

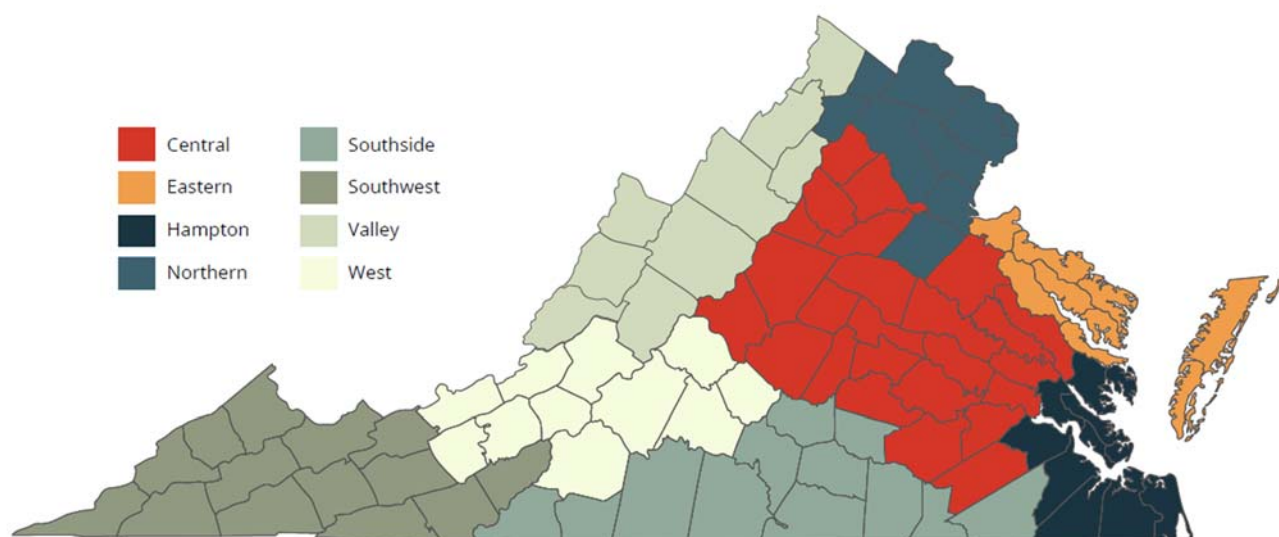
Virginia

HOME SALES REPORT

MAY 2017

The Virginia REALTORS® association publishes monthly and quarterly home sales reports to provide our members, the media, and real estate-related industries with current data. The report data comes from a variety of sources and is analyzed by the Virginia REALTORS®. All data may be used with citation to the proprietary owner, the Virginia REALTORS®.

The data presented is based on specific economic regions comprised of counties and independent cities in Virginia, as detailed in the map below. It should be noted that these regions do not necessarily align with the counties and cities that comprise the 28 local REALTOR® associations in Virginia. For example, the economic region defined as Northern Virginia encompasses more counties and cities than those within the bounds of the Northern Virginia Association of REALTORS® (NVAR). Please take this into consideration when referencing regions.



Central	Albemarle, Amelia, Buckingham, Caroline, Charles City, Chesterfield, Culpeper, Cumberland, Dinwiddie, Fluvanna, Goochland, Greene, Hanover, Henrico, King & Queen, King William, Louisa, Madison, Nelson, New Kent, Orange, Powhatan, Prince George, Rappahannock, Sussex; Charlottesville, Colonial Heights, Hopewell, Petersburg, Richmond
Eastern	Accomack, Essex, King George, Lancaster, Middlesex, Northampton, Northumberland, Richmond, Westmoreland
Hampton Roads	Gloucester, Isle of Wight, James City, Mathews, Surry, York; Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, Williamsburg
Northern	Arlington, Clarke, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren; Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park
Southside	Brunswick, Charlotte, Greenville, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, Prince Edward, Southampton; Danville, Emporia, Martinsville
Southwest	Bland, Buchanan, Carroll, Dickenson, Floyd, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise, Wythe; Bristol, Galax, Norton
Valley	Alleghany, Augusta, Bath, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah; Buena Vista, Covington, Harrisonburg, Lexington, Staunton, Waynesboro, Winchester
West Central	Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Franklin, Giles, Montgomery, Pulaski, Roanoke; Lynchburg, Radford, Roanoke, Salem

May Market Summary

Residential real estate sales continue to illustrate steady strengthening. Though inventory constraints eased in May, limited supply persists and is applying pressure to both price and the speed of transactions. The average number of days on the market fell to a multi-year low (52 days) in May.

Year-over-year, pace increased by 5.1 percent, from 11,787 transactions for the month in 2016 to 12,383 in 2017. Month-over-month, sales increased according to historical seasonal trends, rising 18 percent from April (10,496). Last year's sales from April to May rose by 15.5 percent. Typically, pace rises each month from the beginning of the calendar year through the summer peak.

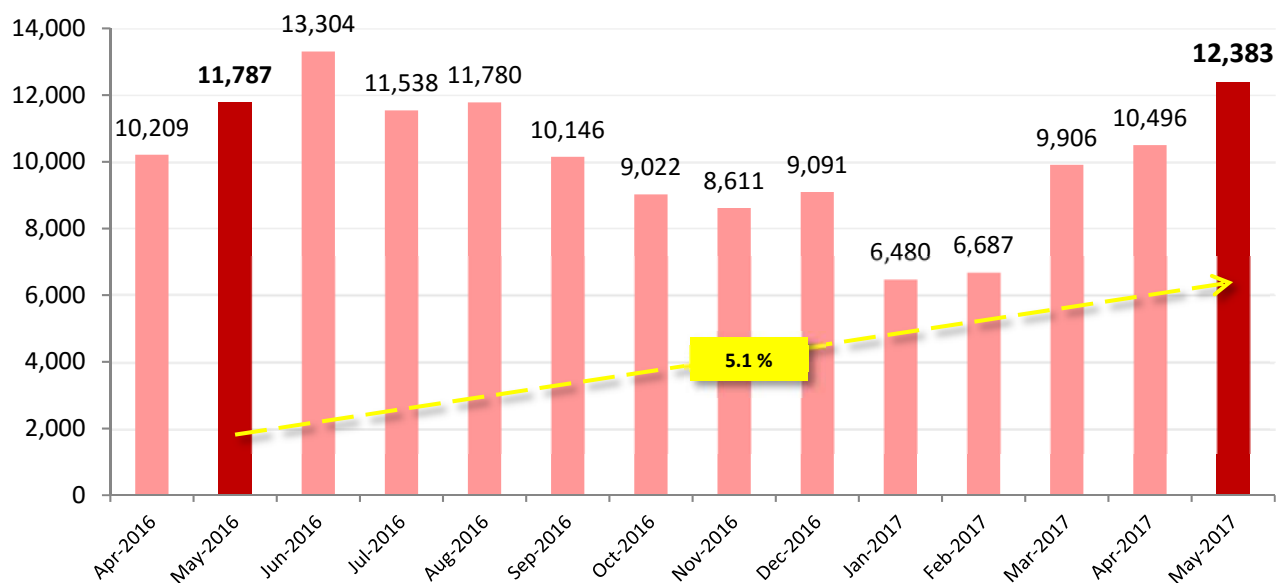
May 2017 volume (the sum of all transactions) was \$4.360 billion, rising 10.1 percent from last May's volume (\$3.961 billion). On the month, volume rose 23 percent (from \$3.544 billion). Year-to-date, residential sales volume has exceeded \$15.252 billion, an increase of 10.7 percent from the same period in 2016.

Statewide median sales price for May 2017 was \$285,000, an increase of 2.9 percent from the median price last May (\$277,000). On trend with industry seasonality, May median price rose from April's by 2.6 percent (\$277,838). Rising median price and accompanying decline in average days on the market point to demand continuing to exceed supply. The average number of days on the market declined significantly year-over-year by 16.1 percent, from 62 to only 52 days.

The average 30-year fixed mortgage interest rate for May fell for the second consecutive month, to 4.01 percent. The Federal Reserve Bank announced a rate increase of 25 basis points on June 14. Though average mortgage rates did not jump in response to the announcement, the anticipation of long-term increases remains a strong motivating factor for buyers to enter the market.

Sales Pace - Monthly

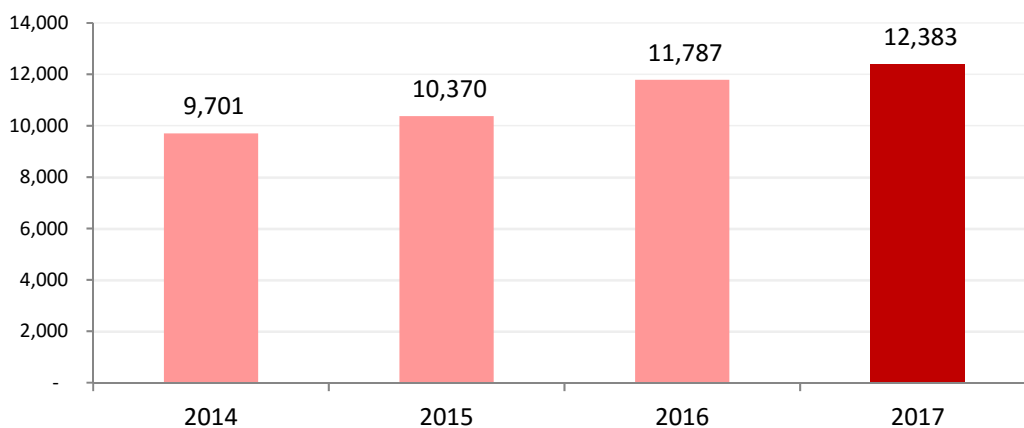
Single Family, Condo, Townhome



Year-over-year, the number of transactions in May increased by 5.1 percent (from 11,787 in 2016 to 12,383 in 2017). Typically, pace increases each month from the beginning of the calendar year through the summer. The year-over-year improvement reflects a continuing trend of sustained market strengthening. Year-to-date sales (January through May) have risen 6.3 percent, from 43,211 in 2016 to 45,952 in 2017.

May Benchmarks - Sales Pace

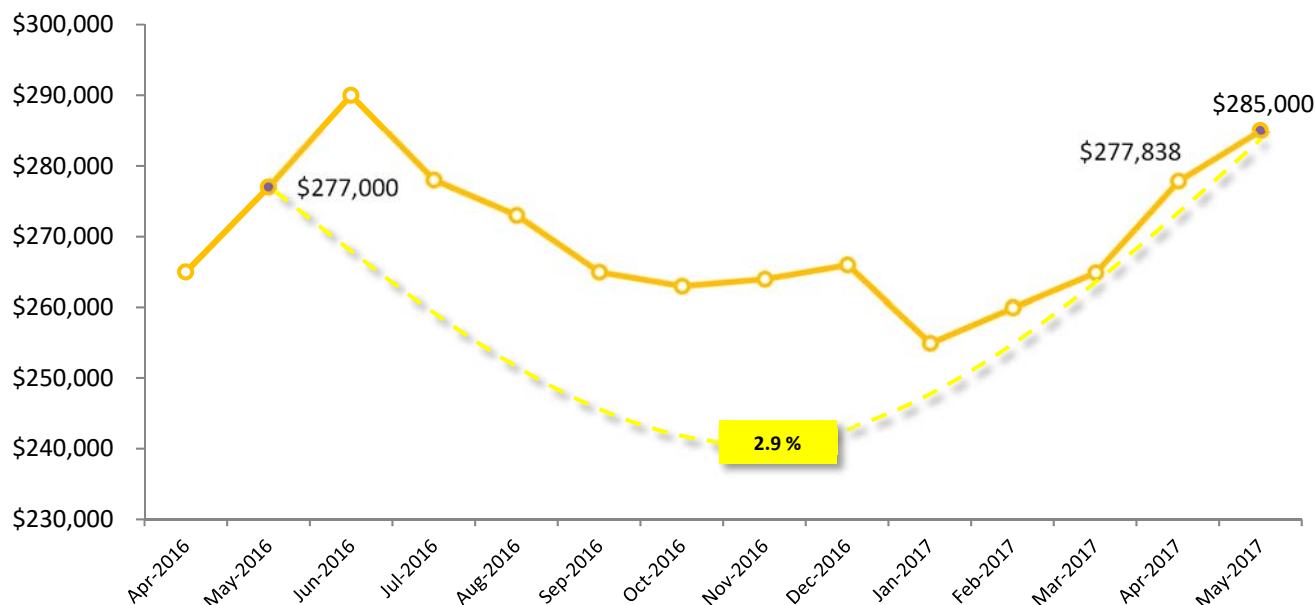
Single Family, Condo, Townhome



May sales pace has risen nearly 28 percent from 2014. The continued upward trend indicates sustained growth in the Virginia market, particularly during the peak sales season.

Median Sales Price

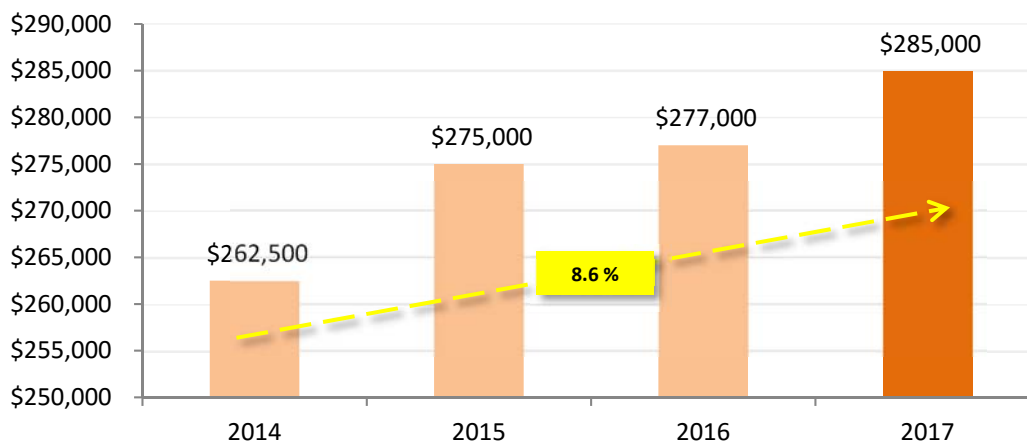
Single Family, Condo, Townhome



Median price rose from May 2016 by 2.9 percent, from \$277,000 to \$285,000. In keeping with seasonal trends, price rose from April by 2.6 percent (from \$277,838). Since the beginning of the calendar year, median price has risen 11.8 percent towards summertime peaks. Sustained increases in price reflect strong demand. Below, historical benchmarks indicate long-term price escalation.

May Benchmarks - Median Price

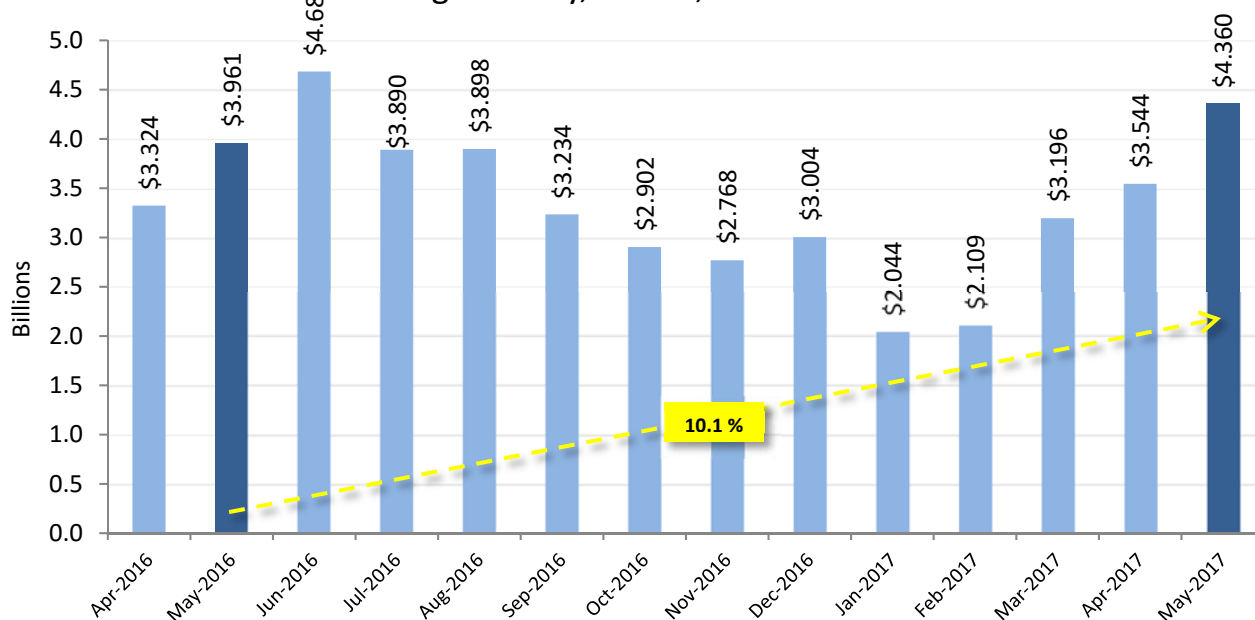
Single Family, Condo, Townhome



Median price for May has risen 8.6 percent from its 2014 benchmark, averaging an increase of 2.8 percent year-to-year.

Residential Sales Volume - Monthly

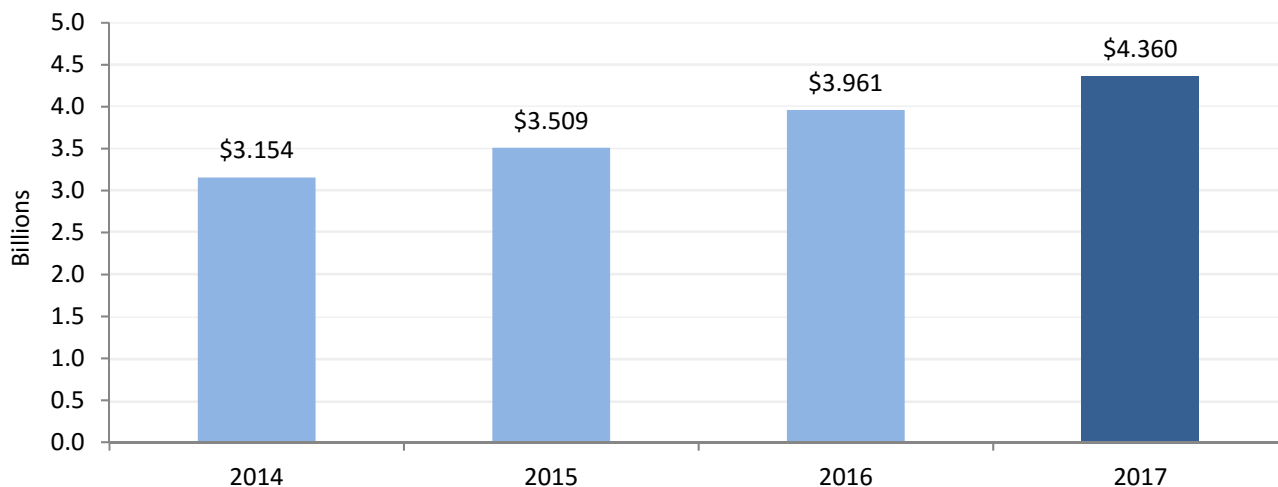
Single Family, Condo, Townhome



Sales volume (the total dollar value of all sales for a given period) totaled \$4.360 billion for May 2017, a notable increase of 10.1 percent from the preceding May (\$3.961 billion). Volume, a multiplier of price and number of transactions, was boosted by higher pace and rising median price. Month-over-month, volume rose by 23 percent. The April to May volume increase in 2016 was 19.2 percent.

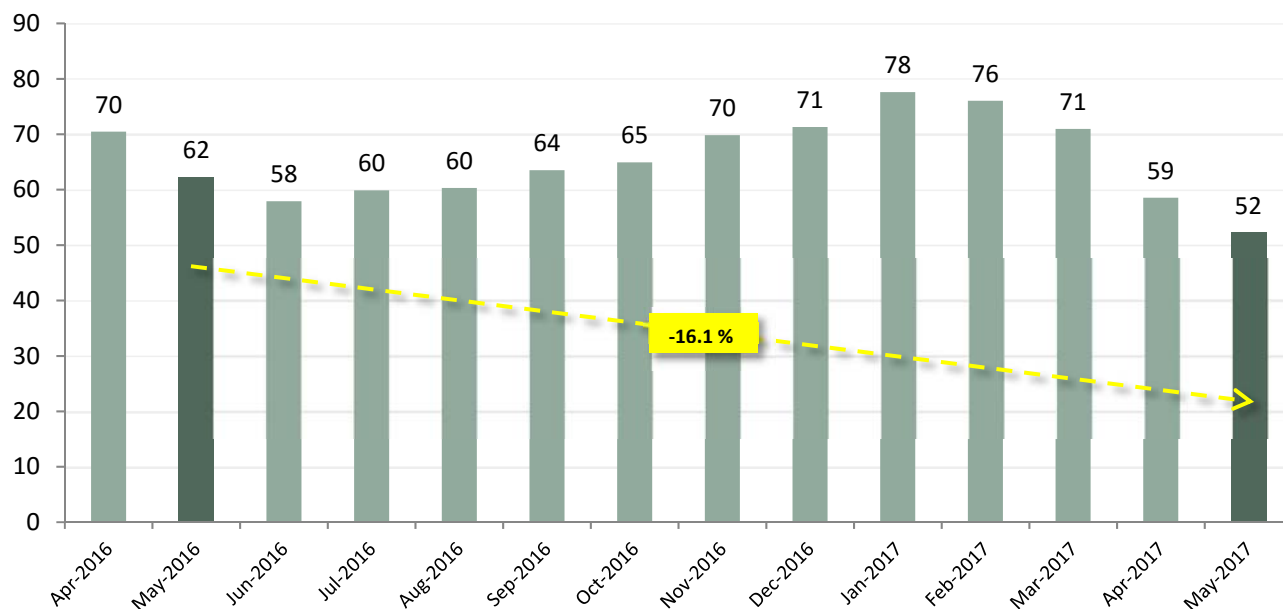
May Benchmarks - Sales Volume

Single Family, Condo, Townhome



The historical measures for May volume illustrate the same trend as historical pace (p. 3). Since 2014, May volume has risen more than 38 percent.

Average Days on Market Single Family, Condo, Townhomes



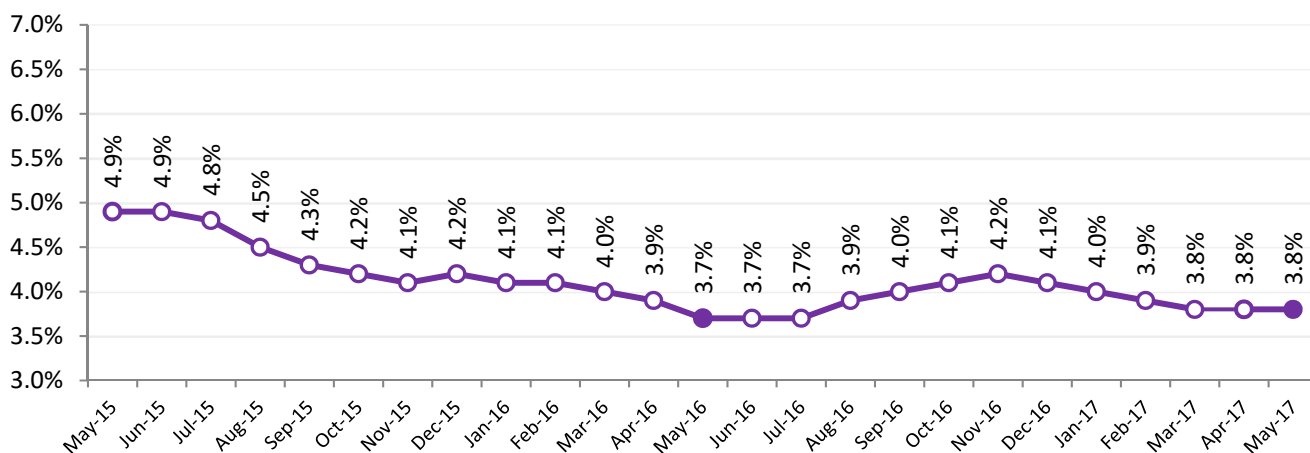
The chart above illustrates the average number of days on the market for each month. Shorter transaction time suggests strong buyer motivation. Relative to last year, May 2017 average time from list to close quickened significantly by 16.1 percent (from 62 days to 52 days). Month-to-month, average days on the market decreased by 3.7 percent.

May Benchmarks - Days on Market Single Family, Condo, Townhomes



Virginia Unemployment Rate

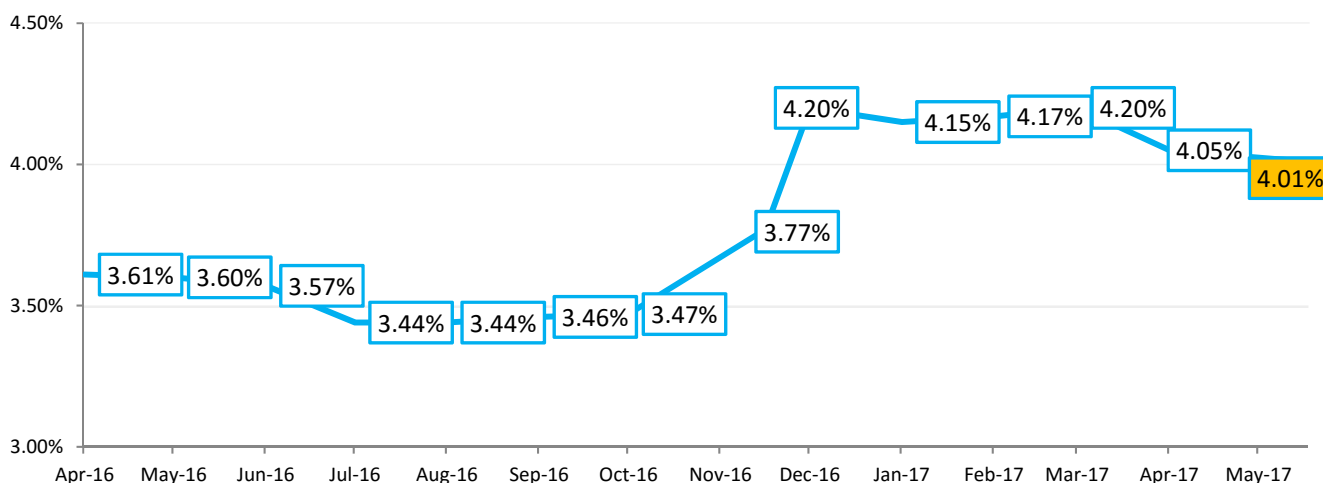
Source: Bureau of Labor Statistics



The latest reported Virginia unemployment rate for May 2017 indicated continued low unemployment, on par with the prior two months at 3.8 percent. Virginia unemployment continues to track well below the national average. Low unemployment is correlated with bolstered consumer confidence and encouragement for buyers to enter the market.

Average 30 -Year Mortgage Interest Rate

Source: FreddieMac



Average mortgage rates fell in May 2017 for the second consecutive month. The May 2017 average 30-year fixed rate reached its lowest average for the calendar year. While financing has become relatively more expensive since 2016, rates remain very accessible to buyers. The Federal Reserve Bank announced a hike in the key rate on June 14.

The Virginia REALTORS® association is the largest professional trade association in Virginia, representing approximately 33,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.