

September 2019

Stafford County, VA

## Sold Summary

|                            | Sep 2019     | Sep 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$75,274,128 | \$68,848,361 | 9.33%    |
| Avg Sold Price             | \$363,643    | \$345,972    | 5.11%    |
| Median Sold Price          | \$351,000    | \$325,000    | 8.00%    |
| Units Sold                 | 207          | 199          | 4.02%    |
| Avg Days on Market         | 49           | 34           | 44.12%   |
| Avg List Price for Solds   | \$365,679    | \$343,834    | 6.35%    |
| Avg SP to OLP Ratio        | 99.2%        | 97.7%        | 1.55%    |
| Ratio of Avg SP to Avg OLP | 98.7%        | 100.3%       | -1.55%   |
| Attached Avg Sold Price    | \$262,712    | \$245,431    | 7.04%    |
| Detached Avg Sold Price    | \$391,680    | \$369,702    | 5.94%    |
| Attached Units Sold        | 45           | 38           | 18.42%   |
| Detached Units Sold        | 162          | 161          | 0.62%    |

## 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

|                     | Sep 2019 | Sep 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 566      | 752      | -24.73%  |
| New Listings        | 226      | 310      | -27.10%  |
| New Under Contracts | 129      | 102      | 26.47%   |
| New Contingents     | 61       | 88       | -30.68%  |
| New Pendings        | 190      | 190      | 0.00%    |
| All Pendings        | 274      | 274      | 0.00%    |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 12 |
| Conventional | 66 |
| FHA          | 51 |
| Other        | 13 |
| Owner        | 0  |
| VA           | 65 |

## Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 3  |
| 1 to 10    | 58 |
| 11 to 20   | 28 |
| 21 to 30   | 23 |
| 31 to 60   | 38 |
| 61 to 90   | 21 |
| 91 to 120  | 16 |
| 121 to 180 | 11 |
| 181 to 360 | 7  |
| 361 to 720 | 2  |
| 721+       | 0  |

## Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 3               | 1           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 2               | 0           | 0          |
| \$100K to \$149,999        | 1            | 0           | 0         | 0           | 0            | 0           | 1          | 3               | 0           | 1          |
| \$150K to \$199,999        | 1            | 0           | 3         | 1           | 0            | 0           | 2          | 5               | 1           | 0          |
| \$200K to \$299,999        | 2            | 2           | 12        | 17          | 3            | 6           | 6          | 42              | 21          | 5          |
| \$300K to \$399,999        | 0            | 0           | 14        | 6           | 62           | 3           | 1          | 142             | 11          | 5          |
| \$400K to \$499,999        | 0            | 0           | 4         | 0           | 39           | 0           | 0          | 165             | 0           | 1          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 10           | 0           | 0          | 80              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 9            | 0           | 0          | 53              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 9               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 14              | 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          | 1               | 0           | 0          |
| Total                      | 4            | 2           | 34        | 24          | 124          | 9           | 10         | 519             | 34          | 12         |
| Avg Sold Price             | \$214,500    | \$260,000   | \$322,623 | \$272,526   | \$416,330    | \$280,611   | \$223,590  |                 |             |            |
| Prev Year - Avg Sold Price | \$229,615    | \$0         | \$306,055 | \$260,633   | \$412,963    | \$246,600   | \$212,690  |                 |             |            |
| Avg Sold % Change          | -6.58%       | 0.00%       | 5.41%     | 4.56%       | 0.82%        | 13.79%      | 5.12%      |                 |             |            |
| Prev Year - # of Solds     | 10           | 0           | 48        | 21          | 103          | 7           | 10         |                 |             |            |

## Active Detail