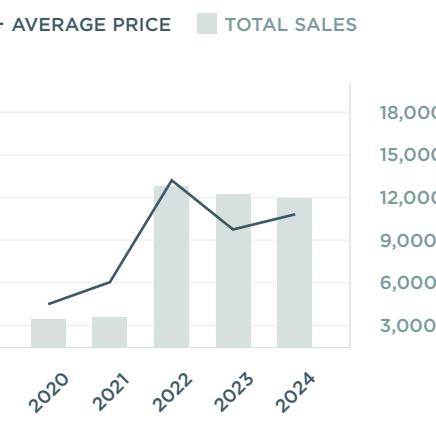


Fredericksburg MSA Overview

Total Sales	Average PPSF
11,928	\$245
-0.8% YEAR OVER YEAR	-1.2% YEAR OVER YEAR

	2024	2023	% CHG
Total Sales	11,928	12,027	-0.8
Price per Sq. Ft.	\$245	\$248	-1.2
Days on Market	33	23	43.5
Avg. Sales Price	\$566,638	\$527,512	7.4
Total Volume	\$8,307,694,405	\$7,831,746,091	6.1



PRINCE WILLIAM COUNTY

	2024	2023	% CHG
Total Sales	2,542	2,634	-3.5
Price per Sq. Ft.	\$253	\$231	9.5
Days on Market	16	21	-23.8
Avg. Sales Price	\$604,600	\$563,270	7.3
Total Volume	\$1,536,893,047	\$1,483,654,347	3.6

KING GEORGE COUNTY

	2024	2023	% CHG
Total Sales	196	149	31.5
Price per Sq. Ft.	\$198	\$208	-4.8
Days on Market	37	34	8.8
Avg. Sales Price	\$471,685	\$477,789	-1.3
Total Volume	\$94,305,300	\$71,190,518	32.5



FREDERICKSBURG, VA

Market Performance at a Glance

FREDERICKSBURG CITY

	2024	2023	% CHG
Total Sales	133	143	-7.0
Price per Sq. Ft.	\$225	\$223	0.9
Days on Market	31	29	6.9
Avg. Sales Price	\$488,292	\$469,228	4.1
Total Volume	\$63,935,597	\$65,812,646	-2.9

SPOTSYLVANIA COUNTY

	2024	2023	% CHG
Total Sales	889	844	5.3
Price per Sq. Ft.	\$209	\$204	2.5
Days on Market	27	24	12.5
Avg. Sales Price	\$495,043	\$474,841	4.3
Total Volume	\$410,615,050	\$400,766,213	2.5

ORANGE COUNTY

	2024	2023	% CHG
Total Sales	341	306	11.4
Price per Sq. Ft.	\$212	\$206	2.9
Days on Market	42	44	-4.5
Avg. Sales Price	\$412,701	\$419,155	-1.5
Total Volume	\$143,723,701	\$128,261,399	12.1

FAIRFAX COUNTY

	2024	2023	% CHG
Total Sales	5803	5,823	-0.3
Price per Sq. Ft.	\$483	\$478	1.0
Days on Market	16	19	-15.8
Avg. Sales Price	\$854,369	\$786,326	8.7
Total Volume	\$4,957,790,309	\$4,578,777,596	8.3

STAFFORD COUNTY

	2024	2023	% CHG
Total Sales	966	1,083	-10.8
Price per Sq. Ft.	\$212	\$207	2.4
Days on Market	22	25	-12.0
Avg. Sales Price	\$538,309	\$520,089	3.5
Total Volume	\$520,006,494	\$563,256,387	-7.7

CULPEPER COUNTY

	2024	2023	% CHG
Total Sales	266	284	-6.3
Price per Sq. Ft.	\$223	\$213	4.7
Days on Market	34	37	-8.1
Avg. Sales Price	\$497,762	\$487,730	2.1
Total Volume	\$133,872,407	\$138,515,444	-3.4

FAUQUIER COUNTY

	2024	2023	% CHG
Total Sales	450	421	6.9
Price per Sq. Ft.	\$244	\$240	1.7
Days on Market	36	33	9.1
Avg. Sales Price	\$755,367	\$618,001	22.2
Total Volume	\$293,758,307	\$260,178,301	12.9

RAPPAHANNOCK COUNTY

	2024	2023	% CHG
Total Sales	35	45	-22.2
Price per Sq. Ft.	\$261	\$291	-10.3
Days on Market	61	42	45.2
Avg. Sales Price	\$817,029	\$684,434	19.4
Total Volume	\$30,096,478	\$30,799,552	-2.3

After a slow start, 2024 has been a year for market stabilization, including an increase in inventory, fewer offers over list price, more buyers requesting seller subsidy, and more inspections.

The biggest change in the market has been a focus on how buyer's agents get paid. The lawsuits against Realtor associations, state boards, MLSs, and individual brokers are affecting real estate across the country. These lawsuits demand that we divorce commissions, ensuring the buyer pays their agent compensation, and the seller pays the listing agent's compensation, allowing for more transparent compensation negotiations. However, buyers are now facing the reality of having to come up with cash for representation. As of now, new agency forms are being adopted, the government is looking at policies for government-backed loans, and lenders are finding ways to help buyers pay the agency commission.

If you find this all a bit confusing, we completely understand. But rest assured, Nest agents are prepared, ready, willing, and able to discuss the market, the lawsuits, and strategies to achieve your housing goals.