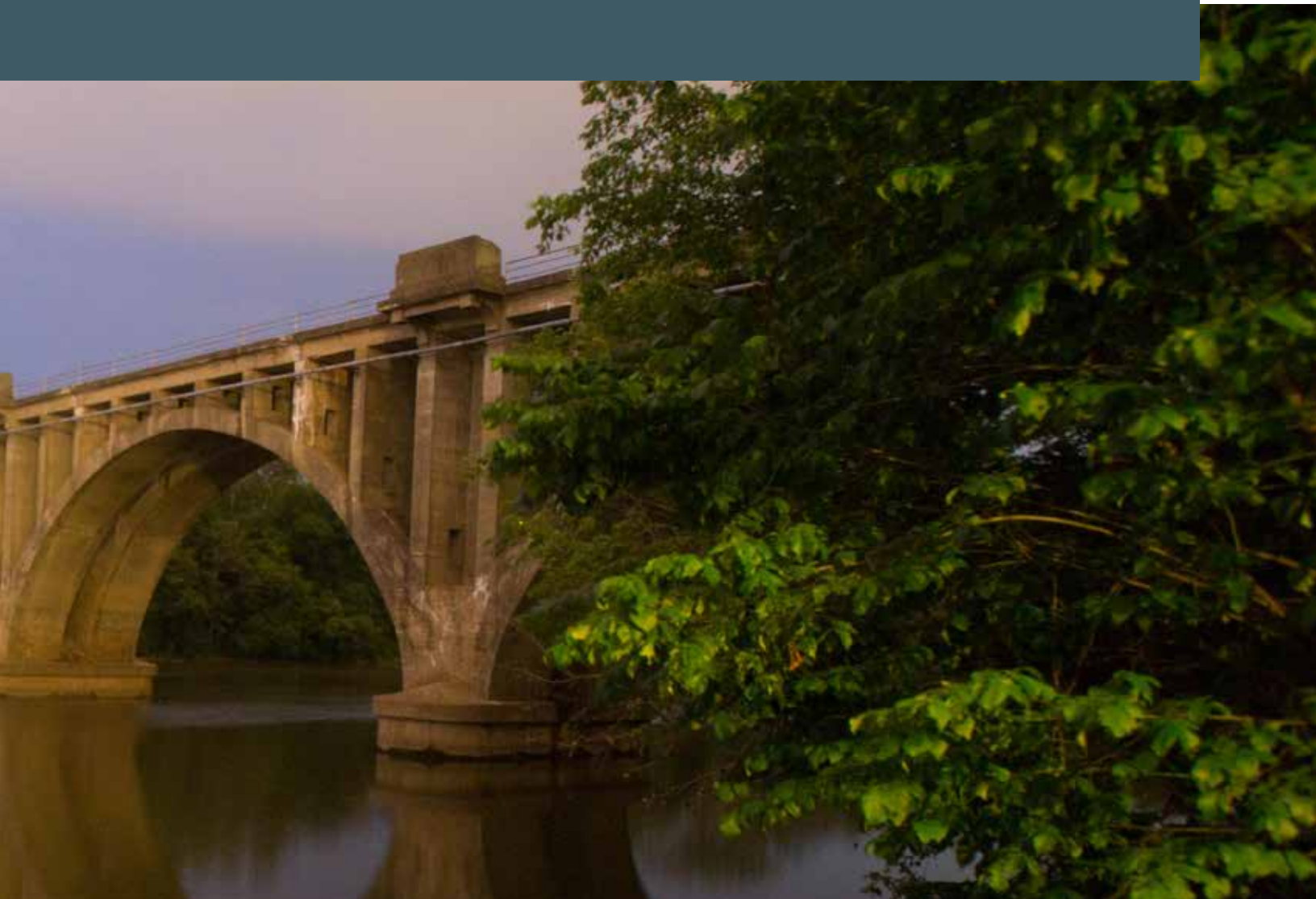




2019 FREDERICKSBURG

# ANNUAL REPORT



*We're here to answer the question*

# HOW'S THE MARKET?

Happy New Year!

2019 was fantastic, thanks to wonderful clients like you. We know that buying or selling a home is an incredibly emotional process, so thank you for trusting us to be there with you every step of the way.

As we look forward to the new year, let's also look back on 2019 to explore the real estate market's performance. At Nest, we make it a priority to stay informed on market trends so we can pass along the most up-to-date information to you. So whether you're considering selling your existing home, purchasing a new home, or you simply enjoy keeping tabs on the real estate market in general, it's our pleasure to present you with the 2019 Nest Realty Annual Report.

Have questions about the report, or a friend who's interested in buying or selling? We'd love to hear from you! Thank you once again for trusting us with your real estate needs.

We wish you a happy new year, from our nest to yours!

**NEST REALTY FREDERICKSBURG**



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## FREDERICKSBURG MARKET

As 2019 information continues pouring in, here are some national housing market trends. The most compelling shift is in housing affordability. Low inventory has caused home prices to increase throughout the year, but the actual affordability of homes has improved due to changing real wages and lower interest rates. Though low inventory continues to stifle sales volume growth, year over year sales are increasing based on slight supply increases throughout the U.S.

The Fredericksburg market can be described in one word: stable.

While we saw increases in number of units sold and sales prices, the average days it took to sell a home remained at 2018 levels. Most homes sold in less than 60 days. Conventional financing reigned supreme, followed by VA financing.

Unemployment rates remain at historic lows. The region's top employers are the federal government, Mary Washington Healthcare, Geico, and the University of Mary Washington. Economic developments are helping the area thrive, including Celebrate Virginia South, the home of the new Fredericksburg Nationals baseball team. Opening day will come April 2020. The Nationals stadium will also bring larger concerts and other activities to the region.

Major road improvements have begun in surrounding counties, including the much-acclaimed diverging diamond of Courthouse Road in Stafford County. Easing congestion and opening up roads will ease commutes for many of our county neighborhoods.

*Nest Realty Fredericksburg*

# YEAR IN REVIEW



753

## COUNTY FAIR ATTENDEES

Seven hundred fifty-three guests attended the 2019 Nest County Fair in Fredericksburg.



\$18,000+

## IN AWARDS

More than \$18,000 in supplies, donations, and grants were awarded to area schools in 2019.



2

## YEARS IN A ROW

We were awarded Fred Parent Magazine's Family Favorite Realtor for the second year in a row, and won 2019 Best of the Burg.



204%

## GROWTH IN SALES

Since 2015, our overall home sales have risen 204%! In 2015, we closed \$19.1 million in home sales. In 2019, we increased that number to \$58.1 million.



16

## BUSINESSES

Sixteen businesses partnered with Nest Fredericksburg in 2019.



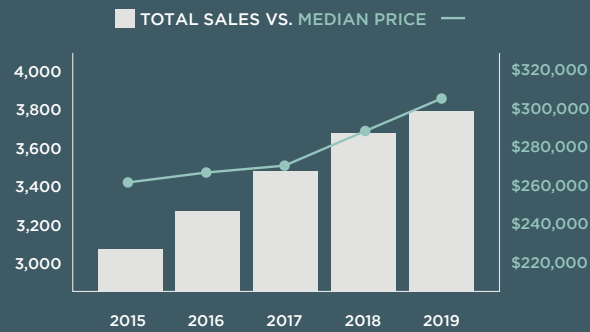
68

## PETS

The Nesters of Fredericksburg own a collective 68 pets!

# HOW TO READ YOUR REPORT

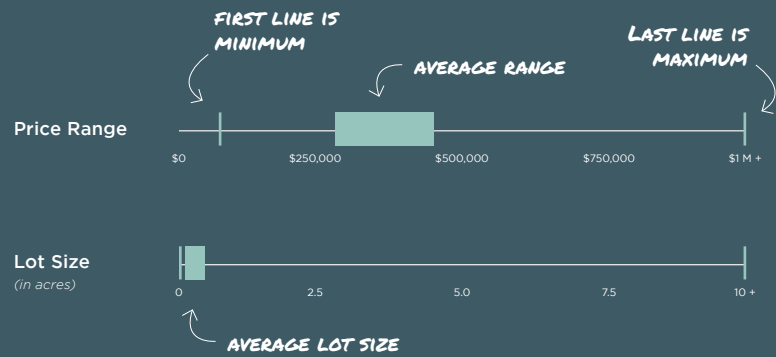
We designed our graphs to give you a quick understanding of how the total number of sales has grown year over year, along with the median price. This knowledge can help support your decision to buy or sell.



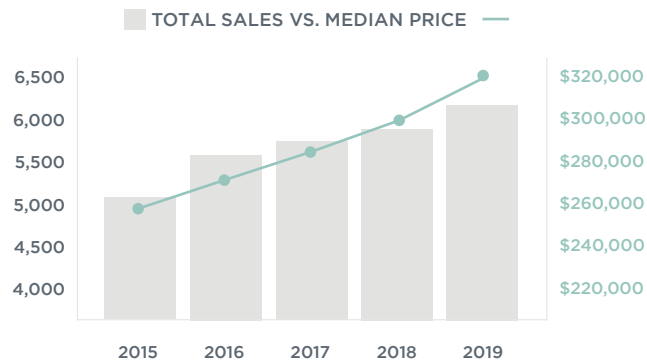
The graph table is a quick look at how the area has changed year after year. You can always check the side “trend” column to get a quick glance at how the market is doing. Just remember, a down arrow isn’t always scary. Sometimes you want the arrow to point down for days on market. This means that listed homes are selling quicker than in previous years.

MSA	2017	%	2018	%	2019	TREND
Total Sales	3,514	5.41	3,704	4.45	3,869	▲
Median Price	\$275,000	7.27	\$295,000	4.07	\$307,000	▲
Price per Sq. Ft.	\$149	8.05	\$161	1.24	\$163	▲
Days on Market	77	-12.99	67	-11.94	59	▼
Avg. List Price	\$351,523	8.04	\$379,791	0.93	\$383,329	FLAT

Our candlestick graphs help explain the Nest areas more clearly. The top graph below shows the lowest and highest prices paid for a house within an entire Nest area last year, along with a block that shows you the price range in which the majority of the homes were sold. A similar graph, at the bottom of the page, defines the range of lot sizes available, along with a block that shows the range in which most lot sizes fell this year.

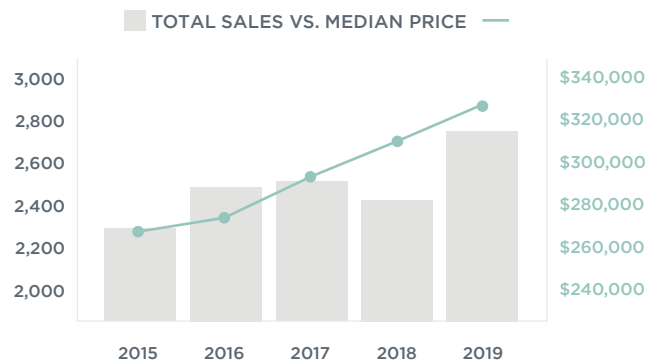


## 📍 FREDERICKSBURG MSA



MSA	2017	%	2018	%	2019	TREND
Total Sales	5,854	1.13	5,920	4.21	6,169	▲
Median Price	\$290,000	3.45	\$300,000	6.67	\$320,000	▲
Price / S.F.	\$131	24.43	\$163	-10.43	\$146	▼
Days On Market	50	-18.00	41	-4.88	39	▼
Avg List Price	\$315,448	4.46	\$329,510	7.67	\$354,799	▲
Avg Sale Price	\$309,364	4.35	\$322,823	4.86	\$338,522	▲
Total Volume	\$1,811,016,856	5.53	\$1,911,112,160	9.27	\$2,088,342,218	▲

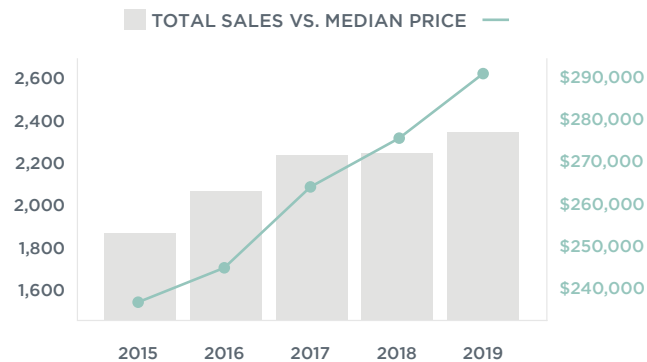




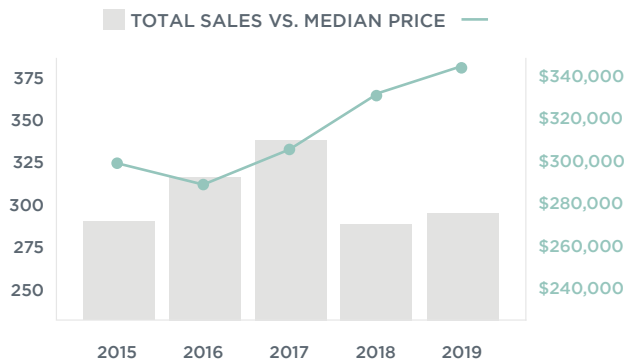
GREATER PIEDMONT	2017	%	2018	%	2019	TREND
Total Sales	2,594	-7.36	2,403	15.06	2,765	▲
Median Price	\$297,500	4.20	\$310,000	4.81	\$324,900	▲
Price / S.F.	\$140	12.14	\$157	84.71	\$290	▲
Days On Market	65	-12.31	57	-5.26	54	▼
Avg List Price	\$356,048	2.84	\$366,151	24.67	\$456,483	▲
Avg Sale Price	\$341,061	3.19	\$351,953	6.03	\$373,179	▲
Total Volume	\$884,712,234	-4.40	\$845,743,059	22.00	\$1,031,839,935	▲



## SPOTSYLVANIA COUNTY



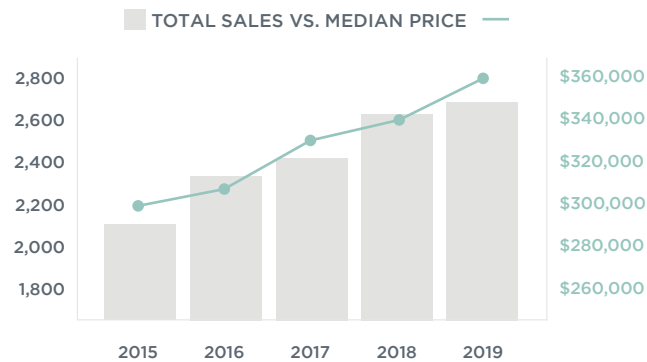
SPOTSYLVANIA	2017	%	2018	%	2019	TREND
Total Sales	2,222	0.72	2,238	4.42	2,337	▲
Median Price	\$269,850	1.91	\$275,000	6.51	\$292,900	▲
Price / S.F.	\$130	4.62	\$136	7.35	\$146	▲
Days On Market	48	-10.42	43	-9.30	39	▼
Avg List Price	\$300,777	4.89	\$315,487	6.18	\$334,975	▲
Avg Sale Price	\$295,117	4.06	\$307,094	4.73	\$321,617	▲
Total Volume	\$655,749,974	4.81	\$687,276,372	9.36	\$751,618,929	▲



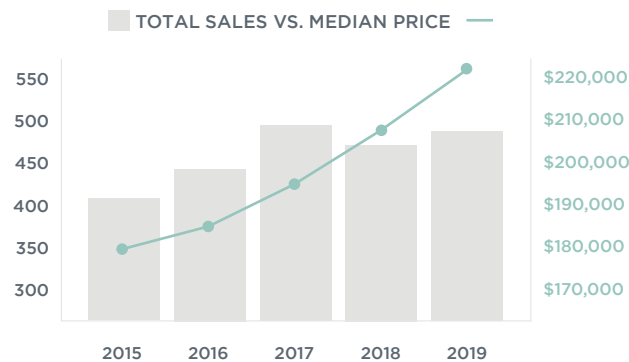
	2017	%	2018	%	2019	TREND
Total Sales	331	-13.90	285	2.46	292	▲
Median Price	\$312,000	5.77	\$330,000	3.79	\$342,500	▲
Price / S.F.	\$153	3.27	\$158	6.33	\$168	▲
Days On Market	71	-40.85	42	4.76	44	▲
Avg List Price	\$335,974	10.04	\$369,715	10.68	\$409,212	▲
Avg Sale Price	\$332,475	4.87	\$348,652	6.06	\$369,767	▲
Total Volume	\$110,049,225	-9.71	\$99,365,820	8.66	\$107,971,964	▲



## STAFFORD COUNTY



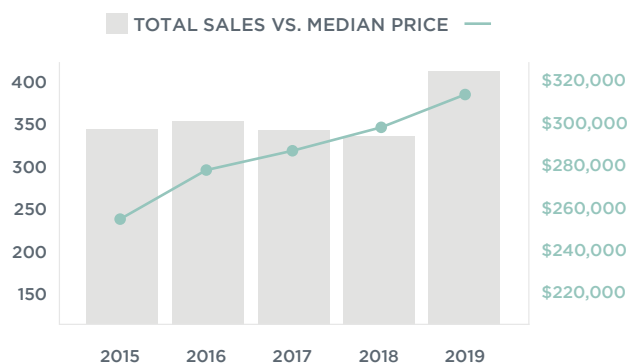
STAFFORD	2017	%	2018	%	2019	TREND
Total Sales	2,484	5.48	2,620	1.18	2,651	▲
Median Price	\$330,000	3.61	\$341,900	5.29	\$360,000	▲
Price / S.F.	\$132	49.24	\$197	-25.89	\$146	▼
Days On Market	46	-19.57	37	-2.70	36	▼
Avg List Price	\$346,631	3.60	\$359,100	7.79	\$387,081	▲
Avg Sale Price	\$339,601	4.55	\$355,038	4.78	\$371,992	▲
Total Volume	\$843,568,884	10.27	\$930,199,560	6.01	\$986,150,792	▲



CAROLINE	2017	%	2018	%	2019	TREND
Total Sales	484	-6.40	453	5.30	477	▲
Median Price	\$196,950	5.56	\$207,900	7.26	\$223,000	▲
Price / S.F.	\$122	0.82	\$123	6.50	\$131	▲
Days On Market	57	-10.53	51	-7.84	47	▼
Avg List Price	\$217,925	1.16	\$220,456	10.99	\$244,684	▲
Avg Sale Price	\$211,797	1.16	\$214,250	8.35	\$232,148	▲
Total Volume	\$102,509,748	-5.32	\$97,055,250	14.09	\$110,734,596	▲



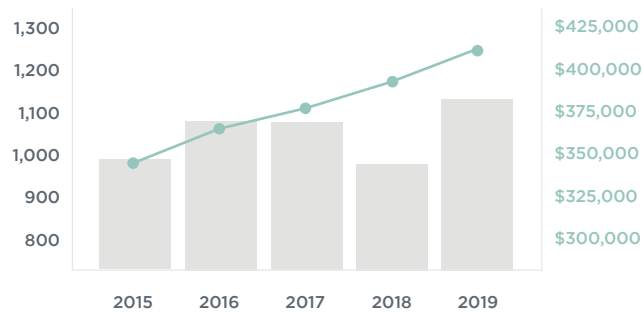
## KING GEORGE COUNTY



KING GEORGE	2017	%	2018	%	2019	TREND
Total Sales	333	-2.70	324	27.16	412	▲
Median Price	\$288,700	2.18	\$295,000	6.78	\$315,000	▲
Price / S.F.	\$131	3.05	\$135	7.41	\$145	▲
Days On Market	57	-17.54	47	-19.15	38	▼
Avg List Price	\$302,560	0.20	\$303,171	14.28	\$346,457	▲
Avg Sale Price	\$297,715	0.78	\$300,052	6.67	\$320,059	▲
Total Volume	\$99,139,095	-1.94	\$97,216,848	35.64	\$131,864,308	▲

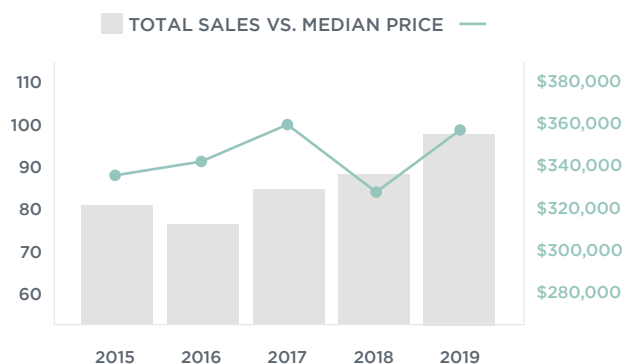


TOTAL SALES VS. MEDIAN PRICE



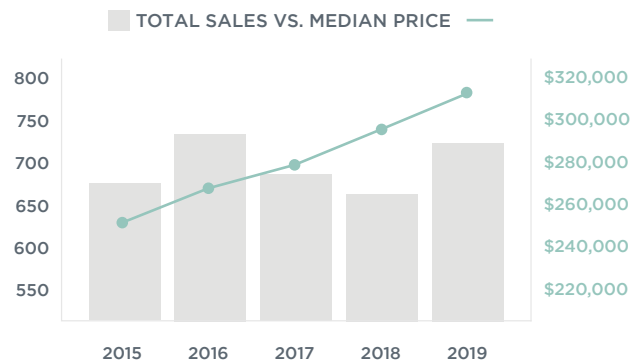
FAUQUIER	2017	%	2018	%	2019	TREND
Total Sales	1,082	-8.23	993	17.72	1,169	▲
Median Price	\$375,454	3.87	\$390,000	5.13	\$410,000	▲
Price / S.F.	\$156	8.97	\$170	7.06	\$182	▲
Days On Market	55	-12.73	48	-2.08	47	▼
Avg List Price	\$443,015	3.51	\$458,567	31.76	\$604,205	▲
Avg Sale Price	\$428,196	4.03	\$445,470	5.57	\$470,283	▲
Total Volume	\$463,308,072	-4.52	\$442,351,710	24.28	\$549,760,827	▲

## 📍 RAPPAHANNOCK COUNTY



RAPPAHANNOCK	2017	%	2018	%	2019	TREND
Total Sales	85	4.71	89	8.99	97	▲
Median Price	\$360,000	-9.72	\$325,000	10.46	\$359,000	▲
Price / S.F.	\$172	15.70	\$199	-4.02	\$191	▼
Days On Market	132	-5.30	125	-14.40	107	▼
Avg List Price	\$424,295	10.70	\$469,696	44.81	\$680,147	▲
Avg Sale Price	\$384,297	6.20	\$408,133	0.06	\$408,368	FLAT
Total Volume	\$32,665,245	11.20	\$36,323,837	9.05	\$39,611,696	▲

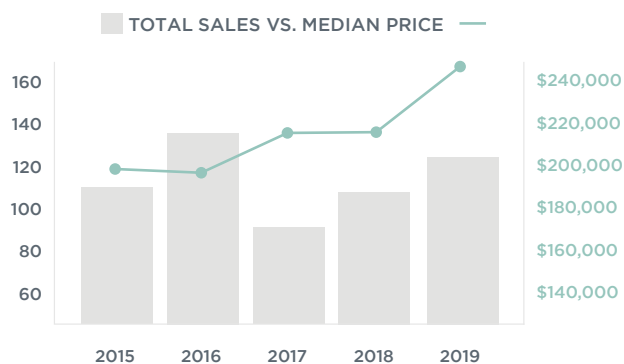




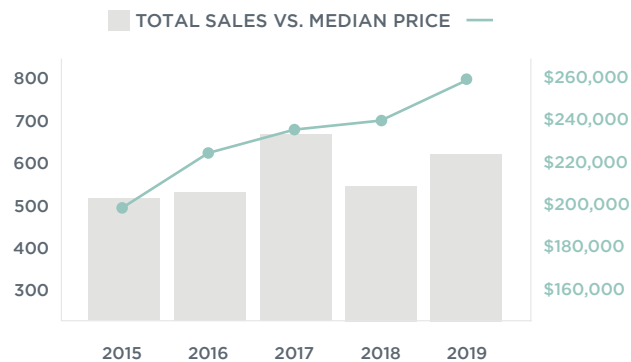
CULPEPER	2017	%	2018	%	2019	TREND
Total Sales	692	-4.34	662	11.33	737	▲
Median Price	\$280,000	7.14	\$299,998	3.33	\$310,000	▲
Price / S.F.	\$129	27.91	\$165	280.61	\$628	▲
Days On Market	55	-5.45	52	0.00	52	FLAT
Avg List Price	\$304,535	3.16	\$314,163	7.34	\$337,209	▲
Avg Sale Price	\$289,908	4.54	\$303,069	4.53	\$316,802	▲
Total Volume	\$200,616,336	0.01	\$200,631,678	16.37	\$233,483,074	▲



## 📍 MADISON COUNTY

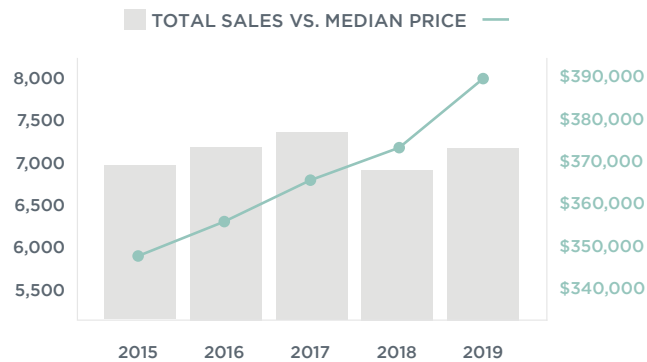


MADISON	2017	%	2018	%	2019	TREND
Total Sales	87	26.44	110	11.82	123	▲
Median Price	\$218,000	0.00	\$218,000	12.84	\$246,000	▲
Price / S.F.	\$134	1.49	\$136	11.03	\$151	▲
Days On Market	116	-25.00	87	-14.94	74	▼
Avg List Price	\$256,256	-2.53	\$249,783	34.02	\$334,765	▲
Avg Sale Price	\$236,153	-4.40	\$225,759	17.42	\$265,080	▲
Total Volume	\$20,545,311	20.87	\$24,833,490	31.29	\$32,604,840	▲



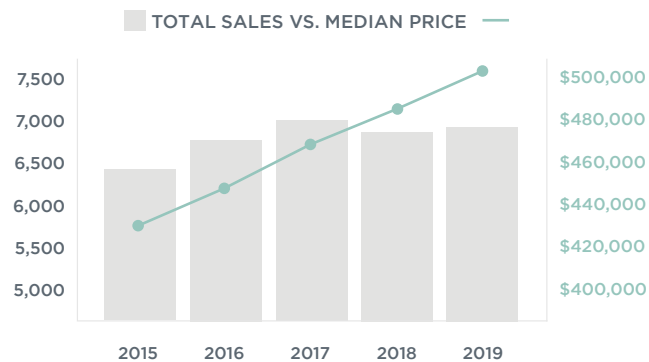
ORANGE	2017	%	2018	%	2019	TREND
Total Sales	648	-15.28	549	16.39	639	▲
Median Price	\$235,000	2.13	\$240,000	8.33	\$260,000	▲
Price / S.F.	\$125	0.00	\$125	9.60	\$137	▲
Days On Market	76	-18.42	62	-8.06	57	▼
Avg List Price	\$268,884	0.38	\$269,907	9.07	\$294,394	▲
Avg Sale Price	\$258,608	-0.26	\$257,929	7.02	\$276,023	▲
Total Volume	\$167,577,984	-15.50	\$141,603,021	24.56	\$176,378,697	▲

## PRINCE WILLIAM COUNTY



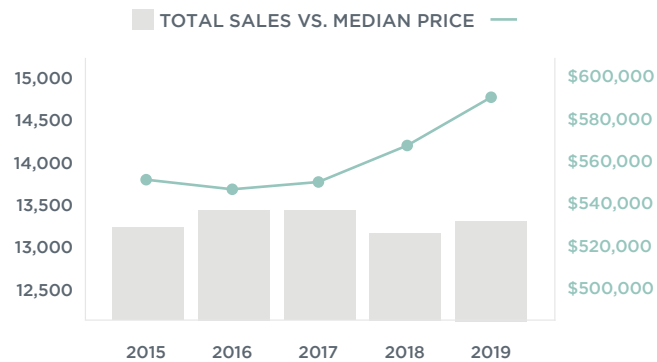
PRINCE WILLIAM	2017	%	2018	%	2019	TREND
Total Sales	7,344	-5.42	6,946	3.12	7,163	▲
Median Price	\$355,000	4.99	\$372,700	4.64	\$390,000	▲
Price / S.F.	\$155	94.19	\$301	49.83	\$451	▲
Days On Market	34	-11.76	30	-10.00	27	▼
Avg List Price	\$391,450	2.74	\$402,167	5.67	\$424,955	▲
Avg Sale Price	\$384,537	3.72	\$398,839	4.83	\$418,104	▲
Total Volume	\$2,824,039,728	-1.90	\$2,770,335,694	8.11	\$2,994,878,952	▲



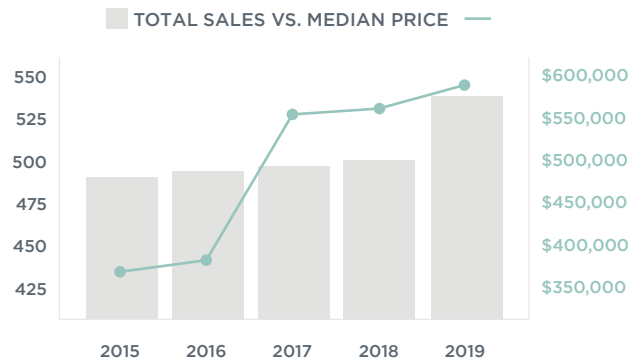


LOUDOUN	2017	%	2018	%	2019	TREND
Total Sales	7,159	-3.45	6,912	0.82	6,969	▲
Median Price	\$468,000	2.62	\$480,250	4.53	\$502,000	▲
Days on Market	32	-9.38	29	-10.34	26	▼
Avg. List Price	\$563,548	11.20	\$626,649	9.45	\$685,885	▲
Avg. Sales Price	\$507,793	2.77	\$521,858	6.26	\$554,514	▲
Total Volume	\$3,635,290,087	-0.78	\$3,607,082,496	7.13	\$3,864,408,066	▲



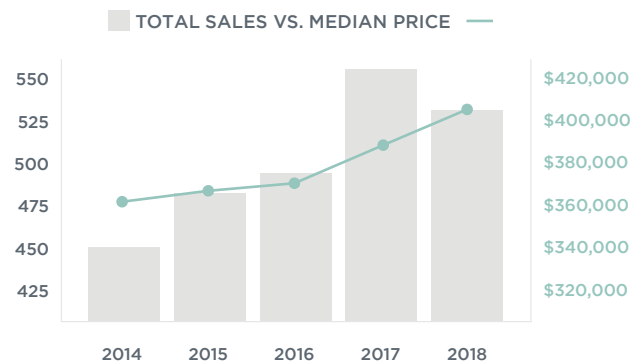


FAIRFAX	2017	%	2018	%	2019	TREND
Total Sales	13,497	-2.76	13,125	1.68	13,345	▲
Median Price	\$549,900	2.93	\$566,000	4.24	\$590,000	▲
Price / S.F.	\$247	174.90	\$679	5.15	\$714	▲
Days On Market	35	-20.00	28	-10.71	25	▼
Avg List Price	\$642,204	1.81	\$653,828	9.14	\$713,579	▲
Avg Sale Price	\$630,849	1.67	\$641,387	4.14	\$667,940	▲
Total Volume	\$8,514,568,953	-1.13	\$8,418,204,375	5.89	\$8,913,659,300	▲



LUXURY PROPERTIES	2017	%	2018	%	2019	TREND
Total Sales	495	0.20	496	7.26	532	▲
Median Price	\$550,000	1.82	\$560,000	6.61	\$597,000	▲
Price per Sq. Ft.	138	5.07	145	7.59	156	▲
Days on Market	84	-35.71	54	16.67	63	▲
Avg. List Price	\$598,007	4.51	\$624,957	2.64	\$641,487	▲
Avg. Sales Price	\$587,919	4.11	\$612,065	3.87	\$635,732	▲
Total Volume	\$291,019,905	4.32	\$303,584,240	11.41	\$338,209,424	▲

## NEW CONSTRUCTION



NEW CONSTRUCTION	2017	%	2018	%	2019	TREND
Total Sales	499	11.62	557	-5.57	526	▼
Median Price	\$365,900	4.71	\$383,150	5.80	\$405,375	▲
Price per Sq. Ft.	\$148	2.03	\$151	7.28	\$162	▲
Days on Market	70	-27.14	51	-19.61	41	▼
Avg. List Price	\$384,357	4.14	\$400,287	9.87	\$439,798	▲
Avg. Sales Price	\$381,870	2.14	\$390,053	8.36	\$422,643	▲
Total Volume	\$190,553,130	14.02	\$217,259,521	2.32	\$222,310,218	▲





 | local  
LOVE





## OUR FAVORITES FROM THE AREA



### GRAVES MOUNTAIN LODGE

Whether its the annual Peach Festival or the Apple Festival, Graves Mountain Lodge always throws a fun, wholesome event. With local vendors and small businesses, fresh fruits and vegetables, and local bluegrass bands, Graves Mountain is one of our favorite go-to weekend destinations with family and friends.



### MOM'S APPLE PIE BAKERY

Candies, cookies, pies, oh my! When we get just a little homesick, there's nothing like visiting the finest bakery in Virginia! Homemade treats and impeccable hospitality make this place a true treat.



### CAVALIER'S FAMILY SKATING CENTER

Step back into your childhood and lose yourself listening to the latest hits and rolling on the hardwoods. Cavalier's Family Skating Center is one of our favorite nostalgic places.



### WILDERNESS RUN VINEYARDS

Looking for a place to relax on a Saturday afternoon, sip a local glass of wine or hops, or even purchase this year's Christmas tree? Wilderness Run Vineyards has all of this and more, making it one of Spotsylvania's best hidden gems.



### KATORA COFFEE

Want a cup of joe and want to feel good about it? Katora Coffee is locally run and operated and has a cool backstory, too. This is our go-to coffee house for clients and when we just need a little pick me up.



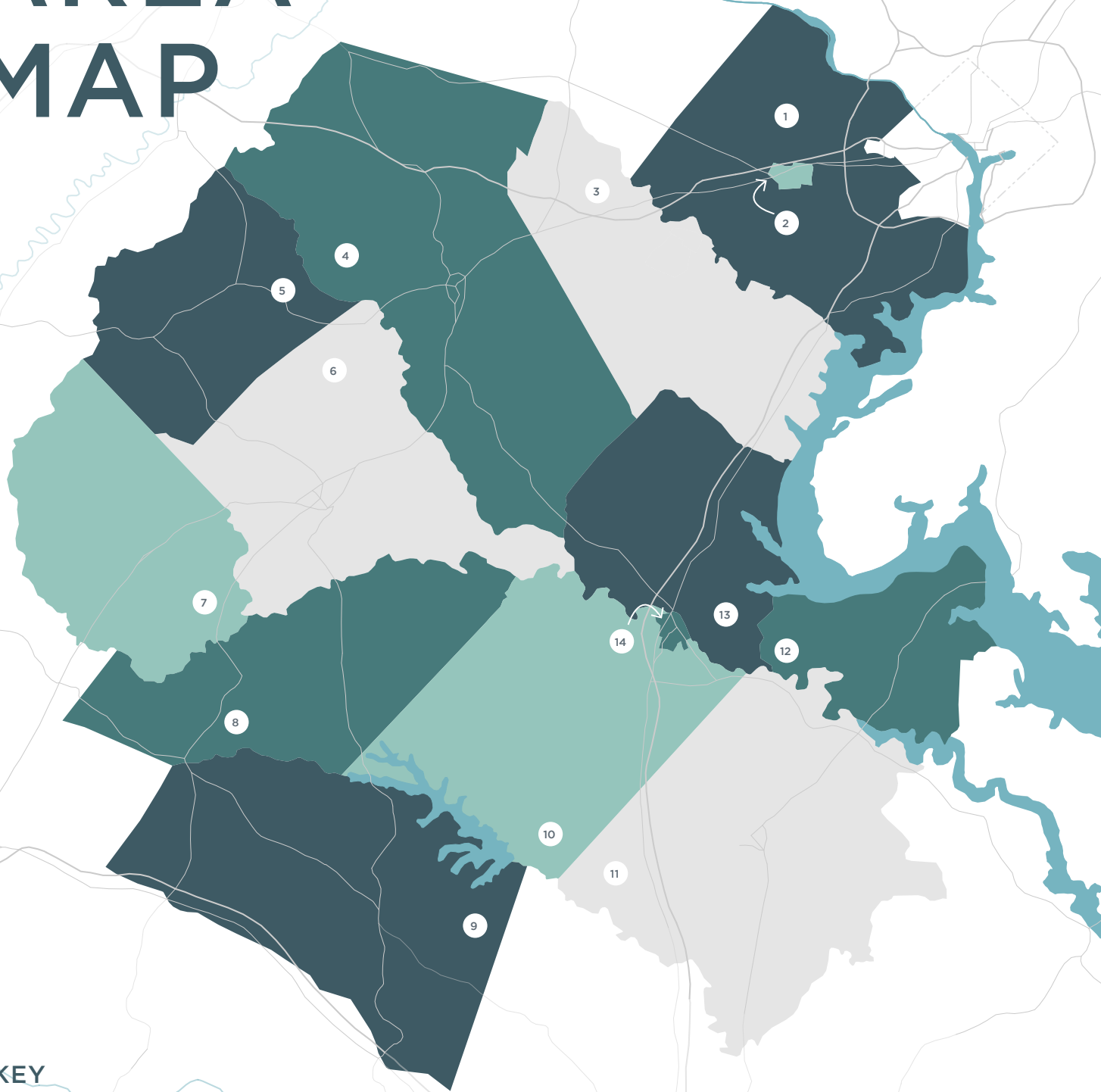
### DOWNTOWN FREDERICKSBURG

You can't go wrong spending a day in Downtown Fredericksburg. The Rappahannock River, exemplary eating establishments, and old town shopping are second to none. Walk along the same streets our forefathers walked and create some new memories.



*Fredericksburg*

# AREA MAP



## KEY

1. Fairfax County  
*pg. 21*  
2. Fairfax  
  
3. Prince William County  
*pg. 19*  
4. Fauquier County  
*pg. 14*

5. Rappahannock County  
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6. Culpeper County  
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7. Madison County  
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8. Orange County  
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9. Louisa County  
  
10. Spotsylvania County  
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11. Caroline County  
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12. King George County  
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13. Stafford County  
*pg. 11*  
14. Fredericksburg  
*pg. 10*





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