DATA AS OF May 6, 2023

April 2023 Market Report
North Central Virginia

North Central VA Market Key Findings

Seasonal Uptick in Market Activity, but Still Slower than Normal
Median price dropped for the 1st time since 2015

In a typical housing market, April is one of the busiest months of the year. This year, however, elevated mortgage rates and economic uncertainty have led to an uncertain spring market in the North Central Virginia region.

Closed sales continue to track below last year's pace. However, the number of new pending sales ticked up between March and April, which is a typical seasonal pattern.

For the past few years, home prices have been rising rapidly in the North Central Virginia region. However, in April, the median sales price declined for the first time in more than 7 years. Prices have come down from peak levels, but the median price is still 36% higher than it was before the pandemic.

Inventory remains incredibly tight in the North Central Virginia region. While active listings have increase year-over-year for the past 2 months, inventory is still only a third of 2019 levels.

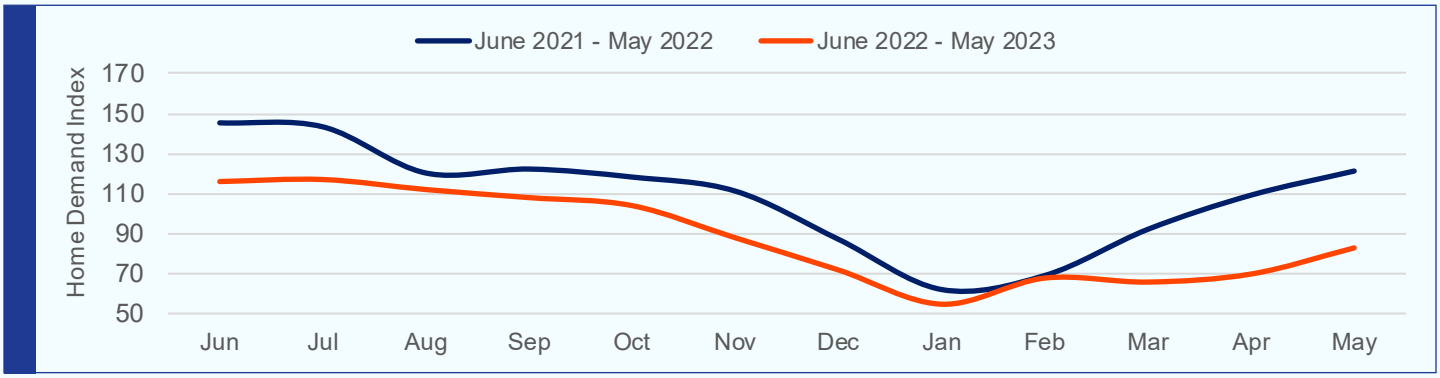
	April 2023		vs. April 2022
Closed sales	1,274	▼	-37.0%
Median sales price	$449,900	▼	-0.0%
Median days on market	6	▲	+1 day
New pending sales	1,698	▼	-25.3%
New listings	1,738	▼	-40.1%
Active listings	1,826	▲	+7.3%
Months of supply	1.18	▲	+51.3%
Showings	32,774	▼	-30.3%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity was slow in May 2023 in North Central Virginia. Demand has improved from last month, when the index read 70, indicating Limited market demand.

The index for North Central Virginia is also down from a year ago when conditions were Moderate at 121.

Bright MLS T3 Home Demand Index



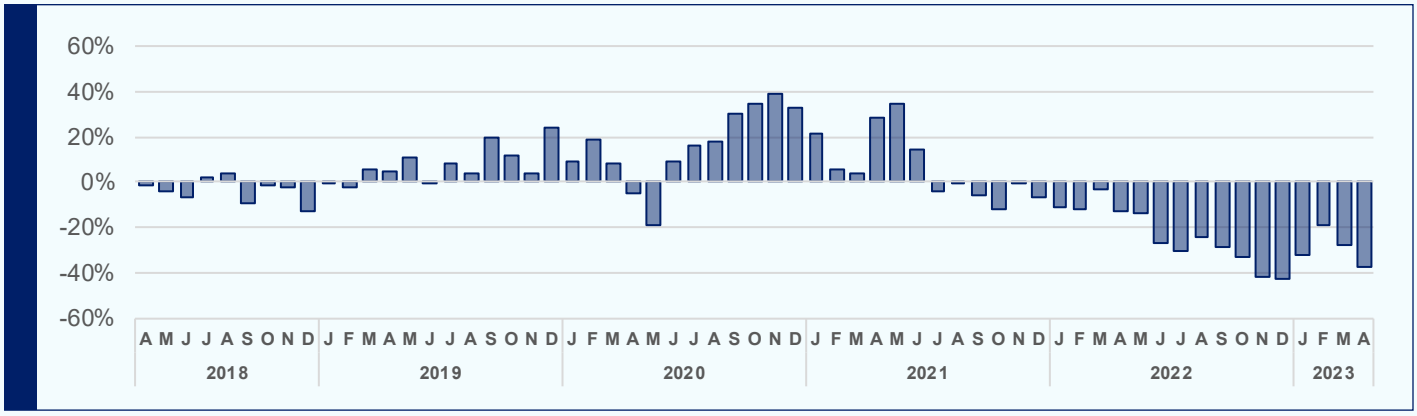
Market Outlook

The North Central Virginia housing market has slowed from the frenzied pace of the past couple of years, with elevated mortgage rates leading to fewer buyers and slower price growth. Several factors will drive housing market conditions for the rest of 2023. Mortgage rates will likely remain in the 6 to 6.5% range. Home prices will continue to fall from peak levels, but prices will not come down significantly from a year ago. As a result, housing affordability will still be a challenge this year, particularly for first-time homebuyers.

Many discretionary sellers have been sitting on the sidelines as many homeowners have locked in extremely low mortgage rates and they are not enticed to move and take on a higher rate. Inventory could shake out a bit in the second half of the year, as more homeowners are compelled to move, but inventory is still going to be constrained.

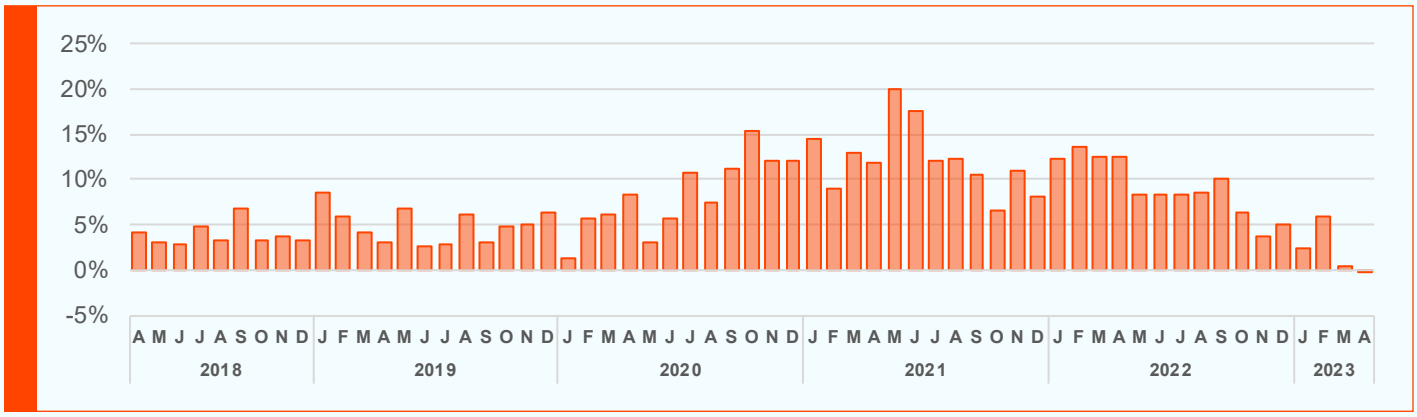
Closed Sales Year-Over-Year Change

Typically closed sales grow throughout the spring buying season. However, there were 1,274 closed sales in April 2023 which was down 4.9% compared to March 2023. Unsurprisingly, closed sales are depressed compared to 2022, when 6%+ mortgage rates had not entered the picture.



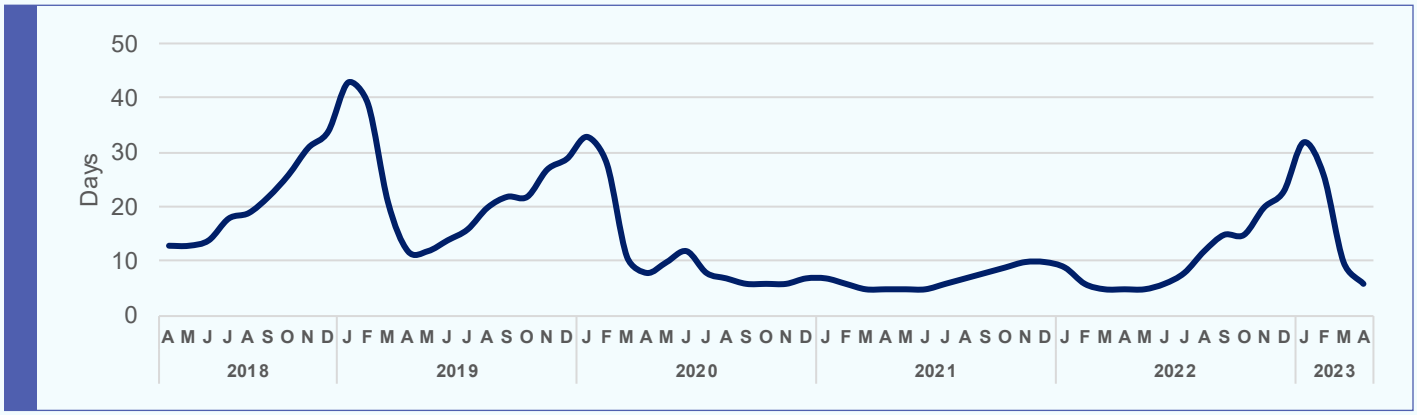
Median Sales Price Year-Over-Year Change

After years of very strong price growth, the median sale price in April 2023 declined for the first time since November 2015, though the drop was modest. The April 2023 median price in the region was $449,900, down $100 compared to a year ago.



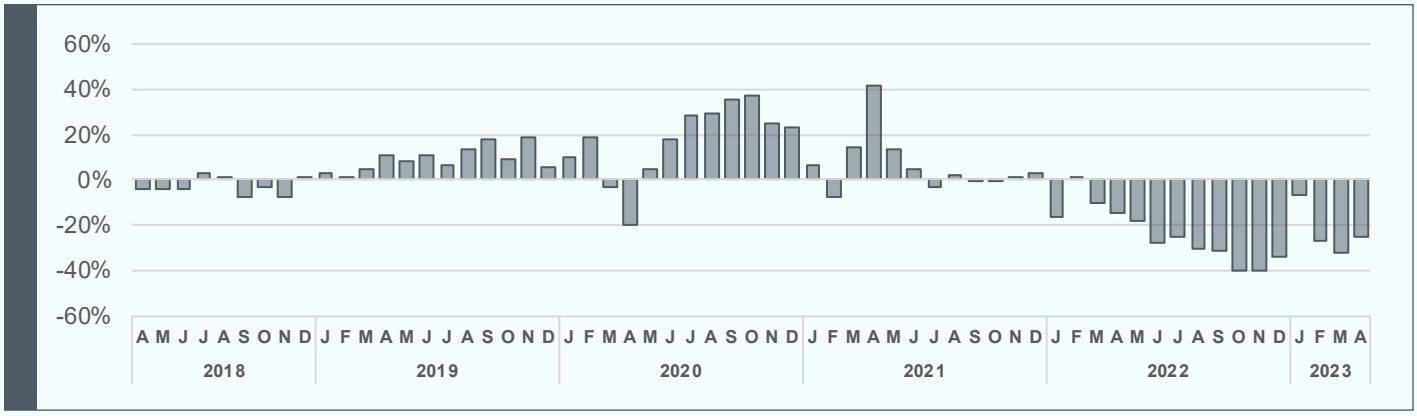
Median Days on Market

The median days on market fell, a typical spring pattern. In April 2023, half of closed sales in North Central Virginia were under contract in roughly 1 week. Time on market generally increases following the spring buying season yet limited inventory may keep the market competitive.



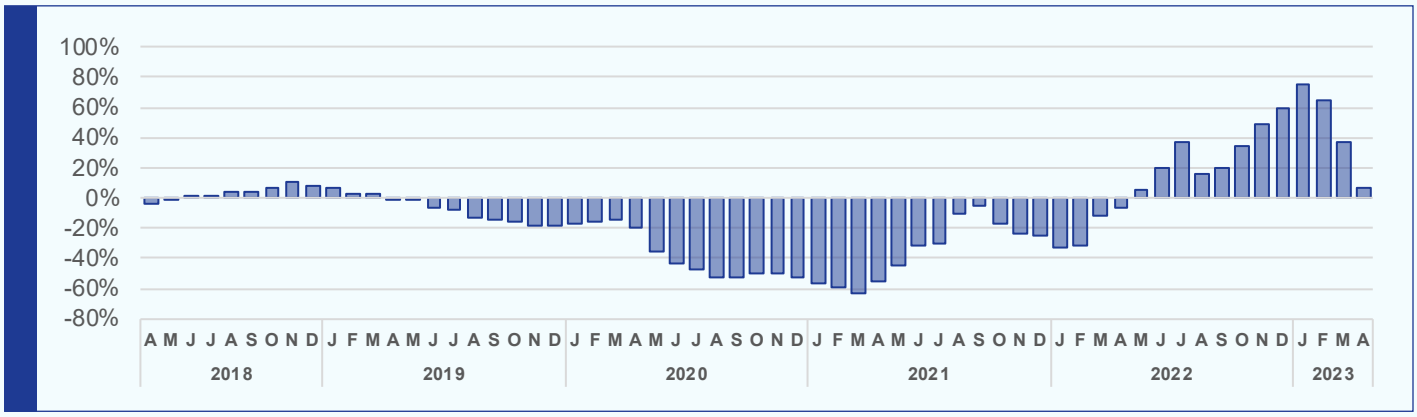
New Pending Sales Year-Over-Year Change

There were 1,698 new pending sales in North Central Virginia in April 2023. Market activity continues to lag 2022 as demand has shrunk since both higher mortgage rates and still elevated prices are impacting affordability. However, new pending sales increased strongly between March and April, reflecting a relatively typical spring pattern.



Active Listings Year-Over-Year Change

Active listings gains looked dramatic in the end of 2022 and beginning of 2023. Yet these increases have not meant inventory has flooded the market. There were 1,826 active listings at the end of April in the North Central Virginia region, up just 7.3% compared to a year ago. While inventory growth is welcome, supply is still just 35% of what it was in April 2019.



Showings

Buyers continue to show interest in the North Central Virginia market. Though higher mortgage rates are pushing some buyers to the sidelines, showing activity has increased this spring. There were 32,774 showings in April 2023, continuing the improvement in each month in 2023. However, showing activity was 30.3% lower than last April.



Local Markets

The market has slowed, but for individual home buyers, the market still feels very fast-paced. Some counties in the North Central Virginia region are reporting very quick days on market. While Caroline County (26 days), Fredericksburg City (27 days), and Madison County (28 days) show nearly one month on the market, the pace is much faster in other local markets.

Both buyers and sellers remain cautious, and price growth has slowed. Some of the counties with higher activity, are still seeing growth in the median price, including Frederick County (+9.8%) and Spotsylvania County (+6.1%). However, other larger markets, including Prince William County (-1.0%) and Stafford County (-2.0%), have had price declines.

Inventory has increased quickly in some local markets. However, across most of the North Central Virginia region, there is still less than 2 months of supply.



CLOSED SALES

	April 2023	vs. April 2022
Caroline County, VA	28	-33.3%
Clarke County, VA	19	+26.7%
Culpeper County, VA	35	-49.3%
Fauquier County, VA	60	-34.1%
Frederick County, VA	100	-38.3%
Fredericksburg City, VA	16	-56.8%
King George County, VA	17	-63.8%
Madison County, VA	15	+150.0%
Manassas City, VA	46	-8.0%
Manassas Park City, VA	11	-42.1%
Orange County, VA	54	-34.9%
Page County, VA	20	-16.7%
Prince William County, VA	439	-36.6%
Rappahannock County, VA	8	-33.3%
Shenandoah County, VA	41	-34.9%
Spotslvania County, VA	120	-52.0%
Stafford County, VA	174	-36.0%
Warren County, VA	48	-15.8%
Winchester City, VA	18	-40.0%
North Central VA	**1,274**	**-37.0%**

MEDIAN SALES PRICE

	April 2023	vs. April 2022
Caroline County, VA	$289,750	-12.9%
Clarke County, VA	$603,595	+33.3%
Culpeper County, VA	$475,000	+15.9%
Fauquier County, VA	$500,000	-8.0%
Frederick County, VA	$381,450	+9.8%
Fredericksburg City, VA	$449,950	-1.3%
King George County, VA	$405,000	+0.0%
Madison County, VA	$265,000	-10.2%
Manassas City, VA	$442,750	-1.1%
Manassas Park City, VA	$446,000	+27.4%
Orange County, VA	$389,500	+8.2%
Page County, VA	$260,000	+1.7%
Prince William County, VA	$520,000	-1.0%
Rappahannock County, VA	$370,000	-55.1%
Shenandoah County, VA	$282,000	-1.1%
Spotslvania County, VA	$435,000	+6.1%
Stafford County, VA	$489,950	-2.0%
Warren County, VA	$375,000	+7.0%
Winchester City, VA	$265,000	-32.5%
North Central VA	**$449,900**	**-0.0%**



Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	April 2023	vs. April 2022	April 2023	vs. April 2022	April 2023	vs. April 2022
Caroline County, VA	25	-44.4%	13	-75.5%	26	+18 days
Clarke County, VA	23	+15.0%	19	-38.7%	15	+5 days
Culpeper County, VA	56	-29.1%	61	-45.5%	12	+7 days
Fauquier County, VA	84	-28.8%	92	-43.6%	5	+1 day
Frederick County, VA	115	-33.9%	123	-38.8%	11	+5 days
Fredericksburg City, VA	28	-24.3%	35	-45.3%	27	+20 days
King George County, VA	45	+25.0%	36	-33.3%	9	+4 days
Madison County, VA	14	-36.4%	22	-12.0%	28	+8 days
Manassas City, VA	45	-25.0%	45	-30.8%	5	0 days
Manassas Park City, VA	19	-32.1%	16	-51.5%	5	0 days
Orange County, VA	66	+0.0%	76	-24.0%	16	+10 days
Page County, VA	28	+12.0%	31	-13.9%	8	0 days
Prince William County, VA	546	-29.8%	522	-44.7%	5	0 days
Rappahannock County, VA	6	-40.0%	11	-21.4%	11	-81 days
Shenandoah County, VA	60	+1.7%	54	-36.5%	12	+6 days
Spotslvania County, VA	170	-37.0%	204	-43.6%	6	+1 day
Stafford County, VA	248	-22.3%	244	-42.5%	6	+1 day
Warren County, VA	57	-33.7%	59	-37.9%	14	+8 days
Winchester City, VA	30	-25.0%	37	-9.8%	6	-1 days
North Central VA	**1,698**	**-25.3%**	**1,738**	**-40.1%**	**6**	**+1 day**

Local Markets Continued

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	April 2023	vs. April 2022	April 2023	vs. April 2022
Caroline County, VA	42	-14.3%	1.35	+46.0%
Clarke County, VA	20	-13.0%	1.11	+6.2%
Culpeper County, VA	92	+1.1%	1.96	+52.9%
Fauquier County, VA	123	+13.9%	1.58	+66.8%
Frederick County, VA	192	+28.9%	1.66	+71.6%
Fredericksburg City, VA	44	-10.2%	1.63	+23.1%
King George County, VA	45	-11.8%	1.61	+29.4%
Madison County, VA	34	+88.9%	3.09	+157.5%
Manassas City, VA	24	-11.1%	0.56	+30.7%
Manassas Park City, VA	7	-30.0%	0.41	-9.8%
Orange County, VA	119	+22.7%	2.09	+78.8%
Page County, VA	38	+15.2%	1.65	+5.0%
Prince William County, VA	365	+5.2%	0.71	+52.4%
Rappahannock County, VA	25	+13.6%	3.57	+62.3%
Shenandoah County, VA	66	+0.0%	1.12	+15.4%
Spotslvania County, VA	237	-4.4%	1.34	+35.6%
Stafford County, VA	213	-8.6%	1.04	+33.5%
Warren County, VA	83	+27.7%	1.46	+61.7%
Winchester City, VA	40	+150.0%	1.67	+244.5%
North Central VA	**1,826**	**+7.3%**	**1.18**	**+51.3%**

Expect Price Stabilization

Some counties in North Central Virginia are starting to see declines in their median sale price. While prices are lower than their summer peak, prices are not in free fall like they were in 2008.

Buyers today are still finding the market competitive.

Inventory remains limited for the buyers who have not been shut out by higher rates. Limited supply means prices will not collapse unless a flood of listings hit the market, which seems very unlikely.

Local Markets Continued

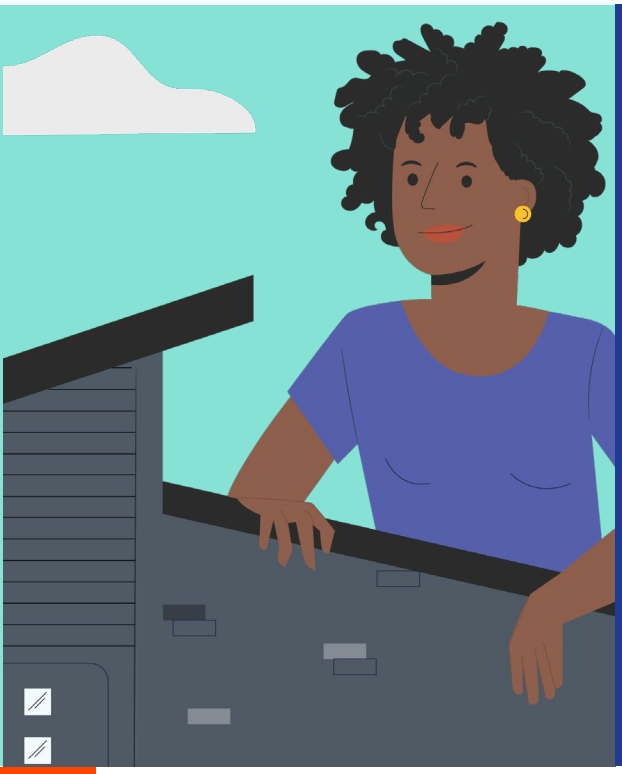
	SHOWINGS		HOME DEMAND INDEX	
	April 2023	vs. April 2022	May 2023	vs. May 2022
Caroline County, VA	548	+3.6%	71	-6.6%
Clarke County, VA	296	-33.0%	63	-17.1%
Culpeper County, VA	739	-39.7%	47	-45.3%
Fauquier County, VA	1,216	-42.0%	55	-38.9%
Frederick County, VA	1,716	-34.5%	67	-33.7%
Fredericksburg City, VA	438	-10.8%	77	-13.5%
King George County, VA	350	-34.8%	47	-42.0%
Madison County, VA	97	+12.8%	65	+14.0%
Manassas City, VA	1,145	-15.6%	111	-31.1%
Manassas Park City, VA	285	-30.7%	73	-47.1%
Orange County, VA	796	-3.0%	68	-15.0%
Page County, VA	231	-33.6%	48	-26.2%
Prince William County, VA	14,268	-29.7%	122	-31.5%
Rappahannock County, VA	96	-48.1%	32	-38.5%
Shenandoah County, VA	590	-12.6%	35	-28.6%
Spotslvania County, VA	3,561	-35.3%	85	-33.1%
Stafford County, VA	4,945	-32.3%	112	-34.1%
Warren County, VA	943	-40.4%	63	-31.5%
Winchester City, VA	514	+4.5%	77	-7.2%
North Central VA	**32,774**	**-30.3%**	**83**	**-31.4%**

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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