DATA AS OF June 6, 2023

May 2023 Market Report
North Central Virginia

North Central VA Market Key Findings

	May 2023		vs. May 2022
Closed sales	1,678	▼	-24.3%
Median sales price	$475,000	▲	+4.4%
Median days on market	6	▲	+1 day
New pending sales	1,831	▼	-22.0%
New listings	1,831	▼	-37.3%
Active listings	1,958	▼	-4.5%
Months of supply	1.30	▲	+36.7%
Showings	29,415	▼	-23.1%

Despite Lower Activity, Market Still Competitive

Both demand and supply slow, but prices rising

This year, monthly sales and new listing activity across the Mid-Atlantic including North Central Virginia, have been below 2022 levels and May was no exception. While buyer activity is below last year, sellers are even further behind. New listings in the region are at a two-decade low, down 37.3% compared to last year.

North Central Virginia saw a reversal in active listings, down year-over-year for the first time after 12 months of increases. The limited supply is putting pressure on buyers.

Prices increased 4.4% from a year ago in May to $475,000. In addition, the median days on market in North Central Virginia was only 6 days. Though demand and market activity is slow, the individuals participating feel the heat and need to move quickly.

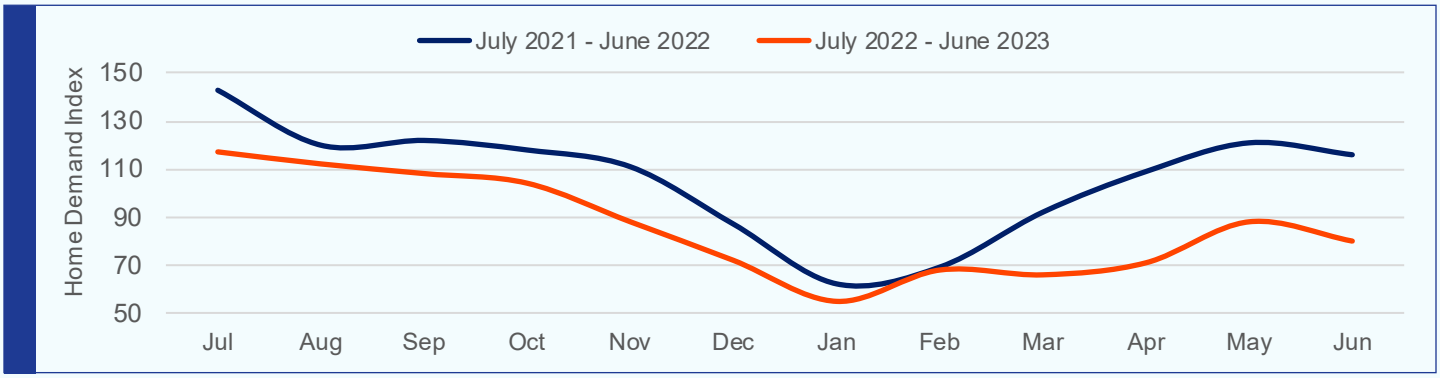
Homeowners hesitant to sell and lose out on their 3% rates will lead to continued inventory tightness and competition for buyers.

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity changed from Steady to Slow in the North Central Virginia area. The index in June was 80, as buyers face rising rates and limited options on the market.

The index for North Central Virginia is down from Steady conditions last year when its HDI was 116.

Bright MLS T3 Home Demand Index



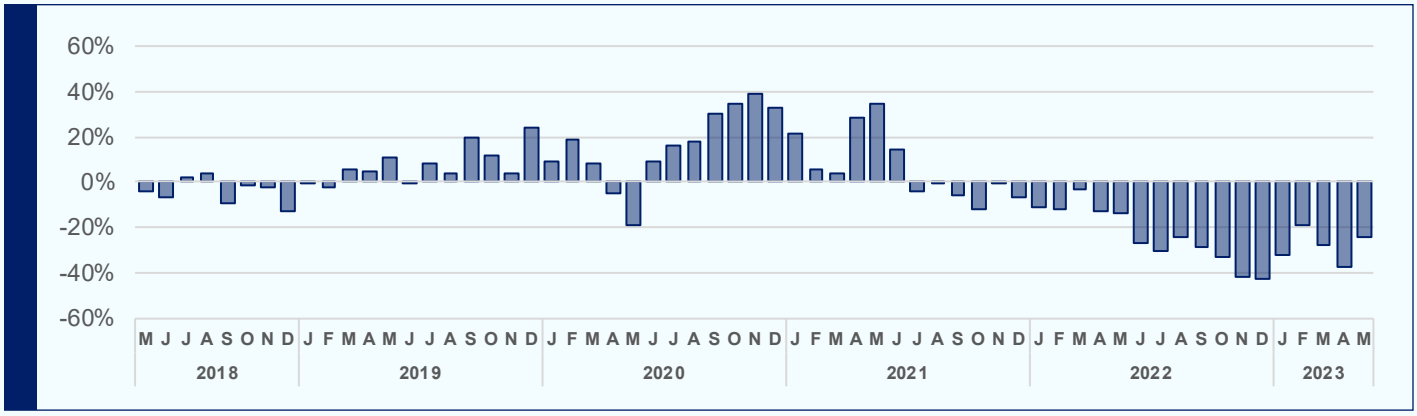
Market Outlook

Demand is currently slower than a typical spring market in North Central Virginia. While interest rates will not fall to pandemic levels, rates should come down this summer. Any rate relief could push sidelined buyers back to the market. Buyers will face competition, as prices are holding firm, and many homes are moving off market quickly.

A drop in rates also may entice homeowners to sell; however, a significant increase in inventory would be needed to change the housing market landscape. Inventory was reduced quickly during the last couple of years. It will take much longer to return to 2019 inventory levels.

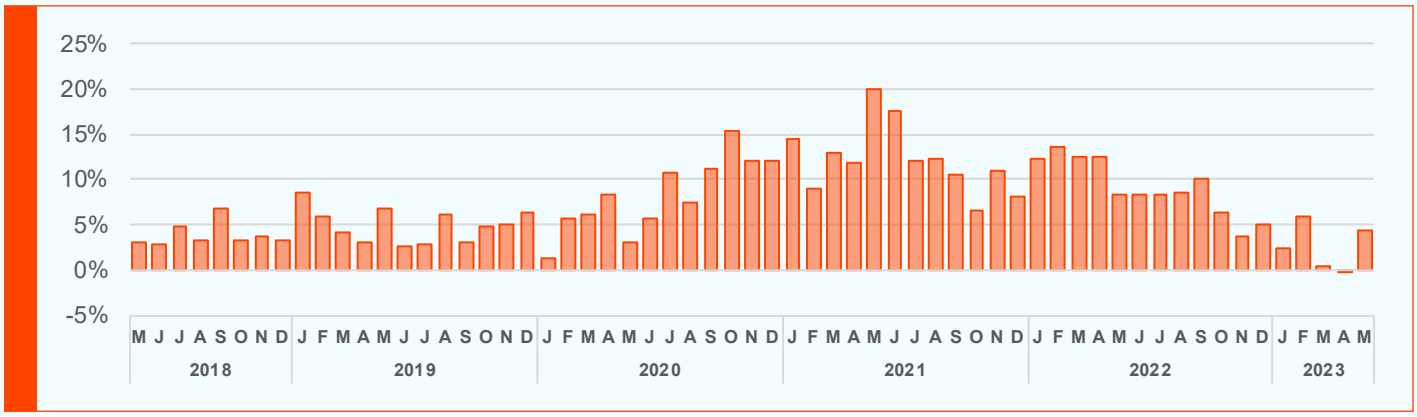
Closed Sales Year-Over-Year Change

Following the month-over-month decline in April, closed sales in North Central Virginia rebounded strongly, up 31.7% in May compared to last month. Yet sales activity is hindered by elevated interest rates and low inventory. There were 1,678 closed sales in May 2023, down 24.3% compared to May 2022.



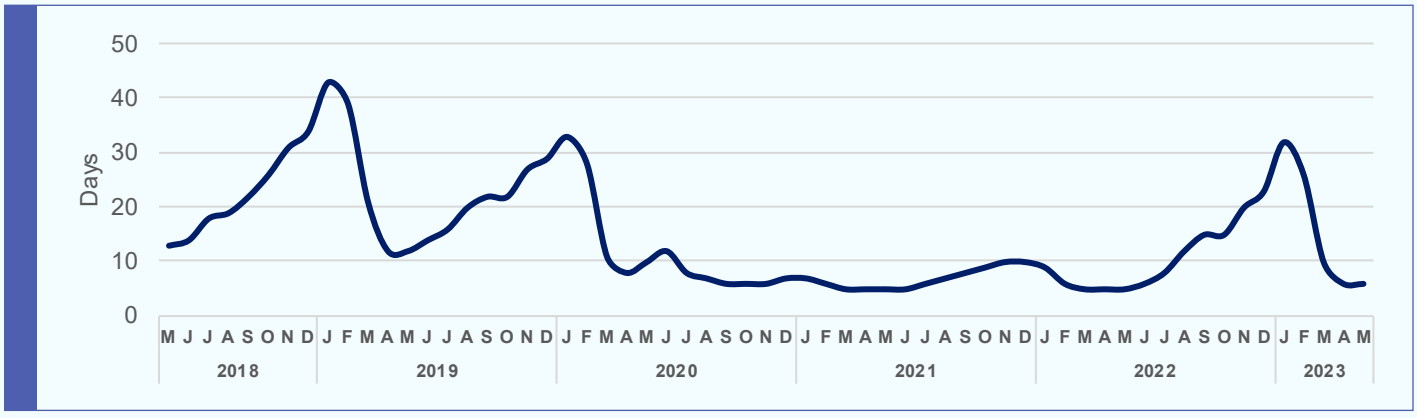
Median Sales Price Year-Over-Year Change

After a modest price decline in April, the median home price in North Central Virginia was up 4.4% compared to a year ago. The median sale price in May was $475,000, which is nearly 40% higher than the May 2019 home price.



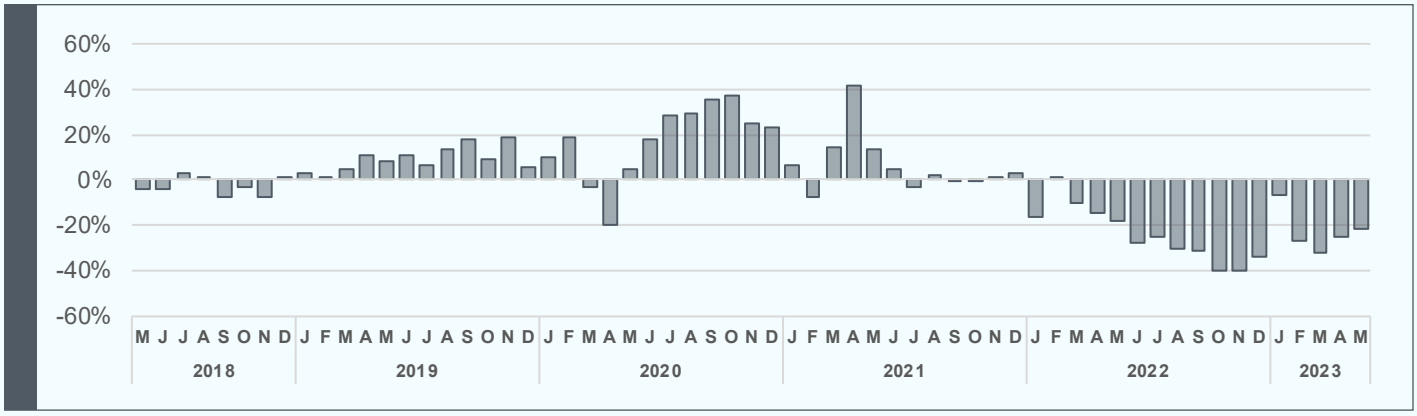
Median Days on Market

Despite lower activity, those participating in the housing market are moving full steam ahead. The median days on market in North Central Virginia was 6 in May. With half of homes sold in less than a week, buyers must make quick decisions in order to compete.



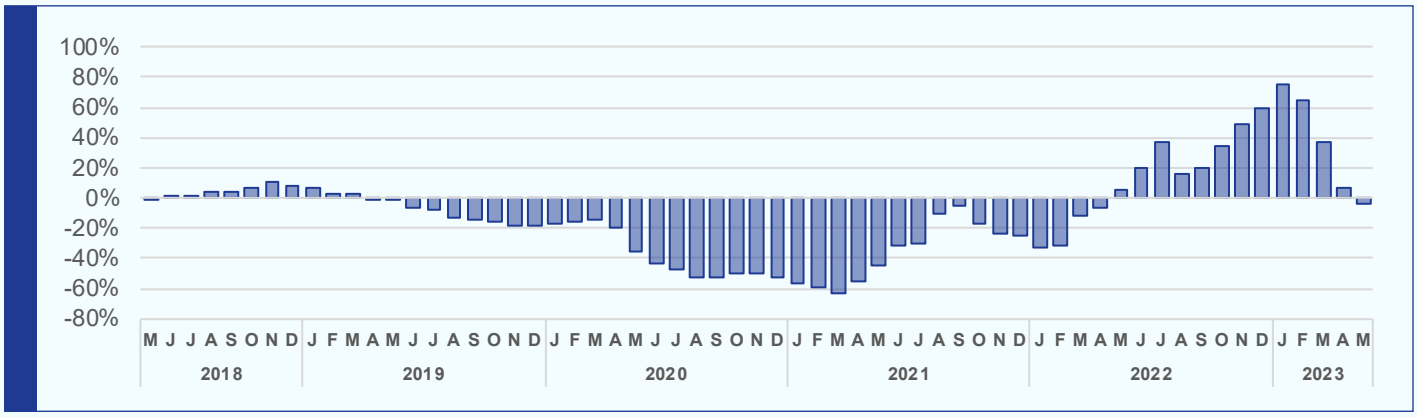
New Pending Sales Year-Over-Year Change

There were 1,831 new pending sales in May 2023, 22.0% fewer than in May 2022. The number of new pending sales has increased for 3 months in a row, reflecting a seasonal uptick in activity.



Active Listings Year-Over-Year Change

The welcome growth in active listings changed course in May. North Central Virginia's 1,958 active listings were 4.5% below the inventory on market in May 2022. Relative to May 2019, active listings on market now only represent 36% of the level then.



Showings

There were 29,415 showings in North Central Virginia in May 2023. Typically, spring interest fades as we enter summer and buyers focus one vacation and enjoying time off school. Showing activity is 23.1% than last year.



Local Markets

Demand for real estate is local and the variation in buyer interest in North Central Virginia swings from Moderate conditions (117) in Manassas Park City to very Limited (36) in Rappahannock County.

Buyer traffic has not only been limited by higher interest rates, which have sidelined potential buyers, but also by a lack of supply.

Some local markets have more inventory than last May while others continue to see inventory shrinking. But across North Central Virginia, inventory is severely depleted compared to 2019. All areas have half of the May 2019 active listings today except Manassas Park City (which is likely due to only having a few handful of homes on market at any time).

While prices may be increasing or decreasing in specific areas, significant price changes aren't anticipated. Unless more supply hits the market, low inventory will sustain prices in the North Central Virginia region.



CLOSED SALES

	May 2023	vs. May 2022
Caroline County, VA	22	-47.6%
Clarke County, VA	20	-39.4%
Culpeper County, VA	63	-6.0%
Fauquier County, VA	84	-28.2%
Frederick County, VA	107	-31.8%
Fredericksburg City, VA	36	-2.7%
King George County, VA	30	-3.2%
Madison County, VA	13	-43.5%
Manassas City, VA	42	-30.0%
Manassas Park City, VA	14	-51.7%
Orange County, VA	56	-29.1%
Page County, VA	24	+4.3%
Prince William County, VA	543	-29.9%
Rappahannock County, VA	10	+42.9%
Shenandoah County, VA	60	-1.6%
Spotslvania County, VA	179	-29.5%
Stafford County, VA	255	-16.7%
Warren County, VA	52	-35.0%
Winchester City, VA	40	+14.3%
North Central VA	**1,678**	**-24.3%**

MEDIAN SALES PRICE

	May 2023	vs. May 2022
Caroline County, VA	$304,500	-4.8%
Clarke County, VA	$477,500	-11.6%
Culpeper County, VA	$490,000	+21.0%
Fauquier County, VA	$575,300	-7.6%
Frederick County, VA	$399,950	+5.3%
Fredericksburg City, VA	$420,000	-2.3%
King George County, VA	$456,000	+18.4%
Madison County, VA	$448,500	+5.5%
Manassas City, VA	$450,500	+0.1%
Manassas Park City, VA	$435,750	+4.8%
Orange County, VA	$388,950	+14.4%
Page County, VA	$280,000	-1.8%
Prince William County, VA	$560,000	+4.9%
Rappahannock County, VA	$499,950	+18.4%
Shenandoah County, VA	$312,000	+14.2%
Spotslvania County, VA	$429,900	-3.0%
Stafford County, VA	$505,000	+5.2%
Warren County, VA	$364,500	+4.9%
Winchester City, VA	$369,900	+26.6%
North Central VA	**$475,000**	**+4.4%**



Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	May 2023	vs. May 2022	May 2023	vs. May 2022	May 2023	vs. May 2022
Caroline County, VA	22	-69.9%	38	-55.3%	24	+15 days
Clarke County, VA	19	-40.6%	23	-39.5%	14	+8 days
Culpeper County, VA	66	-14.3%	73	-14.1%	9	+2 days
Fauquier County, VA	95	-18.8%	99	-31.7%	6	0 days
Frederick County, VA	133	-9.5%	138	-34.0%	8	+2 days
Fredericksburg City, VA	45	+28.6%	43	-17.3%	8	+3 days
King George County, VA	38	+11.8%	49	-5.8%	6	-2 days
Madison County, VA	16	+6.7%	10	-54.5%	8	+3 days
Manassas City, VA	54	-6.9%	56	-26.3%	5	-1 day
Manassas Park City, VA	20	-39.4%	26	-38.1%	4	-1 day
Orange County, VA	71	-7.8%	76	-38.2%	12	+4 days
Page County, VA	24	-11.1%	27	-28.9%	5	-2 days
Prince William County, VA	553	-31.7%	513	-46.6%	5	0 days
Rappahannock County, VA	16	+33.3%	11	-42.1%	6	-3 days
Shenandoah County, VA	69	-31.0%	80	-35.0%	6	-1 day
Spotslvania County, VA	210	-22.2%	231	-28.0%	6	+1 day
Stafford County, VA	251	-24.9%	228	-41.7%	5	0 days
Warren County, VA	65	-8.5%	63	-37.6%	6	-1 day
Winchester City, VA	33	+32.0%	24	-31.4%	6	+2 days
North Central VA	**1,831**	**-22.0%**	**1,831**	**-37.3%**	**6**	**+1 day**

Local Markets Continued

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	May 2023	vs. May 2022	May 2023	vs. May 2022
Caroline County, VA	57	-9.5%	1.97	+56.3%
Clarke County, VA	25	+25.0%	1.56	+71.6%
Culpeper County, VA	94	+0.0%	2.00	+51.1%
Fauquier County, VA	144	+11.6%	1.92	+66.7%
Frederick County, VA	186	-3.1%	1.68	+34.7%
Fredericksburg City, VA	44	-22.8%	1.69	+6.7%
King George County, VA	66	+3.1%	2.36	+47.5%
Madison County, VA	29	+26.1%	2.90	+101.7%
Manassas City, VA	30	-26.8%	0.73	+10.4%
Manassas Park City, VA	17	-5.6%	1.13	+44.4%
Orange County, VA	128	+0.0%	2.33	+51.1%
Page County, VA	43	+7.5%	1.87	+2.8%
Prince William County, VA	383	-10.9%	0.78	+33.2%
Rappahannock County, VA	26	-3.7%	3.71	+37.4%
Shenandoah County, VA	72	-16.3%	1.24	-2.0%
Spotslvania County, VA	262	+0.4%	1.53	+45.4%
Stafford County, VA	206	-22.3%	1.02	+13.5%
Warren County, VA	87	-3.3%	1.58	+22.9%
Winchester City, VA	34	+47.8%	1.36	+95.1%
North Central VA	**1,958**	**-4.5%**	**1.30**	**+36.7%**

Why Are Homes Still Selling So Fast?

Half of all homes sold in the Mid-Atlantic sold in a week or less. And in North Central Virginia, the median days on market was 6.

By comparison, back in 2019, the typical home sold in North Central Virginia in about 2 weeks.

Homes are selling so quickly simply because there are just so few listings for buyers to choose from. Buyers need to act quickly, but even when they do, they often face competition.

Local Markets Continued

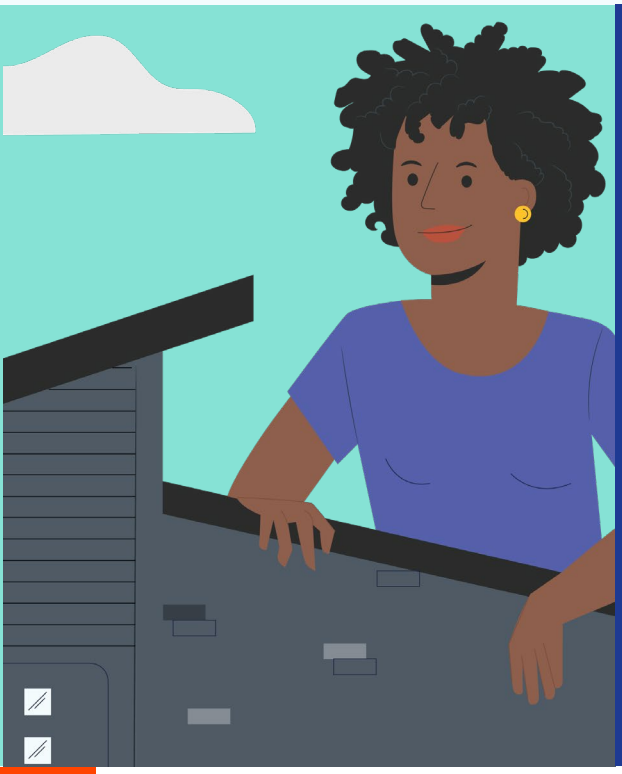
	SHOWINGS		HOME DEMAND INDEX	
	May 2023	vs. May 2022	June 2023	vs. June 2022
Caroline County, VA	556	-10.6%	82	-5.7%
Clarke County, VA	309	-36.2%	64	-28.9%
Culpeper County, VA	688	-23.3%	48	-32.4%
Fauquier County, VA	1,328	-24.4%	55	-29.5%
Frederick County, VA	1,697	-19.8%	69	-29.6%
Fredericksburg City, VA	595	+14.2%	83	-20.2%
King George County, VA	317	-2.2%	55	-3.5%
Madison County, VA	84	+52.7%	44	-17.0%
Manassas City, VA	935	+6.4%	108	-18.8%
Manassas Park City, VA	392	-36.7%	117	-33.9%
Orange County, VA	781	-14.6%	70	-20.5%
Page County, VA	209	-34.7%	46	-20.7%
Prince William County, VA	11,840	-23.8%	110	-35.3%
Rappahannock County, VA	87	-53.7%	36	-32.1%
Shenandoah County, VA	797	-29.2%	47	-30.9%
Spotslvania County, VA	2,996	-32.5%	81	-31.4%
Stafford County, VA	4,216	-29.1%	104	-33.8%
Warren County, VA	1,078	-10.1%	65	-21.7%
Winchester City, VA	510	+56.9%	71	+14.5%
North Central VA	**29,415**	**-23.1%**	**80**	**-31.0%**

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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