



Fredericksburg
Area Association
of REALTORS®

FOR IMMEDIATE RELEASE

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The Fredericksburg Area Real Estate Market Continues to Post Impressive Gains in the 3rd Quarter of 2015

Fredericksburg, VA – (October 21, 2015) – *The following analysis of the Fredericksburg, Virginia area housing market has been prepared for the Fredericksburg Area Association of REALTORS® based on analysis of MRIS multiple listing data by RealEstate Business Intelligence, LLC (RBI).*

The strong showing in the Fredericksburg area market, which began in the second quarter, continued to build steam throughout the third quarter. The 1,558 new contracts ratified was the highest third quarter level seen in ten years. The number of sellers entering the market during the third quarter was also at its highest since the third quarter of 2008, exceeding both the five-year and ten-year third quarter average new listings levels of 2,080 and 2,140 respectively. The third quarter new inventory level was on par with last year's third quarter new listings level of 2,199.

At \$265,000, the median sale price in the third quarter increased 3.9% from its year ago level (\$255,000) but showed an expected seasonal tapering of 1.8% from the previous quarter's level of \$269,950. The 1,460 total units sold in the third quarter increased 10.8% from their year ago levels (1,318 sales). At \$412,720,556, the total sold dollar volume was the highest third quarter level since 2006, representing a 9.0% increase over the 2014 third quarter level of \$361,347,994.

The median Days on Market (DOM), the number of days from when a listing enters the market until it obtains a ratified purchase contract, decreased from 40 days in the third quarter of 2014 to 35 days in the third quarter of 2015. This 12.5% decrease is lower than the ten-year average of 40 days and is equal to the five-year average third quarter level of 35 days. Looking ahead to the fourth quarter, days on market will most likely increase slightly in accordance with established seasonal patterns.

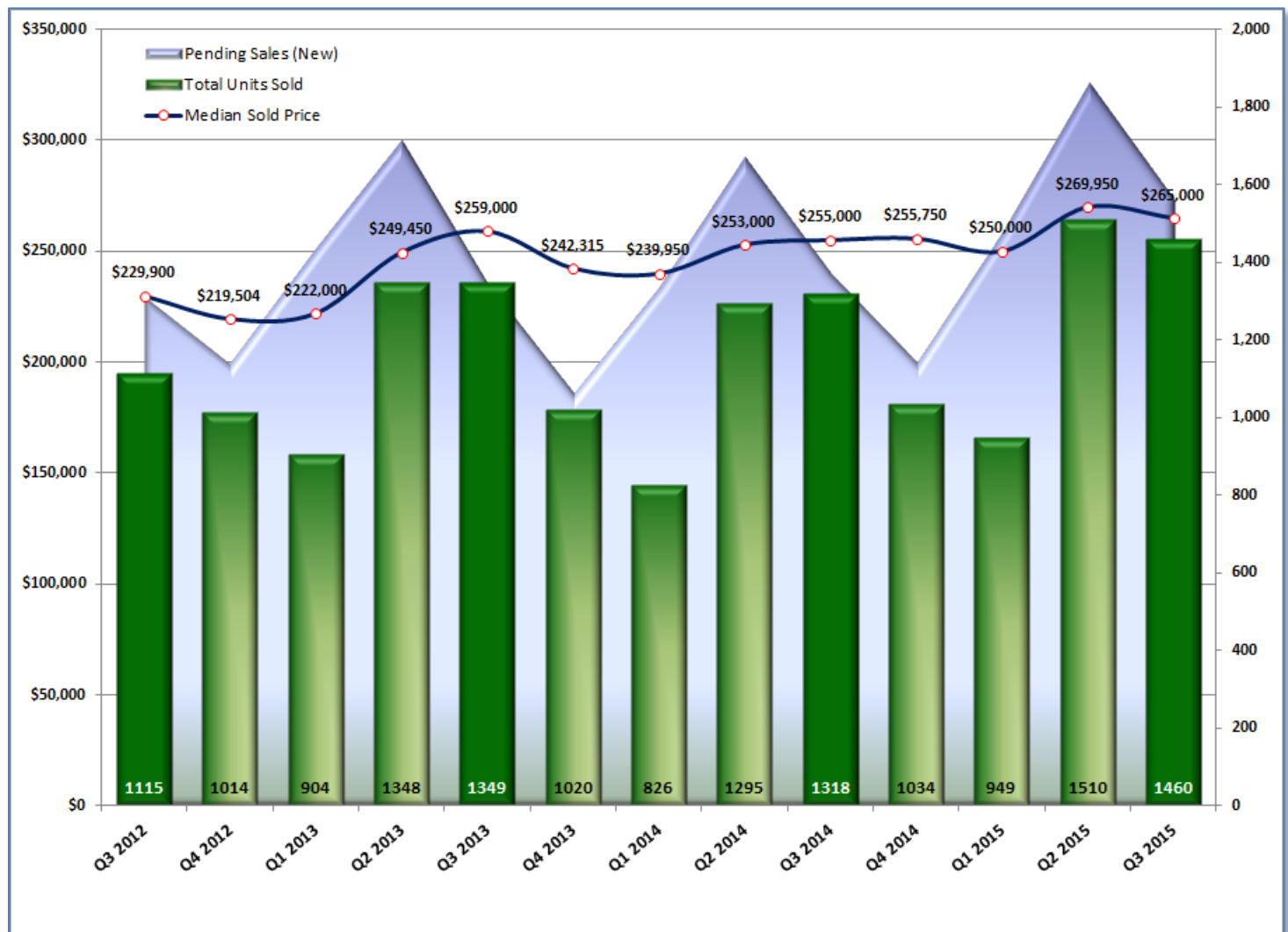
"We are now seeing three different markets in the Fredericksburg area, whereas earlier this year we were experiencing only two markets," states FAAR President Brooke Miller. "Homes selling for less than \$300,000 are experiencing a seller's market, where homes are selling quickly and many sellers receive multiple offers. Homes selling between \$300,000 and \$400,000 are experiencing a neutral market with average days on the market and most likely just one offer in a reasonable amount of time. Homes selling above \$400,000 are experiencing a strong buyer's market. It's taking more time to sell and homes are typically selling for less than their listing price. There are so few buyers in this higher price range, that being 'on the market' when that one potential buyer decides to buy is a very important strategy."

About the Fredericksburg Area Association of REALTORS®

Founded in 1957, the Fredericksburg Area Association of REALTORS® is the trade association for more than 1,400 REALTOR® and affiliate members serving the areas noted above. Members also work in the surrounding counties of Westmoreland, Louisa, Orange and Prince William and in Northern Virginia. FAAR strongly supports the availability of

affordable housing for all market segments and supports government policies designed to enhance homeownership opportunities. For more information about FAAR, visit www.faarmembers.com or contact Kim McClellan, Government Affairs Director at kmcclellan@faarmembers.com or 540-373-7711.

Quarterly Home Sales Index - Fredericksburg Area Association of REALTORS® Q3 - 2015



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