



RESEARCH STATISTICS

Virginia

HOME SALES REPORT

DECEMBER 2024

Virginia Home Sales Report

December 2024

Key Takeaways

- Market activity ended on a positive note as 2024 came to a close. There were 7,907 closed home sales across Virginia in December, 978 more sales than this time last year, reflecting a 14.1% increase. Last year was unusually slow due to interest rates in the upper to mid-7% range for much of the fall market, so the surge this year indicates buyers are coming to terms with mortgage rate levels which are still elevated but lower than a year ago.
- More demand than supply continues to push up home prices in most parts of the commonwealth. The statewide median sales price in Virginia was \$413,490 in December. This is nearly \$31,000 higher than it was last year, a strong 8% increase to the median price of a home.
- With more sales and higher prices, sold dollar volume in Virginia's housing market continues to surge. There was about \$4.1 billion sold volume statewide in December, an influx of nearly \$800 million from last year (+24.3%).
- There were 16,588 active listings on the market at the end of December across Virginia, about 1,900 more listings than last year, representing a 13% increase. Supply in the market has been expanding for more than a year, but overall supply levels remain tight.

December 2024 Housing Market Summary

	Dec-23	Dec-24	Change	% Change	YTD 2023	YTD 2024	Change	% Change
Sales	6,929	7,907	978	14.1%	98,464	102,509	4,045	4.1%
Median Sales Price (\$)	382,725	413,490	30,765	8.0%	388,000	412,000	24,000	6.2%
Sales Volume (\$ billions)	3.3	4.1	0.79	24.3%	43.7	48.6	5.0	11.4%
Median Days on Market	17	19	2	11.8%	10	12	2	20.0%
Pending Sales	5,101	5,649	548	10.7%	91,015	97,019	6,004	6.6%
New Listings	5,862	6,626	764	13.0%	120,636	132,314	11,678	9.7%
Active Listings (end of the month)	14,685	16,588	1,903	13.0%	14,685	16,588	1,903	13.0%
Months of Supply	1.8	1.9	0.1	4.5%	1.8	1.9	0.1	4.5%

Source: Virginia REALTORS®, data accessed January 15, 2025

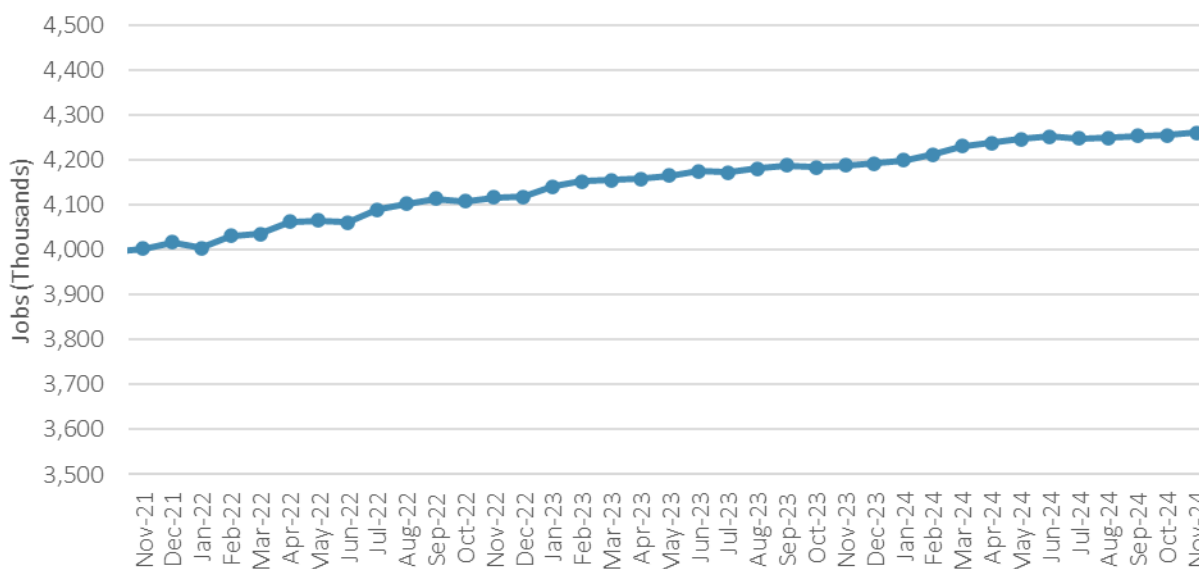
Economic Overview

The economy continues to show signs of strength. GDP growth has been robust, driven by strong consumer spending, and the job market continues to expand above expectations. Unemployment inched up but remains at a healthy level, especially here in Virginia. Inflation is still above target but is slowly receding for now. These solid conditions have led the Federal Reserve to dial back its rate cut outlook for 2025, signaling just two potential cuts later in the year.

Jobs

Virginia's job market picked back up this month. There were about 4.26 million jobs statewide in November 2024, which is an influx of 5,300 additional jobs compared to the revised October total. This reflects strength in the economy and is similar to national-level trends. The U.S. continues to see strong job growth, exceeding expectations month after month.

Figure 1. Total Jobs in Virginia (in thousands)



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

In Virginia, the strongest job growth in November occurred in the Transportation & Warehousing sector (+6,000 jobs) and the Health Care sector (+2,700 jobs). The Professional & Technical Services sector also had a relatively strong month (+1,500 jobs). The Admin. & Waste Services sector continues to shed the most jobs (-2,000 jobs). Both the Leisure & Hospitality and Finance & Insurance sectors dropped by about 1,200 jobs each here in the commonwealth.

Within Virginia, the strongest job growth this month was in the Winchester region (+0.7%, +500 jobs), the Richmond Metro Area (+0.4%, +2,900 jobs), and the Charlottesville region (+0.4%, +500 jobs). The Blacksburg region was the only metro area in the state to have job losses this month (-0.8%, -700 jobs).

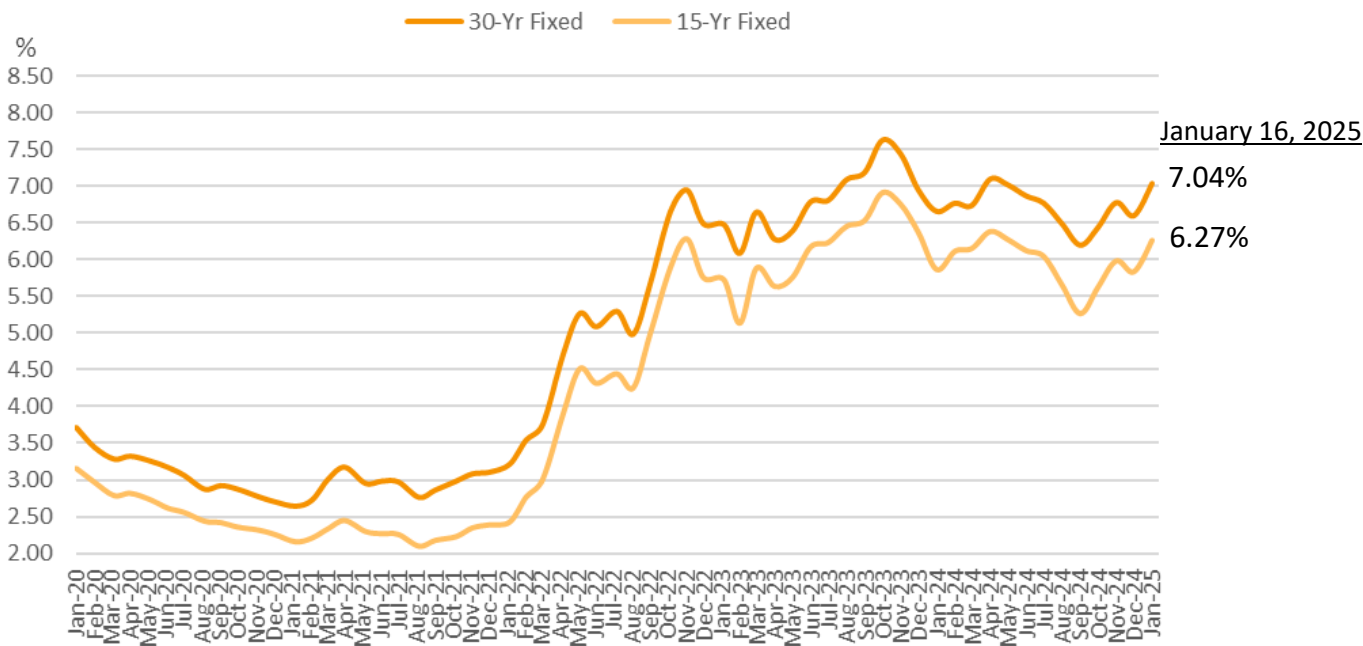
Unemployment

The unemployment rate in Virginia inched up to 3.0% in November after holding steady at 2.9% in September and October. The national unemployment rate also inched up, climbing to 4.2% in November, up from 4.1% in October.

Mortgage Rates

Mortgage rates are drifting upward again, climbing for five consecutive weeks. The average rate for a 30-year fixed mortgage as of January 16th, 2025, was 7.04%. This is the first time rates have crossed the 7% threshold since May 30th, 2024. At this time in January last year rates were in the mid-6% range.

Figure 2. Mortgage Rates



Source: Freddie Mac

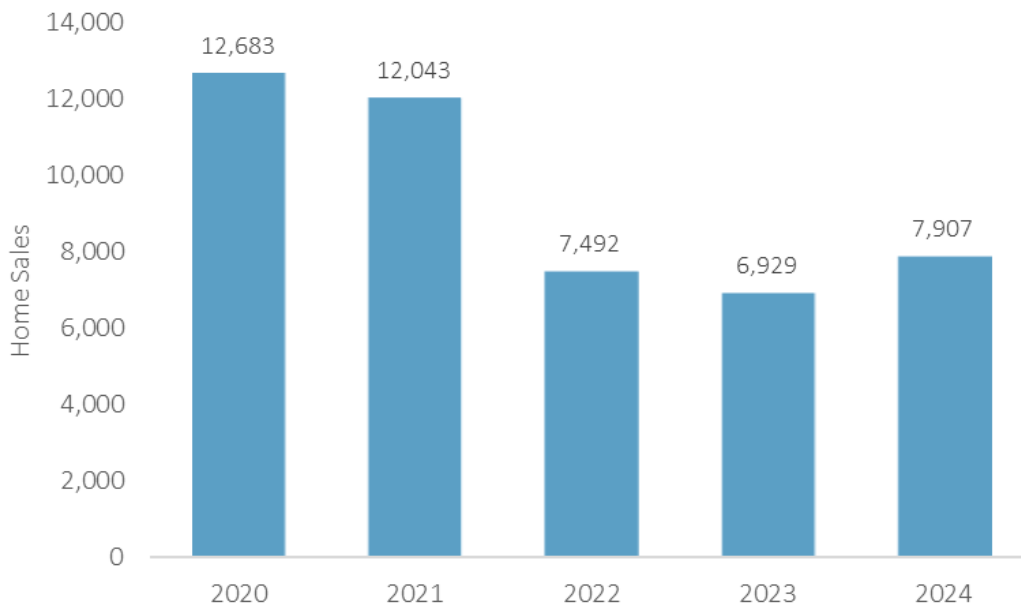
Housing Market Overview

The 2024 housing market showed improvement over 2023, and these trends held through the December market. Sales activity continues to outpace last year, and more active listings are on the market. Home prices continue to climb briskly, and the supply/demand imbalance remains a significant factor in the market.

Sales

Home sales activity far outpaced last December in Virginia. There were 7,907 homes sold statewide in December 2024. This is 978 more closed sales than a year ago, reflecting a 14.1% jump. This caps off what has been a stronger fourth quarter than last year, though overall sales numbers are still well below average levels. More than half of local markets around Virginia (56%) had an increase in sales compared to last December. Some of the strongest influx of sales continue to be in the Northern Virginia suburbs and also the exurbs, including the Winchester and Fredericksburg regions. The Roanoke Valley also had one of the sharpest growth rates in sales this month, as did coastal markets in the Northern Neck and Chesapeake Bay & Rivers regions. The Eastern Shore market and parts of Southern Virginia had a drop in sales compared to a year ago.

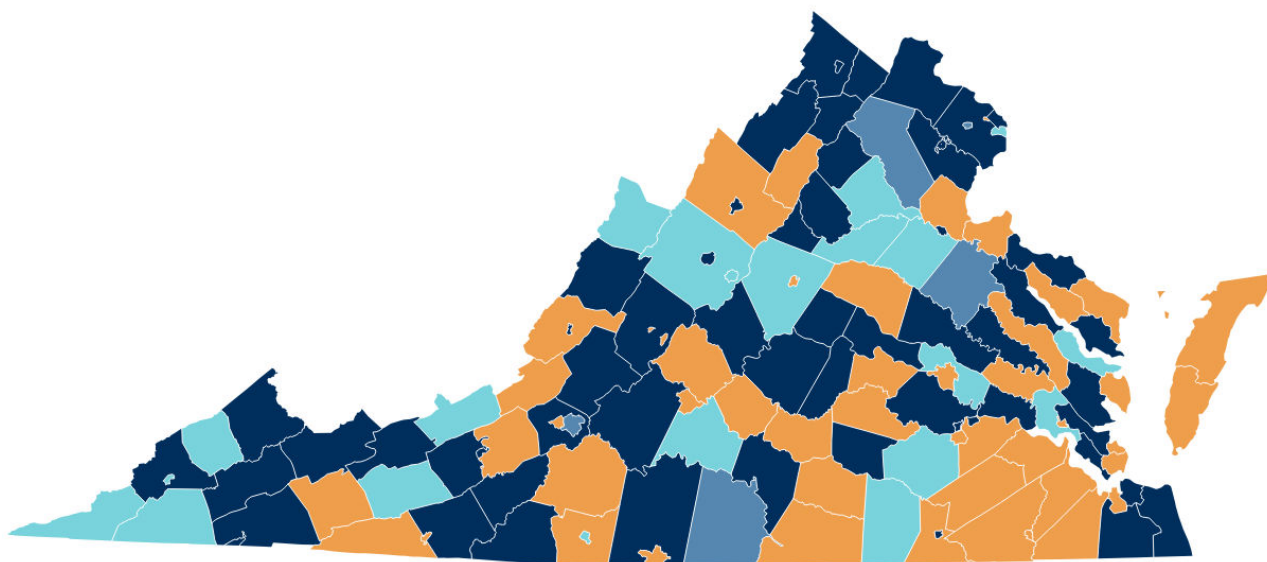
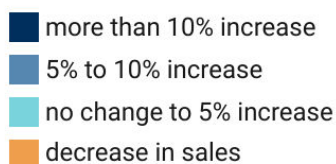
Figure 3. Virginia Home Sales, December



Source: Virginia REALTORS®, data accessed January 15, 2025

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

Change in Home Sales, 2023 to 2024



Source: Virginia REALTORS®, data accessed January 15, 2025

Home Prices

Home prices are still rising briskly in most parts of the state. The statewide December median sales price was \$413,490. This is \$30,765 higher than last December, which is an 8% increase. The tight supply and strong pent-up demand in local markets across the state continue to put upward pressure on home prices, despite lower than average sales activity and higher mortgage rates. Approximately three out of every four local markets had a higher median sales price compared to last December (72%). The sharpest gains were in the Lexington and Staunton markets, the Southern Piedmont and Danville region, and the New River Valley. The median price in the Eastern Shore region dropped compared to last December.

The average-sold-to-list price ratio in Virginia's housing market was 99.4% in December, up slightly from 99.3% a year ago, but unchanged from last month. At the higher end of the price spectrum, homes listed at about \$600K continue to sell above asking price, on average.

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



Source: Virginia REALTORS®, data accessed January 15, 2025

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

Price Range	Ratio
\$200,000 or less	95.5%
\$200,001 to \$400,000	99.4%
\$400,001 to \$600,000	99.6%
\$600,001 to \$800,000	100.7%
\$800,001 or more	100.3%
All price levels	99.4%

Source: Virginia REALTORS®, data accessed January 15, 2025

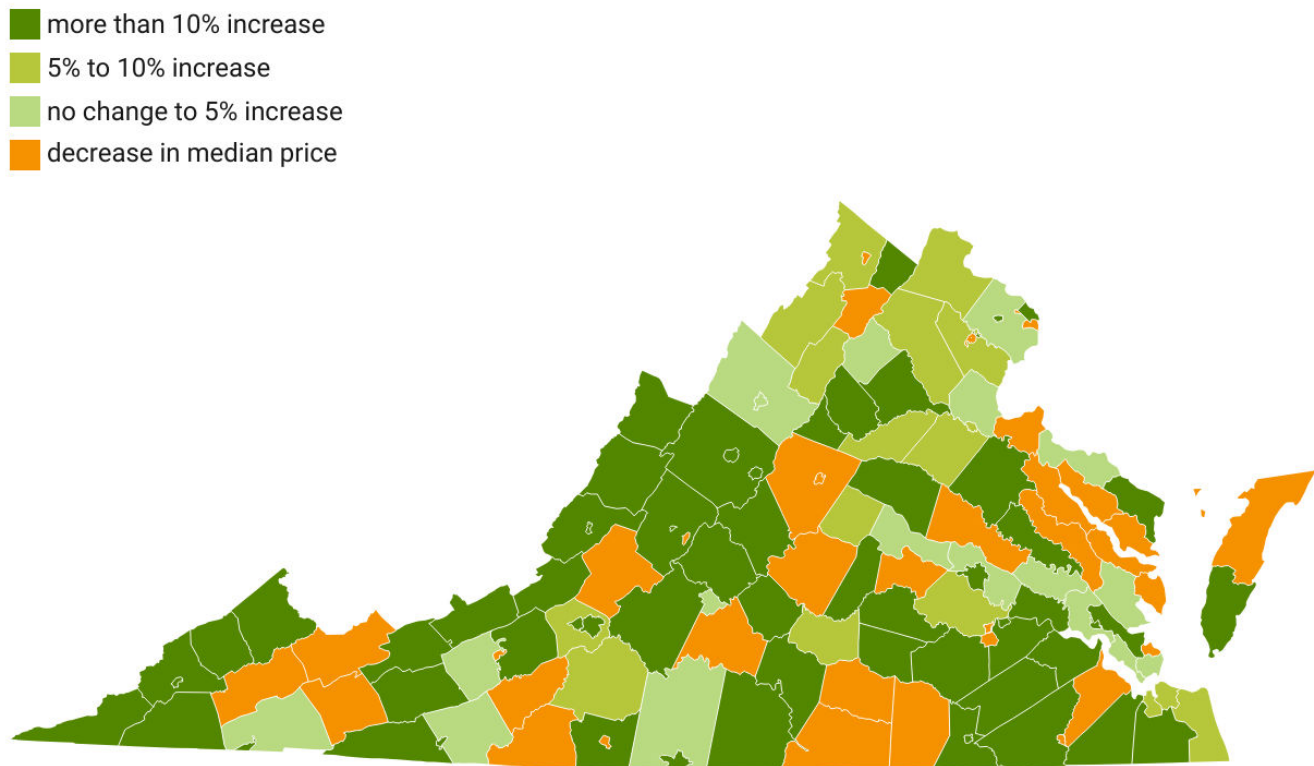
Most of the closed sales in December were in the \$200K-\$400K range (39.3% of sales), but this share continues to drop as prices rise. About a quarter of all sales were in the \$400K-\$600K range statewide (25.4%), and another quarter were priced above \$600K (26.4%). The share of homes sold on the lower end of the price spectrum continues to get smaller, just 8.9% of homes sold in December were priced at \$200K or lower, down from 12% last year.

Figure 7. Sales by Price Range, December



Source: Virginia REALTORS®, data accessed January 15, 2025

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

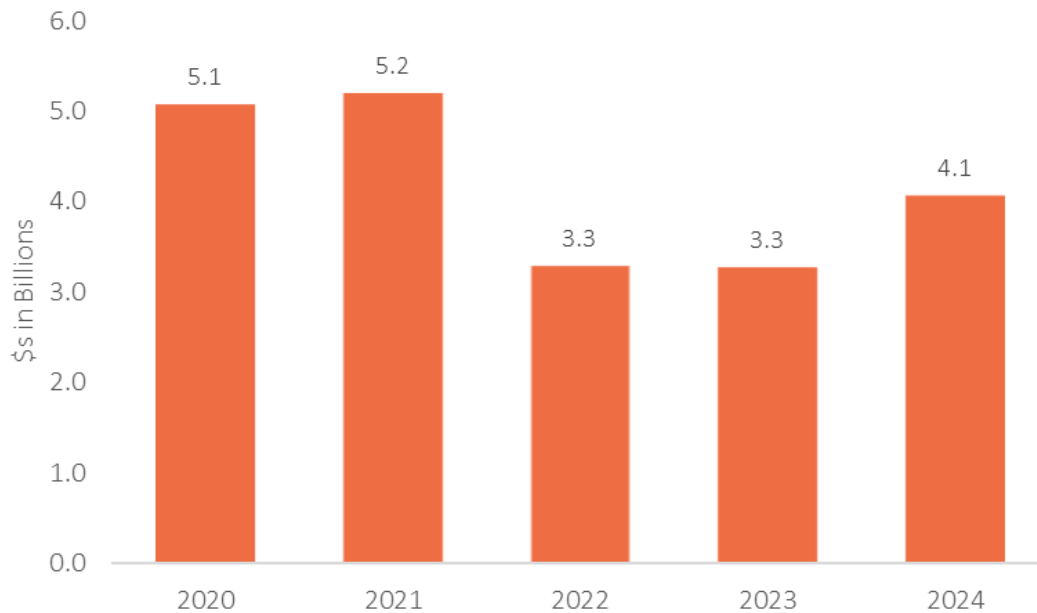


Source: Virginia REALTORS®, data accessed January 15, 2025

Sold Volume

There was another large influx of sold dollar volume in Virginia's housing market this month compared to the December market last year. There was about \$4.1 billion sold volume across the state in December. This is nearly \$800 million more sold volume than this time last year, a 24.3% surge. More closed sales and higher price points continue to drive up the sold dollar volume levels in Virginia, a trend that has been consistent for much of the year with sold volume outpacing last year 10 out of 12 months in 2024.

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

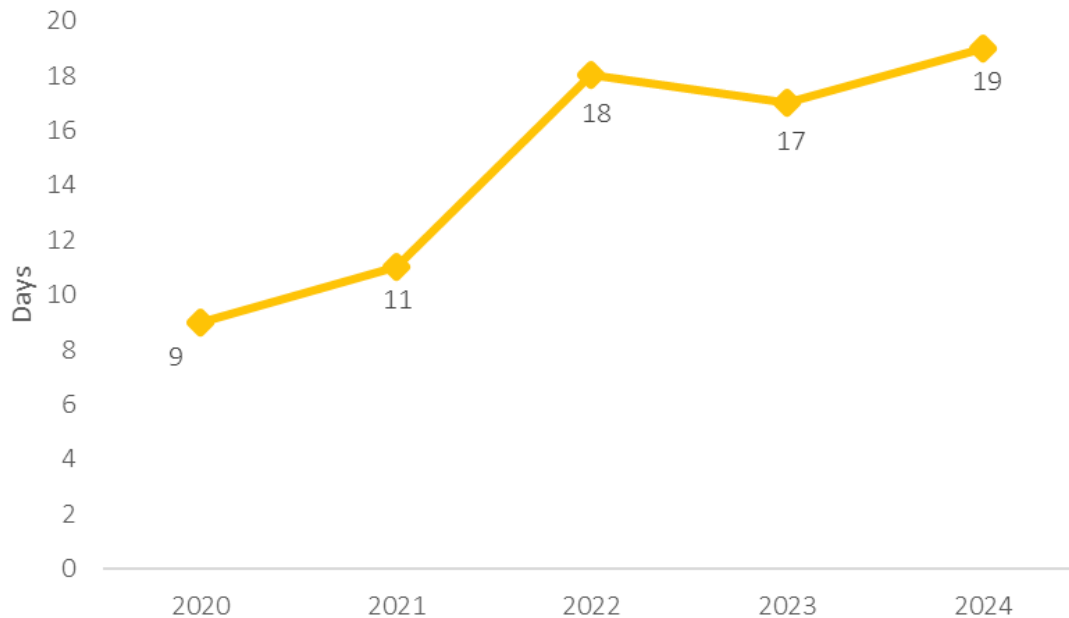


Source: Virginia REALTORS®, data accessed January 15, 2025

Days on Market

Homes continue to take slightly longer to sell in Virginia's housing market. The median days on market in Virginia in December 2024 was 19 days, which is 2 days longer than it was a year ago. Similar upticks occurred in regional housing markets around the state. The median days on market in the Richmond region was 16 days in December, up from 11 days last year. Homes were on the market about 2 weeks (13 days) in Northern Virginia, up from 11 days last December. Homes sold faster in the Harrisonburg region compared to last December, dropping down to a median days on market of 9 days, which is down from 13 days a year ago.

Figure 10. Median Days on Market, December

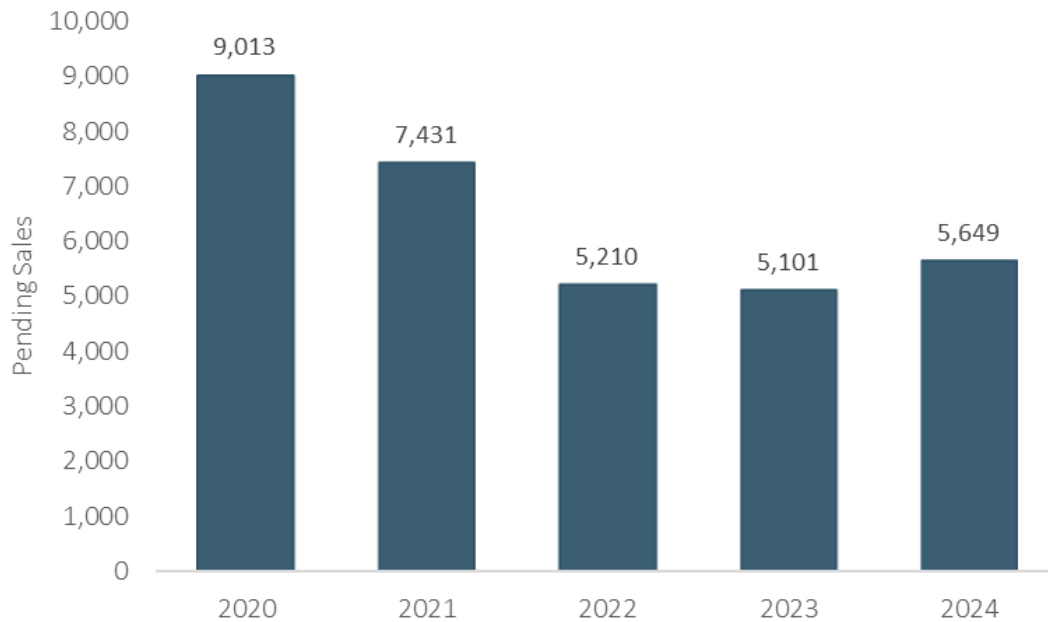


Source: Virginia REALTORS®, data accessed January 15, 2025

Pending Sales

New contract activity continues to post double-digit gains from a year ago but remains below average. There were 5,649 pending sales statewide in December. This is 10.7% more pending sales than last December, which is 548 additional new contracts. December is almost always the slowest month of the year for new contracts because of the holidays and this year was no exception. Despite the increase from last December, the level of pending sales this month remains well below average levels.

Figure 11. Pending Sales, December



Source: Virginia REALTORS®, data accessed January 15, 2025

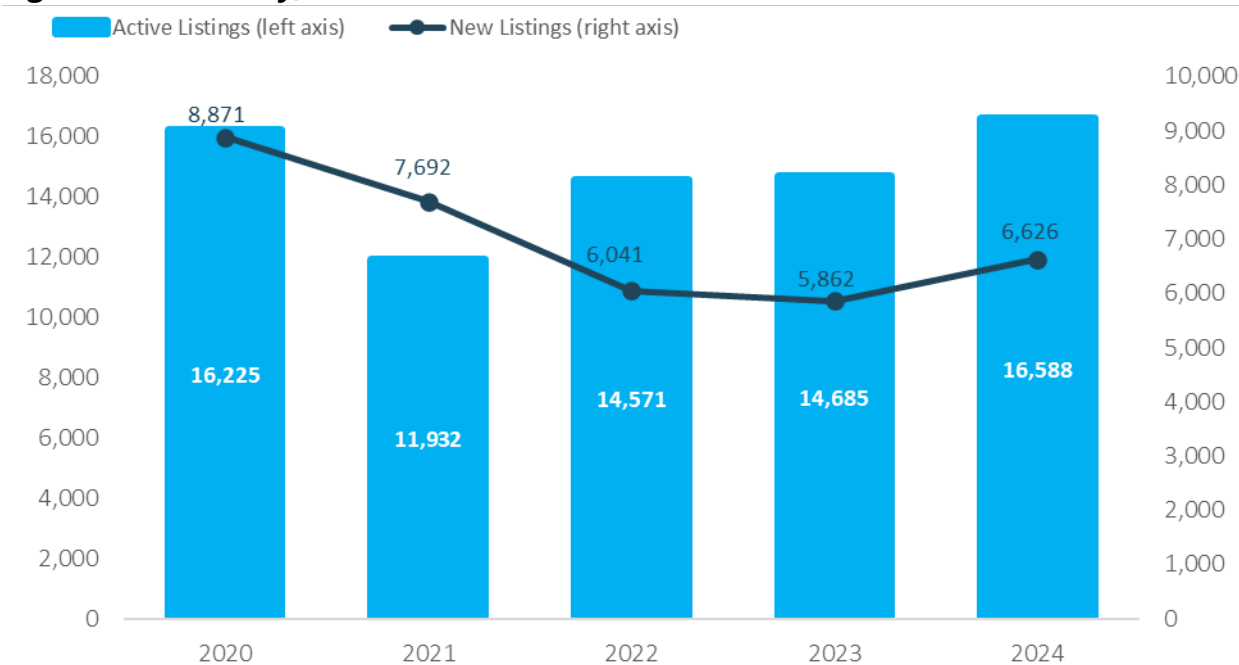
New Listings

There were 5,649 new listings that came onto the market in Virginia in December 2024, a 13% increase from a year ago, which is 764 additional listings. Despite the large jump from last year's anemic levels, the number of new listings is still below average. So, the inventory situation is improving, but it's still a tight market out there in most parts of the state.

Active Listings

At the end of December there were 16,588 active listings on the market across Virginia. This is 1,903 more active listings than a year ago, a 13% gain. The inventory of listings expanded quite a bit in 2024, but it is still about 38% smaller than it was at this time five years ago, a reduction of about 10,000 listings.

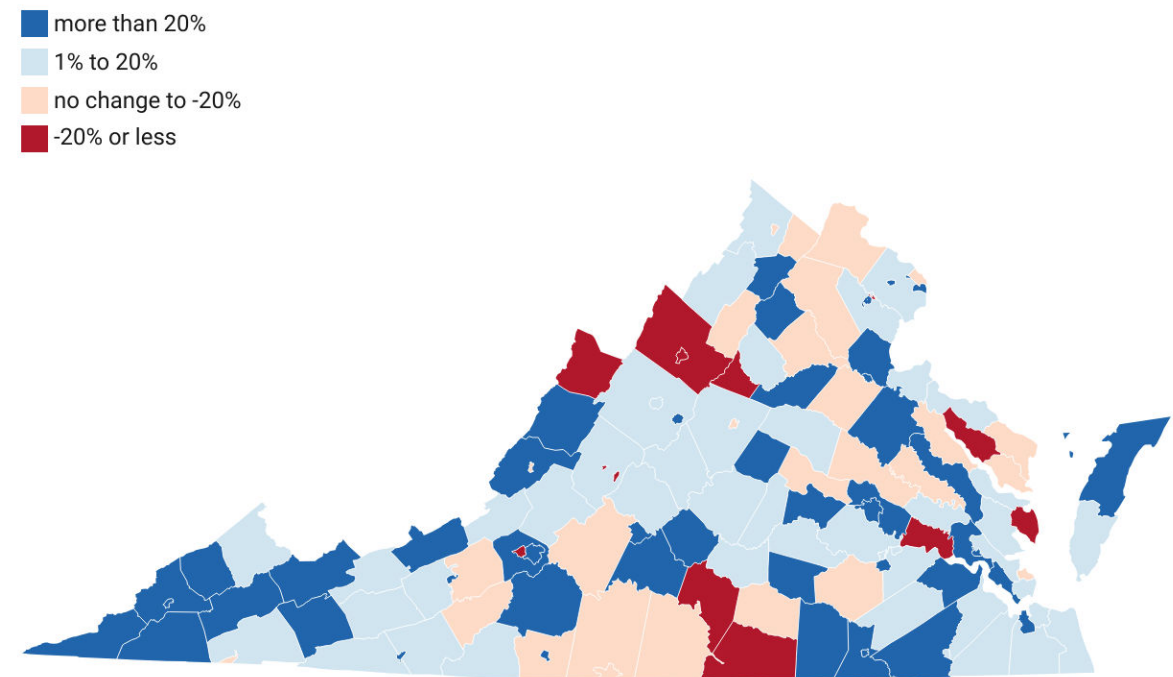
Figure 12. Inventory, December



Source: Virginia REALTORS®, data accessed January 15, 2025
Note: Active listings at the end of the month

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

Change in Month End Inventory, 2023 to 2024

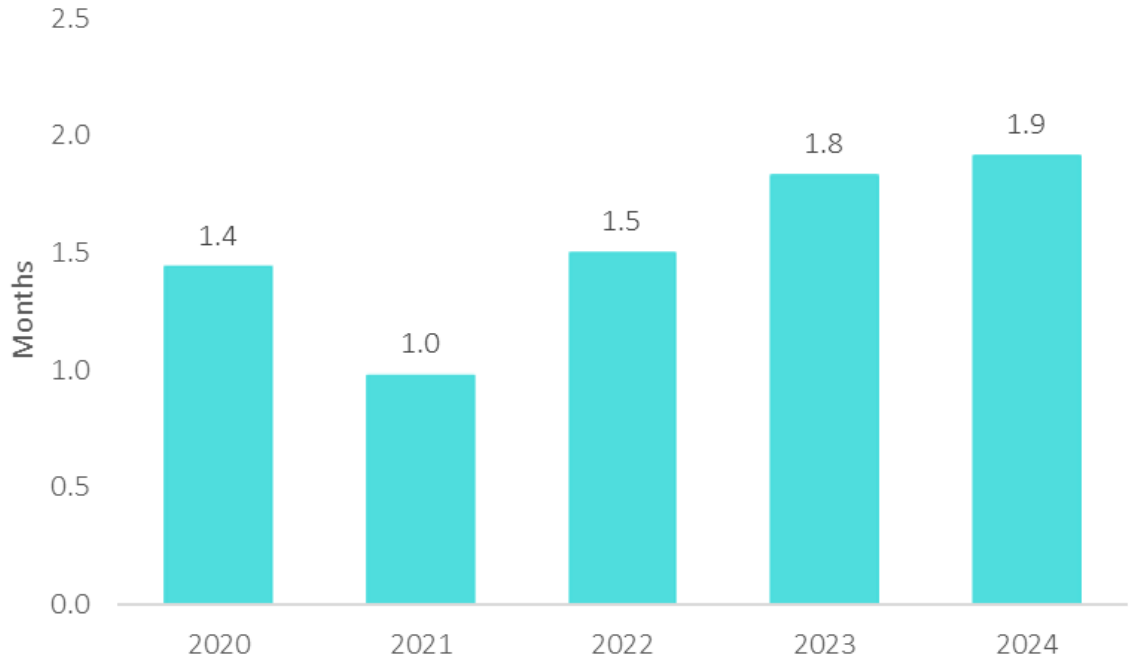


Source: Virginia REALTORS®, data accessed January 15, 2025

About seven out of ten local markets around the state had more active listings at the end of December compared to the prior year (68%). The largest influx of listings occurred in the Fredericksburg Region, the Eastern Shore, and the Virginia Peninsula and Williamsburg markets. Inventory levels dropped in parts of Northern Virginia and also the Southern Piedmont region.

There was about 1.9 months of supply in Virginia’s housing market in December 2024, inching up from 1.8 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, December



Source: Virginia REALTORS®, data accessed January 15, 2025

Outlook

The 2024 market ended stronger than 2023, but it was still relatively slow compared to average levels. Here are some key things to watch as we progress into 2025:

- Inventory conditions remain tight but improved in 2024. This pattern is likely to continue into 2025 as pent-up demand from move-up buyers builds and the lock-in effect loosens over time.
- With more inventory, the pent-up demand that is out in the market will likely absorb the listings which should facilitate more sales. But many of these sales will likely be

repeat buyers with sizable equity built up from prior home purchases. With interest rates still elevated and home prices climbing, many first-time buyers will likely have a difficult time entering the housing market in 2025.



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.

All inquiries regarding this report may be directed to:

Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by the Virginia REALTORS® Research Team:

Ryan Price
Virginia REALTORS® Chief Economist
rprice@virginiarealtors.org

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.