

## December 2018

### Stafford County, VA

#### Sold Summary

|                            | Dec 2018     | Dec 2017     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$40,597,100 | \$55,599,355 | -26.98%  |
| Avg Sold Price             | \$344,043    | \$327,055    | 5.19%    |
| Median Sold Price          | \$338,250    | \$327,500    | 3.28%    |
| Units Sold                 | 118          | 170          | -30.59%  |
| Avg Days on Market         | 80           | 89           | -10.11%  |
| Avg List Price for Solds   | \$348,037    | \$329,341    | 5.68%    |
| Avg SP to OLP Ratio        | 96.5%        | 96.7%        | -0.23%   |
| Ratio of Avg SP to Avg OLP | 96.3%        | 97.1%        | -0.78%   |
| Attached Avg Sold Price    | \$245,627    | \$224,792    | 9.27%    |
| Detached Avg Sold Price    | \$369,171    | \$355,504    | 3.84%    |
| Attached Units Sold        | 24           | 37           | -35.14%  |
| Detached Units Sold        | 94           | 133          | -29.32%  |

Notes:

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

#### Inventory

|                     | Dec 2018 | Dec 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 579      | 551      | 5.08%    |
| New Listings        | 162      | 195      | -16.92%  |
| New Under Contracts | 90       | 78       | 15.38%   |
| New Contingents     | 61       | 66       | -7.58%   |
| New Pendings        | 151      | 144      | 4.86%    |
| All Pendings        | 238      | 249      | -4.42%   |

#### Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 1  |
| Cash         | 8  |
| Conventional | 36 |
| FHA          | 27 |
| Other        | 2  |
| Owner        | 0  |
| VA           | 44 |

#### Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 4  |
| 11 to 20   | 9  |
| 21 to 30   | 7  |
| 31 to 60   | 39 |
| 61 to 90   | 20 |
| 91 to 120  | 11 |
| 121 to 180 | 12 |
| 181 to 360 | 11 |
| 361 to 720 | 1  |
| 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 |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 3               | 2           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$100K to \$149,999        | 1            | 1           | 0         | 0           | 0            | 0           | 0          | 3               | 0           | 0          |
| \$150K to \$199,999        | 0            | 1           | 2         | 4           | 1            | 0           | 0          | 4               | 10          | 0          |
| \$200K to \$299,999        | 2            | 1           | 9         | 5           | 7            | 5           | 1          | 47              | 27          | 5          |
| \$300K to \$399,999        | 1            | 0           | 7         | 5           | 38           | 1           | 0          | 162             | 5           | 11         |
| \$400K to \$499,999        | 0            | 0           | 2         | 0           | 12           | 0           | 0          | 163             | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 9            | 0           | 0          | 71              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 2            | 0           | 0          | 49              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 6               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 9               | 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          |
| <b>Total</b>               | <b>4</b>     | <b>3</b>    | <b>20</b> | <b>14</b>   | <b>70</b>    | <b>6</b>    | <b>1</b>   | <b>518</b>      | <b>44</b>   | <b>16</b>  |
| Avg Sold Price             | \$203,975    | \$182,667   | \$295,955 | \$256,246   | \$399,529    | \$255,767   | \$225,000  |                 |             |            |
| Prev Year - Avg Sold Price | \$258,644    | \$177,600   | \$281,887 | \$234,769   | \$385,572    | \$253,214   | \$179,921  |                 |             |            |
| Avg Sold % Change          | -21.14%      | 2.85%       | 4.99%     | 9.15%       | 3.62%        | 1.01%       | 25.05%     |                 |             |            |
| Prev Year - # of Solds     | 7            | 2           | 30        | 21          | 96           | 7           | 7          |                 |             |            |

#### Active Detail