




# ATOKA PROPERTIES

A Division of Middleburg Real Estate

## Fredericksburg, Virginia Housing Market Analysis

As of July 31, 2011

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Certified Short Sales and Foreclosure Resource

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### **Notes concerning the data in this analysis**

1. The data used in this report is collected from MRIS, a dynamic database of real estate activity. This report reflects MRIS data at one time, it is a "snapshot" of activity for the previous month that can and regularly does change as REALTORS enter listings, sales and contract information on an ongoing basis. Preliminary sales results are collected on or before the tenth of the month for the previous month and revised with final results thirty days later.
2. The counties and jurisdictions analyzed in this report include Caroline, King George, Spotsylvania and Stafford counties as well as the city of Fredericksburg in Virginia.
3. Unless otherwise noted, "list price" refers to "original list price".
4. House types excluded from this analysis include "bed & breakfast", "mobile", "other", "garage/park space", "house of worship", "dwelling w/rental", "double wide", "rooming house", "vacation home", or "vacation rental".
5. Active listings refers to those with "active" status on or before the tenth of the current month and are considered a "snapshot" of activity in the previous month. Listings exclude "expired", "withdrawn" and "temporarily withdrawn" statuses. Preliminary results are not revised.
6. **SFD** refers to detached units  
**SFA** refers to townhouse, attached/row house, patio, duplex, back to back, triplex, quad, over storefront, and semi-detached units  
**CON** refers to garden style, mid-rise, hi-rise, penthouse, and multi-family units
7. Pending sales refers to listings marked "Contingency/KO", "Contingency/No KO" or "Contract" on or before the tenth of the current month ("new pendings") and are considered a "snapshot" of activity in the previous month. Pending sales may or may not close in the future. Preliminary results are not revised.
8. In April 2009, MRIS added forced fields for short sales and foreclosures thereby significantly increasing the results of these indicators thereafter.
9. All sales, pending sales and active listings include new construction. All sales, pending sales and active listings are classified as "for sale".
10. Rentals are excluded from all calculations including those referring to active and pending listings as well as month's supply of inventory. Therefore, figures may vary significantly from statistics reported elsewhere.
11. The data in this document was prepared and analyzed by Rosemary deButts (MIRM), REALTOR® and Housing Analyst.  
For questions about this report, please call or email Rosemary 540/338.2212 [rosemary@atokaproperties.com](mailto:rosemary@atokaproperties.com)  
For information on the Loudoun County housing market, please visit [www.housinganalyst.net](http://www.housinganalyst.net)

## Fredericksburg Area: Sales and Median Sales Prices

### Fredericksburg Area

Year	Total Sales		Median SP	
	Units	% Change	\$	% Change
2007	3,795	-22%	\$309,900	0%
2008	3,835	1%	\$254,000	-18%
2009	4,473	17%	\$203,000	-20%
2010	4,180	-7%	\$210,000	3%
2011	4,200	0%	\$199,900	-5%

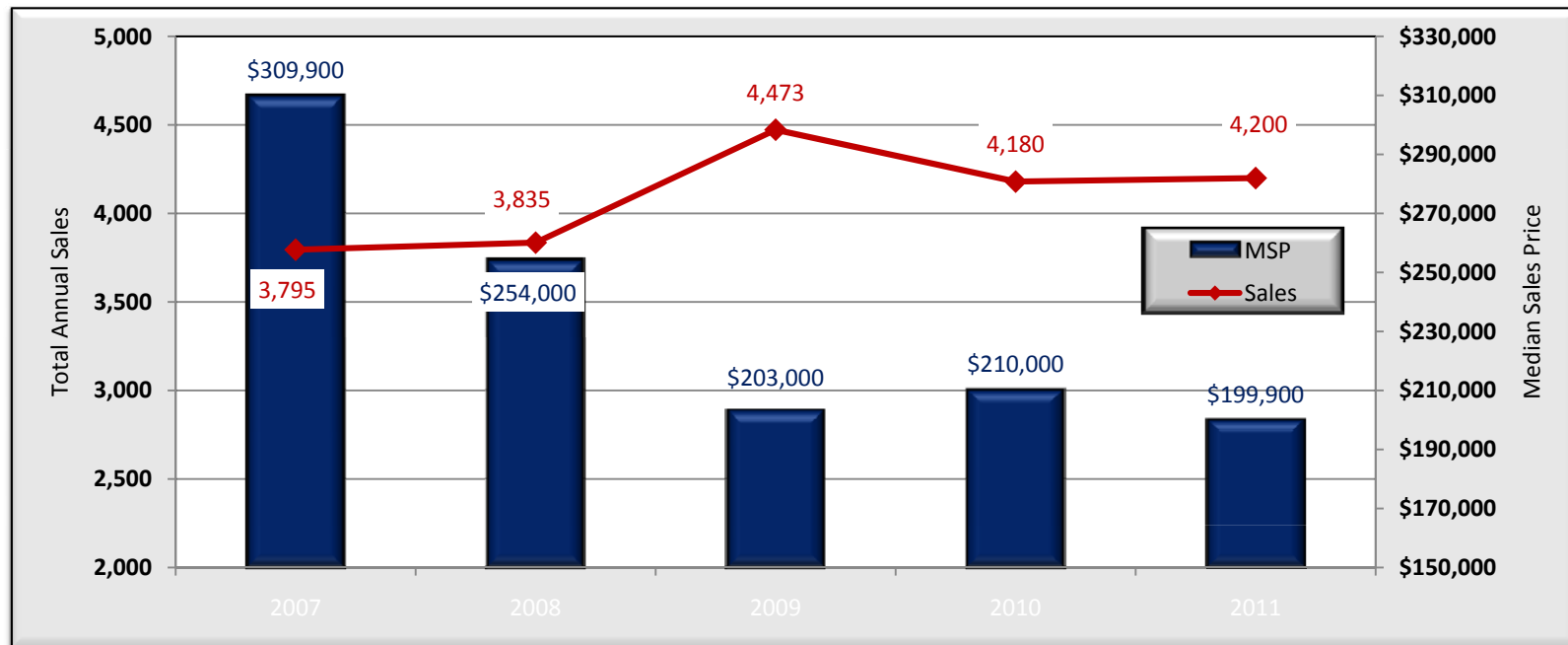
### Local Jurisdictions

Jurisdiction	Total Sales			Median SP		
	2010	2011	% Change	2010	2011	% Change
Caroline	344	353	3%	\$145,000	\$120,000	-17%
Fredericksburg	194	218	12%	\$226,000	\$210,000	-7%
King George	252	204	-19%	\$235,000	\$225,000	-4%
Spotsylvania	1,689	1,647	-2%	\$190,000	\$188,400	-1%
Stafford	1,701	1,778	5%	\$244,000	\$225,000	-8%

Source: MRIS, NSA

2011 Sales Annualized

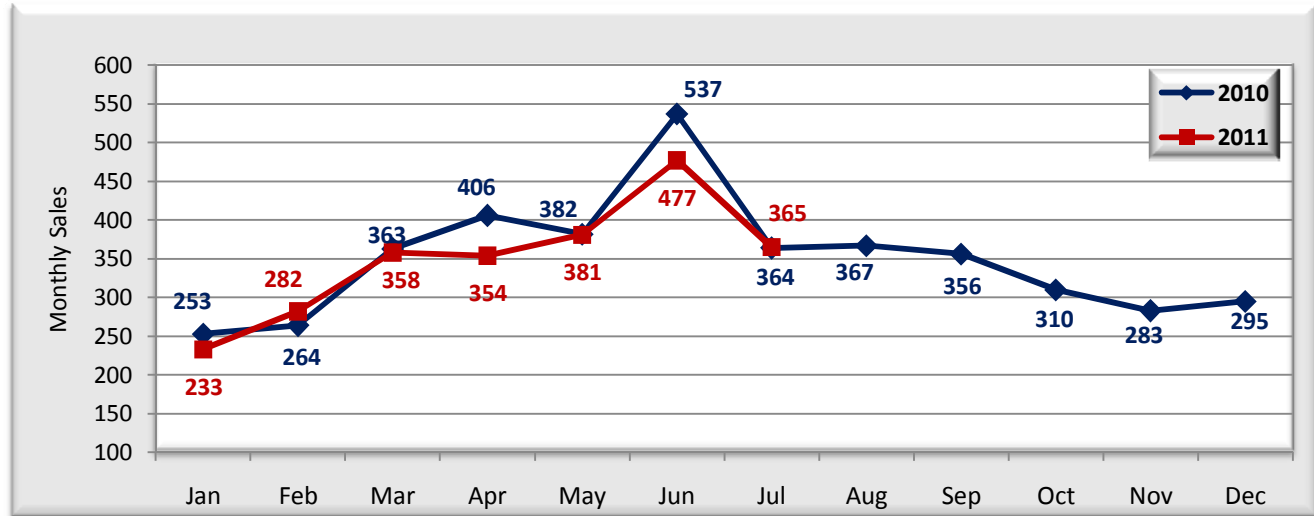
## Fredericksburg Area Existing Home Sales and Median Sales Prices: 2007 - 2011



Jul '11 vs. Jun '11	-23.5%
Jul '11 vs. Jul '10	0.3%
2011 Average	370
2010 Average	347
2009 Average	364
2008 Average	320
2007 Average	316

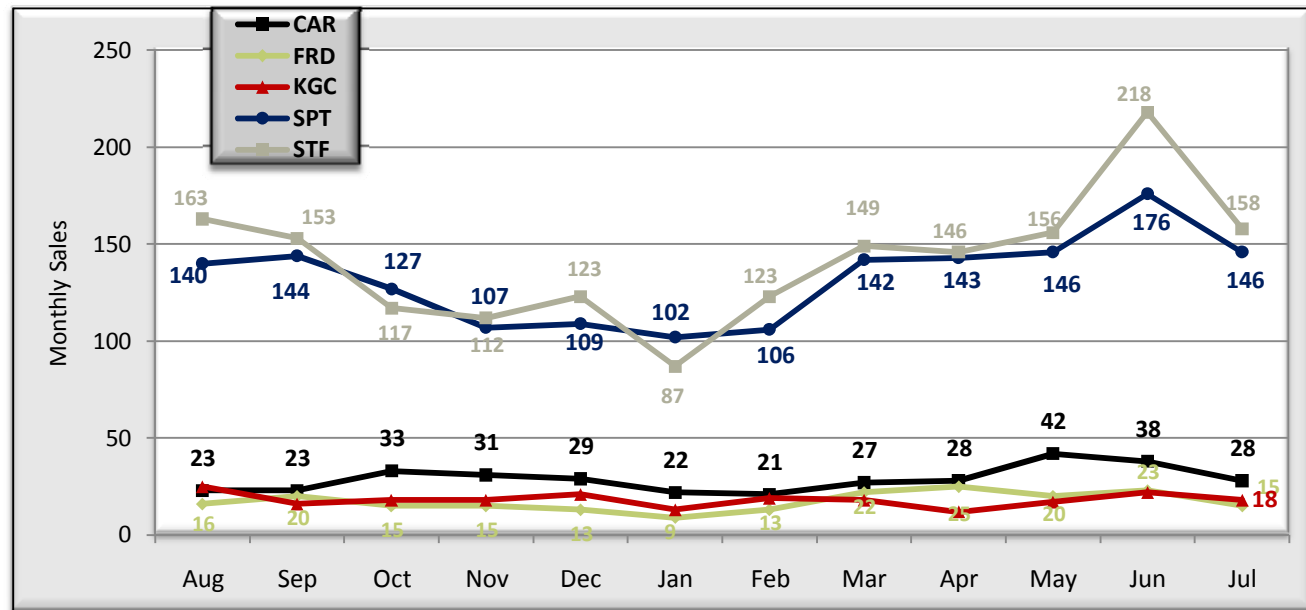
Spike represents expiration of First Time Buyer's Credit on June 30, 2010.

Monthly Sales: 2011 vs. 2010



	Jul 2011	MOM	MOY
Caroline		-26.3%	-9.7%
Fredericksburg		-34.8%	-6.3%
King George		-18.2%	20.0%
Spotsylvania		-17.0%	10.6%
Stafford		-27.5%	-7.1%

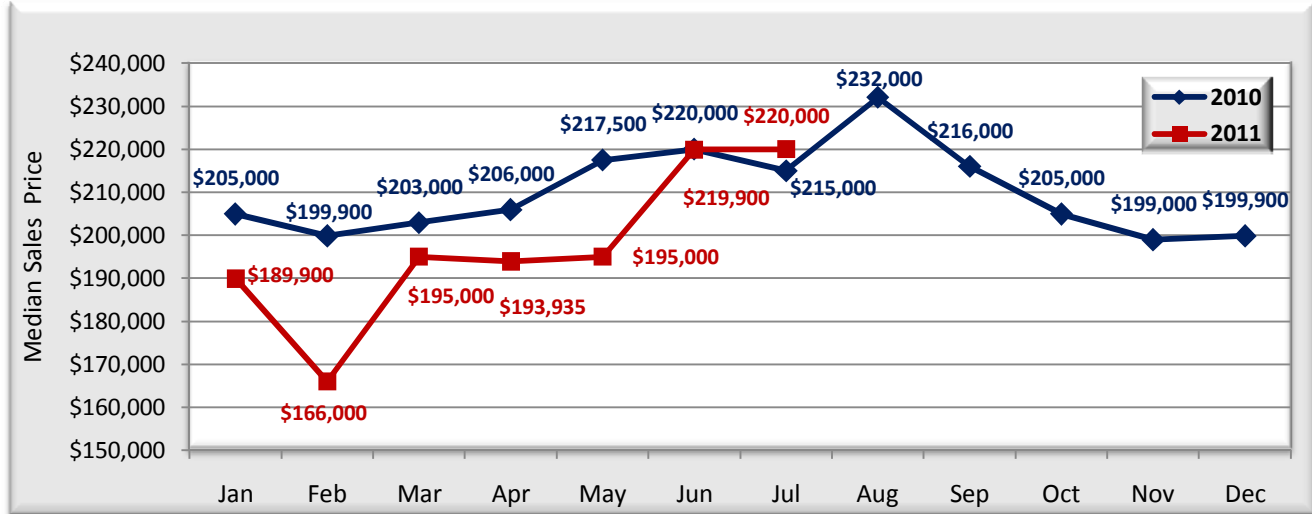
Local Sales: Last Twelve Months



Source: MRIS

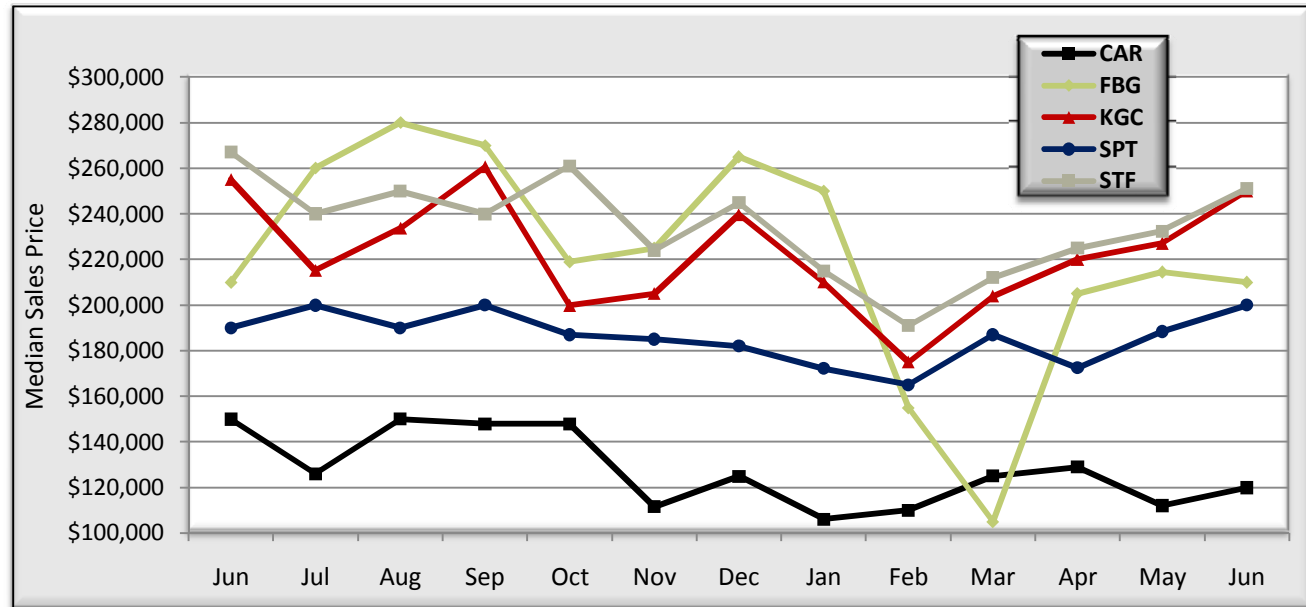
Jul '11 vs. Jun '11	0.0%
Jul '11 vs. Jul '10	2.3%
2011 YTD Median	\$199,900
2010 Annual Median	\$210,000
2009 Annual Median	\$203,000
2008 Annual Median	\$254,000
2007 Annual Median	\$309,900

Median Sales Price: 2011 vs. 2010



Jul 2011	MOM	MOY
Caroline	29.3%	23.0%
Fredericksburg	40.4%	13.4%
King George	0.0%	16.3%
Spotsylvania	-1.5%	-1.5%
Stafford	-1.3%	3.2%

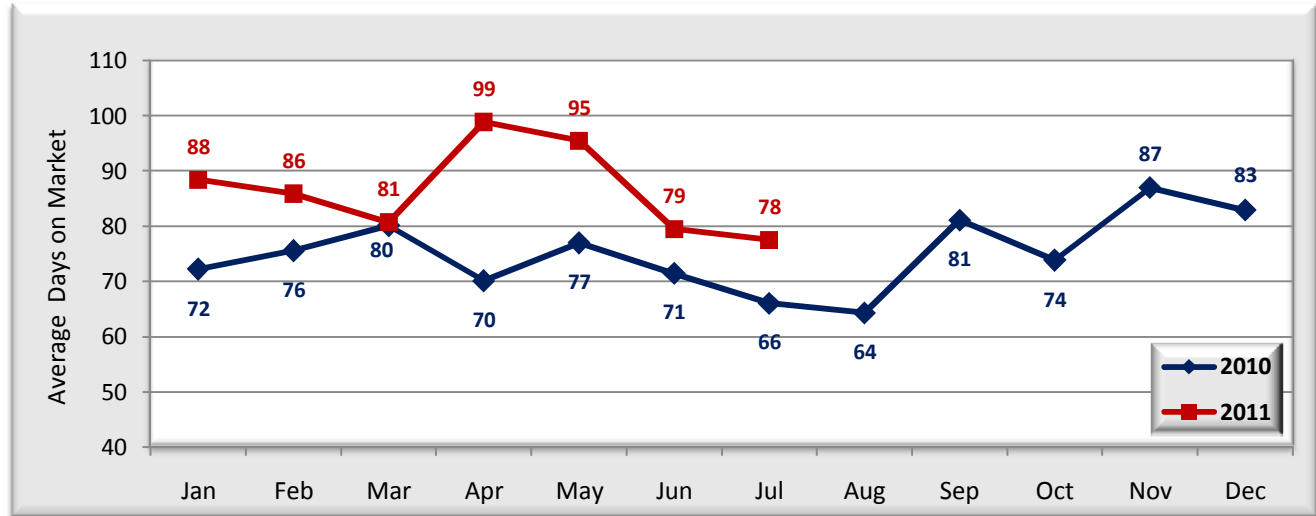
Local Median Sales Price: Last Twelve Months



Source: MRIS

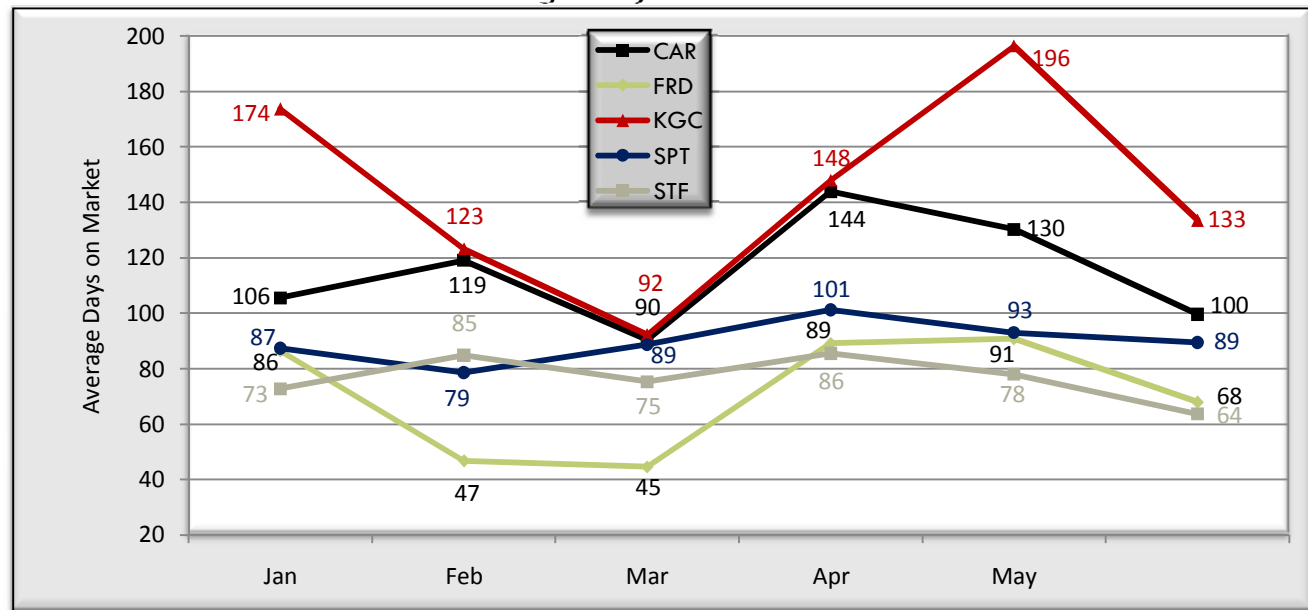
Jul '11 vs. Jun '11	-2.5%
Jul '11 vs. Jul '10	17.4%
2011 Average	86
2010 Average	76
2009 Average	97
2008 Average	130
2007 Average	122

Average Days on Market: 2011 vs. 2010



	Jul 2011	MOM	MOY
Caroline		7.2%	37.1%
Fredericksburg		-17.5%	-26.0%
King George		-14.7%	-9.4%
Spotsylvania		4.8%	46.5%
Stafford		-13.3%	-6.9%

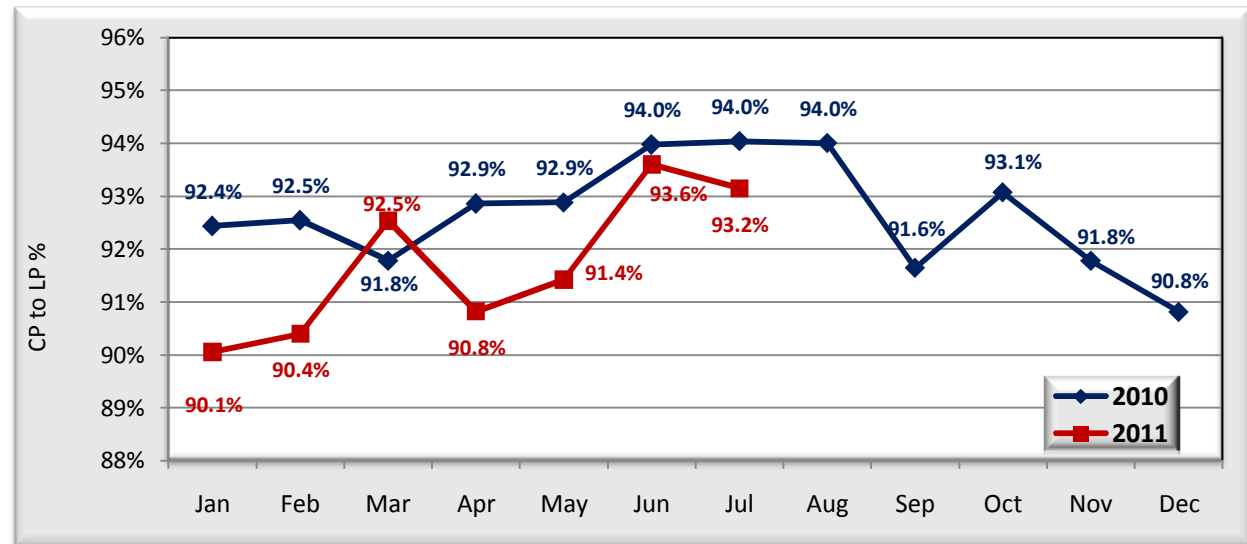
Local Average Days on Market: 2011



Source: MRIS

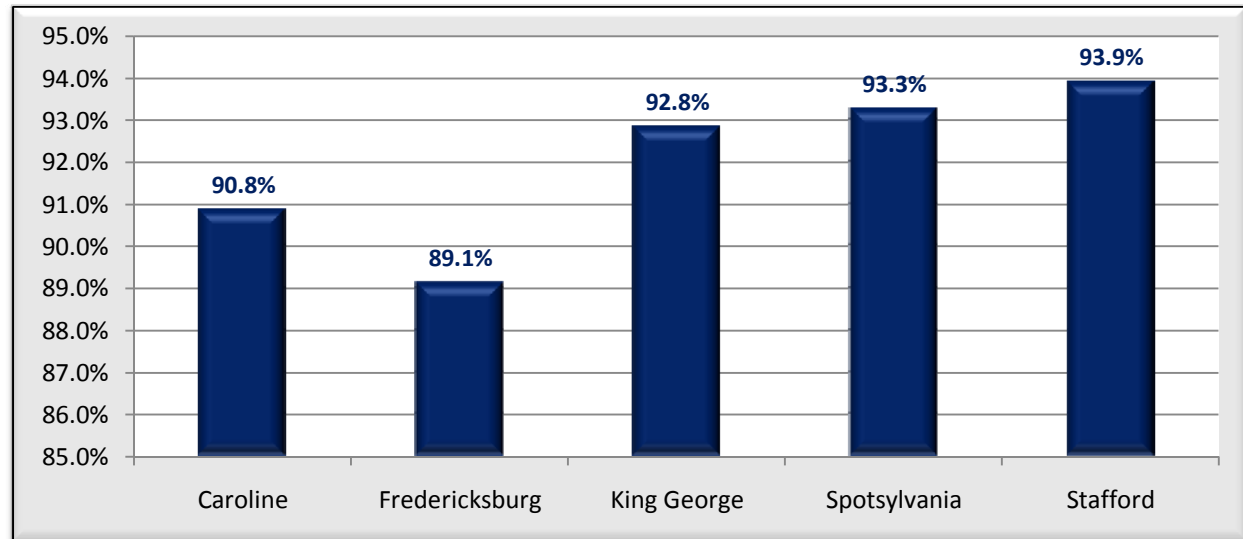
Jul '11 vs. Jun '11	-0.5%
Jul '11 vs. Jul '10	-0.9%
2011 Average	92.0%
2010 Average	92.5%
2009 Average	91.0%
2008 Average	89.3%
2007 Average	92.4%

*Avg Close Price to Avg Original List Price Ratio: 2011 vs. 2010*



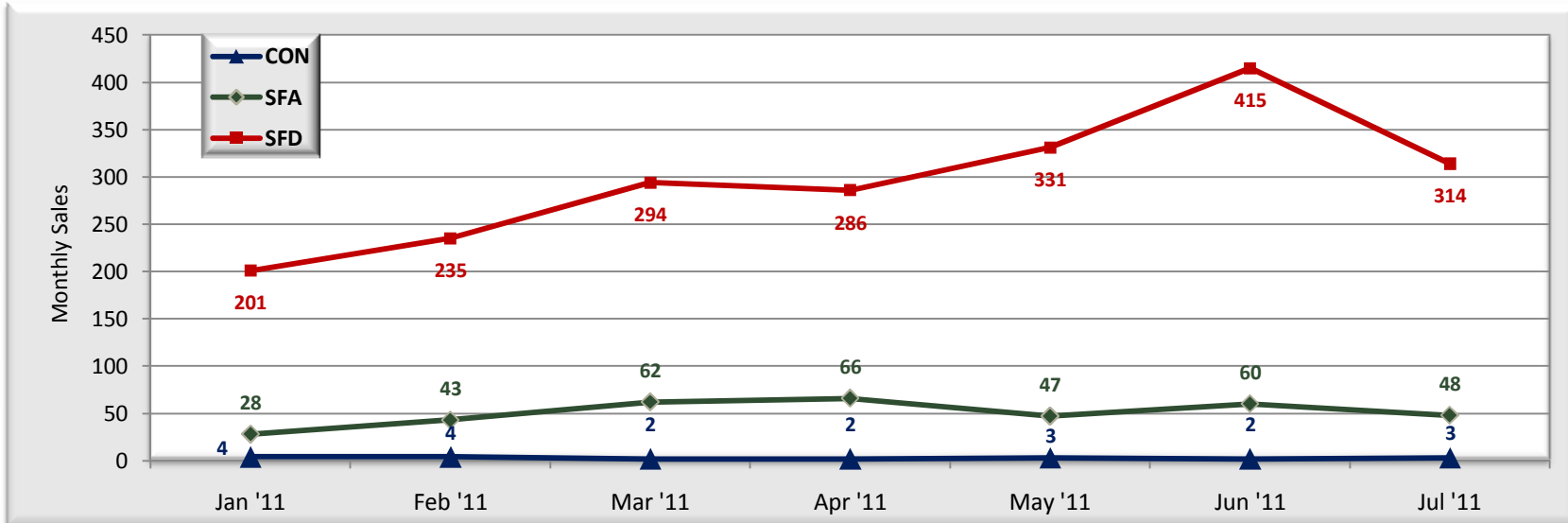
Jul 2011	MOM	MOY
Caroline	4.7%	-1.3%
Fredericksburg	-0.8%	-7.6%
King George	1.4%	-2.5%
Spotsylvania	0.3%	-0.1%
Stafford	-1.6%	-0.6%

*Avg Close Price to Avg Original List Price Ratio: Jul 2011*

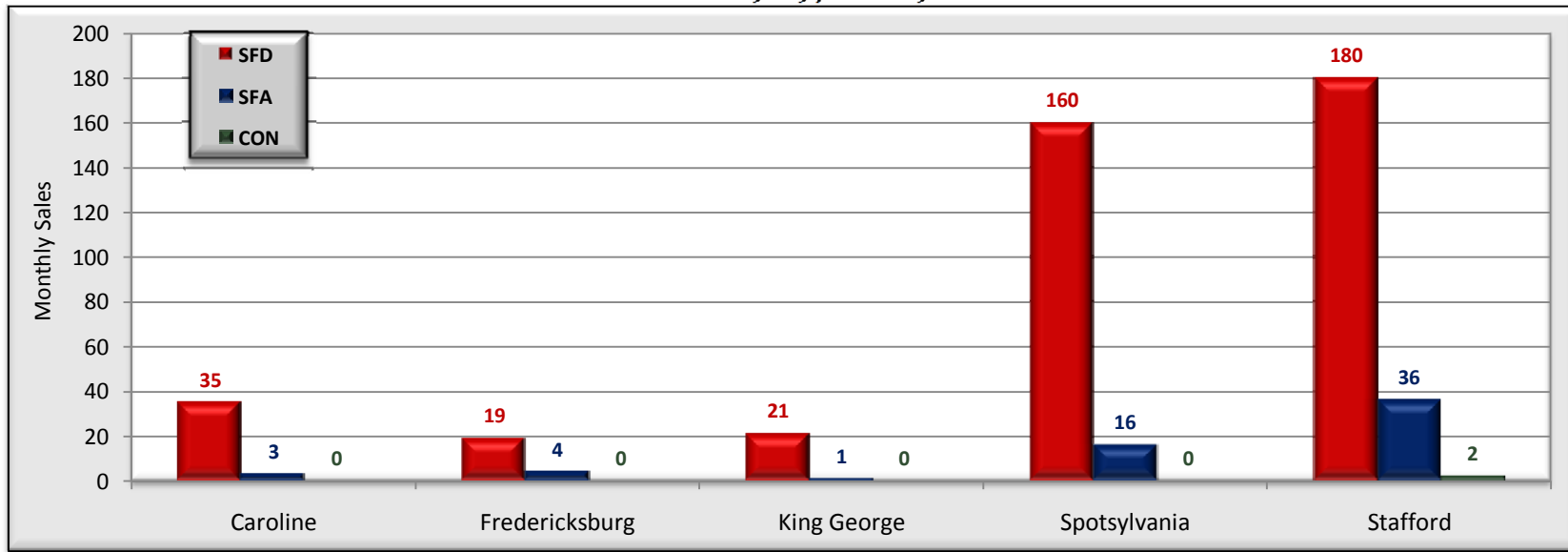


Source: MRIS

Monthly Sales by Type: 2011

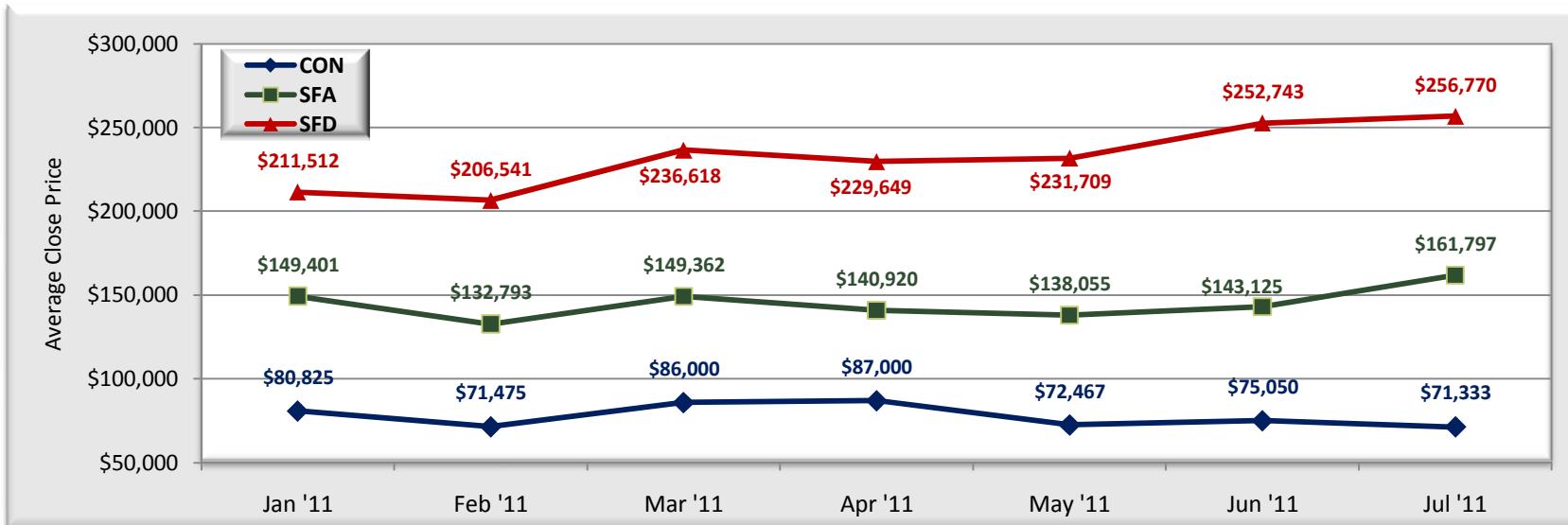


Local Sales by Type: July 2011

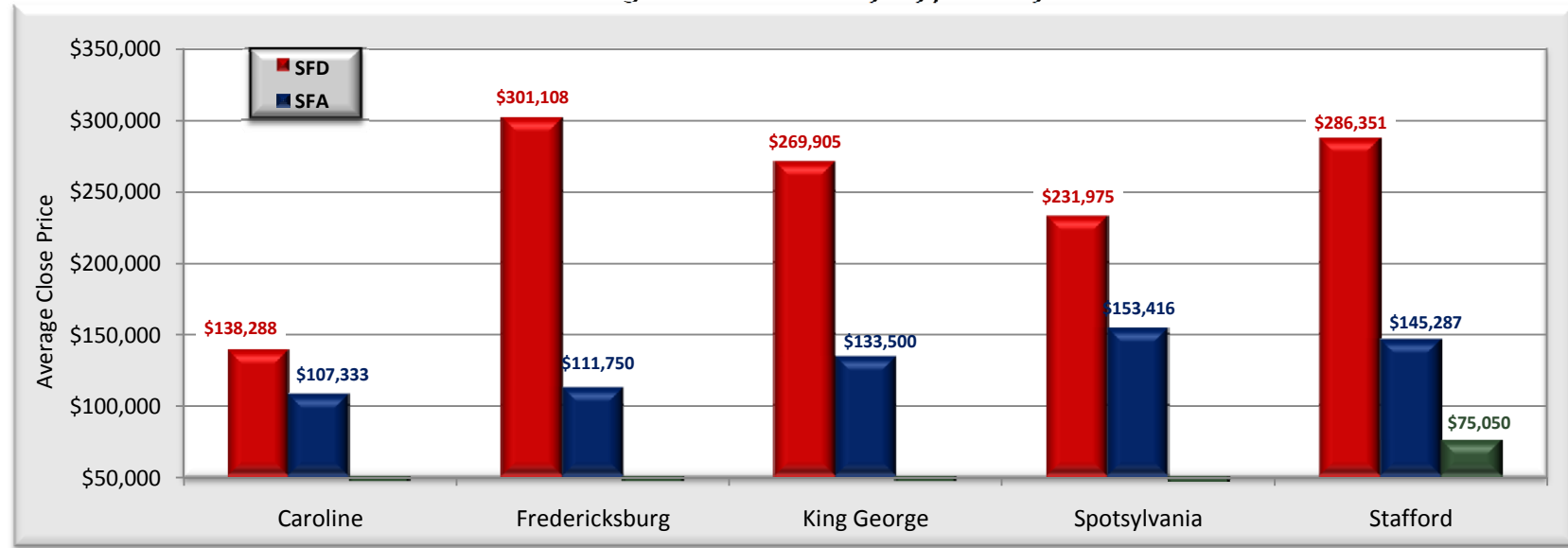


Source: MRIS

Average Close Price by Type: 2011



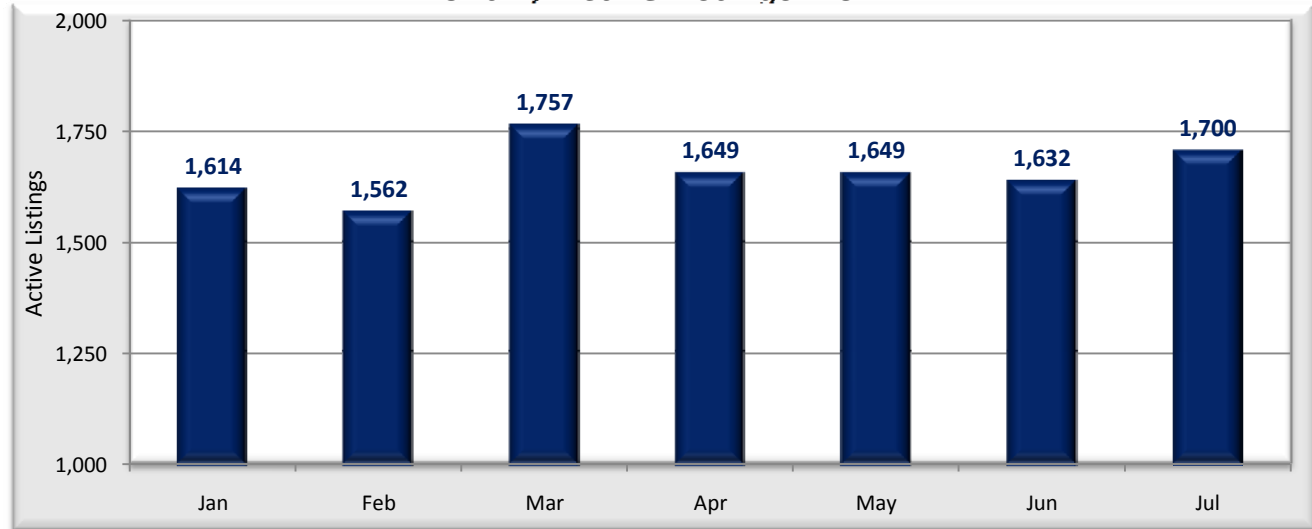
Local Average Close Price by Type: July 2011



Source: MRIS

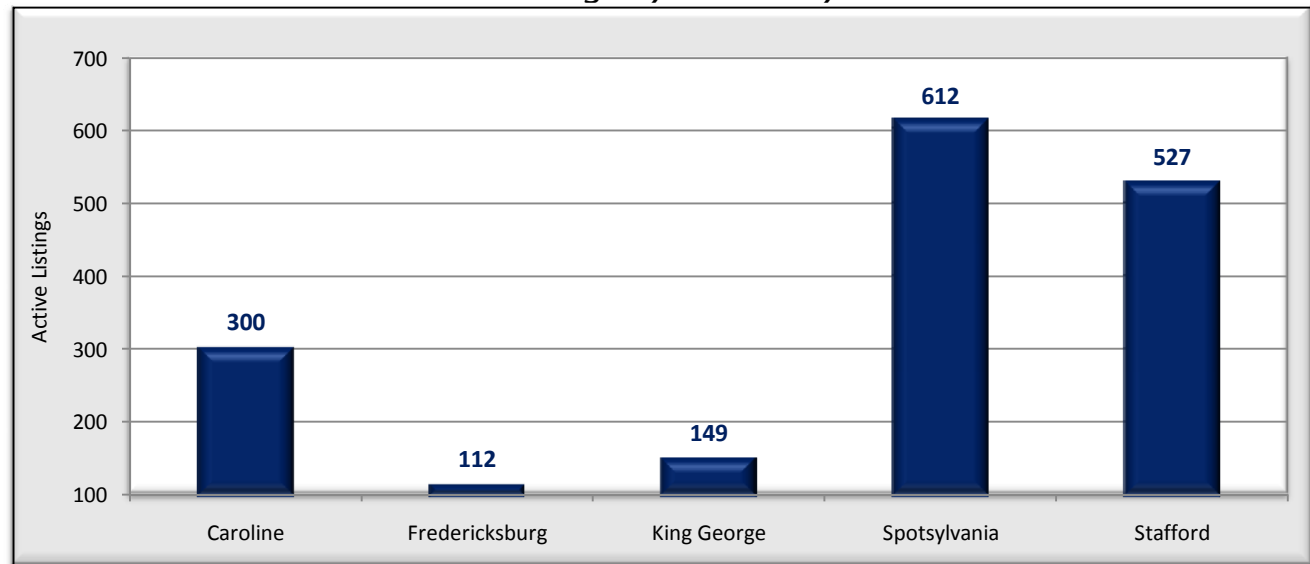
Jul '11 vs. Jun '11	4.2%
Jul '11 vs. Jul '10	NA
2011 Average	1,658

Monthly Active Listings: 2011



Jul 2011	MOM
Caroline	48.5%
Fredericksburg	-0.9%
King George	-0.7%
Spotsylvania	-3.2%
Stafford	-1.5%

Active Listings by Area: July 2011

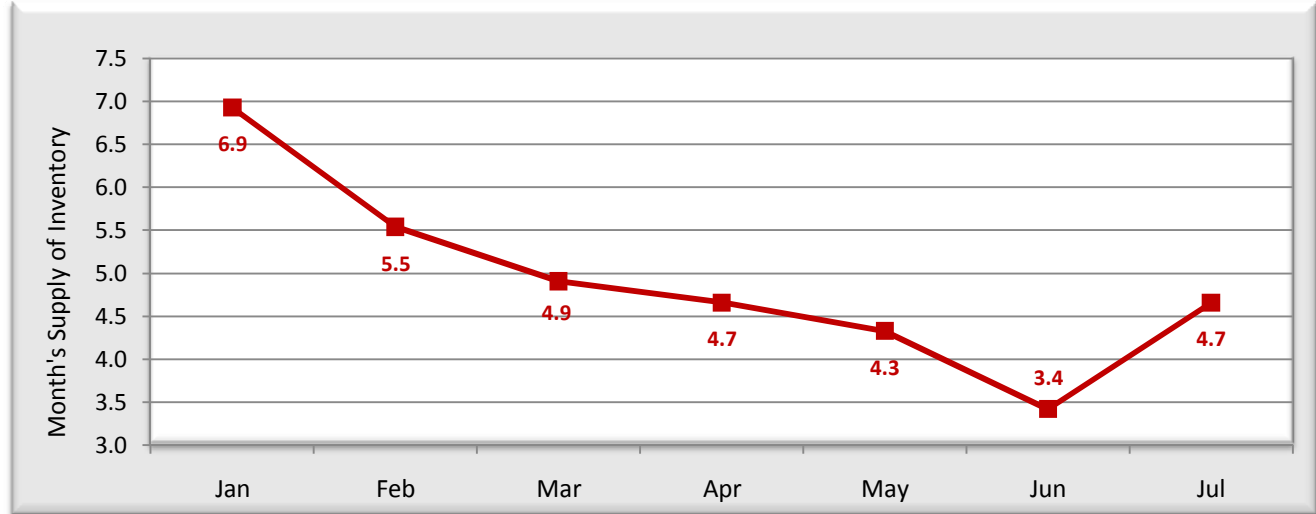


Excludes Rentals

Source: MRIS

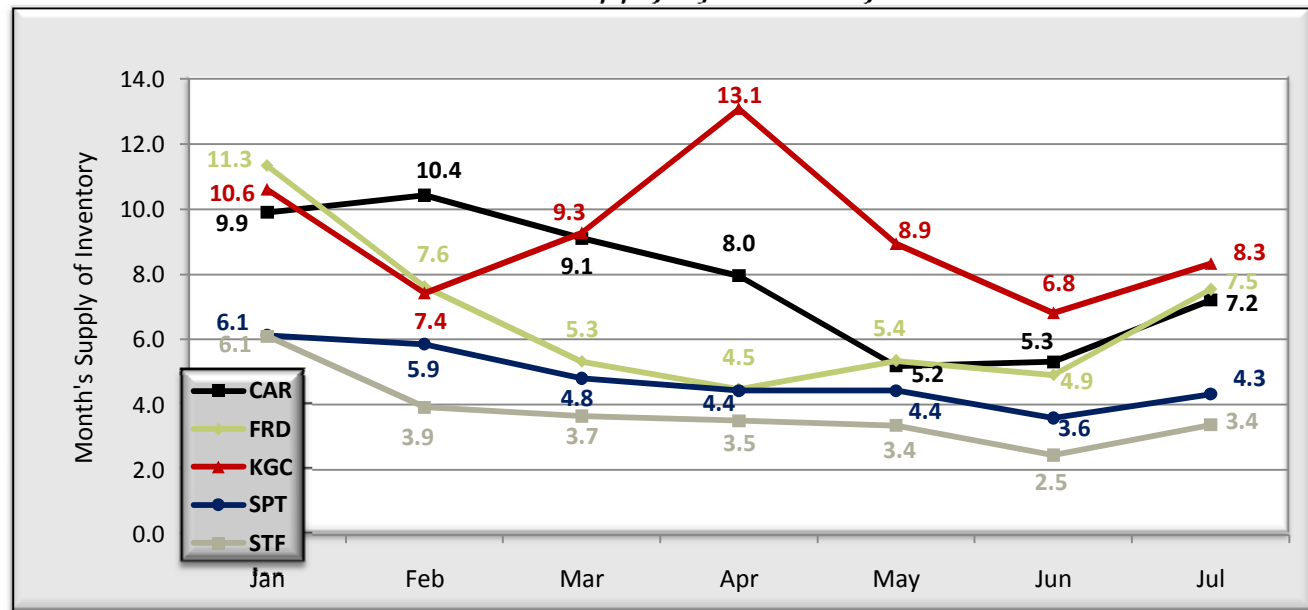
Jul '11 vs. Jun '11	36.1%
Jul '11 vs. Jul '10	NA
2011 Average	4.6

Month's Supply of Inventory: 2011



Jul 2011	MOM
Caroline	35.7%
Fredericksburg	53.3%
King George	22.2%
Spotsylvania	20.5%
Stafford	38.0%

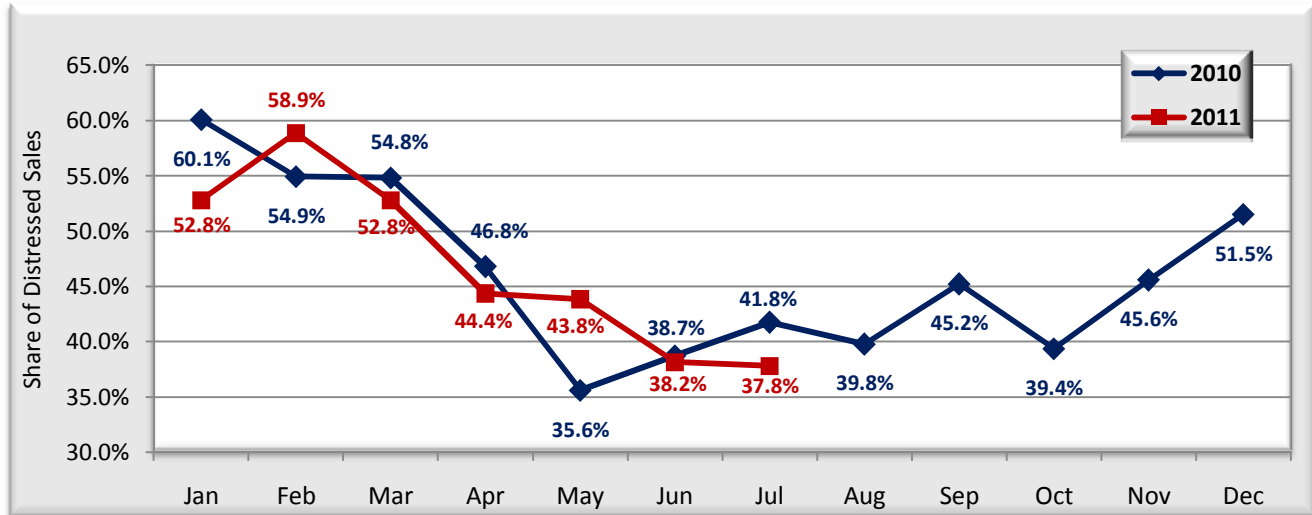
Local Month's Supply of Inventory: 2011



Source: MRIS

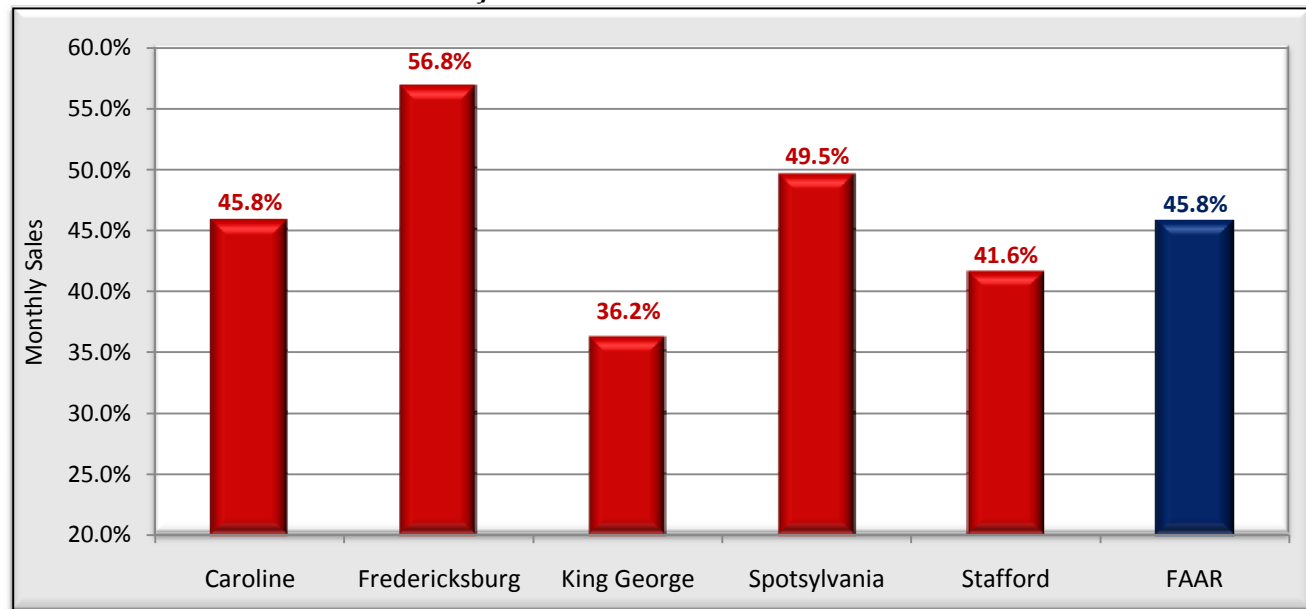
Jul '11 vs. Jun '11	-0.9%
Jul '11 vs. Jul '10	-9.5%
2011 Average	46.0%
2010 Average	45.6%
2009 Average	43.8%

Monthly Share of Distressed Sales: 2011 vs. 2010



Jul 2011	MOM	MOY
Caroline	-62.0%	-61.3%
Fredericksburg	53.3%	148.9%
King George	8.6%	-4.8%
Spotsylvania	-0.1%	-0.1%
Stafford	12.5%	-12.3%

Share of Distressed Sales: YTD 2011



Source: MRIS