

## October 2017

# Stafford County, VA

## **Sold Summary**

|                            | Oct 2017     | Oct 2016     | % Change |  |  |
|----------------------------|--------------|--------------|----------|--|--|
| Sold Dollar Volume         | \$53,841,144 | \$55,640,223 | -3.23%   |  |  |
| Avg Sold Price             | \$324,344    | \$327,295    | -0.90%   |  |  |
| Median Sold Price          | \$327,250    | \$311,250    | 5.14%    |  |  |
| Units Sold                 | 166          | 170          | -2.35%   |  |  |
| Avg Days on Market         | 35           | 48           | -27.08%  |  |  |
| Avg List Price for Solds   | \$330,915    | \$332,241    | -0.40%   |  |  |
| Avg SP to OLP Ratio        | 96.8%        | 97.1%        | -0.29%   |  |  |
| Ratio of Avg SP to Avg OLP | 97.0%        | 96.9%        | 0.14%    |  |  |
| Attached Avg Sold Price    | \$244,647    | \$224,833    | 8.81%    |  |  |
| Detached Avg Sold Price    | \$347,203    | \$345,796    | 0.41%    |  |  |
| Attached Units Sold        | 37           | 26           | 42.31%   |  |  |
| Detached Units Sold        | 129          | 144          | -10.42%  |  |  |

#### 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**

|                     | Oct 2017 | Oct 2016 | % Change |  |
|---------------------|----------|----------|----------|--|
| Active Listings     | 689      | 665      | 3.61%    |  |
| New Listings        | 281      | 248      | 13.31%   |  |
| New Under Contracts | 93       | 99       | -6.06%   |  |
| New Contingents     | 118      | 91       | 29.67%   |  |
| New Pendings        | 211      | 190      | 11.05%   |  |
| All Pendings        | 308      | 318      | -3.14%   |  |

#### Financing (Sold)

| Assumption   | 0  |
|--------------|----|
| Cash         | 10 |
| Conventional | 56 |
| FHA          | 36 |
| Other        | 10 |
| Owner        | 0  |
| VA           | 66 |

## Days on Market (Sold)

| 0          | 6  |
|------------|----|
| 1 to 10    | 51 |
| 11 to 20   | 35 |
| 21 to 30   | 14 |
| 31 to 60   | 29 |
| 61 to 90   | 21 |
| 91 to 120  | 10 |
| 121 to 180 | 10 |
| 181 to 360 | 2  |
| 361 to 720 | 0  |
| 721+       | 0  |
|            |    |

#### **Sold Detail Active Detail**

|                            | Residential |             |           |             |           | Condo/Coop Active Listings |           |          | gs          |            |
|----------------------------|-------------|-------------|-----------|-------------|-----------|----------------------------|-----------|----------|-------------|------------|
|                            | 2 or        | Less BR     | 3         | BR          | 4 or 1    | More BR                    | All       | Res      | idential    | 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         | 2        | 0           | 0          |
| \$50K to \$99,999          | 1           | 0           | 0         | 0           | 0         | 0                          | 1         | 0        | 0           | 0          |
| \$100K to \$149,999        | 0           | 0           | 2         | 0           | 0         | 0                          | 1         | 3        | 3           | 3          |
| \$150K to \$199,999        | 0           | 1           | 1         | 2           | 1         | 2                          | 1         | 6        | 8           | 2          |
| \$200K to \$299,999        | 3           | 1           | 20        | 14          | 12        | 6                          | 0         | 73       | 36          | 7          |
| \$300K to \$399,999        | 0           | 0           | 12        | 6           | 47        | 2                          | 0         | 230      | 19          | 3          |
| \$400K to \$499,999        | 0           | 0           | 0         | 0           | 19        | 0                          | 0         | 149      | 0           | 0          |
| \$500K to \$599,999        | 0           | 0           | 1         | 0           | 7         | 0                          | 0         | 89       | 0           | 0          |
| \$600K to \$799,999        | 0           | 0           | 0         | 0           | 3         | 0                          | 0         | 38       | 0           | 0          |
| \$800K to \$999,999        | 0           | 0           | 0         | 0           | 0         | 0                          | 0         | 7        | 0           | 0          |
| \$1M to \$2,499,999        | 0           | 0           | 0         | 0           | 0         | 0                          | 0         | 9        | 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                      | 4           | 2           | 36        | 22          | 89        | 10                         | 3         | 607      | 66          | 15         |
| Avg Sold Price             | \$190,195   | \$210,000   | \$281,631 | \$261,889   | \$380,783 | \$247,090                  | \$133,167 |          |             |            |
| Prev Year - Avg Sold Price | \$214,483   | \$190,833   | \$260,977 | \$247,307   | \$387,167 | \$224,500                  | \$194,554 |          |             |            |
| Avg Sold % Change          | -11.32%     | 10.04%      | 7.91%     | 5.90%       | -1.65%    | 10.06%                     | -31.55%   |          |             |            |

99

14

39



Prev Year - # of Solds