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FOR IMMEDIATE RELEASE

An Optimistic Start to 2013

(Virginia Beach, Virginia – February 2013)

The Hampton Roads real estate market is off to an optimistic start for 2013. The number of residential homes for sale significantly dropped when compared to January 2012, resulting in a lower month's supply of inventory. Residential settled sales and residential under contracts both experienced double digit percentage year-over-year increases.

The number of residential homes for sale in January 2013 was down 10.75% when compared to the same time last year. Of the regions seven major cities (Chesapeake, Hampton, Newport News, Norfolk, Portsmouth, Suffolk, Virginia Beach) Chesapeake and Virginia Beach experienced the largest year-over-year declines in residential active listings at 19.01% and 16.87% respectively. Portsmouth was the only city not to experience a year-over-year decline as residential active listings increased 2.05%. The drop in active listings has resulted in a low 6.18 months' supply inventory which is down 17.6% from January 2012 when it was 7.5 months.

Residential under contracts showed promising numbers during January 2013 with an increase of 14.14% when compared to January 2012. Suffolk and Chesapeake saw the largest year-over-year increases of 39.74% and 25.54% respectively, while Hampton experienced the smallest year-over-year increase of 3.74%. Portsmouth was the only city not to see a year-over-year gain, with residential under contracts down 14.12%.

Residential settled sales round off the month's positive trend. January 2013's residential settled sales increased 20.66% when compared to January 2012. Suffolk and Hampton substantially contributed to this increase as they saw year-over-year gains in residential settled sales of 59.26% and 40% respectively. Norfolk experienced the smallest year-over-year gain of 3.87% and Portsmouth saw no gain at all as residential settled sales dropped 1.18% year-over-year. The median residential sales price is currently \$193,000, a 10.63% increase from \$174,450 in January 2012.

The distressed homes market, those that are either bank owned or short sales, continue to impact the region's real estate market. Distressed homes accounted for 34.88% of residential settled sales during January 2013. This is the highest percentage since February 2012 when distressed homes accounted for 36.39% of residential settled sales. As for residential homes for sale, 27% of the listings in January 2013 were distressed properties. This percentage has fluctuated between 22% and 28% over

the last 18 months. There appears to be an upward trend in both active and sold distressed residential properties starting in August 2012.

January 2013 Highlights

Listings

Residential active listings decreased, 10.75% year-over-year to 10,169 (January 2013) from 11,394 (January 2012).

Under Contract (Pending) Residential Sales

Total residential under contract sales increased by 14.14% when compared to January 2012 (1,663 vs. 1,457).

Sales

Total property sales and total residential sales increased when compared to January 2012 showing increases of 21.23% and 20.66% respectively.

Inventory

There is currently 6.18 months' inventory of residential homes on the market in the Hampton Roads area, an increase from last month (5.91) and down 17.6% from January 2012 when it was 7.5 months.

January 2013 Summary

All Categories	January 2013	January 2012	Percent Change
Total Property Active Listings	12,623	13,959	-9.57%
Total Property Pending Sales	1,755	1,521	15.38%
Total Residential Pending Sales	1,663	1,457	14.14%
Total Property Sales	1,405	1,159	21.23%
Total Residential New Construction Sales	185	147	25.85%
Total Residential Sales	1,349	1,118	20.66%
Median Residential Sales Price	\$193,000	\$174,450	10.63%
Months' Supply Inventory	6.18	7.5	-17.6%

* Total Property statistics include all property types (Residential, Commercial, Duplex, Apartment and Land & Farms), resale and new construction.

* Months' Supply Inventory estimates the number of months it will take to deplete current active inventory based on the prior 12 months average sales activity.

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About REIN

Real Estate Information Network, Inc., (REIN) serves real estate brokers in the Tidewater / Hampton Roads area of Virginia from Williamsburg east to Virginia Beach and south to the North Carolina border. REIN is an independent MLS owned by broker stockholder members. Currently there are approximately 530 real estate firms with 650 offices, 5700 real estate agents, and 150 appraiser members using REIN. For more information visit www.REINMLS.com.