## August 2018

Stafford County, VA

## Sold Summary

|  | Aug 2018 | Aug 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 93,033,312$ | $\$ 80,078,201$ | $16.18 \%$ |
| Avg Sold Price | $\$ 351,069$ | $\$ 340,758$ | $3.03 \%$ |
| Median Sold Price | $\$ 335,000$ | $\$ 329,800$ | $1.58 \%$ |
| Units Sold | 265 | 235 | $12.77 \%$ |
| Avg Days on Market | 36 | 39 | $-7.69 \%$ |
| Avg List Price for Solds | $\$ 353,912$ | $\$ 344,874$ | $2.62 \%$ |
| Avg SP to OLP Ratio | $97.7 \%$ | $97.4 \%$ | $0.30 \%$ |
| Ratio of Avg SP to Avg OLP | $97.5 \%$ | $97.5 \%$ | $-0.01 \%$ |
| Attached Avg Sold Price | $\$ 260,160$ | $\$ 238,636$ | $9.02 \%$ |
| Detached Avg Sold Price | $\$ 382,449$ | $\$ 362,341$ | $5.55 \%$ |
| Attached Units Sold | 68 | 41 | $65.85 \%$ |
| Detached Units Sold | 197 | 194 | $1.55 \%$ |

## 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 2018 | Aug 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 738 | 693 | $6.49 \%$ |
| New Listings | 354 | 351 | $0.85 \%$ |
| New Under Contracts | 142 | 121 | $17.36 \%$ |
| New Contingents | 111 | 109 | $1.83 \%$ |
| New Pendings | 253 | 230 | $10.00 \%$ |
| All Pendings | 331 | 322 | $2.80 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 8 |
| Conventional | 96 |
| FHA | 61 |
| Other | 13 |
| Owner | 0 |
| VA | 103 |

Days on Market (Sold)

| 0 | 15 |
| :--- | :--- |
| 1 to 10 | 78 |
| 11 to 20 | 45 |
| 21 to 30 | 20 |
| 31 to 60 | 56 |
| 61 to 90 | 38 |
| 91 to 120 | 16 |
| 121 to 180 | 8 |
| 181 to 360 | 7 |
| 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 <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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 3 | 0 | 0 |
| \$150K to \$199,999 | 1 | 2 | 4 | 3 | 0 | 2 | 2 | 9 | 6 | 1 |
| \$200K to \$299,999 | 3 | 0 | 19 | 30 | 13 | 6 | 4 | 70 | 43 | 13 |
| \$300K to \$399,999 | 0 | 0 | 18 | 9 | 62 | 3 | 5 | 213 | 15 | 12 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 51 | 0 | 0 | 199 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 20 | 0 | 0 | 85 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 49 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 8 | 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 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 4 | 2 | 43 | 42 | 150 | 11 | 13 | 647 | 64 | 26 |
| Avg Sold Price | \$210,375 | \$189,000 | \$305,921 | \$268,896 | \$408,976 | \$253,278 | \$248,709 |  |  |  |
| Prev Year - Avg Sold Price | \$213,665 | \$190,550 | \$285,205 | \$250,786 | \$398,826 | \$226,133 | \$212,492 |  |  |  |
| Avg Sold \% Change | -1.54\% | -0.81\% | 7.26\% | 7.22\% | 2.54\% | 12.00\% | 17.04\% |  |  |  |
| Prev Year - \# of Solds | 10 | 2 | 46 | 27 | 138 | 6 | 6 |  |  |  |

