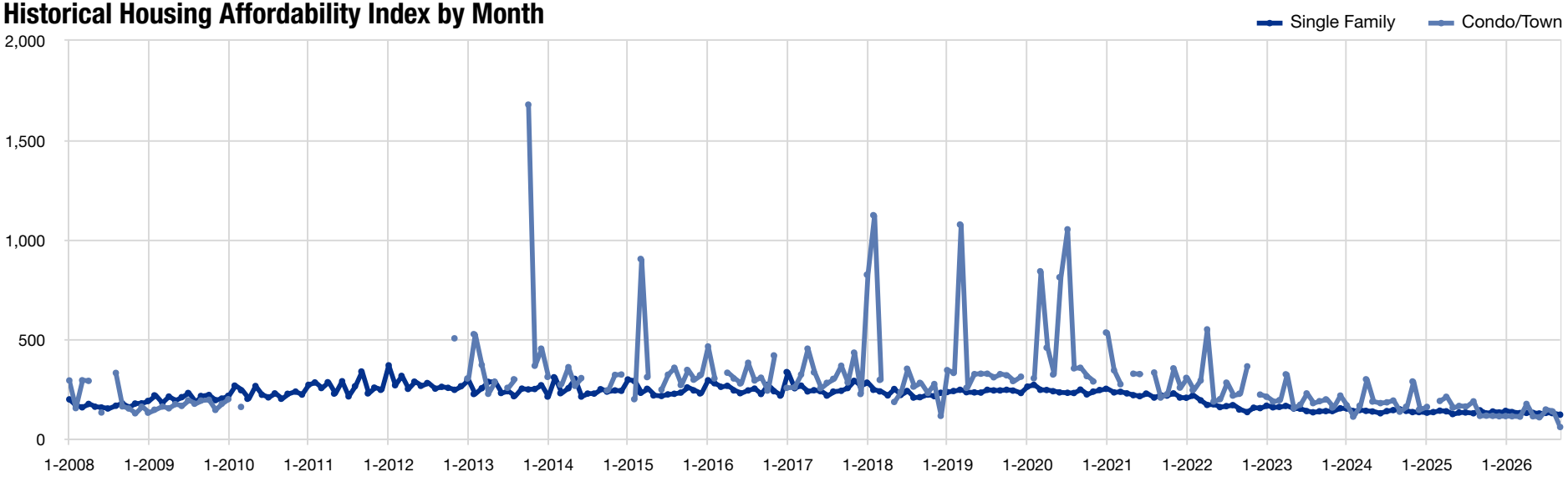


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	126	- 9.4%	115	- 28.1%
Nov-2025	136	+ 2.3%	114	- 60.3%
Dec-2025	131	- 1.5%	112	- 22.8%
Jan-2026	139	+ 6.9%	113	- 28.9%
Feb-2026	133	0.0%	112	—
Mar-2026	128	- 8.6%	110	- 41.8%
Apr-2026	129	- 5.8%	174	- 17.1%
May-2026	129	+ 4.9%	112	- 27.7%
Jun-2026	126	- 3.8%	107	- 34.8%
Jul-2026	129	- 1.5%	146	- 9.3%
Aug-2026	128	+ 0.8%	137	- 26.7%
Sep-2026	**120**	**- 15.5%**	**58**	**- 49.1%**
12-Month Avg	130	- 2.3%	118	- 33.0%

Historical Housing Affordability Index by Month



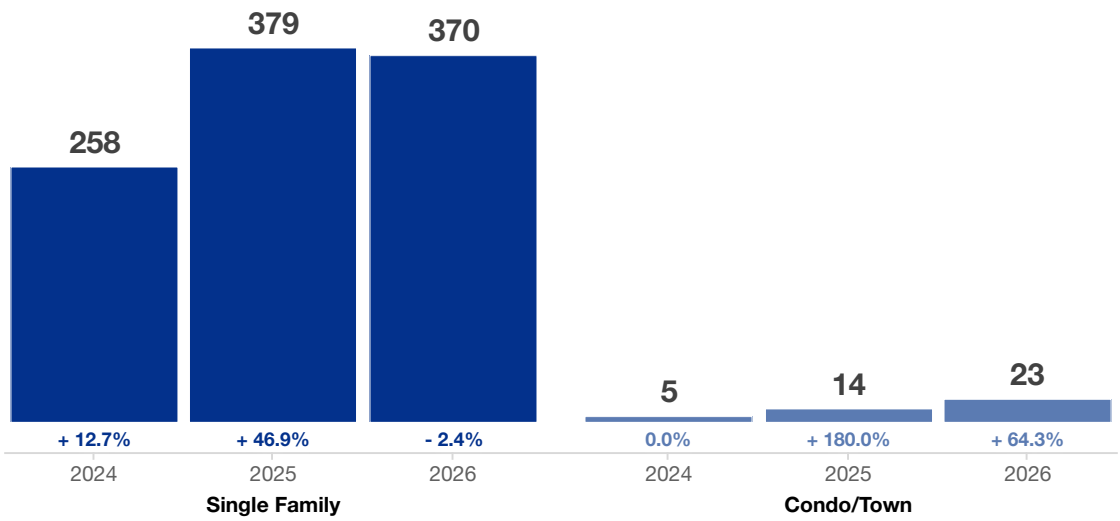
Inventory of Homes for Sale

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

CVR MLS

Tri-Cities

September



Homes for Sale	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	380	+ 33.8%	22	+ 340.0%
Nov-2025	352	+ 13.5%	26	+ 420.0%
Dec-2025	298	+ 7.6%	20	+ 233.3%
Jan-2026	283	+ 0.7%	21	+ 200.0%
Feb-2026	263	+ 13.4%	21	+ 425.0%
Mar-2026	258	+ 14.2%	19	+ 280.0%
Apr-2026	267	+ 8.1%	14	+ 100.0%
May-2026	339	+ 28.9%	19	+ 111.1%
Jun-2026	358	+ 27.9%	19	+ 216.7%
Jul-2026	386	+ 17.3%	22	+ 22.2%
Aug-2026	382	+ 8.2%	22	+ 37.5%
Sep-2026	**370**	**- 2.4%**	**23**	**+ 64.3%**
12-Month Avg	328	+ 13.9%	21	+ 133.3%

Historical Inventory of Homes for Sale by Month



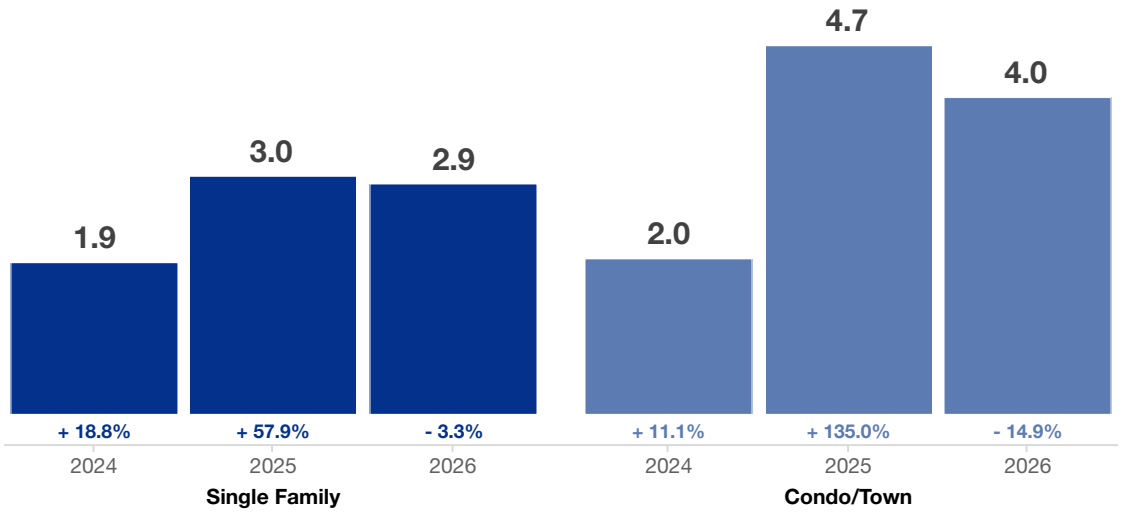
Months Supply of Inventory

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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Tri-Cities

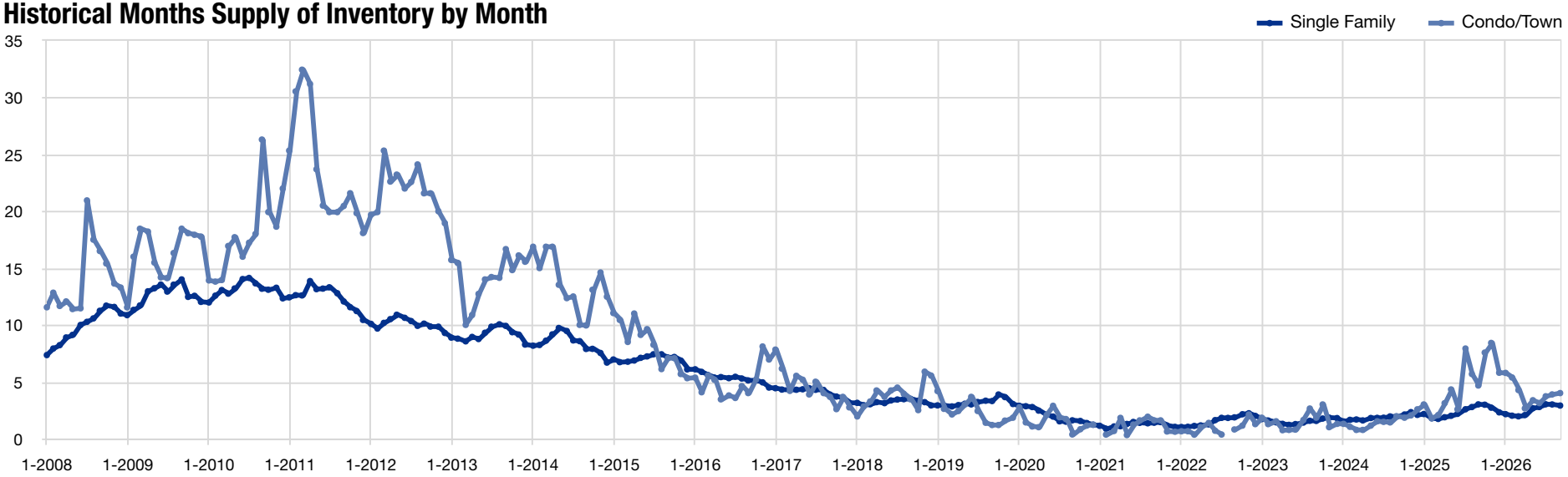
September



Months Supply	Single Family	Year-Over-Year Change	Condo / Town	Year-Over-Year Change
Oct-2025	3.0	+ 42.9%	7.6	+ 322.2%
Nov-2025	2.7	+ 17.4%	8.4	+ 320.0%
Dec-2025	2.3	+ 9.5%	5.8	+ 123.1%
Jan-2026	2.1	- 4.5%	5.8	+ 93.3%
Feb-2026	2.0	+ 11.1%	5.4	+ 200.0%
Mar-2026	2.0	+ 17.6%	4.3	+ 104.8%
Apr-2026	2.1	+ 10.5%	2.7	- 12.9%
May-2026	2.7	+ 35.0%	3.4	- 20.9%
Jun-2026	2.8	+ 27.3%	3.1	+ 19.2%
Jul-2026	3.0	+ 15.4%	3.7	- 53.2%
Aug-2026	3.0	+ 7.1%	3.9	- 31.6%
Sep-2026	**2.9**	**- 3.3%**	**4.0**	**- 14.9%**
12-Month Avg*	2.5	+ 14.8%	4.8	+ 39.4%

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

Historical Months Supply of Inventory by Month

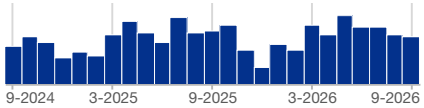
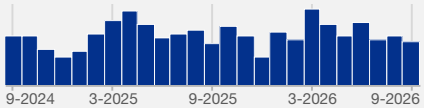
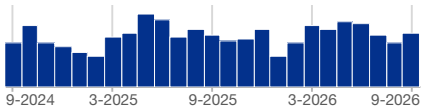
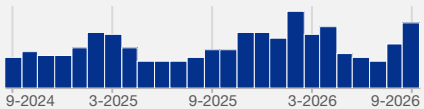
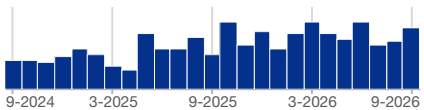
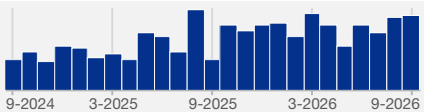
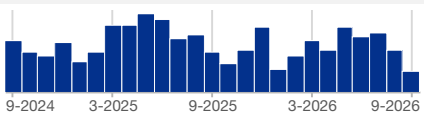
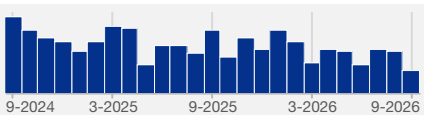
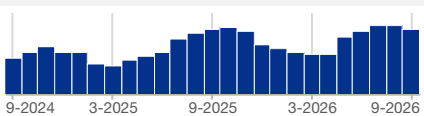
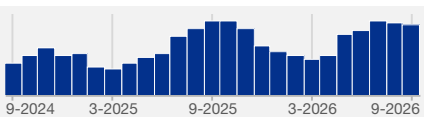


All Residential Properties Market Overview

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

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Tri-Cities

Key Metrics	Historical Sparkbars	9-2025	9-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		199	**184**	- 7.5%	1,674	**1,739**	+ 3.9%
Pending Sales		114	**117**	+ 2.6%	1,223	**1,232**	+ 0.7%
Closed Sales		132	**134**	+ 1.5%	1,189	**1,197**	+ 0.7%
Days on Market Until Sale		31	**46**	+ 48.4%	30	**37**	+ 23.3%
Median Sales Price		$270,750	**$294,000**	+ 8.6%	$274,999	**$290,000**	+ 5.5%
Average Sales Price		$267,066	**$307,127**	+ 15.0%	$280,661	**$296,583**	+ 5.7%
Pct. of Orig. Price Received		96.7%	**95.3%**	- 1.4%	97.9%	**97.0%**	- 0.9%
Housing Affordability Index		138	**120**	- 13.0%	136	**121**	- 11.0%
Inventory of Homes for Sale		393	**393**	0.0%	—	**—**	—
Months Supply of Inventory		3.1	**2.9**	- 6.5%	—	**—**	—