

Virginia

HOME SALES REPORT

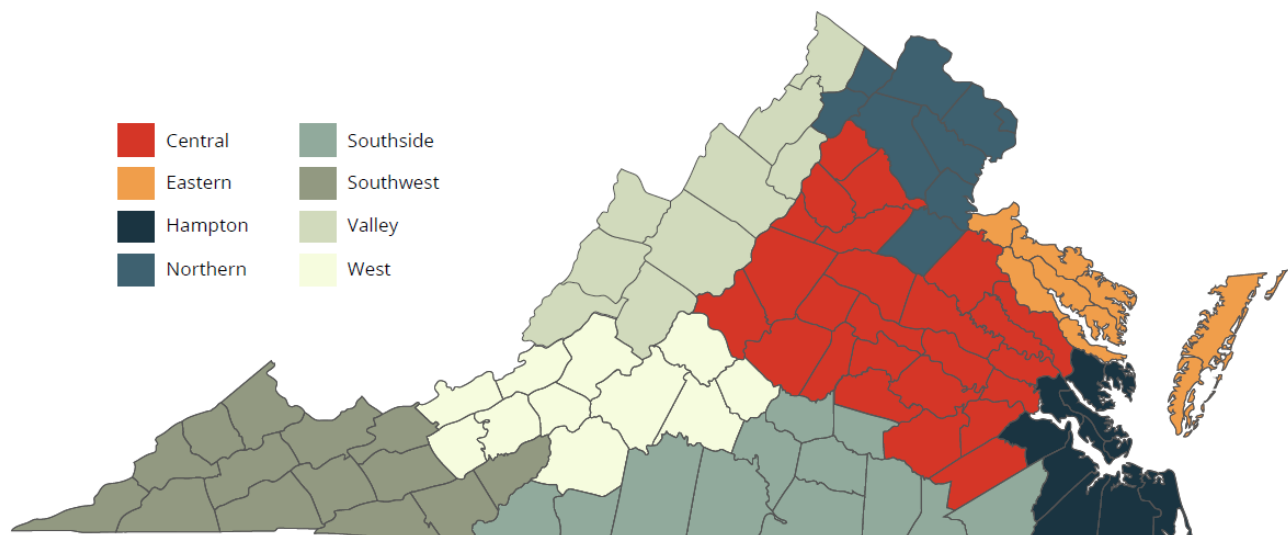
FEBRUARY 2018



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

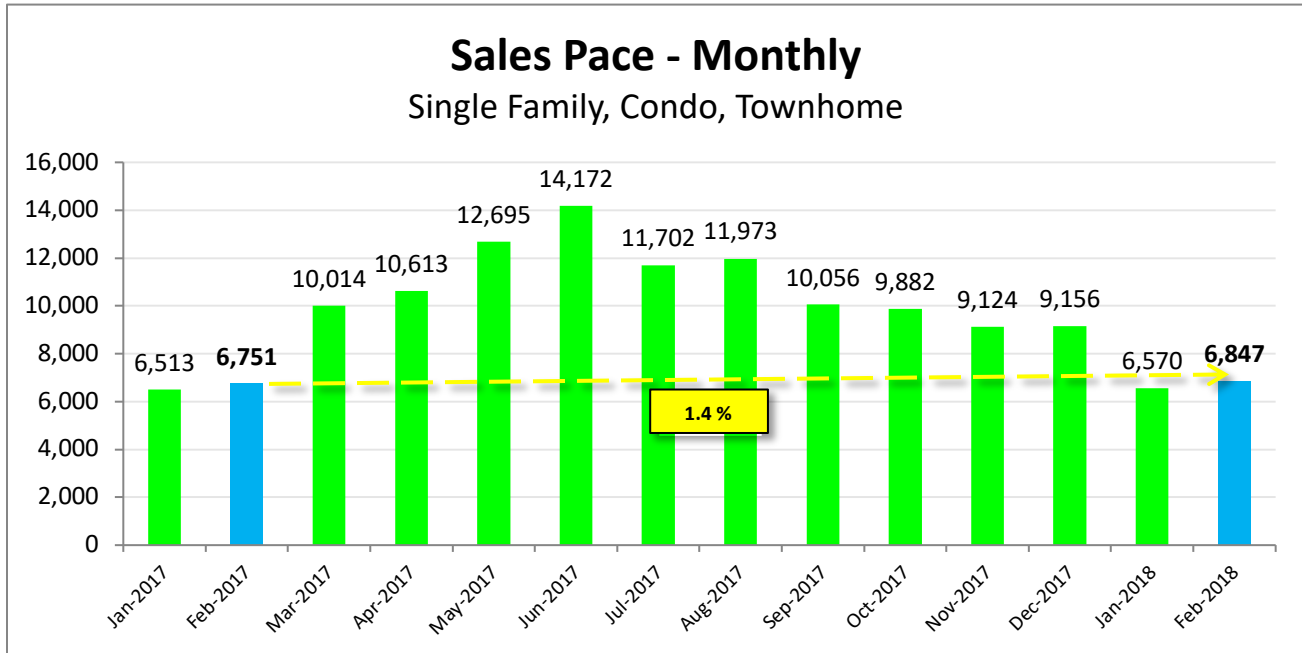
February Market Summary

The performance of the February residential real estate market continues to march forward as we head into the spring selling season. February 2018 volume (the sum of all sales) has risen 1.9 percent over the same period in 2017, from \$2.149 billion in February 2017 to \$2.190 billion in February 2018. Typical of industry seasonality, volume rose from the prior month by 1.9 percent (from \$2.149 billion in January 2017).

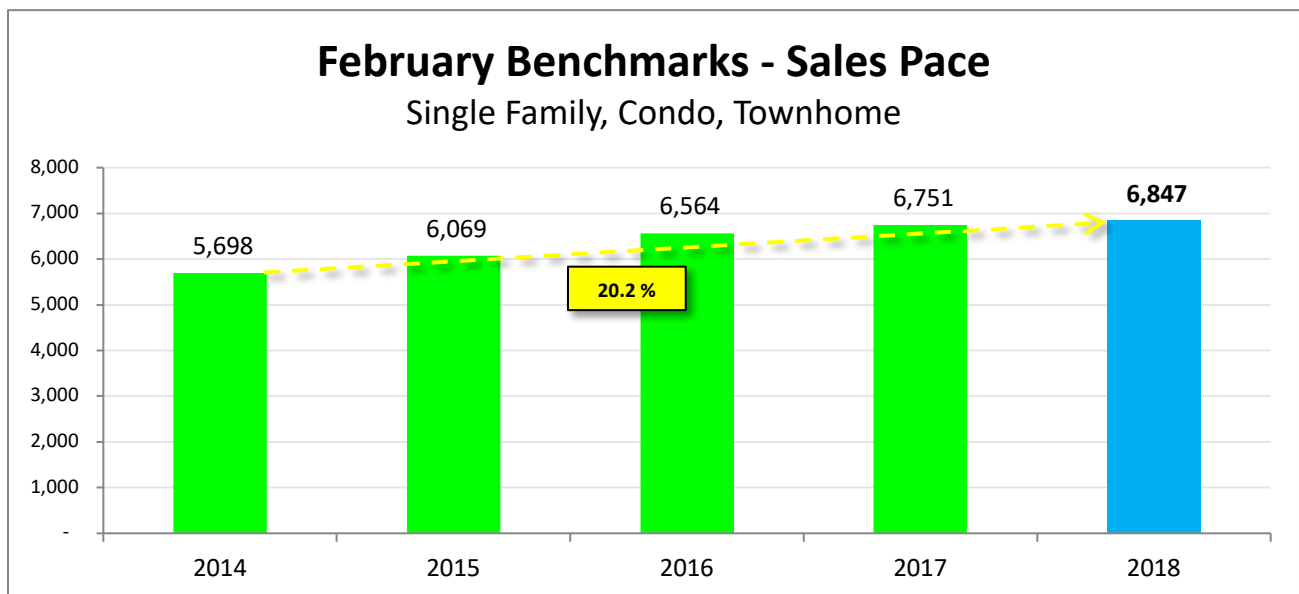
Also in accordance with historical trends, the number of transactions in February increased month-over-month by 4.2 percent (from 6,570 to 6,847). Year-over-year, though, sales in February rose 1.4 percent from their 2017 benchmark (6,751).

Statewide median sales price for February 2018 was \$265,000, an increase of 1.5 percent relative to last February (\$261,000). Illustrating the continued trend of high demand, median price increased \$2,000 from January to February (from \$263,000). In addition to elevated median price, a year-over-year decline in median days on the market illustrates continued buyer motivation. The median number of days on the market declined 14.5 percent year-over year, from 55 to 47 days.

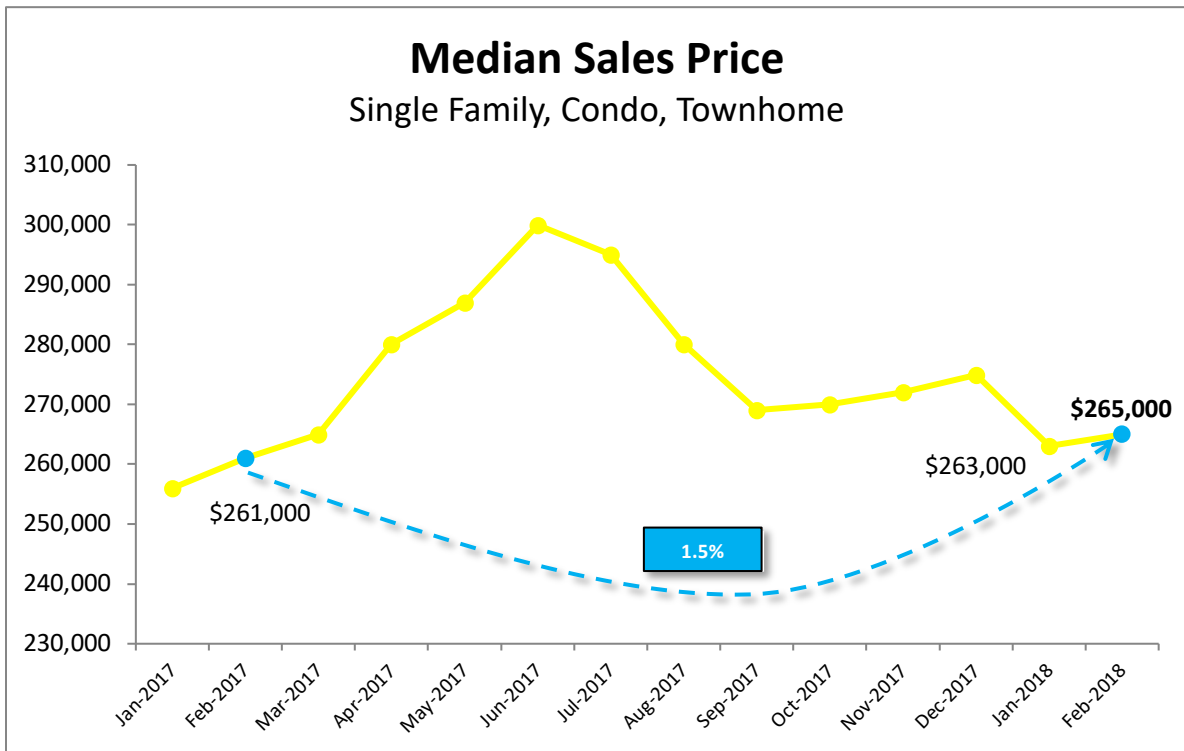
The average 30-year fixed mortgage interest rate for February increased to 4.33 percent. Despite rate increases, financing remains historically affordable and, coupled with high consumer confidence, continues to encourage market entry.



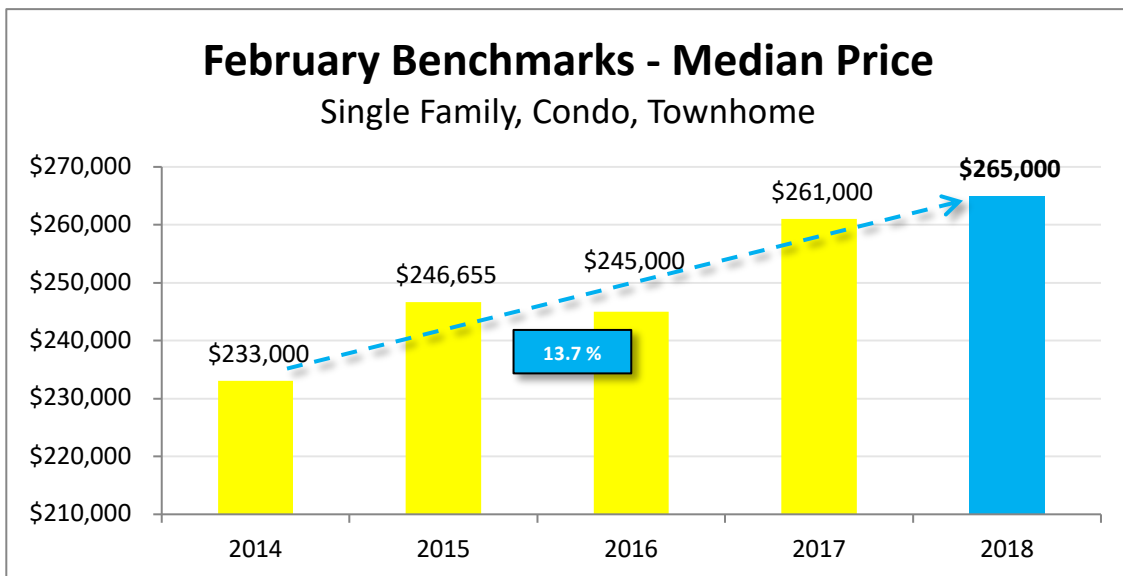
Year-over-year, the number of transactions in February rose by 1.4 percent (from 6,751 in 2017 to 6,847 in 2018). Relative to the prior month, February sales rose by 4.2 percent, typical of industry seasonality.



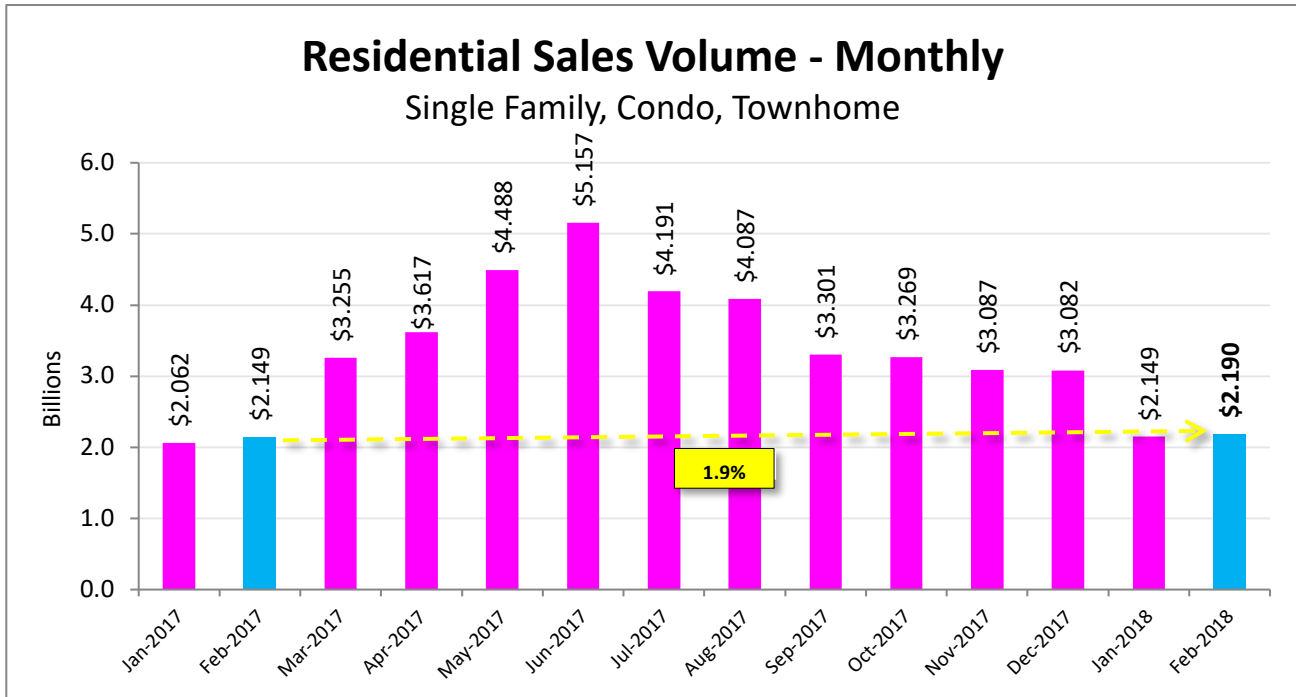
February sales pace has risen consistently over time, up 20.2 percent relative to the 2014 benchmark, **averaging 4.7% annual growth** over that span. The most significant jump occurred between 2015 and 2016.



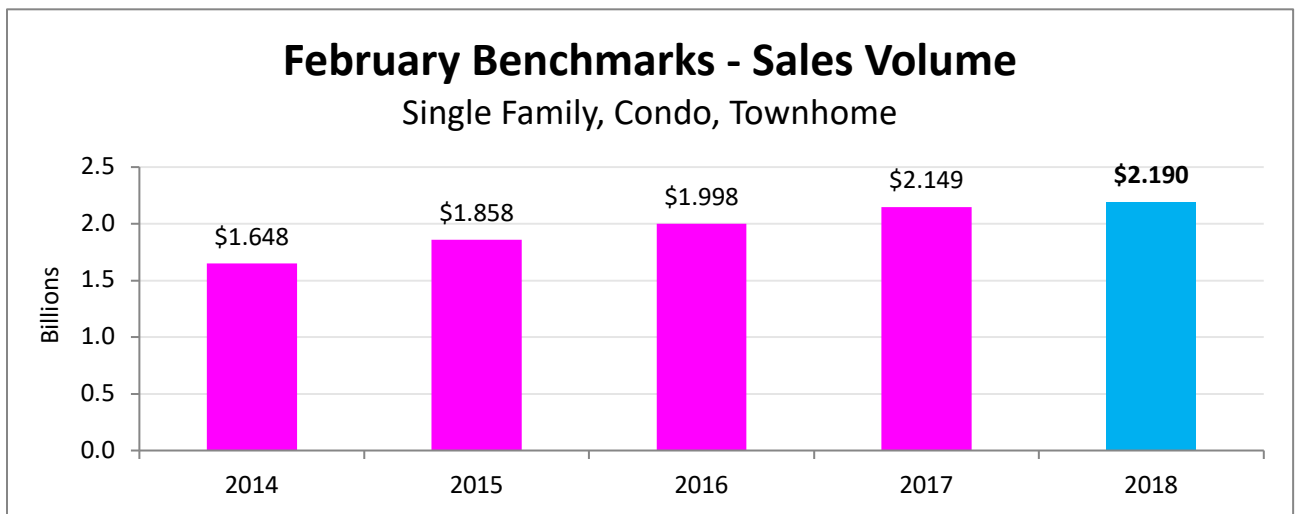
Median price rose from February 2017 by 1.5 percent, from \$261,000 to \$265,000. Median price rose \$2,000 from the prior month (\$263,000 in January). Below, historical benchmarks indicate continued long-term price escalation.



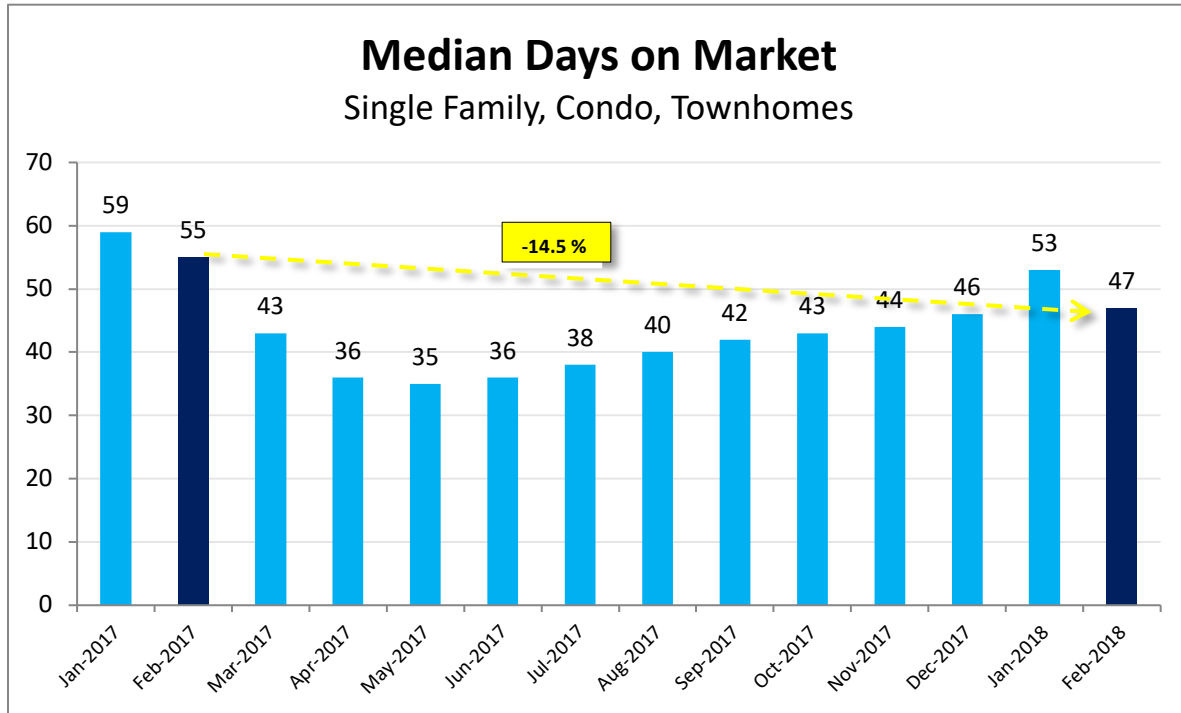
Median price for February has risen 13.7 percent from its 2014 benchmark, averaging an increase of **3.3 percent each year**. The jump between February 2016 and February 2017 was particularly strong as the lack of inventory effected the market.



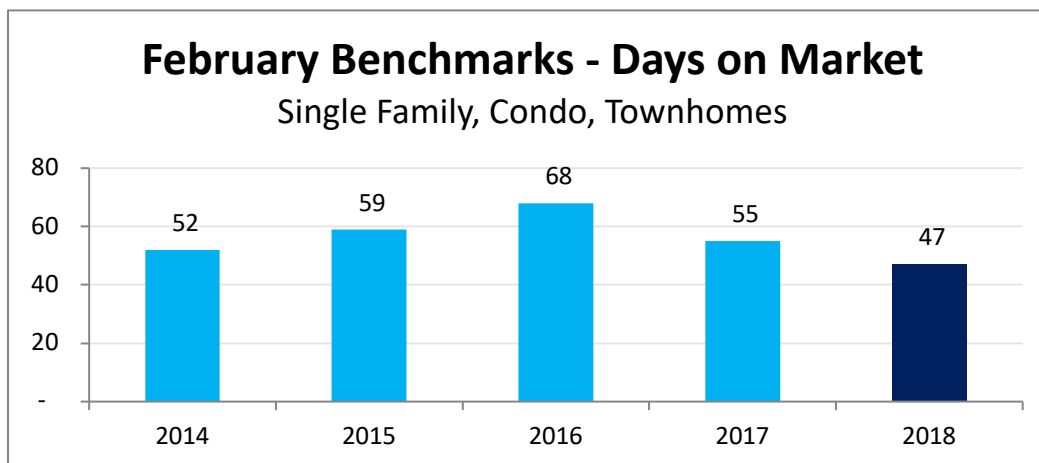
Sales volume (the total dollar value of all sales for a given period) totaled \$2.190 billion for February 2018, an increase of 1.9 percent from the preceding February (\$2.149 billion). As a multiplier of price and pace, February volume was boosted by slight increases in both median price and pace. In keeping with historical trends, month-over-month volume rose by 1.9 percent (from \$2.149 billion in January 2018).

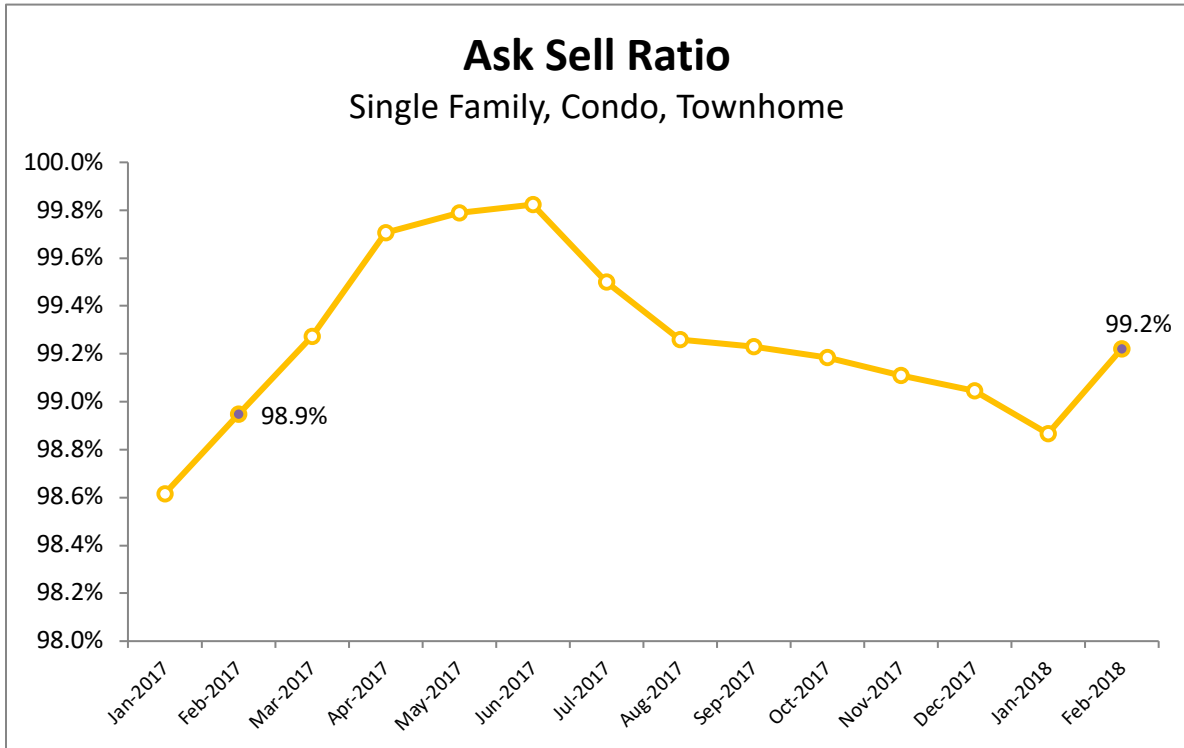


Sales volume for February has risen 32.9 percent from its 2014 benchmark, averaging an increase of **7.4 percent each year** as both median price and pace have risen each year during this time.

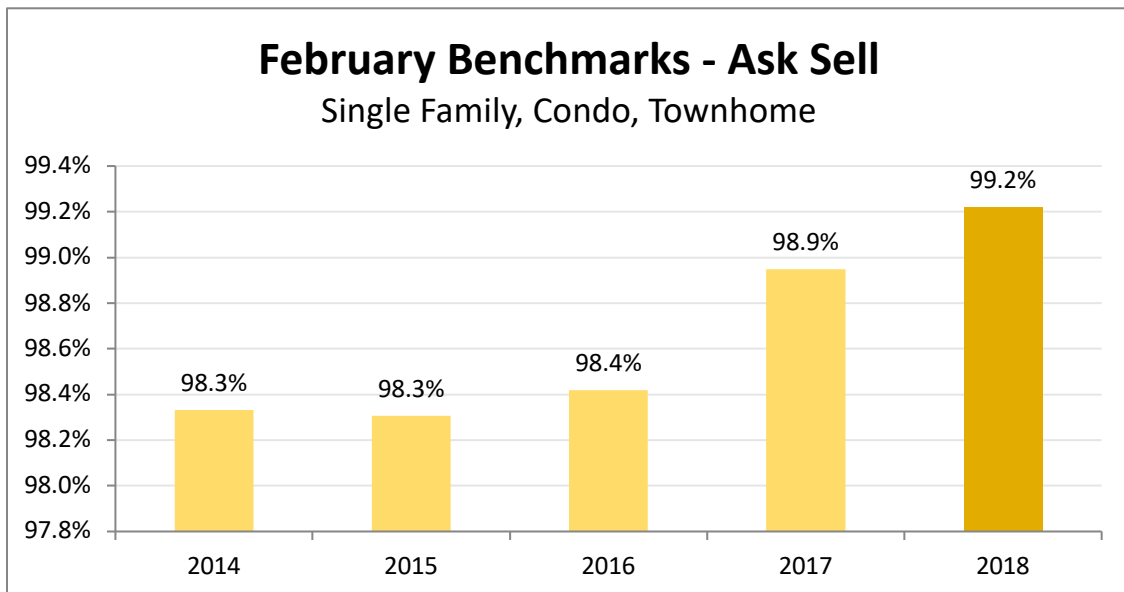


The chart above illustrates the median number of days on the market for each month. Shorter transaction time suggests strong buyer motivation. Relative to last year, February median time from list to close decreased by a notable 14.5 percent (from 55 to 47 days). Month-to-month, median days on the market decreased by 6 days, or 11.3 percent as February typically marks the beginning of decreases to the median days on the market, as demand begins to pick up heading into the spring selling season.

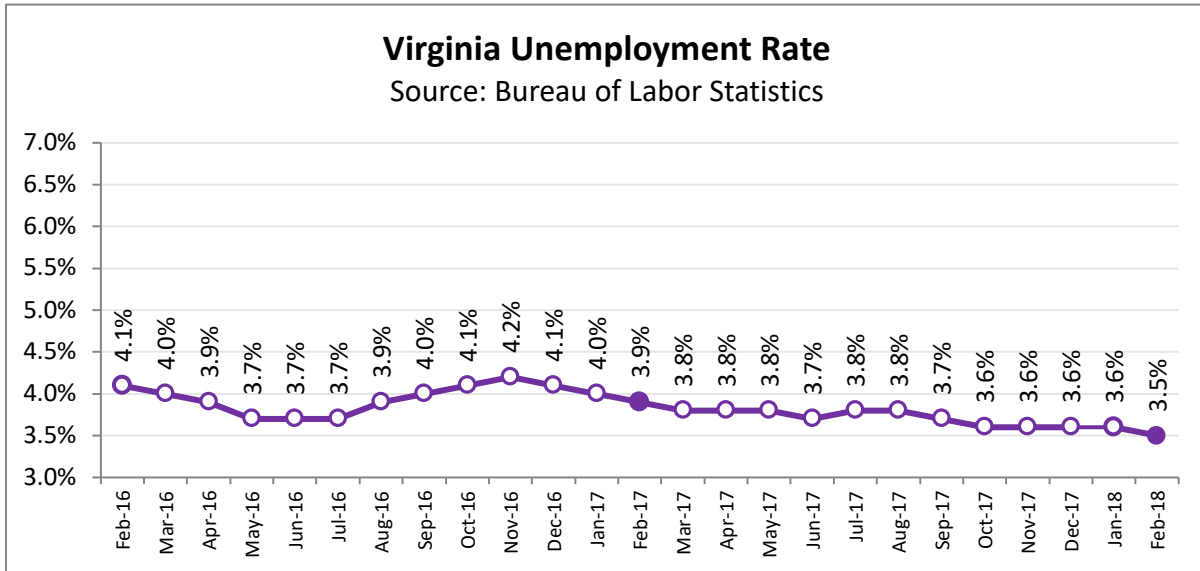




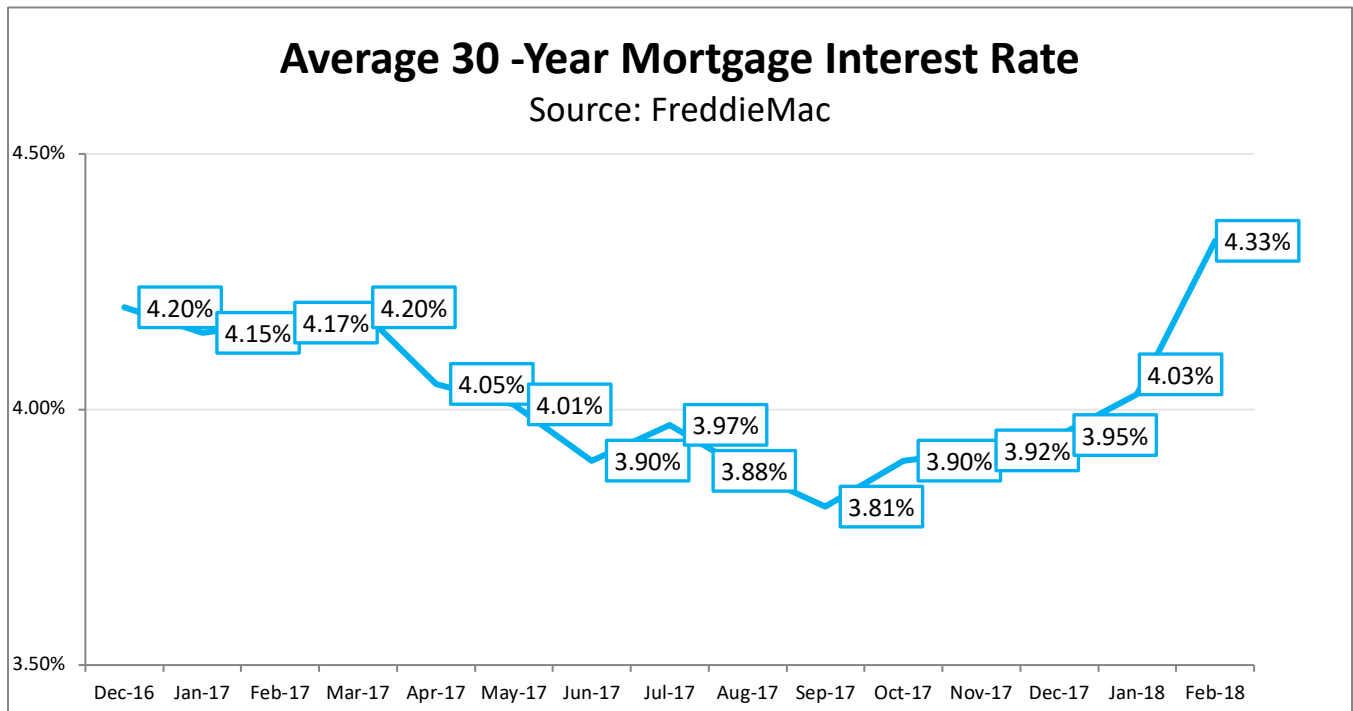
Sellers in February typically sold their homes for 99.2% of the listing price, in line with the national average. The ask sell ratio (sales price / list price) shows how close to the seller’s asking price that buyers are paying for their homes. It is a measure meant to show who has leverage in the typical transaction.



The ask to sell ratio has been climbing ever so slightly over the years as inventory constraints continue to keep the demand high.



Virginia unemployment continues to track well below the national average as February 2018’s unemployment rate dropped to 3.5%, compared with the national average of 4.1%. Low unemployment is correlated with bolstered consumer confidence and encouragement for buyers to enter the market.



The average 30-year fixed mortgage interest rate for February 2018 rose to 4.33 percent. 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.

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.