



MID-YEAR REPORT

FREDERICKSBURG | 2019



FREDERICKSBURG MSA MARKET ANALYSIS | MID-YEAR 2019

41

DAYS ON MARKET

Homes sold in the Fredericksburg MSA in the first half of 2019 spent an average of 41 days on the market before being sold.

\$314,000

MEDIAN SALES PRICE

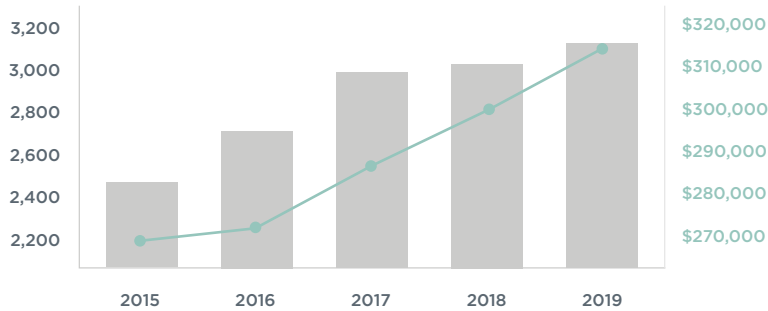
The median sales price in the first half of 2019 was \$314,000 compared to \$299,000 in 2018.

2

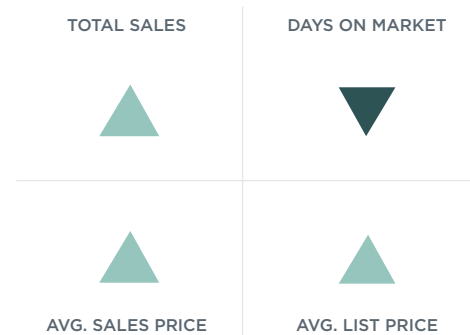
MONTHS OF INVENTORY

At the end of this past quarter, there were 2 months of inventory available.

■ TOTAL SALES VS. MEDIAN PRICE —



TRENDS AT A GLANCE



FREDERICKSBURG MSA

FREDERICKSBURG MSA	2017	%	2018	%	2019
Total Sales	2,946	2.6	3,023	2.6	3,102
Median Sales Price	\$288,000	3.8	\$299,000	5.0	\$314,000
Days on Market	49	26.5	62	-33.9	41
Avg. List Price	\$310,674	3.3	\$320,817	13.1	\$362,723
Avg. Sales Price	\$306,663	3.4	\$317,123	3.9	\$329,406
Months of Inventory	3.54	-3.4	3.42	-41.5	2
Total Inventory	1,703	-1.5	1,677	-18.5	1,366
Total Volume	\$903,428,108	6.1	\$958,663,704	6.6	\$1,021,817,412

CITY OF FREDERICKSBURG

FREDERICKSBURG	2017	%	2018	%	2019
Total Sales	164	-7.3	152	2.0	155
Median Sales Price	\$314,250	-2.6	\$306,000	7.8	\$330,000
Days on Market	86	-29.1	61	-26.2	45
Avg. List Price	\$342,013	-0.1	\$341,652	13.4	\$387,352
Avg. Sales Price	\$334,543	0.0	\$334,407	4.1	\$348,093
Months of Inventory	3.19	-4.7	3.04	-1.3	3
Total Inventory	86	-8.1	79	0.0	79
Total Volume	\$54,865,113	-7.4	\$50,829,838	6.1	\$53,954,415

SPOTSYLVANIA COUNTY

SPOTSYLVANIA	2017	%	2018	%	2019
Total Sales	1,133	2.4	1,160	-1.3	1,145
Median Sales Price	\$267,000	2.2	\$272,750	4.5	\$285,000
Days on Market	45	37.8	62	-32.3	42
Avg. List Price	\$295,390	3.3	\$305,023	13.6	\$346,405
Avg. Sales Price	\$291,190	3.2	\$300,603	4.4	\$313,941
Months of Inventory	3.55	-6.2	3.33	-39.9	2
Total Inventory	653	-4.1	626	-20.8	496
Total Volume	\$329,918,762	5.7	\$348,699,230	3.1	\$359,462,445

STAFFORD COUNTY

STAFFORD	2017	%	2018	%	2019
Total Sales	1,252	4.5	1,308	3.6	1,355
Median Sales Price	\$325,000	4.6	\$340,000	2.9	\$350,000
Days on Market	45	35.6	61	-34.4	40
Avg. List Price	\$340,028	4.1	\$354,016	11.0	\$392,815
Avg. Sales Price	\$336,616	4.4	\$351,236	3.0	\$361,727
Months of Inventory	3.29	5.2	3.46	-42.2	2
Total Inventory	677	5.8	716	-20.1	572
Total Volume	\$421,443,775	9.0	\$459,534,177	6.7	\$490,140,085

The Fredericksburg MSA includes the city of Fredericksburg and the counties of Spotsylvania, Stafford, Caroline, and King George. Data as of 7/05/19.

PRINCE WILLIAM COUNTY

PRINCE WILLIAM	2017	%	2018	%	2019
Total Sales	3,844	-5.8	3,623	5.5	3,821
Median Sales Price	\$350,000	5.0	\$367,500	3.4	\$380,000
Days on Market	30	70.0	51	-43.1	29
Avg. List Price	\$380,766	3.7	\$394,911	8.2	\$427,173
Avg. Sales Price	\$377,539	4.0	\$392,822	3.4	\$406,086
Months of Inventory	2.11	5.7	2.23	-55.2	1
Total Inventory	1,302	2.4	1,333	-32.1	905
Total Volume	\$1,451,261,788	-1.9	\$1,423,194,420	9.0	\$1,551,654,606

ORANGE COUNTY

ORANGE	2017	%	2018	%	2019
Total Sales	321	-10.0	289	7.6	311
Median Sales Price	\$235,000	0.0	\$235,000	9.4	\$257,000
Days on Market	87	-34.5	57	15.8	66
Avg. List Price	\$263,581	3.6	\$273,056	12.0	\$305,768
Avg. Sales Price	\$257,008	3.2	\$265,231	0.4	\$266,245
Months of Inventory	4.94	3.6	5.12	-60.9	2
Total Inventory	252	5.6	266	-38.7	163
Total Volume	\$82,499,442	-7.1	\$76,651,880	8.0	\$82,802,195

KING GEORGE COUNTY

KING GEORGE	2017	%	2018	%	2019
Total Sales	160	8.7	174	9.2	190
Median Sales Price	\$300,950	-0.4	\$299,900	3.4	\$310,000
Days on Market	61	18.0	72	-47.2	38
Avg. List Price	\$302,265	1.4	\$306,502	19.8	\$367,131
Avg. Sales Price	\$296,855	1.7	\$301,852	2.7	\$309,876
Months of Inventory	4.78	-17.0	3.97	-24.4	3
Total Inventory	129	-10.9	115	5.2	121
Total Volume	\$47,496,811	10.6	\$52,522,315	12.1	\$58,876,440

MADISON COUNTY

MADISON	2017	%	2018	%	2019
Total Sales	56	5.4	59	3.4	61
Median Sales Price	\$200,000	8.3	\$216,500	12.2	\$242,900
Days on Market	118	10.2	130	-39.2	79
Avg. List Price	\$248,666	10.3	\$274,319	50.5	\$412,886
Avg. Sales Price	\$241,694	9.7	\$265,077	-1.9	\$259,928
Months of Inventory	8.00	-5.5	7.56	-60.3	3
Total Inventory	80	-15.0	68	-26.5	50
Total Volume	\$13,534,849	15.6	\$15,639,520	1.4	\$15,855,608

RAPPAHANNOCK COUNTY

RAPPAHANNOCK	2017	%	2018	%	2019
Total Sales	48	-10.4	43	0.0	43
Median Sales Price	\$367,750	15.6	\$425,000	-13.2	\$369,000
Days on Market	122	42.6	174	-28.2	125
Avg. List Price	\$441,593	34.3	\$592,878	22.0	\$723,504
Avg. Sales Price	\$422,706	27.8	\$540,234	-30.8	\$373,632
Months of Inventory	12.75	7.5	13.71	-48.9	7
Total Inventory	102	-5.9	96	-18.8	78
Total Volume	\$20,289,894	14.5	\$23,230,050	-30.8	\$16,066,176

FAUQUIER COUNTY

FAUQUIER	2017	%	2018	%	2019
Total Sales	540	3.3	558	5.9	591
Median Sales Price	\$389,450	0.1	\$390,000	1.3	\$395,000
Days on Market	60	-18.3	49	-8.2	45
Avg. List Price	\$453,353	3.6	\$459,258	32.8	\$610,033
Avg. Sales Price	\$441,499	1.8	\$449,545	-1.2	\$444,367
Months of Inventory	5.30	-16.0	4.45	-32.6	3
Total Inventory	456	-10.3	409	-6.6	382
Total Volume	\$238,409,383	5.2	\$250,846,000	4.7	\$262,620,897

CULPEPER COUNTY

CULPEPER	2017	%	2018	%	2019
Total Sales	374	0.8	377	-5.3	357
Median Sales Price	\$272,000	9.9	\$299,000	3.7	\$310,000
Days on Market	56	-10.7	50	24.0	62
Avg. List Price	\$292,149	9.1	\$318,785	7.5	\$342,739
Avg. Sales Price	\$285,656	10.3	\$315,168	0.3	\$316,012
Months of Inventory	4.62	-6.5	4.32	-30.6	3
Total Inventory	277	-7.9	255	-5.5	241
Total Volume	\$106,835,290	11.2	\$118,818,300	-5.1	\$112,816,284

CAROLINE COUNTY

CAROLINE	2017	%	2018	%	2019
Total Sales	239	-4.2	229	12.2	257
Median Sales Price	\$190,000	6.2	\$201,800	8.5	\$219,000
Days on Market	59	13.6	67	-28.4	48
Avg. List Price	\$213,561	-2.5	\$208,237	20.0	\$249,898
Avg. Sales Price	\$210,622	-2.4	\$205,581	12.1	\$230,514
Months of Inventory	4.16	-17.3	3.44	-70.9	1
Total Inventory	158	-10.8	141	-30.5	98
Total Volume	\$50,338,647	-6.5	\$47,078,145	25.8	\$59,242,098

FAIRFAX COUNTY

FAIRFAX	2017	%	2018	%	2019
Total Sales	8,224	-1.2	8,127	3.4	8,406
Median Sales Price	\$500,000	3.4	\$517,000	3.7	\$536,000
Days on Market	32	-6.3	30	-20.0	24
Avg. List Price	\$573,343	-0.6	\$570,177	17.4	\$669,585
Avg. Sales Price	\$565,779	-0.5	\$563,157	5.1	\$592,111
Months of Inventory	2.53	-13.0	2.20	-54.5	1
Total Inventory	3,332	-14.8	2,838	-26.7	2,081
Total Volume	\$4,652,962,470	-39.5	\$2,815,785,000	76.8	\$4,977,285,066

For more information and market analysis, visit [nestrealty.com/fredericksburg/reports](https://www.nestrealty.com/fredericksburg/reports)



DID YOU KNOW?

4,283

There have been 4,283 new listings in the greater Fredericksburg area in the first half of 2019.

3,578

There have been 3,578 contracts written in the greater Fredericksburg area in the first half of 2019.

8.62%

New construction accounted for more than 8% of homes sold in the greater Fredericksburg area in the first half of 2019.