804 Michael 642-4235

Market Report for Chesterfield County

October 2026 numbers, compared with October 2025

November 2026
SINGLE-FAMILY
PAGE 1

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$420,000	$490,614	815	27	299	2.3
▼ 2.6% vs Oct '25	▼ 0.7% vs Oct '25	▲ 9.7% vs Oct '25	▲ 8.0% vs Oct '25	▼ 22.9% vs Oct '25	▲ 15.0% vs Oct '25
YTD $449,000 ▲ 2.0%	YTD $504,101 ▲ 1.0%	743 a year ago	YTD 26 ▼ 3.7%	YTD 3,686 ▼ 0.8%	2.0 a year ago

804-Michael's Take on Chesterfield County

Chesterfield is a seller's market, but a looser one than a year ago. October ended with 815 single-family homes for sale, 10% more than a year ago. That is a 2.3-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.0 last October.

October's median sales price was $420,000, down 2.6% from last October, but the year-to-date median, $449,000, is up 2.0%, so the year's direction is still up. The average slipped 0.7% to $490,614; a few expensive homes can pull an average up or down, so the median is the better guide to a typical Chesterfield home. Sellers received 98.7% of their original asking price, down from 99.3% last October.

Homes took 27 days to sell, two more than last October, and 299 sold, down from 388, while pending sales fell 15% to 335 and new listings fell 10% to 431. Sales usually slow into winter, so next month's test is whether sales keep trailing last year's. The SimpleMarket Scale calls it a seller's market, and the SimpleMarket Momentum says it is cooling.

Strategy in This Market

Sellers, price in line with recent sales nearby; homes are taking a little longer than last year and fewer are under contract, so a high price will cost you time. **Buyers**, you have more homes to compare than a year ago and winter should give you time to decide, so have your financing ready and negotiate on any home that has sat.

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	479	**431**	▼ 10.0%	4,889	**4,933**	▲ 0.9%
Pending sales	396	**335**	▼ 15.4%	3,857	**3,749**	▼ 2.8%
Closed sales	388	**299**	▼ 22.9%	3,714	**3,686**	▼ 0.8%
Days on market	25	**27**	▲ 8.0%	27	**26**	▼ 3.7%
Median sales price	$431,000	**$420,000**	▼ 2.6%	$440,000	**$449,000**	▲ 2.0%
Average sales price	$493,907	**$490,614**	▼ 0.7%	$499,228	**$504,101**	▲ 1.0%
% of original list price	99.3%	**98.7%**	▼ 0.6%	100.0%	**100.0%**	0.0%
Homes for sale	743	**815**	▲ 9.7%	-	**-**	-
Months of supply	2.0	**2.3**	▲ 15.0%	-	**-**	-

SimpleMarket Read

SELLER'S MARKET

Cooling down

Seller | +2 | Balanced | Buyer



SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	**3,953**	▼ 25.6%
Per listing	**3.2**	▼ 25.8%
Listings shown	**1,230**	▲ 0.3%

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
Licensed Real Estate Broker in Virginia
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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.

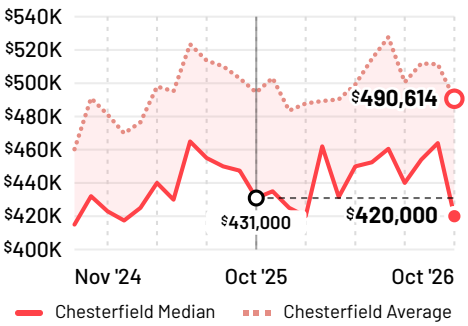
A SimpleMarket Report, developed by Michael Hottman

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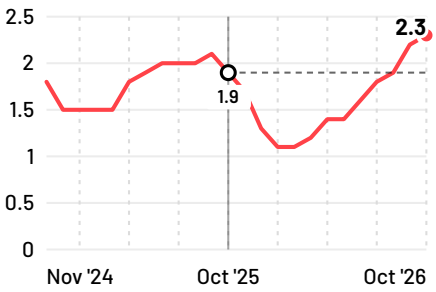
Market Report for Chesterfield County

October 2026 numbers, month by month

Median and Average Price



Months of Supply

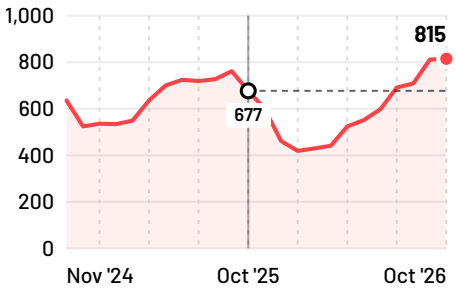


SimpleMarket Trail (1 year)

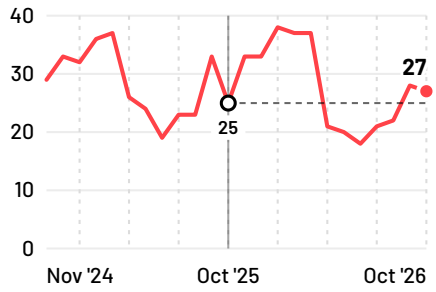


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

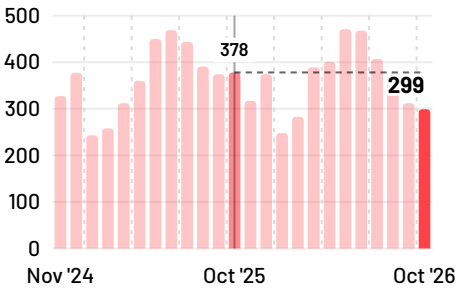
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Chesterfield County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

1 ⇨ **6**

Maximum total score = 12

Chesterfield	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 +1
Average Days on market	Buyers +1
Total	**Sellers 1 · 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	N	1	2	2
New listings	1	1	N	1
Homes under contract	1	1	2	2
Median sales price	1	N	1	N
% of list price	N	N	N	1
Days on market	N	N	2	1
Sellers	0	1	3	1
Buyers	3	2	4	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

299 closed sales of single-family homes in October 2026. A solid data set, so the numbers for the month are a dependable read of this market.

Michael Hottman · Licensed Real Estate Broker in Virginia · Malcolm Real Estate, Ashland, VA · **Call 804-Michael or Text 804-642-4235 · 804re.com**

More reports at 804re.com: 12 more areas, each with **804-Michael**'s take and strategy for that market, and **all areas at a glance**.

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