

# Virginia

## HOME SALES REPORT

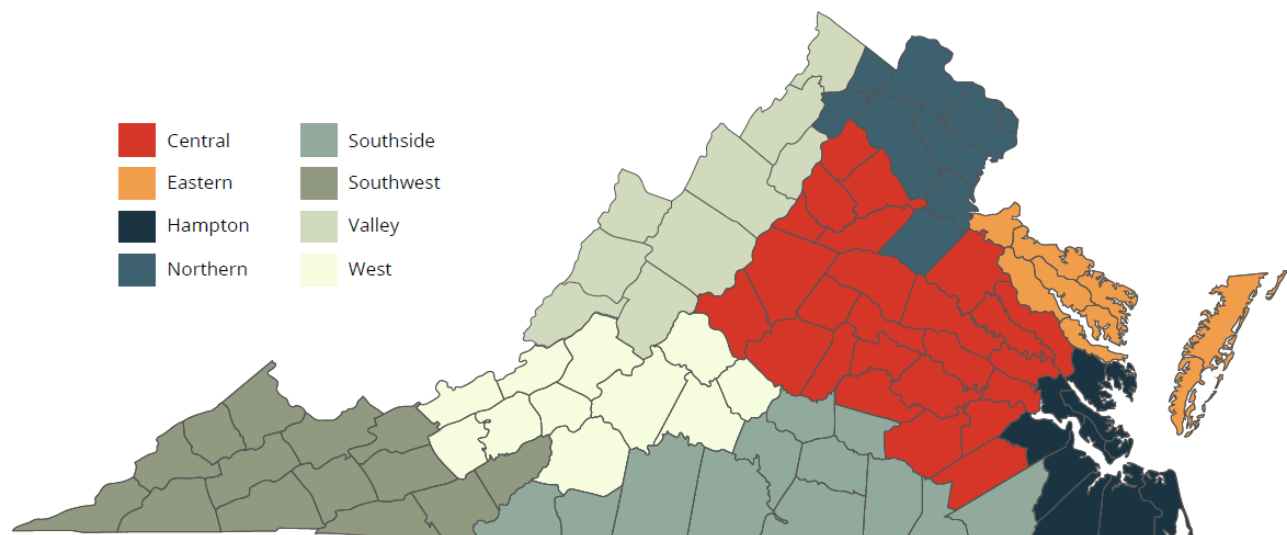
NOVEMBER 2017



Published by the Virginia REALTORS®, the advocate for real estate professionals and property owners in Virginia.

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, Greensville, 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

## November Market Summary

The performance of the November residential real estate market supports a year of sustained strength. Year-to-date volume (the sum of all sales) through November 2017 has risen 8.8 percent over the same period in 2016, from \$35.244 billion to \$38.349 billion. November 2017 volume (the sum of all transactions) was \$3.026 billion, rising 8.7 percent from last November's volume (\$2.783 billion). Typical of industry seasonality, volume fell from the prior month by 6.1 percent (from \$3.223 billion).

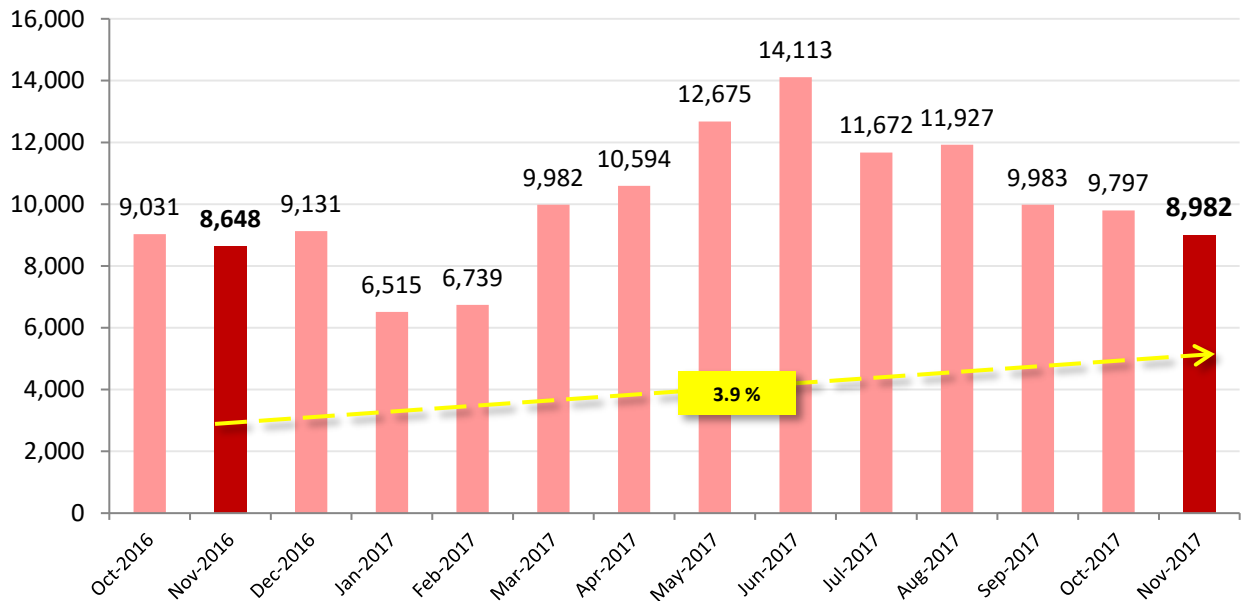
Also in accordance with historical trends, the number of transactions in November dropped month-over-month by 8.3 percent (from 9,797 to 8,982). Year-over-year, though, sales in November rose 3.9 percent from their 2016 benchmark (8,648).

Statewide median sales price for November 2017 was \$270,000, an increase of 2 percent relative to last November (\$264,700). Illustrating the continued trend of high demand, median price changed only marginally from October to November (from \$269,900). In addition to elevated median price, a year-over-year decline in average days on the market illustrates continued buyer motivation. The average number of days on the market declined 12.7 percent year-over year, from 71 to 62 days.

The average 30-year fixed mortgage interest rate for November increased to 3.92 percent. The Federal Reserve Bank announced a rate hike on December 13, projecting three more increases over the course of 2018. Despite rate increases, financing remains historically affordable and, coupled with high consumer confidence, continues to encourage market entry.

### Sales Pace - Monthly

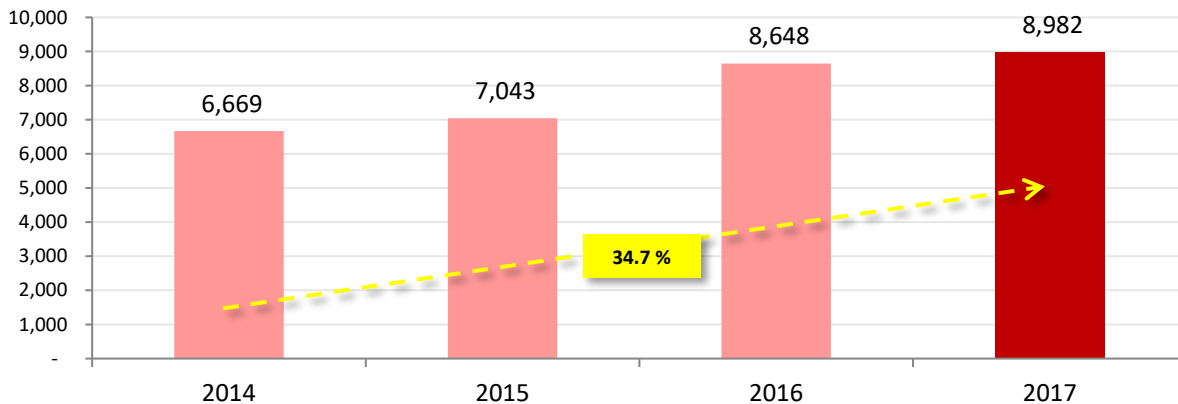
Single Family, Condo, Townhome



Year-over-year, the number of transactions in November rose by 3.9 percent (from 8,648 in 2016 to 8,982 in 2017). Relative to the prior month, November sales fell by 8.3 percent, typical of industry seasonality and reflecting that the Thanksgiving holiday effectually reduces the number of days to transact during the month. Year-to-date sales (January through November) have risen 4.9 percent, from 107,750 in 2016 to 112,979 in 2017.

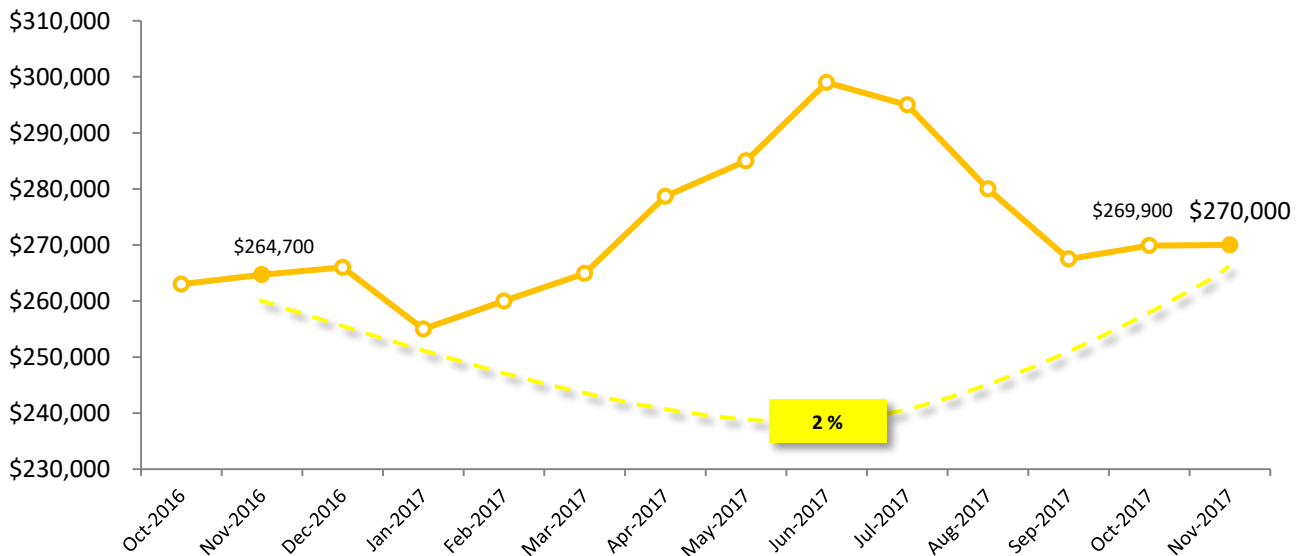
### November Benchmarks - Sales Pace

Single Family, Condo, Townhome



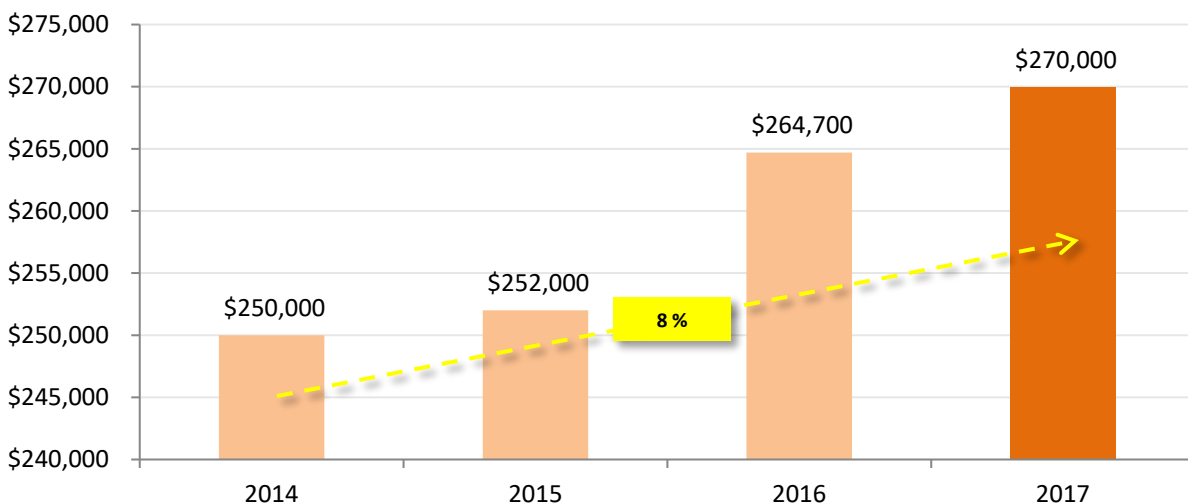
November sales pace has risen significantly over time, up 34.7 percent relative to the 2014 benchmark. The most significant jump occurred between 2015 and 2016.

### Median Sales Price Single Family, Condo, Townhome



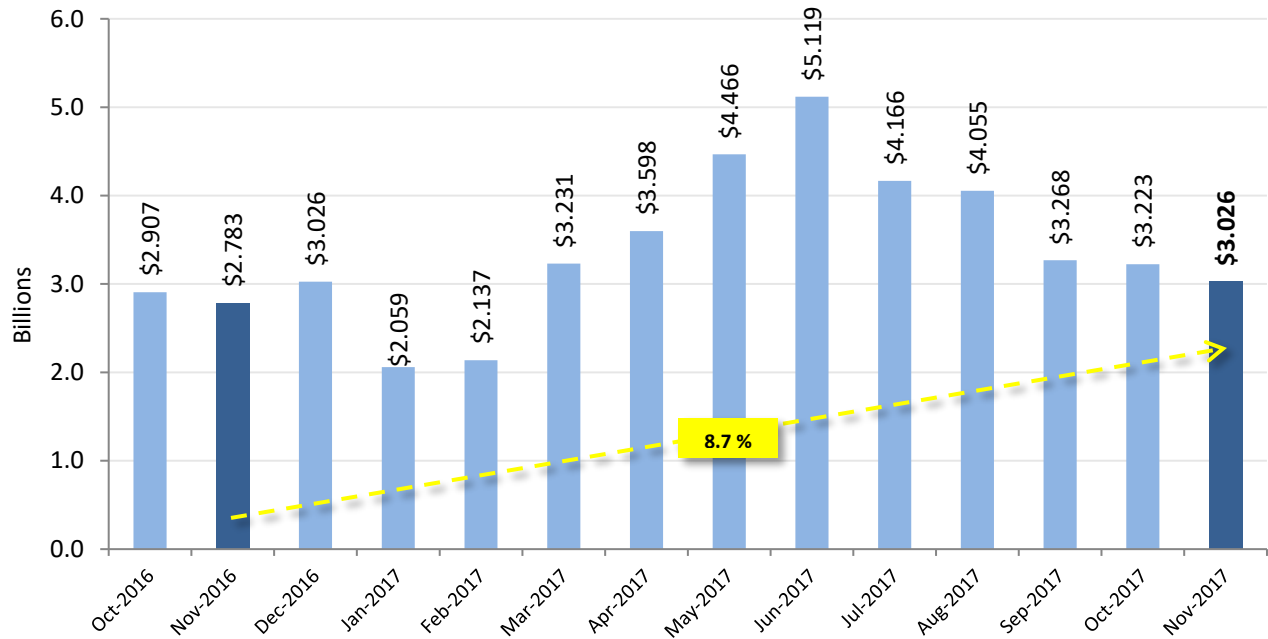
Median price rose from November 2016 by 2 percent, from \$264,700 to \$270,000. Price remained almost static from the prior month (\$269,900 in October). The sustained elevation in price illustrates that buyer interest remains high, as demand continues to support premiums. Below, historical benchmarks indicate continued long-term price escalation.

### November Benchmarks - Median Price Single Family, Condo, Townhome



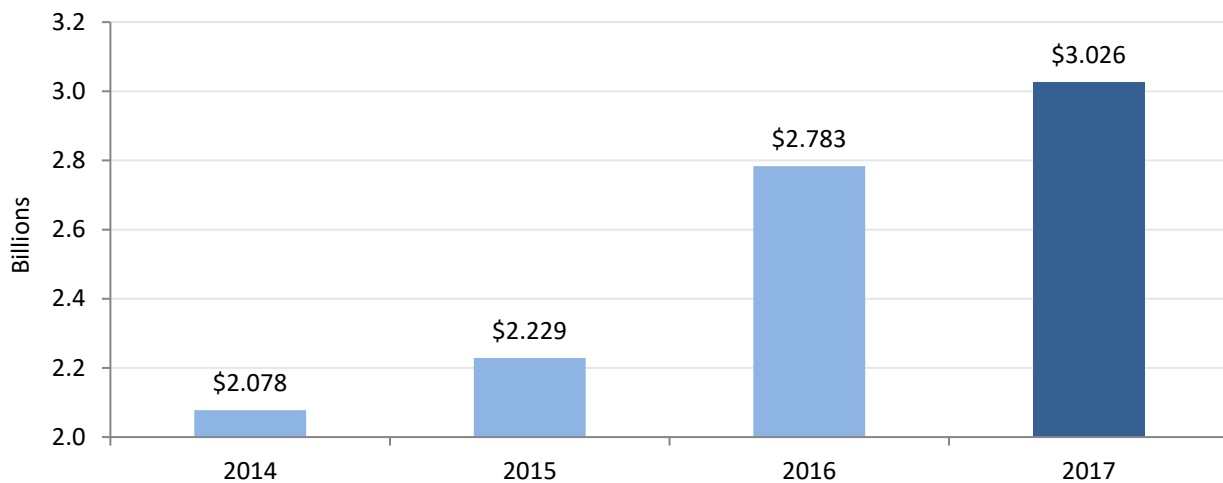
Median price for November has risen 8 percent from its 2014 benchmark, averaging an increase of 2.6 percent each year for the last three years. As with pace (noted on page 3), the jump between 2015 and 2016 was particularly strong.

### Residential Sales Volume - Monthly Single Family, Condo, Townhome

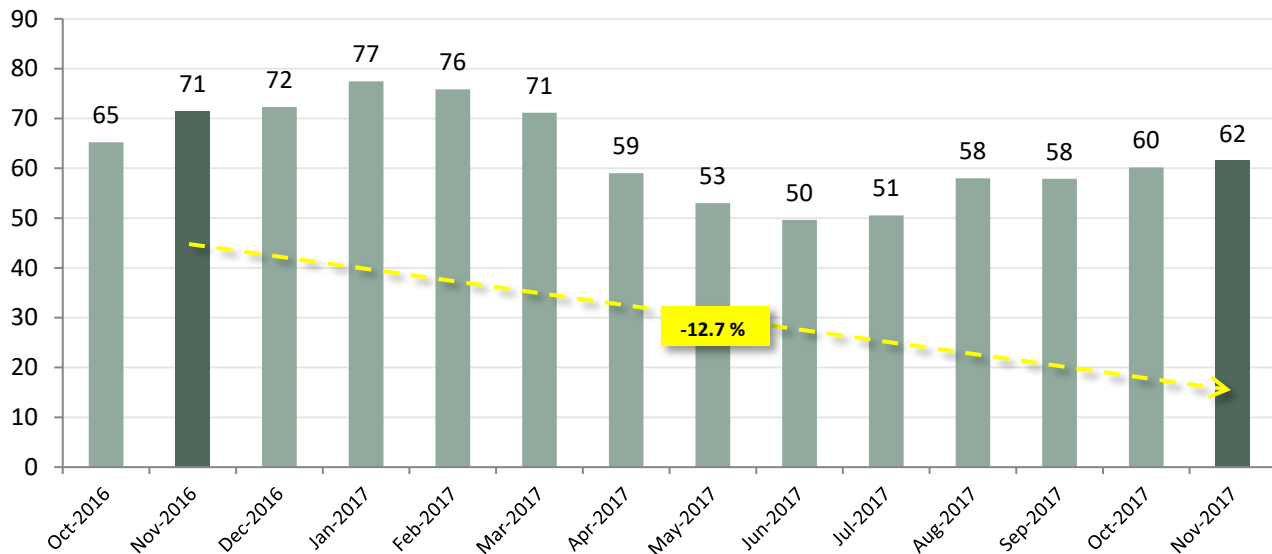


Sales volume (the total dollar value of all sales for a given period) totaled \$3.026 billion for November 2017, an increase of 8.7 percent from the preceding November (\$2.783 billion). As a multiplier of price and number of transactions, November volume was boosted by increases in both median price and pace. In keeping with historical trends, month-over-month volume fell by 6.1 percent (from \$3.223 billion).

### November Benchmarks - Sales Volume Single Family, Condo, Townhome

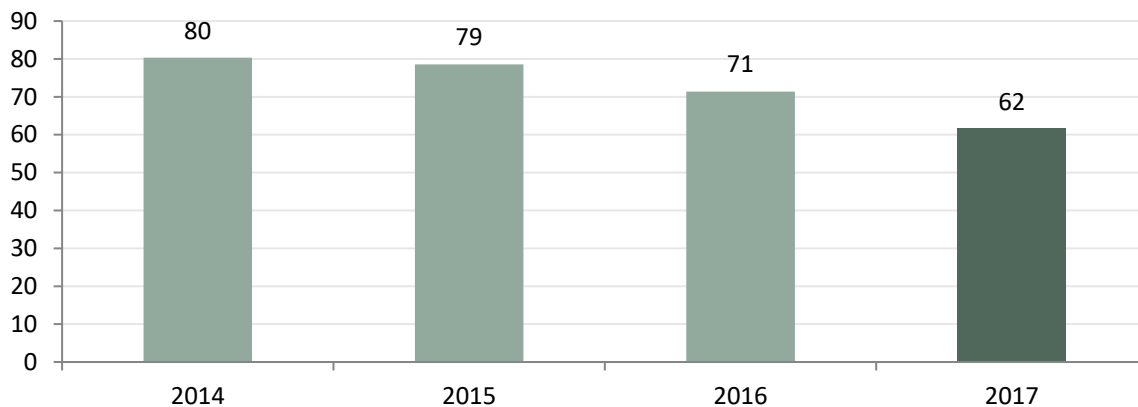


### Average Days on Market Single Family, Condo, Townhomes



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, November 2017 average time from list to close decreased by a notable 12.7 percent (from 71 to 62 days). Month-to-month, average days on the market increased by only 2 days, or 3.3 percent. In other years, increases have been steeper at the end of the year, as demand tapers and properties wait on the market longer. This year's metrics are another indicator of sustained high demand.

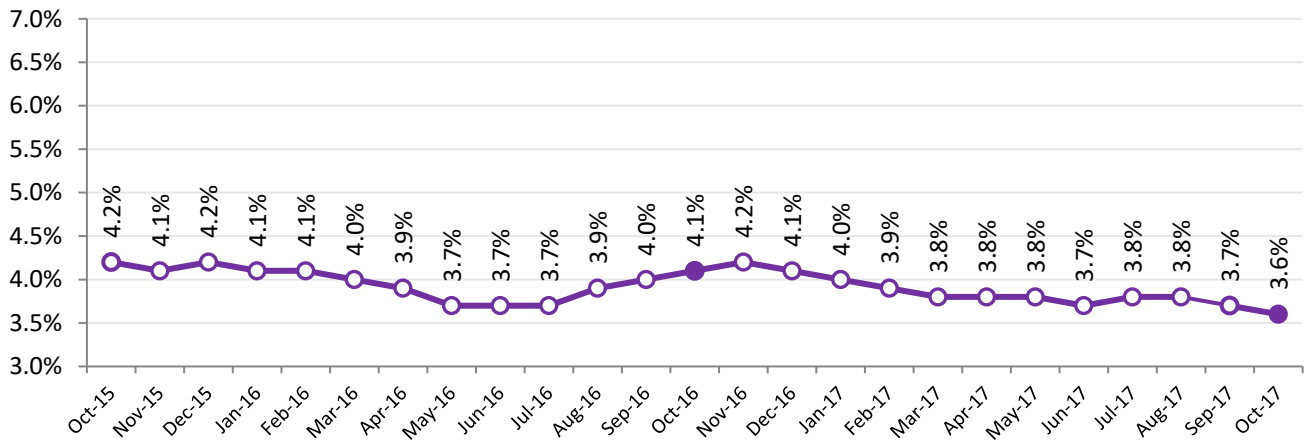
### November Benchmarks - Days on Market Single Family, Condo, Townhomes



An inverse of the pace and volume trends, average days on the market have declined progressively year-over-year. The November 2017 average (62 days) is 22.5 percent shorter than the average length of time a property sat on the market before closing in November 2014 (80 days).

### Virginia Unemployment Rate

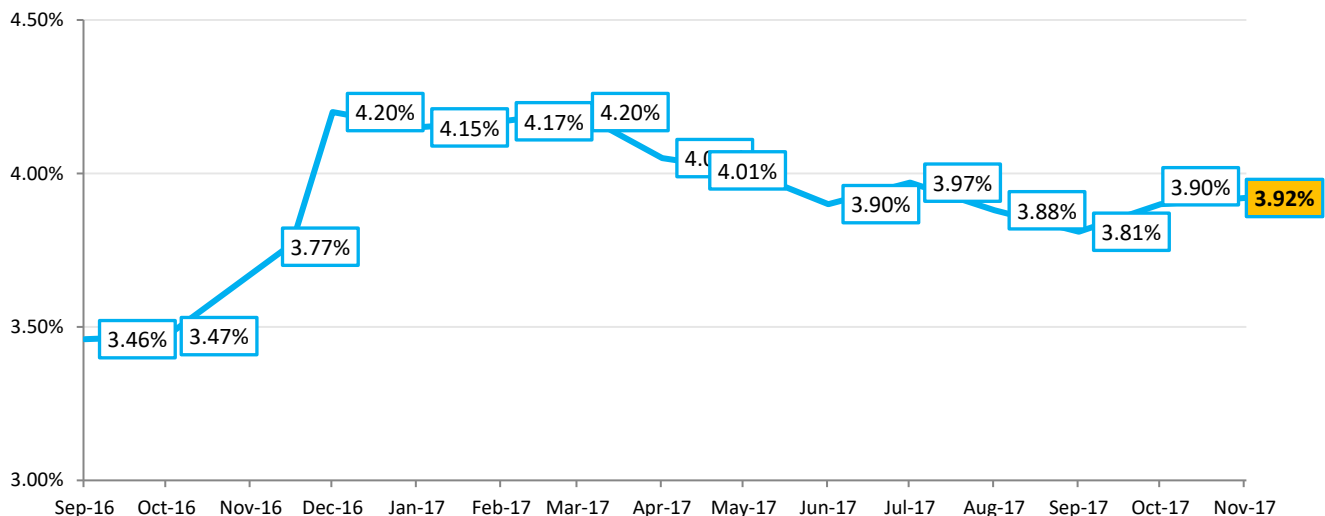
Source: Bureau of Labor Statistics



The state will report Virginia’s unemployment rate for November 2017 on December 22. 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



The average 30-year fixed mortgage interest rate for November 2017 rose to 3.92 percent. The Federal Reserve Bank announced a rate hike on December 13. There are three increases anticipated over the course of 2018. Despite increases, rates remain enticing to buyers.



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.

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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.