



RESEARCH STATISTICS

Virginia

HOME SALES REPORT

AUGUST 2024

Virginia Home Sales Report

August 2024

Key Takeaways

- Closed sales activity stalled this month in Virginia's housing market. There were 9,408 homes sold statewide in August, 48 fewer sales than a year ago, essentially flat from last year (-0.5%).
- Upward pressure on home prices continues to be evident in most parts of the commonwealth. The statewide median sales price in August was \$415,000. This is \$15,000 higher than it was a year ago, a 3.8% increase.
- While closed sales were flat, higher price points led to a modest increase in sold dollar volume around the state this month. There was approximately \$4.9 billion of sold volume in Virginia in August, about \$116 million more than this time last year, a 2.4% uptick.
- More active listings are on the market than last year. There were 19,499 active listings statewide at the end of August, an influx of 3,662 listings from a year ago, which is a 23.1% jump.

August 2024 Housing Market Summary

| | Aug-23 | Aug-24 | Change | % Change | | YTD 2023 | YTD 2024 | Change | % Change |
|------------------------------------|---------|---------|--------|----------|--|----------|----------|--------|----------|
| Sales | 9,456 | 9,408 | -48 | -0.5% | | 68,800 | 69,952 | 1,152 | 1.7% |
| Median Sales Price (\$) | 400,000 | 415,000 | 15,000 | 3.8% | | 390,000 | 410,000 | 20,000 | 5.1% |
| Sales Volume (\$ billions) | 4.7 | 4.9 | 0.12 | 2.4% | | 33.3 | 35.9 | 2.6 | 7.8% |
| Median Days on Market | 8 | 12 | 4 | 50.0% | | 8 | 10 | 2 | 25.0% |
| Pending Sales | 7,946 | 8,331 | 385 | 4.8% | | 65,959 | 68,334 | 2,375 | 3.6% |
| New Listings | 11,362 | 11,977 | 615 | 5.4% | | 85,750 | 93,487 | 7,737 | 9.0% |
| Active Listings (end of the month) | 15,837 | 19,499 | 3,662 | 23.1% | | 15,837 | 19,499 | 3,662 | 23.1% |
| Months of Supply | 1.9 | 2.3 | 0.4 | 20.4% | | 1.9 | 2.3 | 0.4 | 20.4% |

Source: Virginia REALTORS®, data accessed September 15, 2024

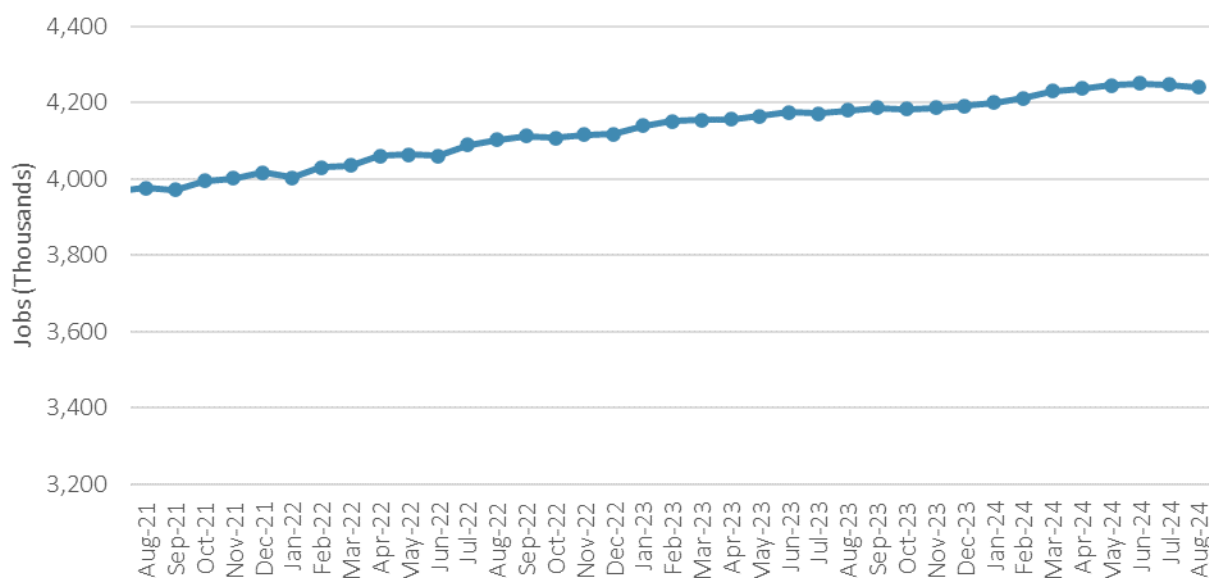
Overview

Overall, the economy remains solid, but labor market conditions are showing signs of cooling. Unemployment inched upward in Virginia, and the state had fewer jobs in August than in July. Mortgage rates hit their lowest level in more than a year and are now hovering near 6%. The Federal Reserve cut the Fed Funds rate in September with more cuts on the horizon.

Jobs

There were approximately 4.24 million jobs statewide in August 2024, which is about 5,800 fewer jobs than the revised total in July. Until now, Virginia's job base had been growing all year, and could signal cooling conditions in the labor market.

Figure 1. Total Jobs in Virginia (in thousands)



Source: U.S. Bureau of Labor Statistics, seasonally adjusted

Most of the drop in jobs was in the Professional and Technical Services sector (-3,800 jobs) and the Educational Services sector (-2,800 jobs). The largest job gains this month were in the Leisure and Hospitality sector (+3,200 jobs) and the Construction sector (+2,300 jobs).

The Hampton Roads region shed about 3,500 jobs between July and August (-0.4%), and Northern Virginia shed about 2,600 jobs (-0.2%). Most regions in the state had a drop in jobs this month. The Richmond region was the only area with a small uptick in jobs, about 700 more jobs in August compared to July (+0.1%).

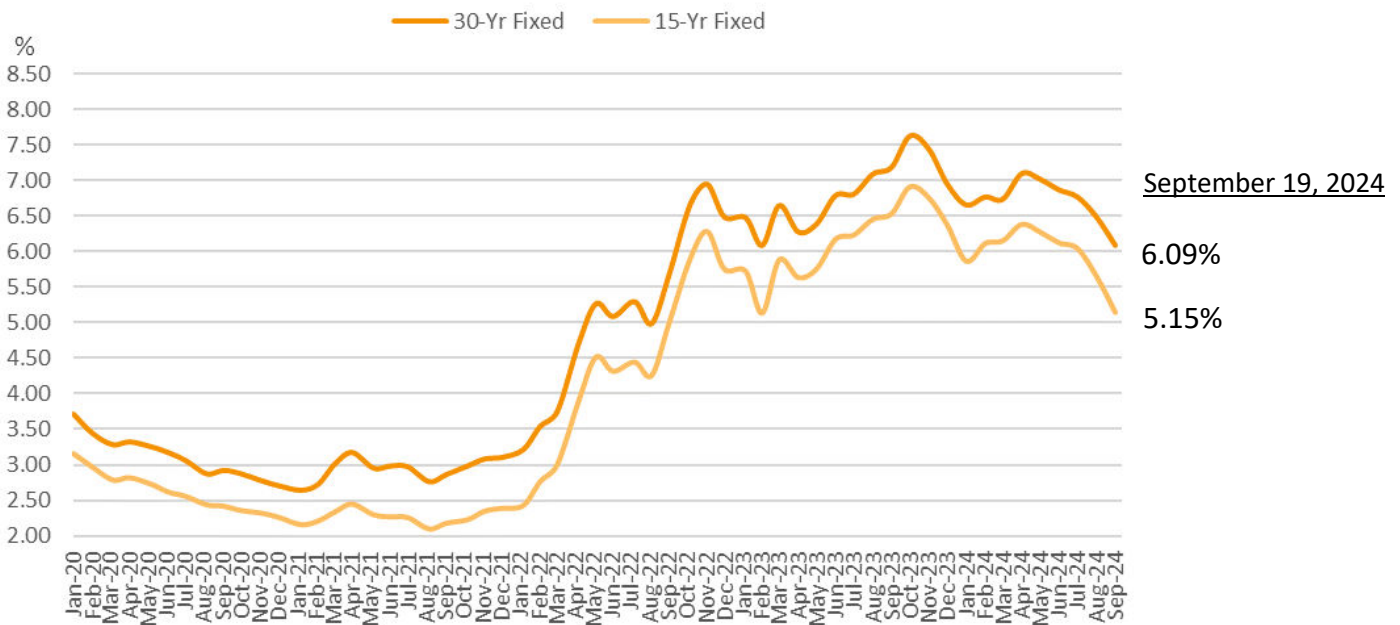
Unemployment

Virginia's unemployment rate inched up to 2.8% in August, up from 2.7% the prior month. This is the first time the state's unemployment rate has increased since the fall of last year. The nationwide unemployment dipped to 4.2% in August, down from 4.3% in July.

Mortgage Rates

Mortgage rates continue to drop, the average rate for a 30-year fixed mortgage in the third week of September was 6.09%, down from 6.20% the week before. Anticipation of the Fed Funds rate cut has been putting downward pressure on rates over the past month or so. The 30-year fixed interest rate is now at the lowest level seen since February 2023.

Figure 2. Mortgage Rates



Source: Freddie Mac

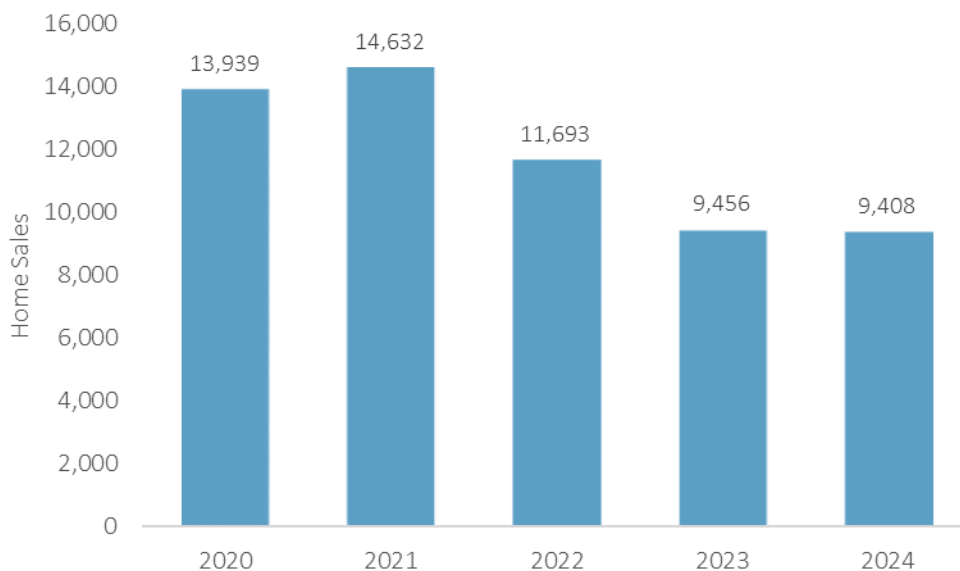
Housing Market Overview

As the summer market came to a close, sales activity remained flat compared to last year. Home prices continue to climb as there are more buyers than sellers in the market. But inventory conditions are improving with more active listings coming onto the market than last year.

Sales

Sales activity in Virginia's housing market was flat this month. There were 9,408 homes sold across the commonwealth in August, just 48 fewer than a year ago, inching down 0.5%. This caps off what has been a fairly slow summer in Virginia's housing market compared to average levels. In August, about half of local markets in the state (49%) had more sales than a year ago. The sharpest increase in sales this month was in the Shenandoah Valley, the Greater Piedmont Region, and the Danville region. The biggest drop in sales was in South Central Virginia and the Williamsburg region.

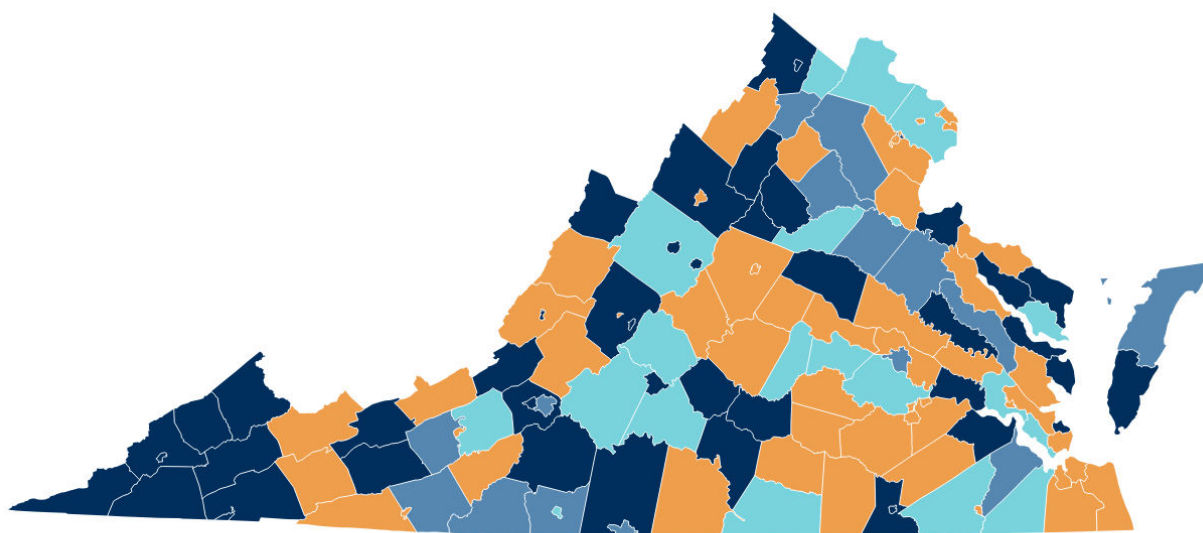
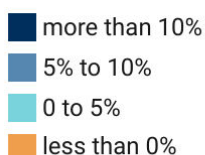
Figure 3. Virginia Home Sales, August



Source: Virginia REALTORS®, data accessed September 15, 2024

Figure 4. County/City Home Sales, August YTD % Change

Change in Home Sales, 2023 to 2024



Source: Virginia REALTORS®, data accessed September 15, 2024

Home Prices

Price growth remains a factor in Virginia's housing market. The statewide median sales price in August was \$415,000. This is \$15,000 higher than August of last year, reflecting a 3.8% increase. The price growth continues to be widespread, with about 64% of local markets having a higher median sales price than last August. The largest median price gains this month were in the Harrisonburg region, the New River Valley, and the Roanoke Valley. The median sales price declined in the Lexington and Staunton regions, and also the Martinsville area compared to last August.

Competitive market conditions persist around Virginia. The average sold-to-list price ratio in August was 99.8%, down from 100.4% in July. This is the first time since February 2024 the statewide average sold-to-list price ratio dipped below 100%. The higher ends of the price spectrum continue to see homes sell above asking on average. Homes that sold above \$400K and higher had an average sold-to-list price ratio exceeding 100%. The highest average-sold-to-list price ratio this month was for homes in the \$600K to \$800K range at 100.7%.

Figure 5. Median Home Price (\$), August



Source: Virginia REALTORS®, data accessed September 15, 2024

Figure 6. Average Sold-to-List Price Ratio, August 2024

| Price Range | Ratio |
|------------------------|--------|
| \$200,000 or less | 96.6% |
| \$200,001 to \$400,000 | 99.9% |
| \$400,001 to \$600,000 | 100.1% |
| \$600,001 to \$800,000 | 100.7% |
| \$800,001 or more | 100.4% |
| All price levels | 99.8% |

Source: Virginia REALTORS®, data accessed September 15, 2024

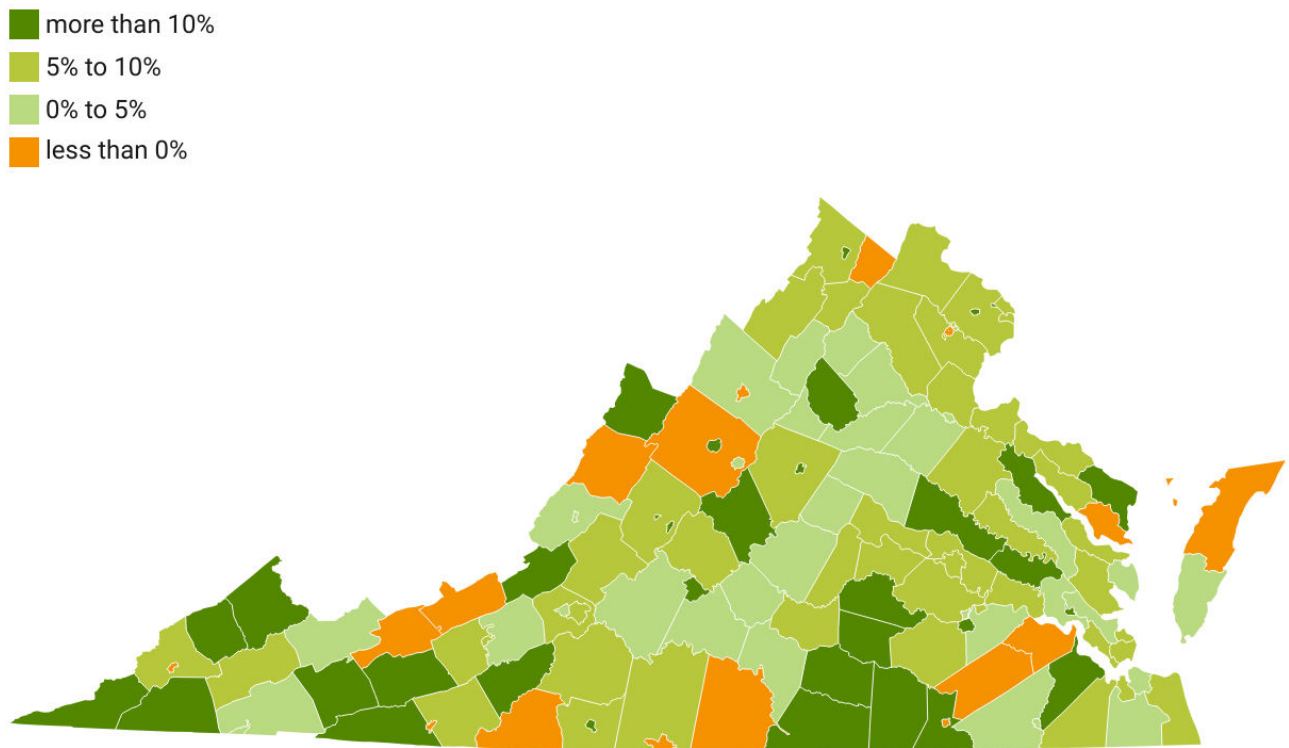
Most of the homes sold in Virginia in August, 38.4% of sales, went for \$200K to \$400K. Homes in the \$400K to \$600K price range accounted for about a quarter of all sales in August (25.5%). Approximately 13.9% of homes sold this month sold above \$800K, up from 12.4% last August.

Figure 7. Sales by Price Range, August



Source: Virginia REALTORS®, data accessed September 15, 2024

**Figure 8. County/City Median Home Sales Price, August YTD
Change in Median Sales Price, 2023 to 2024**

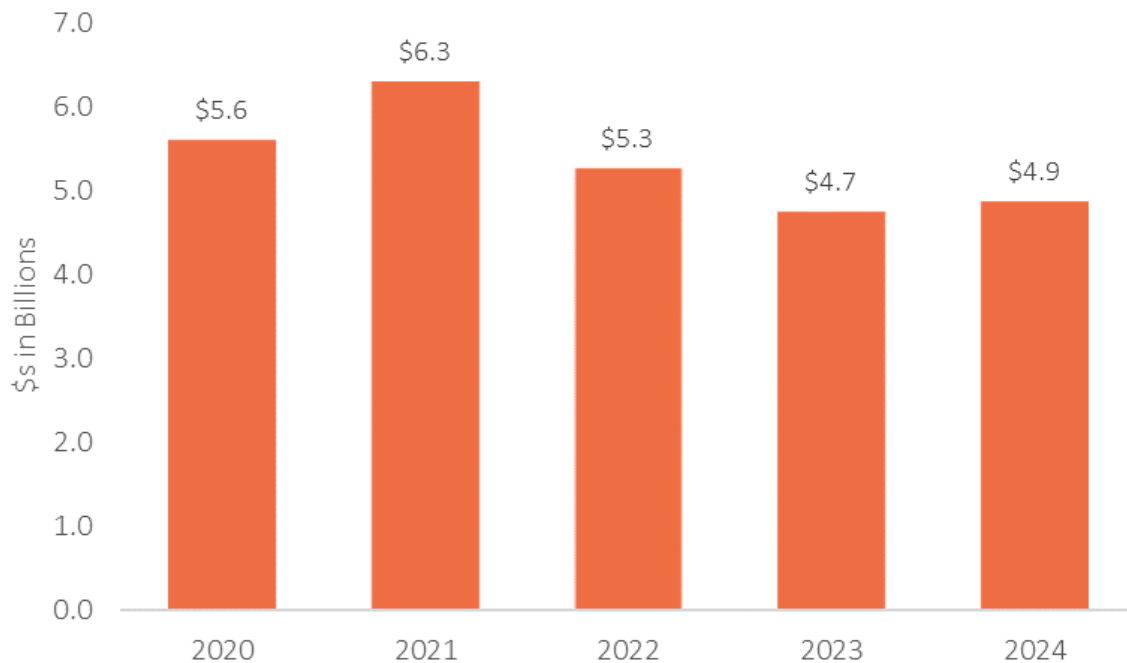


Source: Virginia REALTORS®, data accessed September 15, 2024

Sold Volume

The upward pressure on home price drove up the sold dollar volume despite flat sales activity in Virginia's housing market this month. There was about \$4.9 billion of sold volume statewide in August, a 2.4% increase from last August. This reflects a modest increase of about \$116 million. The sold dollar volume has increased six out of the last eight months so far this year

Figure 9. Sold Dollar Volume, August (in \$ billions)

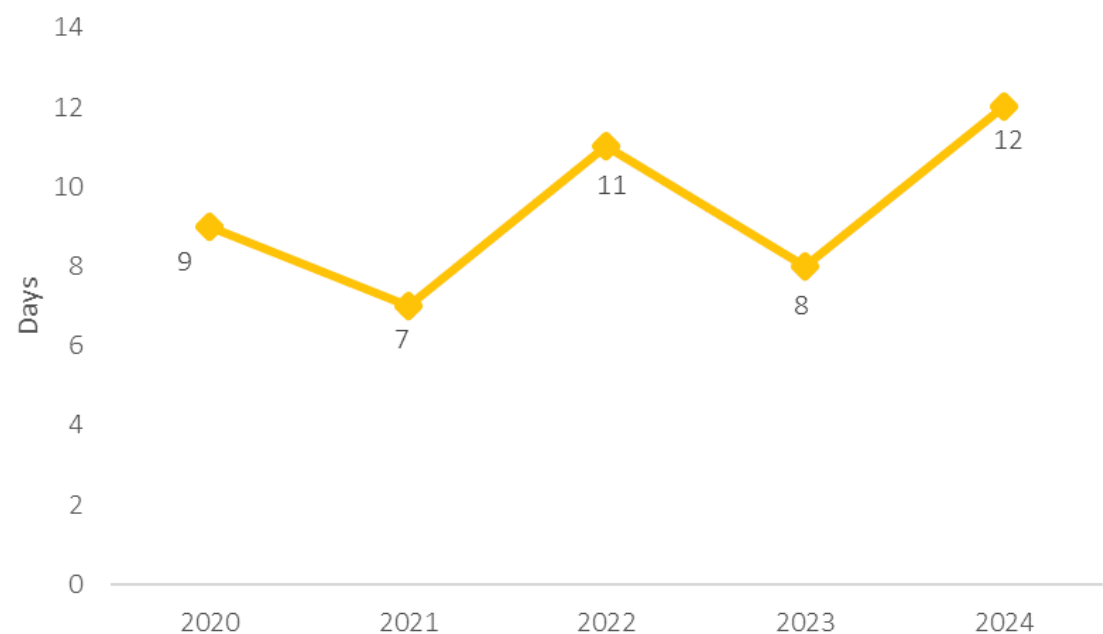


Source: Virginia REALTORS®, data accessed September 15, 2024

Days on Market

Homes are staying on the market longer than last year. The median days on market in Virginia in August was 12 days. This is four days longer than August of last year. Homes are still selling quickly though this month reflects the largest increase in median days on market in about a year and half. Homes sold the fastest, in a week or so, in the Northern Virginia and Richmond markets.

Figure 10. Median Days on Market, August

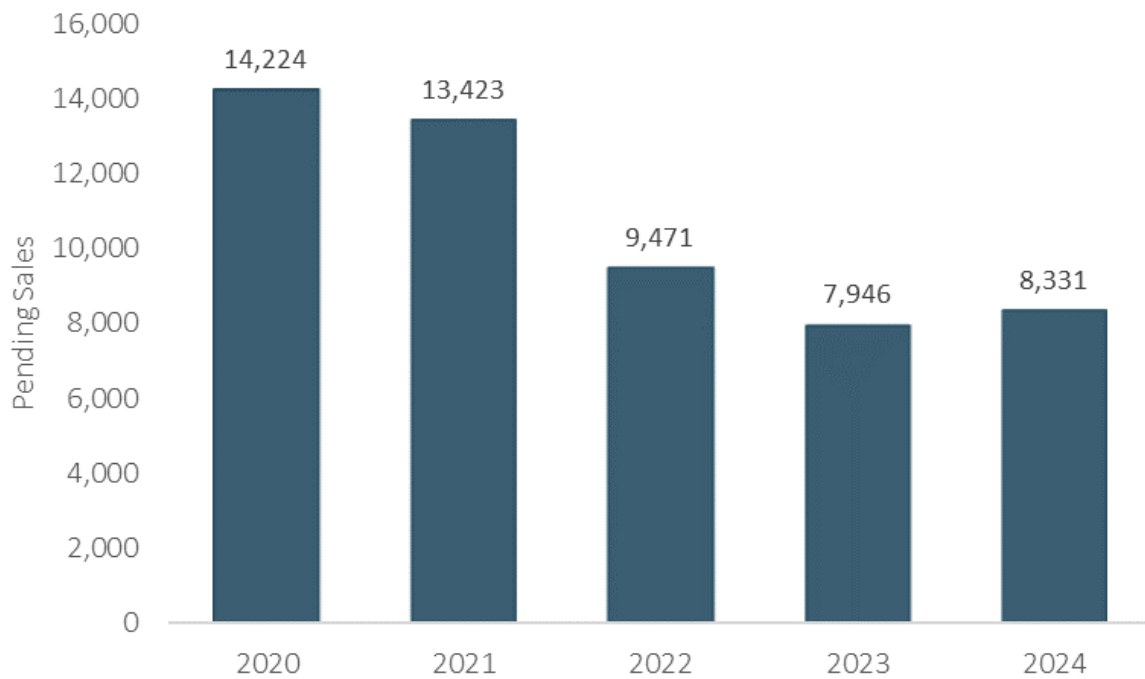


Source: Virginia REALTORS®, data accessed September 15, 2024

Pending Sales

More pending sales are happening in Virginia than last year, a consistent theme for 2024. There were 8,331 pending sales statewide in August. This is a 4.8% increase from a year ago, which is an influx of 385 pending sales. The sharpest increase in pending sales this month was in the Northern Neck, Danville, and Eastern Shore markets. The largest decline in pending sales was in the South Central, Martinsville, and Charlottesville regions.

Figure 11. Pending Sales, August



Source: Virginia REALTORS®, data accessed September 15, 2024

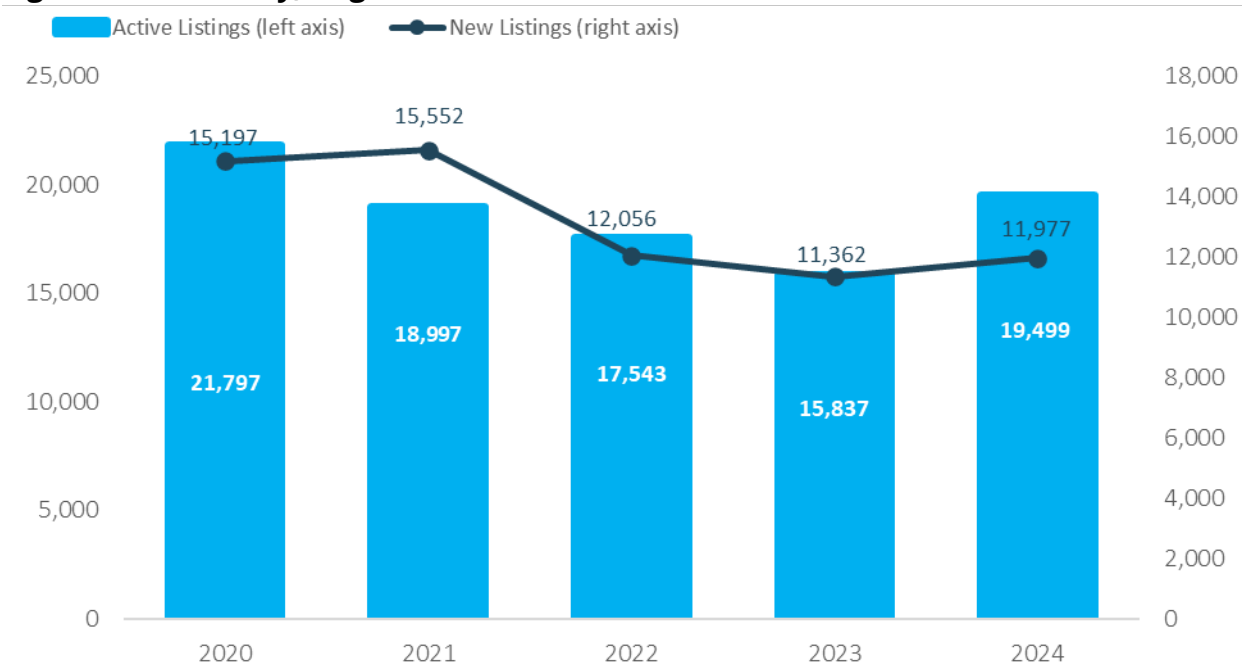
New Listings

In Virginia there were 11,977 new listings that came onto the market in August. This is 615 more new listings than this time last year, reflecting a 5.4% increase. New listings activity has risen for five straight months statewide.

Active Listings

The inventory of active listings continues to expand in Virginia. There were 19,499 active listings on the market at the end of August throughout the commonwealth. This is 3,662 more listings than this time last year, a 23.1% surge. Inventory has been expanding in Virginia since December of 2023 compared to the prior year.

Figure 12. Inventory, August

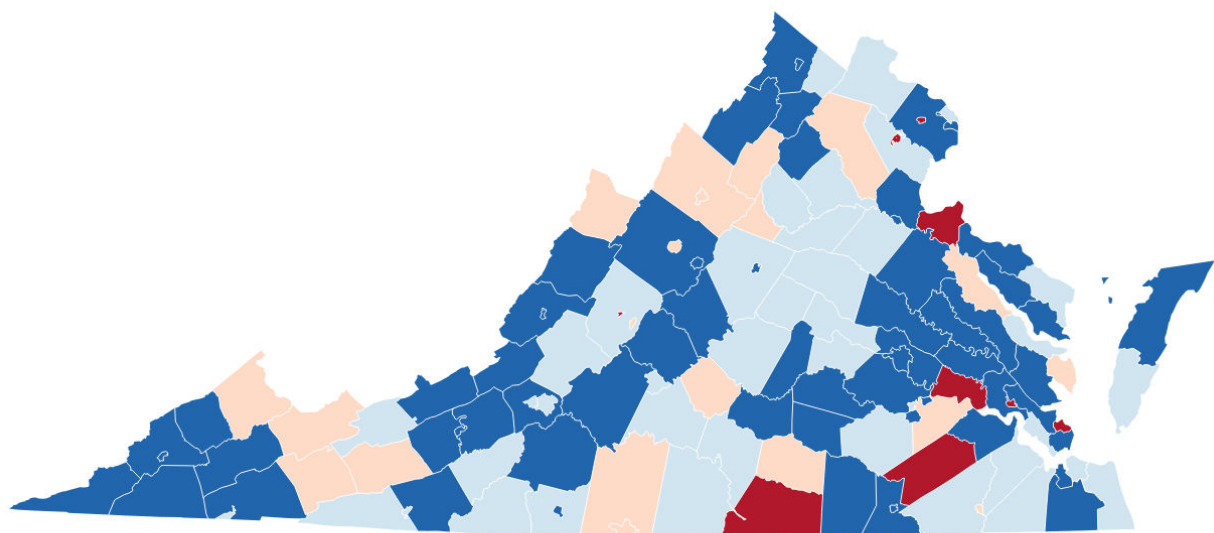


Source: Virginia REALTORS®, data accessed September 15, 2024
Note: Active listings at the end of the month

Figure 13. Active Listings by County/City, End of August

Change in Month End Inventory, 2023 to 2024

- more than 20%
- 1% to 20%
- no change to -20%
- 20% or less

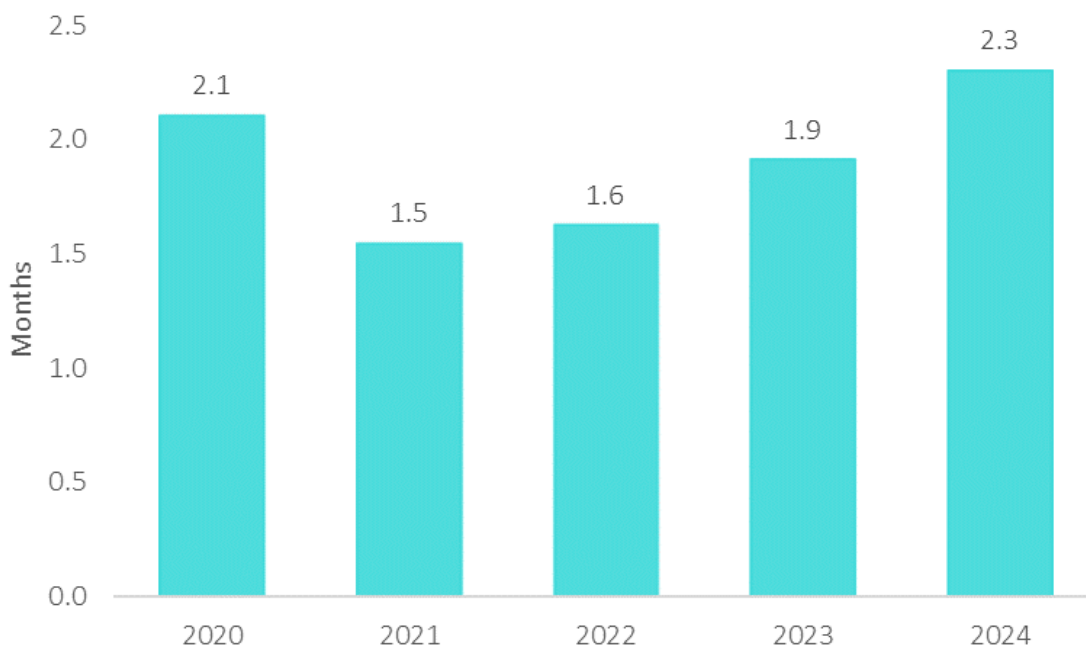


Source: Virginia REALTORS®, data accessed September 15, 2024

A majority of local markets around the state had an expansion of active listings at the end of August. Approximately 77% of counties and cities around the commonwealth had more active listings at the end of August than last year. The Chesapeake Bay & Rivers area and the Roanoke Valley had the largest influx this month. The Harrisonburg and Danville regions had a drop in active listings from a year ago.

There was about 2.3 months of supply in Virginia's housing market in August 2024, up from 1.9 months of supply a year ago. The months of supply statistic is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings.

Figure 14. Months of Supply, August



Source: Virginia REALTORS®, data accessed September 15, 2024

Outlook

Market activity was flat in August, but how could falling rates impact the upcoming fall market? Here are some key things to watch:

- Mortgage rates are drifting downward. Much of this movement was the market anticipating the rate cut in September. Rates will likely continue to inch lower with some volatility in the coming months. This could spur more buyers to re-enter the market.

- Affordability concerns are brewing in some regional housing markets in Virginia. Home price growth has been consistent and has shown little sign of abating. Any improvements to interest rates will help buyers on the margins but segments of potential buyers, namely first-time buyers, are likely getting priced out of some markets in Virginia. This could shift demand to markets that are more affordable over time.



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing over 36,000 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 slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.