

## FREDERICKSBURG MSA MARKET ANALYSIS

**\$339,000**

**MEDIAN SALES PRICE**  
The median sales price in the first half of 2020 was \$339,000 compared to \$317,900 in 2019.

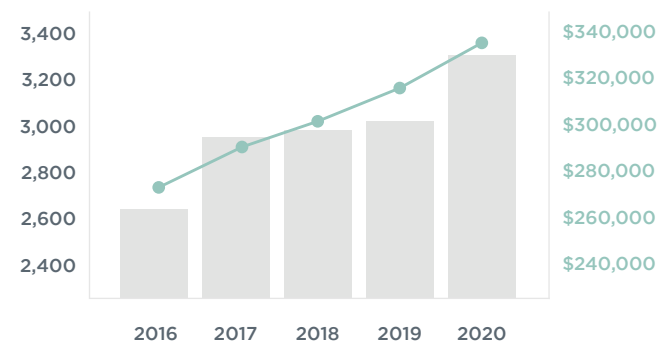
**3,286**

**TOTAL SALES**  
There were 3,286 total sales in the first half of 2020 compared to 3,036 in 2019. This translates to a 8.20% year-over-year increase.

**3,896**

**NEW LISTINGS**  
At the end of the past quarter there were 3,896 new listings compared to 3,629 new listings at the end of Q2 2019.

TOTAL SALES VS. MEDIAN PRICE



MSA	2019	%	2020	TREND
Total Sales	3,036	8.20	3,286	▲
Median Price	\$317,900	6.60	\$339,000	▲
Price per Sq. Ft.	\$145	3.40	\$150	▲
Days on Market	39	-10.30	35	▼
Avg. List Price	\$350,872	6.60	\$373,913	▲
Avg. Sales Price	\$332,591	6.60	\$354,430	▲
Total Volume	\$1,009,746,276	15.34%	\$1,164,656,980	▲

### CITY OF FREDERICKSBURG

	2019	2020	TREND
Total Sales	143	153	▲
Median Sales Price	\$340,000	\$348,420	▲
Price per Sq. Ft.	\$163	\$167	▲
Days on Market	45	44	▼
Avg. List Price	\$380,695	\$394,255	▲
Avg. Sales Price	\$357,467	\$368,733	▲
Total Volume	\$51,117,781	\$56,416,149	▲

### SPOTSYLVANIA COUNTY

	2019	2020	TREND
Total Sales	1,128	1,208	▲
Median Sales Price	\$288,000	\$309,900	▲
Price per Sq. Ft.	\$146	\$152	▲
Days on Market	40	34	▼
Avg. List Price	\$330,696	\$362,313	▲
Avg. Sales Price	\$316,442	\$334,434	▲
Total Volume	\$356,946,576	\$403,996,272	▲

### STAFFORD COUNTY

	2019	2020	TREND
Total Sales	1,331	1,466	▲
Median Sales Price	\$355,000	\$380,000	▲
Price per Sq. Ft.	\$146	\$148	▲
Days on Market	37	33	▼
Avg. List Price	\$383,794	\$403,743	▲
Avg. Sales Price	\$365,761	\$391,865	▲
Total Volume	\$486,827,891	\$574,474,090	▲

### PRINCE WILLIAM COUNTY

	2019	2020	TREND
Total Sales	3,586	3,274	▼
Median Sales Price	\$390,000	\$415,000	▲
Price per Sq. Ft.	\$298	\$282	▼
Days on Market	27	22	▼
Avg. List Price	\$428,042	\$454,641	▲
Avg. Sales Price	\$418,056	\$442,359	▲
Total Volume	\$1,499,148,816	\$1,448,283,366	▼

### FAUQUIER COUNTY

	2019	2020	TREND
Total Sales	571	588	▲
Median Sales Price	\$399,000	\$429,999	▲
Price per Sq. Ft.	\$180	\$189	▲
Days on Market	42	51	▲
Avg. List Price	\$574,744	\$596,773	▲
Avg. Sales Price	\$457,657	\$509,557	▲
Total Volume	\$261,322,147	\$299,619,516	▲

### ORANGE COUNTY

	2019	2020	TREND
Total Sales	300	280	▼
Median Sales Price	\$258,500	\$274,000	▲
Price per Sq. Ft.	\$132	\$146	▲
Days on Market	65	64	▼
Avg. List Price	\$288,873	\$363,408	▲
Avg. Sales Price	\$271,093	\$295,653	▲
Total Volume	\$81,327,900	\$82,782,840	▲

### CULPEPER COUNTY

	2019	2020	TREND
Total Sales	352	348	▼
Median Sales Price	\$312,000	\$336,675	▲
Price per Sq. Ft.	\$1,163	\$150	▼
Days on Market	56	63	▲
Avg. List Price	\$330,771	\$365,780	▲
Avg. Sales Price	\$319,698	\$349,629	▲
Total Volume	\$112,533,696	\$121,670,892	▲

### KING GEORGE COUNTY

	2019	2020	TREND
Total Sales	187	207	▲
Median Sales Price	\$314,900	\$325,000	▲
Price per Sq. Ft.	\$141	\$144	▲
Days on Market	35	37	▲
Avg. List Price	\$348,203	\$365,200	▲
Avg. Sales Price	\$313,419	\$329,653	▲
Total Volume	\$58,609,353	\$68,238,171	▲

### CAROLINE COUNTY

	2019	2020	TREND
Total Sales	247	252	▲
Median Sales Price	\$220,000	\$234,900	▲
Price per Sq. Ft.	\$131	\$140	▲
Days on Market	48	46	▼
Avg. List Price	\$241,904	\$257,690	▲
Avg. Sales Price	\$227,714	\$244,173	▲
Total Volume	\$56,245,358	\$61,531,596	▲

### MADISON COUNTY

	2019	2020	TREND
Total Sales	60	53	▼
Median Sales Price	\$246,000	\$259,000	▲
Price per Sq. Ft.	\$161	\$150	▼
Days on Market	79	99	▲
Avg. List Price	\$346,844	\$415,058	▲
Avg. Sales Price	\$261,846	\$284,857	▲
Total Volume	\$15,710,760	\$15,097,421	▼

### FAIRFAX COUNTY

	2019	2020	TREND
Total Sales	6,818	5,946	▼
Median Sales Price	\$595,000	\$620,200	▲
Price per Sq. Ft.	\$994	\$1,046	▲
Days on Market	23	22	▼
Avg. List Price	\$689,554	\$774,476	▲
Avg. Sales Price	\$662,845	\$696,511	▲
Total Volume	\$4,519,277,210	\$4,141,454,406	▼

### RAPPAHANNOCK COUNTY

	2019	2020	TREND
Total Sales	43	44	▲
Median Sales Price	\$359,000	\$341,250	▼
Price per Sq. Ft.	\$172	\$184	▲
Days on Market	123	81	▼
Avg. List Price	\$680,775	\$691,115	▲
Avg. Sales Price	\$367,036	\$435,191	▲
Total Volume	\$15,782,548	\$19,148,404	▲

Nest Realty Fredericksburg

# HOW'S THE MARKET?

At the start of every year, we pour through sales charts, look back at our goals, and check how we've done on our predictions for the past year. We do our best to prepare our agents for the new year. As we hit the halfway point of 2020, we can confidently say that we did not see this coming! However, by all accounts, the 2020 real estate market has fared much better than expected.

From an economic standpoint, there is no question that a year ago we were expecting higher interest rates and a slowing (not severe, but noticeable) of our real estate sales market. With the injection of COVID-19 into our lives, we definitely expected some sort of effect on the overall market. This just didn't happen in much of the country. The Northern Virginia region has continued to see a boom in real estate sales. Interest rates have dropped to all-time historic lows, and homes are selling fast, while inventory has remained low.

As we look forward to the next six months of 2020, we will continue to monitor this historic real estate market and adapt as needed.



**\$150**  
PRICE PER  
SQ. FT.



**35**  
DAYS ON  
MARKET



**\$354,430**  
AVG. SALES  
PRICE



The Fredericksburg MSA includes the city of Fredericksburg and the counties of Spotsylvania, Stafford, Caroline, and King George. Data as of 7/19/20.

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