



For Immediate Release

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February Home Sales Reflect Limited Inventory and High Buyer Demand

Strong start to 2017 continues with rising prices and buyer urgency

RICHMOND, Va. (March 21, 2017) – According to the February 2017 Home Sales Report released by the Virginia REALTORS®, residential real estate sales continue to indicate a year of market strength. Though year-over-year transactions remained static, the spike in price and accompanying decline in average days on the market point to high demand and restricted inventory.

Claire Forcier-Rowe, 2017 President of the Virginia REALTORS®, observed “We aren’t surprised by the rise in sales from January to February, as Virginia’s market typically rises month-to-month from the beginning of the year through June or July. Year-over-year, sales look flat, but it’s not because of a slackening market. What we see is particularly restricted inventory - simply not enough homes for eager buyers to absorb. Market conditions favor sellers, especially as rates change and buyers start to feel greater urgency to take advantage of favorable financing.”

Year-over-year, the number of transactions in February varied by only 7 units (6,569 in 2016 and 6,562 in 2017). Contributing to the static sales were limited inventory and also fewer days to record transactions (as last year was a Leap Year, there was an extra day in February’s sales). Typical of the industry’s seasonality, February sales were 1.9 percent higher than January’s (6,440 units).

February 2017 volume (the sum of all transactions) exceeded \$2.074 billion, rising 3.9 percent from last year’s February volume. On the month, volume rose 2 percent (from \$2.033 billion).

The rise in volume was magnified exclusively by the strong performance in price, since pace was unchanged. Statewide median sales price for February 2017 was \$260,000, 6.1 percent higher than the median price last February (\$245,000). Typical of the season, February median price rose from January’s \$255,000 (2 percent).

Also reflecting buyer motivation, the average number of days on the market declined significantly year-over-year by 9.5 percent, from 84 to 76.

The average 30-year fixed mortgage interest rate rose slightly in February to 4.17 percent. Virginia unemployment fell slightly to a seasonally-adjusted rate of 4.0 percent in January, down 0.1 percent from the rate reported for December.

The Virginia Home Sales Report is published by the Virginia REALTORS®. [Click here](#) to view the full February 2017 Home Sales Report. Current and past reports are available to members, media, and real estate related-industries through the organization's website.

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About the Virginia REALTORS®

The Virginia REALTORS® association (previously known as the Virginia Association of REALTORS®) is the largest professional trade association in the Virginia, representing approximately 32,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as an advocate for homeownership and homeowners, and represents the interests of property owners in the Commonwealth of Virginia. For more information, visit www.varealtor.com or follow Virginia REALTORS® on [Facebook](#), [Twitter](#), and [LinkedIn](#).

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.