



AUGUST
2025

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

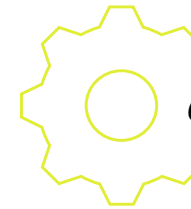
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: August 2025

- Sales activity continued to rise in the Chesapeake Bay & Rivers market.** The total number of sales came to 116 in August in the region, six more sales than the year before, increasing by 5.4%. Activity grew the most in Gloucester County with 14 additional home sales (+37.8%) and King William County with four more sales than last year (+13.3%). There was a decrease in sales in Mathews County (-70.6%) and Middlesex County (-9.5%) this month compared to last August.
- The Chesapeake Bay & Rivers area experienced an uptick in pending sales after falling last month.** There was a 5.5% increase in activity leading to 115 pending sales in August, six more than the year prior. Gloucester County experienced a small growth in pending sales (+6 pending sales) as King and Queen County saw a dip (-3 pending sales). Pending sales remained unchanged in Mathews County.
- Home prices continue to climb across much of the Chesapeake Bay & Rivers footprint.** The median sold price was \$369,450 in August, 4.5% higher than the previous year, about a \$16,000 price gain. For homes sold in King and Queen County, the median price went up 73.6% with homes costing \$329,900 this month, \$139,900 more than a year earlier. At \$225,000, Mathews County saw a \$125,000 reduction in sales prices, which is 35.7% less than last year.
- Inventory continues to climb, more active listings in the region.** August ended with 392 listings on the market, 8.3% more than the previous year, which is 30 additional listings. There was an influx of listings in Middlesex County (+19 listings), Mathews County (+13 listings) and Gloucester County (+12 listings). Listings fell in King William County (-12 listings) and King and Queen County (-2 listings) compared to last August.



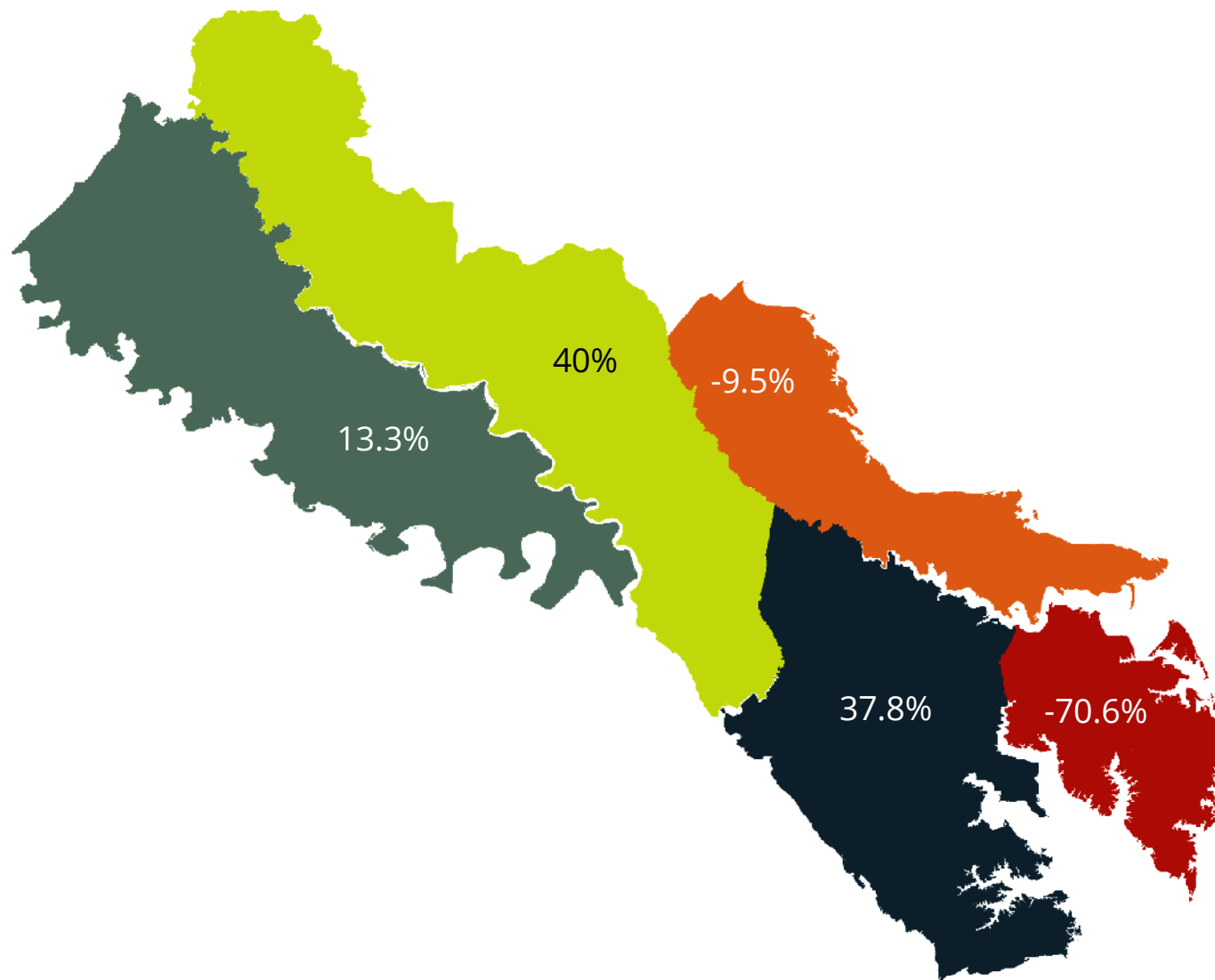
Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Aug-25	Indicator
▲ 5.5%	116	Sales
▲ 5.5%	115	Pending Sales
▼ -0.6%	154	New Listings
▲ 3.7%	\$375,000	Median List Price
▲ 4.5%	\$369,450	Median Sales Price
▲ 8.2%	\$222	Median Price Per Square Foot
▲ 8.3%	\$47.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -17.6%	41	Average Days on Market
▲ 8.3%	392	Active Listings
▲ 3.8%	4.0	Months of Supply

INTEREST RATE TRACKER



Market Activity - Chesapeake Bay & Rivers Footprint



Jurisdiction	Total Sales		
	Aug-24	Aug-25	% Chg
Gloucester County	37	51	37.8%
King & Queen County	5	7	40.0%
King William County	30	34	13.3%
Mathews County	17	5	-70.6%
Middlesex County	21	19	-9.5%
Chesapeake Bay & Rivers	110	116	5.5%

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Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR®.



Total Market Overview



Key Metrics	2-year Trends			Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23		Aug-25						
Sales				110	116	5.5%	817	828	1.3%
Pending Sales				109	115	5.5%	851	871	2.4%
New Listings				155	154	-0.6%	1,177	1,274	8.2%
Median List Price				\$361,450	\$375,000	3.7%	\$350,000	\$365,000	4.3%
Median Sales Price				\$353,509	\$369,450	4.5%	\$350,000	\$360,000	2.9%
Median Price Per Square Foot				\$205	\$222	8.2%	\$206	\$219	6.0%
Sold Dollar Volume (in millions)				\$43.8	\$47.5	8.3%	\$326.6	\$340.9	4.4%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				50	41	-17.6%	50	45	-9.5%
Active Listings				362	392	8.3%	n/a	n/a	n/a
Months of Supply				3.8	4.0	3.8%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 15, 2025

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23		Aug-25						
Sales				105	109	3.8%	783	785	0.3%
Pending Sales				105	110	4.8%	815	828	1.6%
New Listings				148	147	-0.7%	1,136	1,208	6.3%
Median List Price				\$360,000	\$379,000	5.3%	\$355,000	\$367,080	3.4%
Median Sales Price				\$350,000	\$380,000	8.6%	\$352,072	\$365,000	3.7%
Median Price Per Square Foot				\$205	\$225	9.8%	\$206	\$221	6.9%
Sold Dollar Volume (in millions)				\$42.1	\$45.2	7.5%	\$315.6	\$326.4	3.4%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				50	37	-27.5%	50	45	-11.0%
Active Listings				353	359	1.7%	n/a	n/a	n/a
Months of Supply				3.9	3.7	-3.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 15, 2025

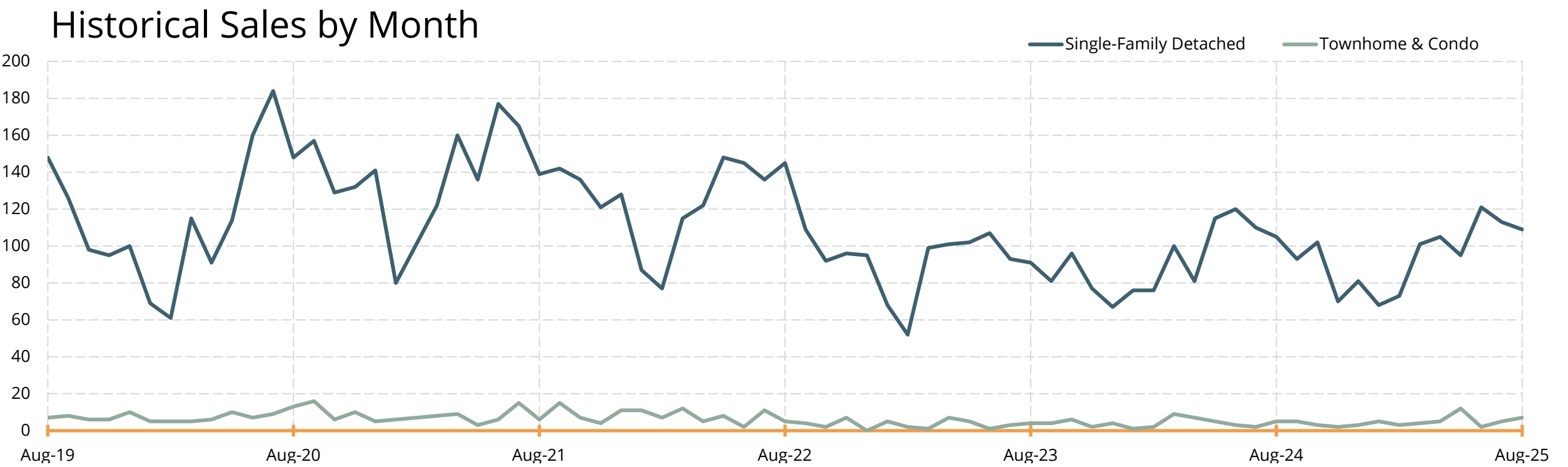
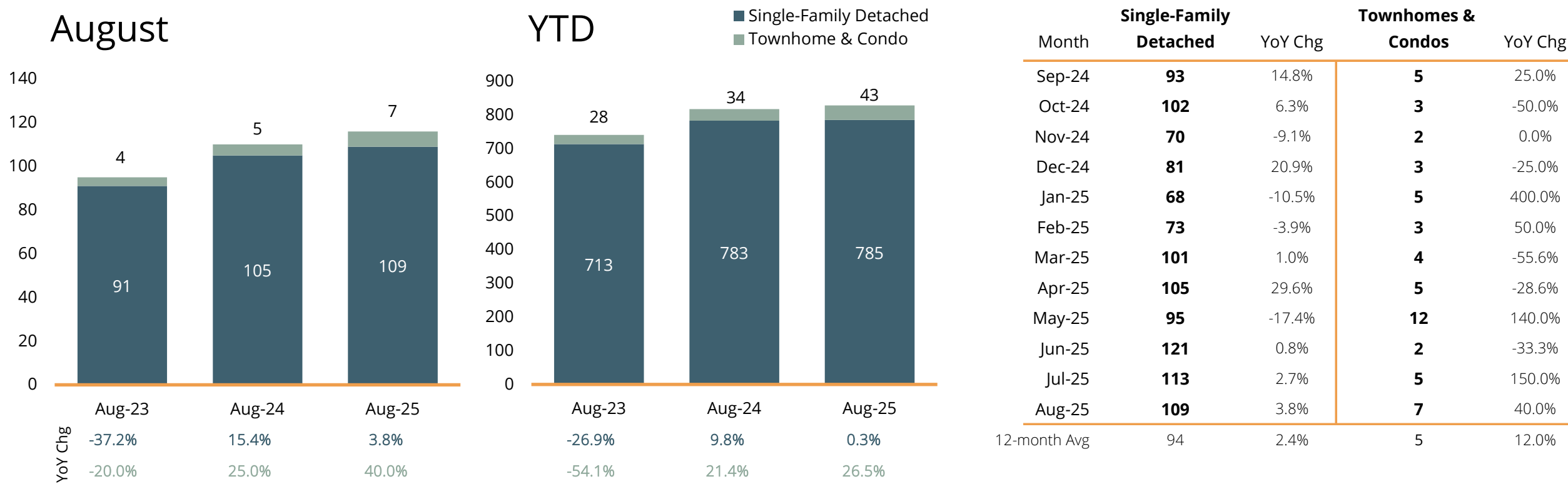
Townhome & Condo Market Overview



Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				5	7	40.0%	34	43	26.5%
Pending Sales				4	5	25.0%	36	43	19.4%
New Listings				7	7	0.0%	41	66	61.0%
Median List Price				\$365,000	\$313,444	-14.1%	\$329,950	\$339,500	2.9%
Median Sales Price				\$365,000	\$313,444	-14.1%	\$325,000	\$340,000	4.6%
Median Price Per Square Foot				\$211	\$206	-2.7%	\$209	\$204	-2.2%
Sold Dollar Volume (in millions)				\$1.8	\$2.3	28.6%	\$11.0	\$14.4	31.1%
Median Sold/Ask Price Ratio				99.4%	100.0%	0.6%	100.0%	100.0%	0.0%
Average Days on Market				44	115	160.0%	45	52	15.5%
Active Listings				9	33	266.7%	n/a	n/a	n/a
Months of Supply				2.2	5.4	151.1%	n/a	n/a	n/a

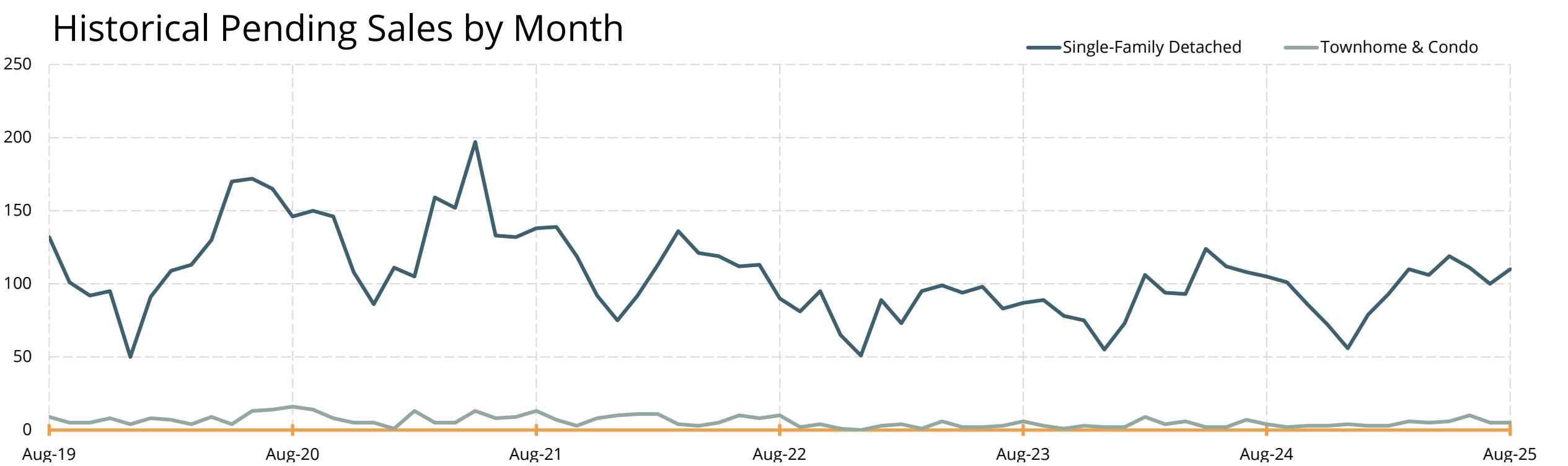
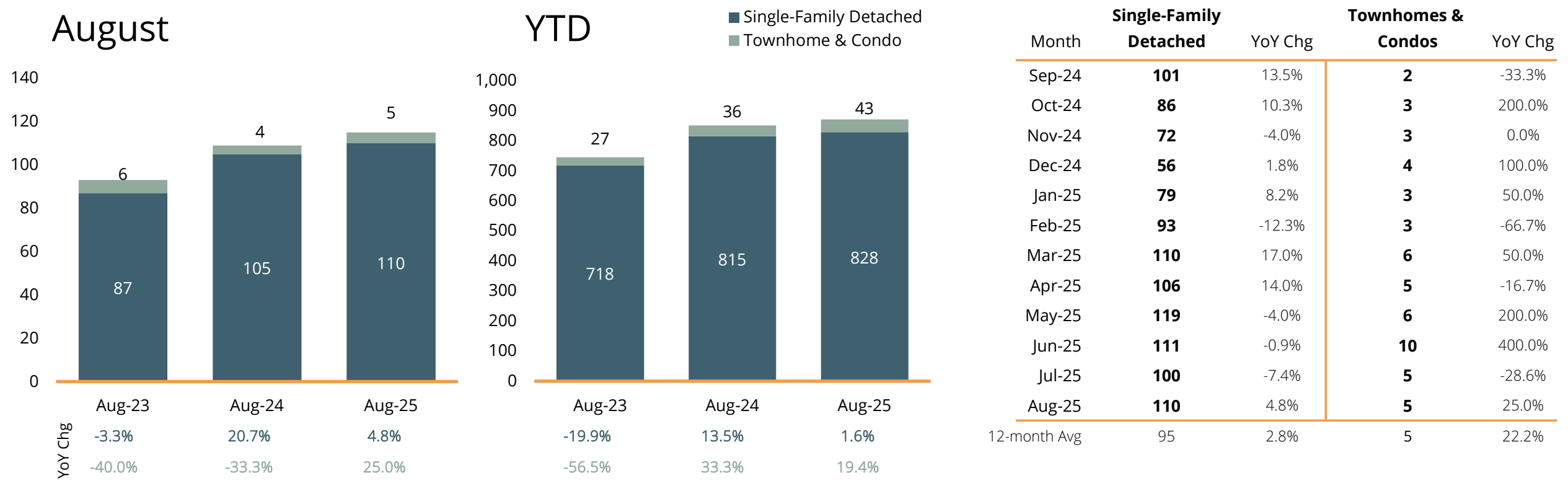
Source: Virginia REALTORS®, data accessed September 15, 2025

Sales



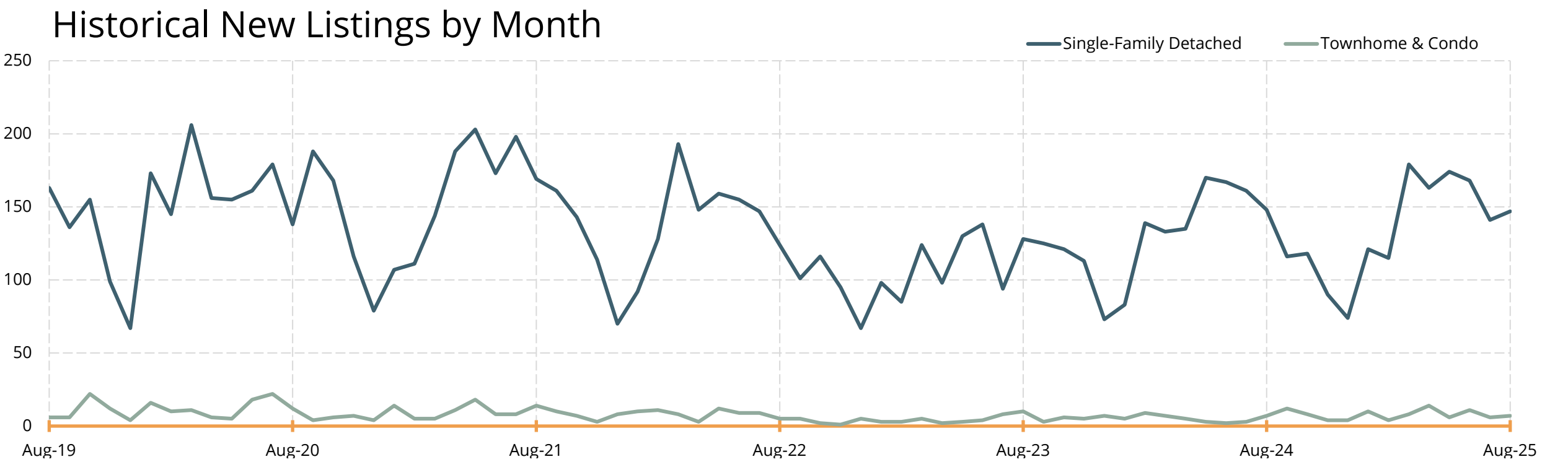
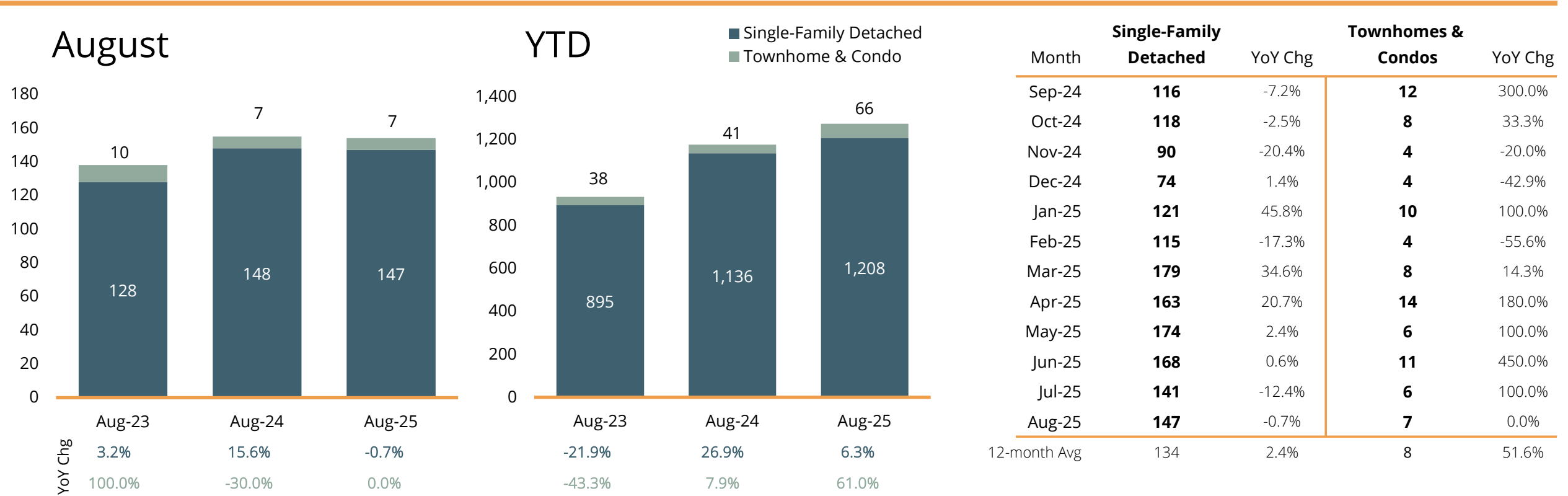
Source: Virginia REALTORS®, data accessed September 15, 2025

Pending Sales



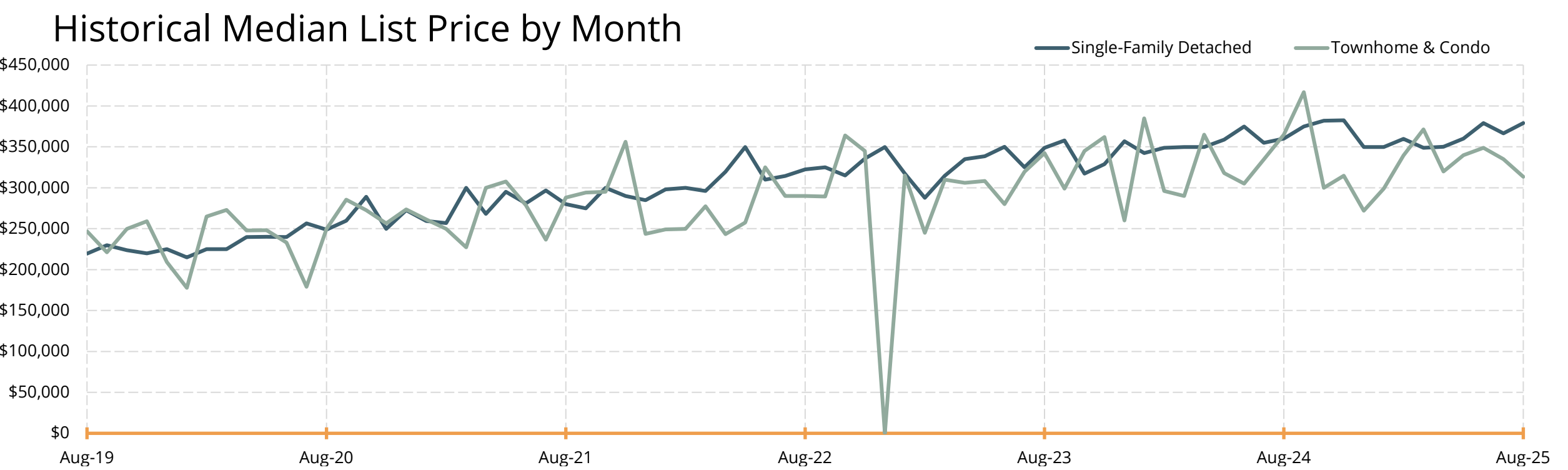
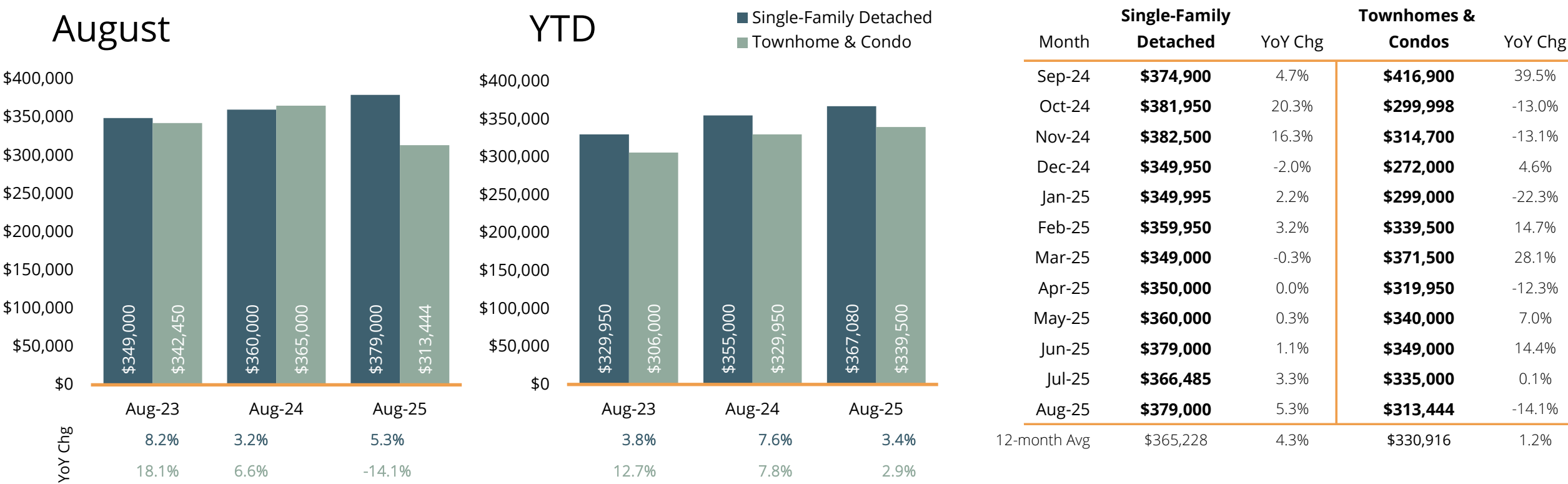
Source: Virginia REALTORS®, data accessed September 15, 2025

New Listings



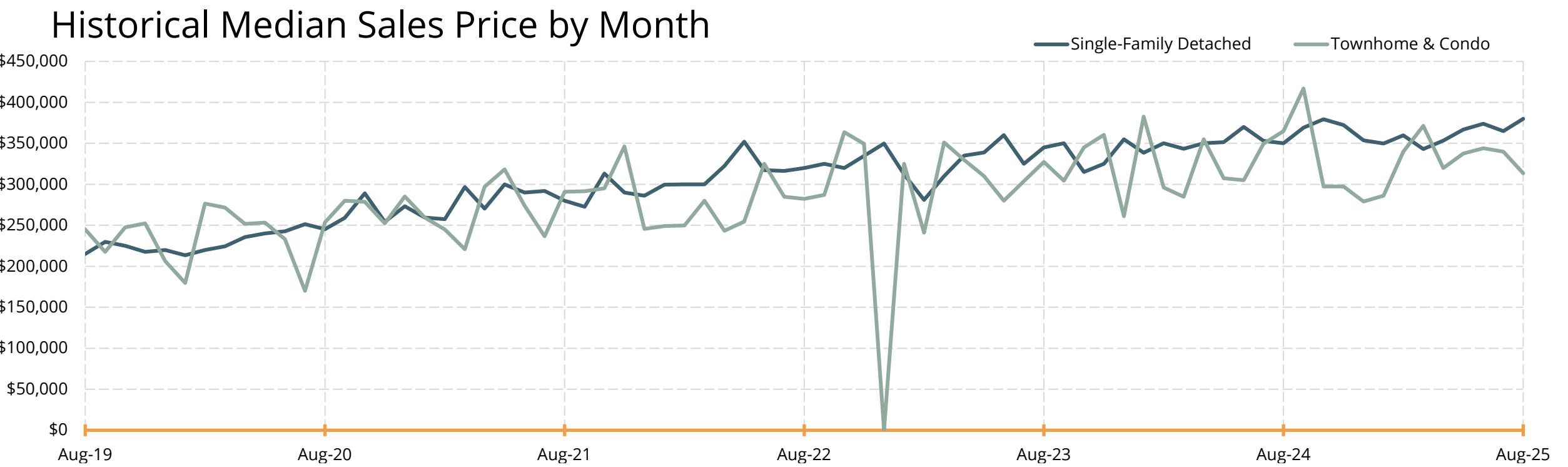
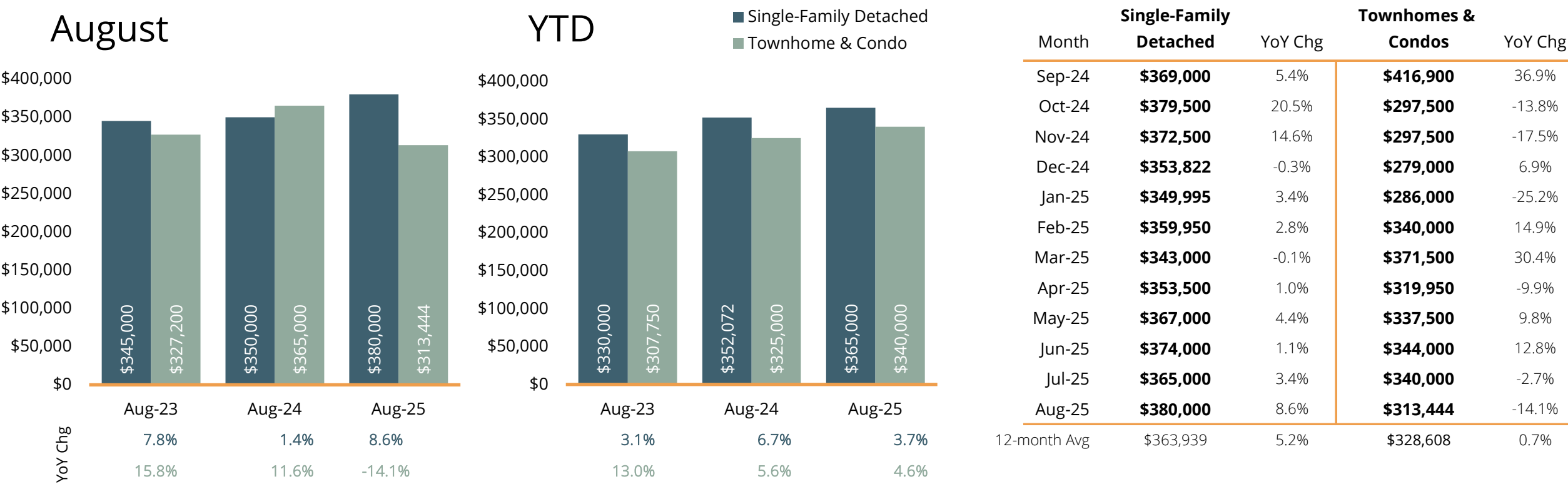
Source: Virginia REALTORS®, data accessed September 15, 2025

Median List Price



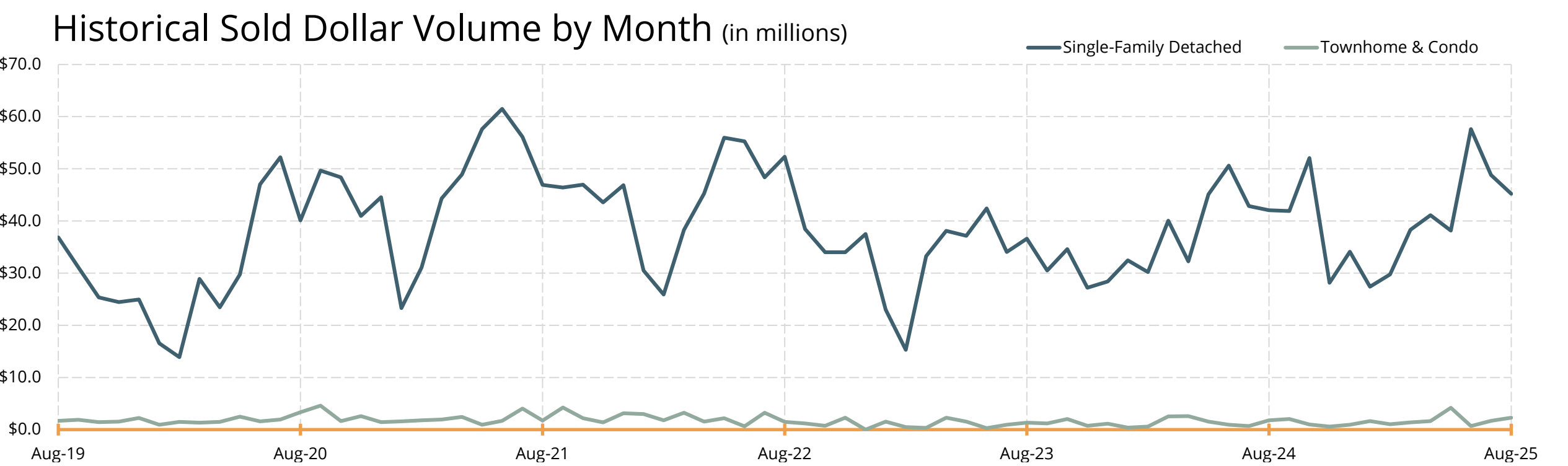
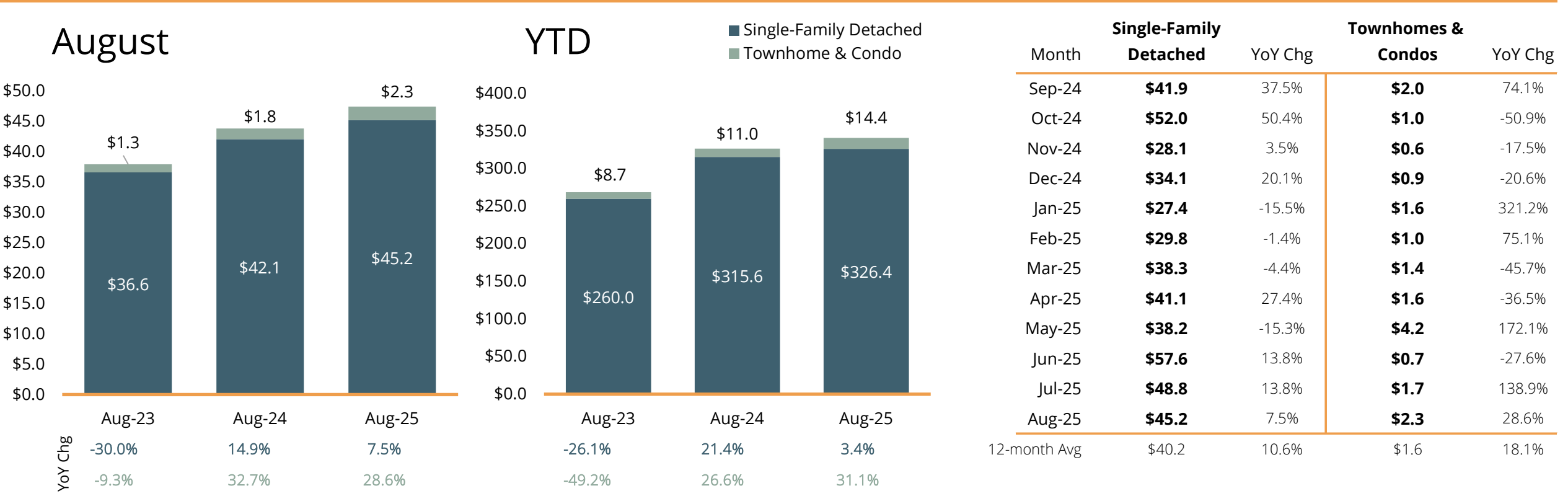
Source: Virginia REALTORS®, data accessed September 15, 2025

Median Sales Price



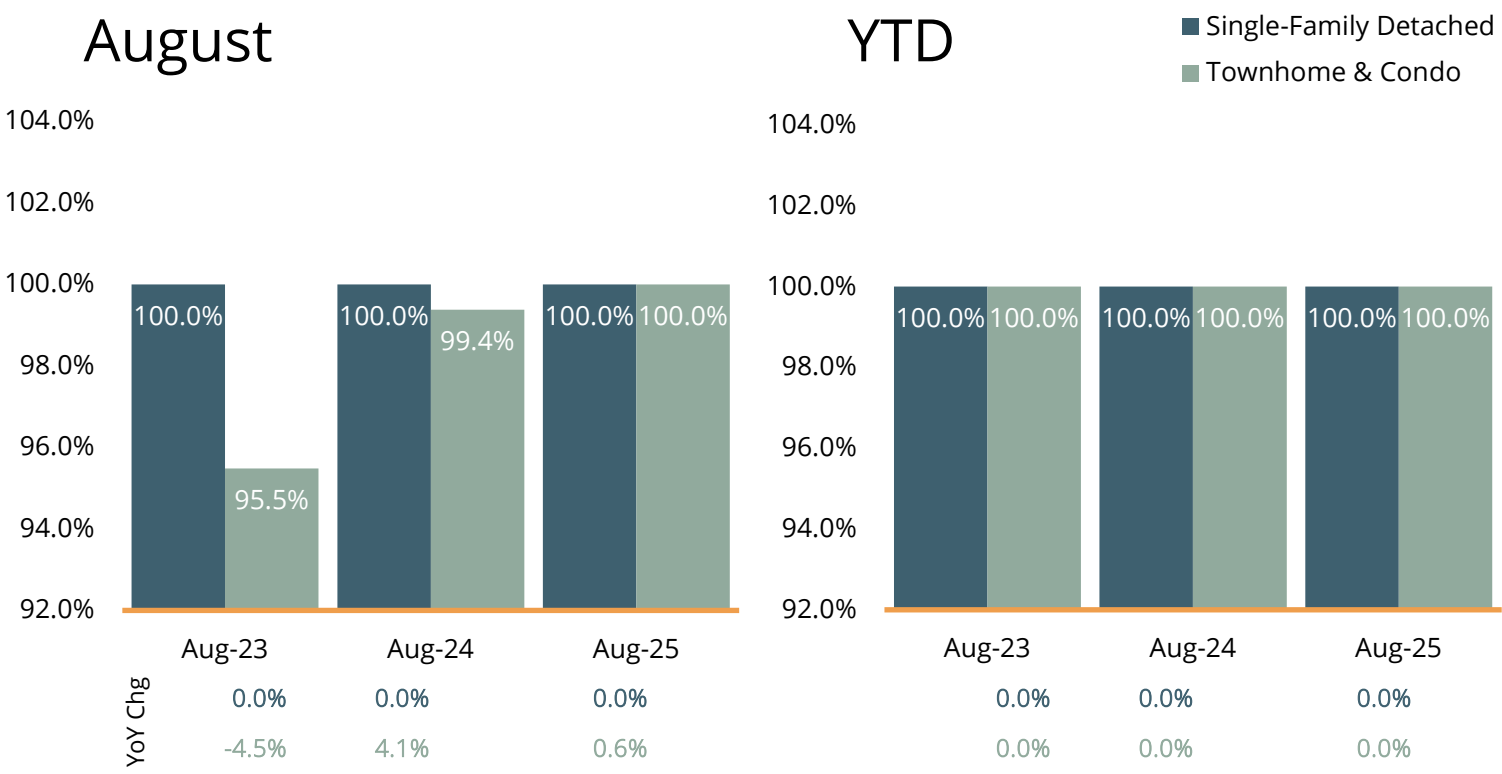
Source: Virginia REALTORS®, data accessed September 15, 2025

Sold Dollar Volume (in millions)

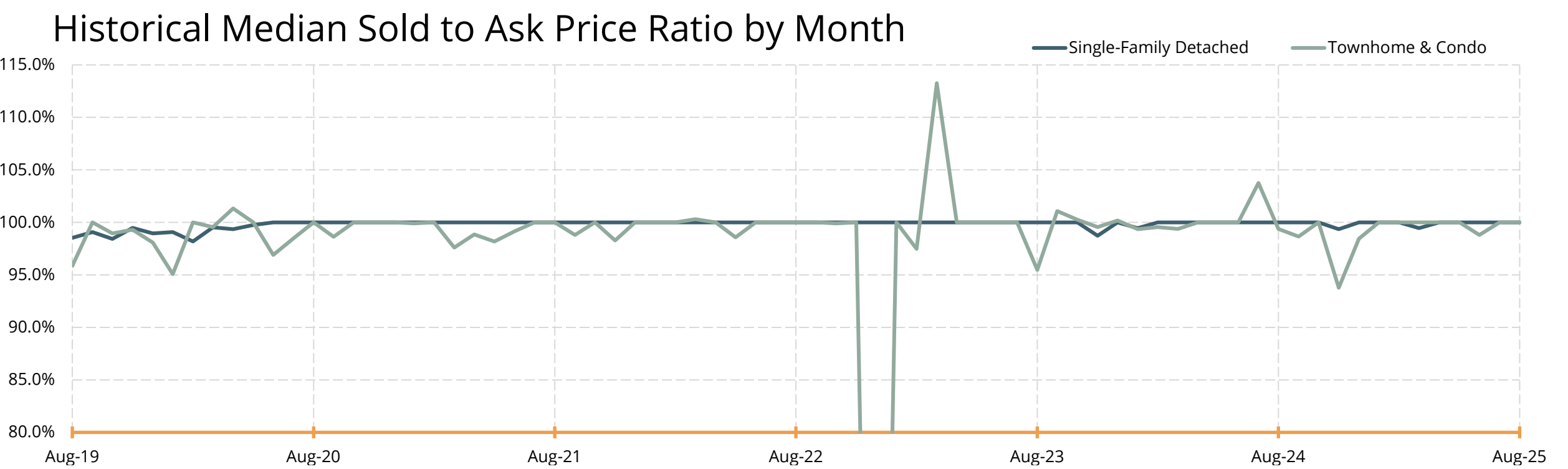


Source: Virginia REALTORS®, data accessed September 15, 2025

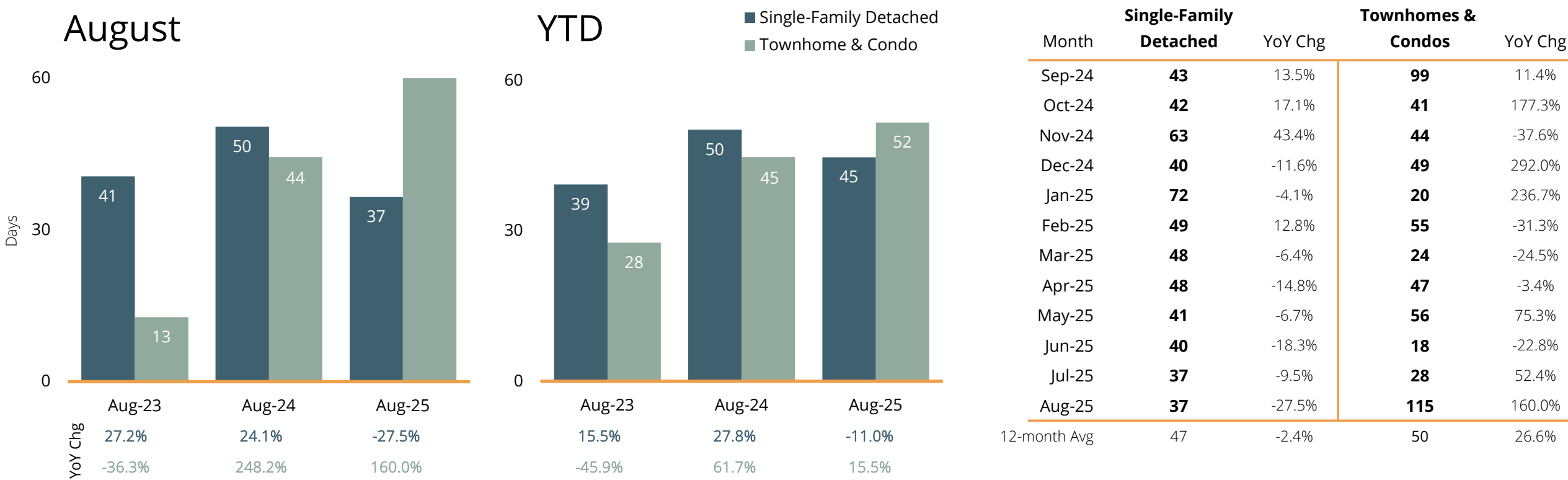
Median Sold to Ask Price Ratio



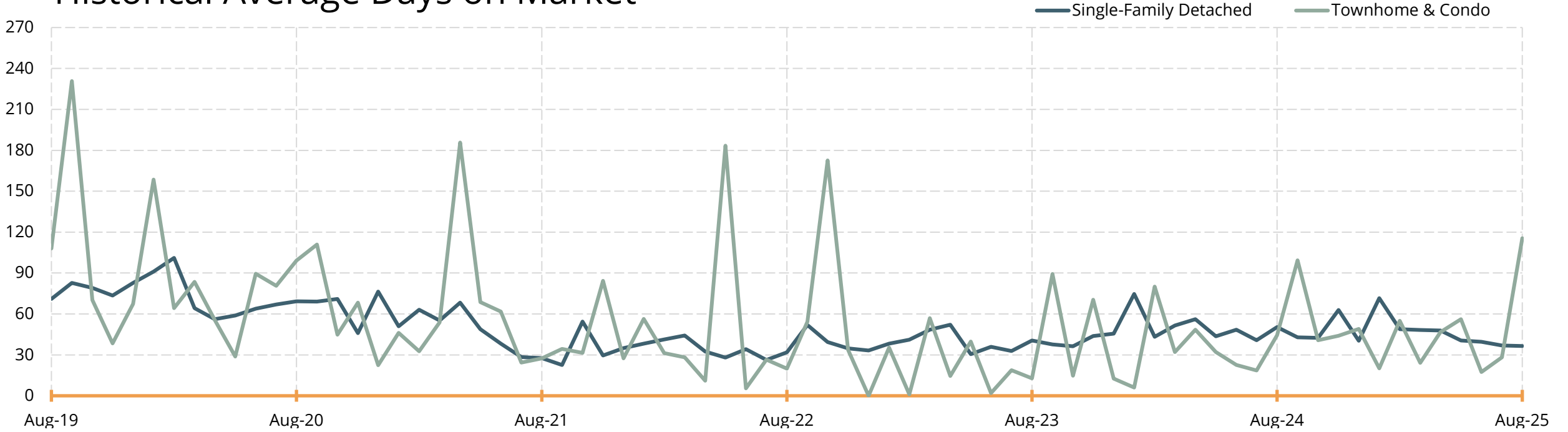
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	100.0%	0.0%	98.6%	-2.4%
Oct-24	100.0%	0.0%	100.0%	-0.3%
Nov-24	99.4%	0.6%	93.8%	-5.8%
Dec-24	100.0%	0.0%	98.5%	-1.7%
Jan-25	100.0%	0.5%	100.0%	0.7%
Feb-25	100.0%	0.0%	100.0%	0.4%
Mar-25	99.4%	-0.6%	100.0%	0.6%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	98.8%	-1.2%
Jul-25	100.0%	0.0%	100.0%	-3.6%
Aug-25	100.0%	0.0%	100.0%	0.6%
12-month Avg	99.9%	0.1%	99.1%	-1.1%



Average Days on Market



Historical Average Days on Market

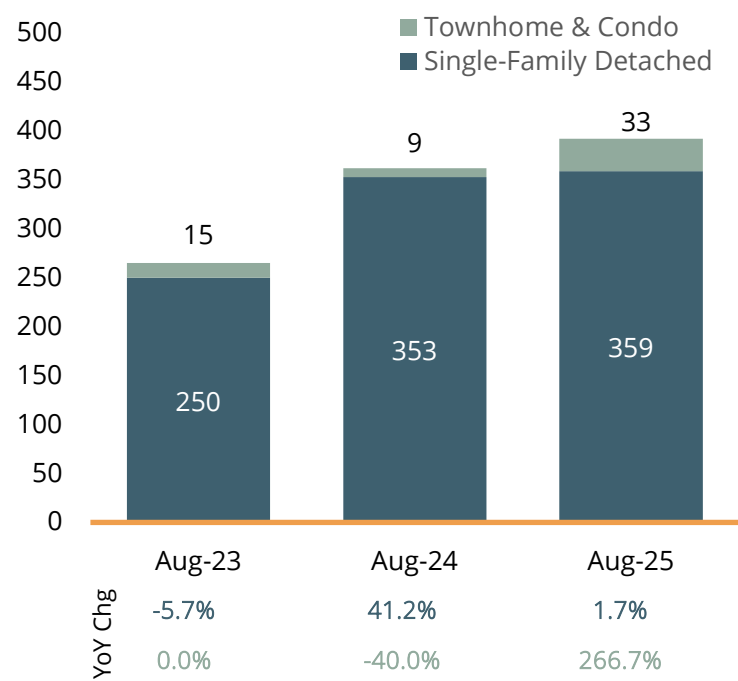


Source: Virginia REALTORS®, data accessed September 15, 2025

Active Listings

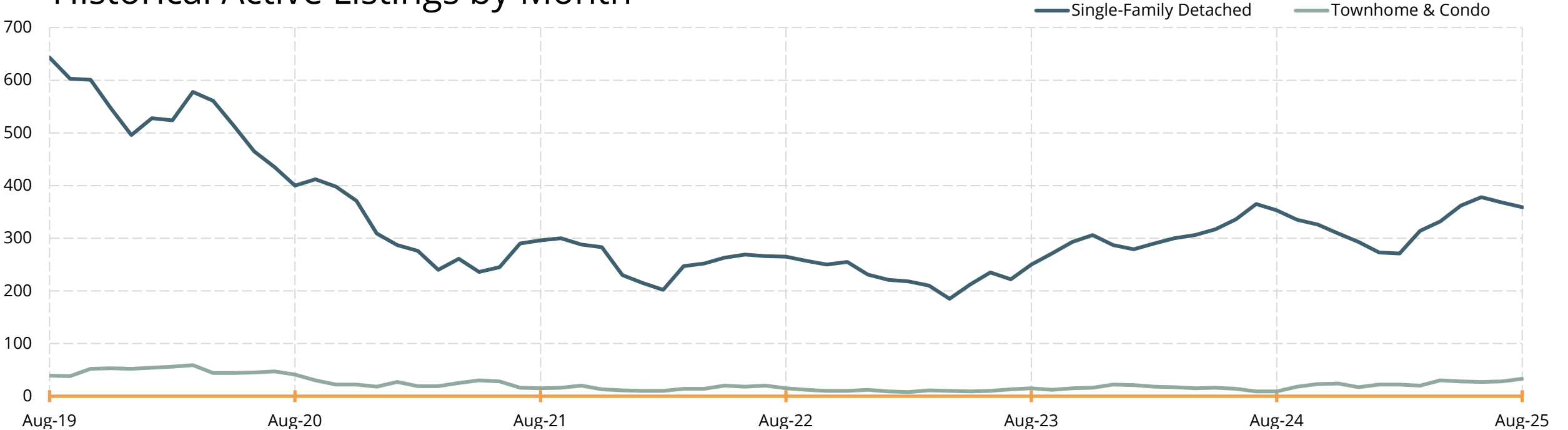


August



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	335	23.6%	18	50.0%
Oct-24	326	11.3%	23	53.3%
Nov-24	309	1.0%	24	50.0%
Dec-24	293	2.1%	17	-22.7%
Jan-25	273	-2.2%	22	4.8%
Feb-25	271	-6.6%	22	22.2%
Mar-25	314	4.7%	20	17.6%
Apr-25	332	8.5%	30	100.0%
May-25	362	14.2%	28	75.0%
Jun-25	378	12.5%	27	92.9%
Jul-25	368	0.8%	28	211.1%
Aug-25	359	1.7%	33	266.7%
12-month Avg	327	5.9%	24	58.7%

Historical Active Listings by Month

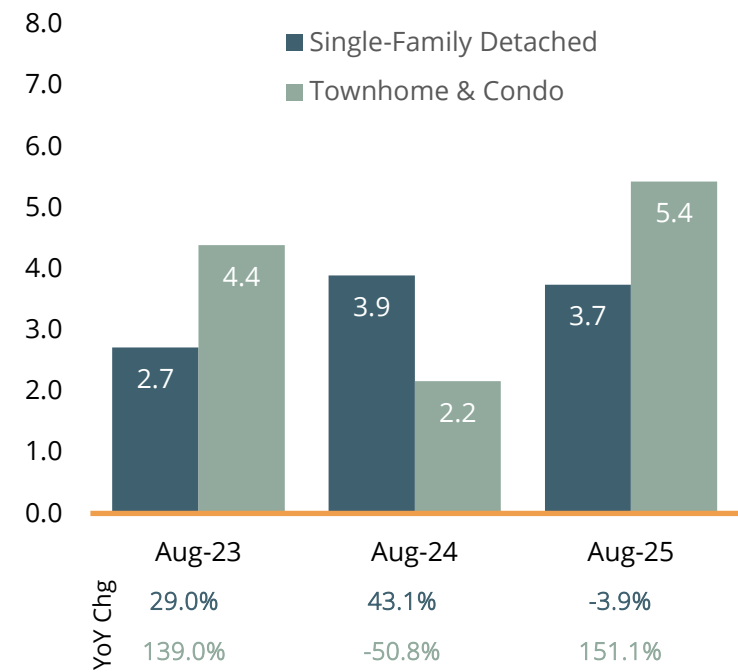


Source: Virginia REALTORS®, data accessed September 15, 2025

Months of Supply

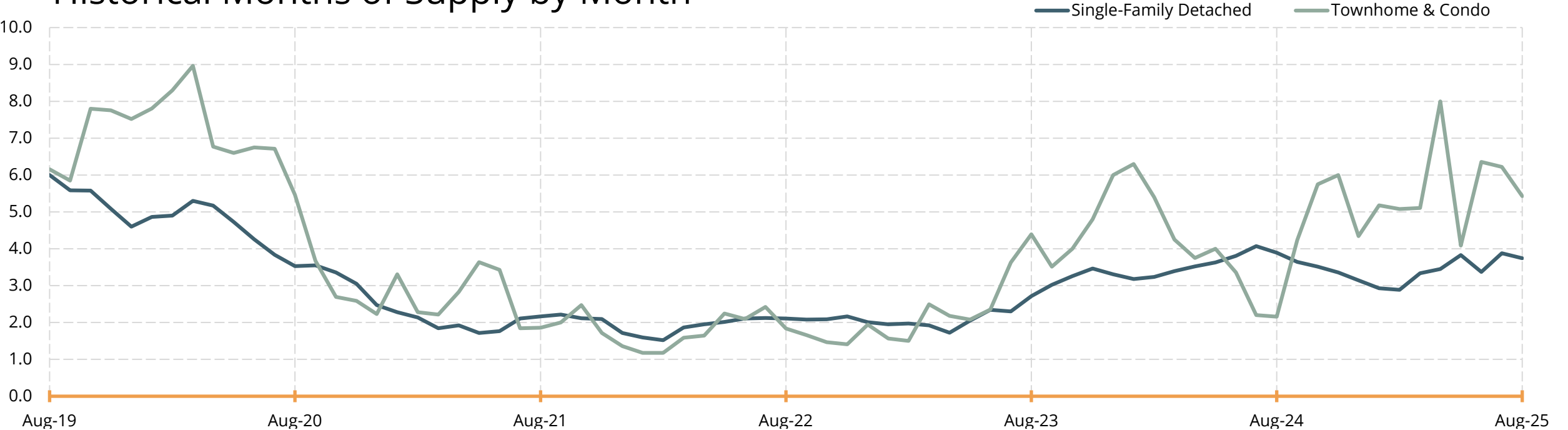


August



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	3.6	20.5%	4.2	20.6%
Oct-24	3.5	8.1%	5.8	43.8%
Nov-24	3.4	-3.0%	6.0	25.0%
Dec-24	3.1	-4.8%	4.3	-27.7%
Jan-25	2.9	-7.8%	5.2	-17.8%
Feb-25	2.9	-10.9%	5.1	-6.0%
Mar-25	3.3	-1.7%	5.1	20.2%
Apr-25	3.5	-2.0%	8.0	113.3%
May-25	3.8	5.6%	4.1	2.1%
Jun-25	3.4	-11.4%	6.4	89.1%
Jul-25	3.9	-4.8%	6.2	182.3%
Aug-25	3.7	-3.9%	5.4	151.1%
12-month Avg	3.4	-1.7%	5.5	32.2%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed September 15, 2025

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	63	57	-9.5%	37	51	37.8%	\$395,000	\$412,000	4.3%	128	140	9.4%	3.3	3.6	9.8%
King & Queen County	11	10	-9.1%	5	7	40.0%	\$190,000	\$329,900	73.6%	21	19	-9.5%	4.3	3.1	-28.1%
King William County	32	33	3.1%	30	34	13.3%	\$342,500	\$368,285	7.5%	92	80	-13.0%	4.4	3.1	-29.4%
Mathews County	20	23	15.0%	17	5	-70.6%	\$350,000	\$225,000	-35.7%	52	65	25.0%	3.6	5.9	63.8%
Middlesex County	29	31	6.9%	21	19	-9.5%	\$387,000	\$365,000	-5.7%	69	88	27.5%	4.3	5.0	16.1%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	459	495	7.8%	335	323	-3.6%	\$350,000	\$355,000	1.4%	128	140	9.4%
King & Queen County	68	70	2.9%	40	53	32.5%	\$265,000	\$325,000	22.6%	21	19	-9.5%
King William County	261	302	15.7%	190	215	13.2%	\$350,000	\$365,000	4.3%	92	80	-13.0%
Mathews County	168	172	2.4%	119	91	-23.5%	\$350,000	\$405,000	15.7%	52	65	25.0%
Middlesex County	221	235	6.3%	133	146	9.8%	\$382,500	\$379,900	-0.7%	69	88	27.5%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	63	55	-12.7%	36	50	38.9%	\$395,000	\$412,000	4.3%	128	132	3.1%	3.4	4.9	43.8%
King & Queen County	11	10	-9.1%	5	7	40.0%	\$190,000	\$329,900	73.6%	21	19	-9.5%	4.3	3.7	-13.8%
King William County	27	30	11.1%	26	29	11.5%	\$342,500	\$380,000	10.9%	83	59	-28.9%	4.4	2.8	-36.8%
Mathews County	20	22	10.0%	17	5	-70.6%	\$350,000	\$225,000	-35.7%	52	65	25.0%	3.6	3.8	5.7%
Middlesex County	27	30	11.1%	21	18	-14.3%	\$387,000	\$386,000	-0.3%	69	84	21.7%	4.5	7.2	60.6%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	453	479	5.7%	325	312	-4.0%	\$350,000	\$356,500	1.9%	128	132	3.1%
King & Queen County	68	70	2.9%	40	53	32.5%	\$265,000	\$325,000	22.6%	21	19	-9.5%
King William County	232	263	13.4%	170	187	10.0%	\$355,000	\$367,570	3.5%	83	59	-28.9%
Mathews County	168	170	1.2%	119	90	-24.4%	\$350,000	\$410,000	17.1%	52	65	25.0%
Middlesex County	215	226	5.1%	129	143	10.9%	\$380,000	\$376,800	-0.8%	69	84	21.7%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	0	2	n/a	1	1	0.0%	\$425,000	\$260,000	-38.8%	0	8	#DIV/0!	0.0	4.4	#DIV/0!
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
King William County	5	3	-40.0%	4	5	25.0%	\$341,000	\$313,444	-8.1%	9	21	133.3%	4.3	7.0	62.0%
Mathews County	0	1	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Middlesex County	2	1	-50.0%	0	1	n/a	\$0	\$345,000	n/a	0	4	n/a	0.0	3.4	n/a

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Gloucester County	6	16	166.7%	10	11	10.0%	\$350,000	\$339,000	-3.1%	0	8	n/a
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
King William County	29	39	34.5%	20	28	40.0%	\$285,000	\$327,475	14.9%	9	21	133.3%
Mathews County	0	2	n/a	0	1	n/a	\$0	\$298,500	n/a	0	0	n/a
Middlesex County	6	9	50.0%	4	3	-25.0%	\$382,500	\$385,000	0.7%	0	4	n/a



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:

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Data and analysis provided by Virginia REALTORS® Research Team

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.