

JANUARY
2026

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: January 2026

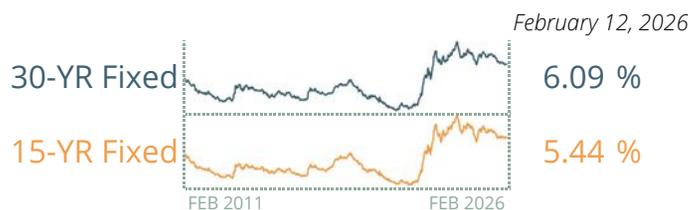
- There was a dip in sales activity at the start of the new year.** Home sales fell 6.8% in the Chesapeake Bay & Rivers market leading to 68 total sales, five less than a year ago. Gloucester County had four additional sales this month (+16.0%), while King and Queen County saw two more sales than the year before (+100%). Sales fell the furthest in King William County with 10 fewer than last year (-45.5%).
- There was a decline in pending sales activity this month in the region.** Regionwide, the total number of pending sales came to 70 in January, 14.6% less than a year earlier, which is 12 fewer pending sales. Activity grew in King William County with four additional pending sales (+16.7%) and King and Queen County with three more than a year ago (+42.9%). Gloucester County saw the biggest drop-off in pending sales with 13 fewer than last January (-41.9%).
- Prices were on the rise in the Chesapeake Bay & Rivers area.** At \$368,500, the median sales price in January was 5.3% higher than the previous year, a \$18,510 price hike. Homes sold for a median price of \$429,000 in Gloucester County, \$90,500 more than the year prior, increasing by 26.7%. There was a significant price reduction in Mathews County with the median price \$320,000 less than the year before (-57.1%). The median sales price also fell in King and Queen County this month (-\$85,205).
- In the Chesapeake Bay & Rivers market, listings continued to increase leading to more supply on the market.** January ended with 358 total listings in the area, 63 more than a year earlier, a 21.4% jump in activity. Listings surged in Middlesex County with 30 more than the year before (+60%) and Gloucester County with 22 additional listings (+20.9%).



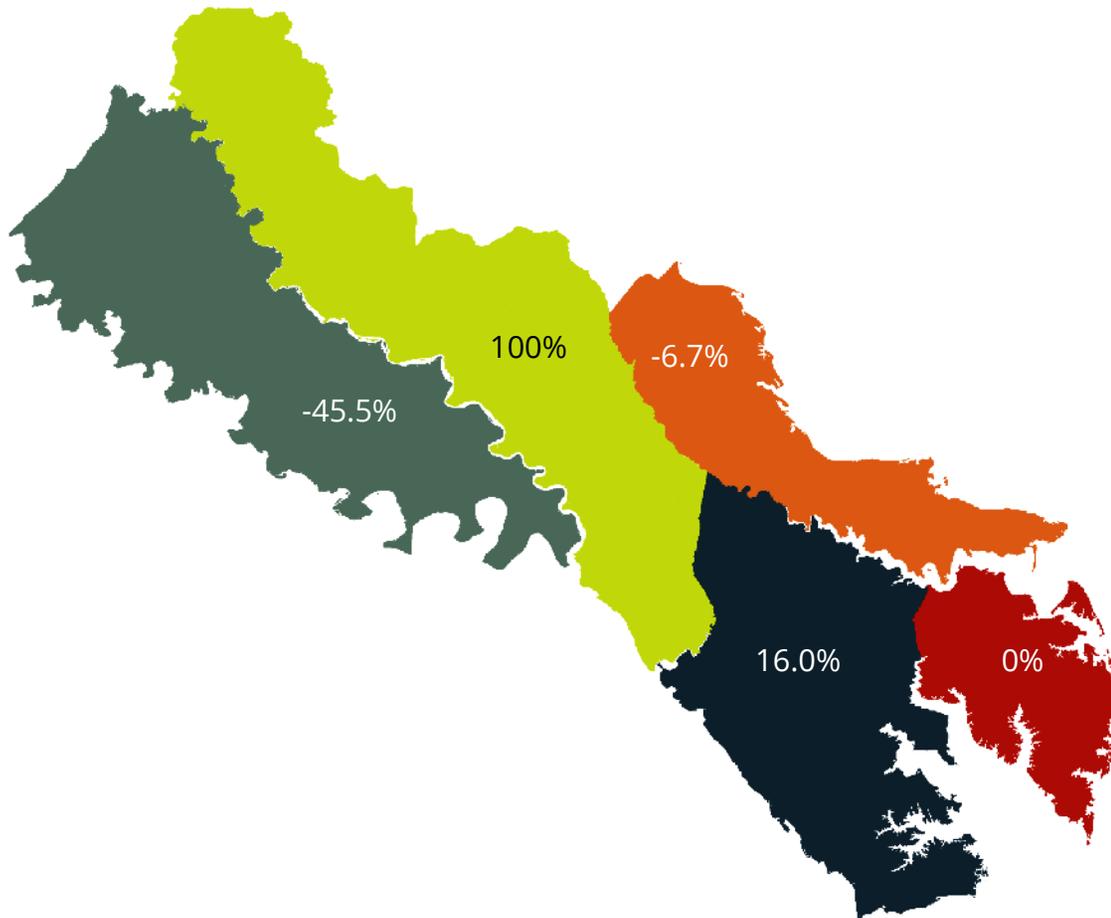
Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Jan-26	Indicator
▼ -6.8%	68	Sales
▼ -14.6%	70	Pending Sales
▼ -4.6%	125	New Listings
▲ 4.6%	\$365,975	Median List Price
▲ 5.3%	\$368,500	Median Sales Price
▼ -11.4%	\$204	Median Price Per Square Foot
▼ -4.6%	\$27.7	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 3.4%	70	Average Days on Market
▲ 21.4%	358	Active Listings
▲ 15.9%	3.5	Months of Supply

INTEREST RATE TRACKER



Market Activity - Chesapeake Bay & Rivers Footprint



<i>Jurisdiction</i>	Total Sales		
	Jan-25	Jan-26	% Chg
Gloucester County	25	29	16.0%
King & Queen County	2	4	100.0%
King William County	22	12	-45.5%
Mathews County	9	9	0.0%
Middlesex County	15	14	-6.7%
Chesapeake Bay & Rivers	73	68	-6.8%

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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		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			73	68	-6.8%	73	68	-6.8%
Pending Sales			82	70	-14.6%	82	70	-14.6%
New Listings			131	125	-4.6%	131	125	-4.6%
Median List Price			\$349,990	\$365,975	4.6%	\$348,745	\$365,975	4.9%
Median Sales Price			\$349,990	\$368,500	5.3%	\$347,495	\$368,500	6.0%
Median Price Per Square Foot			\$230	\$204	-11.4%	\$226	\$204	-10.0%
Sold Dollar Volume (in millions)			\$29.0	\$27.7	-4.6%	\$29.0	\$27.7	-4.6%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			68	70	3.4%	68	70	3.9%
Active Listings			295	358	21.4%	n/a	n/a	n/a
Months of Supply			3.0	3.5	15.9%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			68	65	-4.4%	68	65	-4.4%
Pending Sales			79	64	-19.0%	79	64	-19.0%
New Listings			121	108	-10.7%	121	108	-10.7%
Median List Price			\$349,995	\$367,950	5.1%	\$347,500	\$367,950	5.9%
Median Sales Price			\$349,995	\$373,000	6.6%	\$345,000	\$373,000	8.1%
Median Price Per Square Foot			\$231	\$203	-11.9%	\$226	\$203	-10.3%
Sold Dollar Volume (in millions)			\$27.4	\$26.6	-2.7%	\$27.4	\$26.6	-2.7%
Median Sold/Ask Price Ratio			100.0%	99.1%	-0.9%	100.0%	99.1%	-0.9%
Average Days on Market			72	67	-6.1%	74	67	-9.2%
Active Listings			273	316	15.8%	n/a	n/a	n/a
Months of Supply			2.9	3.3	11.9%	n/a	n/a	n/a

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

Townhome & Condo Market Overview

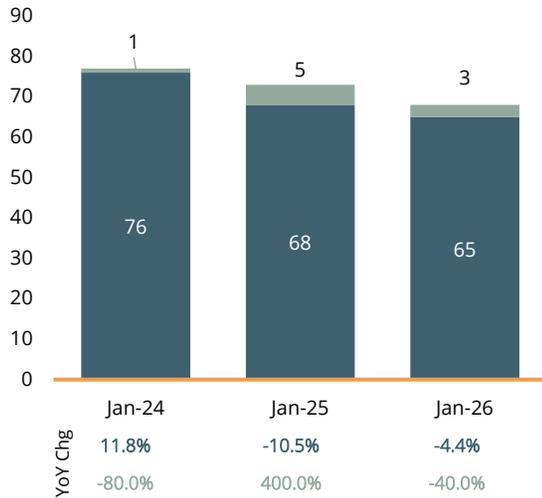


Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			5	3	-40.0%	5	3	-40.0%
Pending Sales			3	6	100.0%	3	6	100.0%
New Listings			10	17	70.0%	10	17	70.0%
Median List Price			\$299,000	\$314,679	5.2%	\$395,000	\$314,679	-20.3%
Median Sales Price			\$286,000	\$314,679	10.0%	\$385,000	\$314,679	-18.3%
Median Price Per Square Foot			\$191	\$206	7.8%	\$218	\$206	-5.5%
Sold Dollar Volume (in millions)			\$1.6	\$1.0	-35.8%	\$1.6	\$1.0	-35.8%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			20	138	581.5%	23	138	490.0%
Active Listings			22	42	90.9%	n/a	n/a	n/a
Months of Supply			5.2	7.4	43.2%	n/a	n/a	n/a

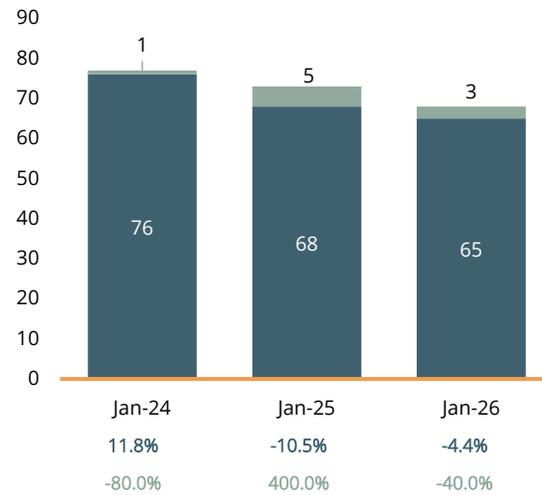
Sales



January



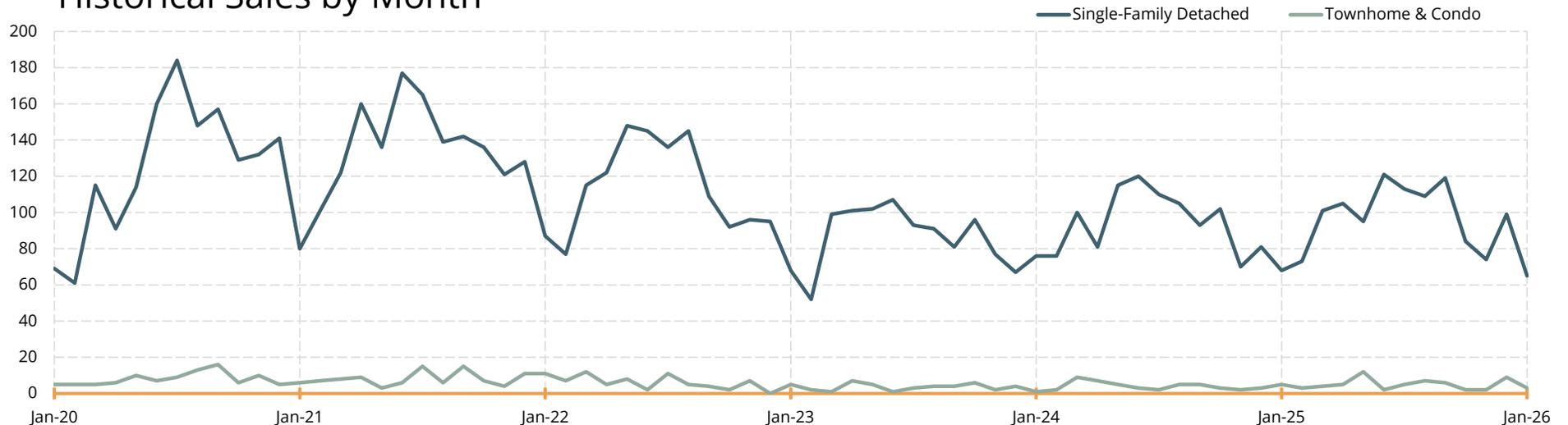
YTD



Single-Family Detached

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	73	-3.9%	3	50.0%
Mar-25	101	1.0%	4	-55.6%
Apr-25	105	29.6%	5	-28.6%
May-25	95	-17.4%	12	140.0%
Jun-25	121	0.8%	2	-33.3%
Jul-25	113	2.7%	5	150.0%
Aug-25	109	3.8%	7	40.0%
Sep-25	119	28.0%	6	20.0%
Oct-25	84	-17.6%	2	-33.3%
Nov-25	74	5.7%	2	0.0%
Dec-25	99	22.2%	9	200.0%
Jan-26	65	-4.4%	3	-40.0%
12-month Avg	97	3.3%	5	17.6%

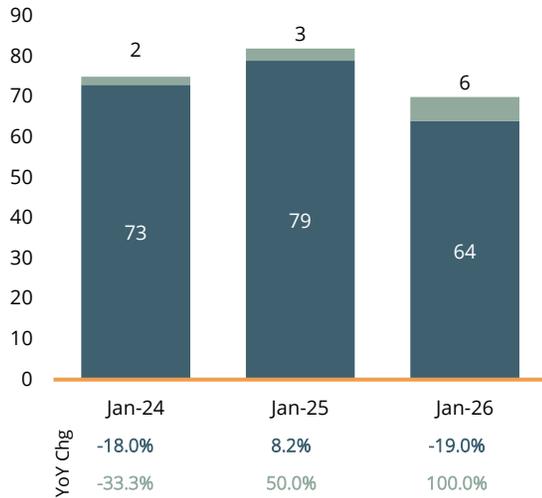
Historical Sales by Month



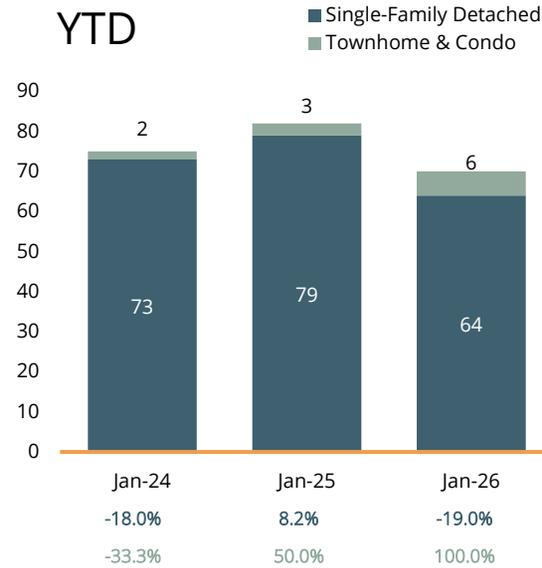
Pending Sales



January



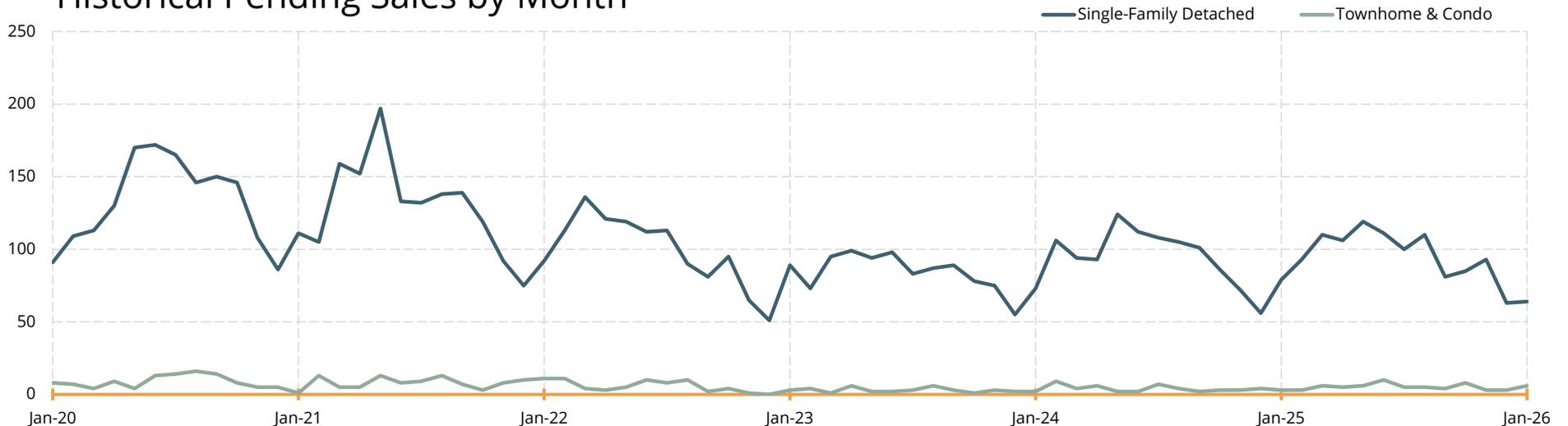
YTD



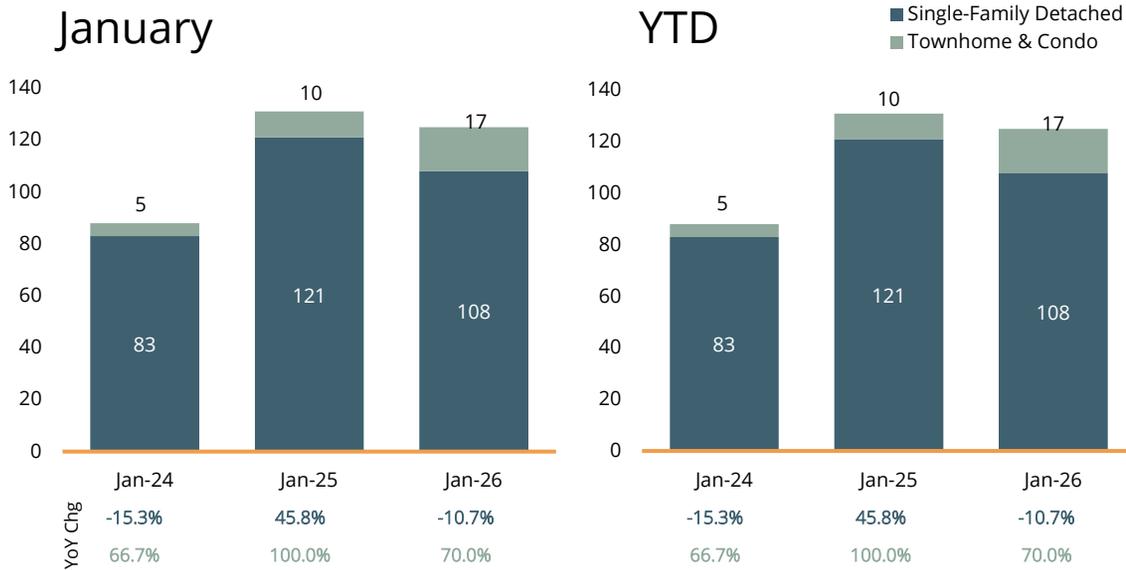
Single-Family Detached

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-26	64	-19.0%	6	100.0%
12-month Avg	95	-0.1%	5	30.6%

Historical Pending Sales by Month



New Listings

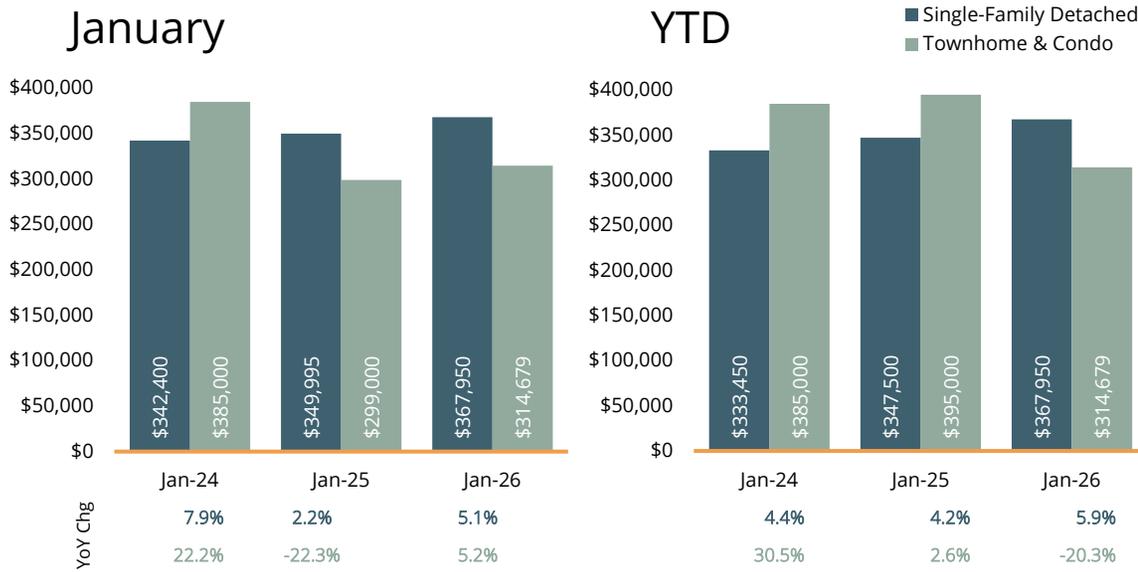


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	115	-17.3%	4	-55.6%
Mar-25	179	34.6%	8	14.3%
Apr-25	163	20.7%	14	180.0%
May-25	174	2.4%	6	100.0%
Jun-25	168	0.6%	11	450.0%
Jul-25	141	-12.4%	6	100.0%
Aug-25	147	-0.7%	7	0.0%
Sep-25	142	22.4%	9	-25.0%
Oct-25	151	28.0%	19	137.5%
Nov-25	105	16.7%	6	50.0%
Dec-25	56	-24.3%	3	-25.0%
Jan-26	108	-10.7%	17	70.0%
12-month Avg	137	4.9%	9	48.6%

Historical New Listings by Month

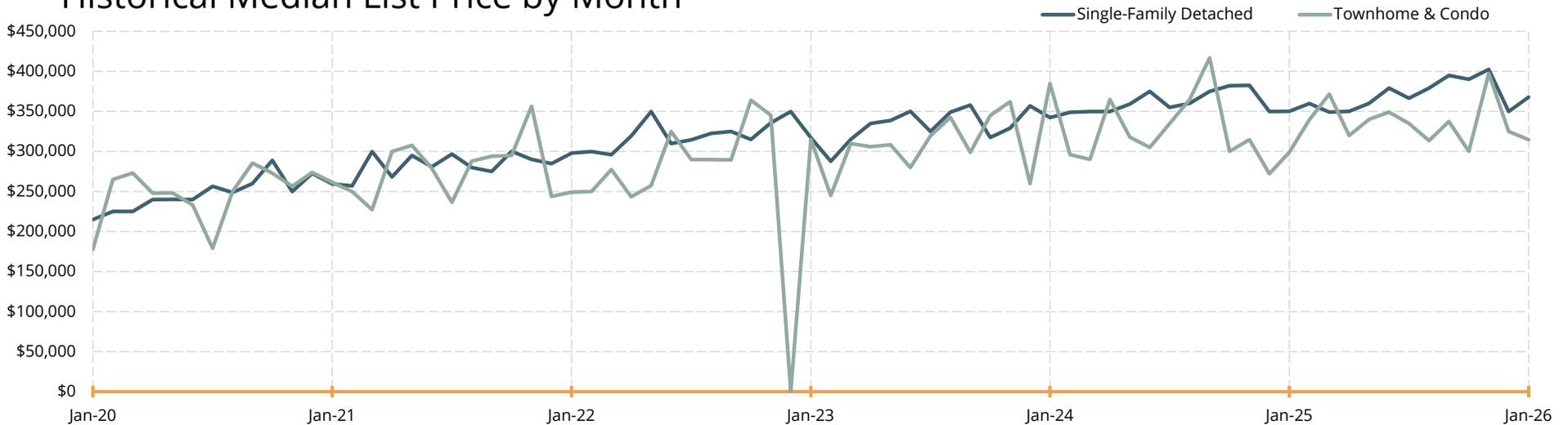


Median List Price



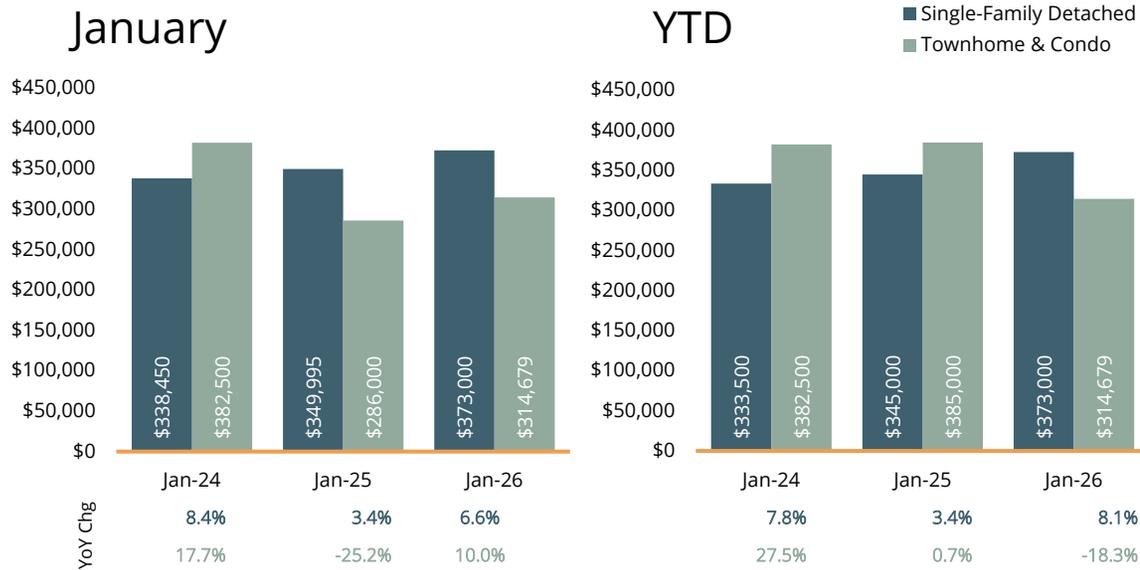
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	\$359,950	3.2%	\$339,500	14.7%
Mar-25	\$349,000	-0.3%	\$371,500	28.1%
Apr-25	\$350,000	0.0%	\$319,950	-12.3%
May-25	\$360,000	0.3%	\$340,000	7.0%
Jun-25	\$379,000	1.1%	\$349,000	14.4%
Jul-25	\$366,485	3.3%	\$335,000	0.1%
Aug-25	\$379,000	5.3%	\$313,444	-14.1%
Sep-25	\$395,000	5.4%	\$337,425	-19.1%
Oct-25	\$389,950	2.1%	\$299,995	0.0%
Nov-25	\$402,450	5.2%	\$397,400	26.3%
Dec-25	\$349,900	0.0%	\$325,000	19.5%
Jan-26	\$367,950	5.1%	\$314,679	5.2%
12-month Avg	\$370,724	2.6%	\$336,908	4.3%

Historical Median List Price by Month



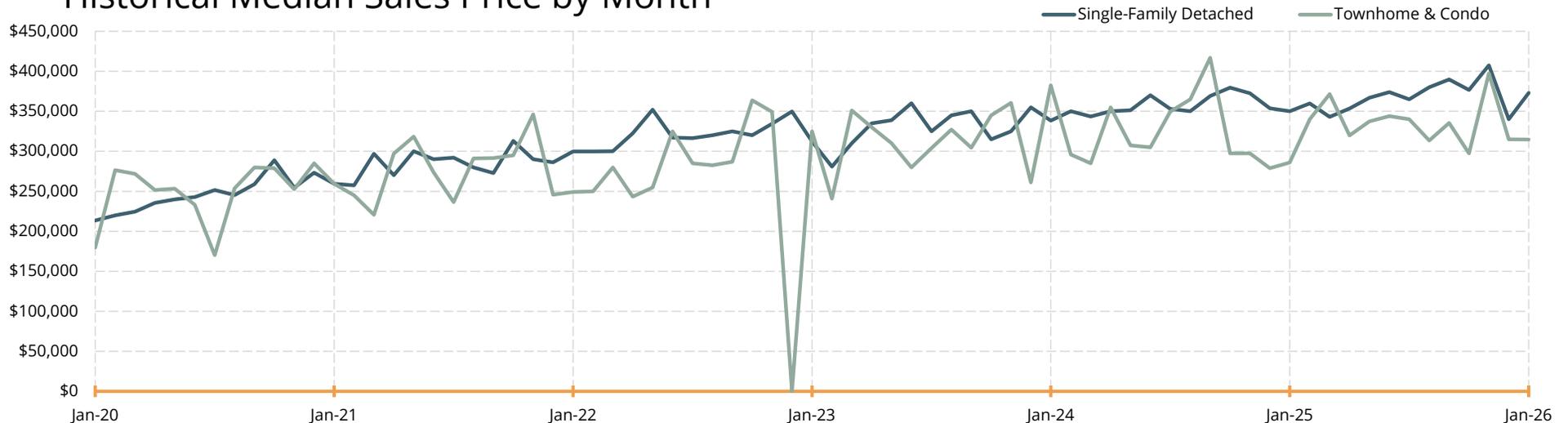
Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sales Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	\$359,950	2.8%	\$340,000	14.9%
Mar-25	\$343,000	-0.1%	\$371,500	30.4%
Apr-25	\$353,500	1.0%	\$319,950	-9.9%
May-25	\$367,000	4.4%	\$337,500	9.8%
Jun-25	\$374,000	1.1%	\$344,000	12.8%
Jul-25	\$365,000	3.4%	\$340,000	-2.7%
Aug-25	\$380,000	8.6%	\$313,444	-14.1%
Sep-25	\$389,900	5.7%	\$335,425	-19.5%
Oct-25	\$376,740	-0.7%	\$297,495	0.0%
Nov-25	\$407,450	9.4%	\$397,450	33.6%
Dec-25	\$340,000	-3.9%	\$315,000	12.9%
Jan-26	\$373,000	6.6%	\$314,679	10.0%
12-month Avg	\$369,128	3.2%	\$335,537	4.9%

Historical Median Sales Price by Month



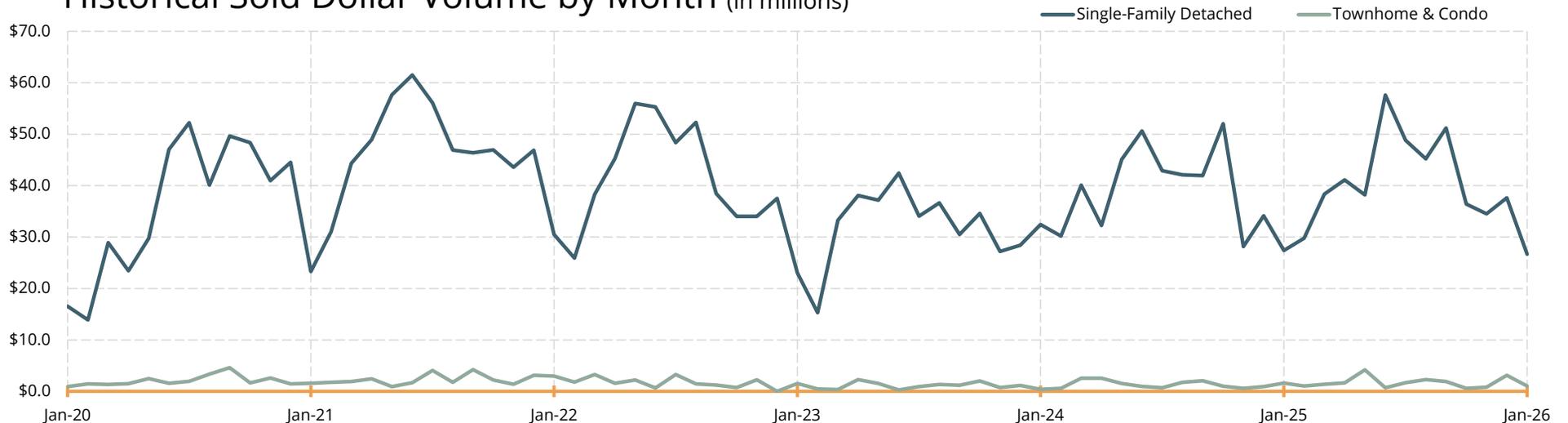
Source: Virginia REALTORS®, data accessed February 15, 2026

Sold Dollar Volume (in millions)



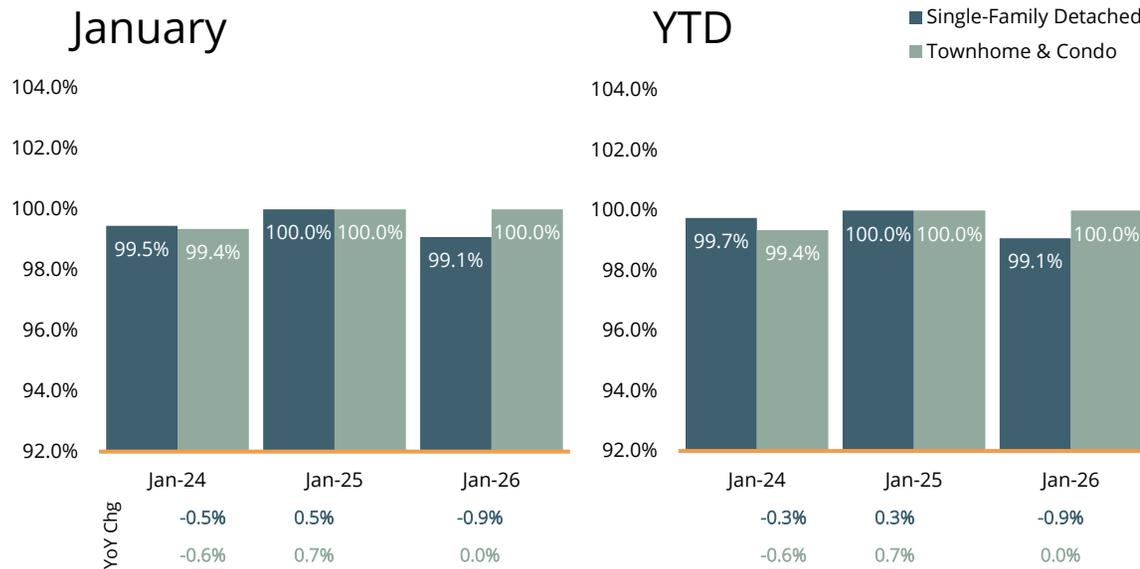
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	\$29.8	-1.4%	\$1.0	75.1%
Mar-25	\$38.3	-4.4%	\$1.4	-45.7%
Apr-25	\$41.1	27.4%	\$1.6	-36.5%
May-25	\$38.2	-15.3%	\$4.2	172.1%
Jun-25	\$57.6	13.8%	\$0.7	-27.6%
Jul-25	\$48.8	13.8%	\$1.7	138.9%
Aug-25	\$45.2	7.5%	\$2.3	28.6%
Sep-25	\$51.2	22.1%	\$1.9	-7.5%
Oct-25	\$36.4	-30.1%	\$0.6	-39.7%
Nov-25	\$34.5	22.7%	\$0.8	33.6%
Dec-25	\$37.6	10.2%	\$3.1	241.3%
Jan-26	\$26.6	-2.7%	\$1.0	-35.8%
12-month Avg	\$40.5	4.0%	\$1.7	20.7%

Historical Sold Dollar Volume by Month (in millions)



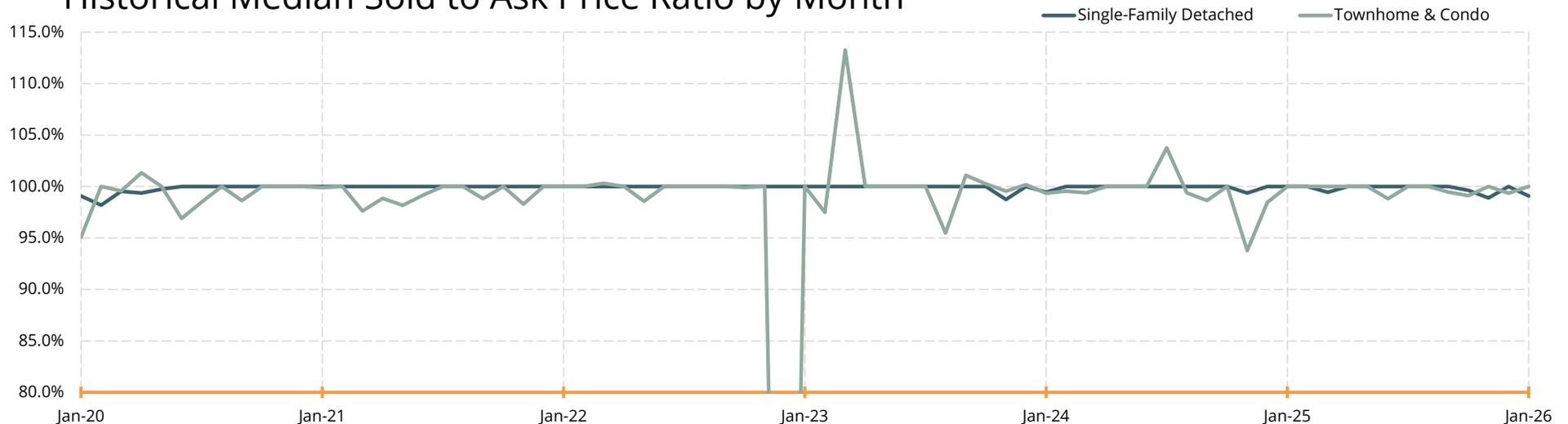
Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sold to Ask Price Ratio

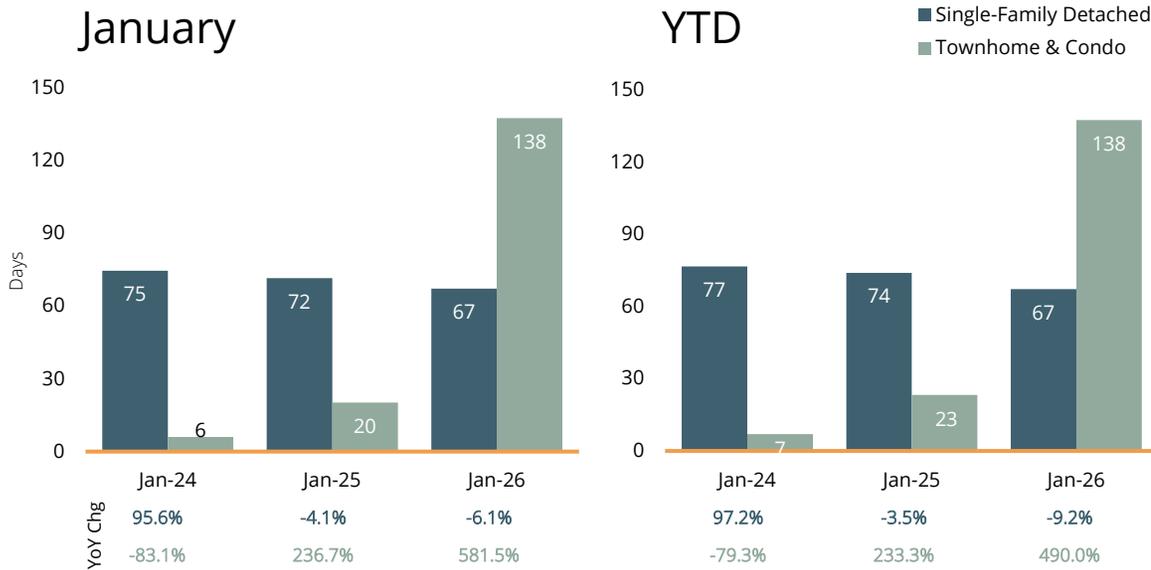


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Feb-25	100.0%	0.0%	100.0%	0.4%
Mar-25	99.4%	-0.6%	100.0%	0.6%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	98.8%	-1.2%
Jul-25	100.0%	0.0%	100.0%	-3.6%
Aug-25	100.0%	0.0%	100.0%	0.6%
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%
Jan-26	99.1%	-0.9%	100.0%	0.0%
12-month Avg	99.8%	-0.2%	99.7%	0.3%

Historical Median Sold to Ask Price Ratio by Month

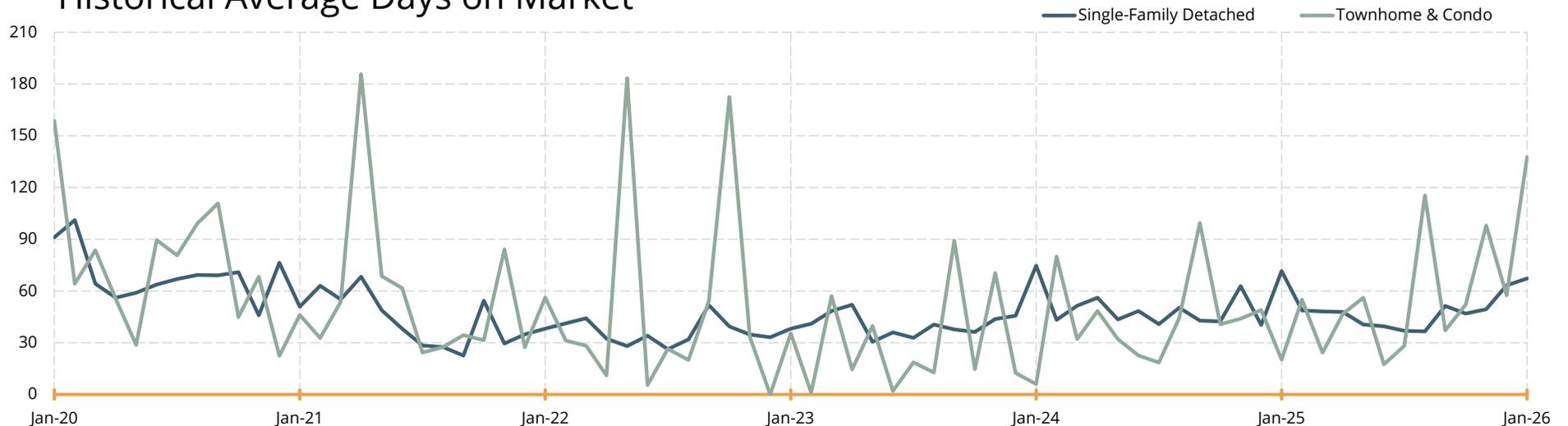


Average Days on Market



Month	Single-Family Detached		Townhomes & Condos	
	Count	YoY Chg	Count	YoY Chg
Feb-25	49	12.8%	55	-31.3%
Mar-25	48	-6.4%	24	-24.5%
Apr-25	48	-14.8%	47	-3.4%
May-25	41	-6.7%	56	75.3%
Jun-25	40	-18.3%	18	-22.8%
Jul-25	37	-9.5%	28	52.4%
Aug-25	37	-27.5%	115	160.0%
Sep-25	51	20.1%	37	-62.6%
Oct-25	47	10.6%	52	27.9%
Nov-25	49	-21.2%	98	122.7%
Dec-25	63	57.0%	57	17.2%
Jan-26	67	-6.1%	138	581.5%
12-month Avg	48	-2.9%	60	36.5%

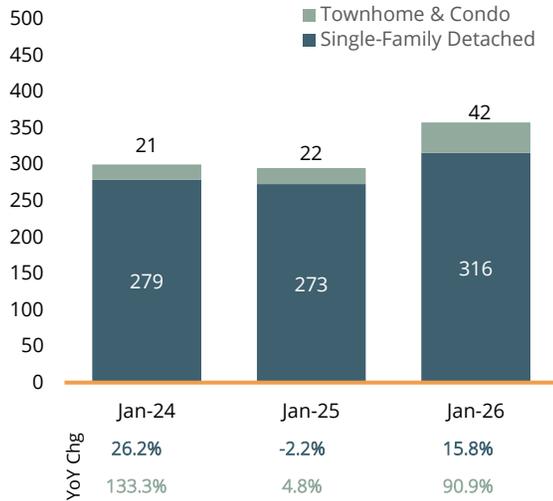
Historical Average Days on Market



Active Listings

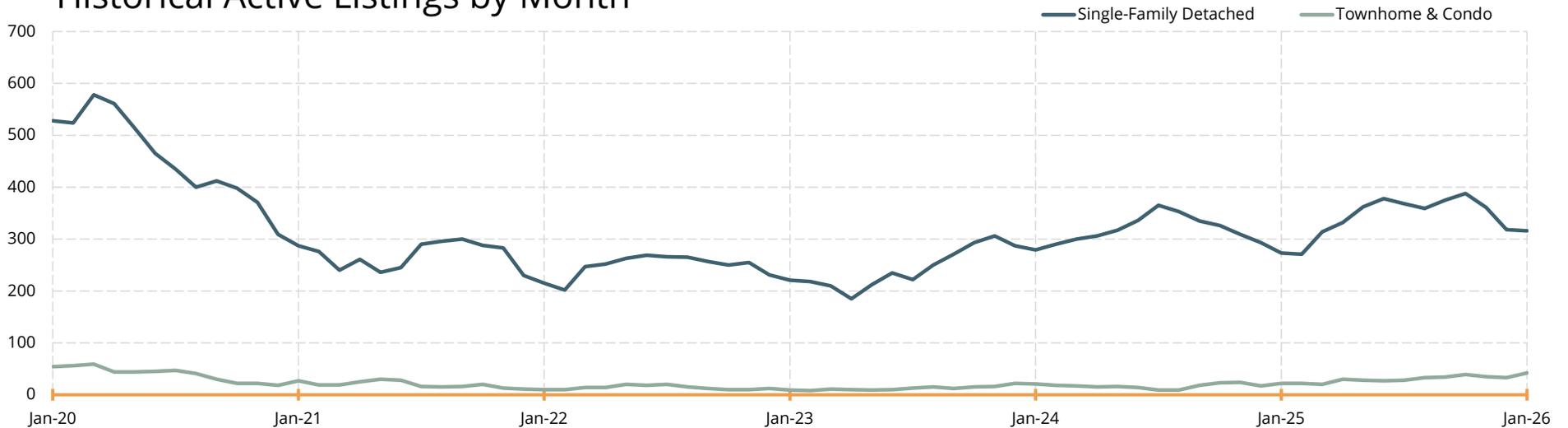


January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-26	316	15.8%	42	90.9%
12-month Avg	345	8.9%	31	83.7%

Historical Active Listings by Month

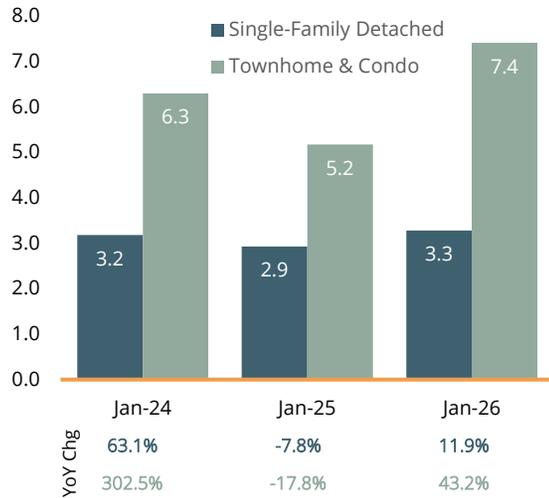


Source: Virginia REALTORS®, data accessed February 15, 2026

Months of Supply



January



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Jan-26	3.3	11.9%	7.4	43.2%
12-month Avg	3.6	3.7%	6.0	41.5%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	40	34	-15.0%	25	29	16.0%	\$338,500	\$429,000	26.7%	105	127	21.0%	2.7	3.2	18.9%
King & Queen County	3	9	200.0%	2	4	100.0%	\$337,500	\$252,475	-25.2%	10	15	50.0%	2.2	2.2	-0.6%
King William County	49	49	0.0%	22	12	-45.5%	\$337,500	\$382,475	13.3%	95	84	-11.6%	4.0	3.3	-16.5%
Mathews County	21	14	-33.3%	9	9	0.0%	\$560,000	\$240,000	-57.1%	35	52	48.6%	2.7	4.6	68.2%
Middlesex County	18	19	5.6%	15	14	-6.7%	\$385,000	\$392,000	1.8%	50	80	60.0%	3.0	4.4	45.3%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	40	34	-15.0%	25	29	16.0%	\$338,500	\$429,000	26.7%	105	127	21.0%
King & Queen County	3	9	200.0%	2	4	100.0%	\$337,500	\$252,475	-25.2%	10	15	50.0%
King William County	49	49	0.0%	22	12	-45.5%	\$330,000	\$382,475	15.9%	95	84	-11.6%
Mathews County	21	14	-33.3%	9	9	0.0%	\$560,000	\$240,000	-57.1%	35	52	48.6%
Middlesex County	18	19	5.6%	15	14	-6.7%	\$385,000	\$392,000	1.8%	50	80	60.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	39	34	-12.8%	23	29	26.1%	\$338,500	\$429,000	26.7%	104	123	18.3%	2.7	3.2	19.0%
King & Queen County	3	9	200.0%	2	4	100.0%	\$337,500	\$252,475	-25.2%	10	15	50.0%	2.2	2.2	-0.6%
King William County	44	32	-27.3%	19	9	-52.6%	\$345,000	\$385,000	11.6%	77	49	-36.4%	3.6	2.2	-39.4%
Mathews County	20	14	-30.0%	9	9	0.0%	\$560,000	\$240,000	-57.1%	35	52	48.6%	2.7	4.7	70.7%
Middlesex County	15	19	26.7%	15	14	-6.7%	\$385,000	\$392,000	1.8%	47	77	63.8%	2.9	4.4	48.4%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	39	34	-12.8%	23	29	26.1%	\$341,750	\$429,000	25.5%	104	123	18.3%
King & Queen County	3	9	200.0%	2	4	100.0%	\$337,500	\$252,475	-25.2%	10	15	50.0%
King William County	44	32	-27.3%	19	9	-52.6%	\$337,500	\$385,000	14.1%	77	49	-36.4%
Mathews County	20	14	-30.0%	9	9	0.0%	\$560,000	\$240,000	-57.1%	35	52	48.6%
Middlesex County	15	19	26.7%	15	14	-6.7%	\$331,645	\$392,000	18.2%	47	77	63.8%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	1	0	-100.0%	2	0	n/a	\$322,500	\$0	n/a	1	4	300.0%	0.9	1.9	124.0%
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	17	240.0%	3	3	0.0%	\$286,000	\$314,679	10.0%	18	35	94.4%	7.0	12.0	72.2%
Mathews County	1	0	-100.0%	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Middlesex County	3	0	-100.0%	0	0	n/a	\$0	\$0	n/a	3	3	0.0%	6.0	6.0	0.0%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Gloucester County	1	0	-100.0%	2	0	-100.0%	\$259,500	\$0	-100.0%	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	5	17	240.0%	3	3	0.0%	\$286,000	\$314,679	10.0%	18	35	94.4%
Mathews County	1	0	-100.0%	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Middlesex County	3	0	-100.0%	0	0	n/a	\$575,000	\$0	-100.0%	3	3	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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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.