## March 2019

Stafford County, VA

## Sold Summary

|  | Mar 2019 | Mar 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 65,867,856$ | $\$ 73,916,876$ | $-10.89 \%$ |
| Avg Sold Price | $\$ 354,128$ | $\$ 339,068$ | $4.44 \%$ |
| Median Sold Price | $\$ 346,250$ | $\$ 336,250$ | $2.97 \%$ |
| Units Sold | 186 | 218 | $-14.68 \%$ |
| Avg Days on Market | 47 | 44 | $6.82 \%$ |
| Avg List Price for Solds | $\$ 356,889$ | $\$ 343,048$ | $4.03 \%$ |
| Avg SP to OLP Ratio | $98.0 \%$ | $97.5 \%$ | $0.54 \%$ |
| Ratio of Avg SP to Avg OLP | $97.8 \%$ | $98.5 \%$ | $-0.71 \%$ |
| Attached Avg Sold Price | $\$ 265,251$ | $\$ 242,520$ | $9.37 \%$ |
| Detached Avg Sold Price | $\$ 377,961$ | $\$ 362,108$ | $4.38 \%$ |
| Attached Units Sold | 38 | 42 | $-9.52 \%$ |
| Detached Units Sold | 147 | 176 | $-16.48 \%$ |

## 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

|  | Mar 2019 | Mar 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 583 | 531 | $9.79 \%$ |
| New Listings | 439 | 422 | $4.03 \%$ |
| New Under Contracts | 213 | 140 | $52.14 \%$ |
| New Contingents | 115 | 161 | $-28.57 \%$ |
| New Pendings | 328 | 301 | $8.97 \%$ |
| All Pendings | 415 | 417 | $-0.48 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 11 |
| Conventional | 76 |
| FHA | 28 |
| Other | 6 |
| Owner | 0 |
| VA | 65 |

Days on Market (Sold)

| 0 | 8 |
| :--- | :---: |
| 1 to 10 | 53 |
| 11 to 20 | 37 |
| 21 to 30 | 20 |
| 31 to 60 | 23 |
| 61 to 90 | 18 |
| 91 to 120 | 16 |
| 121 to 180 | 19 |
| 181 to 360 | 14 |
| 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 | 3 | 1 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| \$150K to \$199,999 | 3 | 1 | 4 | 2 | 1 | 2 | 0 | 5 | 4 | 1 |
| \$200K to \$299,999 | 2 | 1 | 18 | 11 | 8 | 3 | 4 | 43 | 18 | 4 |
| \$300K to \$399,999 | 1 | 1 | 10 | 5 | 43 | 4 | 3 | 137 | 17 | 10 |
| \$400K to \$499,999 | 0 | 0 | 3 | 0 | 31 | 0 | 0 | 169 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 16 | 0 | 0 | 84 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 59 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 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 | 6 | 3 | 36 | 18 | 105 | 9 | 8 | 526 | 40 | 15 |
| Avg Sold Price | \$223,167 | \$235,379 | \$291,326 | \$269,561 | \$416,510 | \$260,555 | \$272,038 |  |  |  |
| Prev Year - Avg Sold Price | \$195,843 | \$208,000 | \$300,200 | \$269,877 | \$399,571 | \$254,333 | \$179,527 |  |  |  |
| Avg Sold \% Change | 13.95\% | 13.16\% | -2.96\% | -0.12\% | 4.24\% | 2.45\% | 51.53\% |  |  |  |
| Prev Year - \# of Solds | 7 | 1 | 52 | 24 | 117 | 6 | 11 |  |  |  |

