August 2017 Stafford County, VA

Sold Summary

| | Aug 2017 | Aug 2016 | % Change | |
|----------------------------|--------------|--------------|----------|--|
| Sold Dollar Volume | \$80,078,201 | \$81,886,391 | -2.21% | |
| Avg Sold Price | \$340,758 | \$313,741 | 8.61% | |
| Median Sold Price | \$329,800 | \$300,000 | 9.93% | |
| Units Sold | 235 | 261 | -9.96% | |
| Avg Days on Market | 39 | 39 | 0.00% | |
| Avg List Price for Solds | \$344,874 | \$316,665 | 8.91% | |
| Avg SP to OLP Ratio | 97.4% | 97.2% | 0.15% | |
| Ratio of Avg SP to Avg OLP | 97.5% | 97.1% | 0.40% | |
| Attached Avg Sold Price | \$238,636 | \$234,140 | 1.92% | |
| Detached Avg Sold Price | \$362,341 | \$333,073 | 8.79% | |
| Attached Units Sold | 41 | 51 | -19.61% | |
| Detached Units Sold | 194 | 210 | -7.62% | |

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

| | Aug 2017 | Aug 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 693 | 684 | 1.32% |
| New Listings | 351 | 292 | 20.21% |
| New Under Contracts | 121 | 125 | -3.20% |
| New Contingents | 109 | 121 | -9.92% |
| New Pendings | 230 | 246 | -6.50% |
| All Pendings | 322 | 374 | -13.90% |

Financing (Sold)

| 3 (0 0 0) | |
|--------------|----|
| Assumption | 0 |
| Cash | 10 |
| Conventional | 81 |
| FHA | 57 |
| Other | 9 |
| Owner | 0 |
| VA | 88 |

Days on Market (Sold)

| 0 | 8 |
|------------|----|
| 1 to 10 | 68 |
| 11 to 20 | 40 |
| 21 to 30 | 39 |
| 31 to 60 | 51 |
| 61 to 90 | 16 |
| 91 to 120 | 11 |
| 121 to 180 | 7 |
| 181 to 360 | 3 |
| 361 to 720 | 2 |
| 721+ | 1 |

Active Detail

Sold Detail

| | Residential | | | | | Condo/Coop | | Active Listings | | |
|----------------------------|-------------|-------------|-----------|-------------|-----------|-------------|-----------|-----------------|-------------|------------|
| | 2 or | Less BR | 3 | BR | 4 or | More BR | All | Residential | | Condo/Coop |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$100K to \$149,999 | 2 | 0 | 1 | 3 | 1 | 0 | 2 | 5 | 1 | 2 |
| \$150K to \$199,999 | 2 | 1 | 2 | 1 | 0 | 2 | 0 | 8 | 5 | 0 |
| \$200K to \$299,999 | 5 | 1 | 28 | 17 | 18 | 4 | 4 | 81 | 25 | 7 |
| \$300K to \$399,999 | 1 | 0 | 13 | 6 | 67 | 0 | 0 | 223 | 12 | 1 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 29 | 0 | 0 | 164 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 87 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 7 | 0 | 0 | 44 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 10 | 2 | 46 | 27 | 138 | 6 | 6 | 640 | 43 | 10 |
| Avg Sold Price | \$213,665 | \$190,550 | \$285,205 | \$250,786 | \$398,826 | \$226,133 | \$212,492 | | | |
| Prev Year - Avg Sold Price | \$183,573 | \$257,667 | \$278,814 | \$240,625 | \$378,315 | \$231,667 | \$199,614 | | | |
| Avg Sold % Change | 16.39% | -26.05% | 2.29% | 4.22% | 5.42% | -2.39% | 6.45% | | | |
| Prev Year - # of Solds | 12 | 3 | 72 | 34 | 126 | 6 | 8 | | | |