

HOW'S THE MARKET?

It's no secret that at Nest Realty, we dig data. So much that we've pored through market and real estate numbers for the year thus far to pull out and share bite-sized data points with you.

In this 2021 Mid-Year Report, we present a snapshot of current conditions. We focus on local insights that pertain to you, so that if you decide to buy or sell, you can make confident, informed decisions.

Eager to learn more? Our Nest Brokers would love to chat about current market conditions and how we can help you achieve your real estate goals.



2021

FREDERICKSBURG

MID-YEAR REPORT

An overview of how the Fredericksburg real estate market has performed in 2021 on a regional and local level.

Presented by Nest Realty Fredericksburg



FREDERICKSBURG MSA MARKET ANALYSIS

\$370,000

MEDIAN SALES PRICE

The median sales price in the first half of 2021 was \$370,000 compared to \$339,000 in 2020.

3,340

TOTAL SALES

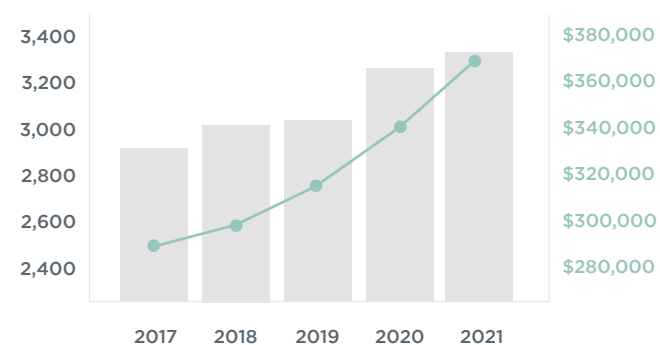
There were 3,340 total sales in the first half of 2021 compared to 3,286 in 2020. This translates to a 1.64% year-over-year increase.

3,913

NEW LISTINGS

At the end of the past quarter there were 3,913 new listings compared to 3,896 new listings at the end of Q2 2020.

TOTAL SALES VS. MEDIAN PRICE



MSA	2020	%	2021	TREND
Total Sales	3,286	1.64	3,340	▲
Median Price	\$339,000	9.14	\$370,000	▲
Price per Sq. Ft.	\$150	9.33	\$164	▲
Days on Market	35	-57.14	15	▼
Avg. List Price	\$373,913	6.11	\$396,757	▲
Avg. Sales Price	\$354,430	13.68	\$402,902	▲
Total Volume	\$1,164,656,980	13.82%	\$1,325,633,859	▲

CITY OF FREDERICKS-

	2020	2021	TREND
Total Sales	153	185	▲
Median Sales Price	\$348,420	\$385,000	▲
Price per Sq. Ft.	\$167	\$184	▲
Days on Market	44	16	▼
Avg. List Price	\$394,255	\$395,609	▲
Avg. Sales Price	\$368,733	\$397,170	▲
Total Volume	\$56,416,149	\$73,187,727	▲

SPOTSYLVANIA COUNTY

	2020	2021	TREND
Total Sales	1,208	1,129	▲
Median Sales Price	\$309,900	\$354,500	▲
Price per Sq. Ft.	\$152	\$165	▲
Days on Market	34	15	▼
Avg. List Price	\$362,313	\$391,687	▲
Avg. Sales Price	\$334,434	\$397,557	▲
Total Volume	\$403,996,272	\$442,606,327	▲

STAFFORD COUNTY

	2020	2021	TREND
Total Sales	1,466	1,250	▼
Median Sales Price	\$380,000	\$435,000	▲
Price per Sq. Ft.	\$148	\$163	▲
Days on Market	33	10	▼
Avg. List Price	\$403,743	\$434,031	▲
Avg. Sales Price	\$391,865	\$444,185	▲
Total Volume	\$574,474,090	\$555,231,250	▲

PRINCE WILLIAM COUNTY

	2020	2021	TREND
Total Sales	3,274	3,372	▲
Median Sales Price	\$415,000	\$450,000	▲
Price per Sq. Ft.	\$182	\$194	▲
Days on Market	23	8	▼
Avg. List Price	\$454,641	\$476,998	▲
Avg. Sales Price	\$442,359	\$491,723	▲
Total Volume	\$1,448,283,366	\$1,658,089,956	▲

FAUQUIER COUNTY

	2020	2021	TREND
Total Sales	588	557	▼
Median Sales Price	\$429,999	\$480,000	▲
Price per Sq. Ft.	\$189	\$195	▲
Days on Market	51	23	▼
Avg. List Price	\$596,773	\$571,487	▼
Avg. Sales Price	\$509,557	\$574,172	▲
Total Volume	\$299,619,516	\$317,175,394	▲

ORANGE COUNTY

	2020	2021	TREND
Total Sales	280	340	▲
Median Sales Price	\$274,000	\$319,900	▲
Price per Sq. Ft.	\$146	\$167	▲
Days on Market	64	30	▼
Avg. List Price	\$363,408	\$360,432	▼
Avg. Sales Price	\$295,653	\$361,635	▲
Total Volume	\$82,782,840	\$122,907,384	▲

CULPEPER COUNTY

	2020	2021	TREND
Total Sales	348	327	▼
Median Sales Price	\$336,675	\$381,777	▲
Price per Sq. Ft.	\$150	\$174	▲
Days on Market	63	20	▼
Avg. List Price	\$365,780	\$395,725	▲
Avg. Sales Price	\$349,629	\$398,341	▲
Total Volume	\$121,670,892	\$129,402,356	▲

KING GEORGE COUNTY

	2020	2021	TREND
Total Sales	207	173	▼
Median Sales Price	\$325,000	\$362,000	▲
Price per Sq. Ft.	\$144	\$154	▲
Days on Market	37	19	▼
Avg. List Price	\$365,200	\$397,775	▲
Avg. Sales Price	\$329,653	\$398,285	▲
Total Volume	\$68,238,171	\$68,815,144	▲

CAROLINE COUNTY

	2020	2021	TREND
Total Sales	252	259	▲
Median Sales Price	\$234,900	\$270,000	▲
Price per Sq. Ft.	\$140	\$163	▲
Days on Market	48	20	▼
Avg. List Price	\$257,690	\$287,278	▲
Avg. Sales Price	\$244,173	\$288,978	▲
Total Volume	\$61,531,596	\$74,845,302	▲

MADISON COUNTY

	2020	2021	TREND
Total Sales	53	62	▲
Median Sales Price	\$259,000	\$331,750	▲
Price per Sq. Ft.	\$150	\$188	▲
Days on Market	99	50	▼
Avg. List Price	\$415,058	\$441,901	▲
Avg. Sales Price	\$284,857	\$435,863	▲
Total Volume	\$15,097,421	\$27,397,898	▲

FAIRFAX COUNTY

	2020	2021	TREND
Total Sales	5,946	7,411	▲
Median Sales Price	\$620,200	\$615,000	▼
Price per Sq. Ft.	\$272	\$299	▲
Days on Market	22	16	▼
Avg. List Price	\$774,476	\$684,698	▼
Avg. Sales Price	\$696,511	\$699,869	▲
Total Volume	\$4,141,454,406	\$5,072,382,344	▲

RAPPAHANNOCK COUNTY

	2020	2021	TREND
Total Sales	44	41	▼
Median Sales Price	\$341,250	\$510,000	▲
Price per Sq. Ft.	\$184	\$198	▲
Days on Market	81	62	▼
Avg. List Price	\$691,115	\$537,685	▼
Avg. Sales Price	\$435,191	\$519,474	▲
Total Volume	\$19,148,404	\$22,045,100	▲

Nest Realty Fredericksburg

MARKET PERFORMANCE AT A GLANCE

Did you find yourself spending more time at home over this past year? That would be a big YES for all of us. There have been challenges, both personally and professionally. Real estate is no different in this ever-changing market. There have been increases in home appreciation, buyer demand remains strong, and we continue to have lower than normal inventory. But, let's be honest, this seller's market won't last forever. We've started to see signs of cooling off, buyers being less willing to make outrageous offers, and some sellers willing to negotiate. So, you might be asking, "How do I navigate selling and buying a home?" Or, "Is it the right time to jump into the market?" Whether you're a first-timer, upsizing, downsizing, renting, or renovating, Nest agents are here to walk beside you every step of the way. We are experts at navigating extraordinary markets and garnering extraordinary results.



\$164

PRICE PER SQ. FT.



15

DAYS ON MARKET



\$402,902

AVG. SALES PRICE

INTERESTED IN OUR JUNE 2021 NUMBERS?

Check out our latest blog post at NestRealty.com/blog/Fredericksburg



The Fredericksburg MSA includes the city of Fredericksburg and the counties of Spotsylvania, Stafford, Caroline, Orange, and King George. Data as of 5/31/21.

For more information and market analysis, visit nestrealty.com/fredericksburg/reports