## July 2018

Stafford County, VA

## Sold Summary

|  | Jul 2018 | Jul 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 102,271,590$ | $\$ 99,534,491$ | $2.75 \%$ |
| Avg Sold Price | $\$ 362,665$ | $\$ 348,023$ | $4.21 \%$ |
| Median Sold Price | $\$ 350,000$ | $\$ 339,700$ | $3.03 \%$ |
| Units Sold | 282 | 286 | $-1.40 \%$ |
| Avg Days on Market | 33 | 39 | $-15.38 \%$ |
| Avg List Price for Solds | $\$ 366,588$ | $\$ 350,681$ | $4.54 \%$ |
| Avg SP to OLP Ratio | $98.2 \%$ | $97.9 \%$ | $0.32 \%$ |
| Ratio of Avg SP to Avg OLP | $98.4 \%$ | $97.5 \%$ | $0.92 \%$ |
| Attached Avg Sold Price | $\$ 272,166$ | $\$ 260,709$ | $4.39 \%$ |
| Detached Avg Sold Price | $\$ 384,099$ | $\$ 370,717$ | $3.61 \%$ |
| Attached Units Sold | 54 | 59 | $-8.47 \%$ |
| Detached Units Sold | 228 | 227 | $0.44 \%$ |

## 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

|  | Jul 2018 | Jul 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 760 | 705 | $7.80 \%$ |
| New Listings | 401 | 326 | $23.01 \%$ |
| New Under Contracts | 129 | 127 | $1.57 \%$ |
| New Contingents | 141 | 102 | $38.24 \%$ |
| New Pendings | 270 | 229 | $17.90 \%$ |
| All Pendings | 375 | 357 | $5.04 \%$ |

Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 17 |
| Conventional | 99 |
| FHA | 50 |
| Other | 14 |
| Owner | 0 |
| VA | 112 |

Days on Market (Sold)

| 0 | 15 |
| :--- | :--- |
| 1 to 10 | 93 |
| 11 to 20 | 46 |
| 21 to 30 | 35 |
| 31 to 60 | 59 |
| 61 to 90 | 26 |
| 91 to 120 | 9 |
| 121 to 180 | 4 |
| 181 to 360 | 7 |
| 361 to 720 | 3 |
| $721+$ | 0 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 3 | 1 | 0 | 0 | 2 | 3 | 2 | 1 |
| \$150K to \$199,999 | 0 | 0 | 3 | 0 | 1 | 0 | 0 | 5 | 5 | 1 |
| \$200K to \$299,999 | 3 | 4 | 24 | 21 | 13 | 7 | 5 | 64 | 40 | 12 |
| \$300K to \$399,999 | 1 | 0 | 18 | 11 | 71 | 2 | 1 | 209 | 19 | 12 |
| \$400K to \$499,999 | 1 | 0 | 1 | 0 | 59 | 0 | 0 | 214 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 14 | 0 | 0 | 97 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 55 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 10 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 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 | 0 | 0 | 0 |
| Total | 5 | 4 | 51 | 33 | 172 | 9 | 8 | 667 | 66 | 26 |
| Avg Sold Price | \$316,130 | \$271,250 | \$278,651 | \$283,843 | \$417,342 | \$269,333 | \$227,644 |  |  |  |
| Prev Year - Avg Sold Price | \$231,240 | \$216,475 | \$289,252 | \$276,117 | \$407,715 | \$275,094 | \$181,643 |  |  |  |
| Avg Sold \% Change | 36.71\% | 25.30\% | -3.66\% | 2.80\% | 2.36\% | -2.09\% | 25.32\% |  |  |  |
| Prev Year - \# of Solds | 10 | 4 | 56 | 39 | 161 | 9 | 7 |  |  |  |

