

MSA MARKET ANALYSIS • fredericksburg, va

\$540,000
MEDIAN SALES PRICE

The median sales price in the first half of 2022 was \$540,000, compared to \$500,000 in the first half of 2021.

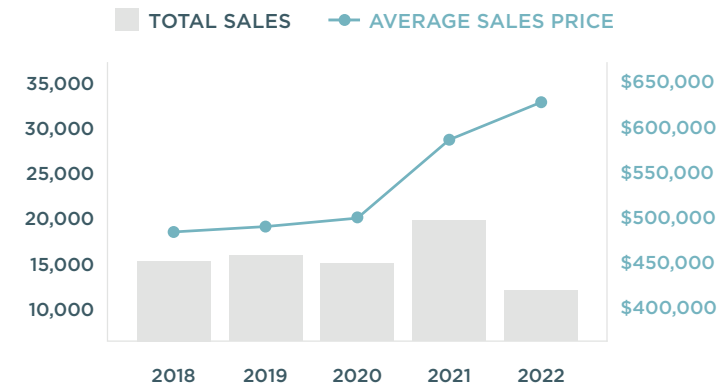
12,918
TOTAL SALES

There were 12,918 total sales in the first half of 2022 compared to 19,895 in the first half of 2021.

19,090
NEW LISTINGS

At the end of the past quarter there were 19,090 new listings compared to 22,378 new listings in the first half of 2021.

	2021	%	2022	TREND
Total Sales	19,895	-35.1	12,918	▼
Price per Sq. Ft.	\$395	-29.4	\$279	▼
Days on Market	13	15.4	15	▲
Avg. Sales Price	\$583,582	9.5	\$638,864	▲
Total Volume	\$11,610,357,893	-28.9	\$8,252,842,920	▼



FREDERICKSBURG CITY

	2021	2022	TREND
Total Sales	233	163	▼
Price per Sq. Ft.	\$201	\$218	▲
Days on Market	17	20	▲
Avg. Sales Price	\$404,232	\$482,655	▲
Total Volume	\$94,185,979	\$78,672,756	▼

SPOTSYLVANIA COUNTY

	2021	2022	TREND
Total Sales	1,475	1,000	▼
Price per Sq. Ft.	\$175	\$200	▲
Days on Market	12	15	▲
Avg. Sales Price	\$403,432	\$453,554	▲
Total Volume	\$595,062,918	\$453,553,505	▼

STAFFORD COUNTY

	2021	2022	TREND
Total Sales	1,705	1,148	▼
Price per Sq. Ft.	\$175	\$201	▲
Days on Market	10	13	▲
Avg. Sales Price	\$453,987	\$502,492	▲
Total Volume	\$774,048,154	\$576,860,910	▼

CULPEPER COUNTY

	2021	2022	TREND
Total Sales	402	296	▼
Price per Sq. Ft.	\$182	\$199	▲
Days on Market	18	20	▲
Avg. Sales Price	\$399,077	\$432,627	▲
Total Volume	\$160,429,020	\$128,057,711	▼

PRINCE WILLIAM COUNTY

	2021	2022	TREND
Total Sales	4,462	2,874	▼
Price per Sq. Ft.	\$202	\$227	▲
Days on Market	8	10	▲
Avg. Sales Price	\$500,927	\$549,020	▲
Total Volume	\$2,235,136,176	\$1,577,882,174	▼

KING GEORGE COUNTY

	2021	2022	TREND
Total Sales	232	159	▼
Price per Sq. Ft.	\$171	\$187	▲
Days on Market	15	20	▲
Avg. Sales Price	\$396,503	\$427,915	▲
Total Volume	\$91,988,674	\$68,038,490	▼

CAROLINE COUNTY

	2021	2022	TREND
Total Sales	333	196	▼
Price per Sq. Ft.	\$170	\$191	▲
Days on Market	18	26	▲
Avg. Sales Price	\$293,197	\$330,054	▲
Total Volume	\$97,634,622	\$64,690,522	▼

MADISON COUNTY

	2021	2022	TREND
Total Sales	100	60	▼
Price per Sq. Ft.	\$204	\$225	▲
Days on Market	37	41	▲
Avg. Sales Price	\$421,915	\$470,430	▲
Total Volume	\$42,191,532	\$28,225,781	▼

ORANGE COUNTY

	2021	2022	TREND
Total Sales	428	314	▼
Price per Sq. Ft.	\$602	\$198	▼
Days on Market	17	29	▲
Avg. Sales Price	\$362,661	\$394,105	▲
Total Volume	\$155,218,824	\$123,749,106	▼

FAIRFAX COUNTY

	2021	2022	TREND
Total Sales	9,740	6,260	▼
Price per Sq. Ft.	\$587	\$343	▼
Days on Market	15	15	FLAT
Avg. Sales Price	\$708,785	\$774,012	▲
Total Volume	\$6,903,567,490	\$4,845,312,945	▼

FAUQUIER COUNTY

	2021	2022	TREND
Total Sales	723	416	▼
Price per Sq. Ft.	\$221	\$286	▲
Days on Market	19	18	▼
Avg. Sales Price	\$589,803	\$691,313	▲
Total Volume	\$426,427,774	\$287,586,116	▼

RAPPAHANNOCK COUNTY

	2021	2022	TREND
Total Sales	59	31	▼
Price per Sq. Ft.	\$236	\$340	▲
Days on Market	52	65	▲
Avg. Sales Price	\$569,743	\$631,699	▲
Total Volume	\$33,614,830	\$19,582,683	▼

MARKET PERFORMANCE AT A GLANCE

FREDERICKSBURG, VA

Lifestyles have changed over the last two years and the pandemic continues to alter the way we work, interact, and live. The challenges we have faced are reflected in our personal and professional lives.

Real estate is no different, buyers and sellers have had to adapt quickly to our ever changing real estate 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, right-sizing, 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.

FREDERICKSBURG MSA



\$279
PRICE PER SQ. FT.



\$638,864
AVG. SALES PRICE



15
DAYS ON MARKET

*The Fredericksburg MSA includes the city of Fredericksburg and the counties of Spotsylvania, Stafford, Fauquier, Caroline, Orange, and King George. Data as of 7/5/22.

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