

FREDERICKSBURG MSA OVERVIEW

TOTAL SALES

11,779

-1.2% Year Over Year

AVERAGE PPSF

\$261

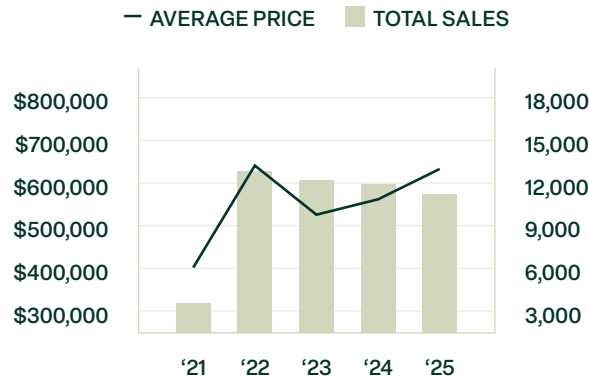
+6.5% Year Over Year

DAYS ON MARKET

38

+15.2% Year Over Year

	2025	2024	% CHG
Total Sales	11,779	11,928	-1.2
Price per Sq. Ft.	\$261	\$245	6.5
Days on Market	38	33	15.2
Avg. Sales Price	\$621,723	\$566,638	9.7
Total Volume	\$8,647,742,247	\$8,307,694,405	4.1



FREDERICKSBURG CITY

	2025	2024	% CHG
Total Sales	137	133	3.0
Price per Sq. Ft.	\$247	\$225	9.8
Days on Market	32	31	3.2
Avg. Sales Price	\$565,786	\$488,292	15.9
Total Volume	\$76,497,735	\$63,935,597	19.6

SPOTSYLVANIA COUNTY

	2025	2024	% CHG
Total Sales	857	889	-3.6
Price per Sq. Ft.	\$223	\$209	6.7
Days on Market	25	27	-7.4
Avg. Sales Price	\$513,173	\$495,043	3.7
Total Volume	\$439,967,652	\$410,615,050	7.1

STAFFORD COUNTY

	2025	2024	% CHG
Total Sales	950	966	-1.7
Price per Sq. Ft.	\$227	\$212	7.1
Days on Market	25	22	13.6
Avg. Sales Price	\$577,827	\$538,309	7.3
Total Volume	\$544,926,467	\$520,006,494	4.8

CULPEPER COUNTY

	2025	2024	% CHG
Total Sales	278	266	4.5
Price per Sq. Ft.	\$211	\$223	-5.4
Days on Market	36	34	5.9
Avg. Sales Price	\$530,187	\$497,762	6.5
Total Volume	\$147,846,710	\$133,872,407	10.4

PRINCE WILLIAM COUNTY

	2025	2024	% CHG
Total Sales	2,396	2,542	-5.7
Price per Sq. Ft.	\$257	\$253	1.6
Days on Market	17	16	6.3
Avg. Sales Price	\$631,009	\$604,600	4.4
Total Volume	\$1,486,363,407	\$1,536,893,047	-3.3

KING GEORGE COUNTY

	2025	2024	% CHG
Total Sales	154	196	-21.4
Price per Sq. Ft.	\$211	\$198	6.6
Days on Market	31	37	-16.2
Avg. Sales Price	\$496,362	\$471,685	5.2
Total Volume	\$78,857,932	\$94,305,300	-16.4

CAROLINE COUNTY

	2025	2024	% CHG
Total Sales	230	236	-2.5
Price per Sq. Ft.	\$228	\$223	2.2
Days on Market	39	37	5.4
Avg. Sales Price	\$383,466	\$371,655	3.2
Total Volume	\$91,802,253	\$87,883,165	4.5

MADISON COUNTY

	2025	2024	% CHG
Total Sales	55	71	-22.5
Price per Sq. Ft.	\$275	\$202	36.1
Days on Market	53	41	29.3
Avg. Sales Price	\$563,109	\$492,846	14.3
Total Volume	\$29,052,851	\$34,814,550	-16.5

ORANGE COUNTY

	2025	2024	% CHG
Total Sales	358	341	5.0
Price per Sq. Ft.	\$219	\$212	3.3
Days on Market	42	42	0.0
Avg. Sales Price	\$458,724	\$412,701	11.2
Total Volume	\$163,772,292	\$143,723,701	13.9

FAIRFAX COUNTY

	2025	2024	% CHG
Total Sales	5,882	5,803	1.4
Price per Sq. Ft.	\$379	\$483	-21.5
Days on Market	18	16	12.5
Avg. Sales Price	\$882,868	\$854,369	3.3
Total Volume	\$5,163,055,697	\$4,957,790,309	4.1

FAUQUIER COUNTY

	2025	2024	% CHG
Total Sales	446	405	10.1
Price per Sq. Ft.	\$302	\$244	23.8
Days on Market	66	36	83.3
Avg. Sales Price	\$847,711	\$755,367	12.2
Total Volume	\$395,645,453	\$293,758,307	34.7

RAPPAHANNOCK COUNTY

	2025	2024	% CHG
Total Sales	36	35	2.9
Price per Sq. Ft.	\$356	\$261	36.4
Days on Market	66	61	8.2
Avg. Sales Price	\$1,010,456	\$817,029	23.7
Total Volume	\$29,953,798	\$30,096,478	-0.5



FREDERICKSBURG, VA

Market Performance
at a Glance

Thus far, 2025 can be described as a cautious, yet active real estate market. Inventory has increased, resulting in about two months’ supply—a shift that might suggest a buyer-friendly environment. However, interest rates continue to fluctuate and remain higher than in years past. Despite that, the Fredericksburg area has seen a steady rise in sales prices, resulting in a relatively balanced market for both buyers and sellers. Some Northern Virginia areas still face high competition, with multiple offers and sales over list price. Other local markets are seeing more discerning buyers willing to wait for the right home or price. The health of the market continues to hinge on policy uncertainty, job stability, and consumer confidence—all of which remain in flux.

At Nest, our agents are highly skilled in navigating a dynamic market. We excel in data analysis, strategic marketing, and uncompromising representation. There’s a reason we’ve been named Best of the Burg five years running: our agents, our training, and the Nest experience.