



JULY
2025

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

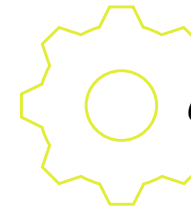
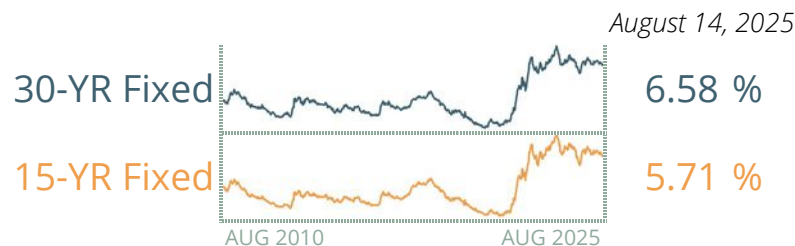
Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: July 2025

- > **The CBRAR area experienced an uptick in sales this month.** There were 118 total transactions, up 5.3% from last year, which is six additional sales. King and Queen County had four more home sales (+133.3%) than a year ago, as King William County had seven more closed sales (+33.3%). Mathews County was the only local market to experience a drop-off in activity (-36.3%).
- > **Regionwide, pending sales declined year-over-year.** The CBRAR area had 105 total pending sales in the month of July, 8.7% less than the year before, which is 10 fewer pending sales. Activity was on the rise in Gloucester County with seven additional pending sales (+15.9%) and King William County with three more than last July (+12.5%). Mathews County had the biggest decline in pending sales this month (-88.8%) followed by Middlesex County (-20.8%).
- > **The region's median sales price was relatively flat this month.** At \$355,000, home prices ticked up 0.5% from a year ago, a modest \$1,872 price increase. King and Queen County saw the largest gain in sales price this month with homes costing \$388,000 more than last July (+222.3%). Home prices also surged in Middlesex County with the median costs of a home up \$172,550 (+68.3%). The only local market where prices dipped was Gloucester County with sale prices down \$8,500 (-2.4%).
- > **Listings continued to climb across the region.** There were 396 active listings at the end of July, 22 more listings than last year, a 5.9% uptick in listings. Gloucester County had the biggest influx of listings this month (+30 listings), followed by Middlesex County (+7 listings) and Mathews County (+6 listings). Active listings declined in King William County, which had 13 fewer listings than a year earlier (-14.4%).

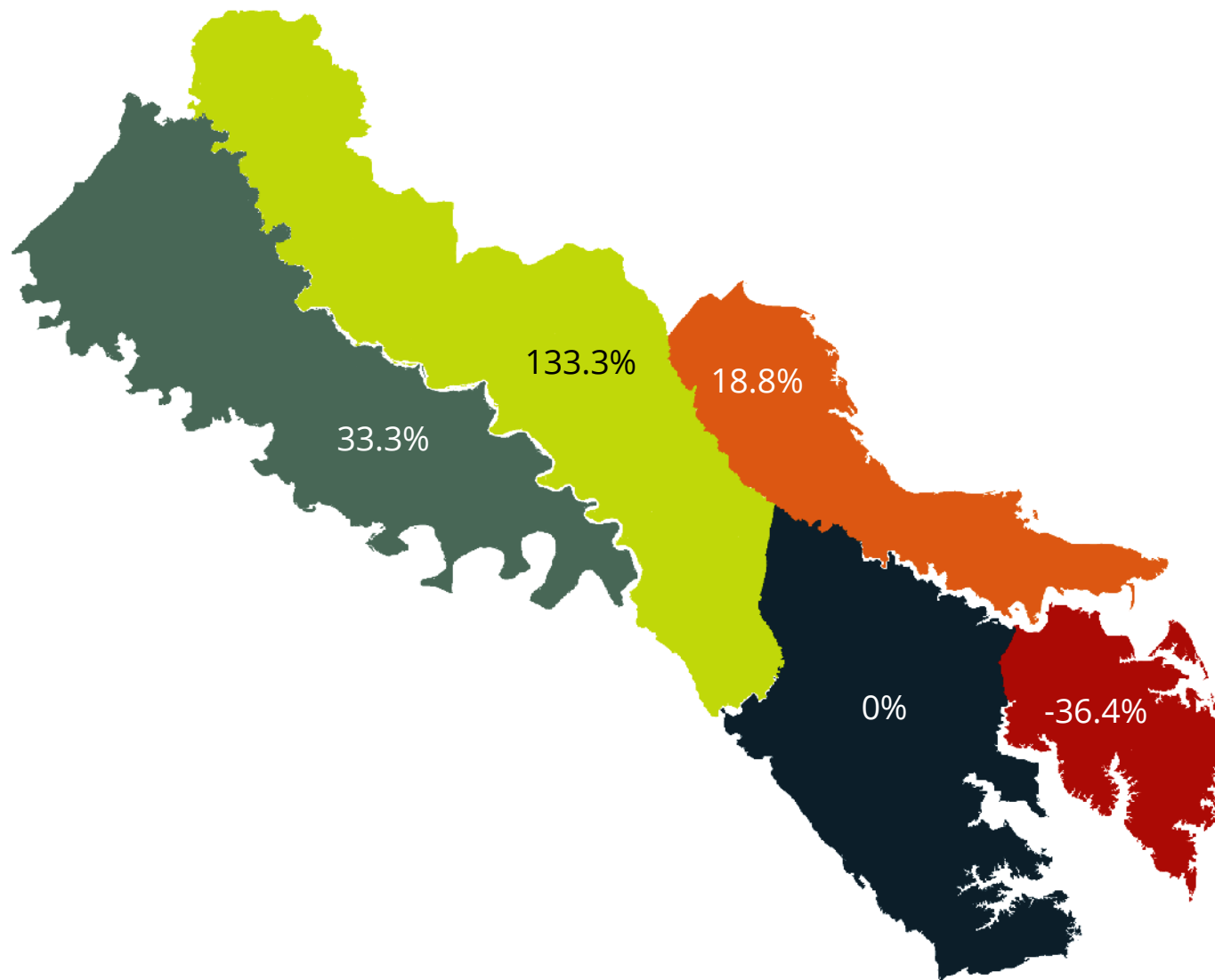
INTEREST RATE
TRACKER



Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Jul-25	Indicator
▲ 5.4%	118	Sales
▼ -8.7%	105	Pending Sales
▼ -10.4%	147	New Listings
▲ 3.0%	\$365,718	Median List Price
▲ 0.5%	\$355,000	Median Sales Price
▼ -0.3%	\$222	Median Price Per Square Foot
▲ 15.8%	\$50.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -9.5%	37	Average Days on Market
▲ 5.9%	396	Active Listings
▼ -0.2%	4.0	Months of Supply

Market Activity - Chesapeake Bay & Rivers Footprint



Jurisdiction	Total Sales		
	Jul-24	Jul-25	% Chg
Gloucester County	50	50	0.0%
King & Queen County	3	7	133.3%
King William County	21	28	33.3%
Mathews County	22	14	-36.4%
Middlesex County	16	19	18.8%
Chesapeake Bay & Rivers	112	118	5.4%

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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			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25						
Sales				112	118	5.4%	707	712	0.7%
Pending Sales				115	105	-8.7%	742	756	1.9%
New Listings				164	147	-10.4%	1,022	1,120	9.6%
Median List Price				\$354,900	\$365,718	3.0%	\$350,000	\$364,725	4.2%
Median Sales Price				\$353,128	\$355,000	0.5%	\$350,000	\$359,000	2.6%
Median Price Per Square Foot				\$223	\$222	-0.3%	\$207	\$218	5.4%
Sold Dollar Volume (in millions)				\$43.6	\$50.5	15.8%	\$282.8	\$293.4	3.7%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				40	37	-9.5%	50	46	-8.2%
Active Listings				374	396	5.9%	n/a	n/a	n/a
Months of Supply				4.0	4.0	-0.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25						
Sales				110	113	2.7%	678	676	-0.3%
Pending Sales				108	100	-7.4%	710	718	1.1%
New Listings				161	141	-12.4%	988	1,061	7.4%
Median List Price				\$354,900	\$366,485	3.3%	\$354,450	\$365,000	3.0%
Median Sales Price				\$353,128	\$365,000	3.4%	\$351,115	\$359,990	2.5%
Median Price Per Square Foot				\$223	\$223	0.3%	\$209	\$220	5.5%
Sold Dollar Volume (in millions)				\$42.9	\$48.8	13.8%	\$273.5	\$281.2	2.8%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				41	37	-9.5%	50	46	-8.7%
Active Listings				365	368	0.8%	n/a	n/a	n/a
Months of Supply				4.1	3.9	-4.8%	n/a	n/a	n/a

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

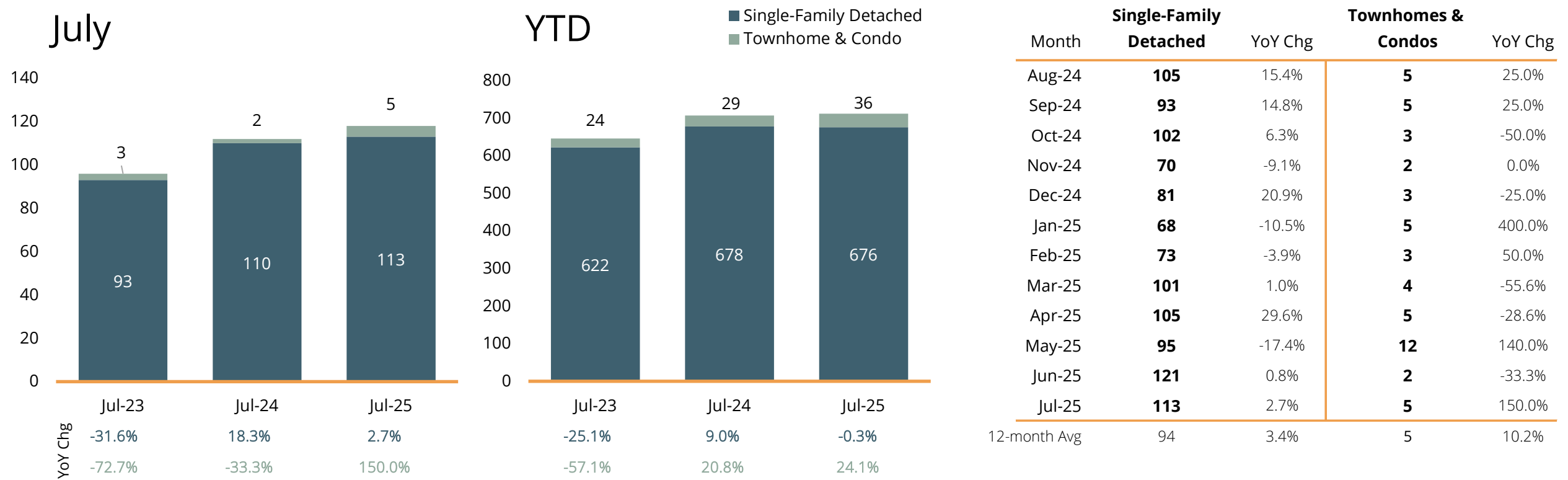
Townhome & Condo Market Overview



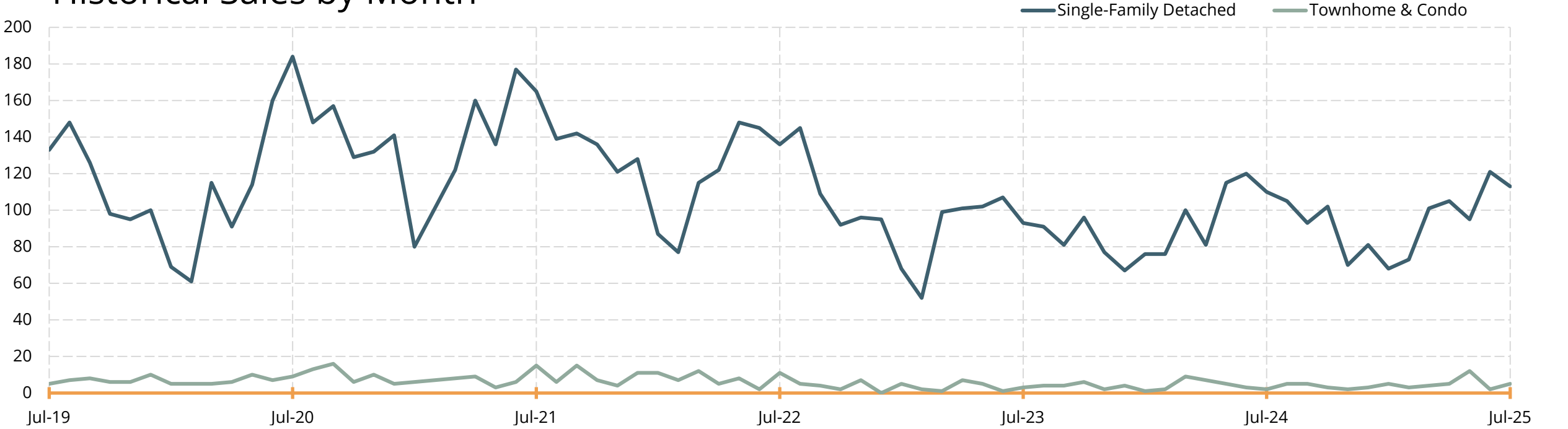
Key Metrics	2-year Trends			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25						
Sales				2	5	150.0%	29	36	24.1%
Pending Sales				7	5	-28.6%	32	38	18.8%
New Listings				3	6	100.0%	34	59	73.5%
Median List Price				\$334,700	\$335,000	0.1%	\$317,950	\$337,250	6.1%
Median Sales Price				\$349,500	\$340,000	-2.7%	\$315,000	\$335,000	6.3%
Median Price Per Square Foot				\$182	\$207	14.2%	\$193	\$204	5.7%
Sold Dollar Volume (in millions)				\$0.7	\$1.7	138.9%	\$9.3	\$12.2	31.6%
Median Sold/Ask Price Ratio				103.8%	100.0%	-3.6%	100.0%	100.0%	0.0%
Average Days on Market				19	28	52.4%	37	40	10.0%
Active Listings				9	28	211.1%	n/a	n/a	n/a
Months of Supply				2.2	6.2	182.3%	n/a	n/a	n/a

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

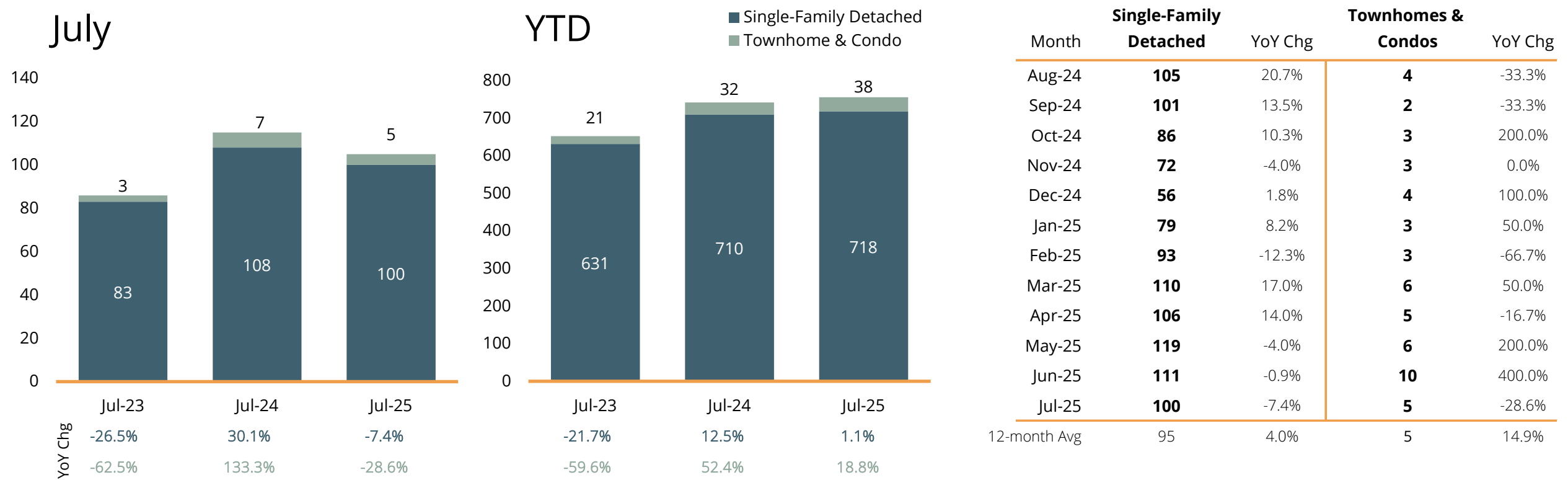
Sales



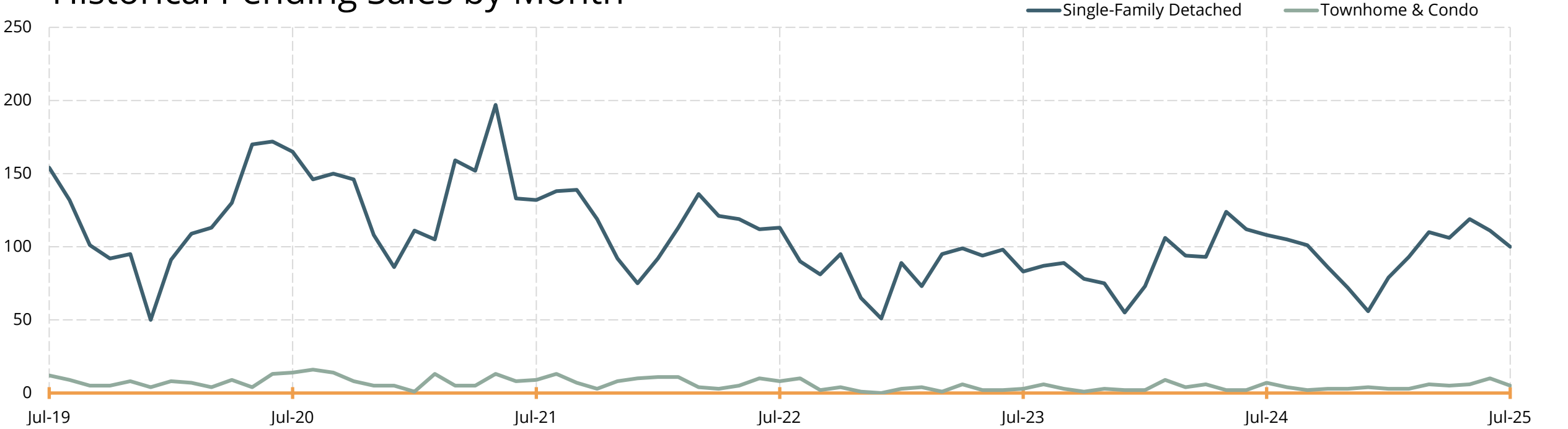
Historical Sales by Month



Pending Sales

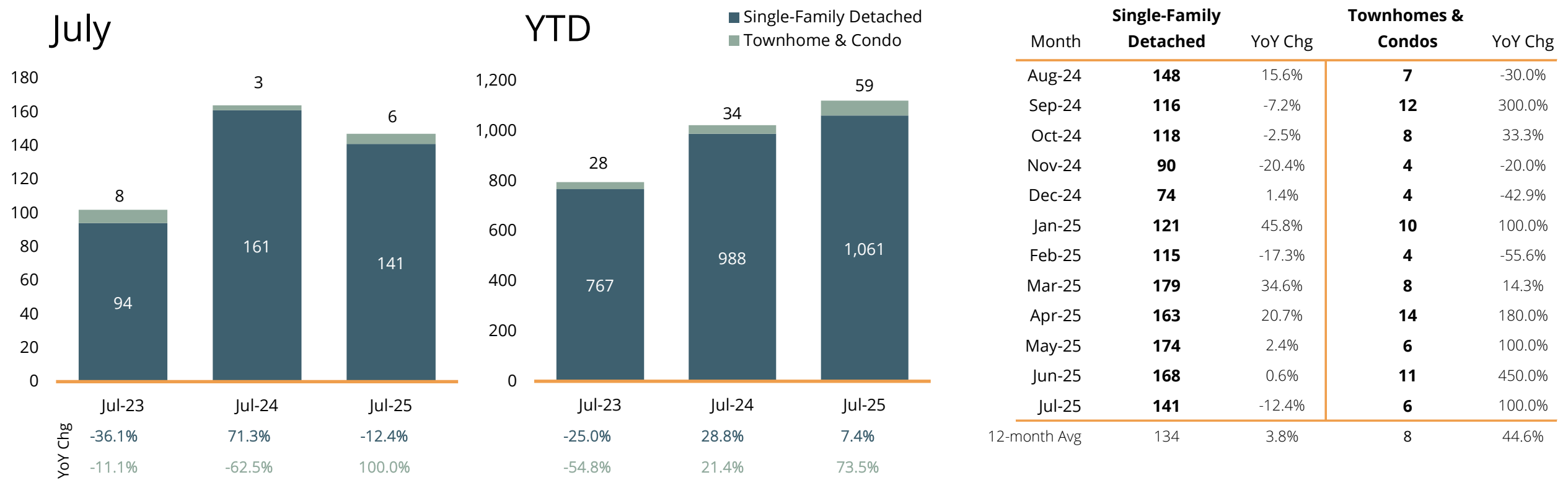


Historical Pending Sales by Month

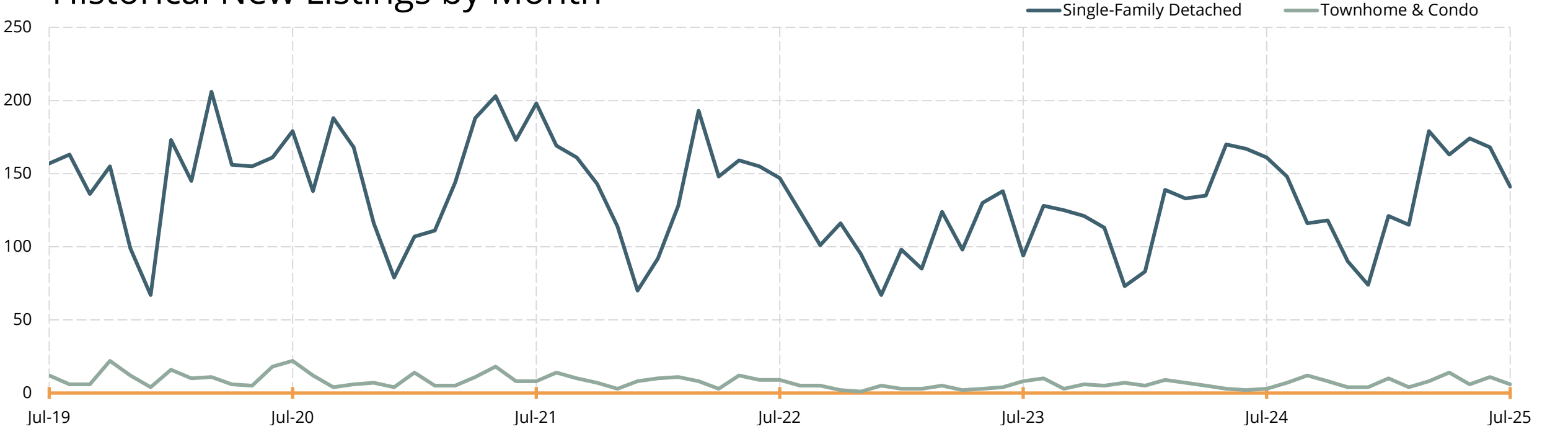


Source: Virginia REALTORS®, data accessed August 15, 2025

New Listings

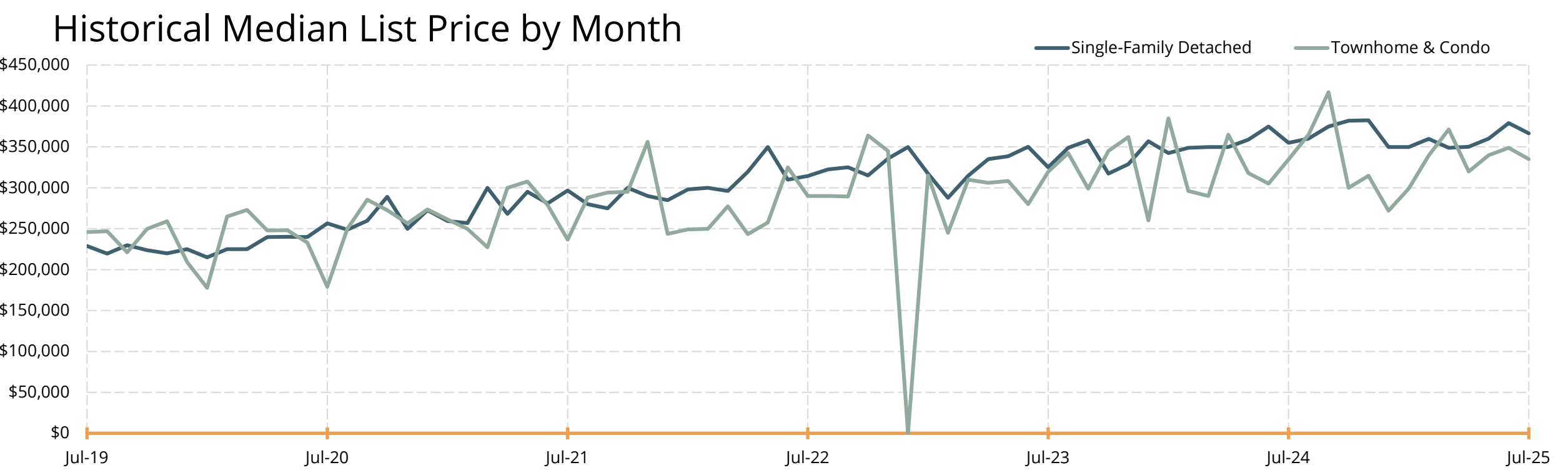
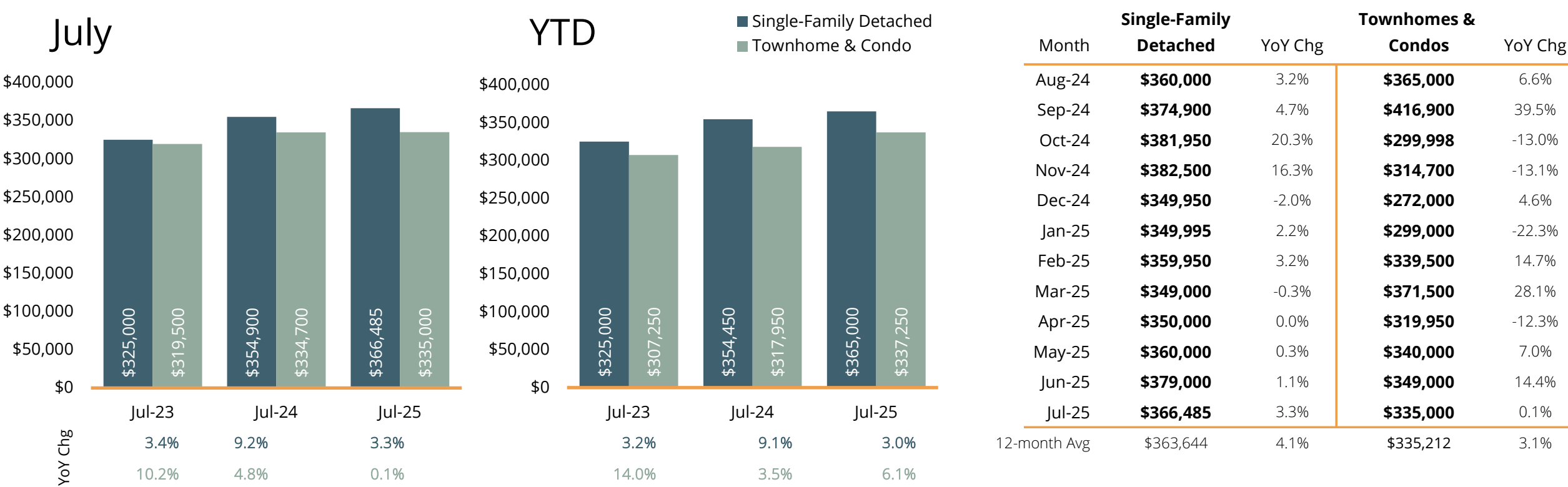


Historical New Listings by Month

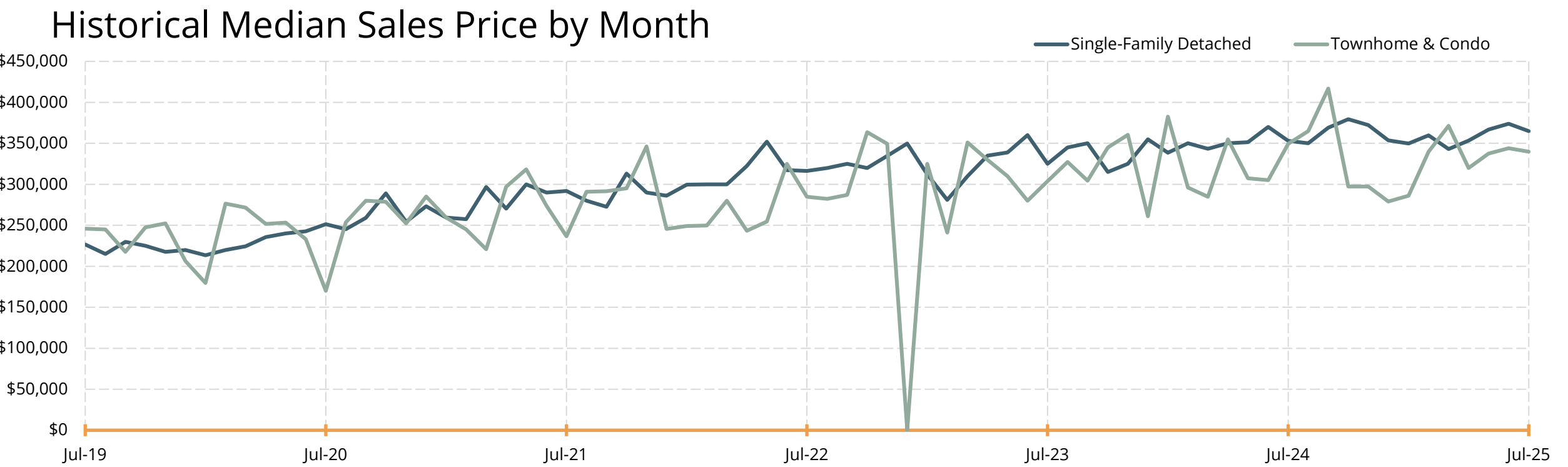
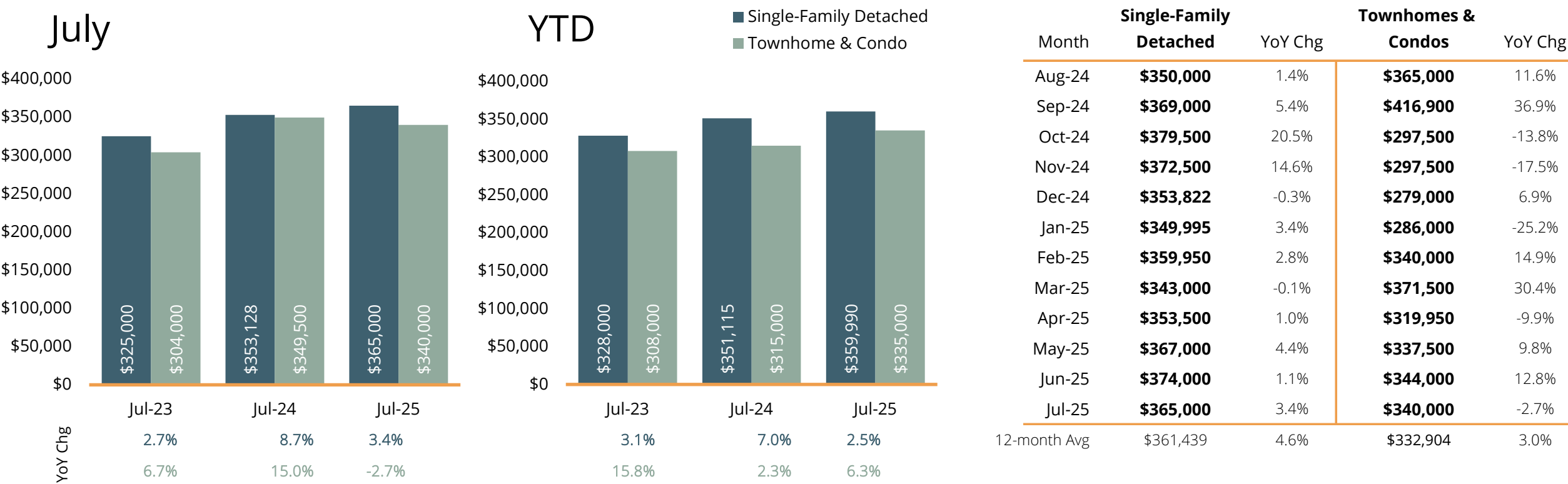


Source: Virginia REALTORS®, data accessed August 15, 2025

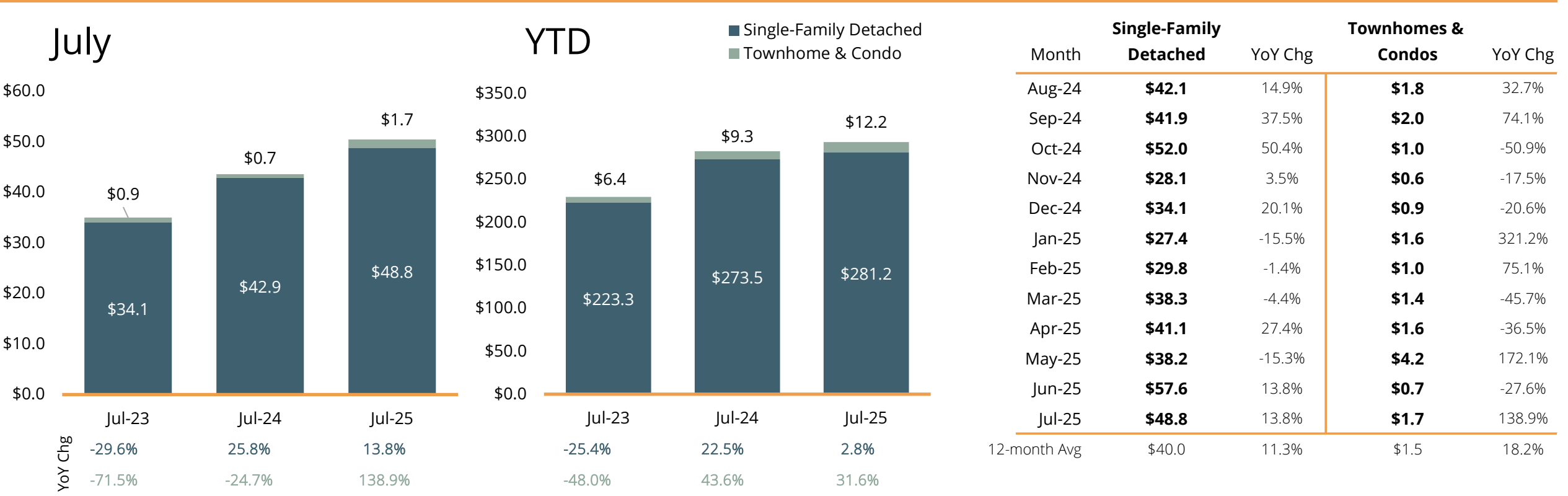
Median List Price



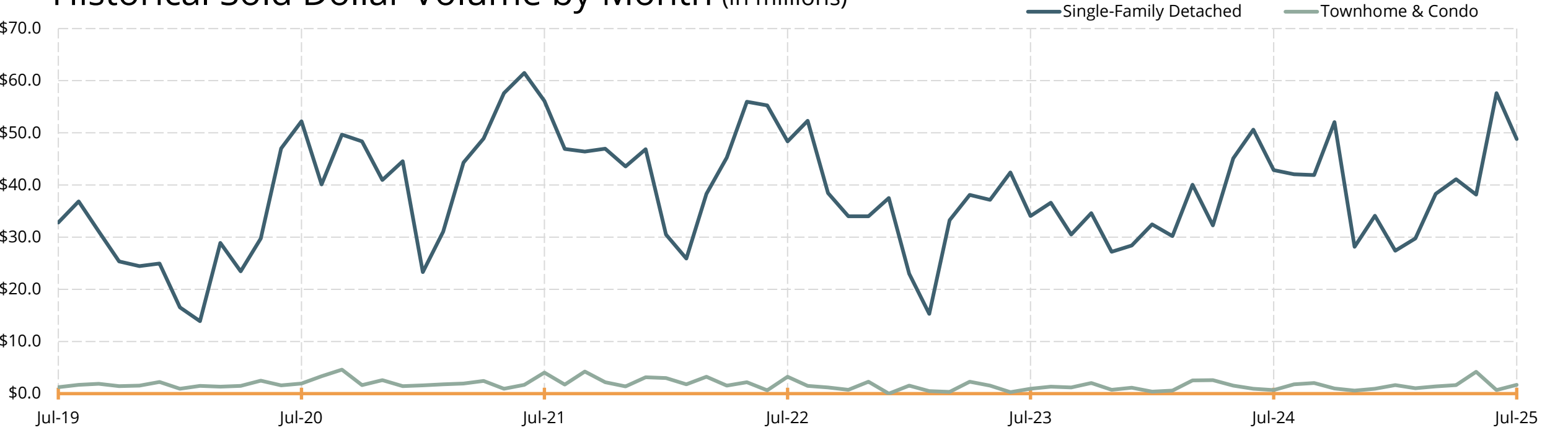
Median Sales Price



Sold Dollar Volume (in millions)

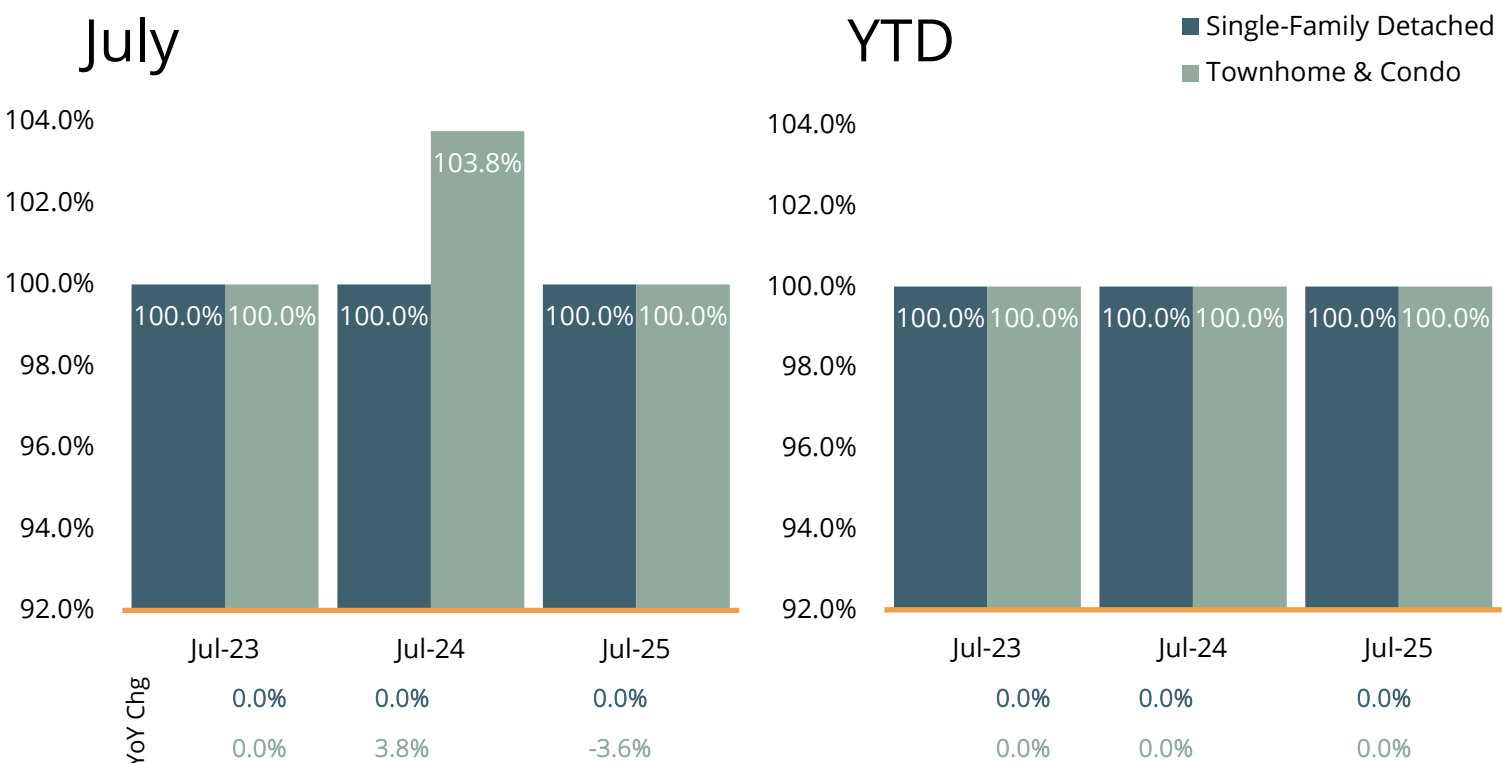


Historical Sold Dollar Volume by Month (in millions)



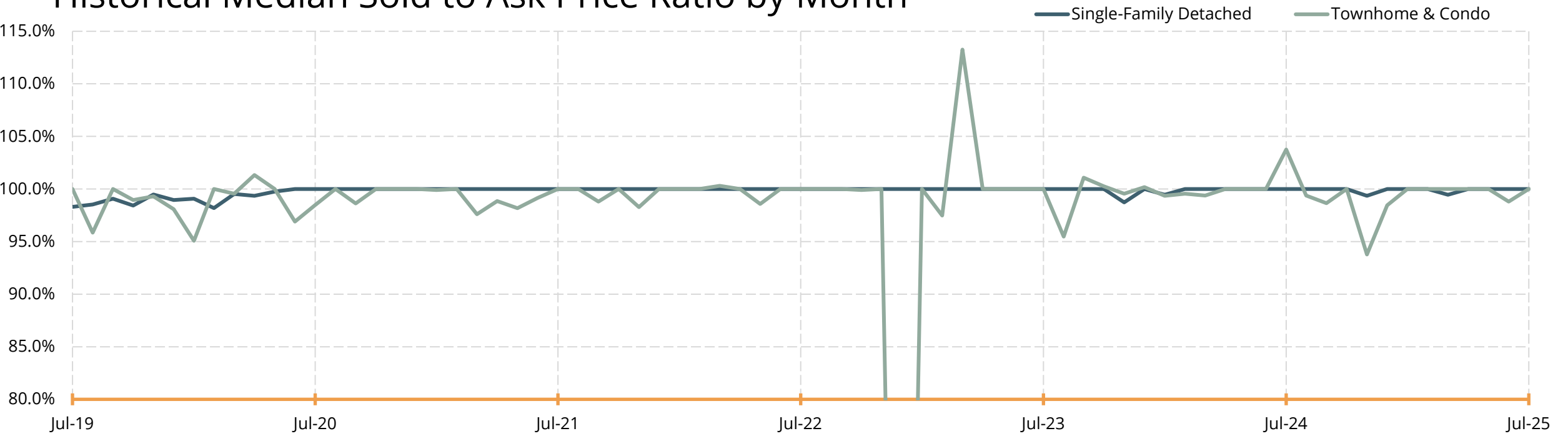
Source: Virginia REALTORS®, data accessed August 15, 2025

Median Sold to Ask Price Ratio



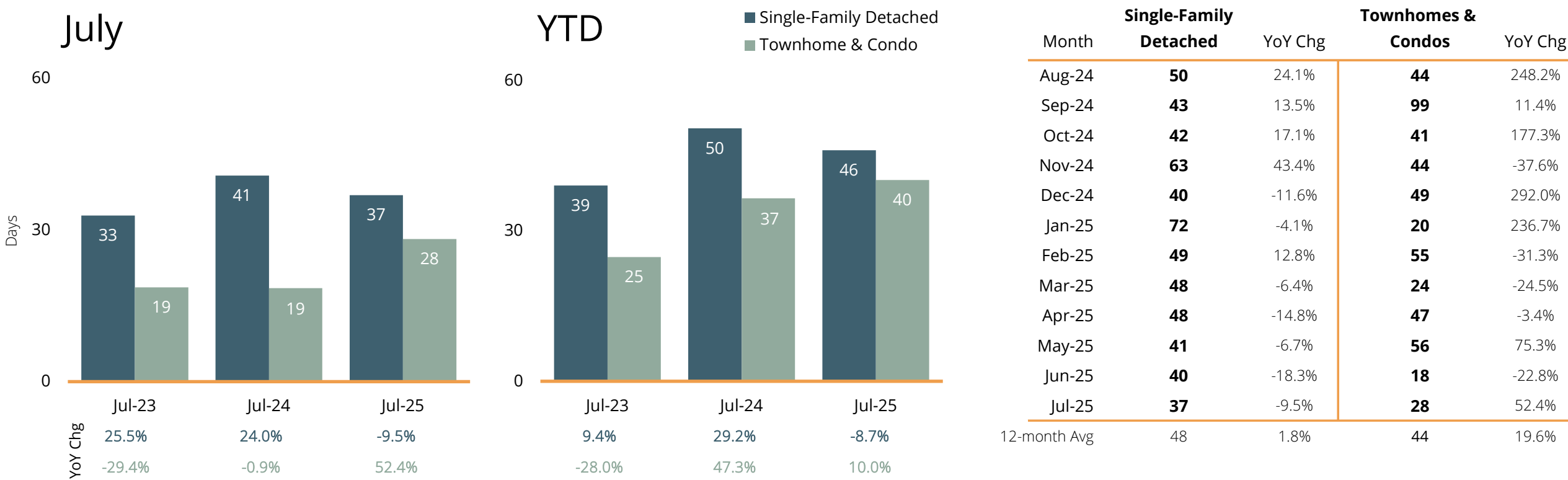
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	100.0%	0.0%	99.4%	4.1%
Sep-24	100.0%	0.0%	98.6%	-2.4%
Oct-24	100.0%	0.0%	100.0%	-0.3%
Nov-24	99.4%	0.6%	93.8%	-5.8%
Dec-24	100.0%	0.0%	98.5%	-1.7%
Jan-25	100.0%	0.5%	100.0%	0.7%
Feb-25	100.0%	0.0%	100.0%	0.4%
Mar-25	99.4%	-0.6%	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%
12-month Avg	99.9%	0.1%	99.1%	-0.8%

Historical Median Sold to Ask Price Ratio by Month

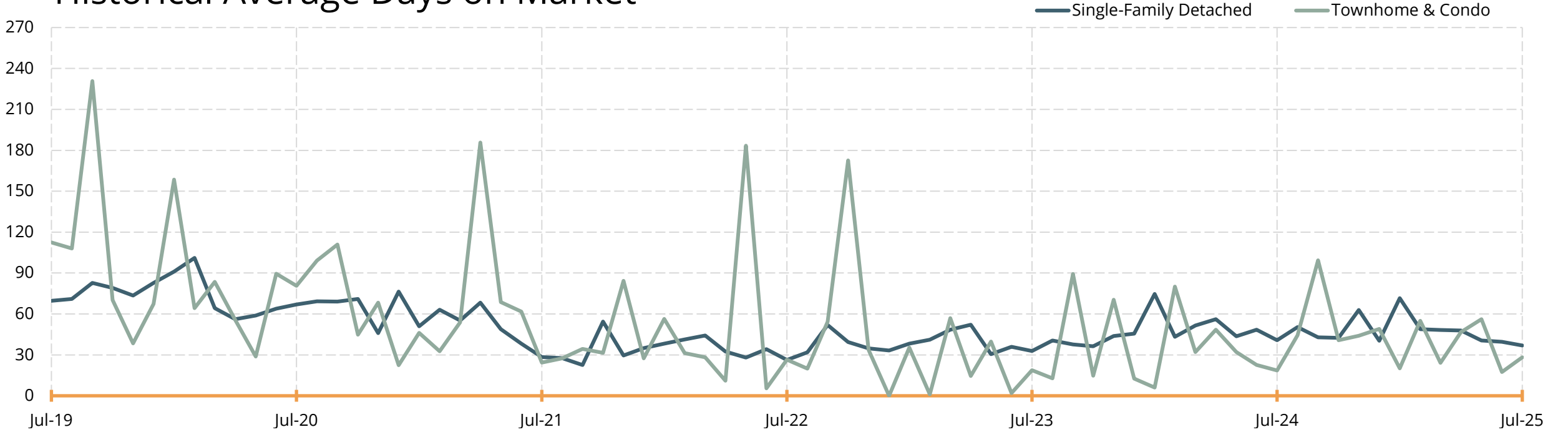


Source: Virginia REALTORS®, data accessed August 15, 2025

Average Days on Market



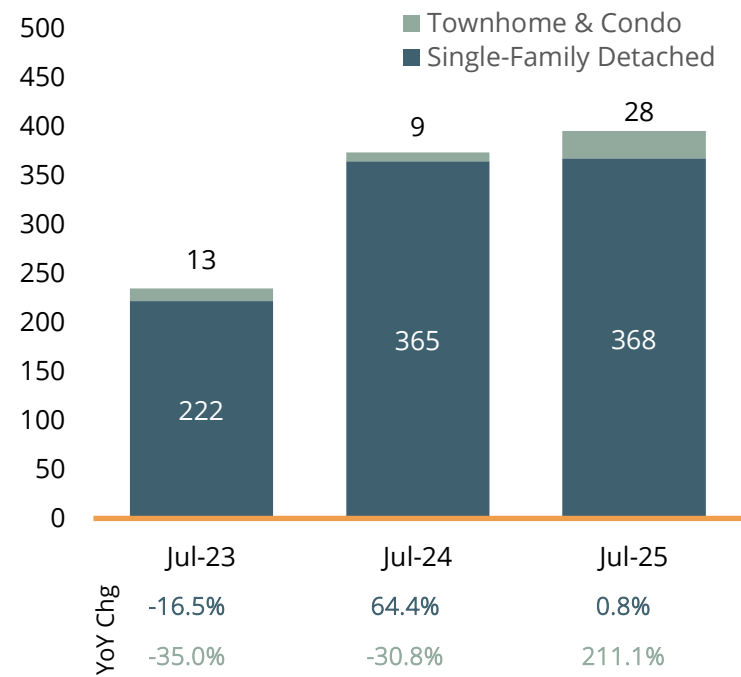
Historical Average Days on Market



Active Listings

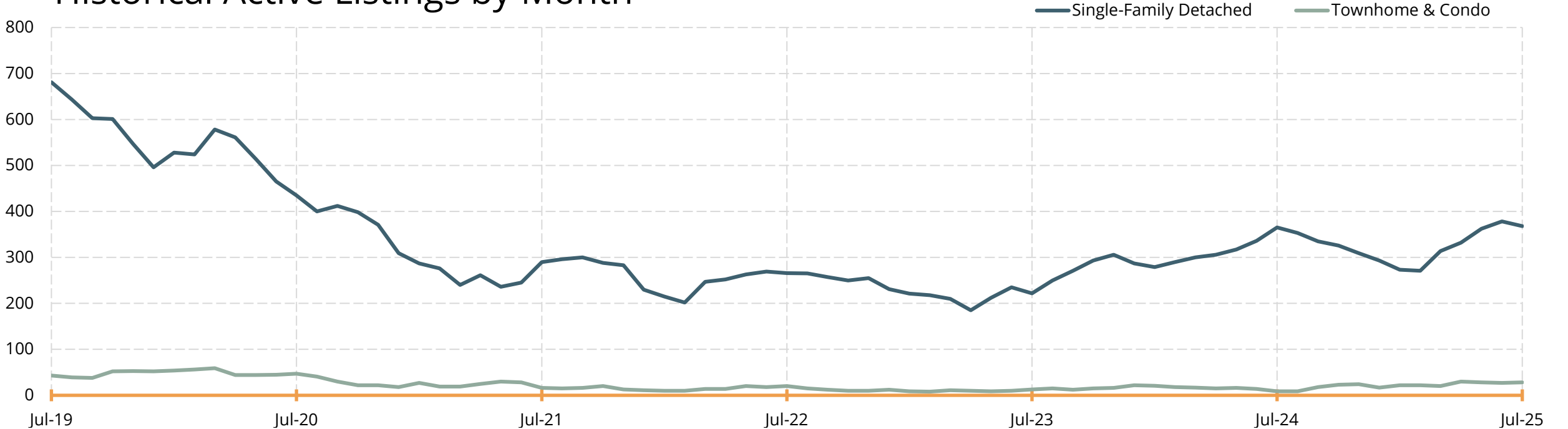


July



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	353	41.2%	9	-40.0%
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%
12-month Avg	326	8.7%	22	41.1%

Historical Active Listings by Month

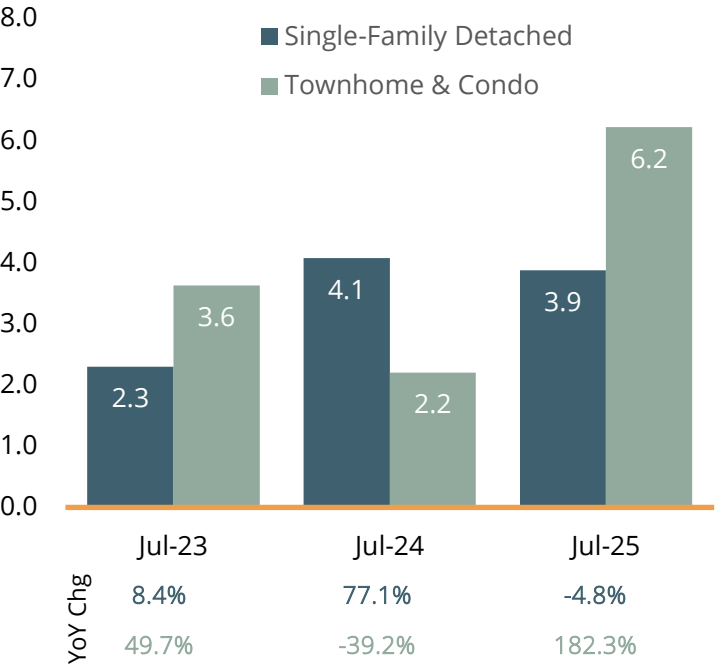


Source: Virginia REALTORS®, data accessed August 15, 2025

Months of Supply

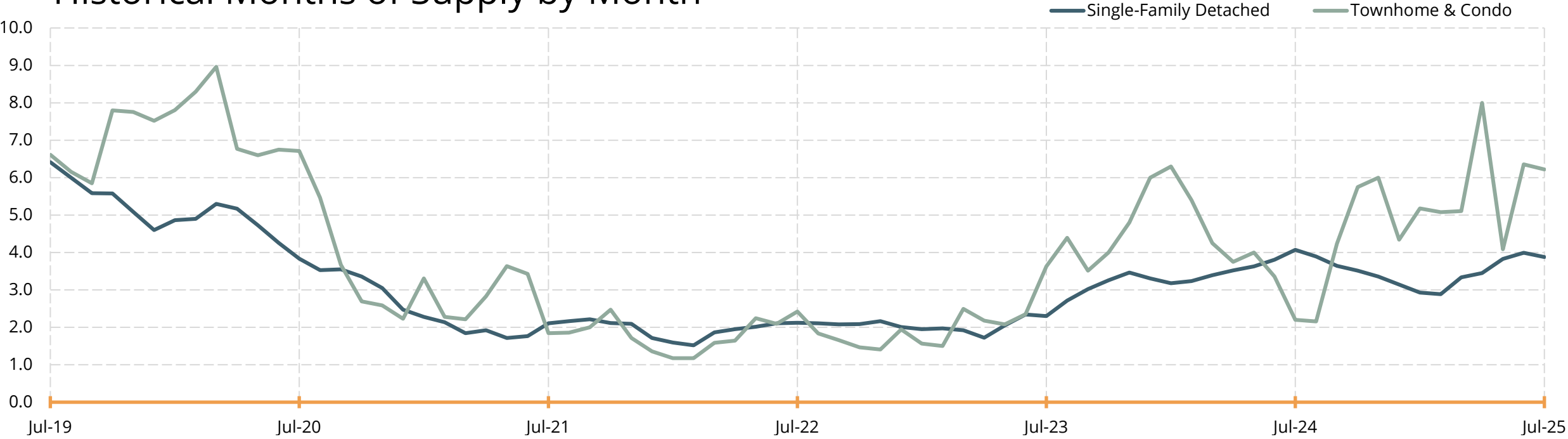


July



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	3.9	43.1%	2.2	-50.8%
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	4.0	4.9%	6.4	89.1%
Jul-25	3.9	-4.8%	6.2	182.3%
12-month Avg	3.5	3.1%	5.2	20.3%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	72	69	-4.2%	50	50	0.0%	\$356,450	\$347,950	-2.4%	129	159	23.3%	3.3	4.2	26.2%
King & Queen County	6	5	-16.7%	3	7	133.3%	\$152,000	\$490,000	222.4%	20	12	-40.0%	4.2	2.0	-51.8%
King William County	24	23	-4.2%	21	28	33.3%	\$351,355	\$357,500	1.7%	90	77	-14.4%	4.4	3.0	-30.4%
Mathews County	26	19	-26.9%	22	14	-36.4%	\$375,000	\$378,500	0.9%	56	62	10.7%	4.0	5.2	27.6%
Middlesex County	36	31	-13.9%	16	19	18.8%	\$252,450	\$425,000	68.4%	79	86	8.9%	5.2	4.8	-6.8%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	396	438	10.6%	298	272	-8.7%	\$347,000	\$350,000	0.9%	129	159	23.3%
King & Queen County	57	60	5.3%	35	46	31.4%	\$267,450	\$324,975	21.5%	20	12	-40.0%
King William County	229	269	17.5%	160	181	13.1%	\$353,000	\$360,000	2.0%	90	77	-14.4%
Mathews County	148	149	0.7%	102	86	-15.7%	\$350,000	\$410,000	17.1%	56	62	10.7%
Middlesex County	192	204	6.3%	112	127	13.4%	\$382,500	\$379,900	-0.7%	79	86	8.9%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	69	67	-2.9%	49	49	0.0%	\$354,900	\$346,000	-2.5%	128	153	19.5%	3.4	4.1	20.9%
King & Queen County	6	5	-16.7%	3	7	133.3%	\$152,000	\$490,000	222.4%	20	12	-40.0%	4.2	2.0	-51.8%
King William County	24	20	-16.7%	20	24	20.0%	\$353,778	\$371,685	5.1%	82	57	-30.5%	4.4	2.5	-41.8%
Mathews County	26	19	-26.9%	22	14	-36.4%	\$375,000	\$378,500	0.9%	56	62	10.7%	4.0	5.2	28.5%
Middlesex County	36	30	-16.7%	16	19	18.8%	\$252,450	\$425,000	68.4%	79	84	6.3%	5.4	4.8	-10.9%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	390	424	8.7%	289	262	-9.3%	\$345,000	\$350,000	1.4%	128	153	19.5%
King & Queen County	57	60	5.3%	35	46	31.4%	\$267,450	\$324,975	21.5%	20	12	-40.0%
King William County	205	233	13.7%	144	158	9.7%	\$360,000	\$366,053	1.7%	82	57	-30.5%
Mathews County	148	148	0.0%	102	85	-16.7%	\$350,000	\$415,000	18.6%	56	62	10.7%
Middlesex County	188	196	4.3%	108	125	15.7%	\$380,000	\$379,900	0.0%	79	84	6.3%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	3	2	n/a	1	1	0.0%	\$420,000	\$355,000	-15.5%	1	6	500.0%	0.6	5.5	776.9%
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	0	3	n/a	1	4	300.0%	\$279,000	\$332,500	19.2%	8	20	150.0%	4.4	6.9	57.1%
Mathews County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Middlesex County	0	1	n/a	0	0	n/a	\$0	\$0	n/a	0	2	n/a	0.0	4.8	n/a

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Gloucester County	6	14	133.3%	9	10	11.1%	\$350,000	\$342,500	-2.1%	1	6	500.0%
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
King William County	24	36	50.0%	16	23	43.8%	\$282,000	\$329,950	17.0%	8	20	150.0%
Mathews County	0	1	n/a	0	1	n/a	\$0	\$298,500	n/a	0	0	n/a
Middlesex County	4	8	100.0%	4	2	-50.0%	\$383,750	\$367,498	-4.2%	0	2	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.

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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.