



JUNE
2025

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

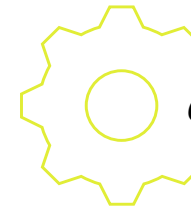
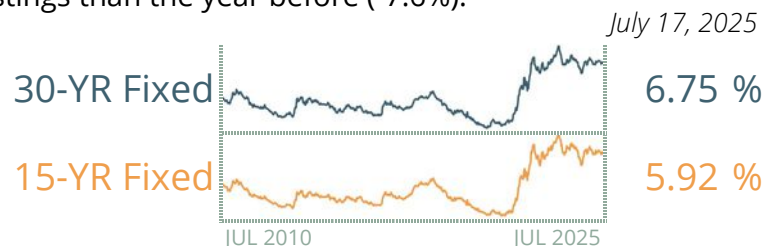
Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: June 2025

- > **Sales activity was flat this month in the region.** There were 123 home sales in the Chesapeake Bay & Rivers area this month, unchanged from the previous year. Gloucester County saw the biggest jump in activity with 11 more home sales than last year, increasing by 27.5%. King William County had nine fewer sales compared to the same time last June (-27.2%) while Mathews County had two fewer home sales.
- > **After declining last month, pending sales went up in the Chesapeake Bay & Rivers market in June.** The total number of pending sales came to 121 in June, seven more than a year earlier, a 6.1% hike in activity. Gloucester County experienced the largest growth in pending sales this month (+35.9%) followed by King William County (+20.0%). Pending sales fell in Mathews County (-42.1%) and Middlesex County (-27.2%).
- > **Home prices continue to rise in the Chesapeake Bay & Rivers footprint.** The median price of a home was \$374,000 in the month of June, up 1.1% or \$4,000 from the year before. There were significant price gains in Mathews County with the median price at \$168,250 more than last year (+47.4%) and King and Queen County with a \$135,863 median price increase (+51.8%). King William County was the only local market where prices dipped this month (-0.14%).
- > **Regionwide, listings levels continue to grow.** June ended with 405 total listings on the market in the Chesapeake Bay & Rivers footprint, jumping up 15.7% from the same time last year, an additional 55 listings. Most of the listing growth this month came from Gloucester County which added 47 listings (+41.9%) and Middlesex County with 16 more listings than the year prior (+21.9%). King Willaim had seven fewer listings than the year before (-7.6%).

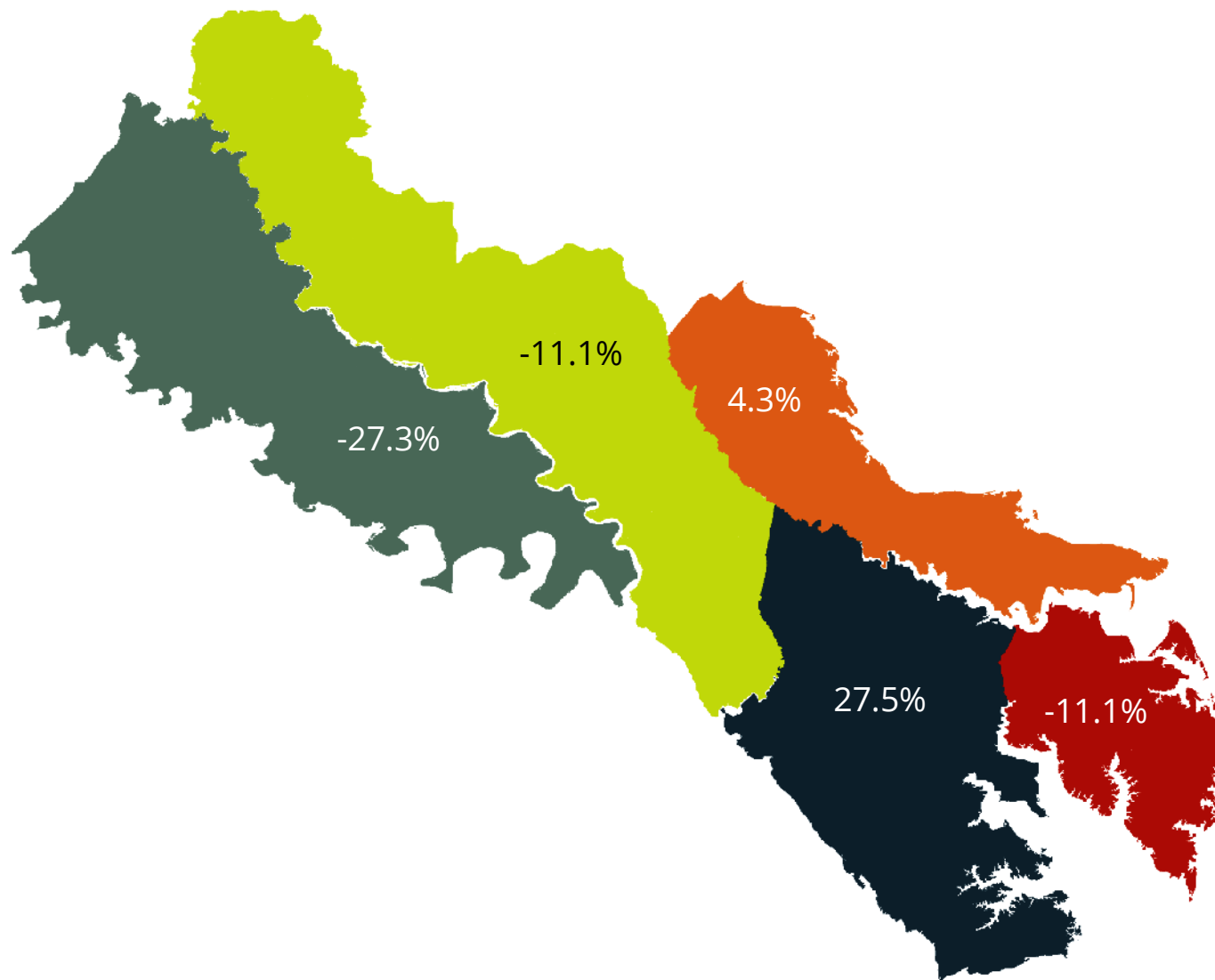
INTEREST RATE
TRACKER



Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Jun-25	Indicator
— 0.0%	123	Sales
▲ 6.1%	121	Pending Sales
▲ 5.9%	179	New Listings
▲ 1.07%	\$379,000	Median List Price
▲ 1.1%	\$374,000	Median Sales Price
▲ 11.0%	\$232	Median Price Per Square Foot
▲ 13.1%	\$58.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -18.0%	39	Average Days on Market
▲ 15.7%	405	Active Listings
▲ 8.1%	4.1	Months of Supply

Market Activity - Chesapeake Bay & Rivers Footprint



<i>Jurisdiction</i>	Total Sales		
	Jun-24	Jun-25	% Chg
Gloucester County	40	51	27.5%
King & Queen County	9	8	-11.1%
King William County	33	24	-27.3%
Mathews County	18	16	-11.1%
Middlesex County	23	24	4.3%
Chesapeake Bay & Rivers	123	123	0.0%

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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			Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23		Jun-25						
Sales				123	123	0.0%	595	594	-0.2%
Pending Sales				114	121	6.1%	627	651	3.8%
New Listings				169	179	5.9%	858	973	13.4%
Median List Price				\$375,000	\$379,000	1.1%	\$350,000	\$360,950	3.1%
Median Sales Price				\$370,000	\$374,000	1.1%	\$350,000	\$359,925	2.8%
Median Price Per Square Foot				\$209	\$232	11.0%	\$205	\$218	5.9%
Sold Dollar Volume (in millions)				\$51.6	\$58.3	13.1%	\$239.2	\$242.9	1.5%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				48	39	-18.0%	52	48	-8.2%
Active Listings				350	405	15.7%	n/a	n/a	n/a
Months of Supply				3.8	4.1	8.1%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23		Jun-25						
Sales				120	121	0.8%	568	563	-0.9%
Pending Sales				112	111	-0.9%	602	618	2.7%
New Listings				167	168	0.6%	827	920	11.2%
Median List Price				\$375,000	\$379,000	1.1%	\$354,000	\$365,000	3.1%
Median Sales Price				\$370,000	\$374,000	1.1%	\$350,875	\$359,990	2.6%
Median Price Per Square Foot				\$209	\$232	11.3%	\$206	\$220	6.7%
Sold Dollar Volume (in millions)				\$50.6	\$57.6	13.8%	\$230.7	\$232.4	0.8%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				48	40	-18.3%	52	48	-8.8%
Active Listings				336	378	12.5%	n/a	n/a	n/a
Months of Supply				3.8	4.0	4.9%	n/a	n/a	n/a

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

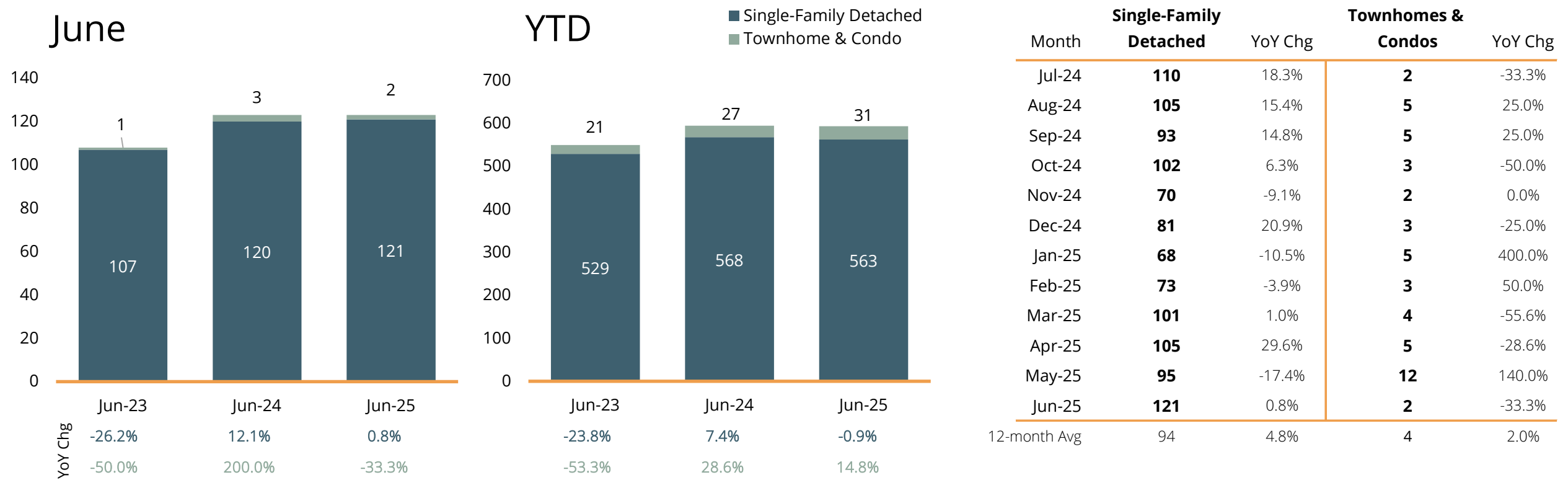
Townhome & Condo Market Overview



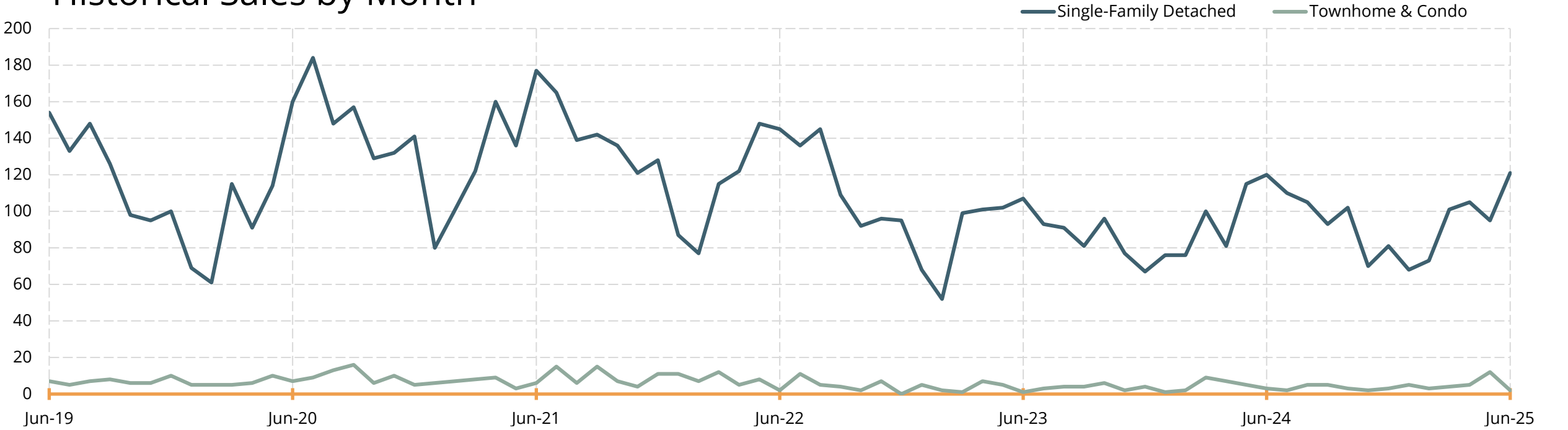
Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23Jun-25						
Sales		3	2	-33.3%	27	31	14.8%
Pending Sales		2	10	400.0%	25	33	32.0%
New Listings		2	11	450.0%	31	53	71.0%
Median List Price		\$305,000	\$349,000	14.4%	\$317,950	\$339,500	6.8%
Median Sales Price		\$305,000	\$344,000	12.8%	\$315,000	\$330,000	4.8%
Median Price Per Square Foot		\$241	\$181	-24.7%	\$195	\$197	1.4%
Sold Dollar Volume (in millions)		\$0.9	\$0.7	-27.6%	\$8.6	\$10.5	22.8%
Median Sold/Ask Price Ratio		100.0%	98.8%	-1.2%	100.0%	100.0%	0.0%
Average Days on Market		23	18	-22.8%	38	42	11.2%
Active Listings		14	27	92.9%	n/a	n/a	n/a
Months of Supply		3.4	6.4	89.1%	n/a	n/a	n/a

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

Sales

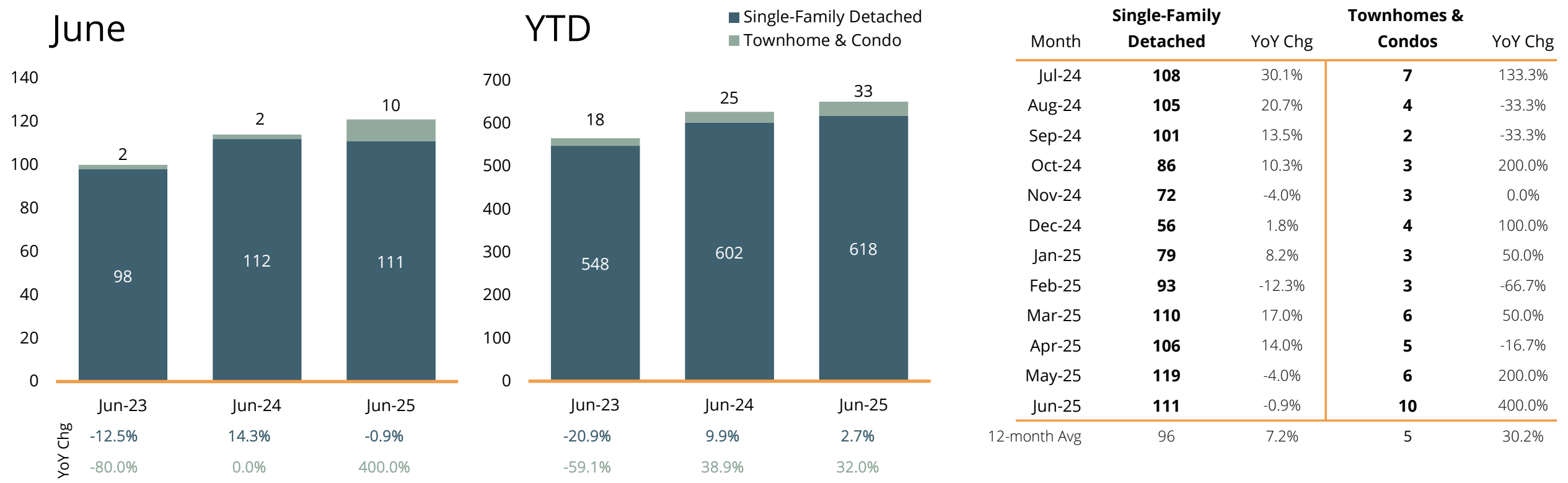


Historical Sales by Month

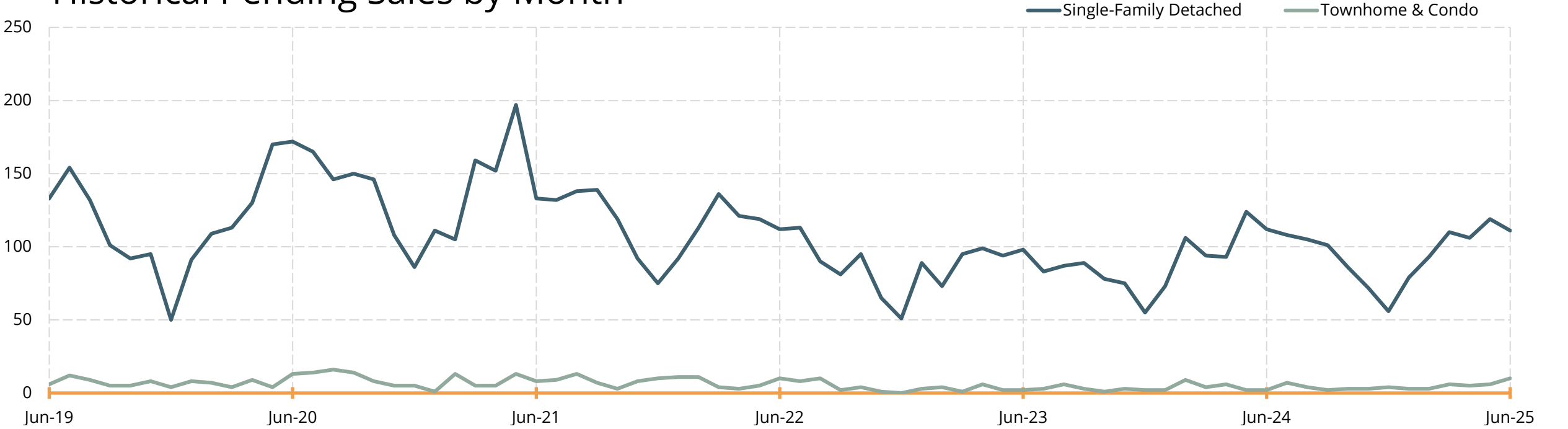


Source: Virginia REALTORS®, data accessed July 15, 2025

Pending Sales

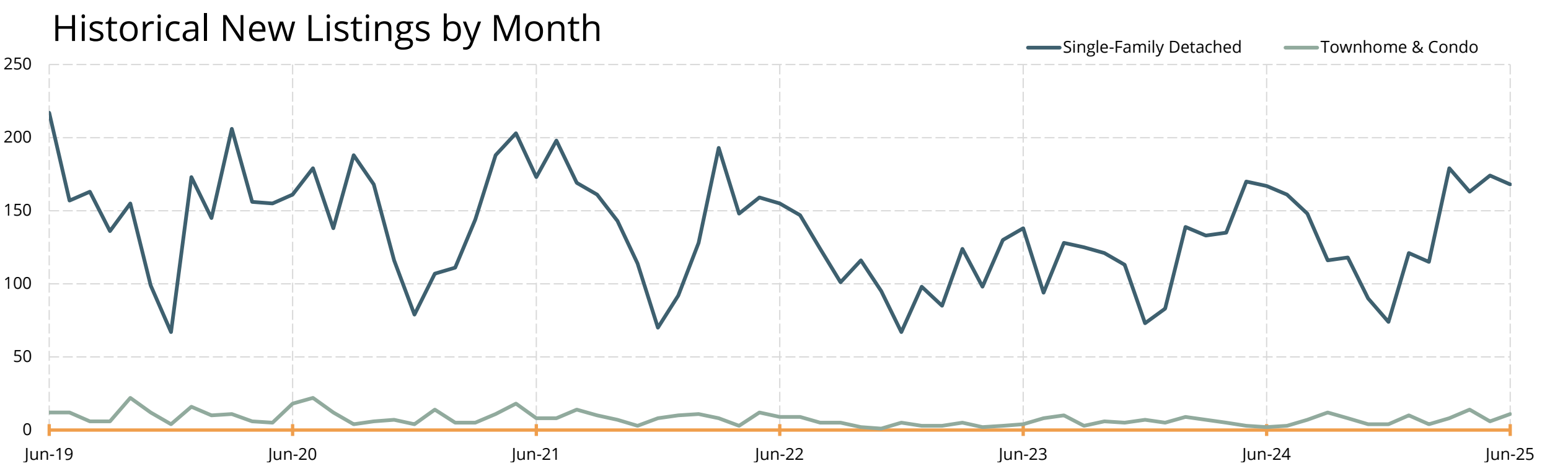
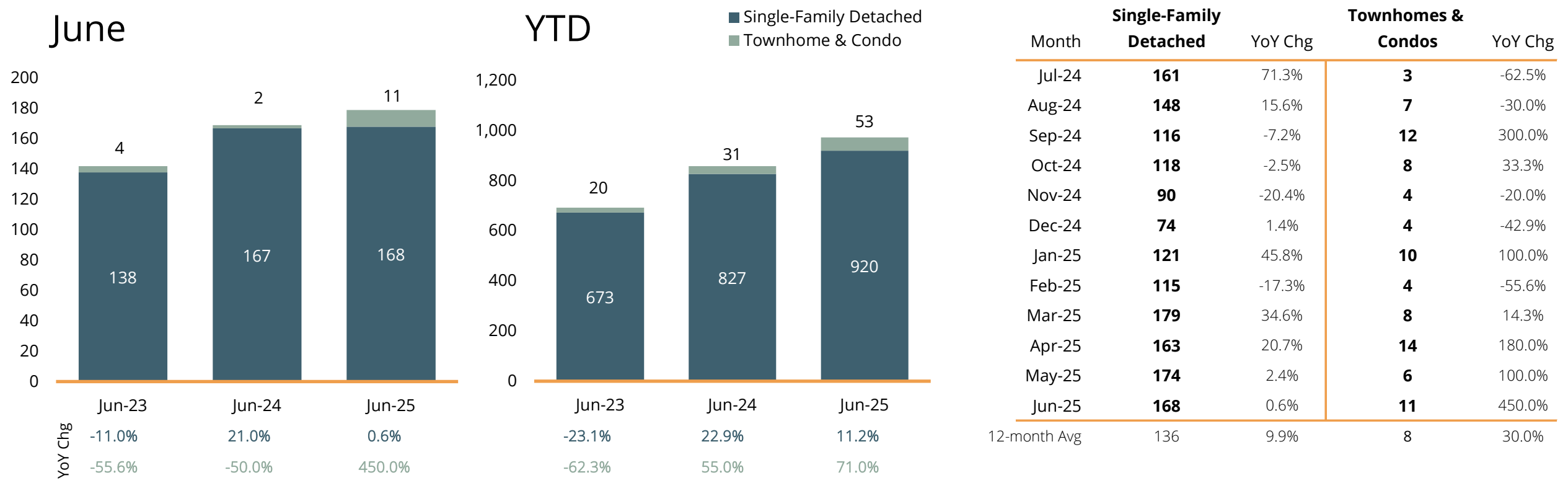


Historical Pending Sales by Month

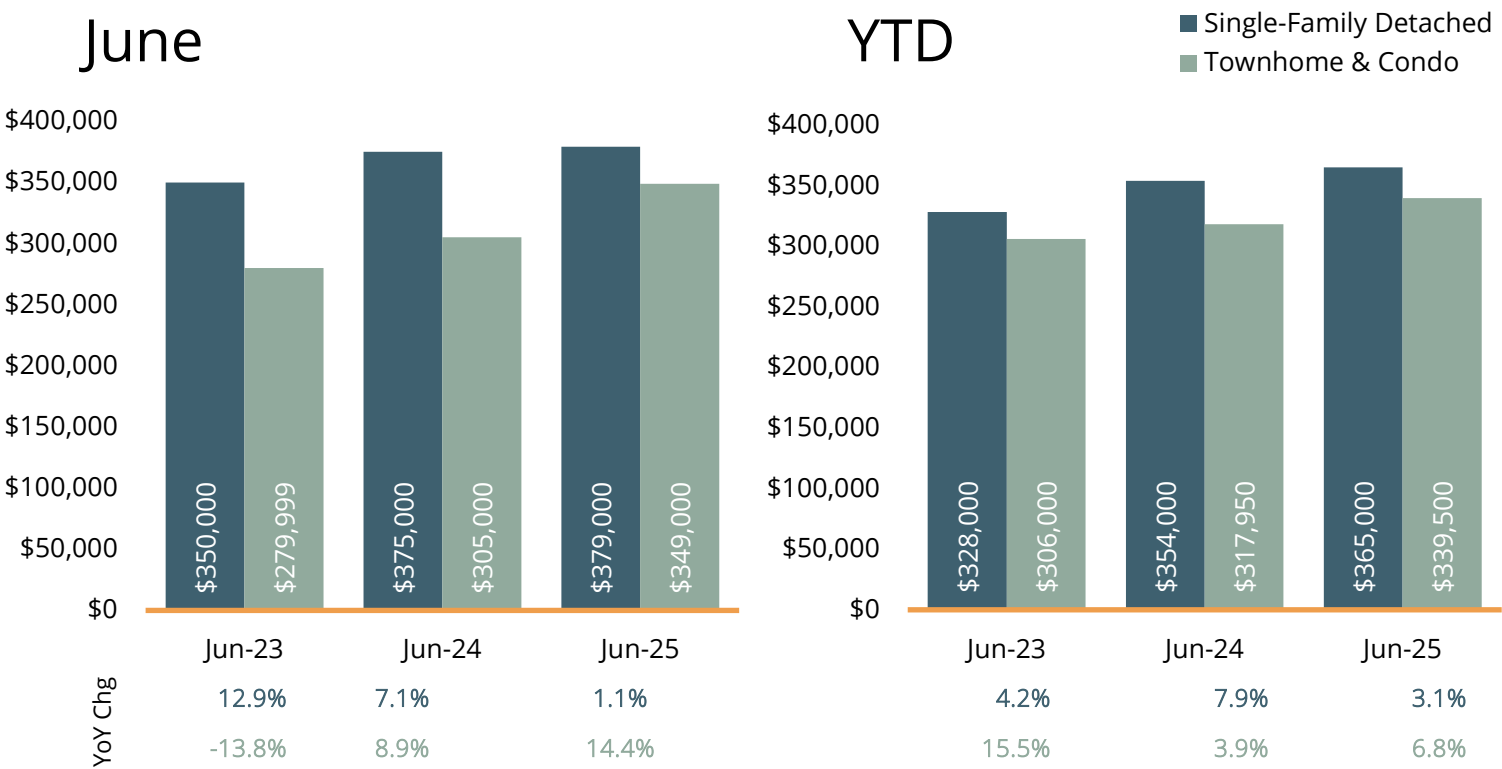


Source: Virginia REALTORS®, data accessed July 15, 2025

New Listings

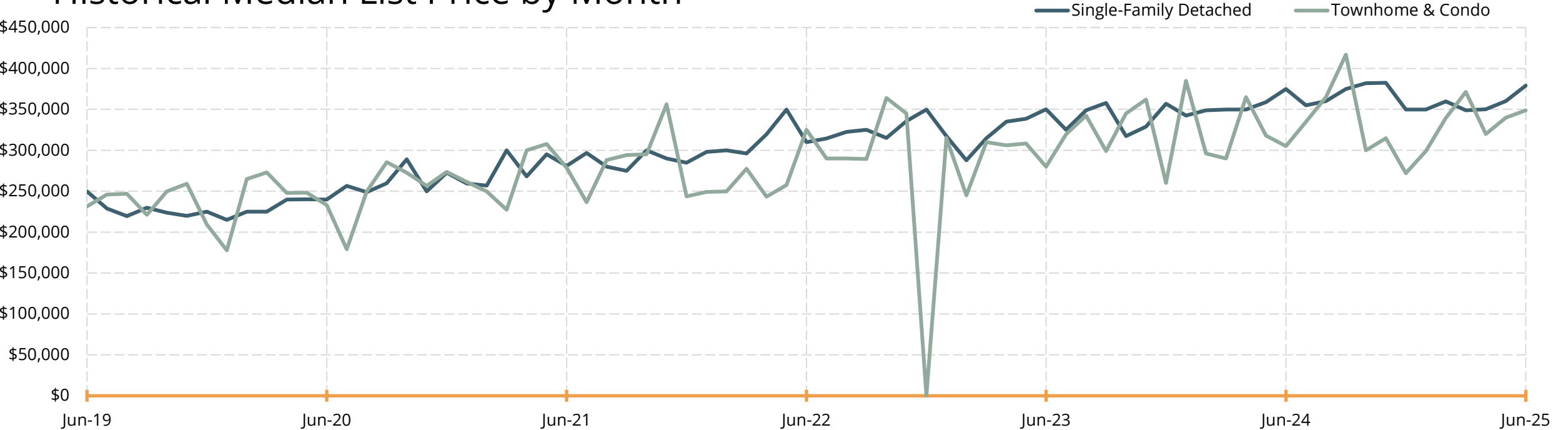


Median List Price



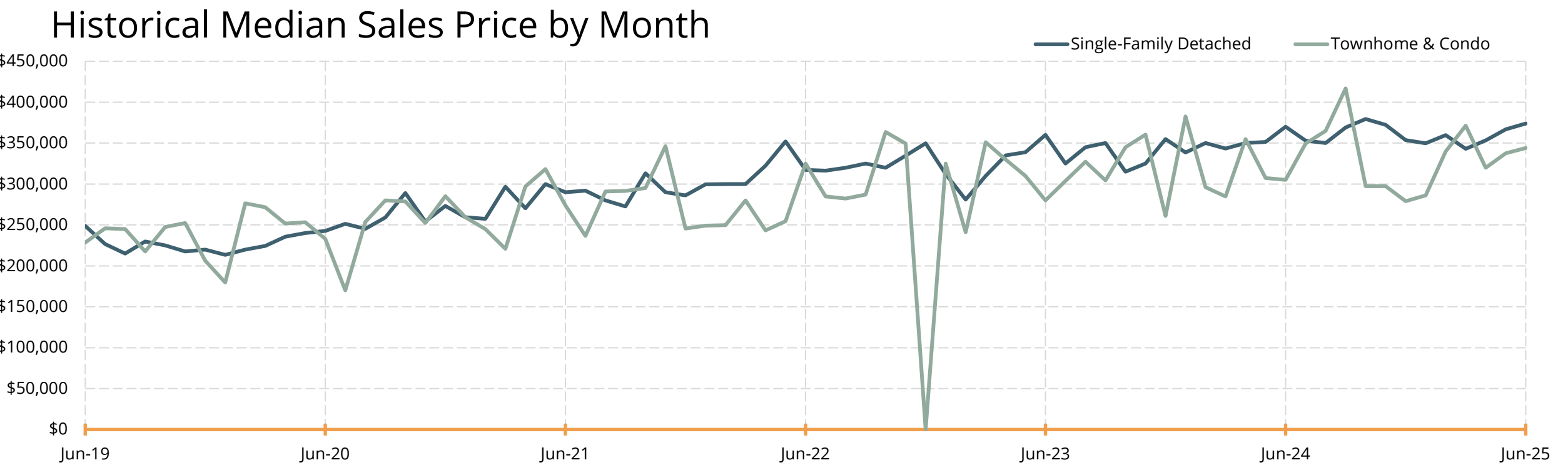
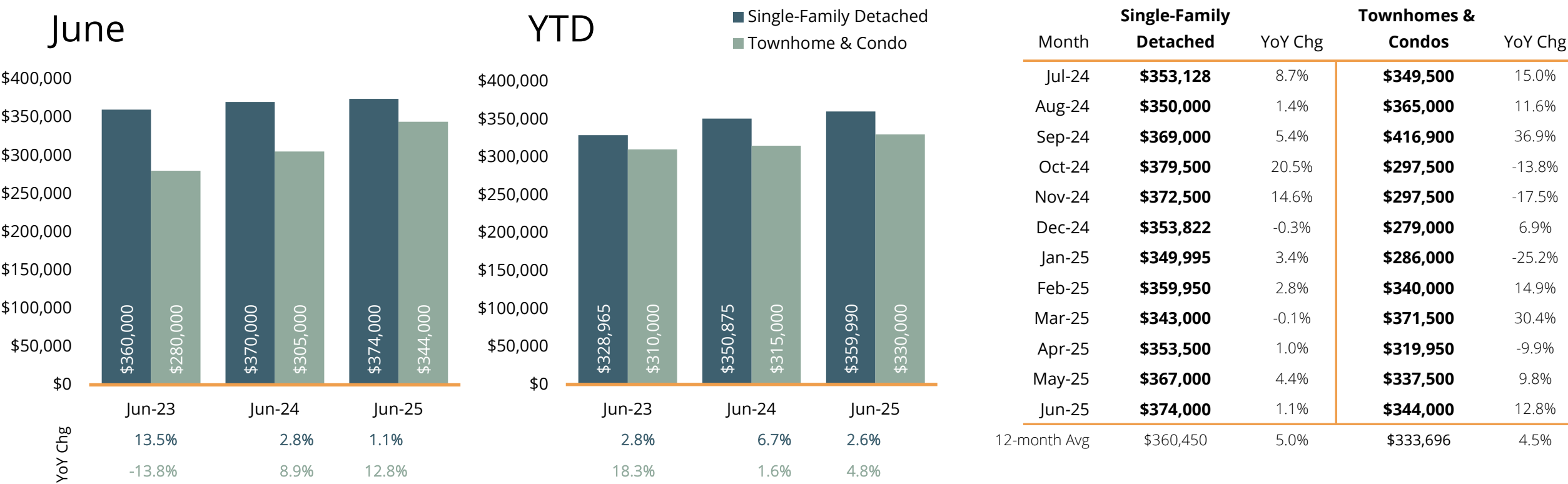
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	\$354,900	9.2%	\$334,700	4.8%
Aug-24	\$360,000	3.2%	\$365,000	6.6%
Sep-24	\$374,900	4.7%	\$416,900	39.5%
Oct-24	\$381,950	20.3%	\$299,998	-13.0%
Nov-24	\$382,500	16.3%	\$314,700	-13.1%
Dec-24	\$349,950	-2.0%	\$272,000	4.6%
Jan-25	\$349,995	2.2%	\$299,000	-22.3%
Feb-25	\$359,950	3.2%	\$339,500	14.7%
Mar-25	\$349,000	-0.3%	\$371,500	28.1%
Apr-25	\$350,000	0.0%	\$319,950	-12.3%
May-25	\$360,000	0.3%	\$340,000	7.0%
Jun-25	\$379,000	1.1%	\$349,000	14.4%
12-month Avg	\$362,679	4.6%	\$335,187	3.5%

Historical Median List Price by Month

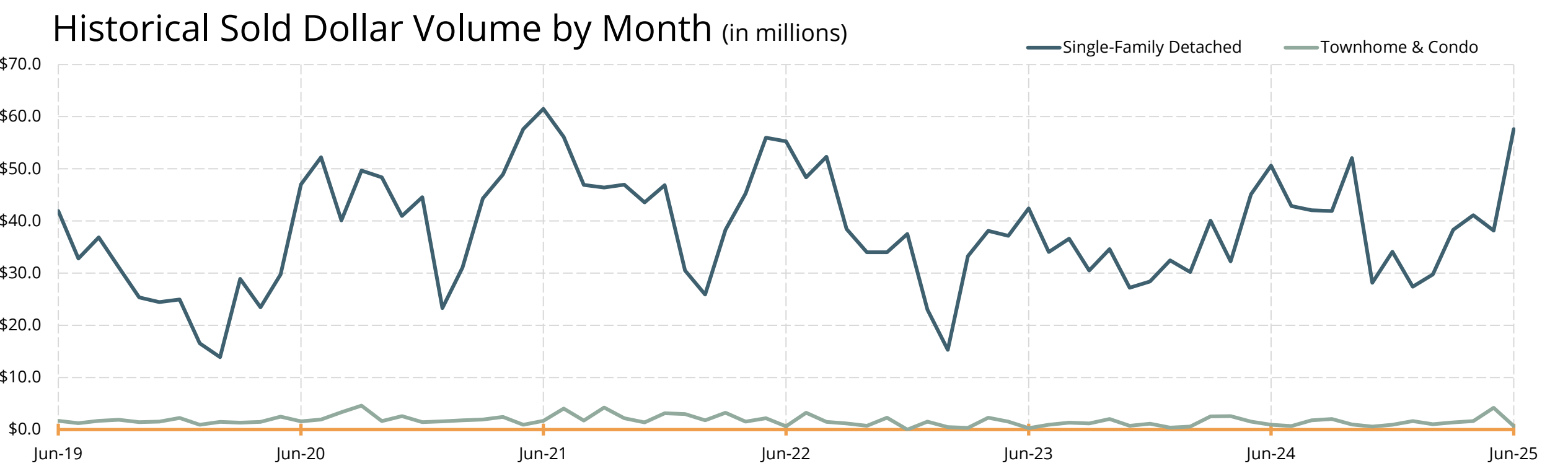
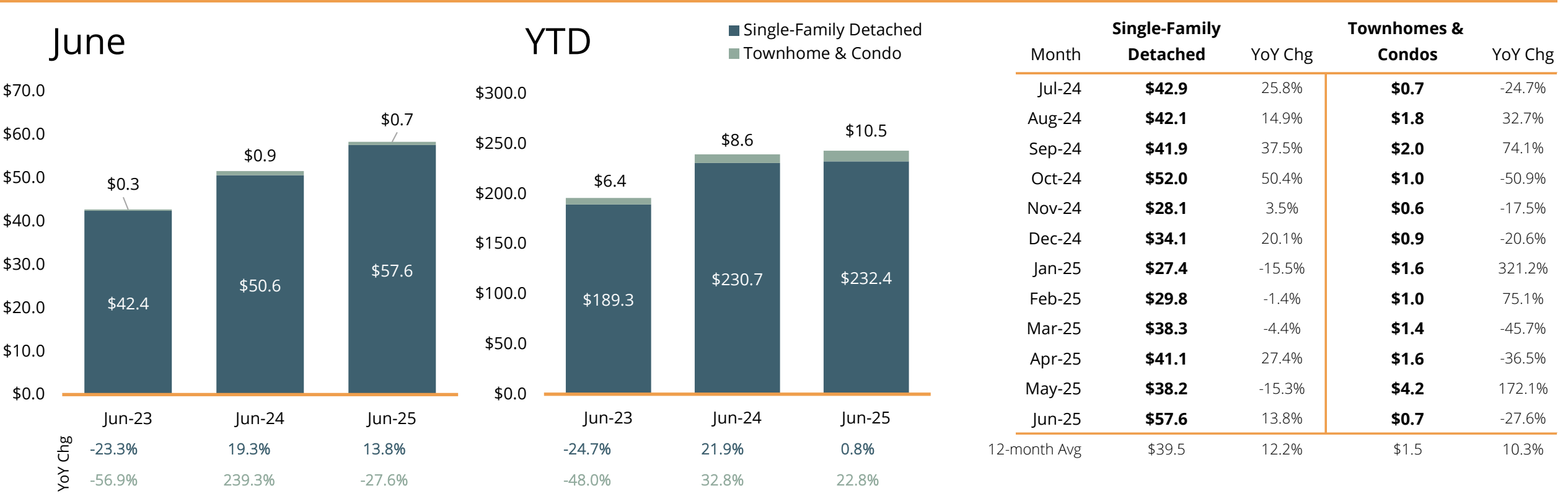


Source: Virginia REALTORS®, data accessed July 15, 2025

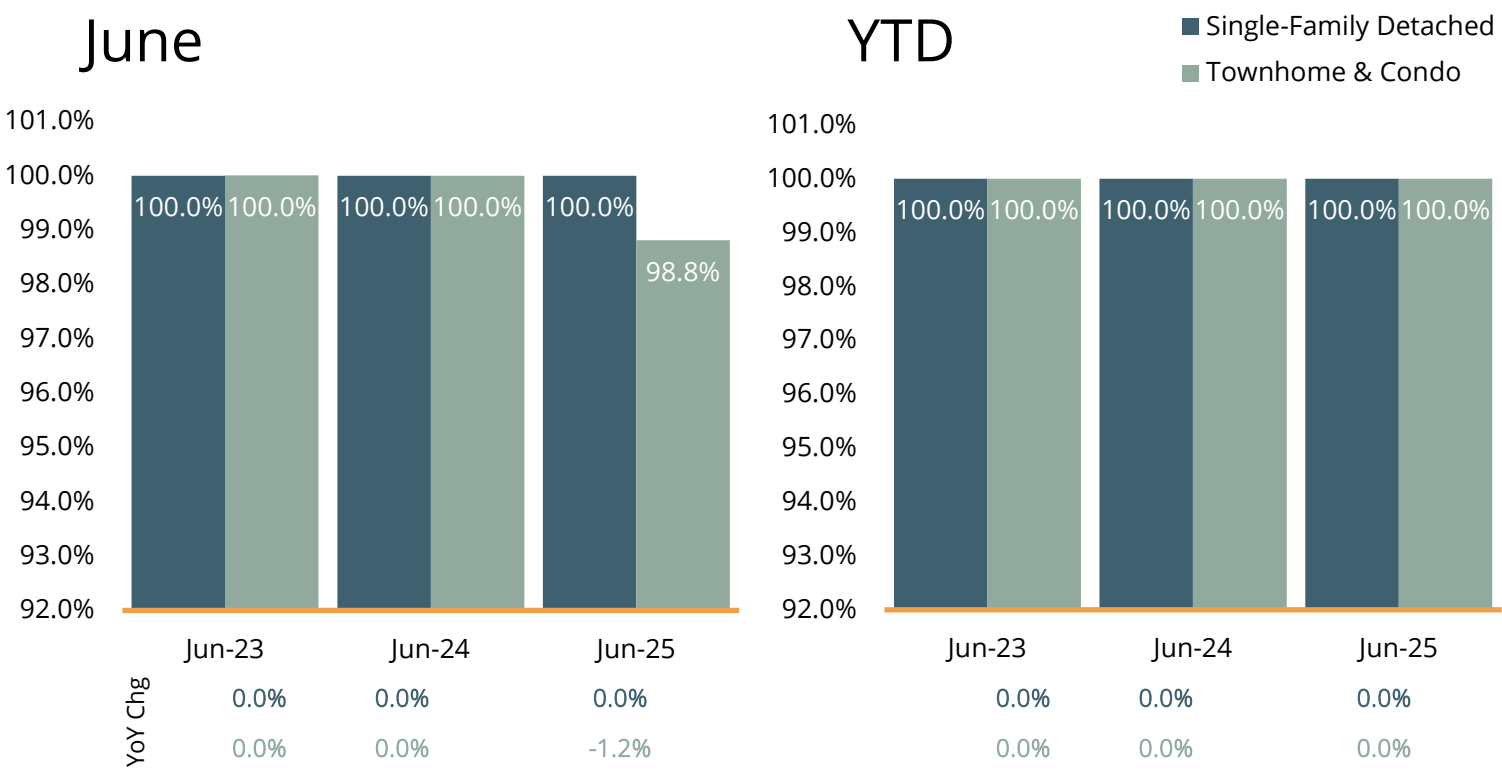
Median Sales Price



Sold Dollar Volume (in millions)

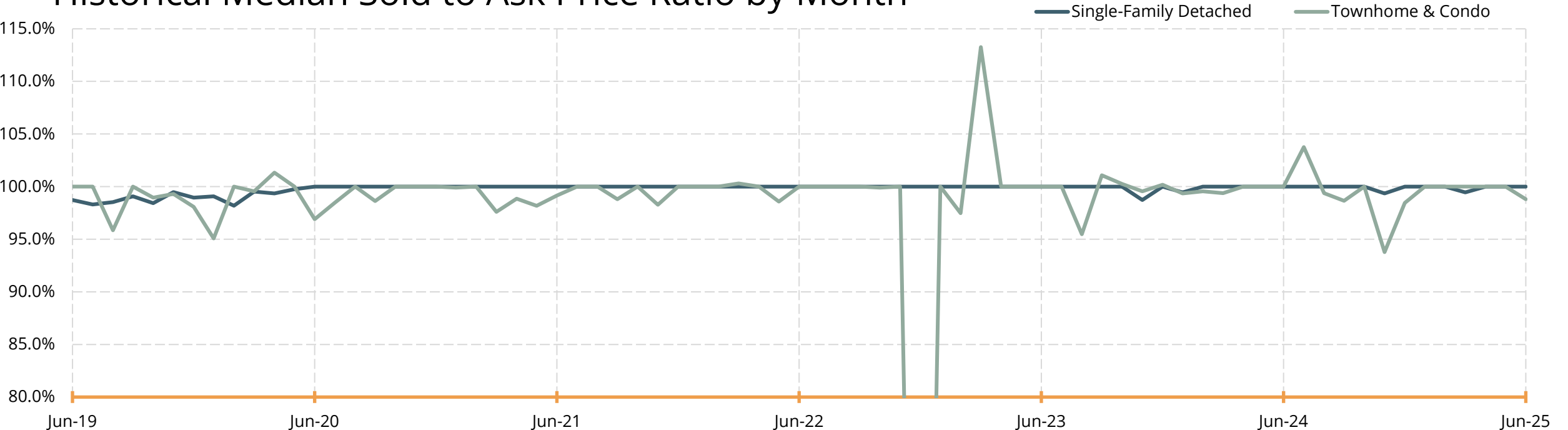


Median Sold to Ask Price Ratio



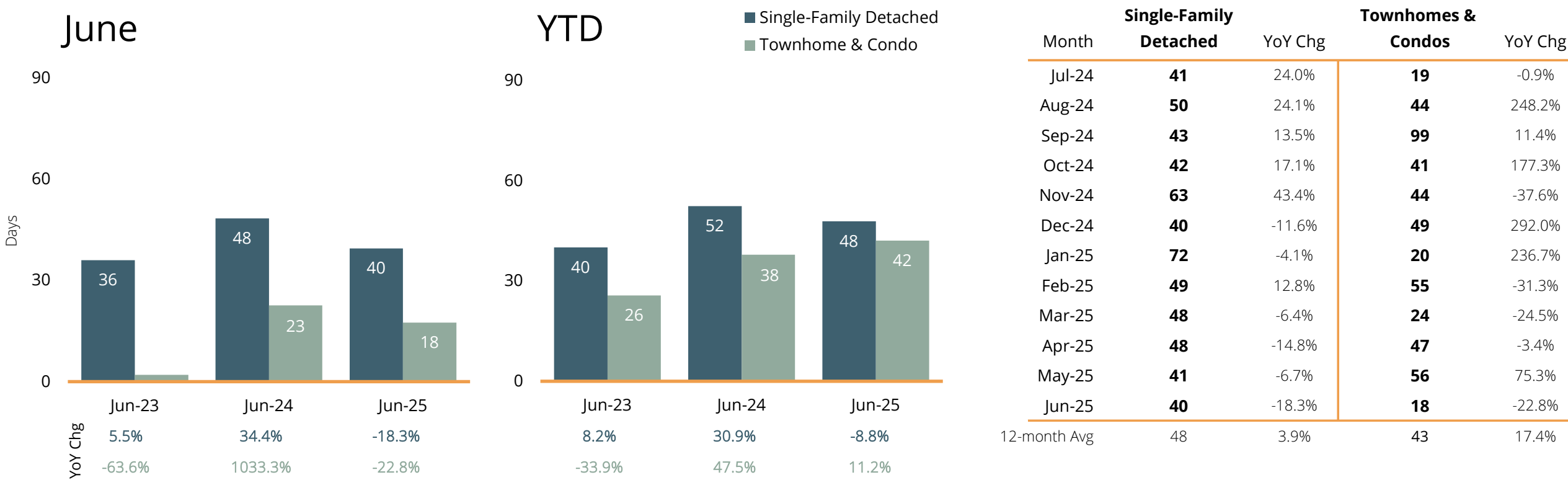
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	100.0%	0.0%	103.8%	3.8%
Aug-24	100.0%	0.0%	99.4%	4.1%
Sep-24	100.0%	0.0%	98.6%	-2.4%
Oct-24	100.0%	0.0%	100.0%	-0.3%
Nov-24	99.4%	0.6%	93.8%	-5.8%
Dec-24	100.0%	0.0%	98.5%	-1.7%
Jan-25	100.0%	0.5%	100.0%	0.7%
Feb-25	100.0%	0.0%	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%
12-month Avg	99.9%	0.1%	99.4%	-0.2%

Historical Median Sold to Ask Price Ratio by Month

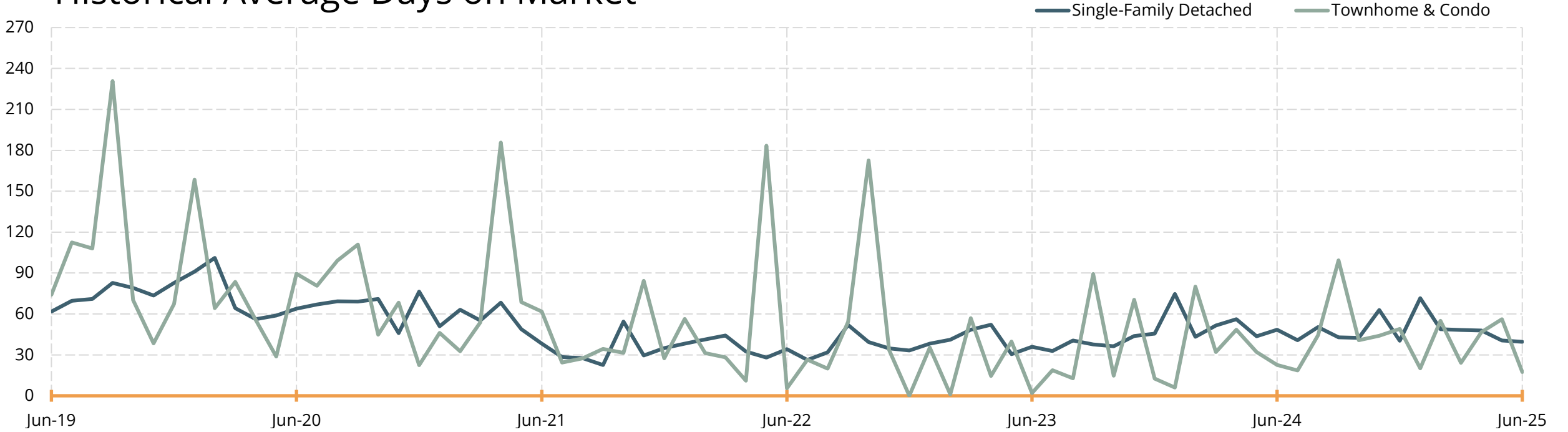


Source: Virginia REALTORS®, data accessed July 15, 2025

Average Days on Market



Historical Average Days on Market

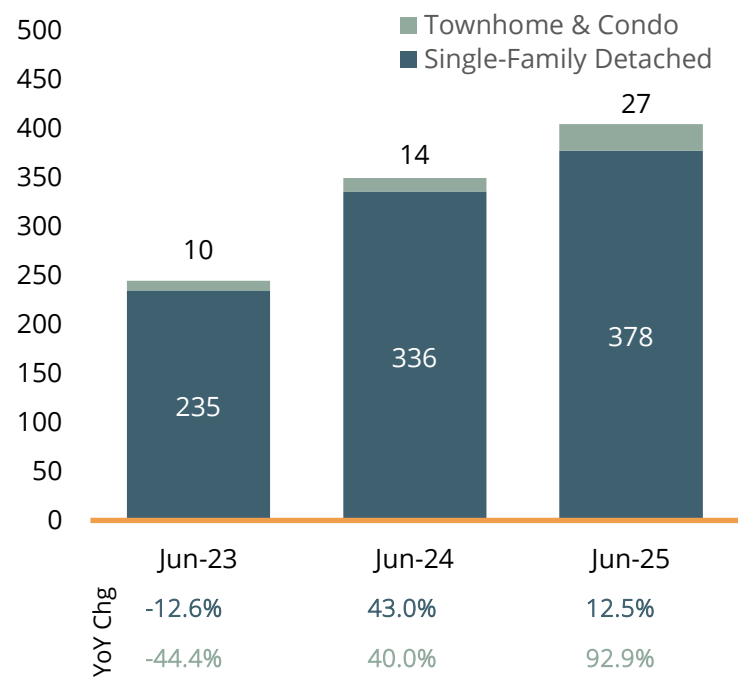


Source: Virginia REALTORS®, data accessed July 15, 2025

Active Listings

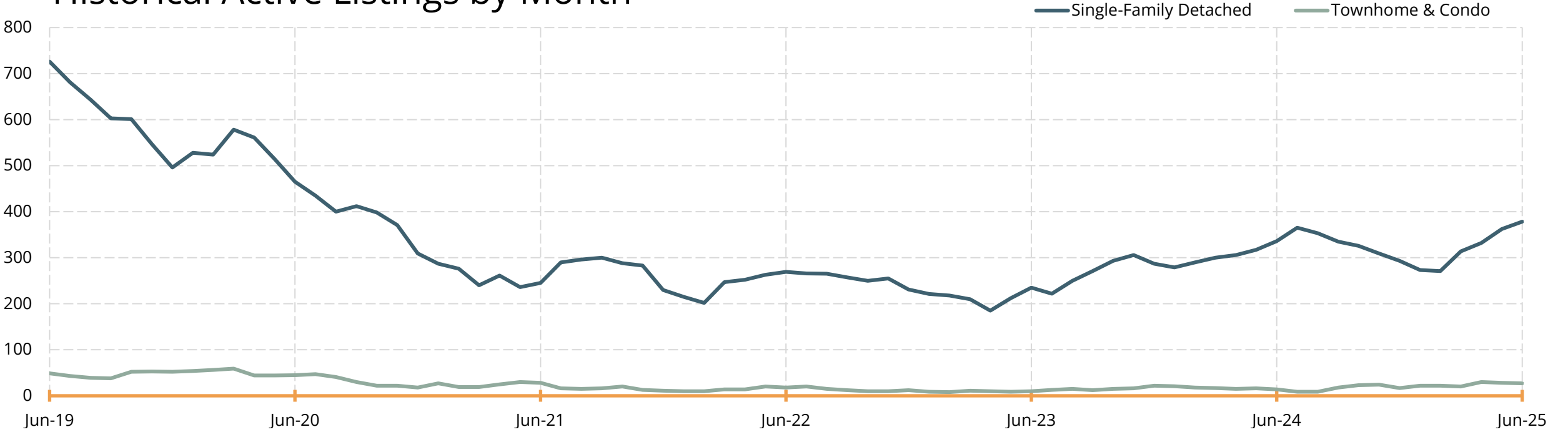


June



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	365	64.4%	9	-30.8%
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%
12-month Avg	326	13.1%	21	28.4%

Historical Active Listings by Month

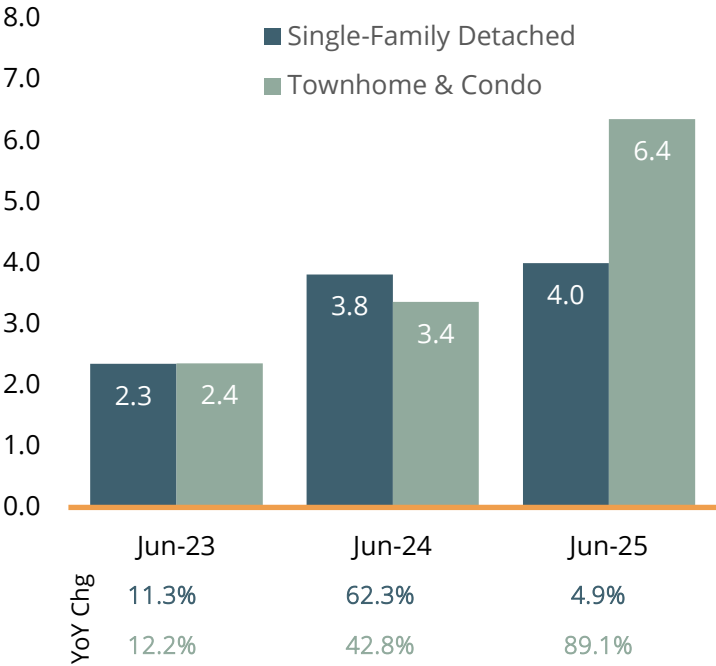


Source: Virginia REALTORS®, data accessed July 15, 2025

Months of Supply

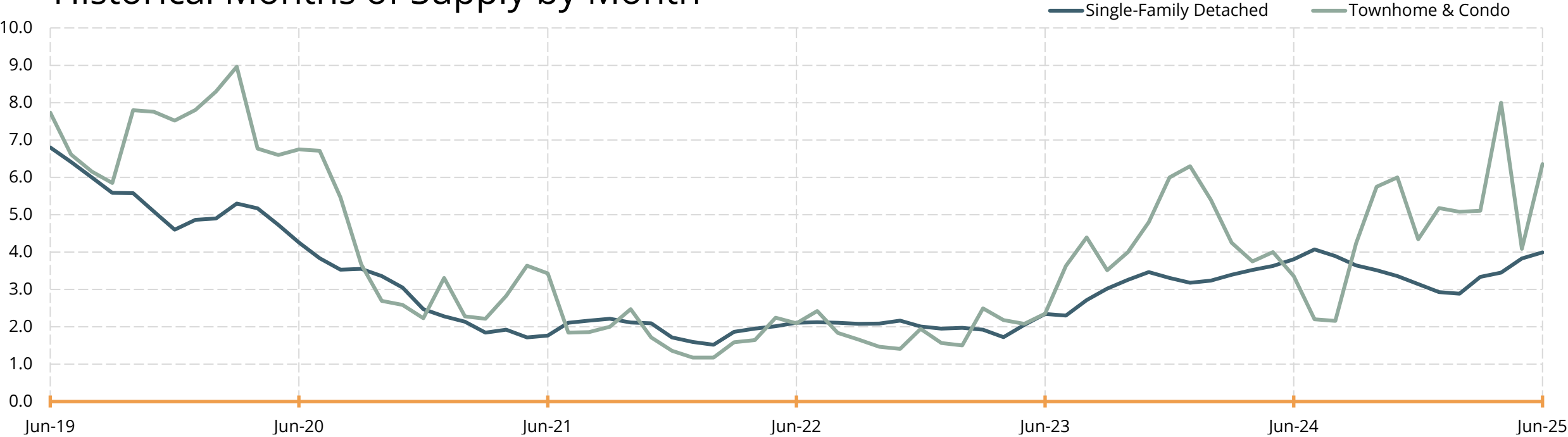


June



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	4.1	77.1%	2.2	-39.2%
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%
12-month Avg	3.5	8.3%	4.9	9.5%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	58	80	37.9%	40	51	27.5%	\$359,400	\$370,000	2.9%	112	159	42.0%	2.9	4.2	43.2%
King & Queen County	11	9	-18.2%	9	8	-11.1%	\$262,500	\$398,363	51.8%	17	16	-5.9%	3.4	2.9	-15.7%
King William County	30	40	33.3%	33	24	-27.3%	\$370,000	\$369,475	-0.1%	92	85	-7.6%	4.6	3.4	-24.7%
Mathews County	27	24	-11.1%	18	16	-11.1%	\$354,500	\$522,750	47.5%	56	56	0.0%	4.2	4.4	4.6%
Middlesex County	43	26	-39.5%	23	24	4.3%	\$410,000	\$410,000	0.0%	73	89	21.9%	4.7	5.0	6.4%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	324	369	13.9%	248	222	-10.5%	\$339,500	\$350,000	3.1%	112	159	42.0%
King & Queen County	51	55	7.8%	32	39	21.9%	\$269,900	\$324,950	20.4%	17	16	-5.9%
King William County	205	246	20.0%	139	153	10.1%	\$353,450	\$360,000	1.9%	92	85	-7.6%
Mathews County	122	130	6.6%	80	72	-10.0%	\$349,900	\$420,000	20.0%	56	56	0.0%
Middlesex County	156	173	10.9%	96	108	12.5%	\$382,500	\$373,400	-2.4%	73	89	21.9%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	58	77	32.8%	39	50	28.2%	\$359,900	\$370,000	2.8%	112	155	38.4%	3.0	4.2	37.8%
King & Queen County	11	9	-18.2%	9	8	-11.1%	\$262,500	\$398,363	51.8%	17	16	-5.9%	3.4	2.9	-15.7%
King William County	28	32	14.3%	32	23	-28.1%	\$372,500	\$369,950	-0.7%	79	63	-20.3%	4.3	2.9	-33.5%
Mathews County	27	24	-11.1%	18	16	-11.1%	\$354,500	\$522,750	47.5%	56	56	0.0%	4.3	4.5	4.6%
Middlesex County	43	26	-39.5%	22	24	9.1%	\$415,000	\$410,000	-1.2%	72	88	22.2%	4.9	5.1	3.9%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	321	357	11.2%	240	213	-11.3%	\$339,500	\$350,000	3.1%	112	155	38.4%
King & Queen County	51	55	7.8%	32	39	21.9%	\$269,900	\$324,950	20.4%	17	16	-5.9%
King William County	181	213	17.7%	124	134	8.1%	\$364,950	\$362,870	-0.6%	79	63	-20.3%
Mathews County	122	129	5.7%	80	71	-11.3%	\$349,900	\$425,000	21.5%	56	56	0.0%
Middlesex County	152	166	9.2%	92	106	15.2%	\$382,500	\$373,400	-2.4%	72	88	22.2%

Area Overview - Townhome & Condo Market



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	0	3	n/a	1	1	0.0%	\$305,000	\$410,000	34.4%	0	4	n/a	0.0	3.7	n/a
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	2	8	300.0%	1	1	0.0%	\$269,950	\$278,000	3.0%	13	22	69.2%	7.4	8.3	11.1%
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	0	n/a	1	0	n/a	\$375,000	\$0	n/a	1	1	0.0%	1.3	2.4	80.0%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Gloucester County	3	12	300.0%	8	9	12.5%	\$332,500	\$330,000	-0.8%	0	4	n/a
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
King William County	24	33	37.5%	15	19	26.7%	\$285,000	\$329,950	15.8%	13	22	69.2%
Mathews County	0	1	n/a	0	1	n/a	\$0	\$298,500	n/a	0	0	n/a
Middlesex County	4	7	75.0%	4	2	-50.0%	\$383,750	\$367,498	-4.2%	1	1	0.0%



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.