

APRIL  
**2021**

# **FAAR**FREDERICKSBURG MARKET INDICATORS REPORT

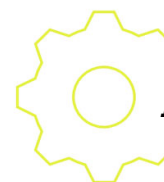
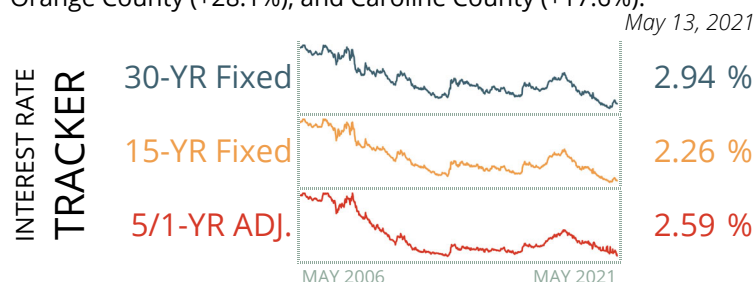
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# FAAR Market Indicators Report



## Key Market Trends: April 2021

- > **Home sales continue to surge across the entire FAAR region.** There were 834 sales in the FAAR area housing market in April, a 30.9% spike from last year, which is an additional 197 sales. Last April, the housing market slowed down considerably as stay-at-home orders were put in place to slow the spread of COVID-19; therefore, it is not surprising that sales this month significantly outpaced last year. However, April 2021 sales are much higher than even non-pandemic years. For example, sales this month are 28.3% higher than April 2019. Westmoreland County led all local markets in sales growth in April, more than tripling (+211.1%) from a year ago. Spotsylvania County and Stafford County also had strong sales activity, climbing 29.9% and 18.3%, respectively, from last April.
- > **Pending sales are on the rise in most local markets.** There were 1,028 pending sales in the FAAR footprint at the end of April, a 39.5% surge from a year ago, which is an additional 291 pending sales. Similar to sales, pending sales activity a year ago was impacted significantly by COVID-19, which means the April 2020 pending sales numbers were lower than a typical April. Pending sales this month are 29.5% higher than they were in April 2019, which indicates the region's housing market has not only rebounded in a big way since the onset pandemic but is also stronger than pre-pandemic levels.
- > **The FAAR area housing market remains very competitive; sales prices continue to rise sharply in most local areas.** At \$376,315, the April median sales price in the FAAR region was \$41,415 higher than it was a year ago, which is a 12.4% increase. The sharpest median price gains this month occurred in Westmoreland County (+41.4%), Orange County (+28.1%), and Caroline County (+17.6%).



## FAAR Market Dashboard

YoY Chg	Apr-21	Indicator
▲ 30.9%	834	Sales
▲ 39.5%	1028	Pending Sales
▲ 25.2%	1,338	New Listings
▲ 10.2%	\$368,950	Median List Price
▲ 12.4%	\$376,315	Median Sales Price
▲ 17.1%	\$169	Median Price Per Square Foot
▲ 50.5%	\$336.4	Sold Dollar Volume (in millions)
▲ 1.1%	101.1%	Median Sold/Ask Price Ratio
▼ -50.5%	16	Average Days on Market
▼ -57.6%	629	Active Listings
▼ -65.2%	0.8	Months of Supply

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## Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

## Identify a Professional to Manage the Procedure.

REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

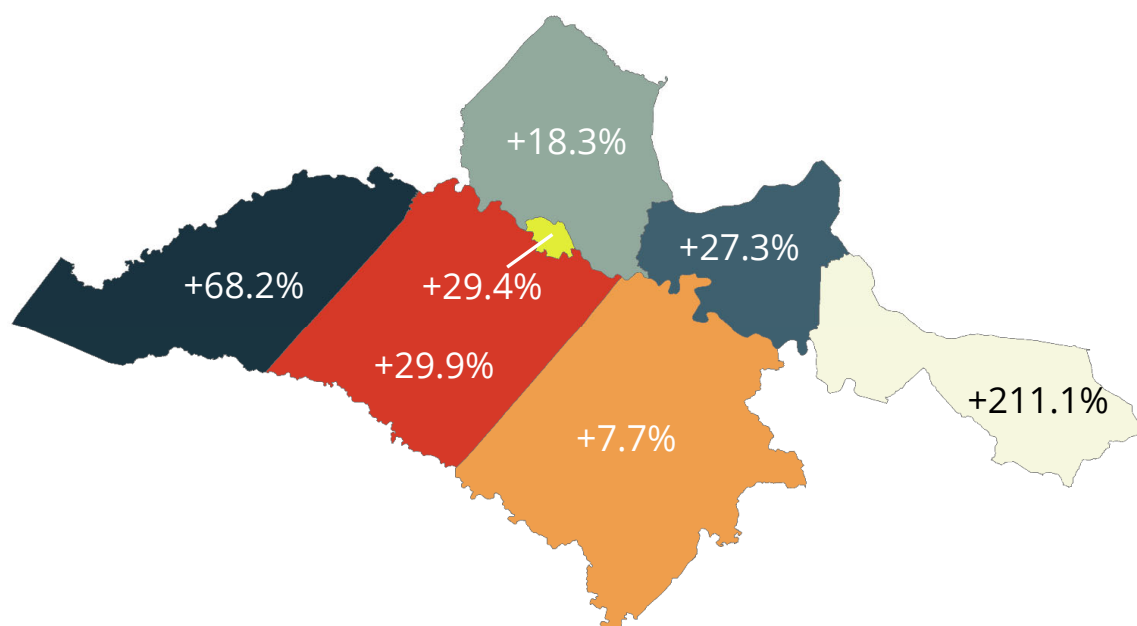
## Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

**Data in this Report:** Data may vary from published Bright statistics due to the timing of when the data is retrieved from the MLS.



# Market Activity - FAAR Footprint



Jurisdiction	Total Sales		
	Apr-20	Apr-21	% Chg
Caroline County	52	56	7.7%
Fredericksburg	34	44	29.4%
King George County	33	42	27.3%
Orange County	44	74	68.2%
Spotsylvania County	194	252	29.9%
Stafford County	262	310	18.3%
Westmoreland County	18	56	211.1%
<b>FAAR</b>	<b>637</b>	<b>834</b>	<b>30.9%</b>

# Total Market Overview



Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		637	<b>834</b>	30.9%	2,192	<b>2,601</b>	18.7%
Pending Sales		737	<b>1028</b>	39.5%	2,780	<b>3,239</b>	16.5%
New Listings		1069	<b>1,338</b>	25.2%	4,010	<b>3,839</b>	-4.3%
Median List Price		\$334,900	<b>\$368,950</b>	10.2%	\$317,000	<b>\$349,990</b>	10.4%
Median Sales Price		\$334,900	<b>\$376,315</b>	12.4%	\$315,000	<b>\$354,000</b>	12.4%
Median Price Per Square Foot		\$144	<b>\$169</b>	17.1%	\$142	<b>\$165</b>	16.4%
Sold Dollar Volume (in millions)		\$223.5	<b>\$336.4</b>	50.5%	\$728.9	<b>\$1,007.8</b>	38.3%
Median Sold/Ask Price Ratio		100.0%	<b>101.1%</b>	1.1%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market		32	<b>16</b>	-50.5%	45	<b>19</b>	-57.2%
Active Listings		1,482	<b>629</b>	-57.6%	n/a	<b>n/a</b>	n/a
Months of Supply		2.3	<b>0.8</b>	-65.2%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed May 15, 2021

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		631	<b>815</b>	29.2%	2,152	<b>2,547</b>	18.4%
Pending Sales		728	<b>1012</b>	39.0%	2,738	<b>3,183</b>	16.3%
New Listings		1057	<b>1,316</b>	24.5%	3,960	<b>3,773</b>	-4.7%
Median List Price		\$339,000	<b>\$374,999</b>	10.6%	\$319,900	<b>\$350,000</b>	9.4%
Median Sales Price		\$335,000	<b>\$380,000</b>	13.4%	\$316,850	<b>\$357,500</b>	12.8%
Median Price Per Square Foot		\$144	<b>\$169</b>	17.9%	\$141	<b>\$165</b>	17.0%
Sold Dollar Volume (in millions)		\$222.2	<b>\$330.9</b>	48.9%	\$720.2	<b>\$993.9</b>	38.0%
Median Sold/Ask Price Ratio		100.0%	<b>101.0%</b>	1.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market		32	<b>14</b>	-54.8%	45	<b>19</b>	-58.2%
Active Listings		1,462	<b>619</b>	-57.7%	n/a	<b>n/a</b>	n/a
Months of Supply		2.3	<b>0.8</b>	-65.4%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed May 15, 2021

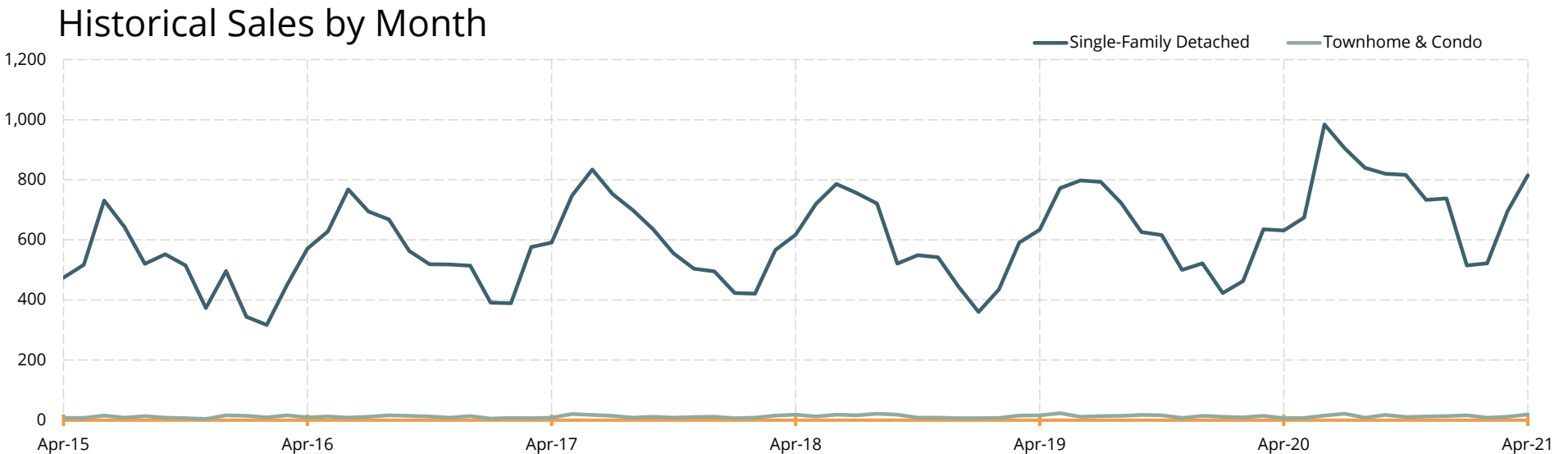
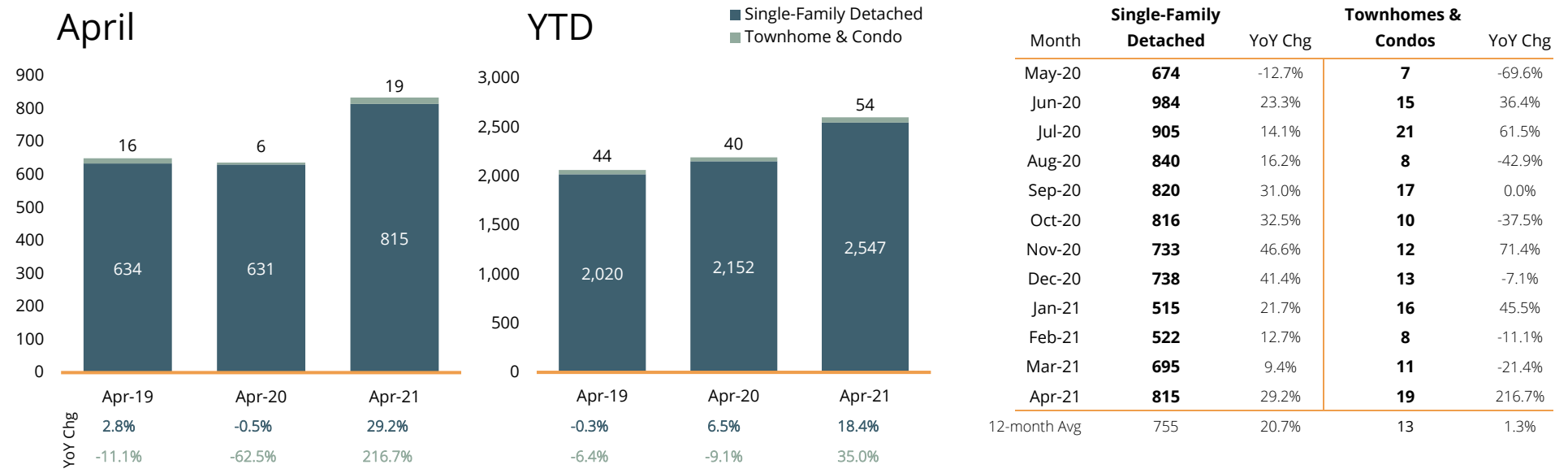
# Townhome & Condo Market Overview



Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		6	<b>19</b>	216.7%	40	<b>54</b>	35.0%
Pending Sales		9	<b>16</b>	77.8%	42	<b>56</b>	33.3%
New Listings		12	<b>22</b>	83.3%	50	<b>66</b>	32.0%
Median List Price		\$220,000	<b>\$295,000</b>	34.1%	\$225,000	<b>\$251,500</b>	11.8%
Median Sales Price		\$206,500	<b>\$305,000</b>	47.7%	\$216,000	<b>\$247,500</b>	14.6%
Median Price Per Square Foot		\$162	<b>\$160</b>	-0.9%	\$151	<b>\$160</b>	5.4%
Sold Dollar Volume (in millions)		\$1.3	<b>\$5.5</b>	316.5%	\$8.6	<b>\$13.8</b>	60.6%
Median Sold/Ask Price Ratio		97.3%	<b>102.1%</b>	5.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market		106	<b>89</b>	-16.4%	43	<b>42</b>	-3.7%
Active Listings		20	<b>10</b>	-50.0%	n/a	<b>n/a</b>	n/a
Months of Supply		1.5	<b>0.8</b>	-51.3%	n/a	<b>n/a</b>	n/a

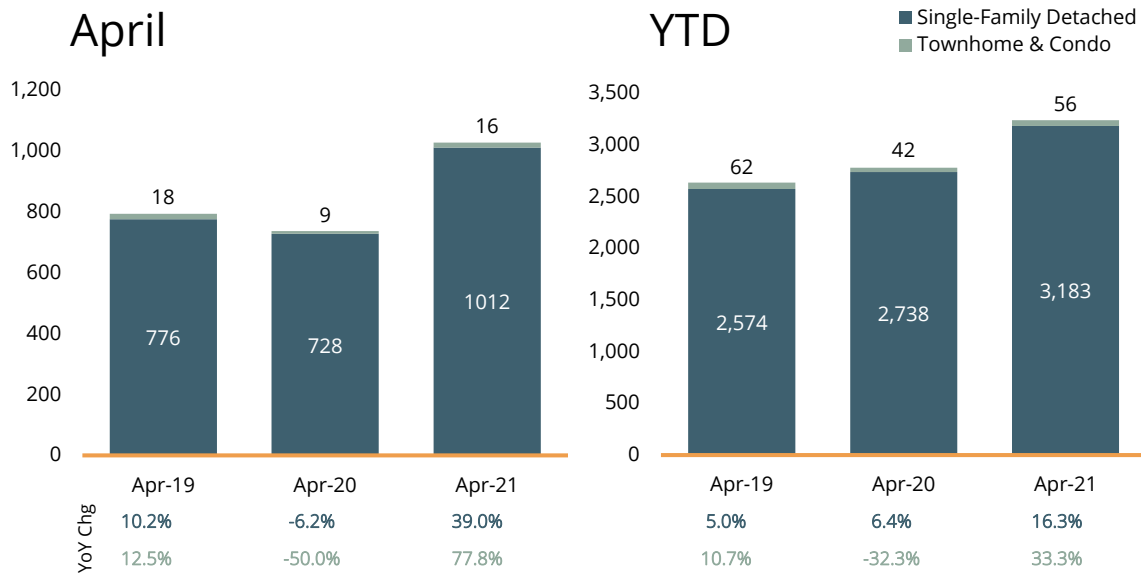
Source: Virginia REALTORS®, data accessed May 15, 2021

# Sales



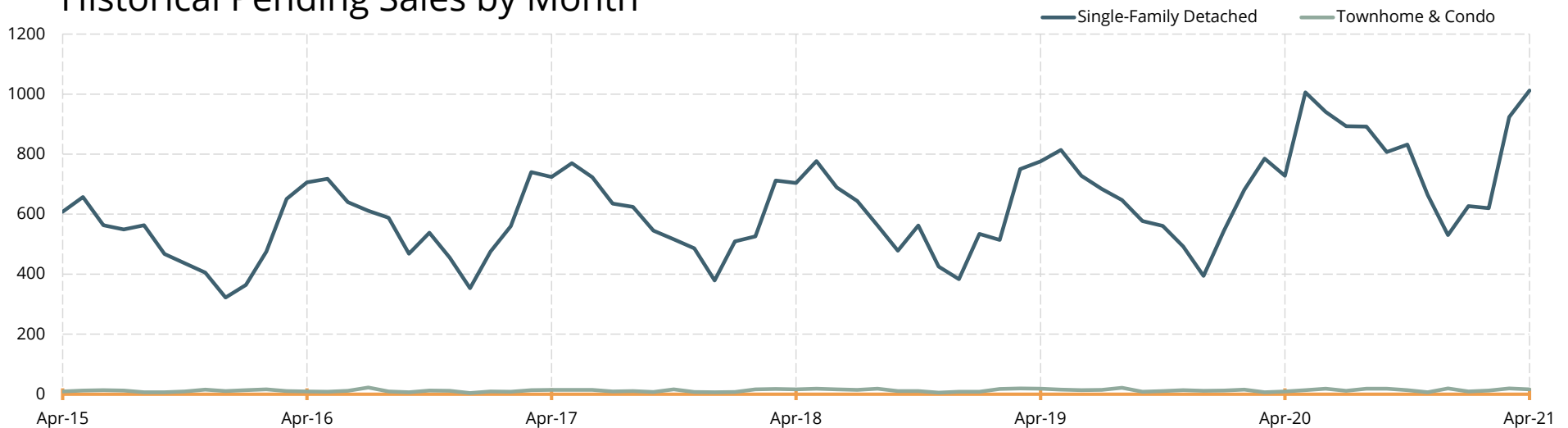


# Pending Sales

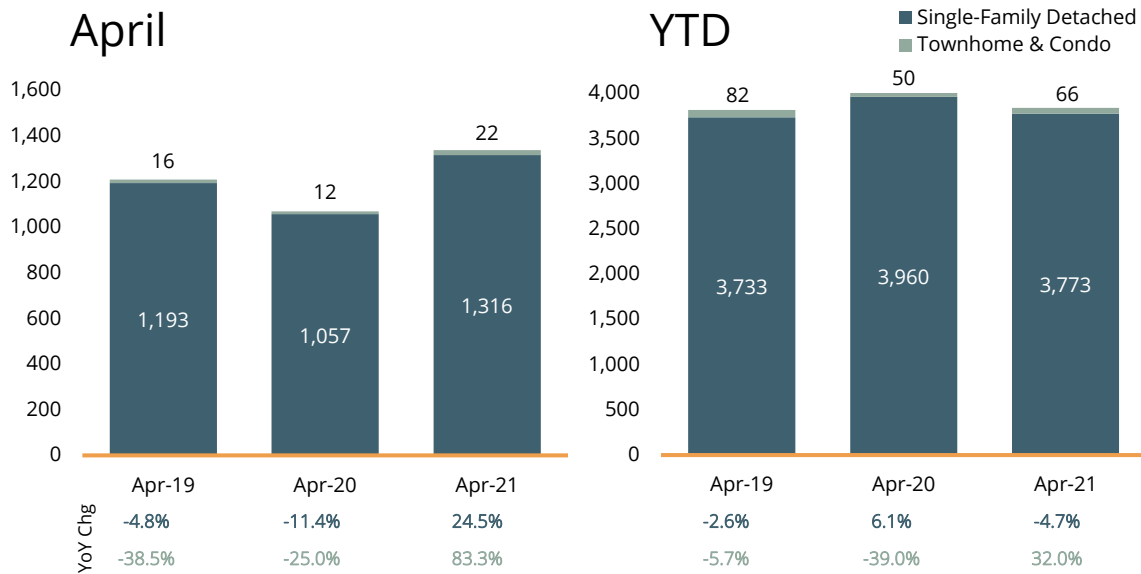


Month	Single-Family Detached		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-20	1,006	23.6%	13	-13.3%
Jun-20	941	29.3%	18	38.5%
Jul-20	893	30.6%	11	-21.4%
Aug-20	892	37.9%	18	-14.3%
Sep-20	807	39.9%	18	125.0%
Oct-20	832	48.3%	13	30.0%
Nov-20	664	35.0%	6	-53.8%
Dec-20	530	34.5%	19	72.7%
Jan-21	627	15.3%	9	-25.0%
Feb-21	620	-9.0%	12	-20.0%
Mar-21	924	17.7%	19	216.7%
Apr-21	1,012	39.0%	16	77.8%
12-month Avg	812	27.7%	14	17.0%

## Historical Pending Sales by Month

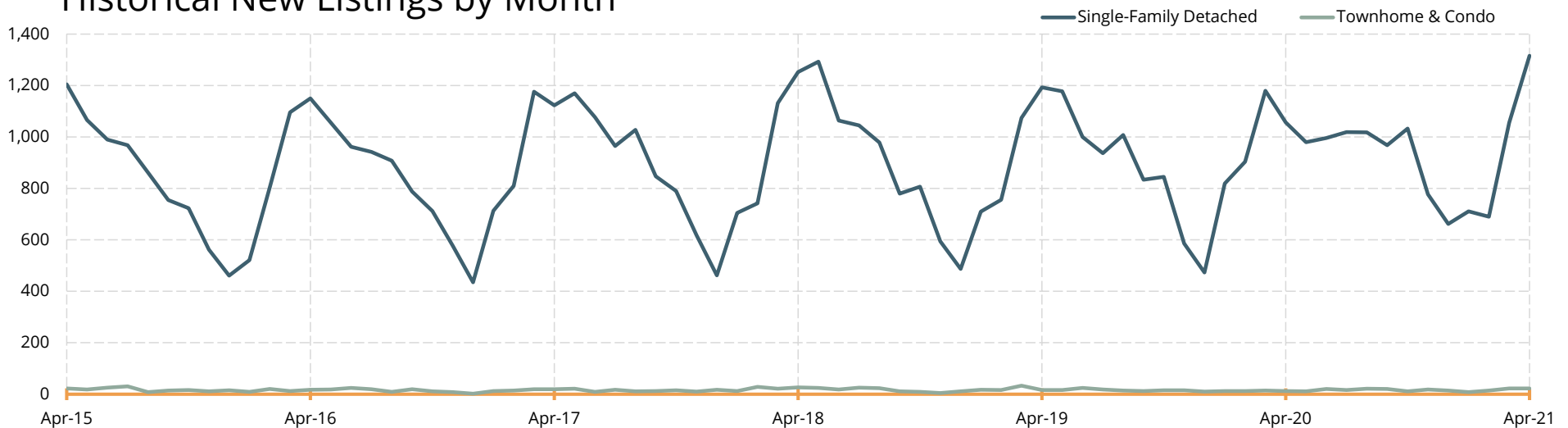


# New Listings

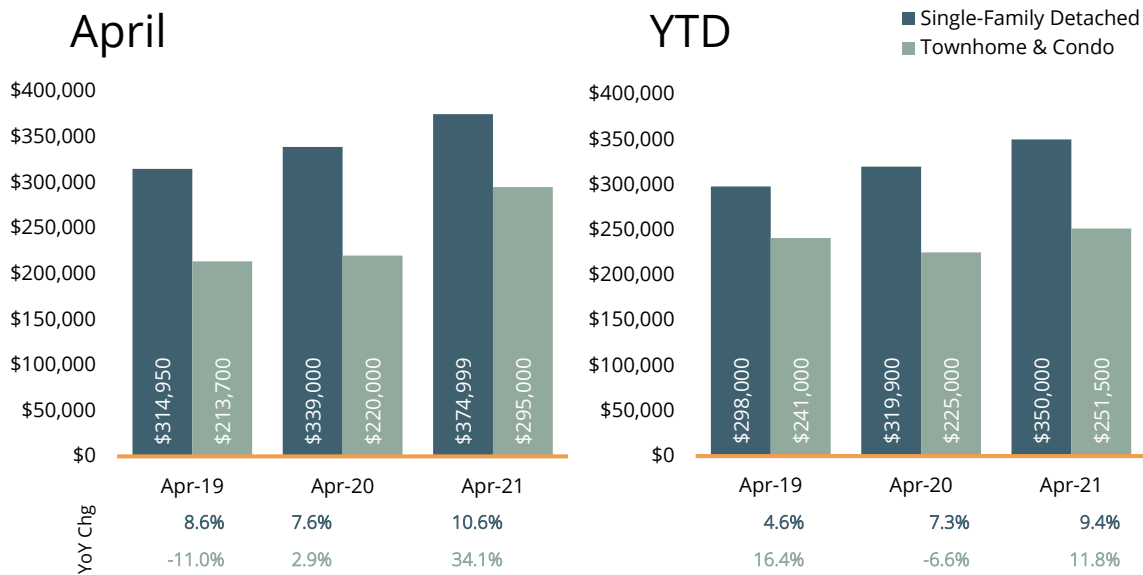


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-20	980	-16.8%	11	-31.3%
Jun-20	996	-0.4%	20	-16.7%
Jul-20	1,019	8.8%	16	-11.1%
Aug-20	1,018	1.0%	21	50.0%
Sep-20	968	16.1%	20	66.7%
Oct-20	1,033	22.2%	11	-26.7%
Nov-20	777	32.6%	18	20.0%
Dec-20	662	40.0%	14	40.0%
Jan-21	711	-13.2%	8	-33.3%
Feb-21	690	-23.7%	14	16.7%
Mar-21	1,056	-10.5%	22	57.1%
Apr-21	1,316	24.5%	22	83.3%
12-month Avg	936	3.7%	16	13.2%

## Historical New Listings by Month

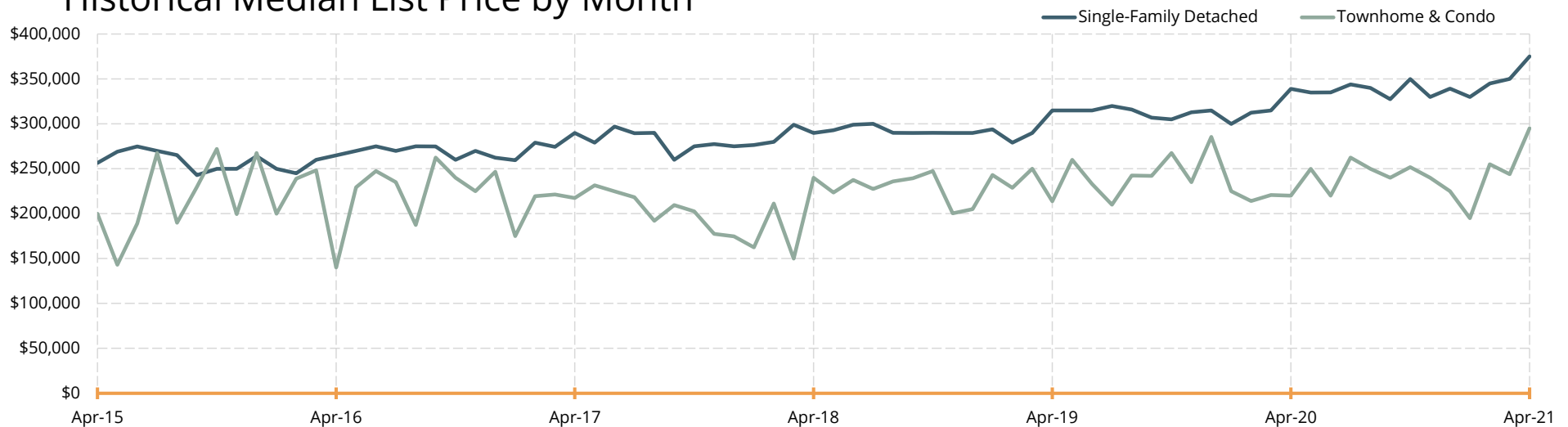


# Median List Price

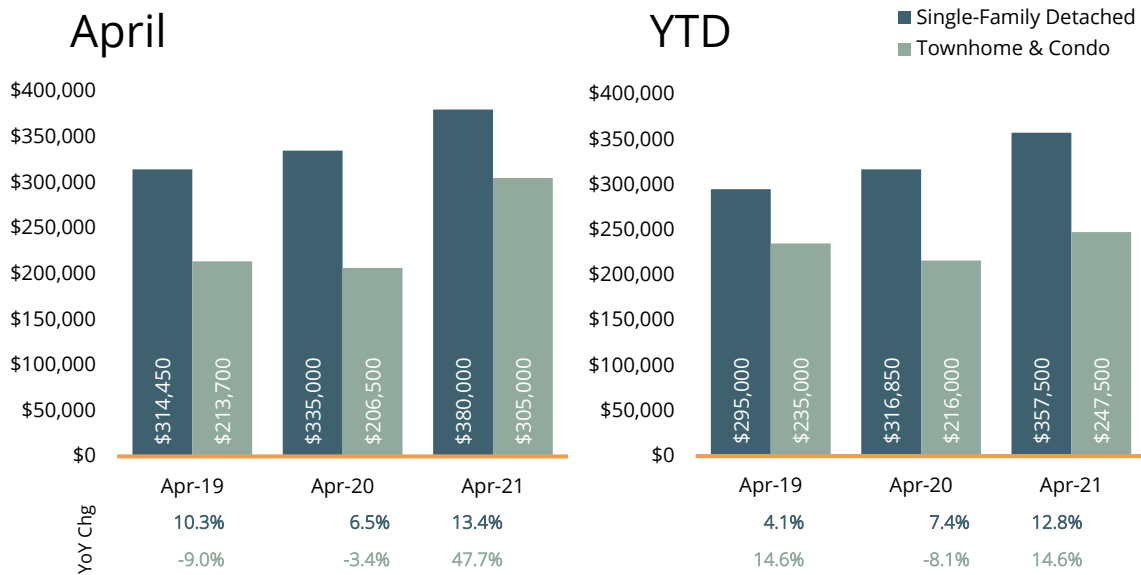


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-20	\$334,900	6.3%	\$249,900	-3.9%
Jun-20	\$335,000	6.3%	\$220,000	-5.6%
Jul-20	\$344,000	7.5%	\$262,500	25.0%
Aug-20	\$340,000	7.6%	\$249,950	3.1%
Sep-20	\$327,450	6.7%	\$240,000	-0.8%
Oct-20	\$349,900	14.7%	\$251,750	-5.9%
Nov-20	\$330,000	5.5%	\$240,000	2.1%
Dec-20	\$339,250	7.7%	\$225,000	-21.2%
Jan-21	\$330,000	10.0%	\$194,925	-13.4%
Feb-21	\$345,000	10.4%	\$255,000	19.2%
Mar-21	\$350,000	11.1%	\$244,000	10.5%
Apr-21	\$374,999	10.6%	\$295,000	34.1%
12-month Avg	\$341,708	8.7%	\$244,002	2.5%

## Historical Median List Price by Month

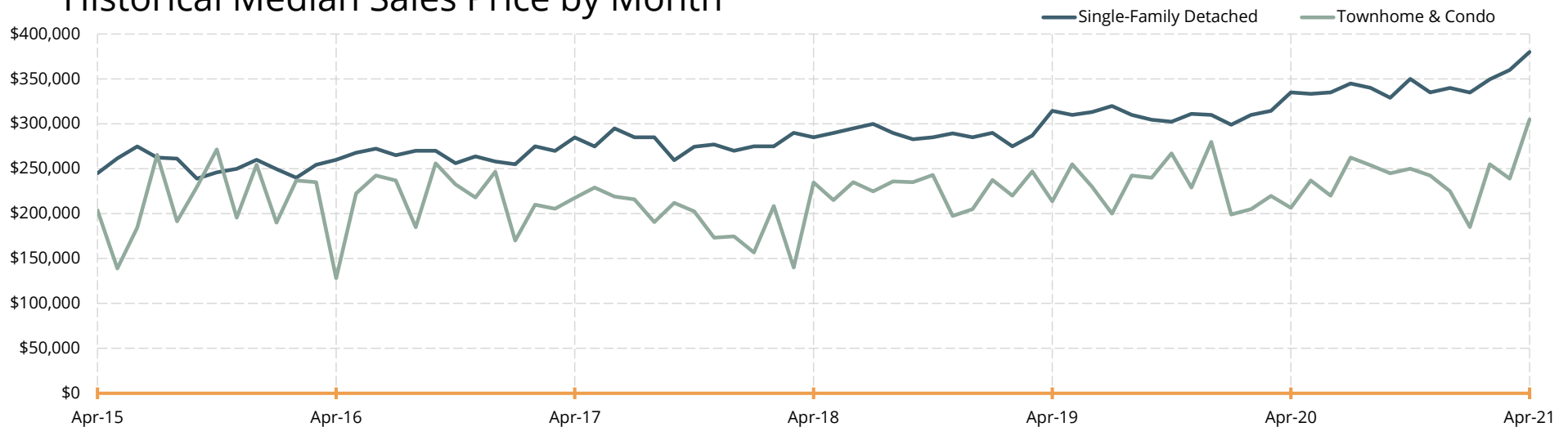


# Median Sales Price

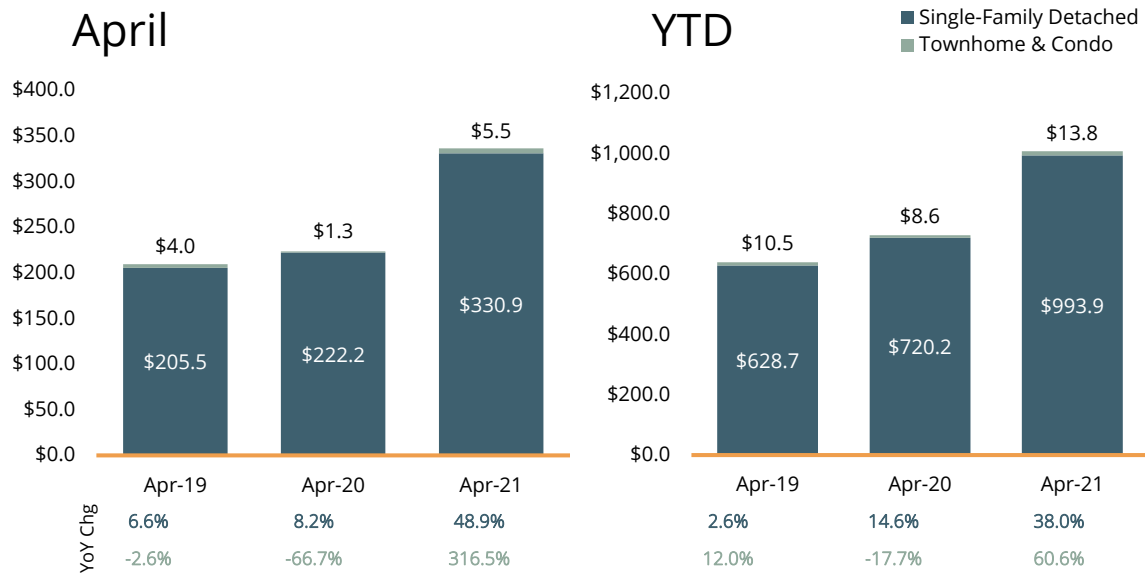


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-20	\$333,450	7.6%	\$237,000	-7.1%
Jun-20	\$335,000	6.9%	\$220,000	-4.3%
Jul-20	\$345,000	7.8%	\$262,500	31.3%
Aug-20	\$340,125	9.7%	\$254,000	4.7%
Sep-20	\$329,000	8.0%	\$245,000	2.1%
Oct-20	\$350,000	15.7%	\$250,000	-6.4%
Nov-20	\$335,000	7.6%	\$242,500	5.9%
Dec-20	\$340,000	9.7%	\$225,000	-19.6%
Jan-21	\$334,900	12.0%	\$185,000	-7.0%
Feb-21	\$349,600	12.8%	\$255,000	24.4%
Mar-21	\$360,000	14.5%	\$239,000	8.8%
Apr-21	\$380,000	13.4%	\$305,000	47.7%
12-month Avg	\$344,340	10.5%	\$243,333	5.3%

## Historical Median Sales Price by Month

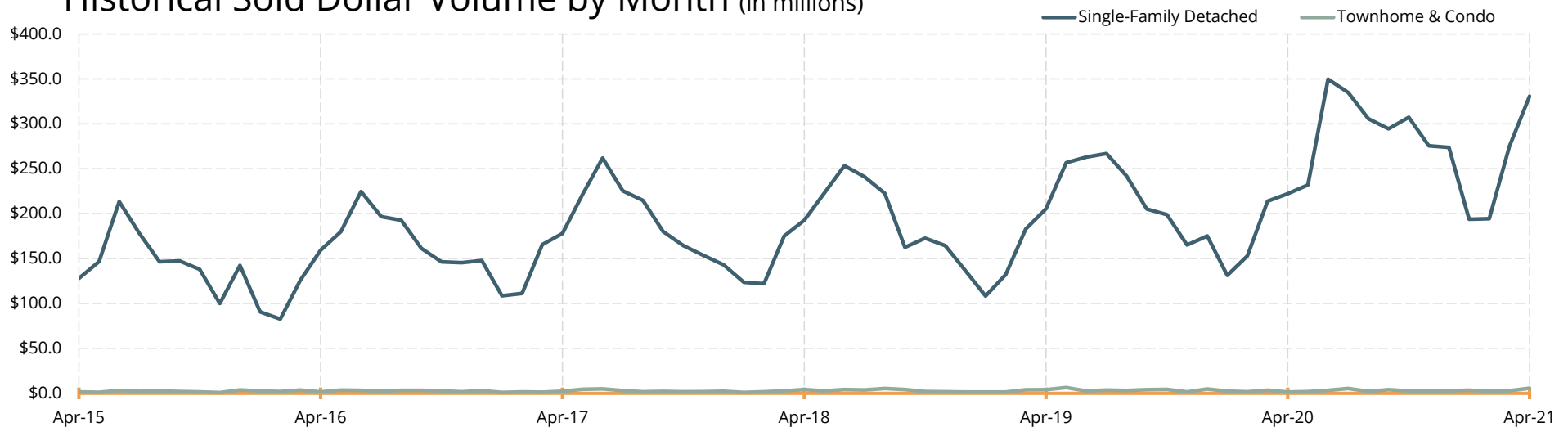


# Sold Dollar Volume (in millions)

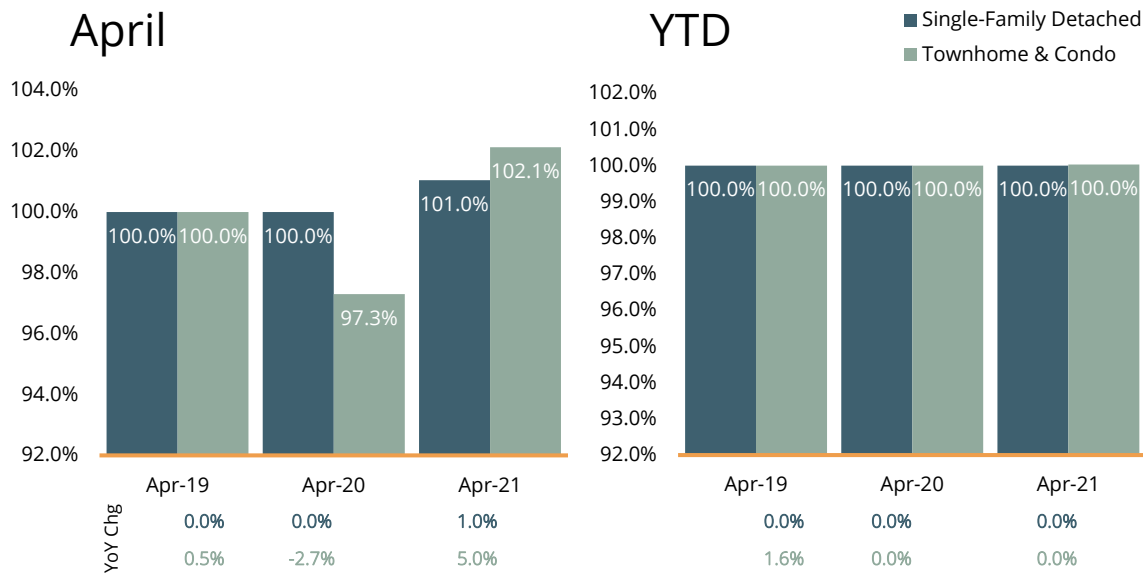


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-20	\$232.0	-9.6%	\$1.8	-71.5%
Jun-20	\$349.7	32.9%	\$3.3	34.6%
Jul-20	\$334.8	25.4%	\$5.3	51.0%
Aug-20	\$305.7	26.4%	\$2.0	-36.6%
Sep-20	\$294.5	43.6%	\$4.0	1.0%
Oct-20	\$307.4	54.6%	\$2.5	-40.6%
Nov-20	\$275.5	67.0%	\$2.5	63.4%
Dec-20	\$273.9	56.4%	\$2.7	-43.5%
Jan-21	\$193.8	47.6%	\$3.4	46.0%
Feb-21	\$194.3	27.1%	\$2.1	27.5%
Mar-21	\$275.0	28.5%	\$2.8	-15.3%
Apr-21	\$330.9	48.9%	\$5.5	316.5%
12-month Avg	\$280.6	35.1%	\$3.2	-1.5%

## Historical Sold Dollar Volume by Month (in millions)

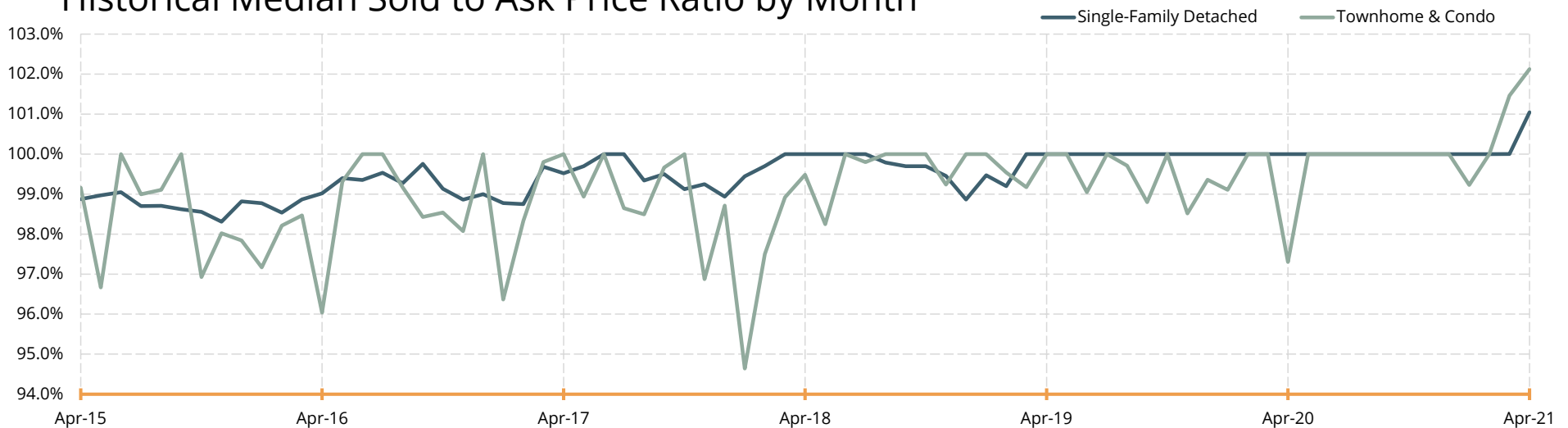


# Median Sold to Ask Price Ratio

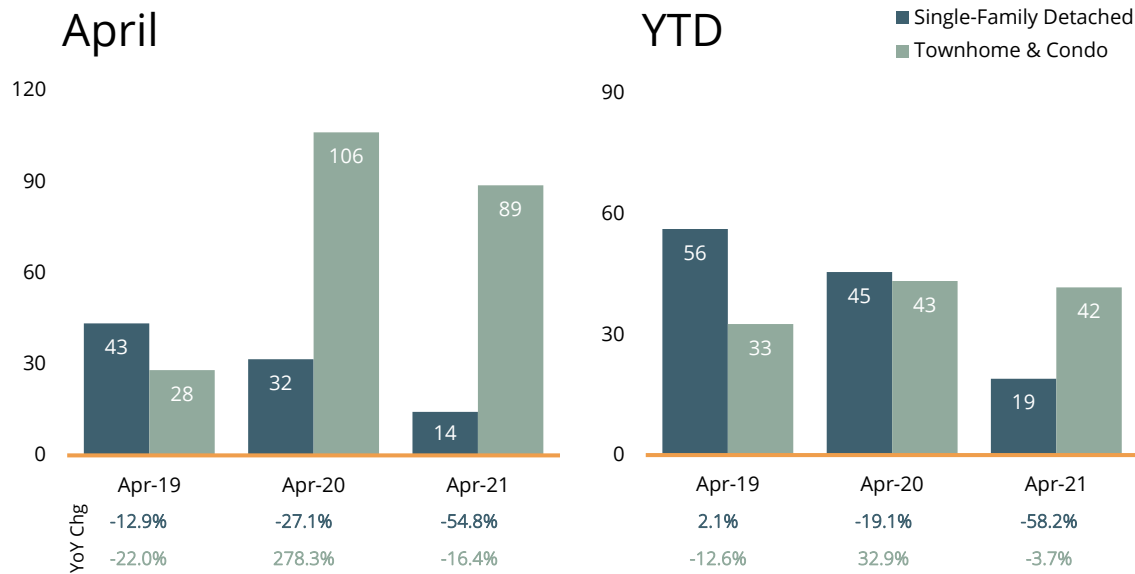


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-20	100.0%	0.0%	100.0%	0.0%
Jun-20	100.0%	0.0%	100.0%	1.0%
Jul-20	100.0%	0.0%	100.0%	0.0%
Aug-20	100.0%	0.0%	100.0%	0.3%
Sep-20	100.0%	0.0%	100.0%	1.2%
Oct-20	100.0%	0.0%	100.0%	0.0%
Nov-20	100.0%	0.0%	100.0%	1.5%
Dec-20	100.0%	0.0%	100.0%	0.6%
Jan-21	100.0%	0.0%	99.2%	0.1%
Feb-21	100.0%	0.0%	100.0%	0.0%
Mar-21	100.0%	0.0%	101.5%	1.5%
Apr-21	101.0%	1.0%	102.1%	5.0%
12-month Avg	100.1%	0.1%	100.2%	0.9%

## Historical Median Sold to Ask Price Ratio by Month

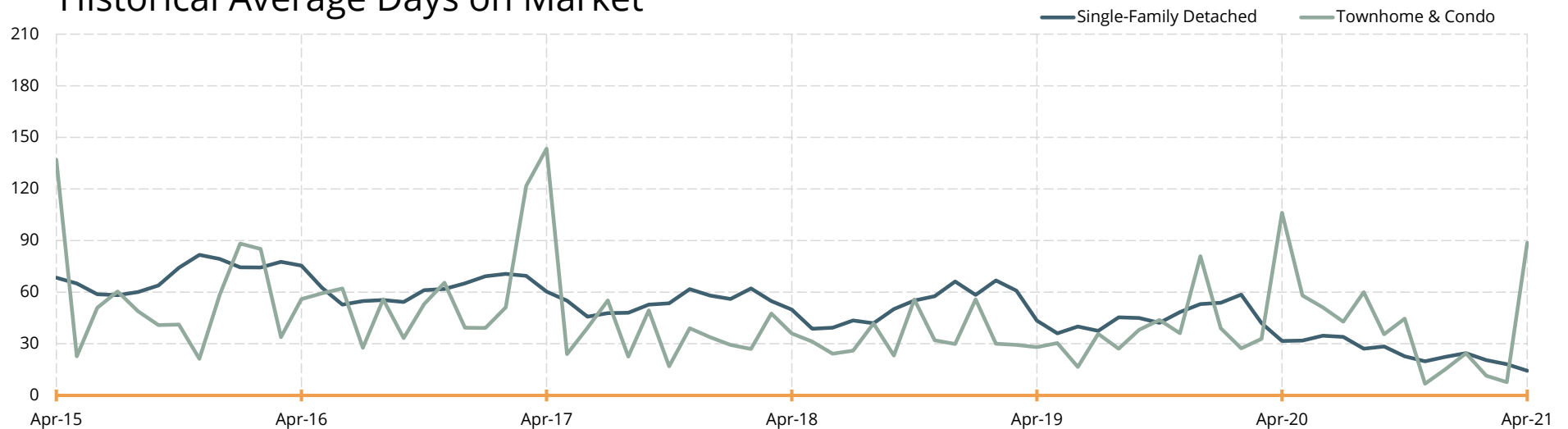


# Average Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-20	32	-11.6%	58	90.6%
Jun-20	35	-13.2%	51	209.0%
Jul-20	34	-9.2%	43	19.7%
Aug-20	27	-40.3%	60	121.1%
Sep-20	28	-36.8%	36	-6.8%
Oct-20	23	-46.2%	45	1.8%
Nov-20	20	-59.1%	7	-81.3%
Dec-20	22	-57.7%	15	-81.2%
Jan-21	25	-54.5%	24	-37.3%
Feb-21	20	-65.1%	11	-58.4%
Mar-21	18	-56.8%	8	-76.8%
Apr-21	14	-54.8%	89	-16.4%
12-month Avg	25	-44.1%	37	-13.2%

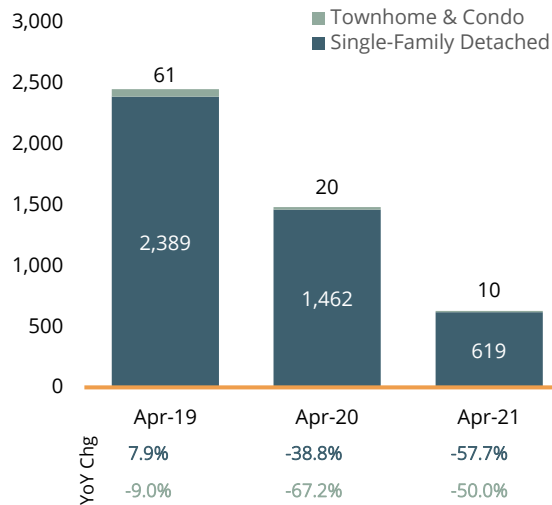
## Historical Average Days on Market



# Active Listings

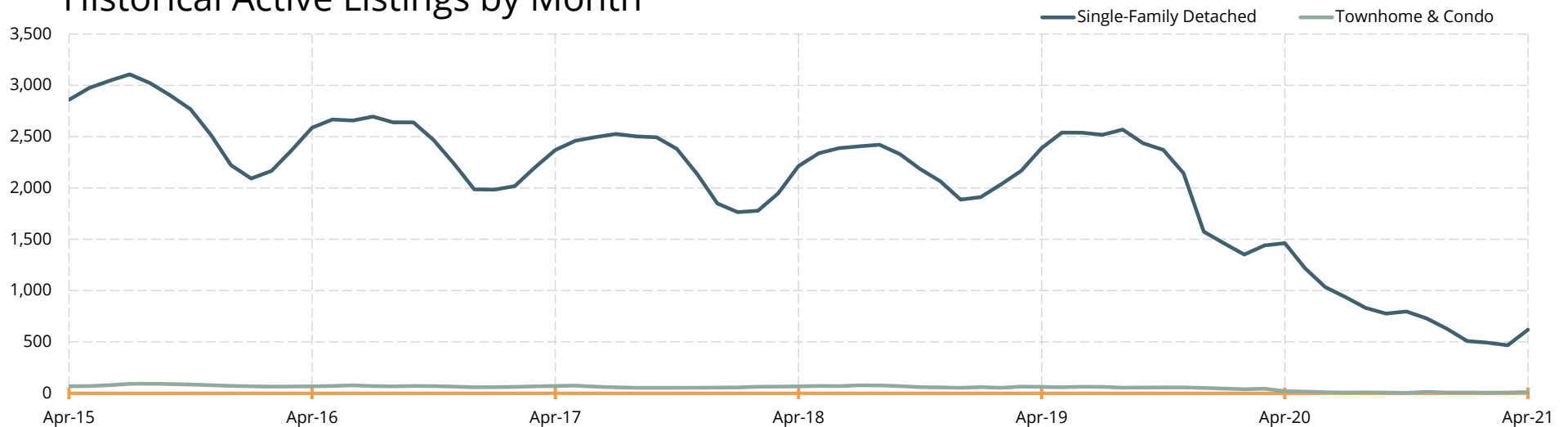


## April



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-20	1,217	-52.1%	15	-74.1%
Jun-20	1,033	-59.3%	9	-85.7%
Jul-20	937	-62.8%	7	-88.7%
Aug-20	831	-67.7%	8	-85.2%
Sep-20	776	-68.2%	7	-87.3%
Oct-20	796	-66.4%	4	-93.0%
Nov-20	729	-66.0%	13	-77.2%
Dec-20	628	-60.1%	7	-86.3%
Jan-21	508	-65.2%	7	-84.4%
Feb-21	493	-63.5%	5	-87.2%
Mar-21	467	-67.6%	6	-86.4%
Apr-21	619	-57.7%	10	-50.0%
12-month Avg	753	-63.0%	8	-83.8%

## Historical Active Listings by Month

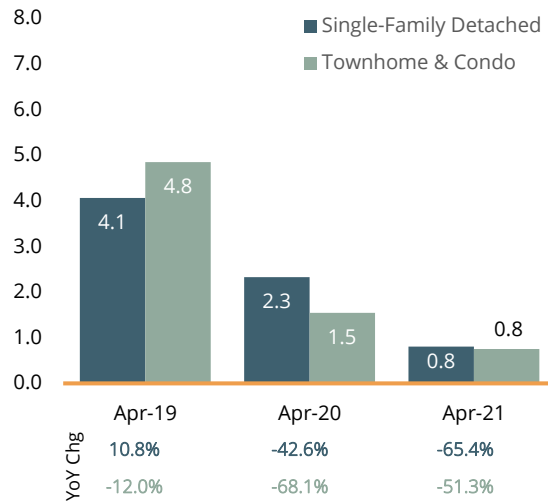




# Months of Supply

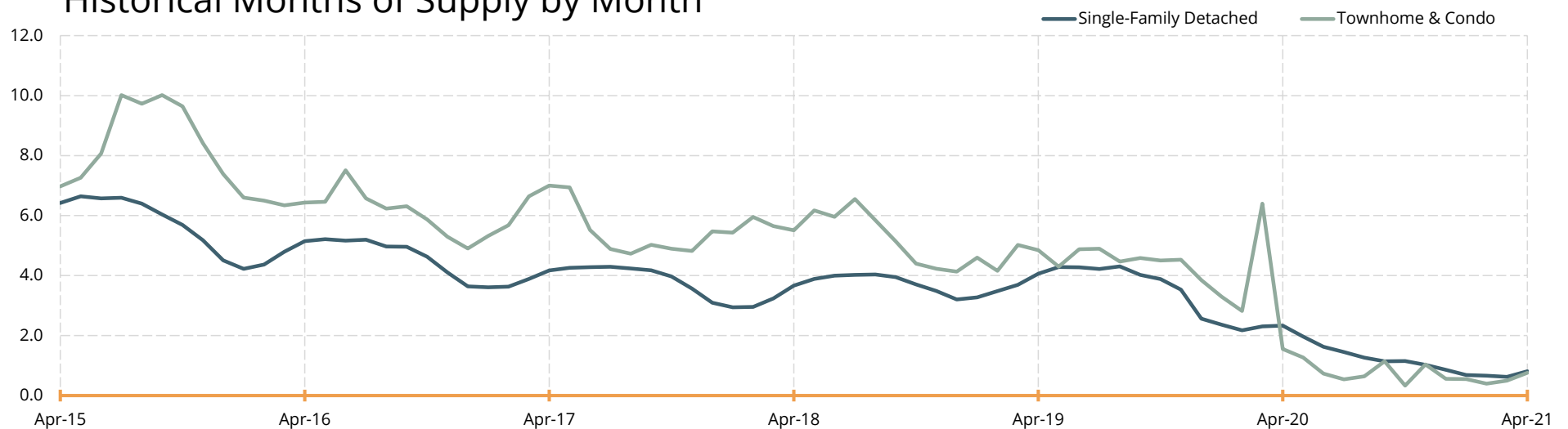


## April



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-20	2.0	-54.2%	1.3	-70.5%
Jun-20	1.6	-62.1%	0.7	-85.0%
Jul-20	1.4	-65.7%	0.5	-89.0%
Aug-20	1.3	-70.6%	0.6	-85.7%
Sep-20	1.1	-71.7%	1.1	-75.2%
Oct-20	1.1	-70.4%	0.3	-92.6%
Nov-20	1.0	-71.1%	1.0	-77.2%
Dec-20	0.9	-66.6%	0.6	-85.5%
Jan-21	0.7	-71.0%	0.5	-83.4%
Feb-21	0.7	-69.6%	0.4	-86.1%
Mar-21	0.6	-73.0%	0.5	-92.3%
Apr-21	0.8	-65.4%	0.8	-51.3%
12-month Avg	1.1	-67.1%	0.7	-83.2%

## Historical Months of Supply by Month



# Area Overview - Total Market



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	105	<b>91</b>	-13.3%	52	<b>56</b>	7.7%	\$227,450	<b>\$267,500</b>	17.6%	144	<b>55</b>	-61.8%	3.1	<b>1.0</b>	-68.9%
Fredericksburg	53	<b>77</b>	45.3%	34	<b>44</b>	29.4%	\$365,000	<b>\$357,500</b>	-2.1%	66	<b>44</b>	-33.3%	2.5	<b>1.2</b>	-51.3%
King George County	68	<b>56</b>	-17.6%	33	<b>42</b>	27.3%	\$334,900	<b>\$348,500</b>	4.1%	82	<b>33</b>	-59.8%	2.3	<b>0.8</b>	-65.4%
Orange County	93	<b>114</b>	22.6%	44	<b>74</b>	68.2%	\$259,900	<b>\$333,000</b>	28.1%	192	<b>63</b>	-67.2%	3.2	<b>0.9</b>	-72.1%
Spotsylvania County	304	<b>421</b>	38.5%	194	<b>252</b>	29.9%	\$309,250	<b>\$355,000</b>	14.8%	386	<b>171</b>	-55.7%	1.9	<b>0.7</b>	-63.9%
Stafford County	397	<b>497</b>	25.2%	262	<b>310</b>	18.3%	\$390,700	<b>\$450,000</b>	15.2%	422	<b>148</b>	-64.9%	1.8	<b>0.5</b>	-70.3%
Westmoreland County	49	<b>82</b>	67.3%	18	<b>56</b>	211.1%	\$193,775	<b>\$274,000</b>	41.4%	190	<b>115</b>	-39.5%	6.1	<b>2.5</b>	-59.0%

# Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	329	<b>303</b>	-7.9%	166	<b>207</b>	24.7%	\$218,500	<b>\$268,000</b>	22.7%	144	<b>55</b>	-61.8%
Fredericksburg	174	<b>202</b>	16.1%	96	<b>139</b>	44.8%	\$344,785	<b>\$365,495</b>	6.0%	66	<b>44</b>	-33.3%
King George County	253	<b>187</b>	-26.1%	115	<b>134</b>	16.5%	\$310,000	<b>\$360,000</b>	16.1%	82	<b>33</b>	-59.8%
Orange County	349	<b>345</b>	-1.1%	181	<b>242</b>	33.7%	\$269,450	<b>\$318,000</b>	18.0%	192	<b>63</b>	-67.2%
Spotsylvania County	1,204	<b>1,223</b>	1.6%	713	<b>836</b>	17.3%	\$305,000	<b>\$345,000</b>	13.1%	386	<b>171</b>	-55.7%
Stafford County	1,475	<b>1,338</b>	-9.3%	825	<b>893</b>	8.2%	\$374,900	<b>\$430,000</b>	14.7%	422	<b>148</b>	-64.9%
Westmoreland County	226	<b>241</b>	6.6%	96	<b>150</b>	56.3%	\$193,000	<b>\$245,000</b>	26.9%	190	<b>115</b>	-39.5%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	105	<b>90</b>	-14.3%	51	<b>56</b>	9.8%	\$229,900	<b>\$267,500</b>	16.4%	144	<b>55</b>	-61.8%	3.1	<b>1.0</b>	-69.1%
Fredericksburg	52	<b>72</b>	38.5%	33	<b>42</b>	27.3%	\$365,000	<b>\$357,500</b>	-2.1%	63	<b>40</b>	-36.5%	2.5	<b>1.1</b>	-54.7%
King George County	68	<b>56</b>	-17.6%	33	<b>42</b>	27.3%	\$334,900	<b>\$348,500</b>	4.1%	82	<b>33</b>	-59.8%	2.3	<b>0.8</b>	-65.4%
Orange County	92	<b>114</b>	23.9%	44	<b>74</b>	68.2%	\$259,900	<b>\$333,000</b>	28.1%	192	<b>62</b>	-67.7%	3.2	<b>0.9</b>	-72.6%
Spotsylvania County	303	<b>420</b>	38.6%	194	<b>250</b>	28.9%	\$309,250	<b>\$355,000</b>	14.8%	383	<b>171</b>	-55.4%	1.9	<b>0.7</b>	-63.6%
Stafford County	389	<b>482</b>	23.9%	260	<b>296</b>	13.8%	\$393,200	<b>\$455,000</b>	15.7%	414	<b>143</b>	-65.5%	1.8	<b>0.5</b>	-70.9%
Westmoreland County	48	<b>82</b>	70.8%	16	<b>55</b>	243.8%	\$193,775	<b>\$278,000</b>	43.5%	184	<b>115</b>	-37.5%	6.1	<b>2.6</b>	-57.6%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	328	<b>301</b>	-8.2%	162	<b>205</b>	26.5%	\$219,999	<b>\$268,000</b>	21.8%	144	<b>55</b>	-61.8%
Fredericksburg	167	<b>190</b>	13.8%	95	<b>134</b>	41.1%	\$347,570	<b>\$369,490</b>	6.3%	63	<b>40</b>	-36.5%
King George County	253	<b>187</b>	-26.1%	115	<b>134</b>	16.5%	\$310,000	<b>\$360,000</b>	16.1%	82	<b>33</b>	-59.8%
Orange County	347	<b>344</b>	-0.9%	178	<b>240</b>	34.8%	\$269,900	<b>\$318,900</b>	18.2%	192	<b>62</b>	-67.7%
Spotsylvania County	1,200	<b>1,220</b>	1.7%	711	<b>833</b>	17.2%	\$305,000	<b>\$345,000</b>	13.1%	383	<b>171</b>	-55.4%
Stafford County	1,442	<b>1,293</b>	-10.3%	798	<b>854</b>	7.0%	\$375,000	<b>\$435,000</b>	16.0%	414	<b>143</b>	-65.5%
Westmoreland County	223	<b>238</b>	6.7%	93	<b>147</b>	58.1%	\$193,000	<b>\$245,000</b>	26.9%	184	<b>115</b>	-37.5%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	0	<b>1</b>	n/a	1	<b>0</b>	-100.0%	\$210,000	<b>\$0</b>	-100.0%	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Fredericksburg	1	<b>5</b>	400.0%	1	<b>2</b>	100.0%	\$295,000	<b>\$419,170</b>	42.1%	3	<b>4</b>	33.3%	1.8	<b>2.8</b>	56.9%
King George County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Orange County	1	<b>0</b>	-100.0%	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>1</b>	n/a	0.0	<b>1.5</b>	n/a
Spotsylvania County	1	<b>1</b>	0.0%	0	<b>2</b>	n/a	\$0	<b>\$251,750</b>	n/a	3	<b>0</b>	-100.0%	5.1	<b>0.0</b>	-100.0%
Stafford County	8	<b>15</b>	87.5%	2	<b>14</b>	600.0%	\$227,000	<b>\$315,000</b>	38.8%	8	<b>5</b>	-37.5%	0.9	<b>0.6</b>	-36.3%
Westmoreland County	1	<b>0</b>	-100.0%	2	<b>1</b>	-50.0%	\$184,000	<b>\$191,500</b>	4.1%	6	<b>0</b>	-100.0%	9.0	<b>0.0</b>	-100.0%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Caroline County	1	<b>2</b>	100.0%	4	<b>2</b>	-50.0%	\$210,000	<b>\$211,000</b>	0.5%	0	<b>0</b>	n/a
Fredericksburg	7	<b>12</b>	71.4%	1	<b>5</b>	400.0%	\$295,000	<b>\$149,000</b>	-49.5%	3	<b>4</b>	33.3%
King George County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a
Orange County	2	<b>1</b>	-50.0%	3	<b>2</b>	-33.3%	\$64,000	<b>\$120,549</b>	88.4%	0	<b>1</b>	n/a
Spotsylvania County	4	<b>3</b>	-25.0%	2	<b>3</b>	50.0%	\$195,250	<b>\$238,000</b>	21.9%	3	<b>0</b>	-100.0%
Stafford County	33	<b>45</b>	36.4%	27	<b>39</b>	44.4%	\$229,900	<b>\$275,000</b>	19.6%	8	<b>5</b>	-37.5%
Westmoreland County	3	<b>3</b>	0.0%	3	<b>3</b>	0.0%	\$195,000	<b>\$191,500</b>	-1.8%	6	<b>0</b>	-100.0%



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Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

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