

FAAR FREDERICKSBURG HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

FAAR Home Sales Report

First Quarter 2024

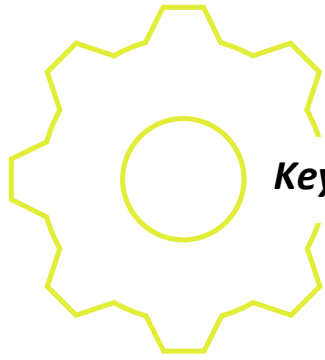
Fredericksburg Area Association of REALTORS® Market Report Key Takeaways

Economic Conditions

- Virginia's job base is growing. There were 10,600 more jobs across the state in February compared to January 2024.
- The statewide unemployment rate in Virginia was 2.9% in February 2024 (not seasonally adjusted), which is unchanged from a year ago. In the FAAR region, the unemployment rate was 3.1% in February 2024, up from 3.0% last year.
- Mortgage rates have been trending up for much of the past two months. The average rate for a 30-year fixed mortgage was 7.1% in the third week of April 2024. This is up from the mid 6% range at the start of the year, and up from the low 6% range a year ago.

Housing Market Conditions

- Home sales edged down this quarter in the FAAR region overall. There were 1,187 homes sold regionwide in the first quarter, falling 2% from a year ago, which is 26 fewer sales.
- Home prices are climbing in much of the FAAR footprint. The median sales price in the region was \$425,000 in the first quarter, rising 2% from last year, a \$10,050 gain.
- The inventory of homes on the market is growing slowly. There were 812 active listings in the FAAR area at the end of the first quarter, up 5% from a year ago.



Key Trends Dashboard, FAAR

Economy



3.1%

Is the Feb-2024 **unemployment rate** in the FAAR footprint, which is up from Feb-2023



7.10%

Is the **30-year fixed-rate mortgage rate** during the third week of April 2024, which is up from 6.39% a year ago

Housing Market



-26

Fewer **home sales** in the FAAR footprint in Q1-2024 compared to last year.



2%

Percent change in **median sales price** in the FAAR region in Q1-2024 compared to a year ago.



\$5.9

Million dollars more in total **sold volume** in the FAAR footprint in Q1-2024 compared to last year.



5%

Percent change in **active listings** at the end of Q1-2024 in the FAAR market compared to a year ago



1.6

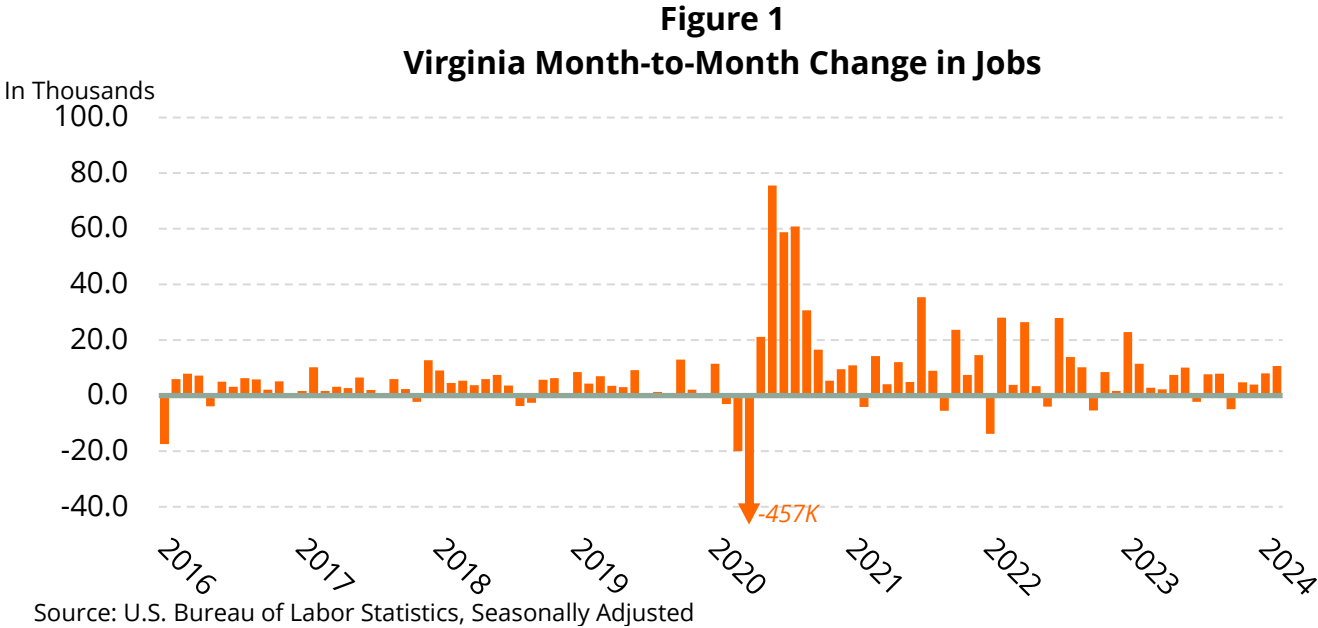
Months of supply in the FAAR footprint in Q1-2024, which is up from a year ago

Economic Overview

The economy is still growing and jobs are still being added to the economy both nationally and here in Virginia. The strength of the economy is putting upward pressure on inflation which started to trend back upward, pushing rate cuts by the Federal Reserve likely to the fall or beyond. Mortgage rates eclipsed 7% once again after falling to the mid-6% range at the start of 2024.

Jobs

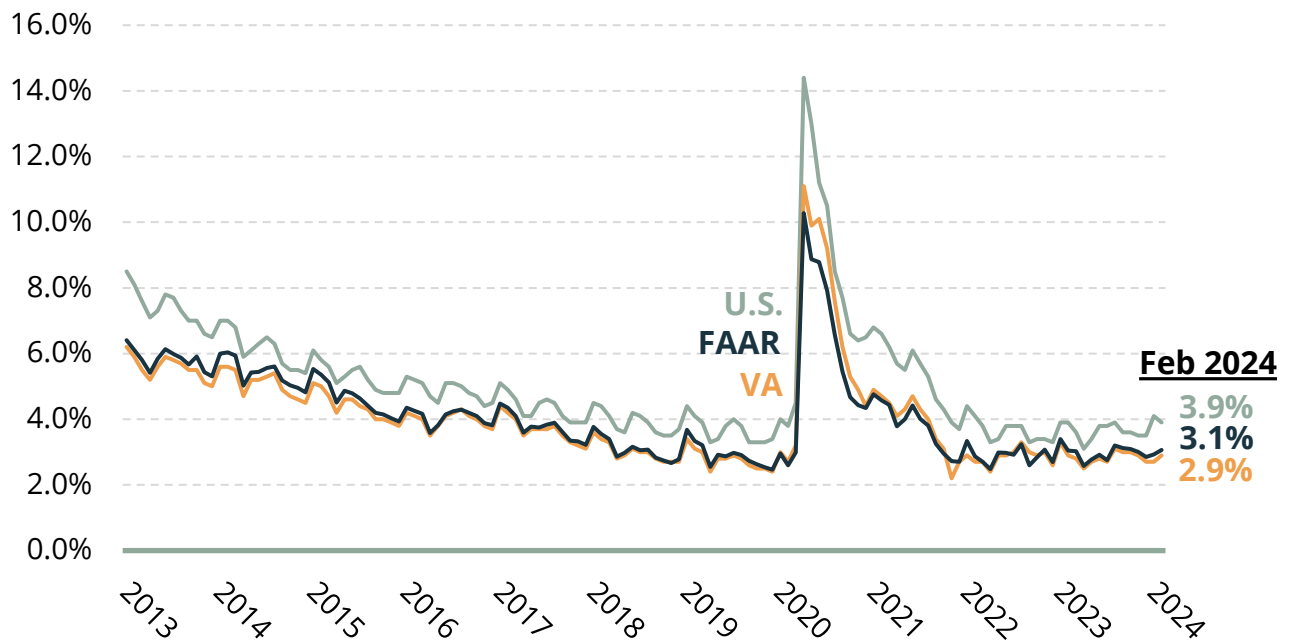
There were an about 4.21 million jobs in Virginia in February 2024. This is an influx of 10,600 jobs from the revised January 2024 total. This is the largest month to month increase in jobs the state has seen in over a year. Most of the jobs added in February were in the Professional and Technical Services sector (+3,500 jobs), and the Health Care sector (+2,200 jobs). The Retail Trade and Construction sectors also had relatively strong job growth in February (+1,000 jobs in each). The wholesale trade sector shed 600 jobs, and the Manufacturing sector lost 500 jobs from the prior month.



Unemployment

The statewide unemployment rate in Virginia inched down to 2.9% in March. Prior to this it held firm at 3.0% for three consecutive months, reflecting stable but tight labor market conditions. The national unemployment rate dipped to 3.8% in March, down from 3.9% in February. In the FAAR footprint the February unemployment rate was 3.1%, which is up from 3.0% a year ago.

Figure 2
Unemployment Rate

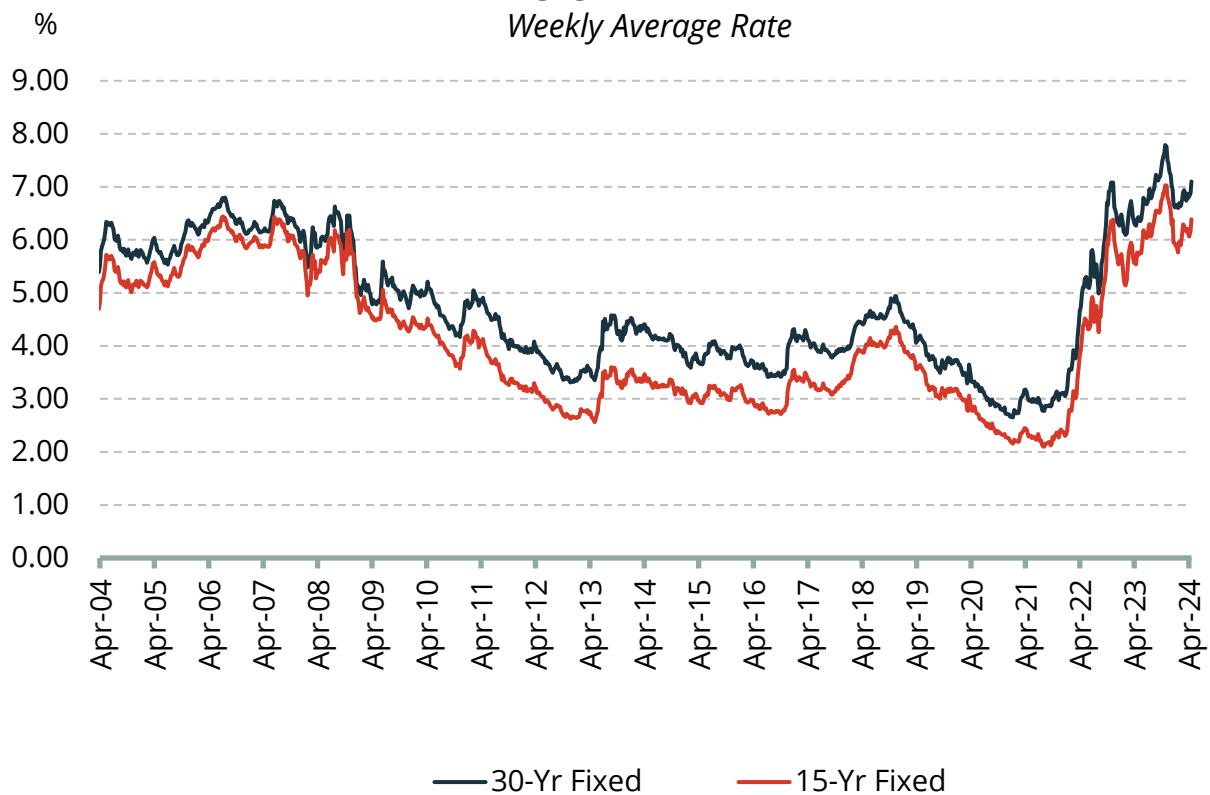


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates have jumped back above the 7% mark for the first time since early December 2023. As of April 18th, 2024, the average rate for a 30-year fixed mortgage was 7.1%. This is up from 6.88% the prior week, and up from 6.62% at the start of 2024. Volatile rate conditions are likely to continue, which could deter some buyers from entering the typically busy spring market.

Figure 3
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

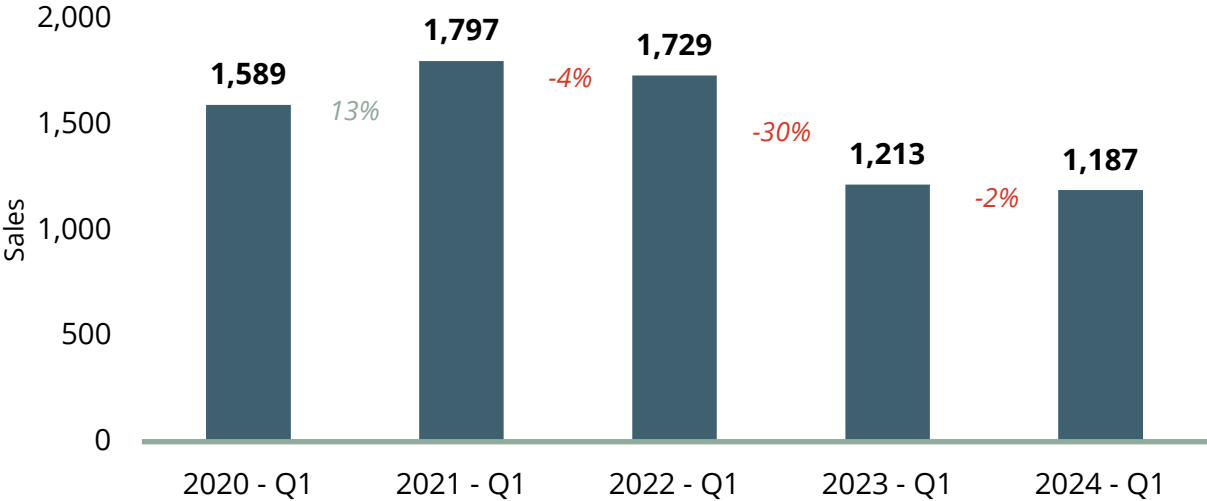
Housing Market Overview

The FAAR housing market had a relatively slow start to 2024. Sales activity dipped compared to the first quarter a year ago. The inventory of active listings is growing in some places, but not fast enough to meet demand in the market. Upward pressure on home prices continues in the region, which is likely worsening affordability issues in the market.

Sales

Sales activity in the FAAR footprint was slightly below last year’s first quarter level. There was 1,187 home sales in the region during the first quarter of 2024, 26 fewer sales than this time last year, inching down 2%. Within the first quarter, which covers January through March, sales activity rose in January, and fell in February and March compared to the prior year. The sharpest drop in sales in the region this quarter was in Stafford County, and the largest increase was in King George County. At the state level, sales activity declined about 2% in the first quarter of 2024 from the previous year.

Figure 4
First Quarter Home Sales, FAAR
2020-2024



Source: Virginia REALTORS®, data accessed April 15, 2024



Local Snapshot – *Total Home Sales*

Caroline County: First quarter sales totaled 117 in Caroline County, six more sales than a year earlier, increasing by 5%.

Fredericksburg: Fredericksburg saw a slowdown in sales activity this quarter. There were 54 sales in the first quarter, down 5% from the previous year, which is three fewer sales.

King George County: In King George County, there was a 29% jump in activity with 81 total sales in the first quarter, 18 more sales than a year earlier.

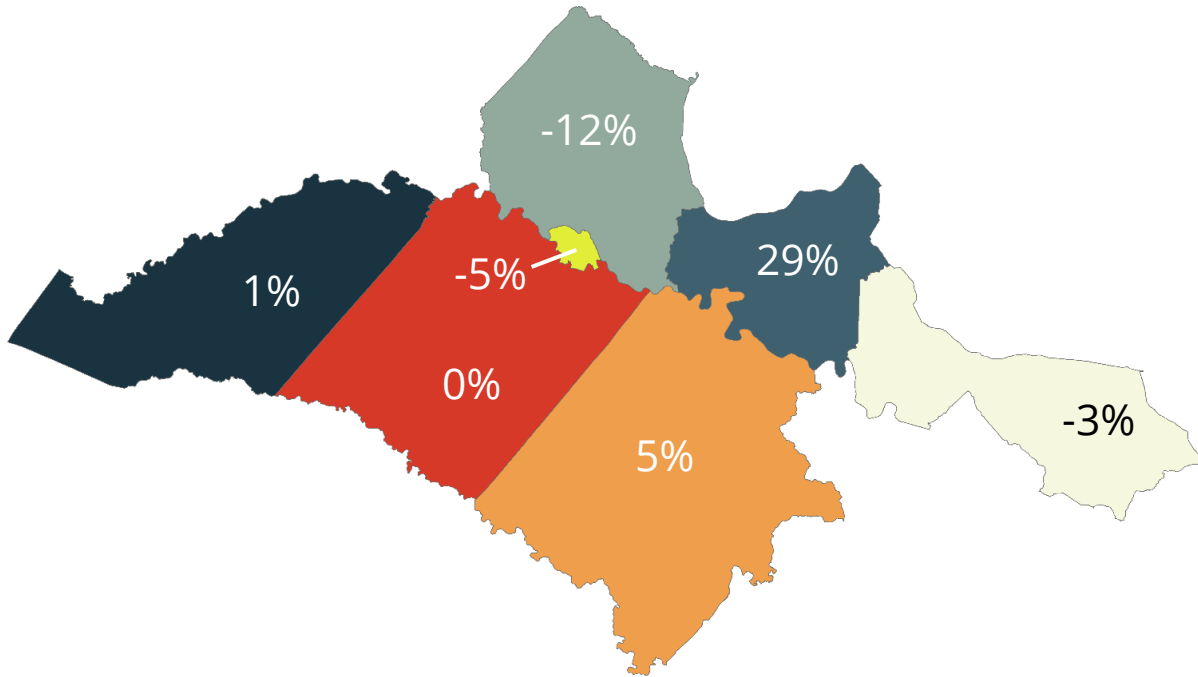
Orange County: There were 144 home sales in Orange County during the first quarter, up 1% or one sale compared to the same time last year.

Spotsylvania: In the first quarter, there were 359 sales in Spotsylvania County, unchanged from a year ago.

Stafford County: Sales trended down for the eight straight quarter in Stafford County with 354 homes sold. The first quarter saw 46 fewer sales, decreasing 12% from the year before.

Westmoreland County: In Westmoreland County there were two fewer sales than last year, bringing the total number of sales down to 78 in the first quarter, 3% less than last year.

Figure 5
Change in Sales by Jurisdiction
FAAR
First Quarter 2023 to First Quarter 2024



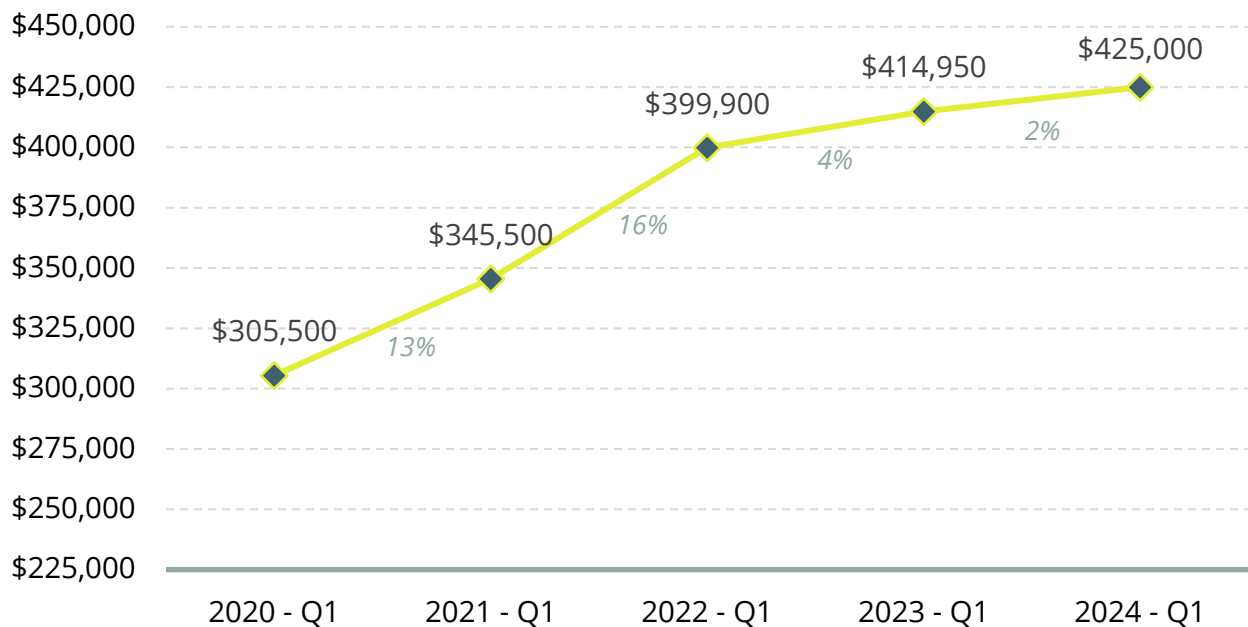
<i>Jurisdiction</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>% Change</i>
Caroline County	111	117	5%
Fredericksburg	57	54	-5%
King George County	63	81	29%
Orange County	143	144	1%
Spotsylvania County	359	359	0%
Stafford County	400	354	-12%
Westmoreland County	80	78	-3%

Source: Virginia REALTORS®, data accessed April 15, 2024

Sales Prices

Upward pressure on home prices remains a factor in most local markets in the FAAR footprint. The first quarter median sales price regionwide was \$425,000, climbing about \$10,000 from a year ago, which is a 2% increase. Most local markets had price growth, a reflection of low supply on the market and pent-up demand from both first-time buyers and move-up buyers alike. The statewide median sales price in Virginia was \$385,000 in the first quarter, up 6% from a year ago.

Figure 6
First Quarter Median Sales Price, FAAR
2020-2024



Source: Virginia REALTORS®, data accessed April 15, 2024



Local Snapshot – Median Sales Price

Caroline County: In Caroline County, the sales price came to \$340,000 in the first quarter, \$825 less than the year before.

Fredericksburg: The median sales price was \$440,000 in Fredericksburg, going up 6% from the same time last year, a \$26,500 price gain.

King George County: At \$449,999, the sales price in King George County decreased 2% in the first quarter, which is \$10,001 less than a year ago.

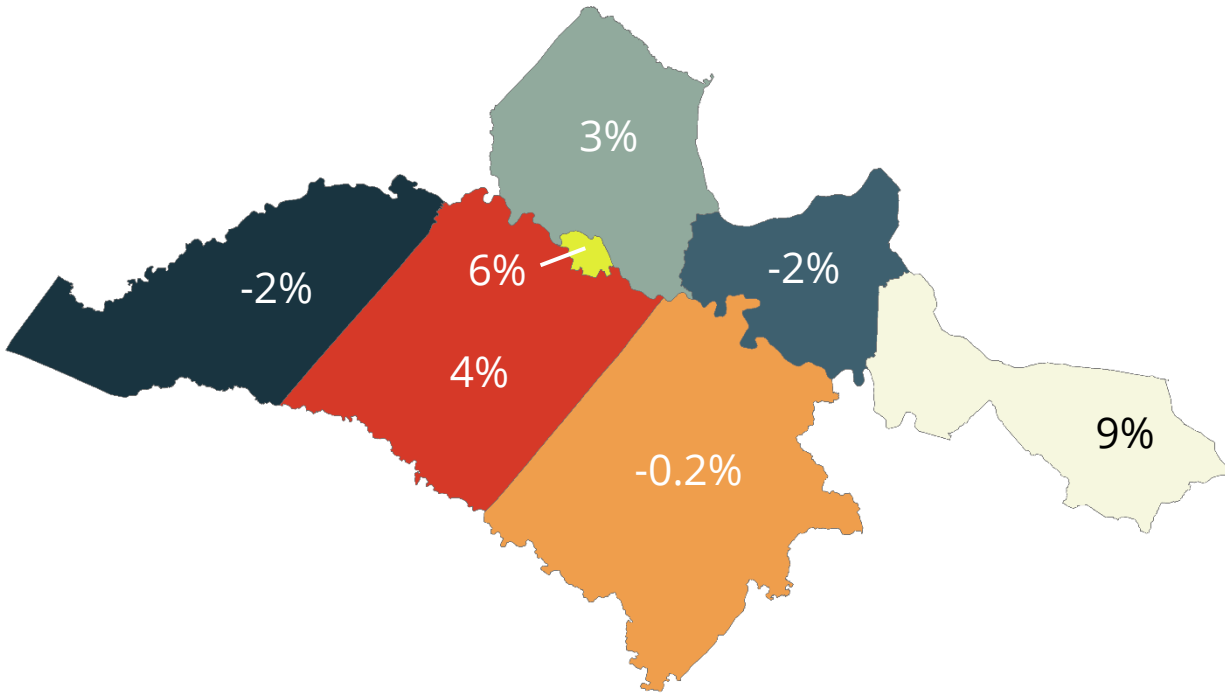
Orange County: Sale prices dipped in Orange County this quarter. Homes sold in the county saw a \$6,000 price reduction bringing the median price to \$369,000 in the first quarter, 2% lower than a year ago.

Spotsylvania: Prices rose 4% in Spotsylvania County with a median home price of \$435,000 in the first quarter, \$17,500 more than a year earlier.

Stafford County: In Stafford County the median sales price was \$500,000 in the first quarter, \$14,692 more than last year, increasing by 3%.

Westmoreland County: Home prices continued to rise in Westmoreland County with the median sales price reaching \$328,000. Prices jumped up 9% in the first quarter, which is \$28,010 higher than the year before.

Figure 7
Change in Median Sales Price by Jurisdiction
FAAR
First Quarter 2023 to First Quarter 2024



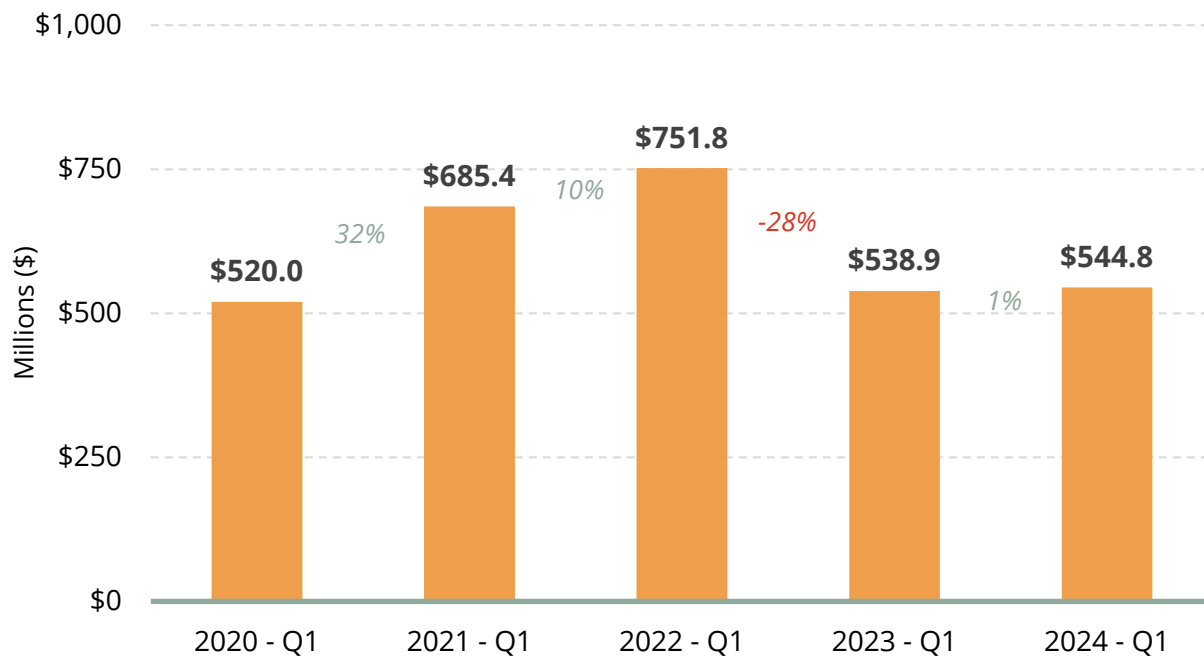
<i>Jurisdiction</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>% Change</i>
Caroline County	\$340,825	\$340,000	-0.2%
Fredericksburg	\$413,500	\$440,000	6%
King George County	\$460,000	\$449,999	-2%
Orange County	\$375,000	\$369,000	-2%
Spotsylvania County	\$417,500	\$435,000	4%
Stafford County	\$485,308	\$500,000	3%
Westmoreland County	\$299,990	\$328,000	9%

Source: Virginia REALTORS®, data accessed April 15, 2024

Sold Volume

Higher home prices kept sold dollar volume in the FAAR region slightly higher than a year ago in the first quarter even with fewer closed sales. There was approximately \$544.8 million of sold volume throughout the area in the first quarter, about \$5.9 million more than a year ago, inching up 1%. While small, this uptick represents the first quarter-over-year sold volume increase in the FAAR market in two years.

Figure 8
First Quarter Sold Dollar Volume (Millions), FAAR
2020-2024



Source: Virginia REALTORS®, data accessed April 15, 2024



Local Snapshot – *Sold Dollar Volume*

Caroline County: There was \$41.1 million of sold volume in Caroline County during the first quarter, 9% higher than last year, an additional \$3.35 million in volume.

Fredericksburg: Sold dollar volume in the first quarter totaled \$26.0 million in Fredericksburg, \$1.13 million more than the previous year, increasing by 5%.

King George County: The rise in sales led to higher sold dollar volume in King George County. There was a 31% surge in sold volume during the first quarter bringing the total to \$38.2 million, a gain of \$9.03 million.

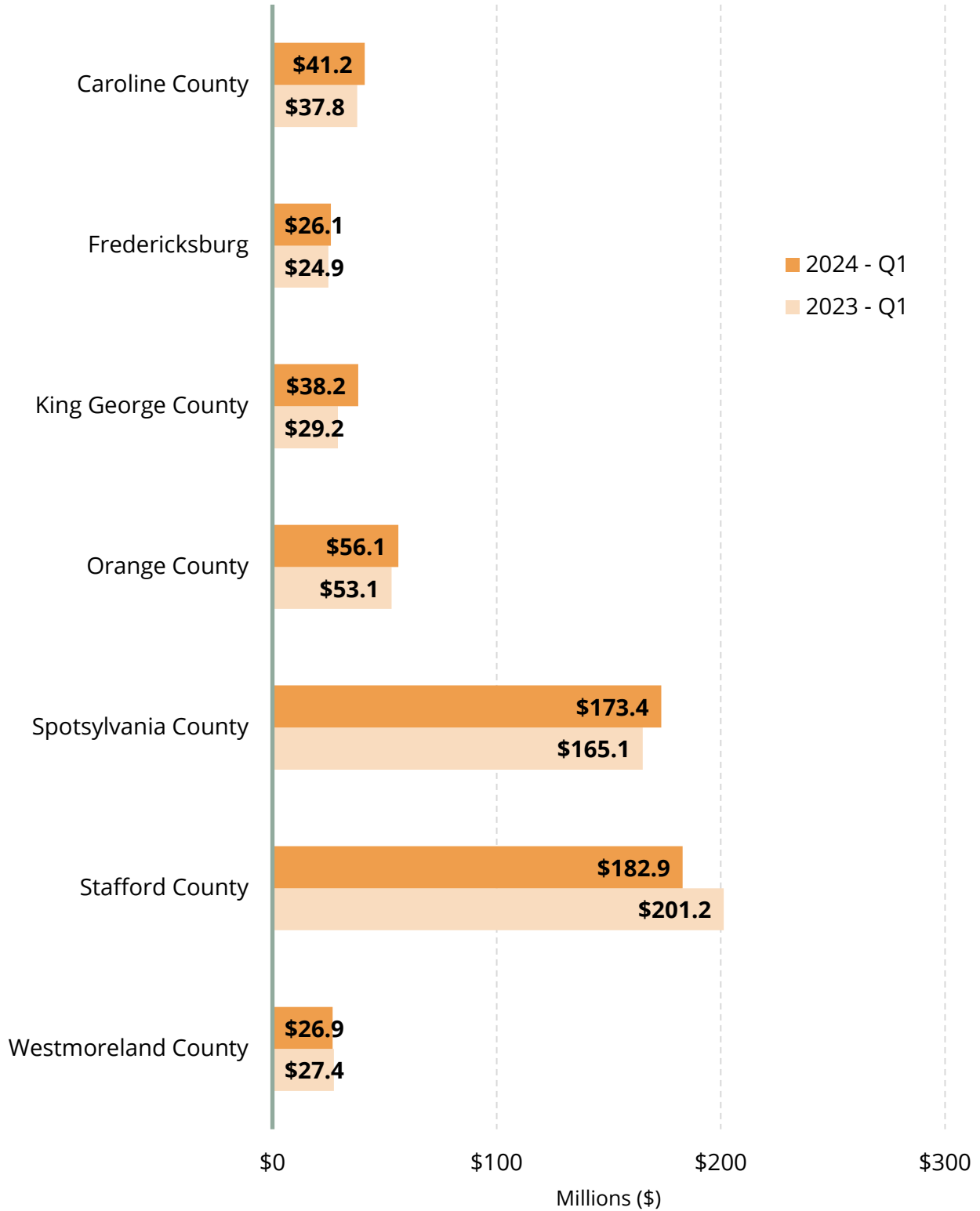
Orange County: Orange County saw \$56.1 million in total sold dollar volume during the first quarter, \$2.97 million more than the previous year, increasing by 6%.

Spotsylvania: Sold volume went up as sales price grew in Spotsylvania County. The 5% gain in volume, lead to \$173.4 million of sold dollar volume in the first quarter, \$8.33 million more than last year.

Stafford County: There was a 9% decline in volume in Stafford County due to a drop off in sales activity. Total sold volume came to \$182.9 million in the first quarter, \$18.3 million less than a year earlier.

Westmoreland County: In the first quarter, there was \$26.8 million of sold dollar volume in Westmoreland County, \$575,610 less than a year ago, representing a 2% decrease in volume.

Figure 9
First Quarter Sold Dollar Volume, FAAR Jurisdictions
2023 and 2024

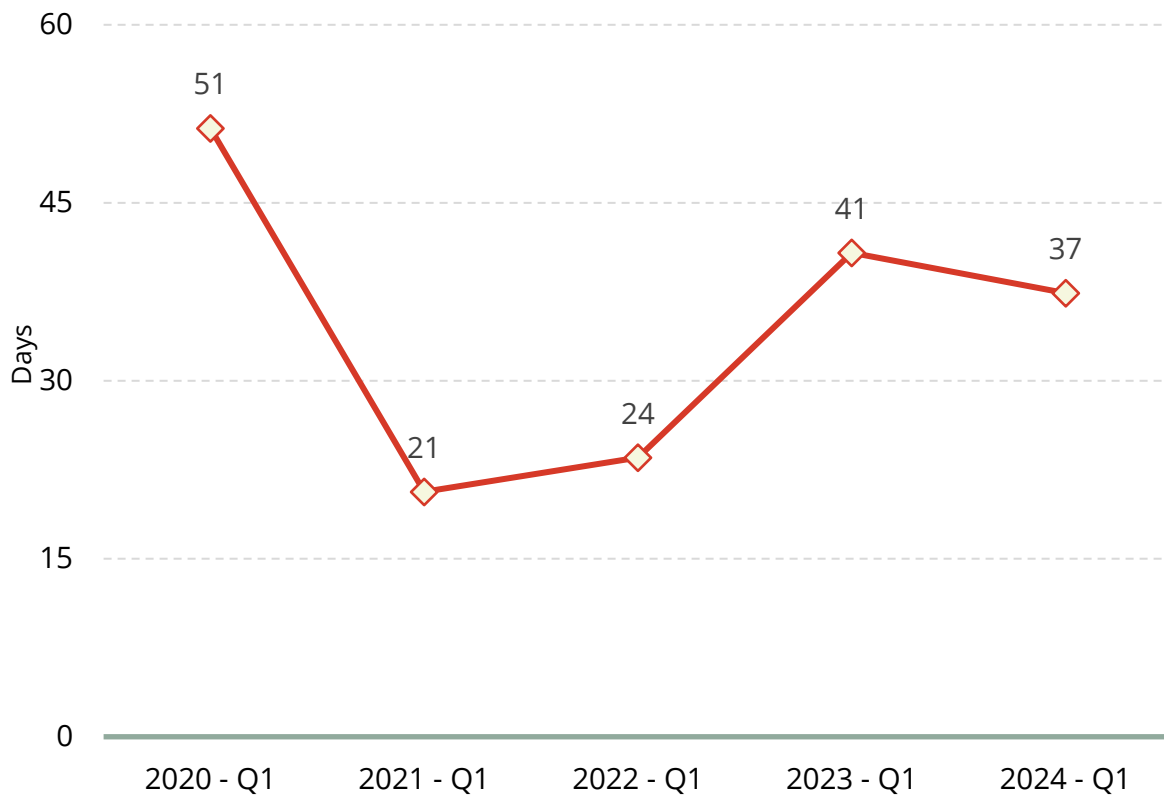


Source: Virginia REALTORS®, data accessed April 15, 2024

Days on Market

Homes sold slightly faster overall in the FAAR region during the first quarter compared to a year ago. The average days on market in the footprint was 37 days during the first quarter of 2024, four days faster than a year ago. At the local level, homes took the longest to sell in Westmoreland County on average (75 days), and the shortest to sell on average in the Stafford County market (28 days). The statewide average days on market was 39 days, inching up one day from the first quarter last year.

Figure 10
First Quarter Average Days on Market, FAAR
2020-2024



Source: Virginia REALTORS®, data accessed April 15, 2024



Local Snapshot – *Average Days on Market*

Caroline County: The average days on market dropped in Caroline County during the first quarter at 46 days, 17 days less than the previous year.

Fredericksburg: In the first quarter, the average days on market was 36 days in Fredericksburg, selling three days faster than last year.

King George County: Homes in King George County spent one day less on the market than a year ago with an average days on market of 38 days in the first quarter.

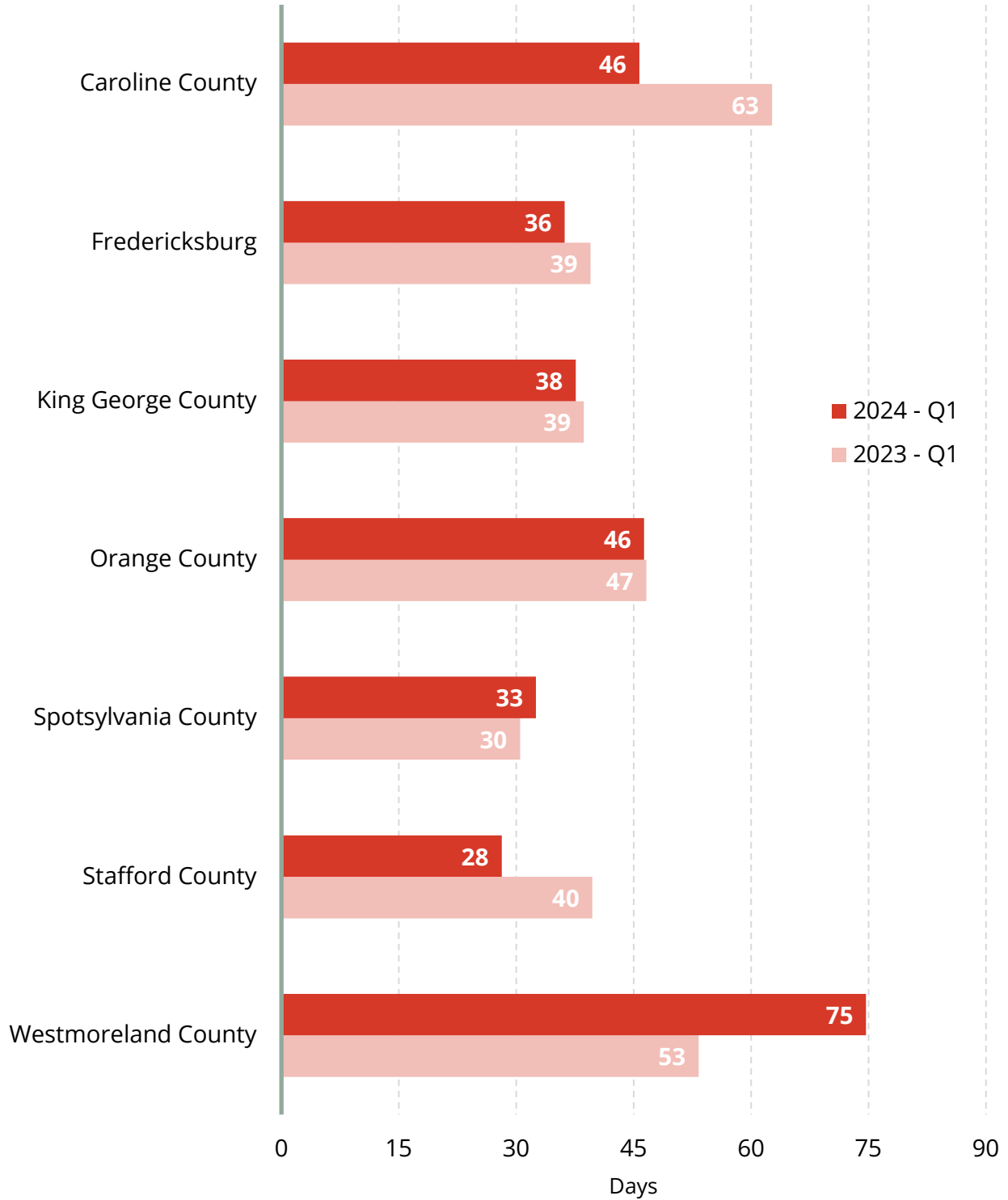
Orange County: In Orange County, the average days on market was 46 days during the first quarter, unchanged from the previous year.

Spotsylvania: A home sold in Spotsylvania County spent 33 days on the market during the first quarter. The average days on market was two days longer compared to the year before.

Stafford County: The first quarter saw an average days on market of 28 days in Stafford County, 12 days less than the year prior.

Westmoreland County: The average days on market continued to rise in Westmoreland County. Homes sold during the first quarter spent an average of 75 days on the market, taking 21 days longer to sell than a year earlier.

Figure 11
First Quarter Average Days on Market, FAAR Jurisdictions
2023 and 2024



Source: Virginia REALTORS®, data accessed April 15, 2024

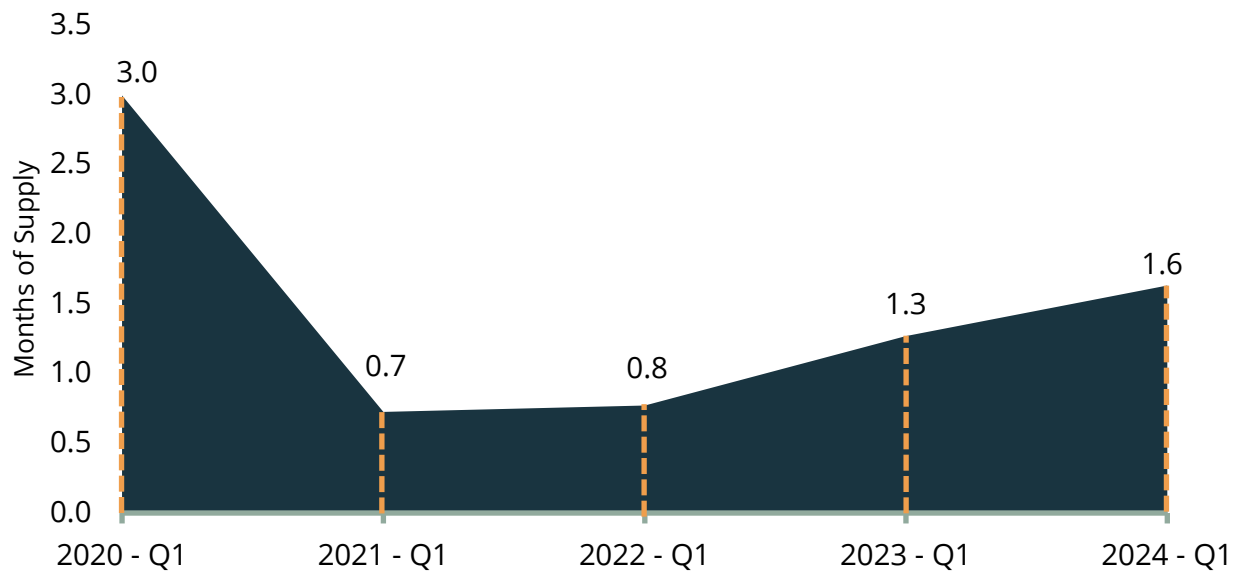
Inventory

Supply in the FAAR housing market expanded modestly in the first quarter, but still remains tight. There were 812 active listings on the market across the footprint at the end of the first quarter, 37 more listings than this time last year, a 5% uptick. Most of the additional listings were in Westmoreland County and King George County.

There were 14,950 active listings on the market at the end of the first quarter throughout Virginia. This is about 1,400 more listings than this time last year, reflecting a 10.3% increase.

There was approximately 1.6 months of supply at the end of the first quarter in the FAAR footprint, which is up from 1.3 months of supply a year ago. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. Statewide, there was about 1.8 months of supply at the end of the first quarter, up from 1.5 months a year ago.

Figure 12
End of First Quarter Months Supply, FAAR
2020-2024



Source: Virginia REALTORS®, data accessed April 15, 2024



Local Snapshot – *Active Listings*

Caroline County: The number of active listings in Caroline County fell for the fourth straight quarter. There were 85 listings at the end of the first quarter, six fewer listings than a year ago, decreasing by 7%.

Fredericksburg: Listings dropped 22% in Fredericksburg bringing the total listing count to 29 at the end of the first quarter, eight fewer listings than a year earlier.

King George County: At the end of the first quarter, King George County had 66 listings on the market, 38% more than last year, an additional 18 listings.

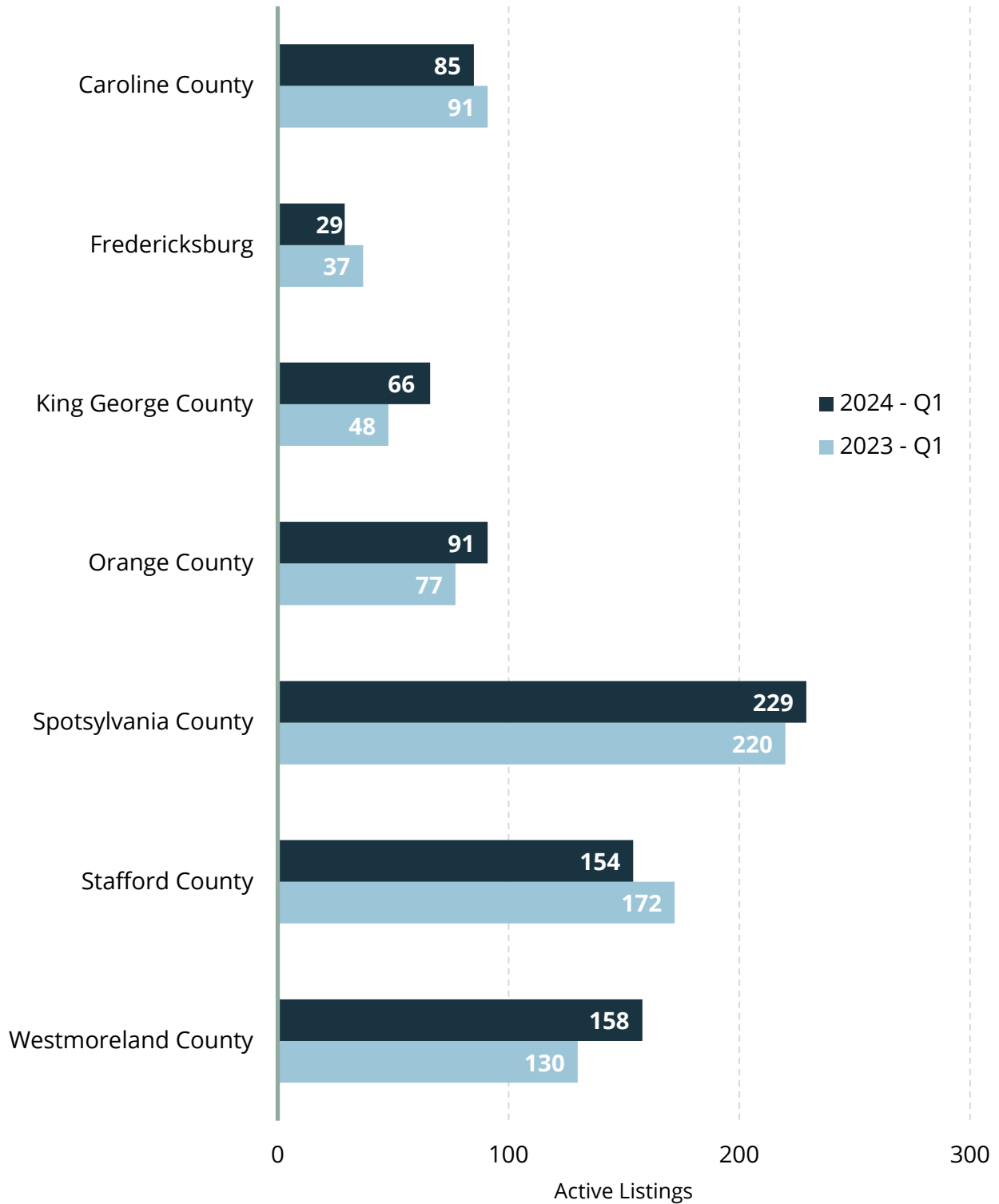
Orange County: Active listings grew as inventory continued to trend up in Orange County. The first quarter ended with 91 listings on the market, 18% higher than the year before, which is 14 additional listings.

Spotsylvania: Spotsylvania County saw a 4% increase in listings, bringing the total number of listings to 229 at the end of the first quarter, nine more listings than a year earlier.

Stafford County: The number of active listings continued to fall at the end of the first quarter with 154 listings in Stafford County. Listing activity dropped 10% from the previous year with 18 fewer listings on the market.

Westmoreland County: Listings went up for the third straight quarter in Westmoreland County. At the end of the first quarter, there were 158 listings in the county, 28 more listings than the previous year, a 22% increase in listings.

Figure 13
End of First Quarter Active Listings, FAAR Jurisdictions
2022 and 2023



Source: Virginia REALTORS[®], data accessed April 15, 2024



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.