



OCTOBER
2025

CBRAR CHESAPEAKE BAY & RIVERS MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

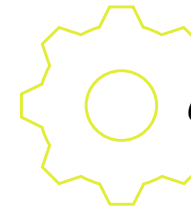
Chesapeake Bay & Rivers Market Indicators Report



Key Market Trends: October 2025

- There were fewer home sales in the Chesapeake Bay & Rivers region this month compared to last year.** In October, the total number of sales came to 86 in the area, down 18.1% or 19 sales from the previous year. King William County (+20.0%) and Middlesex County (+6.3%) saw a small uptick in sales activity as the number of transactions remained the same in Mathews County. The biggest drop in sales occurred in Gloucester County with 21 fewer home sales (-43.8%).
- Pending sales grew across the Chesapeake Bay & Rivers market in October.** There were 93 pending sales this month, four more than the year prior, increasing by 4.5%. Activity went up in Gloucester County with seven additional pending sales (+22.6%) and King and Queen County with two more than a year ago (+40.0%). King William County (-13.3%) and Mathews County (-20.0%) saw pending sales dip the most this month.
- Median home prices decreased in the Chesapeake Bay & Rivers overall but there was variation at the local level.** The median sales price regionwide was \$370,000 in October, \$9,000 less than a year earlier, dipping by 2.4%. At \$381,740, the median price in King William County was \$34,740 more than the year prior, growing by 10%. There were significant price reductions in Middlesex County with prices down \$67,000 (-16.1%) and Mathews County with homes costing \$45,000 less than last year (-9.6%).
- Active listings levels continue to expand in the Chesapeake Bay & Rivers footprint.** October ended with 427 total listings on the market in the region, 78 more listings than the previous year, jumping up 22.3%. Most of the listing growth this month came from Gloucester County with 39 additional listings (+35.8%) and Middlesex County with 34 more listings than last year (+53.9%). King William was the only market where listings declined (-3.9%).

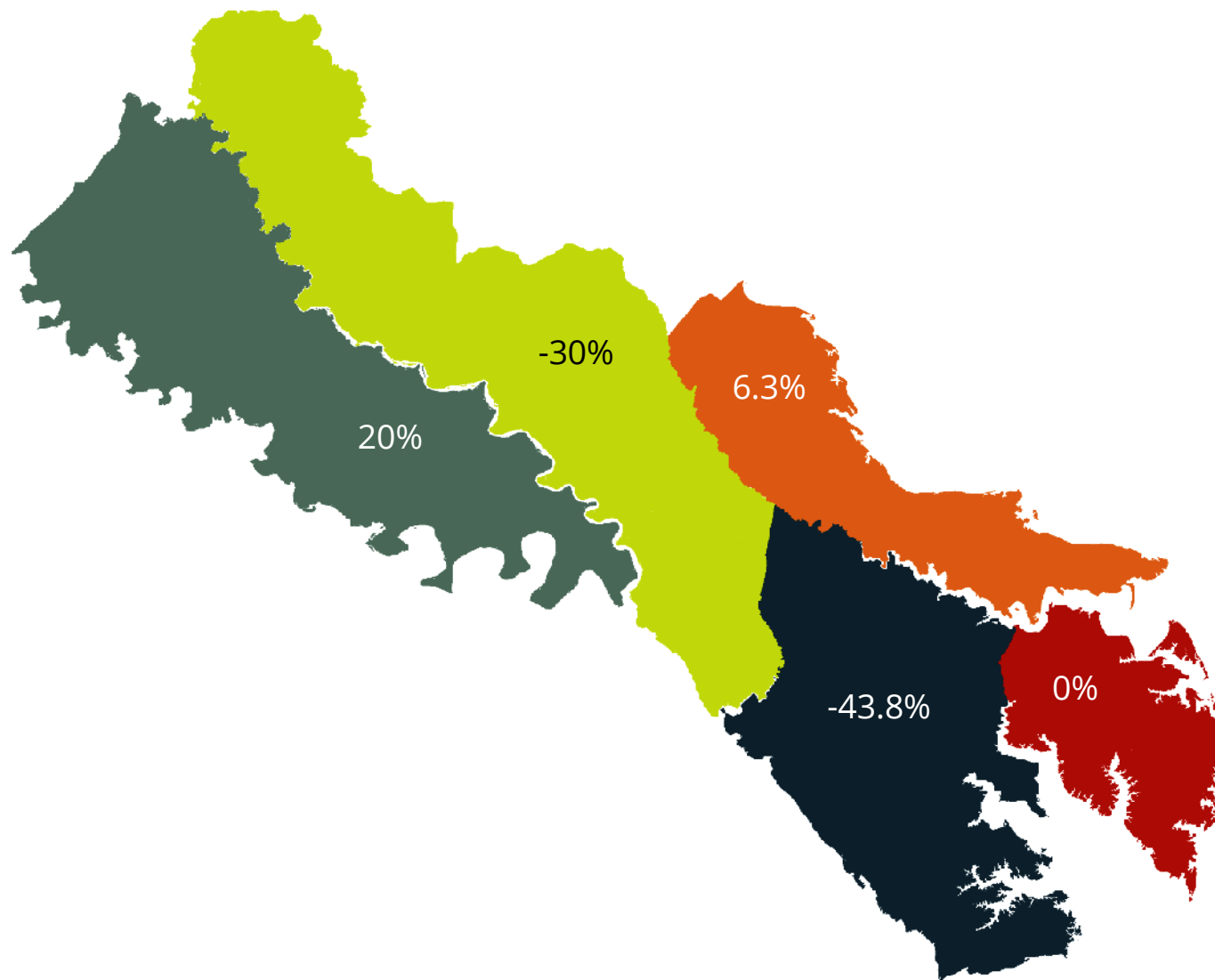
INTEREST RATE
TRACKER



Chesapeake Bay & Rivers Market Dashboard

YoY Chg	Oct-25	Indicator
▼ -18.1%	86	Sales
▲ 4.5%	93	Pending Sales
▲ 34.9%	170	New Listings
▲ 2.8%	\$389,450	Median List Price
▼ -2.4%	\$370,000	Median Sales Price
▲ 1.4%	\$219	Median Price Per Square Foot
▼ -30.3%	\$37.0	Sold Dollar Volume (in millions)
▼ -0.4%	99.6%	Median Sold/Ask Price Ratio
▲ 11.0%	47	Average Days on Market
▲ 22.3%	427	Active Listings
▲ 18.4%	4.3	Months of Supply

Market Activity - Chesapeake Bay & Rivers Footprint



Jurisdiction	Total Sales		
	Oct-24	Oct-25	% Chg
Gloucester County	48	27	-43.8%
King & Queen County	10	7	-30.0%
King William County	20	24	20.0%
Mathews County	11	11	0.0%
Middlesex County	16	17	6.3%
Chesapeake Bay & Rivers	105	86	-18.1%

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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			Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23		Oct-25						
Sales				105	86	-18.1%	1,020	1,039	1.9%
Pending Sales				89	93	4.5%	1,043	1,049	0.6%
New Listings				126	170	34.9%	1,431	1,595	11.5%
Median List Price				\$379,000	\$389,450	2.8%	\$359,000	\$366,485	2.1%
Median Sales Price				\$379,000	\$370,000	-2.4%	\$355,000	\$361,560	1.8%
Median Price Per Square Foot				\$216	\$219	1.4%	\$209	\$219	4.8%
Sold Dollar Volume (in millions)				\$53.0	\$37.0	-30.3%	\$423.6	\$431.0	1.7%
Median Sold/Ask Price Ratio				100.0%	99.6%	-0.4%	100.0%	100.0%	0.0%
Average Days on Market				42	47	11.0%	49	46	-6.1%
Active Listings				349	427	22.3%	n/a	n/a	n/a
Months of Supply				3.6	4.3	18.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23		Oct-25						
Sales				102	84	-17.6%	978	988	1.0%
Pending Sales				86	85	-1.2%	1,002	994	-0.8%
New Listings				118	151	28.0%	1,370	1,501	9.6%
Median List Price				\$381,950	\$389,950	2.1%	\$359,975	\$369,433	2.6%
Median Sales Price				\$379,500	\$376,740	-0.7%	\$358,513	\$365,000	1.8%
Median Price Per Square Foot				\$217	\$219	1.0%	\$209	\$220	5.4%
Sold Dollar Volume (in millions)				\$52.0	\$36.4	-30.1%	\$409.6	\$414.0	1.1%
Median Sold/Ask Price Ratio				100.0%	99.6%	-0.4%	100.0%	100.0%	0.0%
Average Days on Market				42	47	10.6%	49	46	-6.5%
Active Listings				326	388	19.0%	n/a	n/a	n/a
Months of Supply				3.5	4.1	17.1%	n/a	n/a	n/a

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

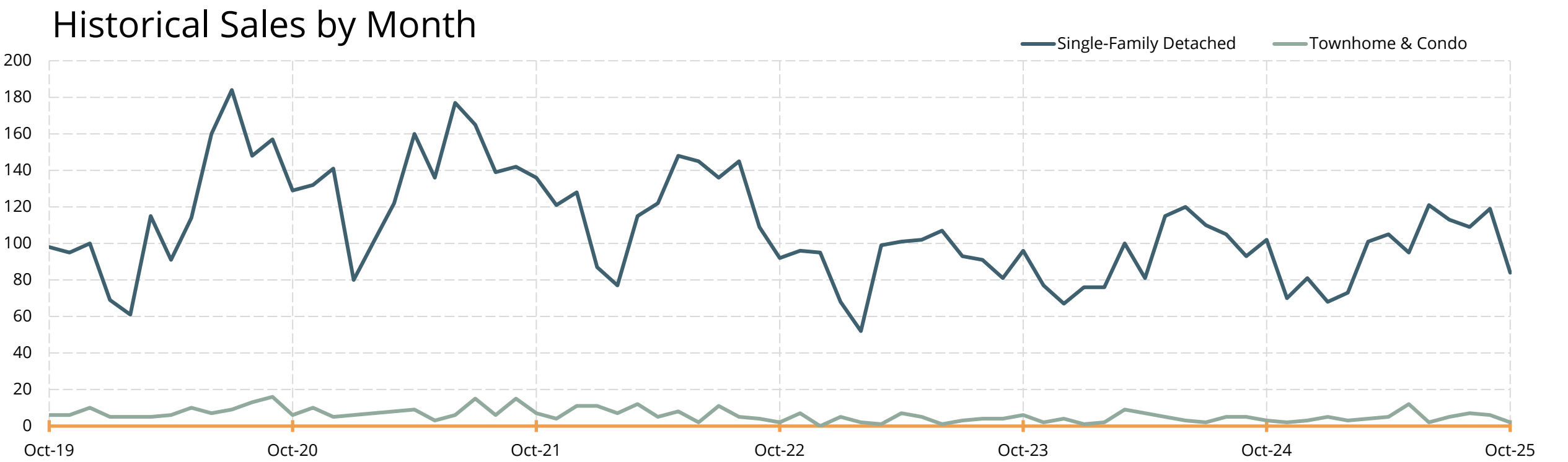
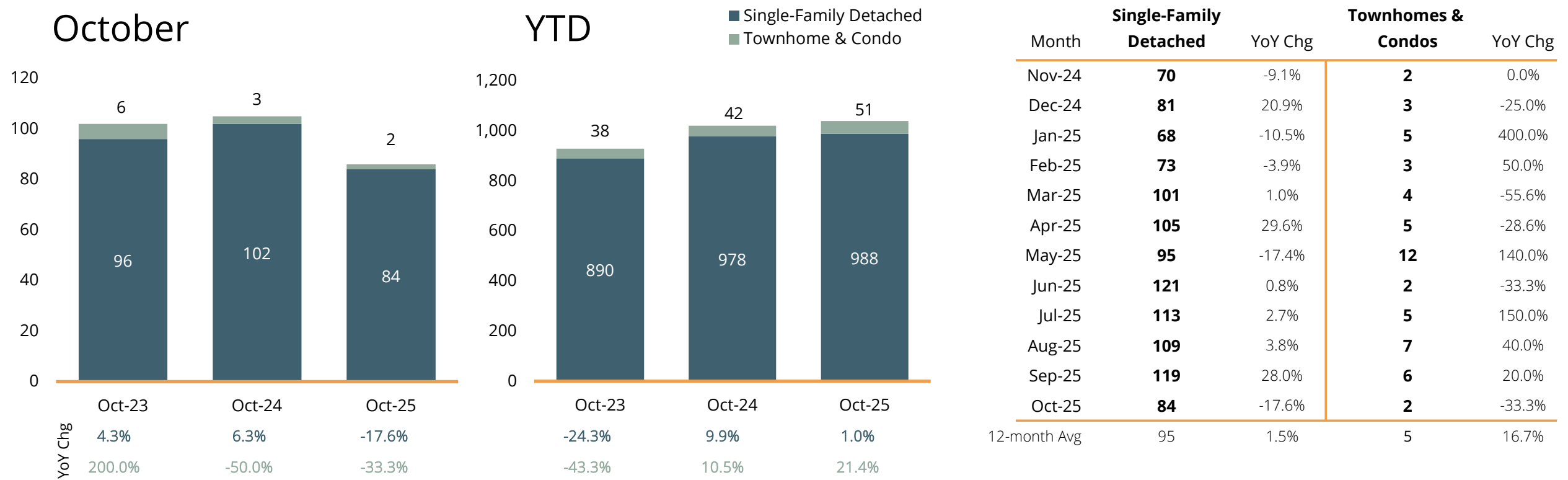
Townhome & Condo Market Overview



Key Metrics	2-year Trends			Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23		Oct-25						
Sales				3	2	-33.3%	42	51	21.4%
Pending Sales				3	8	166.7%	41	55	34.1%
New Listings				8	19	137.5%	61	94	54.1%
Median List Price				\$299,998	\$299,995	0.0%	\$340,000	\$339,000	-0.3%
Median Sales Price				\$297,500	\$297,495	0.0%	\$329,950	\$335,950	1.8%
Median Price Per Square Foot				\$182	\$191	4.8%	\$204	\$204	-0.2%
Sold Dollar Volume (in millions)				\$1.0	\$0.6	-39.7%	\$14.0	\$16.9	20.5%
Median Sold/Ask Price Ratio				100.0%	99.1%	-0.9%	100.0%	100.0%	0.0%
Average Days on Market				41	52	27.9%	50	50	-0.1%
Active Listings				23	39	69.6%	n/a	n/a	n/a
Months of Supply				5.8	6.8	18.0%	n/a	n/a	n/a

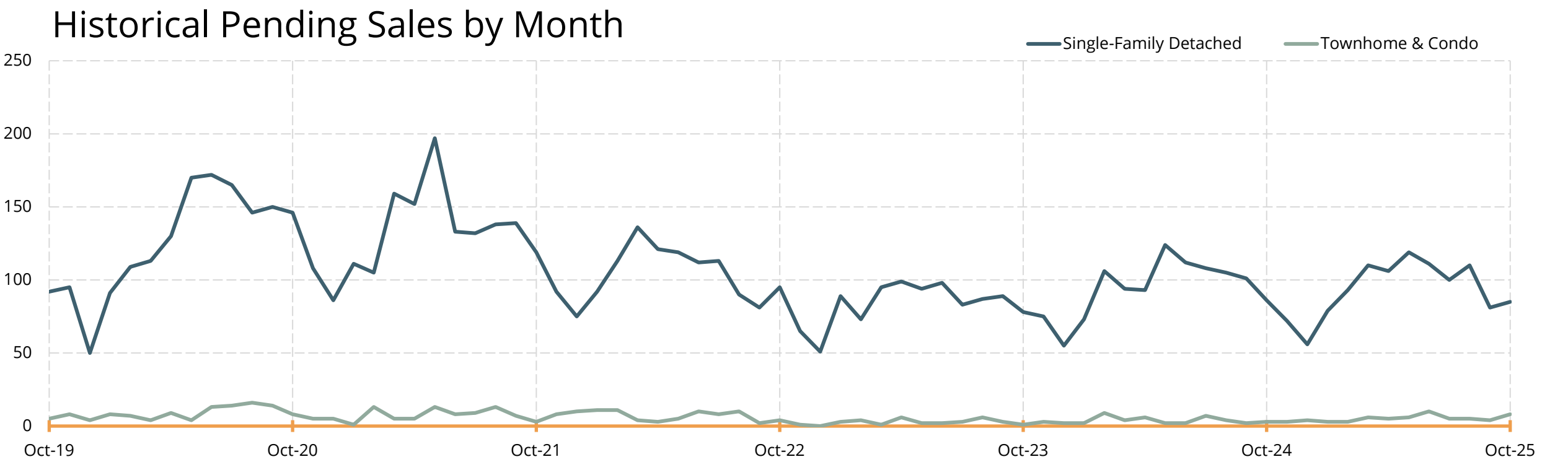
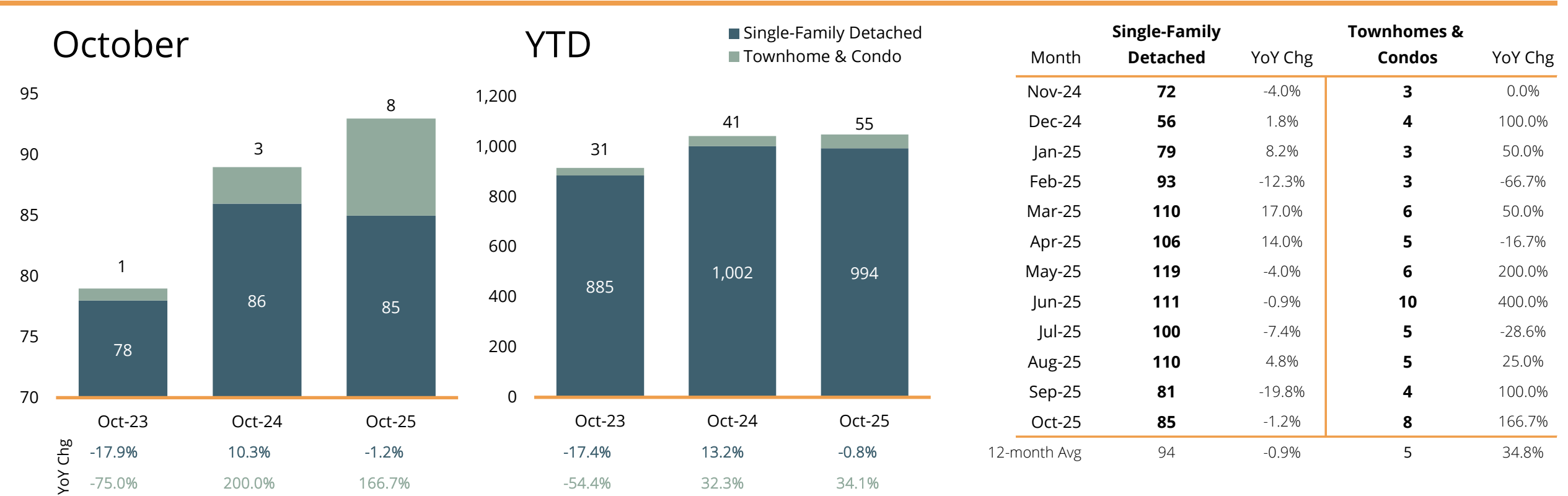
Source: Virginia REALTORS®, data accessed November 15, 2025

Sales



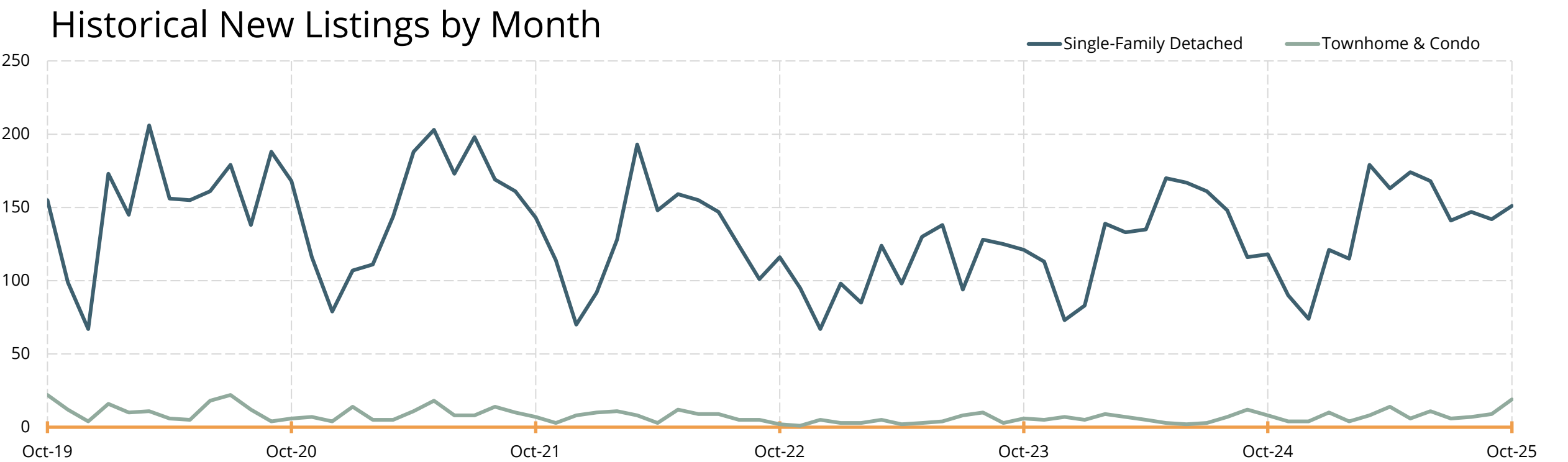
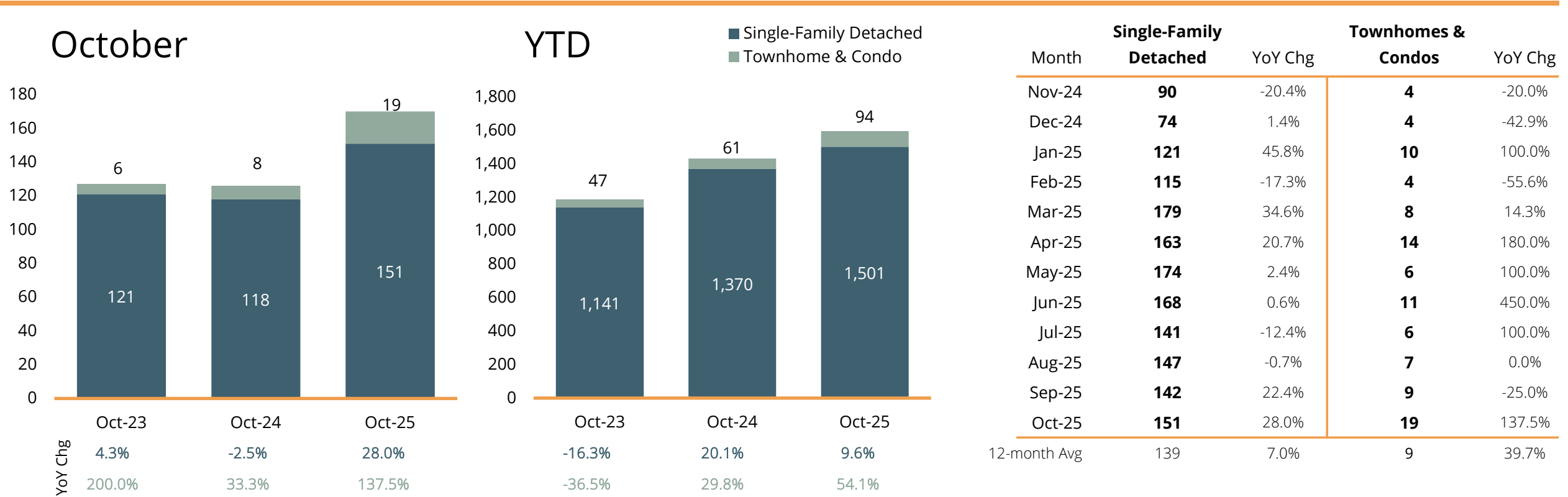
Source: Virginia REALTORS®, data accessed November 15, 2025

Pending Sales

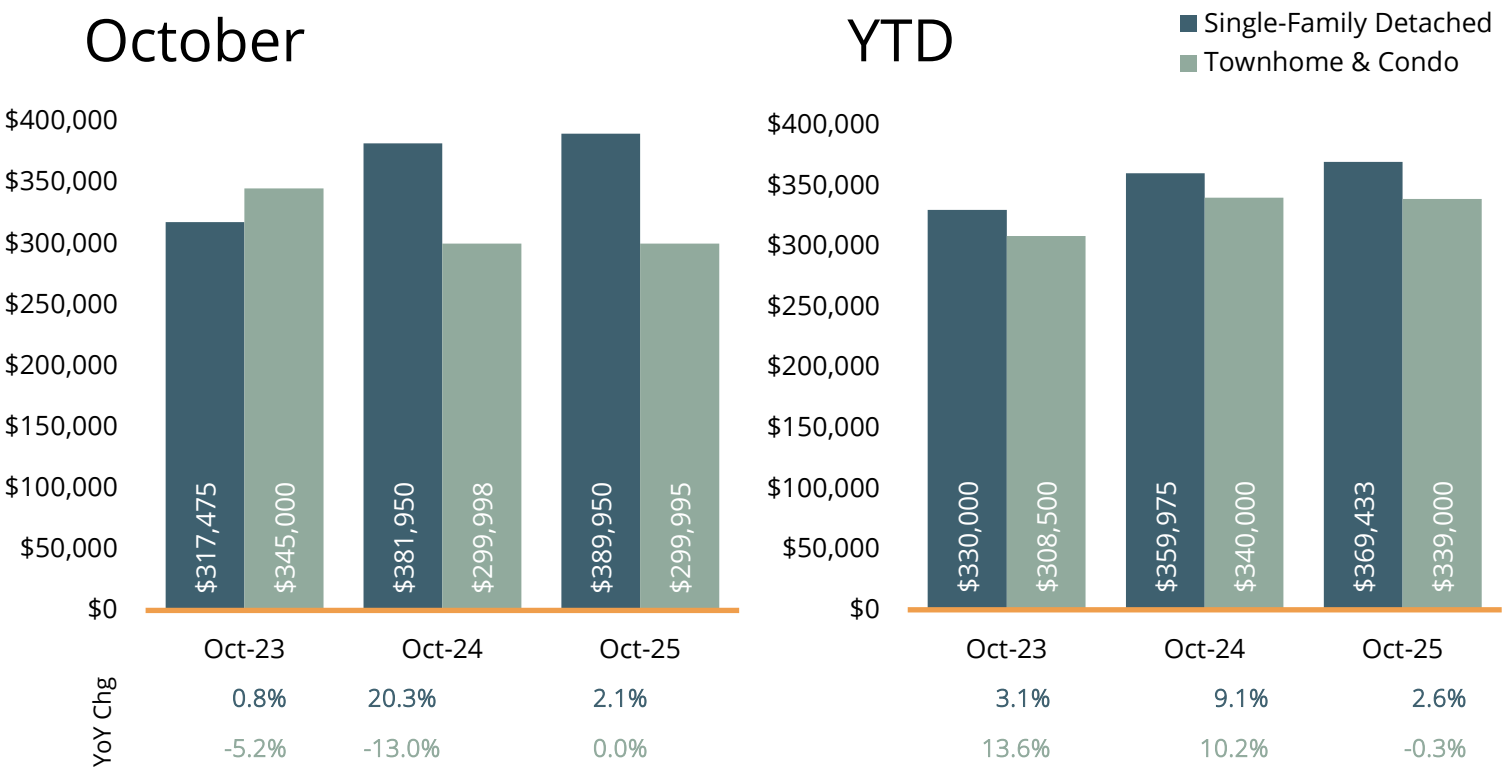


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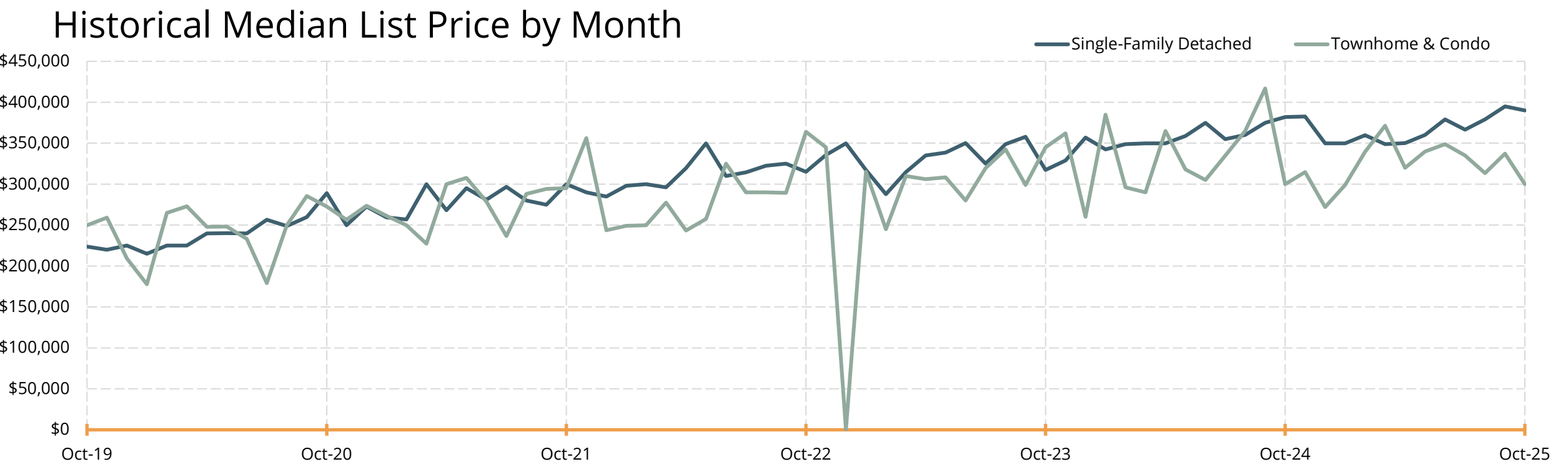
New Listings



Median List Price

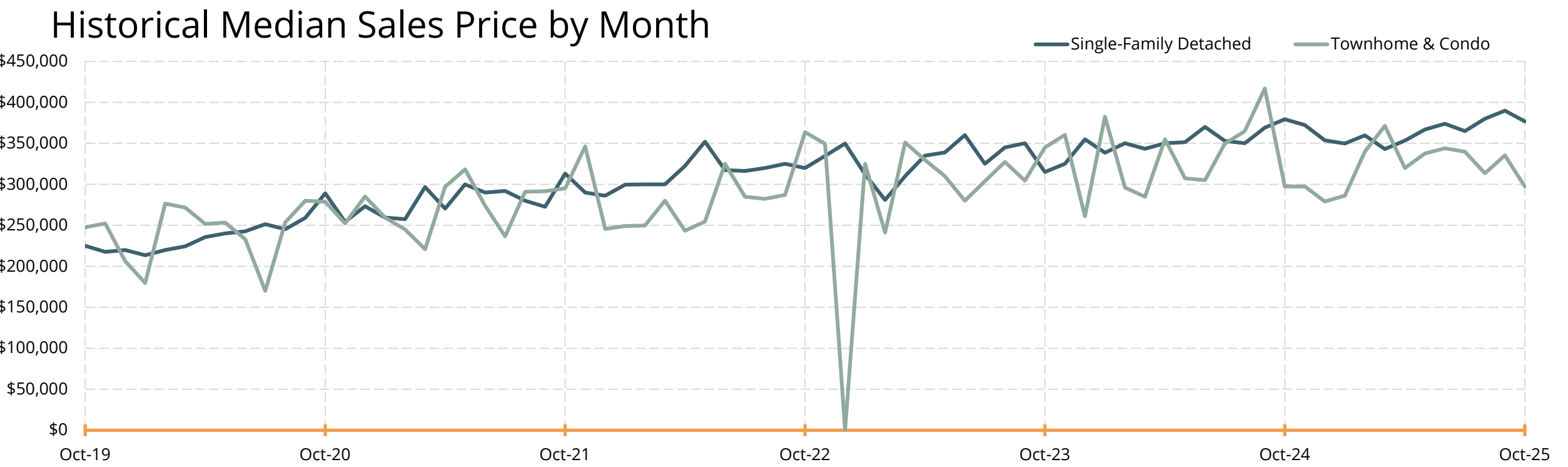
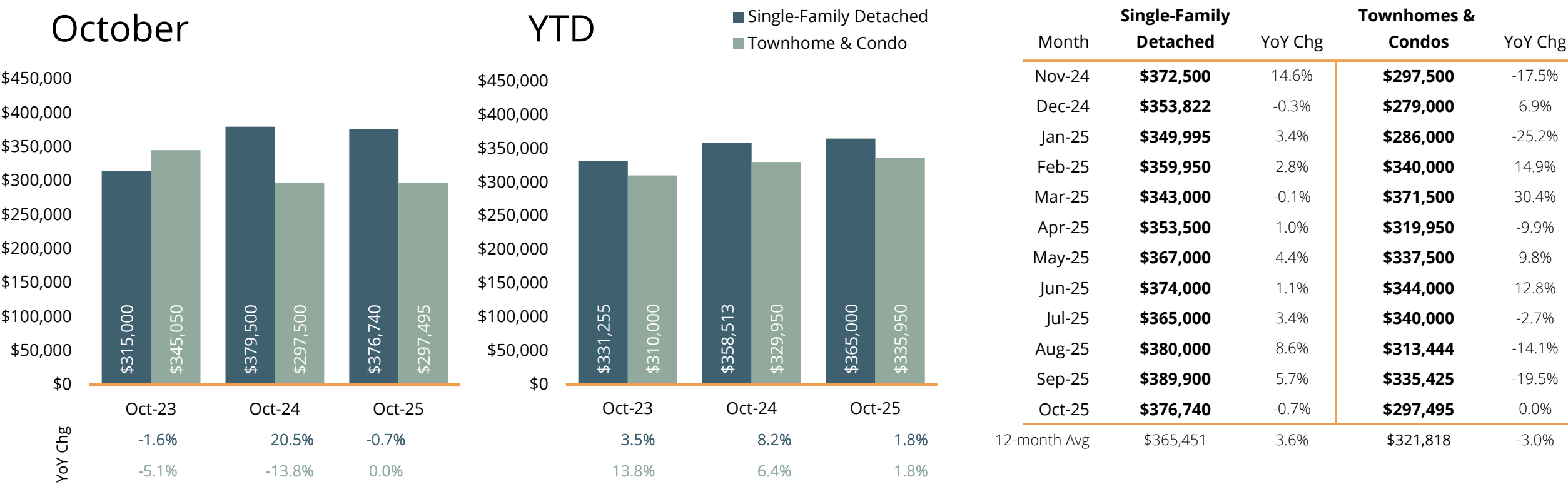


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Nov-24	\$382,500	16.3%	\$314,700	-13.1%
Dec-24	\$349,950	-2.0%	\$272,000	4.6%
Jan-25	\$349,995	2.2%	\$299,000	-22.3%
Feb-25	\$359,950	3.2%	\$339,500	14.7%
Mar-25	\$349,000	-0.3%	\$371,500	28.1%
Apr-25	\$350,000	0.0%	\$319,950	-12.3%
May-25	\$360,000	0.3%	\$340,000	7.0%
Jun-25	\$379,000	1.1%	\$349,000	14.4%
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%
12-month Avg	\$367,569	3.0%	\$324,293	-2.7%

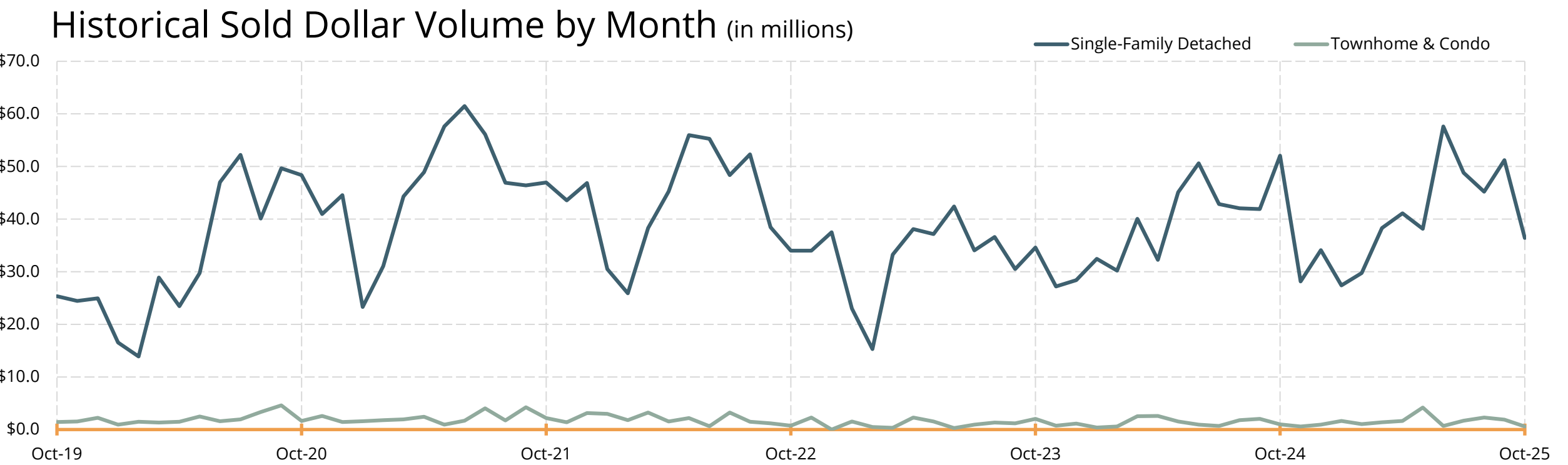
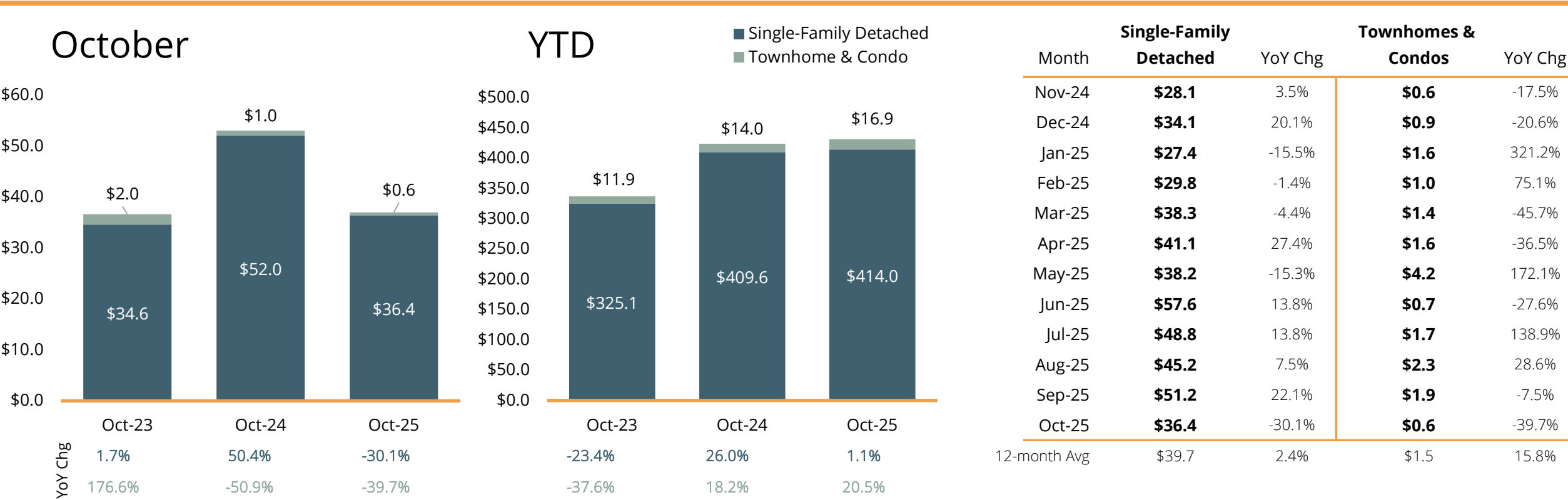


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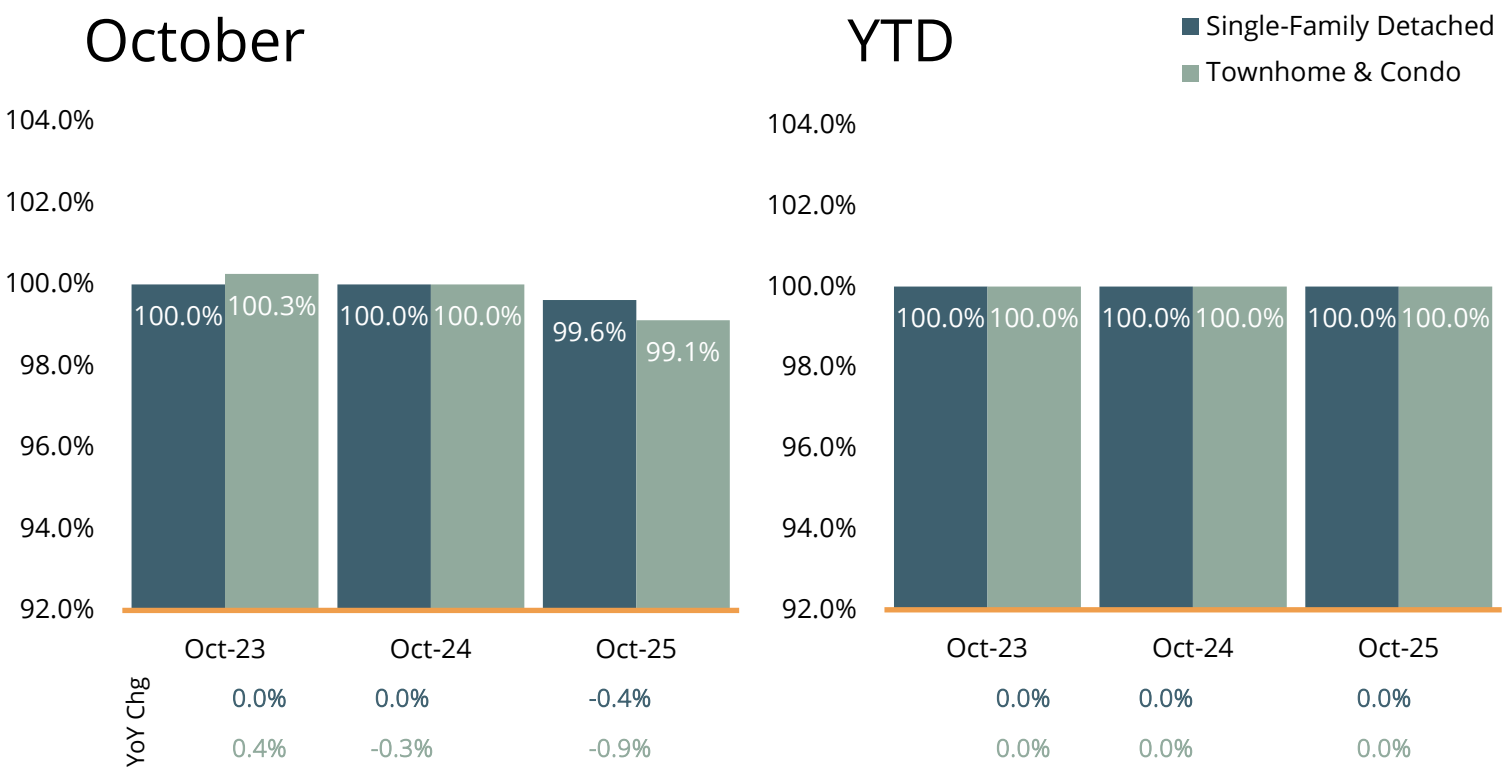
Median Sales Price



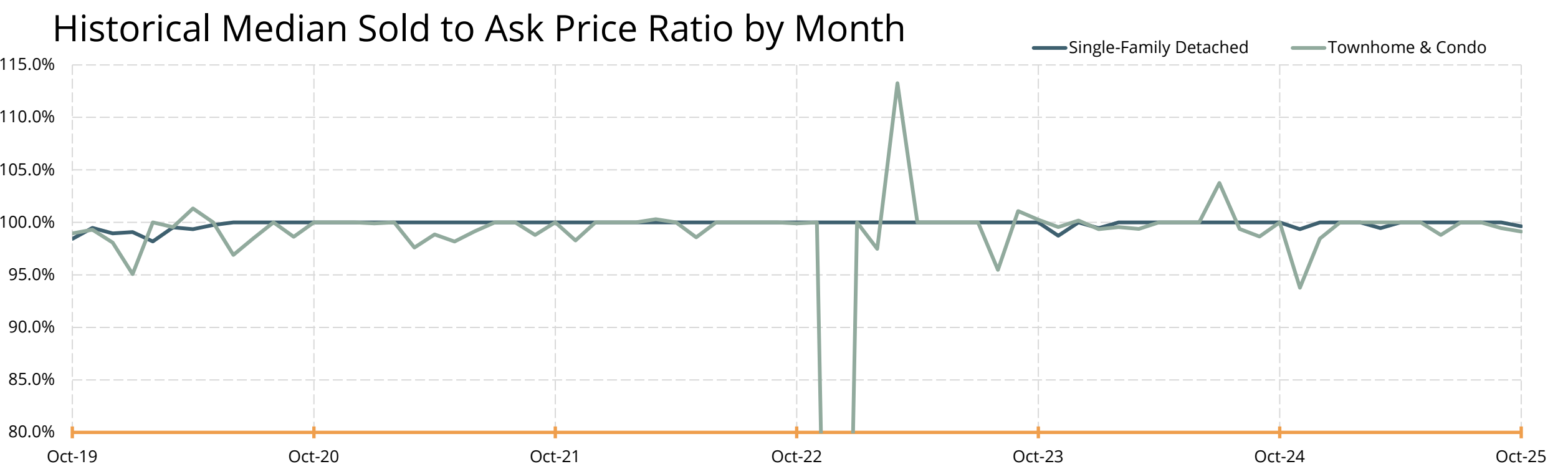
Sold Dollar Volume (in millions)



Median Sold to Ask Price Ratio

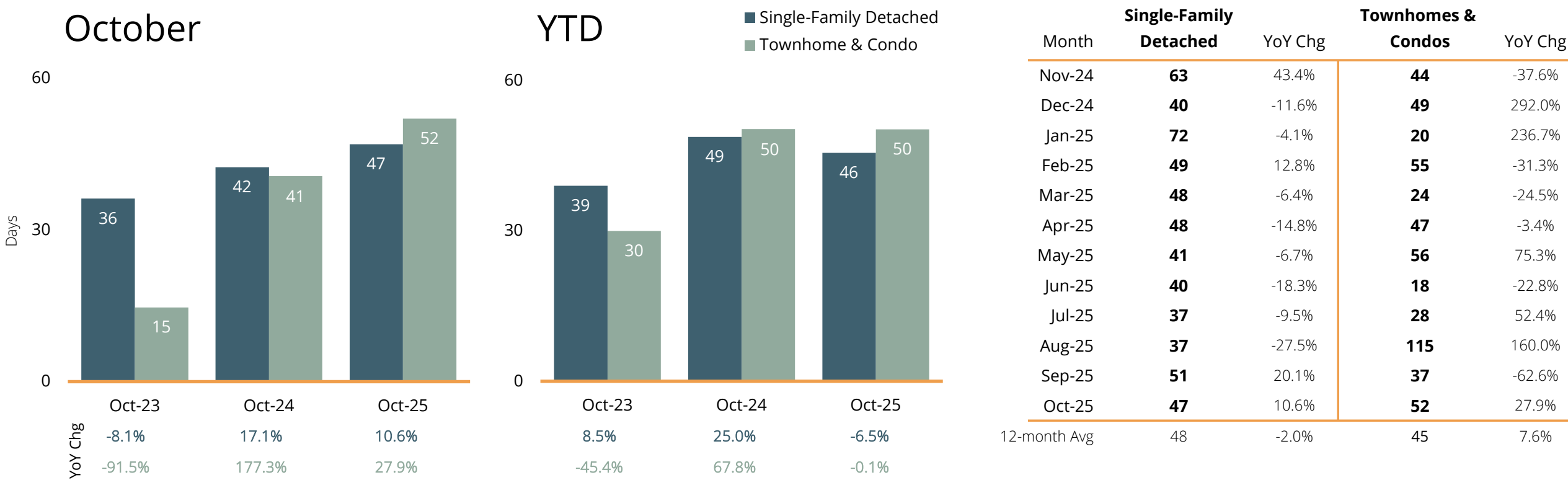


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Nov-24	99.4%	0.6%	93.8%	-5.8%
Dec-24	100.0%	0.0%	98.5%	-1.7%
Jan-25	100.0%	0.5%	100.0%	0.7%
Feb-25	100.0%	0.0%	100.0%	0.4%
Mar-25	99.4%	-0.6%	100.0%	0.6%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	98.8%	-1.2%
Jul-25	100.0%	0.0%	100.0%	-3.6%
Aug-25	100.0%	0.0%	100.0%	0.6%
Sep-25	100.0%	0.0%	99.5%	0.8%
Oct-25	99.6%	-0.4%	99.1%	-0.9%
12-month Avg	99.9%	0.0%	99.1%	-0.8%

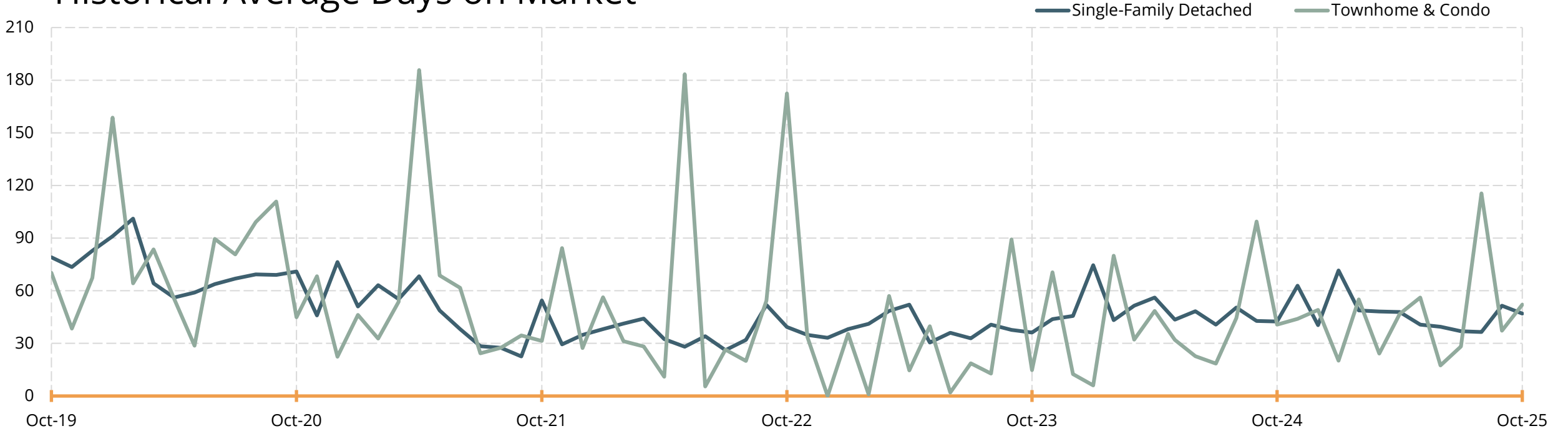


Source: Virginia REALTORS®, data accessed November 15, 2025

Average Days on Market



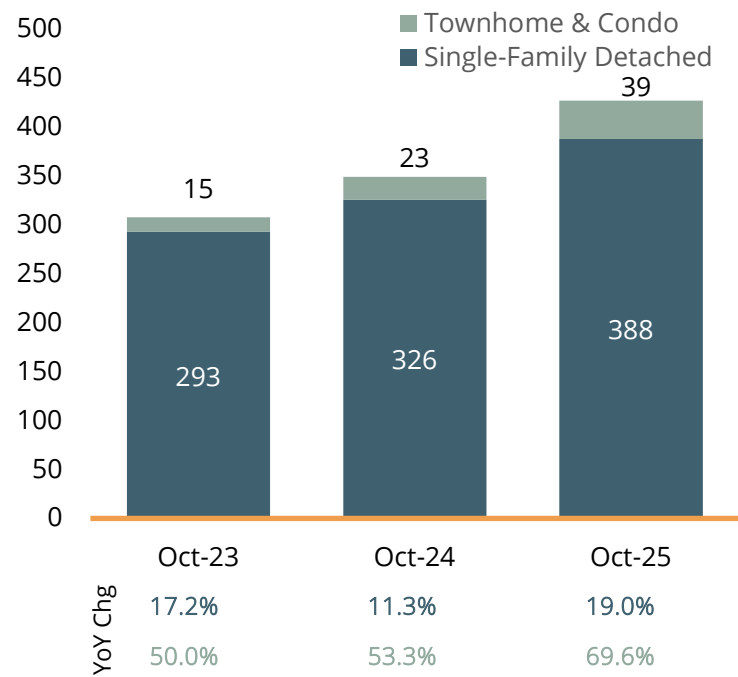
Historical Average Days on Market



Active Listings

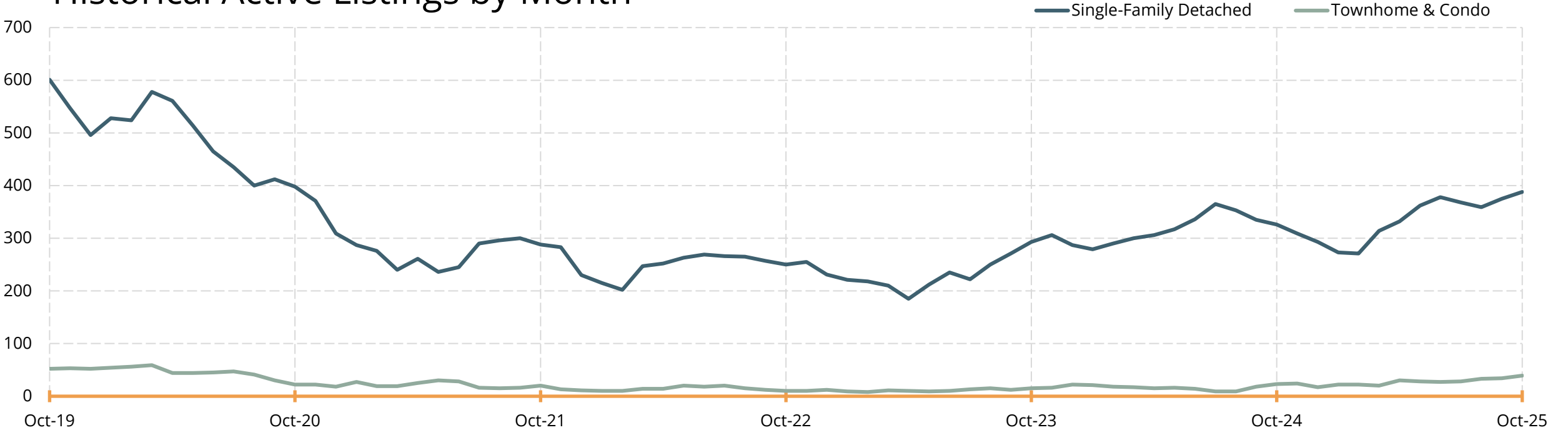


October



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	375	11.9%	34	88.9%
Oct-25	388	19.0%	39	69.6%
12-month Avg	335	5.8%	27	63.6%

Historical Active Listings by Month

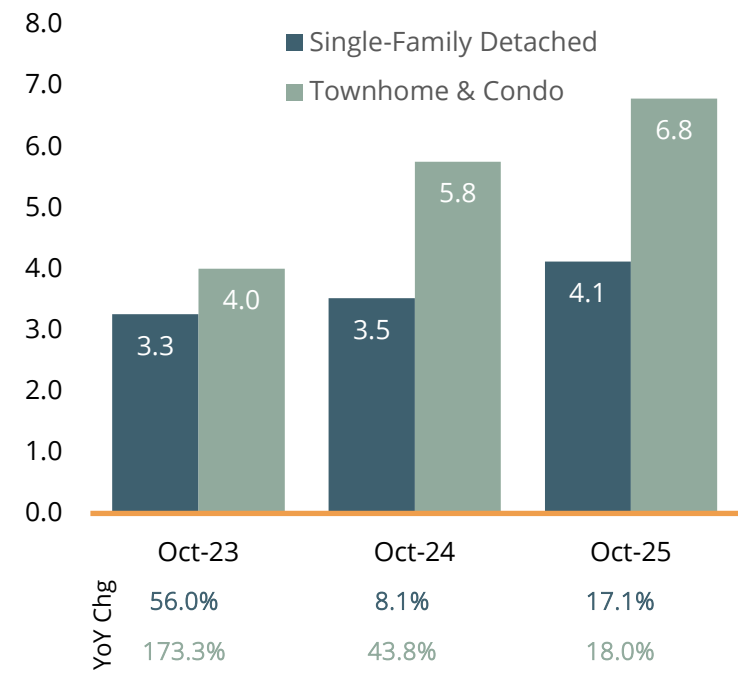


Source: Virginia REALTORS®, data accessed November 15, 2025

Months of Supply

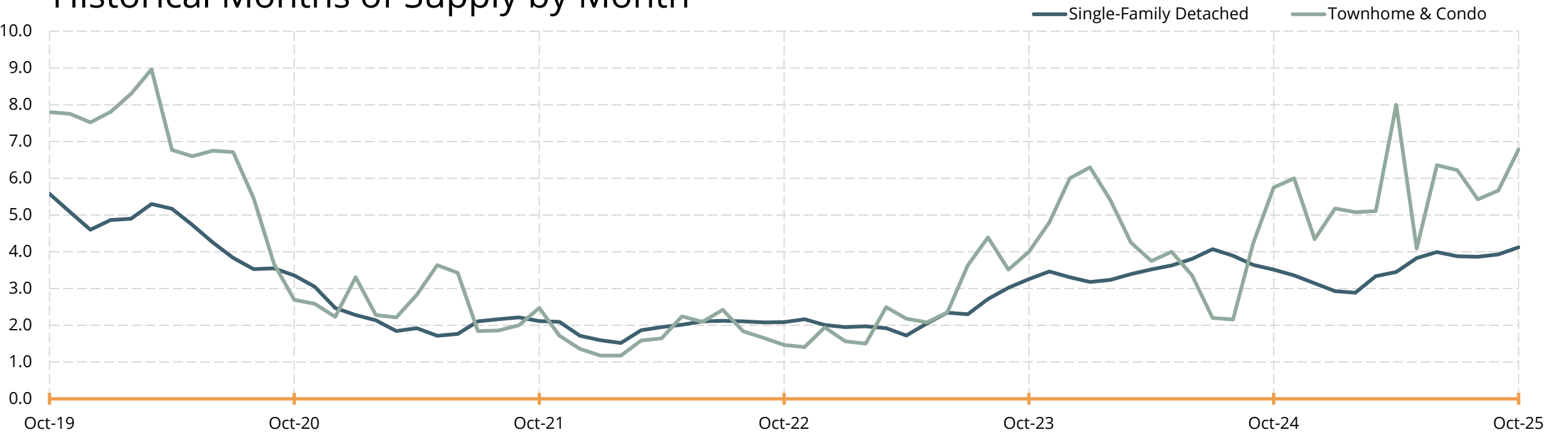


October



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
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%
12-month Avg	3.6	0.1%	5.7	30.7%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	39	62	59.0%	48	27	-43.8%	\$382,450	\$405,000	5.9%	109	148	35.8%	2.7	3.8	40.2%
King & Queen County	5	13	160.0%	10	7	-30.0%	\$293,725	\$290,500	-1.1%	22	23	4.5%	4.3	4.0	-6.1%
King William County	44	47	6.8%	20	24	20.0%	\$347,000	\$381,740	10.0%	102	98	-3.9%	4.8	3.7	-23.8%
Mathews County	23	16	-30.4%	11	11	0.0%	\$470,000	\$425,000	-9.6%	53	61	15.1%	3.7	5.5	48.2%
Middlesex County	15	32	113.3%	16	17	6.3%	\$417,500	\$350,000	-16.2%	63	97	54.0%	3.8	5.4	40.5%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	531	626	17.9%	423	406	-4.0%	\$355,000	\$360,000	1.4%	109	148	35.8%
King & Queen County	81	92	13.6%	55	64	16.4%	\$270,700	\$324,975	20.0%	22	23	4.5%
King William County	345	379	9.9%	230	265	15.2%	\$352,000	\$365,000	3.7%	102	98	-3.9%
Mathews County	205	209	2.0%	143	116	-18.9%	\$365,000	\$384,250	5.3%	53	61	15.1%
Middlesex County	269	289	7.4%	169	188	11.2%	\$385,000	\$383,000	-0.5%	63	97	54.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	37	59	59.5%	48	27	-43.8%	\$382,450	\$405,000	5.9%	107	143	33.6%	2.8	3.9	41.3%
King & Queen County	5	13	160.0%	10	7	-30.0%	\$293,725	\$290,500	-1.1%	22	23	4.5%	4.3	4.0	-6.1%
King William County	38	33	-13.2%	18	22	22.2%	\$354,000	\$390,750	10.4%	82	69	-15.9%	4.3	2.9	-32.7%
Mathews County	23	16	-30.4%	11	11	0.0%	\$470,000	\$425,000	-9.6%	53	61	15.1%	3.7	5.6	50.5%
Middlesex County	15	30	100.0%	15	17	13.3%	\$425,000	\$350,000	-17.6%	62	92	48.4%	3.9	5.3	34.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	523	606	15.9%	412	391	-5.1%	\$358,450	\$365,000	1.8%	107	143	33.6%
King & Queen County	81	92	13.6%	55	64	16.4%	\$270,700	\$324,975	20.0%	22	23	4.5%
King William County	300	319	6.3%	206	234	13.6%	\$356,200	\$368,285	3.4%	82	69	-15.9%
Mathews County	205	207	1.0%	143	114	-20.3%	\$365,000	\$392,000	7.4%	53	61	15.1%
Middlesex County	261	277	6.1%	162	185	14.2%	\$386,000	\$379,900	-1.6%	62	92	48.4%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	2	3	50.0%	0	0	#DIV/0!	\$0	\$0	#DIV/0!	2	5	150.0%	1.7	2.5	45.8%
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	6	14	133.3%	2	2	0.0%	\$288,750	\$297,495	3.0%	20	29	45.0%	9.2	9.9	7.7%
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	2	#DIV/0!	1	0	-100.0%	\$410,000	\$0	-100.0%	1	5	400.0%	1.5	7.5	400.0%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Gloucester County	8	20	150.0%	11	15	36.4%	\$350,000	\$334,900	-4.3%	2	5	150.0%
King & Queen County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
King William County	45	60	33.3%	24	31	29.2%	\$291,250	\$325,000	11.6%	20	29	45.0%
Mathews County	0	2	n/a	0	2	n/a	\$0	\$317,225	n/a	0	0	n/a
Middlesex County	8	12	50.0%	7	3	-57.1%	\$383,750	\$385,000	0.3%	1	5	400.0%



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.

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.