



DECEMBER
2025

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

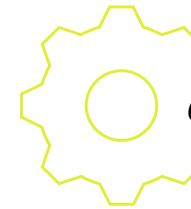
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: December 2025

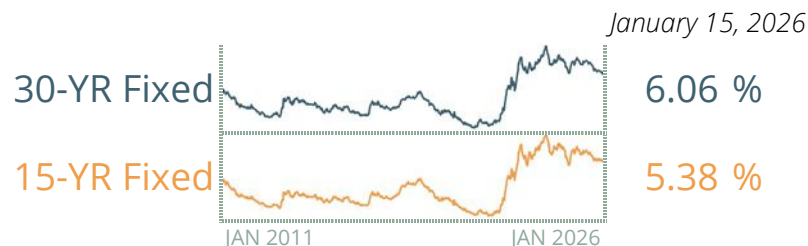
- Sales were higher in December of this year compared to last year.** The Chesapeake Bay & Rivers area had 108 total sales this month, 24 more than a year ago, jumping up 28.6%. Activity grew in King and Queen County with nine additional home sales (+450%) and Gloucester County with eight more sales than the previous year (+22.9%). Home sales remained unchanged in King William County.
- Pending sales were on the rise across the Chesapeake Bay & Rivers market.** There were 66 pending sales in December, six more than the year prior, climbing up 10%. Gloucester County had 12 more pending sales compared to the same time last December (+80%) while Middlesex County (+36.3%) and Mathews County (+37.5%) saw a small uptick in activity this month. King William County saw the biggest decline in pending transactions with 12 fewer than last year (-54.5%).
- The regionwide median home price fell in the Chesapeake Bay & Rivers footprint.** Regionwide, homes sold for \$339,500 this month, down 3.5% or \$12,411 from the previous year. The median price increased in King and Queen County by \$8,500 more than a year earlier (+2.7%) followed by Middlesex County with a \$4,877 price bump (+1.4%). Mathews County saw a \$49,250 reduction in the median sales price in December (-16.6%) while Gloucester County saw a \$20,000 decrease in home prices (-5.5%).
- Supply continued to grow in the Chesapeake Bay & Rivers area housing market.** There was a 13.2% jump in listings, resulting in 351 total listings on the market at the end of December, 41 more than the year before. Middlesex County (+30 listings) and Gloucester County (+19 listings) experienced the largest influx of listings this month.



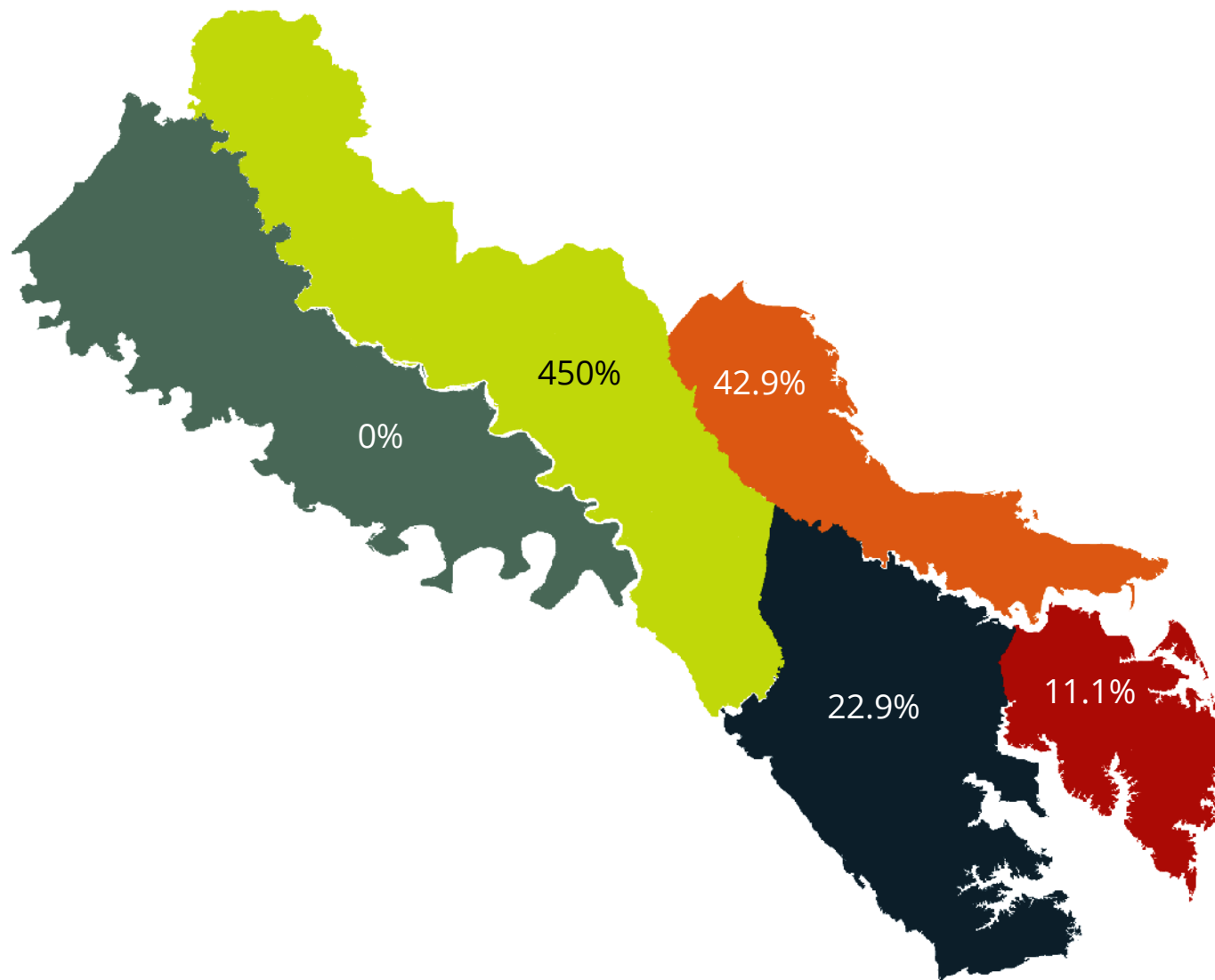
Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Dec-25	Indicator
▲ 28.6%	108	Sales
▲ 10.0%	66	Pending Sales
▼ -24.4%	59	New Listings
▼ -0.4%	\$348,450	Median List Price
▼ -3.5%	\$339,500	Median Sales Price
▲ 2.2%	\$209	Median Price Per Square Foot
▲ 16.2%	\$40.7	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 54.6%	63	Average Days on Market
▲ 13.2%	351	Active Listings
▲ 7.7%	3.4	Months of Supply

INTEREST RATE TRACKER



Market Activity - Chesapeake Bay & Rivers Footprint



<i>Jurisdiction</i>	Total Sales		
	Dec-24	Dec-25	% Chg
Gloucester County	35	43	22.9%
King & Queen County	2	11	450.0%
King William County	24	24	0.0%
Mathews County	9	10	11.1%
Middlesex County	14	20	42.9%
Chesapeake Bay & Rivers	84	108	28.6%

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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			Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23		Dec-25						
Sales				84	108	28.6%	1,176	1,223	4.0%
Pending Sales				60	66	10.0%	1,178	1,211	2.8%
New Listings				78	59	-24.4%	1,603	1,765	10.1%
Median List Price				\$349,950	\$348,450	-0.4%	\$359,900	\$367,080	2.0%
Median Sales Price				\$351,911	\$339,500	-3.5%	\$356,250	\$361,400	1.4%
Median Price Per Square Foot				\$205	\$209	2.2%	\$208	\$219	4.9%
Sold Dollar Volume (in millions)				\$35.0	\$40.7	16.2%	\$486.5	\$503.9	3.6%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				41	63	54.6%	49	48	-2.9%
Active Listings				310	351	13.2%	n/a	n/a	n/a
Months of Supply				3.2	3.4	7.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2026

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23	Dec-25						
Sales			81	99	22.2%	1,129	1,161	2.8%
Pending Sales			56	63	12.5%	1,130	1,150	1.8%
New Listings			74	56	-24.3%	1,534	1,662	8.3%
Median List Price			\$349,950	\$349,900	0.0%	\$360,000	\$369,900	2.8%
Median Sales Price			\$353,822	\$340,000	-3.9%	\$358,513	\$365,000	1.8%
Median Price Per Square Foot			\$207	\$211	1.9%	\$209	\$220	5.3%
Sold Dollar Volume (in millions)			\$34.1	\$37.6	10.2%	\$471.9	\$486.2	3.0%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			40	63	57.0%	49	47	-3.4%
Active Listings			293	318	8.5%	n/a	n/a	n/a
Months of Supply			3.1	3.3	5.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2026

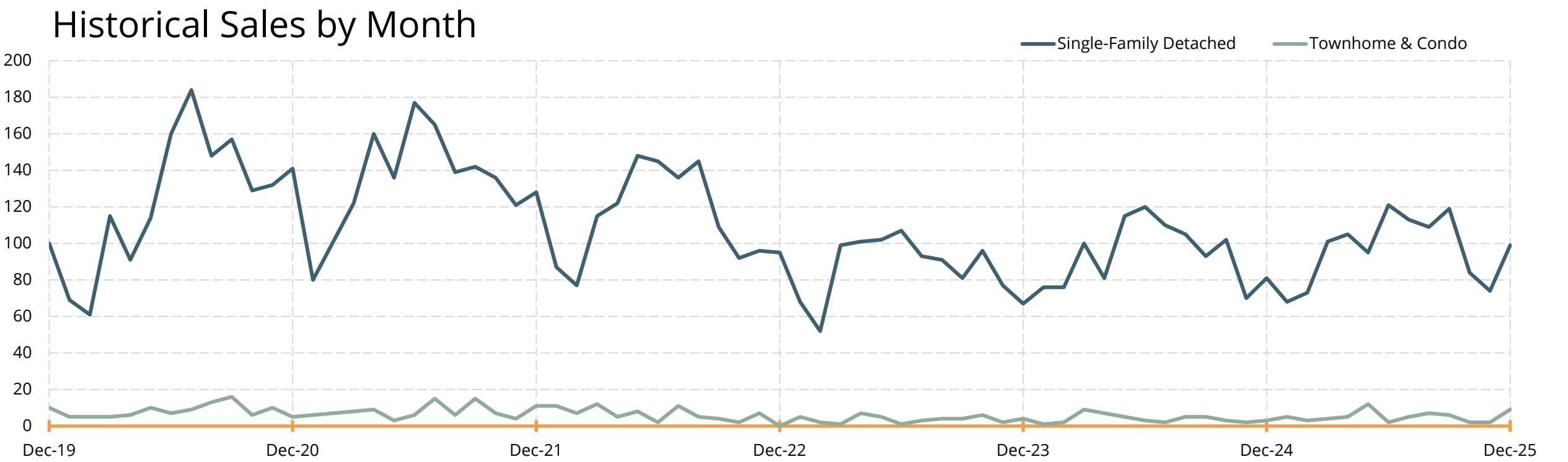
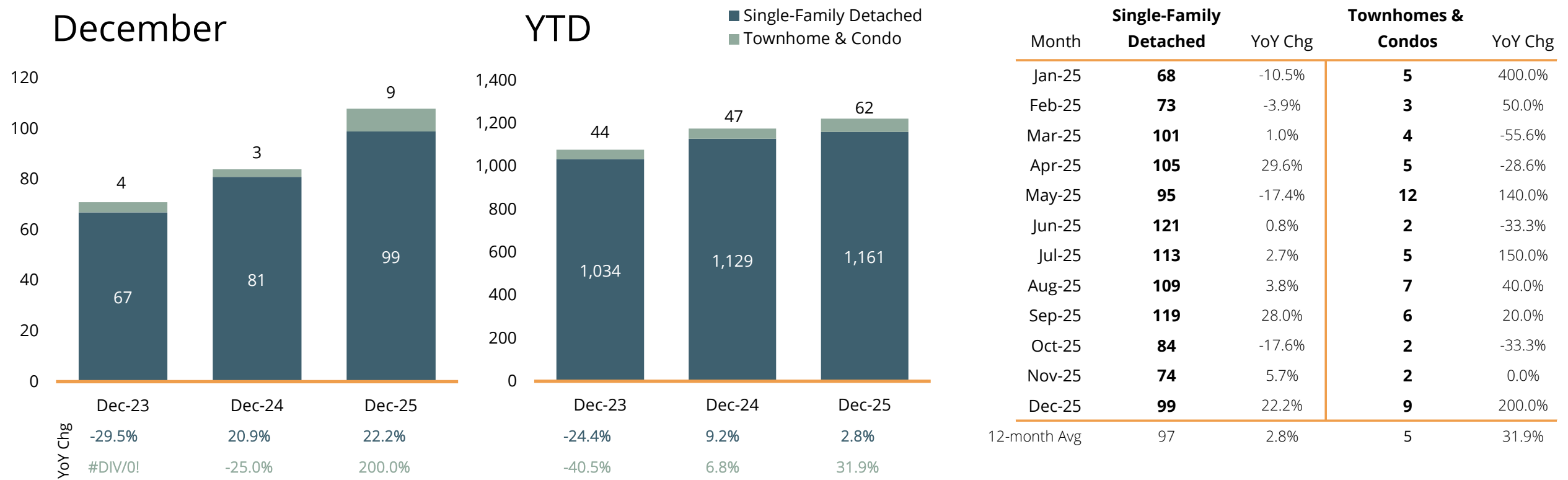
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23	Dec-25						
Sales			3	9	200.0%	47	62	31.9%
Pending Sales			4	3	-25.0%	48	61	27.1%
New Listings			4	3	-25.0%	69	103	49.3%
Median List Price			\$272,000	\$325,000	19.5%	\$340,000	\$337,000	-0.9%
Median Sales Price			\$279,000	\$315,000	12.9%	\$329,950	\$335,475	1.7%
Median Price Per Square Foot			\$187	\$188	0.4%	\$201	\$204	1.3%
Sold Dollar Volume (in millions)			\$0.9	\$3.1	241.3%	\$14.6	\$17.7	21.0%
Median Sold/Ask Price Ratio			98.5%	99.3%	0.9%	100.0%	100.0%	0.0%
Average Days on Market			49	57	17.2%	50	52	4.6%
Active Listings			17	33	94.1%	n/a	n/a	n/a
Months of Supply			4.3	5.4	23.3%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2026

Sales

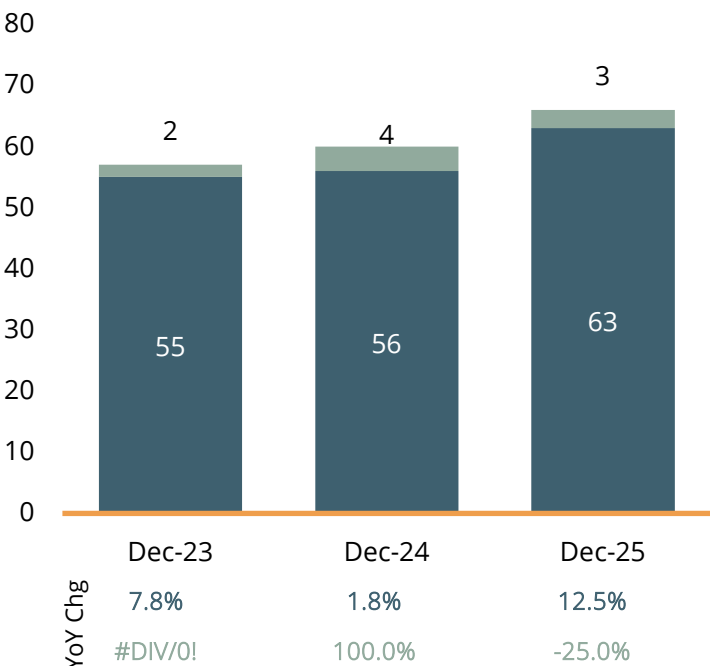


Source: Virginia REALTORS®, data accessed January 15, 2026

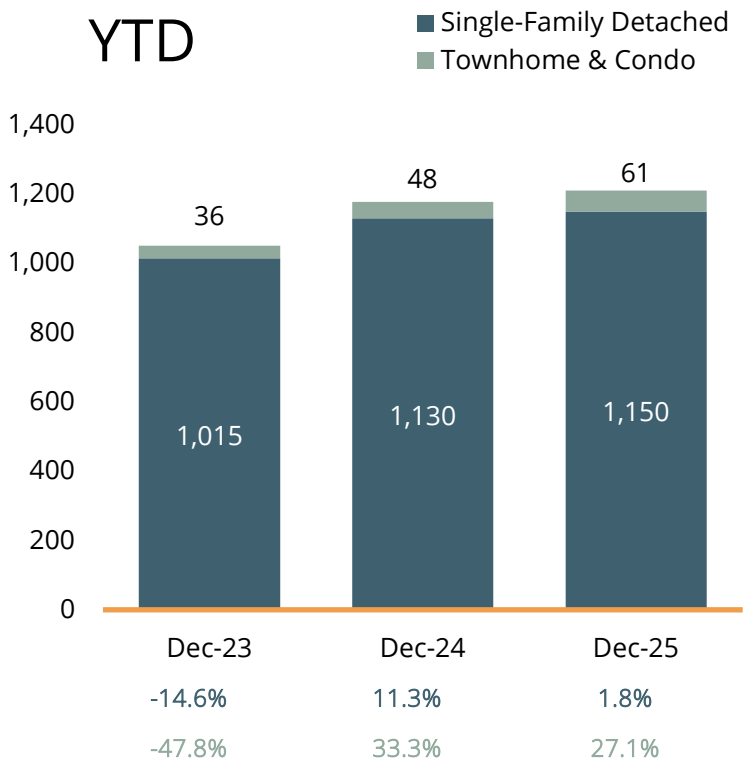
Pending Sales



December

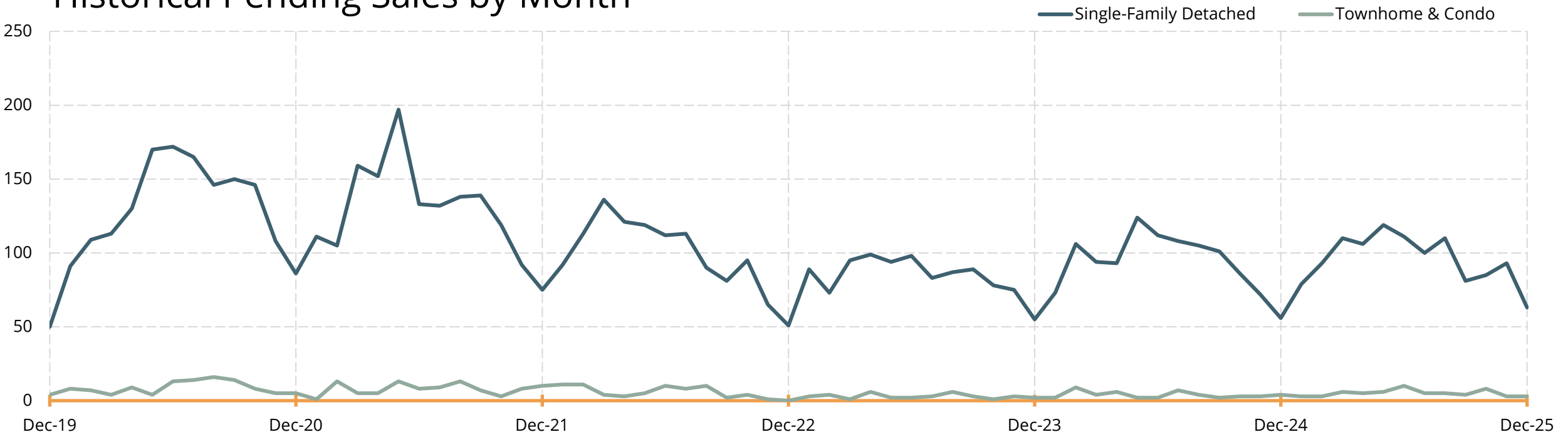


YTD



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-25	79	8.2%	3	50.0%
Feb-25	93	-12.3%	3	-66.7%
Mar-25	110	17.0%	6	50.0%
Apr-25	106	14.0%	5	-16.7%
May-25	119	-4.0%	6	200.0%
Jun-25	111	-0.9%	10	400.0%
Jul-25	100	-7.4%	5	-28.6%
Aug-25	110	4.8%	5	25.0%
Sep-25	81	-19.8%	4	100.0%
Oct-25	85	-1.2%	8	166.7%
Nov-25	93	29.2%	3	0.0%
Dec-25	63	12.5%	3	-25.0%
12-month Avg	96	1.8%	5	27.1%

Historical Pending Sales by Month

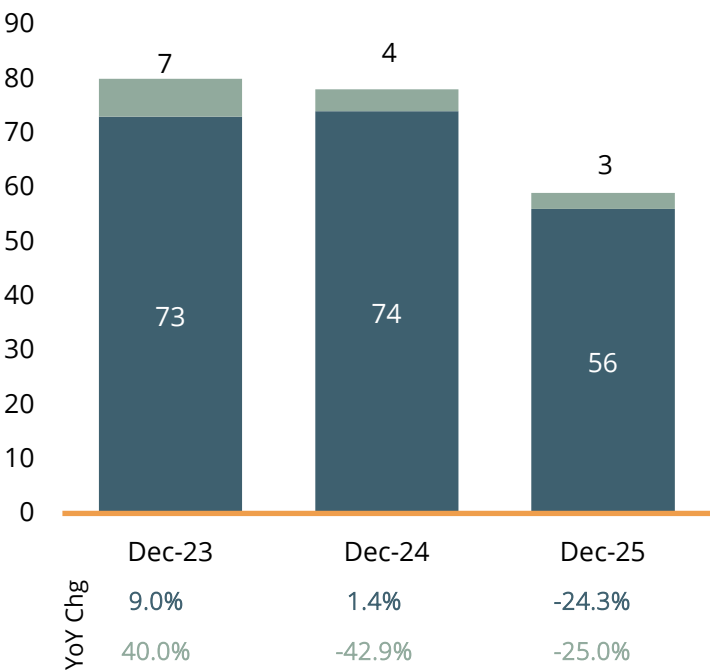


Source: Virginia REALTORS®, data accessed January 15, 2026

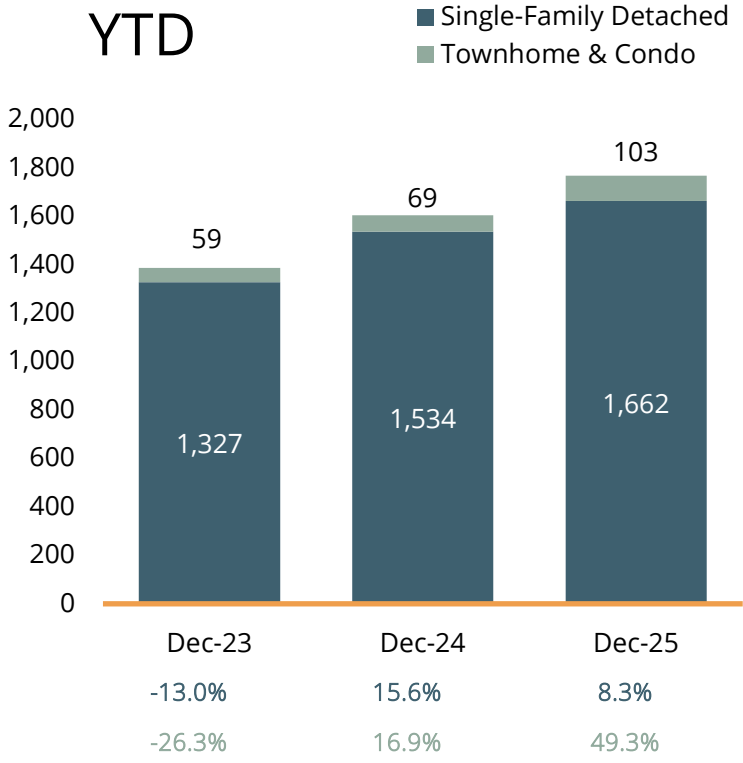
New Listings



December

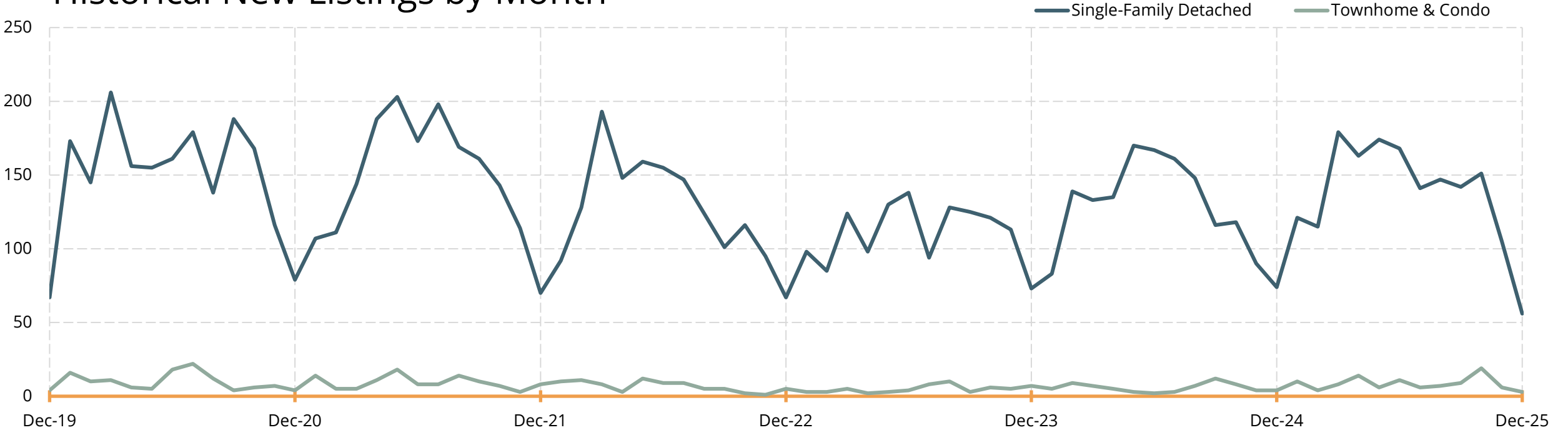


YTD



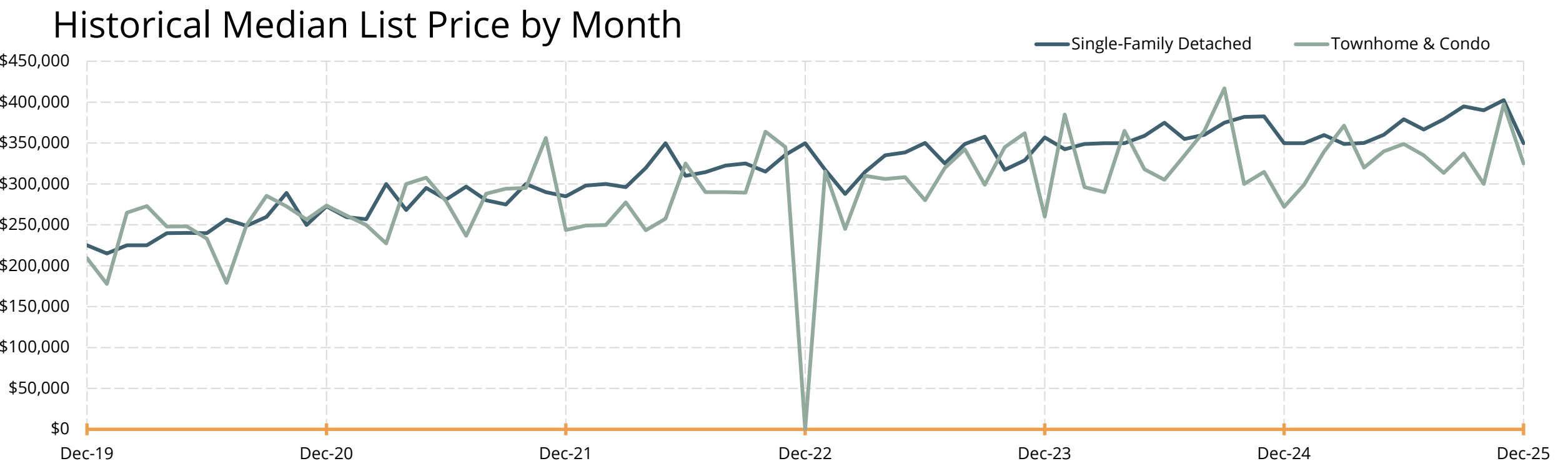
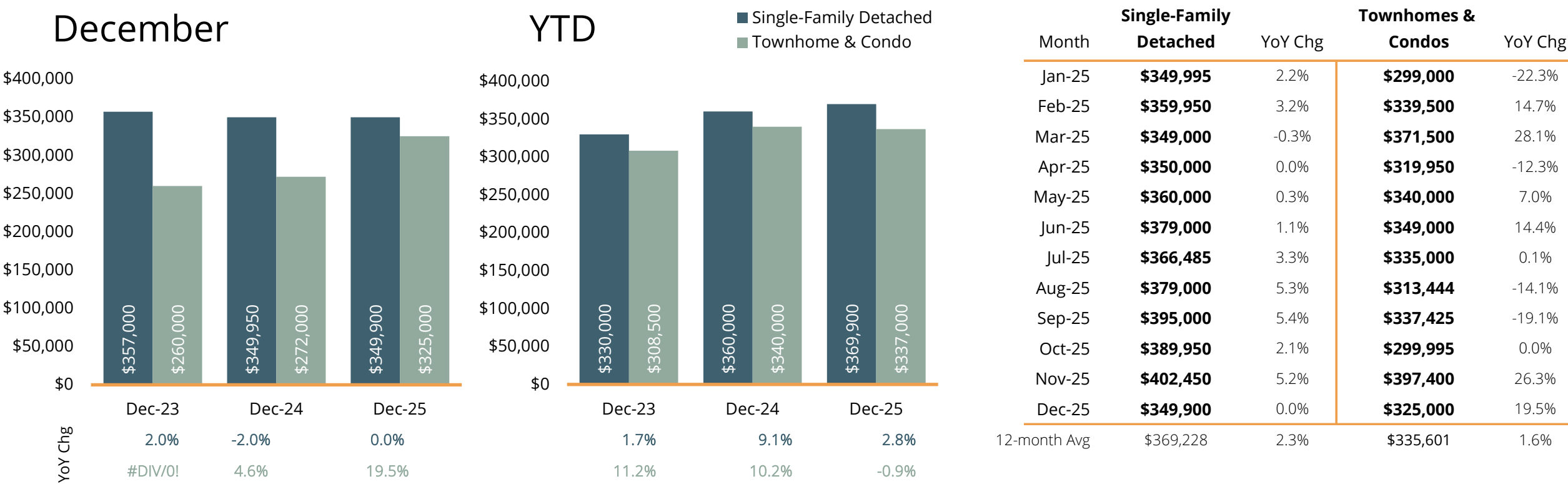
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-25	121	45.8%	10	100.0%
Feb-25	115	-17.3%	4	-55.6%
Mar-25	179	34.6%	8	14.3%
Apr-25	163	20.7%	14	180.0%
May-25	174	2.4%	6	100.0%
Jun-25	168	0.6%	11	450.0%
Jul-25	141	-12.4%	6	100.0%
Aug-25	147	-0.7%	7	0.0%
Sep-25	142	22.4%	9	-25.0%
Oct-25	151	28.0%	19	137.5%
Nov-25	105	16.7%	6	50.0%
Dec-25	56	-24.3%	3	-25.0%
12-month Avg	139	8.3%	9	49.3%

Historical New Listings by Month



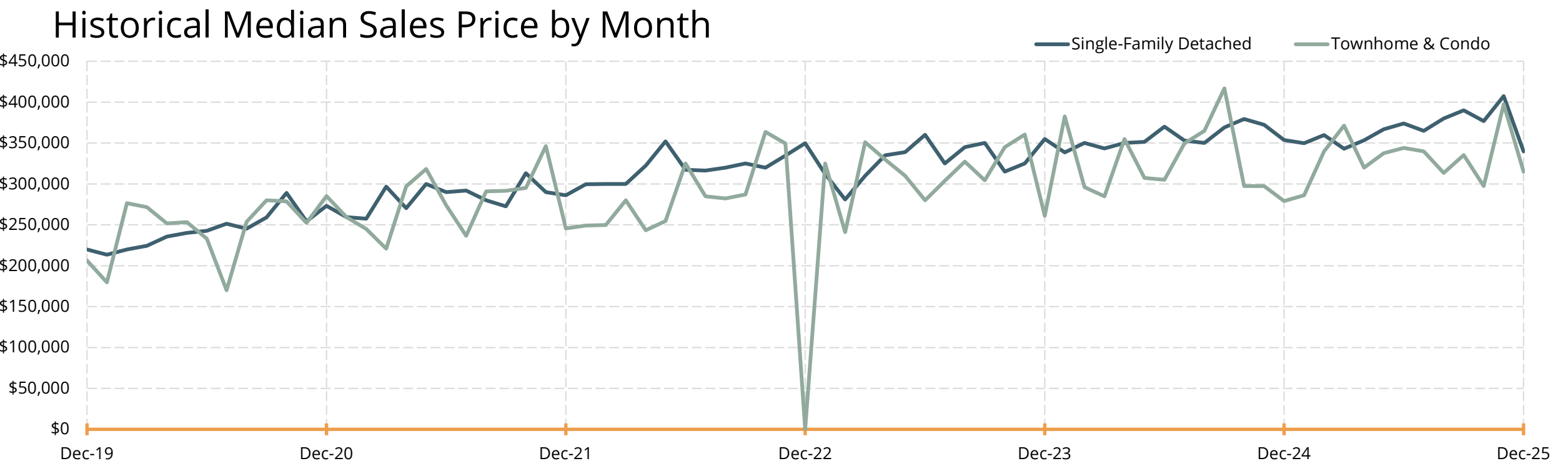
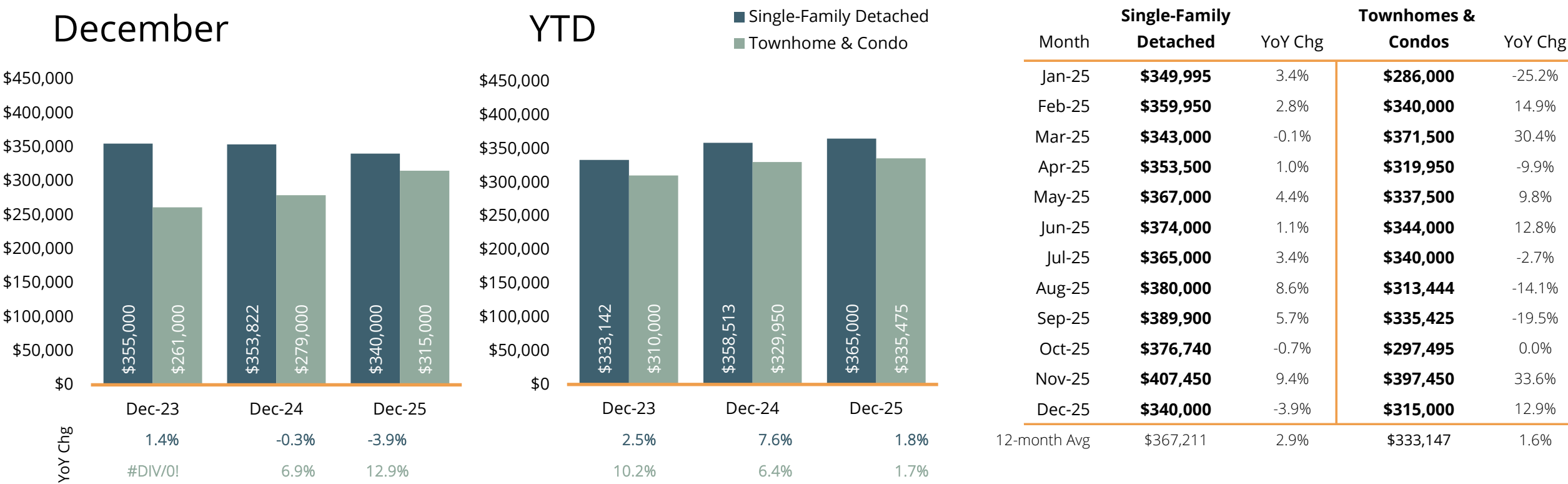
Source: Virginia REALTORS®, data accessed January 15, 2026

Median List Price



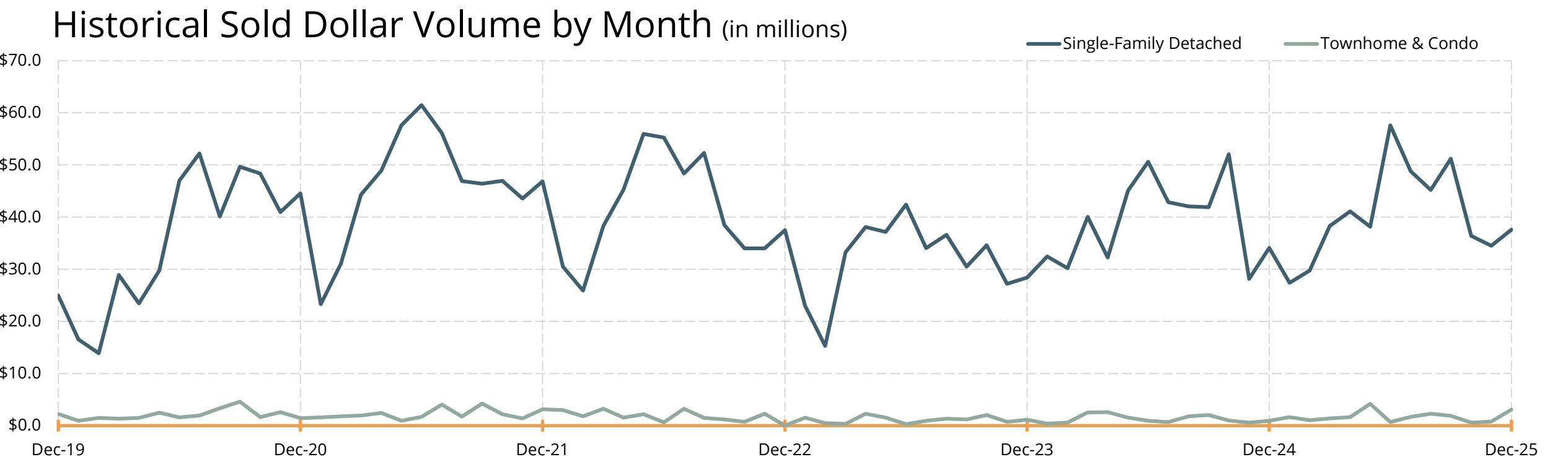
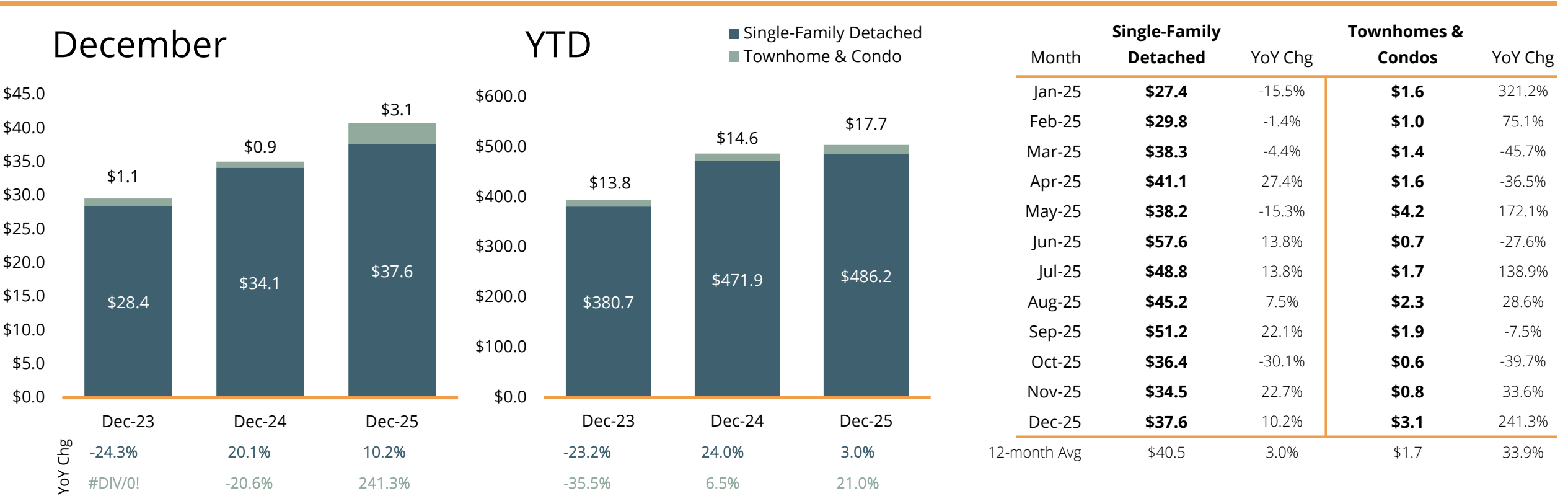
Source: Virginia REALTORS®, data accessed January 15, 2026

Median Sales Price



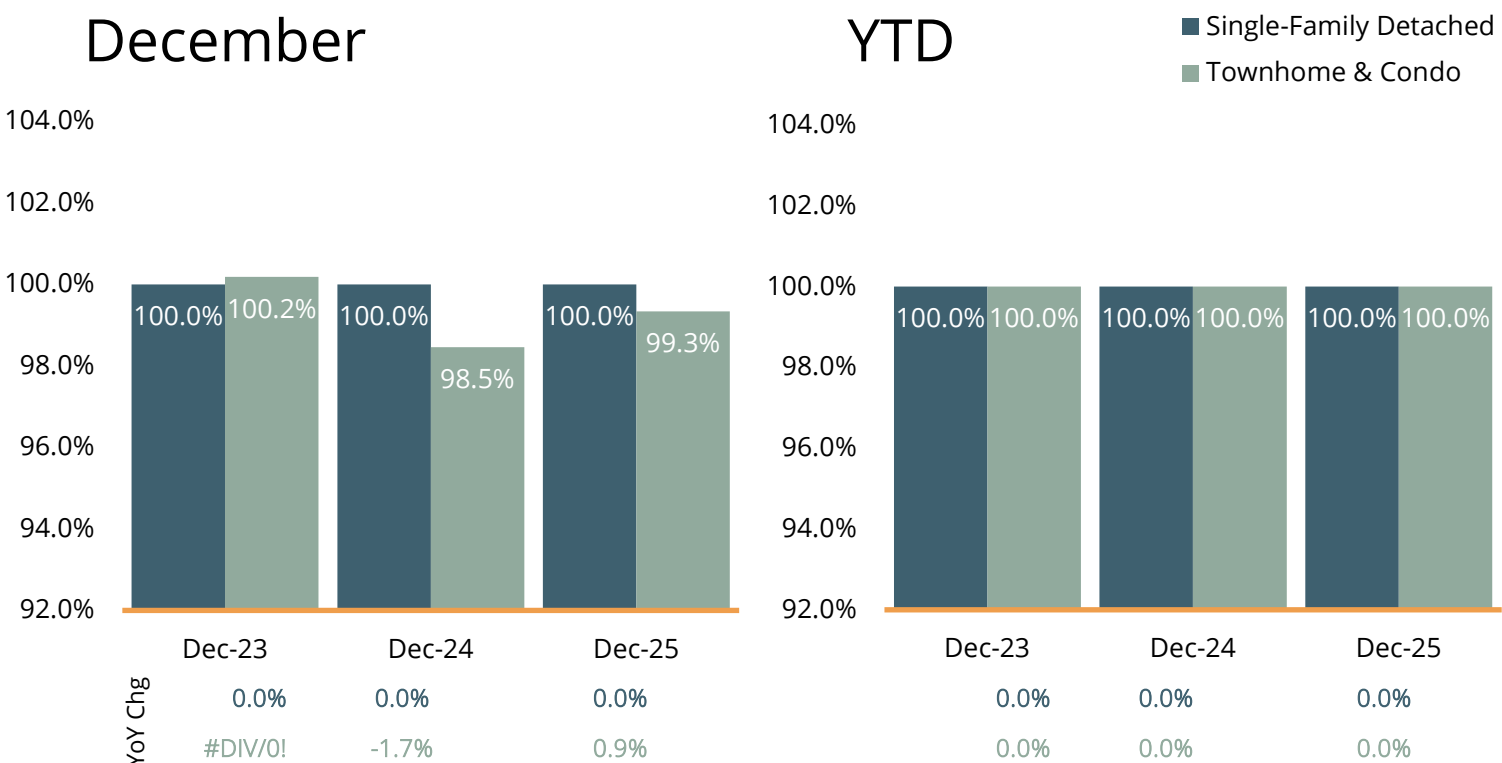
Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Dollar Volume (in millions)

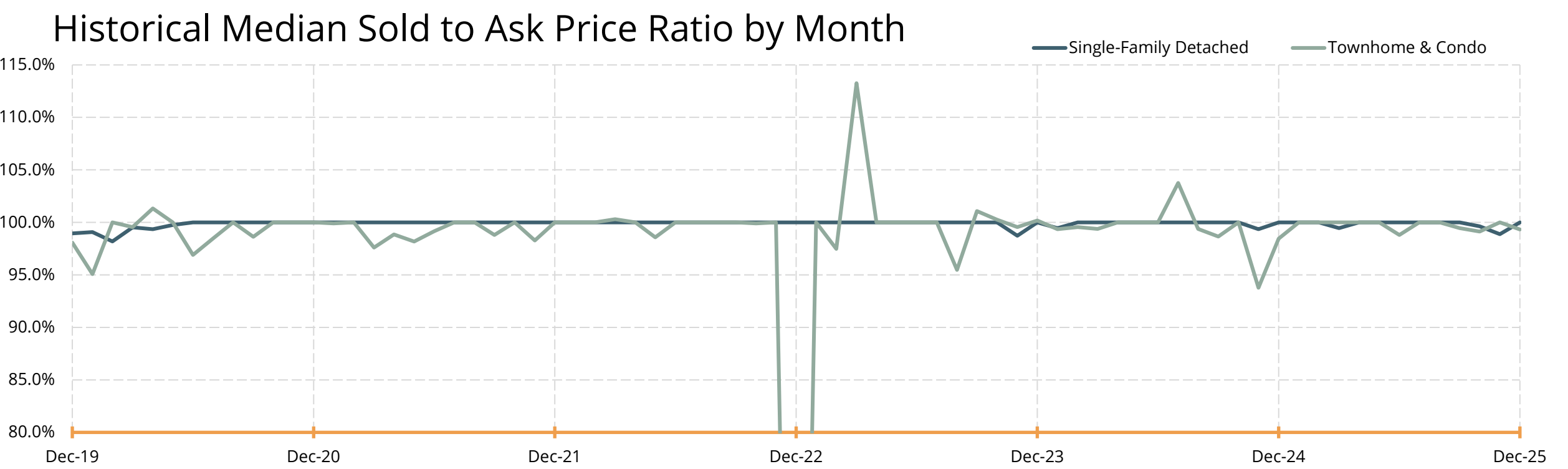


Source: Virginia REALTORS®, data accessed January 15, 2026

Median Sold to Ask Price Ratio

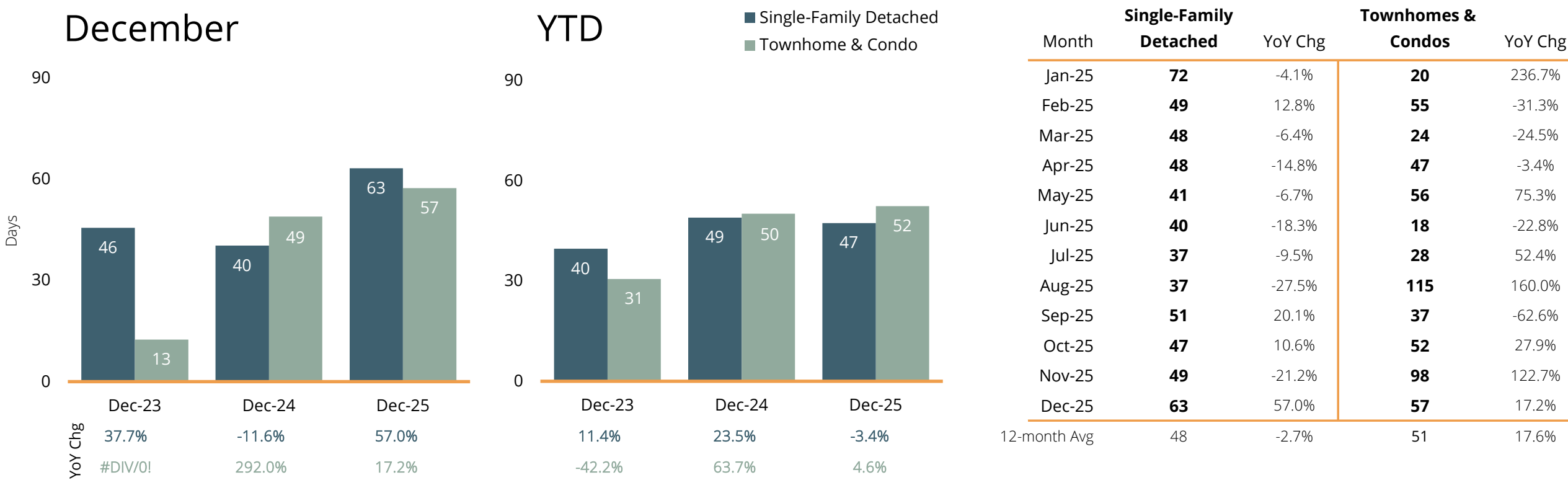


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-25	100.0%	0.5%	100.0%	0.7%
Feb-25	100.0%	0.0%	100.0%	0.4%
Mar-25	99.4%	-0.6%	100.0%	0.6%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	98.8%	-1.2%
Jul-25	100.0%	0.0%	100.0%	-3.6%
Aug-25	100.0%	0.0%	100.0%	0.6%
Sep-25	100.0%	0.0%	99.5%	0.8%
Oct-25	99.6%	-0.4%	99.1%	-0.9%
Nov-25	98.9%	-0.5%	100.0%	6.7%
Dec-25	100.0%	0.0%	99.3%	0.9%
12-month Avg	99.8%	-0.1%	99.7%	0.4%

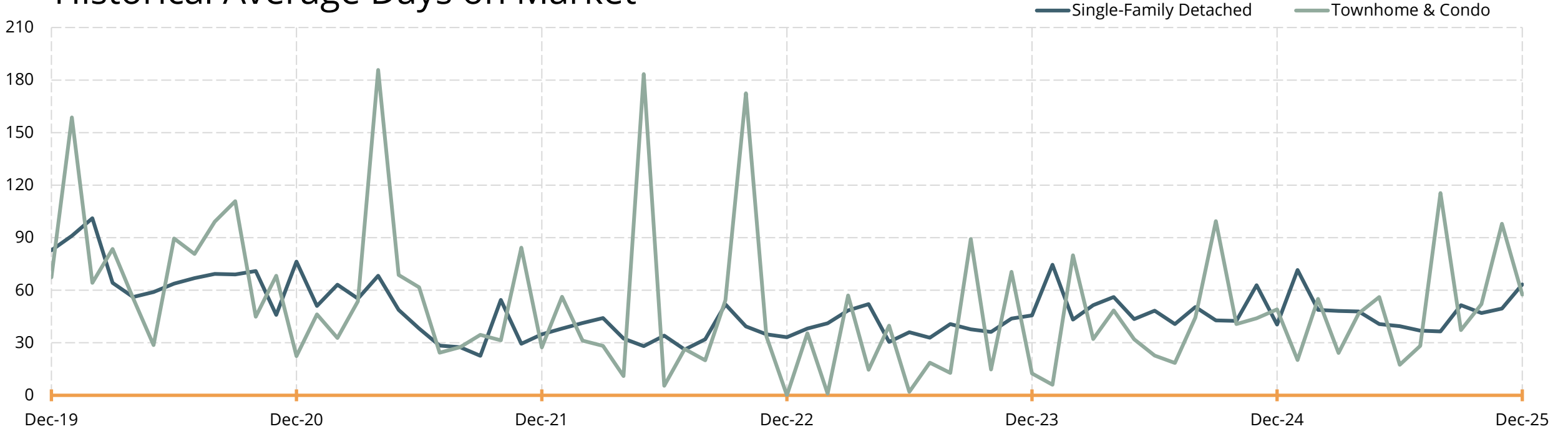


Source: Virginia REALTORS®, data accessed January 15, 2026

Average Days on Market



Historical Average Days on Market

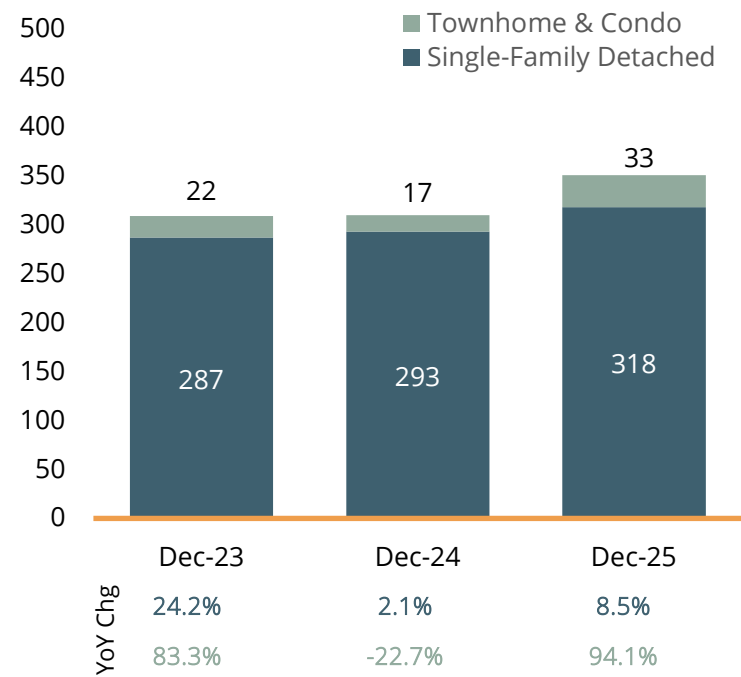


Source: Virginia REALTORS®, data accessed January 15, 2026

Active Listings

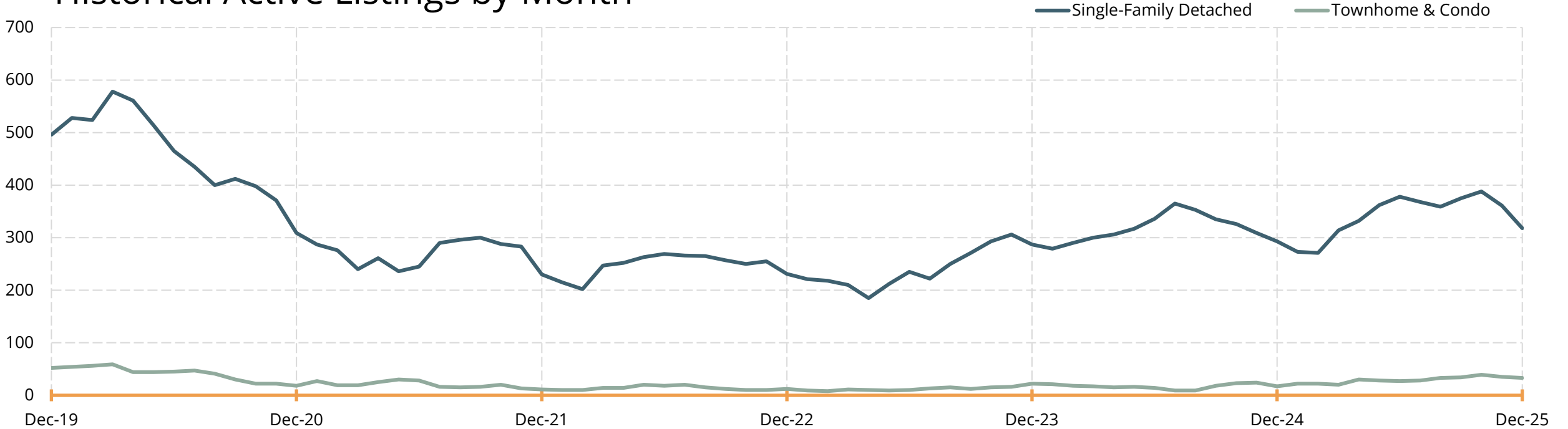


December



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	375	11.9%	34	88.9%
Oct-25	388	19.0%	39	69.6%
Nov-25	361	16.8%	35	45.8%
Dec-25	318	8.5%	33	94.1%
12-month Avg	342	7.6%	29	74.6%

Historical Active Listings by Month

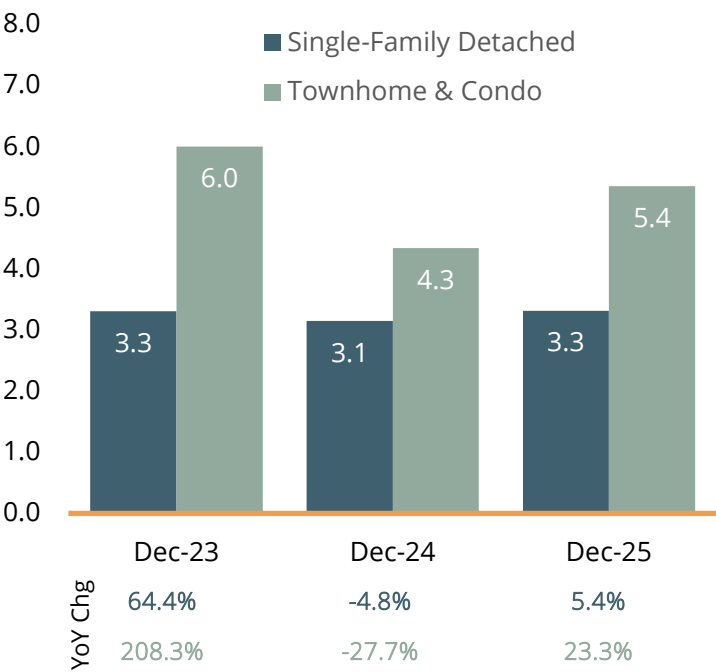


Source: Virginia REALTORS®, data accessed January 15, 2026

Months of Supply

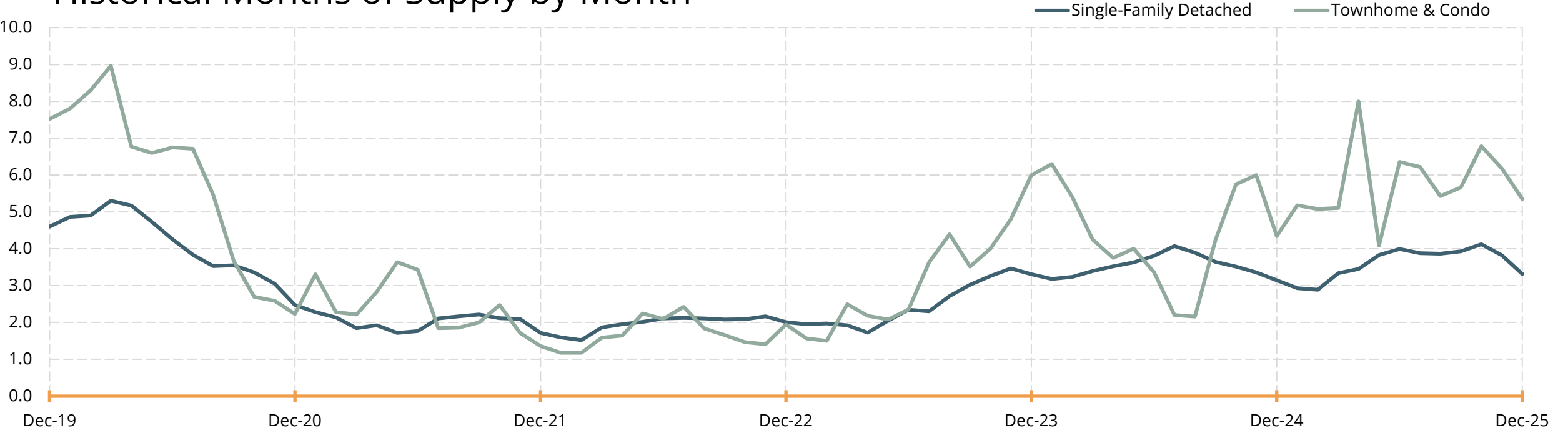


December



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-25	3.9	-0.7%	5.4	151.1%
Sep-25	3.9	7.8%	5.7	33.8%
Oct-25	4.1	17.1%	6.8	18.0%
Nov-25	3.8	13.8%	6.2	2.9%
Dec-25	3.3	5.4%	5.4	23.3%
12-month Avg	3.6	2.3%	5.8	34.1%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed January 15, 2026

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	31	25	-19.4%	35	43	22.9%	\$365,000	\$345,000	-5.5%	109	128	17.4%	2.8	3.2	17.7%
King & Queen County	5	4	-20.0%	2	11	450.0%	\$307,500	\$316,000	2.8%	21	20	-4.8%	4.3	3.0	-31.8%
King William County	24	12	-50.0%	24	24	0.0%	\$369,925	\$355,000	-4.0%	87	72	-17.2%	3.7	2.7	-26.7%
Mathews County	5	5	0.0%	9	10	11.1%	\$297,500	\$248,250	-16.6%	41	49	19.5%	3.1	4.3	38.0%
Middlesex County	13	13	0.0%	14	20	42.9%	\$339,623	\$344,500	1.4%	52	82	57.7%	3.2	4.5	41.1%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	602	689	14.5%	482	477	-1.0%	\$357,000	\$360,000	0.8%	109	128	17.4%
King & Queen County	93	106	14.0%	59	81	37.3%	\$288,450	\$322,500	11.8%	21	20	-4.8%
King William County	391	416	6.4%	280	311	11.1%	\$354,000	\$367,106	3.7%	87	72	-17.2%
Mathews County	219	229	4.6%	159	136	-14.5%	\$350,000	\$382,750	9.4%	41	49	19.5%
Middlesex County	298	325	9.1%	196	218	11.2%	\$379,500	\$383,000	0.9%	52	82	57.7%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	31	24	-22.6%	34	39	14.7%	\$367,500	\$355,000	-3.4%	108	124	14.8%	2.8	4.2	49.5%
King & Queen County	5	4	-20.0%	2	11	450.0%	\$307,500	\$316,000	2.8%	21	20	-4.8%	4.3	2.7	-37.3%
King William County	20	10	-50.0%	22	21	-4.5%	\$369,925	\$368,000	-0.5%	72	46	-36.1%	3.4	2.8	-19.4%
Mathews County	5	5	0.0%	9	10	11.1%	\$297,500	\$248,250	-16.6%	41	49	19.5%	3.1	3.9	25.7%
Middlesex County	13	13	0.0%	14	18	28.6%	\$339,623	\$344,500	1.4%	51	79	54.9%	3.2	6.0	85.3%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	593	665	12.1%	470	457	-2.8%	\$359,950	\$365,000	1.4%	108	124	14.8%
King & Queen County	93	106	14.0%	59	81	37.3%	\$288,450	\$322,500	11.8%	21	20	-4.8%
King William County	339	352	3.8%	252	276	9.5%	\$359,000	\$369,950	3.1%	72	46	-36.1%
Mathews County	219	227	3.7%	159	134	-15.7%	\$350,000	\$384,250	9.8%	41	49	19.5%
Middlesex County	290	312	7.6%	189	213	12.7%	\$369,000	\$379,900	3.0%	51	79	54.9%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	0	1	#DIV/0!	1	4	n/a	\$191,500	\$325,000	n/a	1	4	300.0%	1.0	1.7	71.4%
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	4	2	-50.0%	2	3	50.0%	\$359,500	\$294,990	-17.9%	15	26	73.3%	6.4	8.9	38.7%
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	0	2	n/a	\$0	\$432,500	n/a	1	3	200.0%	1.7	4.0	133.3%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Gloucester County	9	24	166.7%	12	20	66.7%	\$347,450	\$334,950	-3.6%	1	4	300.0%
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
King William County	52	64	23.1%	28	35	25.0%	\$291,250	\$325,000	11.6%	15	26	73.3%
Mathews County	0	2	n/a	0	2	n/a	\$0	\$317,225	n/a	0	0	n/a
Middlesex County	8	13	62.5%	7	5	-28.6%	\$385,000	\$385,000	0.0%	1	3	200.0%



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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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.