May 2014
Stafford County, VA

## Sold Summary

|  | May 2014 | May 2013 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 54,735,797$ | $\$ 61,877,258$ | $-11.54 \%$ |
| Avg Sold Price | $\$ 318,231$ | $\$ 297,487$ | $6.97 \%$ |
| Median Sold Price | $\$ 300,000$ | $\$ 279,950$ | $7.16 \%$ |
| Units Sold | 172 | 208 | $-17.31 \%$ |
| Avg Days on Market | 44 | 40 | $10.00 \%$ |
| Avg List Price for Solds | $\$ 324,883$ | $\$ 300,326$ | $8.18 \%$ |
| Avg SP to OLP Ratio | $96.9 \%$ | $97.0 \%$ | $-0.10 \%$ |
| Ratio of Avg SP to Avg OLP | $96.6 \%$ | $97.0 \%$ | $-0.36 \%$ |
| Attached Avg Sold Price | $\$ 194,663$ | $\$ 196,049$ | $-0.71 \%$ |
| Detached Avg Sold Price | $\$ 341,241$ | $\$ 313,266$ | $8.93 \%$ |
| Attached Units Sold | 27 | 28 | $-3.57 \%$ |
| Detached Units Sold | 145 | 180 | $-19.44 \%$ |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- $\mathrm{LP}=$ List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | May 2014 | May 2013 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 833 | 527 | $58.06 \%$ |
| New Listings | 352 | 302 | $16.56 \%$ |
| New Under Contracts | 103 | 100 | $3.00 \%$ |
| New Contingents | 142 | 138 | $2.90 \%$ |
| New Pendings | 245 | 238 | $2.94 \%$ |
| All Pendings | 413 | 462 | $-10.61 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 15 |
| Conventional | 59 |
| FHA | 22 |
| Other | 2 |
| Owner | 0 |
| VA | 80 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :---: |
| 1 to 10 | 50 |
| 11 to 20 | 23 |
| 21 to 30 | 16 |
| 31 to 60 | 40 |
| 61 to 90 | 11 |
| 91 to 120 | 9 |
| 121 to 180 | 16 |
| 181 to 360 | 12 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 |
| \$100K to \$149,999 | 3 | 1 | 0 | 2 | 0 | 1 | 2 | 9 | 2 | 0 |
| \$150K to \$199,999 | 1 | 3 | 6 | 5 | 0 | 0 | 1 | 34 | 9 | 4 |
| \$200K to \$299,999 | 3 | 0 | 19 | 4 | 27 | 2 | 5 | 156 | 26 | 28 |
| \$300K to \$399,999 | 2 | 0 | 4 | 0 | 43 | 1 | 0 | 232 | 22 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 22 | 0 | 0 | 157 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 90 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 38 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 9 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Total | 9 | 4 | 30 | 11 | 106 | 4 | 8 | 740 | 59 | 34 |
| Avg Sold Price | \$208,411 | \$163,625 | \$257,800 | \$183,764 | \$376, 134 | \$233,458 | \$205,773 |  |  |  |
| Prev Year - Avg Sold Price | \$180,806 | \$145,250 | \$233,620 | \$211,702 | \$351,893 | \$185,106 | \$138,800 |  |  |  |
| Avg Sold \% Change | 15.27\% | 12.65\% | 10.35\% | -13.20\% | 6.89\% | 26.12\% | 48.25\% |  |  |  |
| Prev Year - \# of Solds | 4 | 2 | 53 | 18 | 123 | 6 | 2 |  |  |  |

