DATA AS OF September 6, 2023

August 2023 Market Report
North Central Virginia

North Central VA Market Key Findings

Demand Continues to Outpace Supply in North Central VA
There's little relief for prices or market pacing

New listings in August 2023 decreased 23.5% compared to last year. Meanwhile new pending sales were also lower, but the difference was 18.5%. As demand outpaces supply, inventory continues to trend lower.

There were 2,218 active listings at the end of August in North Central Virginia. While some areas in the Mid-Atlantic have returned to inventory growth, North Central Virginia's market had another decline. For the 4th month in a row, active listings decreased year-over-year, down 17.6% in August. Active listings were approximately 41% of the amount on the market at the end of August 2019 before low mortgage rates created a buying frenzy.

Transaction activity is not as robust today. Closed sales were 21.7% lower than last year. Despite lower activity, the market is still speedy. In August 2023, the median days on market in North Central Virginia was down to 8 days. Nearly half of homes sold in about a week prompting buyers to make quick decisions.

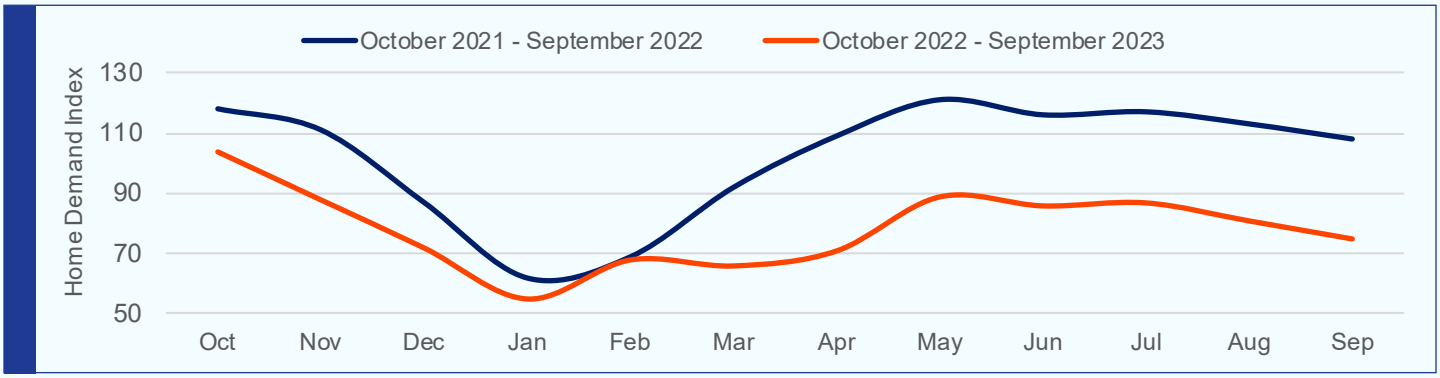
	August 2023		vs. August 2022
Closed sales	1,490	▼	-21.7%
Median sales price	$470,000	▲	+5.6%
Median days on market	8	▼	-4 days
New pending sales	1,433	▼	-18.5%
New listings	1,646	▼	-23.5%
Active listings	2,218	▼	-17.6%
Months of supply	1.58	▲	+16.2%
Showings	23,548	▼	-24.3%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), demand in North Central Virginia continues to be Slow in September. Currently at 75, market conditions have indicated Slow (70-89) for the past 11 months.

Last year demand in North Central Virginia was labeled as Steady when the HDI was 108.

Bright MLS T3 Home Demand Index



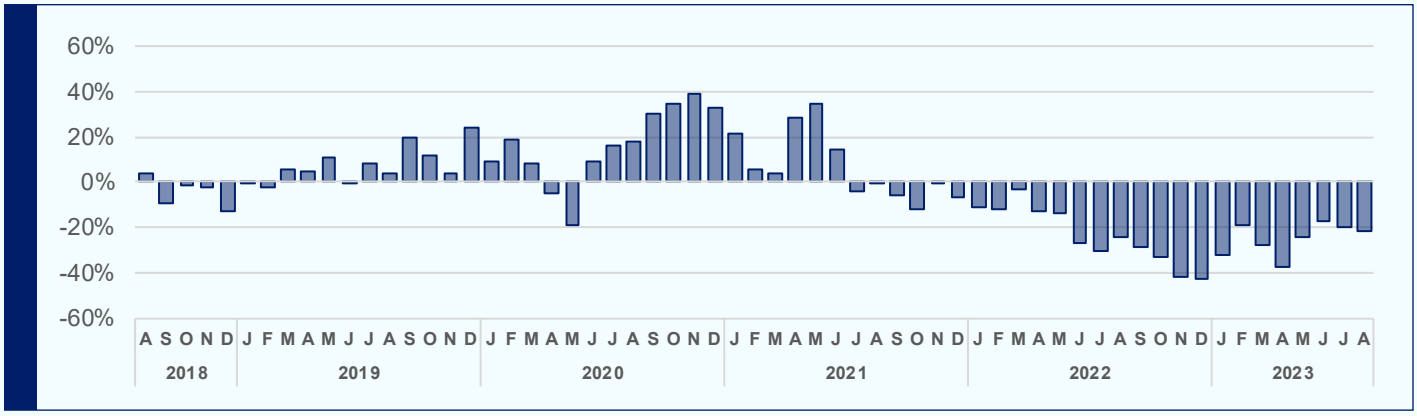
Market Outlook

Low inventory continues to hold back the market in North Central Virginia and the tide isn't likely to turn. New listings were 23.5% lower than last year in August. Earlier in the year new listings were 30-40% below their 2022 counterparts. Demand has weakened, but persistent buyers are still eating into inventory even amidst higher prices and 7%+ mortgage rates.

Demand in the fall and winter will likely cool further. However, even if supply begins to outpace demand, the deficit of inventory will keep prices firm and the days on market, while not as intense, will be quick, especially compared to a more typical market like 2019.

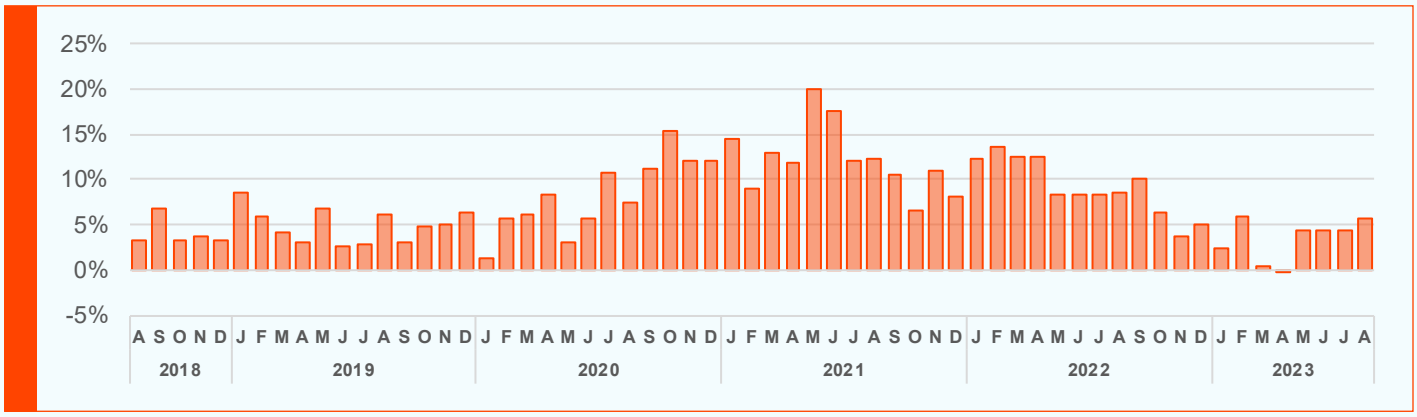
Closed Sales Year-Over-Year Change

There were 1,490 closed sales in the North Central Virginia region the month of August 2023. This is 21.7% lower than the same time last year, and attached homes saw the greatest decrease over other home types at 29.7%.



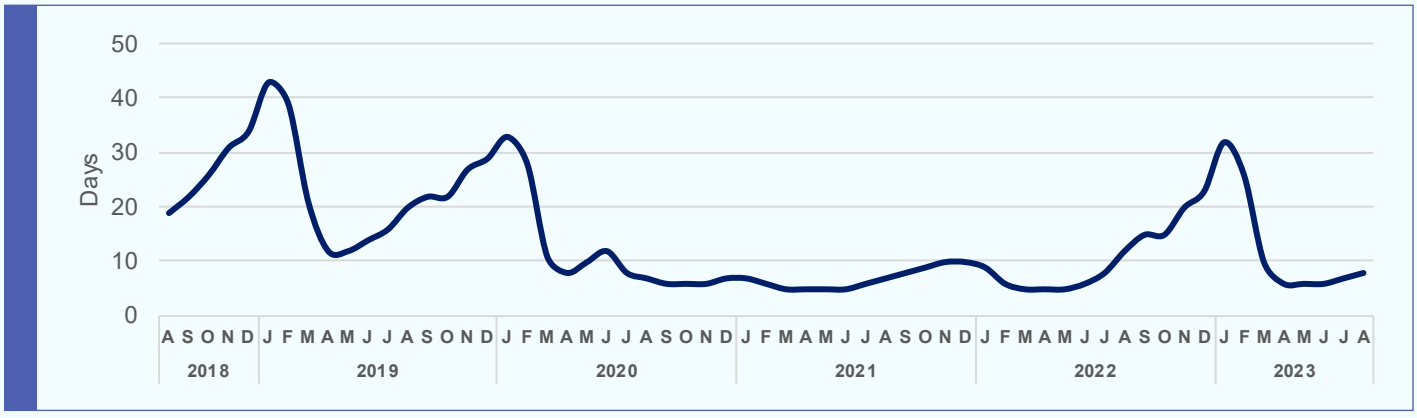
Median Sale Price Year-Over-Year Change

The median sales price for August was $470,000, which is another uptick year-over-year by 5.6%. Also, the price is only $5,000 less than the recent high in May and June 2023. The median price is relatively flat from last month overall for all home types.



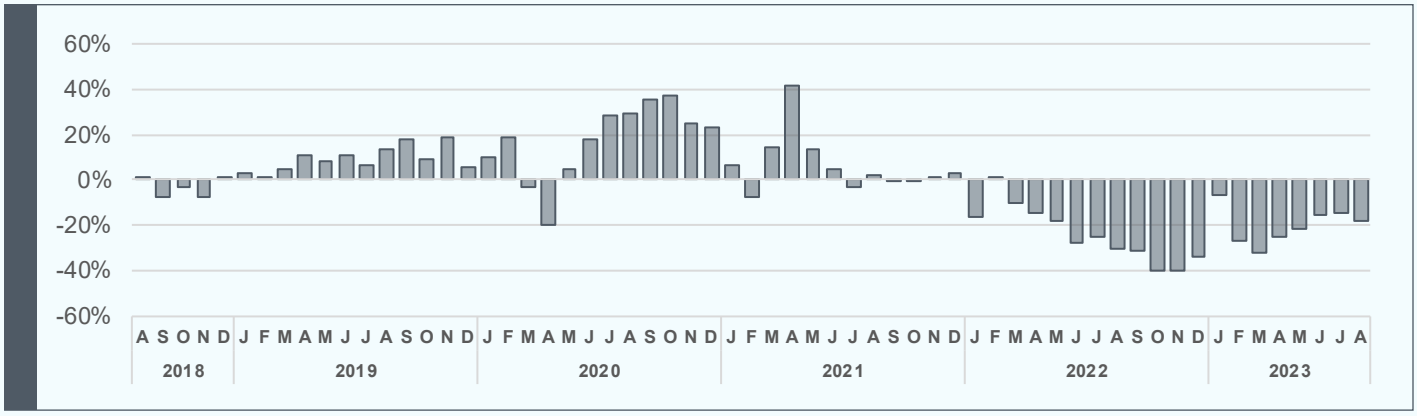
Median Days on Market

The median days on market is up one day overall from last month to 8. The median days on market fell from a year ago, the second month in a row with year-over-year decreases overall. Detached homes are the only home type to have an increase year-over-year (+2 days).



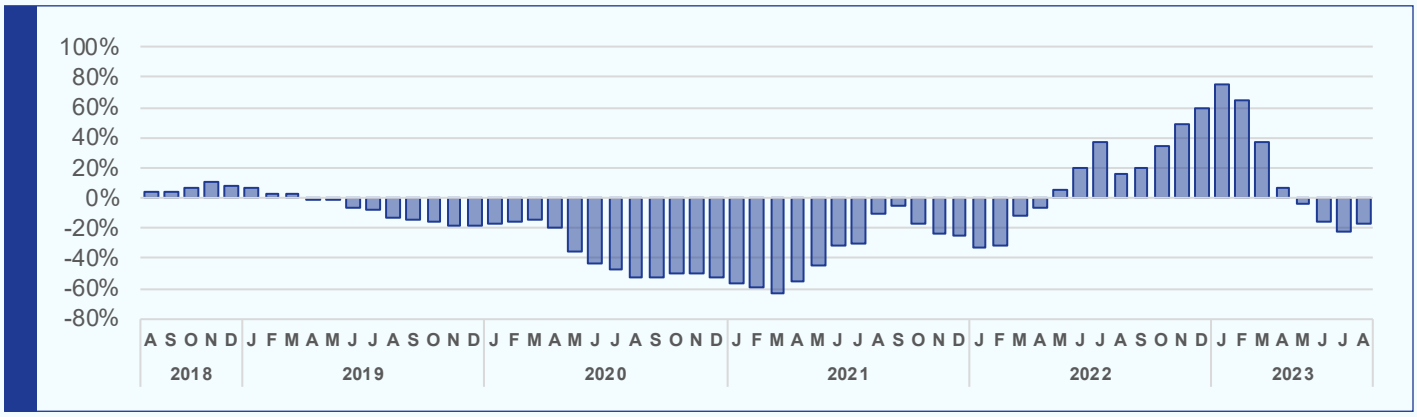
New Pending Sales Year-Over-Year Change

There were 1,433 pending sales in North Central Virginia in August 2023. This is 18.5% lower than pending levels this time last year. From last month, there was also another dip in pending sales by 10.7% overall.



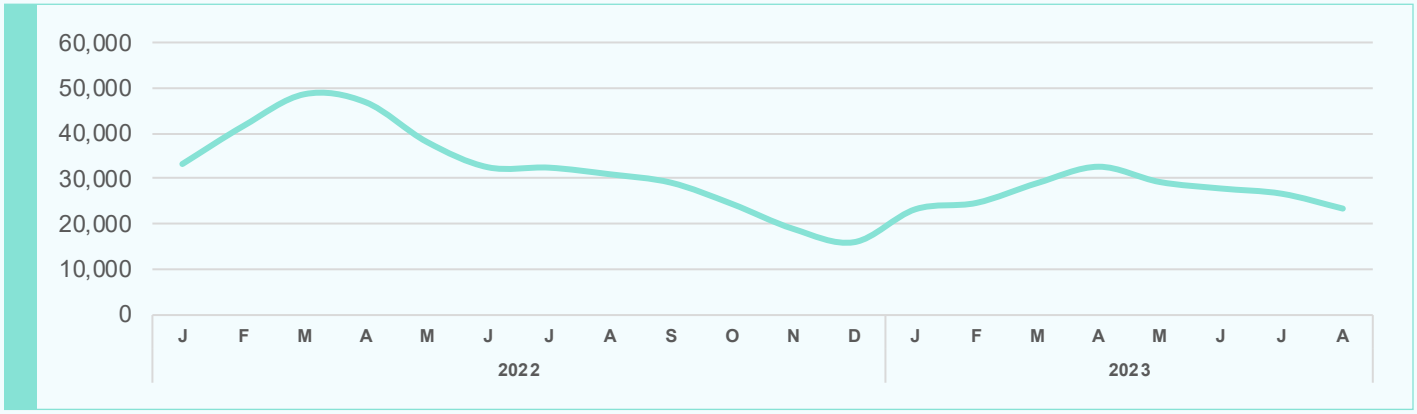
Active Listings Year-Over-Year Change

North Central Virginia had 2,218 listings in August, which is 17.6% lower than levels this time last year. This is the 4th month in a row with year-over-year decreases,. Inventory is just 41% of what it was in August 2019, a more typical year. This low supply will continue to put a strain on buyers.



Showings

In August, there were 23,548 showings in North Central Virginia, which is 24.3% lower than August of last year. This is also the 4th month in a row of decreases month-over-month, with showing decreasing by 12.2% between July and August.



Local Markets

Every jurisdiction in North Central Virginia had a year-over-year increase in their median sale price. Of the counties with more than 100 closed sales, Frederick County and Spotsylvania County had double-digit price gains, increasing 10.9% and 10.7%, respectively.

Prices will likely continue increasing or will hold steady since inventory continued to be tight in August. At the end of the month, most counties had lower active listings than in the previous year. Five jurisdictions, Clarke, Fauquier, Orange, Page, and Winchester City, had increases in inventory compared to last year.

Still, the push and pull between weakened demand and limited supply is keeping the market tight. The median days on market for buyers in Frederick County was 12 days. Spotsylvania and Stafford were a bit quicker at 11 and 10 days. Prince William County had one of the quickest times on market at only one week (7 days) in August 2023.



CLOSED SALES

	August 2023	vs. August 2022
Caroline County, VA	43	-35.8%
Clarke County, VA	17	+13.3%
Culpeper County, VA	51	+41.7%
Fauquier County, VA	65	-31.6%
Frederick County, VA	129	-18.4%
Fredericksburg City, VA	26	-42.2%
King George County, VA	37	-11.9%
Madison County, VA	16	+128.6%
Manassas City, VA	51	-8.9%
Manassas Park City, VA	21	+31.3%
Orange County, VA	79	+1.3%
Page County, VA	23	-20.7%
Prince William County, VA	456	-25.5%
Rappahannock County, VA	5	-28.6%
Shenandoah County, VA	52	-43.5%
Spotsylvania County, VA	164	-27.1%
Stafford County, VA	167	-28.6%
Warren County, VA	58	+0.0%
Winchester City, VA	30	-6.3%
North Central VA	**1,490**	**-21.7%**

MEDIAN SALES PRICE

	August 2023	vs. August 2022
Caroline County, VA	$330,000	+3.5%
Clarke County, VA	$510,000	+8.7%
Culpeper County, VA	$468,000	+16.4%
Fauquier County, VA	$595,000	+11.2%
Frederick County, VA	$429,900	+10.9%
Fredericksburg City, VA	$525,000	+28.4%
King George County, VA	$450,000	+7.2%
Madison County, VA	$382,500	+9.9%
Manassas City, VA	$479,000	+11.4%
Manassas Park City, VA	$440,000	+25.7%
Orange County, VA	$400,000	+5.3%
Page County, VA	$295,000	+2.1%
Prince William County, VA	$551,500	+9.0%
Rappahannock County, VA	$680,000	+2.5%
Shenandoah County, VA	$323,000	+10.4%
Spotsylvania County, VA	$472,500	+10.7%
Stafford County, VA	$499,990	+1.7%
Warren County, VA	$386,500	+7.3%
Winchester City, VA	$359,950	+13.9%
North Central VA	**$470,000**	**+5.6%**



Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	August 2023	vs. August 2022	August 2023	vs. August 2022	August 2023	vs. August 2022
Caroline County, VA	54	+12.5%	51	-26.1%	10	-4 days
Clarke County, VA	23	+53.3%	19	-17.4%	17	-3 days
Culpeper County, VA	53	+20.5%	57	-14.9%	8	-6 days
Fauquier County, VA	79	-7.1%	96	-7.7%	11	+1 day
Frederick County, VA	116	-18.3%	131	-17.6%	12	+1 day
Fredericksburg City, VA	25	-24.2%	27	-32.5%	6	-15 days
King George County, VA	44	+69.2%	46	-4.2%	11	-4 days
Madison County, VA	12	-7.7%	16	-11.1%	13	+0 days
Manassas City, VA	34	-35.8%	34	-42.4%	6	-9 days
Manassas Park City, VA	10	-61.5%	10	-64.3%	6	-5 days
Orange County, VA	71	+20.3%	96	+60.0%	15	+2 days
Page County, VA	23	-30.3%	32	-8.6%	10	-4 days
Prince William County, VA	437	-27.2%	485	-35.6%	7	-5 days
Rappahannock County, VA	6	+100.0%	4	-50.0%	14	-11 days
Shenandoah County, VA	45	-13.5%	50	-24.2%	11	-4 days
Spotsylvania County, VA	164	-14.1%	194	-18.1%	10	+0 days
Stafford County, VA	163	-30.3%	189	-29.5%	11	-1 day
Warren County, VA	55	-20.3%	72	+1.4%	10	+1 day
Winchester City, VA	19	-40.6%	37	-7.5%	8	-10 days
North Central VA	**1,433**	**-18.5%**	**1,646**	**-23.5%**	**8**	**-4 days**

Local Markets Continued

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	August 2023	vs. August 2022	August 2023	vs. August 2022
Caroline County, VA	85	-23.4%	2.18	-5.6%
Clarke County, VA	33	+17.9%	2.20	+57.1%
Culpeper County, VA	100	-13.8%	2.13	+17.7%
Fauquier County, VA	168	+26.3%	2.43	+81.3%
Frederick County, VA	219	-7.2%	2.01	+24.1%
Fredericksburg City, VA	39	-15.2%	1.56	+12.2%
King George County, VA	71	-23.7%	2.37	-8.1%
Madison County, VA	30	-9.1%	3.00	+18.1%
Manassas City, VA	45	-30.8%	1.10	-5.2%
Manassas Park City, VA	12	-53.8%	0.80	-35.5%
Orange County, VA	146	+12.3%	2.75	+60.8%
Page County, VA	64	+20.8%	2.91	+20.7%
Prince William County, VA	456	-37.3%	1.01	-7.3%
Rappahannock County, VA	23	-20.7%	3.83	+18.9%
Shenandoah County, VA	78	-17.9%	1.50	+10.3%
Spotsylvania County, VA	274	-4.5%	1.77	+41.6%
Stafford County, VA	233	-25.3%	1.27	+7.6%
Warren County, VA	88	-25.4%	1.69	-8.2%
Winchester City, VA	54	+1.9%	2.16	+22.0%
North Central VA	**2,218**	**-17.6%**	**1.58**	**+16.2%**

Hundreds of Dollars More A Month

After hovering in the mid-6's for months, the 30-year fixed mortgage rate surpassed 7% in the middle of August.

The difference between a 6% and 7% rate means hundreds of dollars to a buyer each month. Using the median sale price of $470,000 for North Central Virginia, the difference in a monthly payment is $278.

Not only does a mortgage rate at this level impact affordability, but it also creates a mental burden. Mortgage rates have surpassed their high from November 2022 and are the highest in two decades.

While buyers may think enough is enough, sellers are also holding back too, which will keep prices firm.

Local Markets Continued

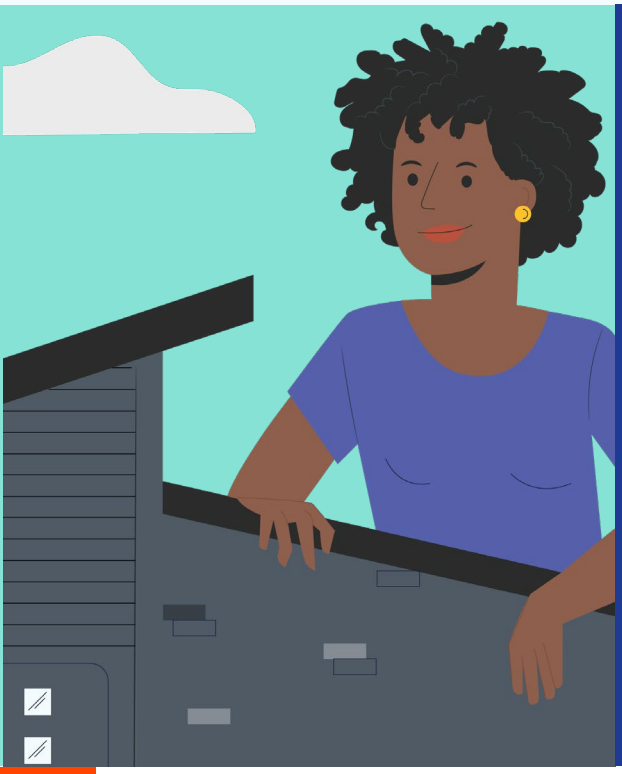
	SHOWINGS		HOME DEMAND INDEX	
	August 2023	vs. August 2022	September 2023	vs. September 2022
Caroline County, VA	432	-13.4%	68	-24.4%
Clarke County, VA	295	+46.0%	66	+20.0%
Culpeper County, VA	563	+4.8%	50	+0.0%
Fauquier County, VA	1,289	-7.3%	63	-11.3%
Frederick County, VA	1,417	-28.7%	68	-27.7%
Fredericksburg City, VA	324	-37.1%	68	-20.0%
King George County, VA	504	+28.6%	71	-10.1%
Madison County, VA	84	-36.4%	54	-16.9%
Manassas City, VA	911	-23.6%	100	-42.5%
Manassas Park City, VA	188	-62.9%	54	-68.8%
Orange County, VA	852	+57.2%	76	+20.6%
Page County, VA	276	-12.9%	57	-16.2%
Prince William County, VA	9,542	-23.4%	103	-36.8%
Rappahannock County, VA	59	-16.9%	26	-7.1%
Shenandoah County, VA	395	-40.4%	35	-27.1%
Spotsylvania County, VA	2,644	-24.8%	76	-29.0%
Stafford County, VA	2,628	-42.8%	81	-43.4%
Warren County, VA	803	-26.8%	63	-25.9%
Winchester City, VA	342	-32.7%	63	-36.4%
North Central VA	**23,548**	**-24.3%**	**75**	**-30.6%**

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read More about the HDI
homedemandindex.com



About Bright MLS

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2022, Bright subscribers facilitated $121B in real estate transactions through the company's platform. Learn more at Bright MLS.com.

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