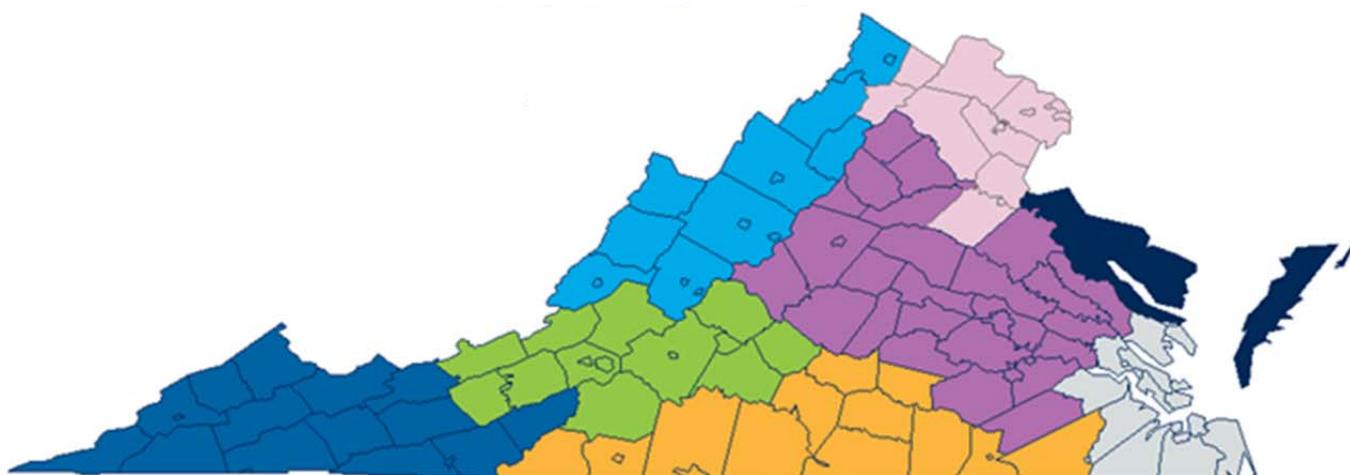


SURVEY OF VIRGINIA REALTORS



June 24, 2013

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Regional Research
Federal Reserve Bank of Richmond

The survey was conducted jointly by the Federal Reserve Bank of Richmond and the Virginia Association of Realtors. The survey period was May 6 to May 17, 2013. We would like to thank Stacey Ricks at the Virginia Association of Realtors for promoting the survey and garnering such a strong response by Association members. The contents of this report do not necessarily reflect the views of the Federal Reserve Bank of Richmond or the Federal Reserve System.

Survey Results

An online survey of the members of the Virginia Association of Realtors was conducted from May 6 to May 17, 2013. Members were asked 13 questions regarding the state of the residential housing market and how those conditions changed during the first quarter of 2013.¹ The survey link was sent to the members by the Association and members were reminded over the course of the two weeks to participate. Due to the efforts of the Association a large number of Realtors (1,084) participated in the survey.

The results of the survey are documented here. We present results for the entire state, by region, and for specific counties and cities. A similar survey was conducted in April 2012 and we compare this year's survey results with those. The results are not seasonally adjusted.²

The results of the survey indicate that during the first quarter of 2013³:

- Housing market conditions improved with 71 percent of respondents indicating that conditions were slightly or significantly better—an improvement of 14 percentage points from the April 2012 survey when participants were asked about market conditions in the first quarter of 2012.
- Customer traffic picked up with 72 percent of respondents indicating that traffic was slightly or significantly greater.
- First-time homebuyers constituted most of the customer traffic for more than half of respondents. While a modest change from last year, respondents indicated that there were more buyers purchasing bigger homes (“moving up”) and fewer were downsizing.
- Median sale prices were slightly or significantly higher than one year prior according to 60 percent of respondents.
- Respondents reported that foot traffic was more likely to translate to an actual sale in the first quarter of 2013 than in the first quarter of 2012.
- The inventory picture changed notably since the last survey. In the 2012 survey 42 percent of respondents indicated that inventories were somewhat or very high while an equal percentage indicated they were somewhat or very low. In the current survey, only 15 percent indicated that inventories were somewhat or very high while 69 percent indicated they were somewhat or very low.
- Over half of respondents indicated that distressed homes had somewhat of a negative impact on home prices in the current survey—similar to the results in

¹ See the Appendix for the survey questions.

² See data note in the Appendix regarding interpreting non-seasonally adjusted survey data.

³ See Table 1 for more detail.

the April 2012 survey. However, the percentage of respondents indicating that distress homes greatly impacted prices declined from 41 to 18 percent.

- There was little change from last year in the responses regarding appraisals. Appraisals were viewed as somewhat or much too low by 53 percent of the respondents, down only slightly from 58 percent in the 2012 survey.
- Underwriting and homebuyer financing continued to be an issue impacting the market as close to 50 percent of respondents indicated that tighter underwriting “occasionally” prevented a sale or that the buyers “occasionally” had difficulty obtaining financing. However, there was some improvement from last year, with the percentage of respondents indicating that underwriting or buyer financing were “frequently” a problem declined by 18 and 11 percentage points, respectively, to 21 and 23 percent.
- When asked to characterize the housing market in April, 55 percent of respondents characterized market activity as somewhat strong or strong while 23 percent characterized it as somewhat weak or weak.
- Overall, 65 percent of the survey respondents’ outlook for the housing market improved since the beginning of 2013 with only 10 percent indicating that it was slightly or significantly worse; an improvement from the 2012 survey where 51 percent indicated that the outlook for 2012 improved in the first quarter.

Table 1: Virginia Realtor Survey Results⁴
(percent of total responses)

		<u>2013</u>	<u>2012</u>			<u>2013</u>	<u>2012</u>
<u>Market Conditions</u>	Significantly or Slightly Worse	12	19	<u>Distressed Homes Impact on Prices</u>	Not at All	27	8
	About the Same	18	24		Somewhat	55	51
	Significantly or Slightly Better	71	57		Greatly	18	41
<u>Customer Traffic</u>	Significantly or Slightly Lower	12	19	<u>Appraisals</u>	Much Too or Somewhat Low	53	58
	About the Same	16	23		About Right	44	38
	Significantly or Slightly Greater	72	57		Much Too or Somewhat High	4	4
<u>Customer Traffic (by Type)</u>	First-time buyers	52	56	<u>Tighter Underwriting Preventing a Sale</u>	Rarely	30	10
	Homeowners moving up	29	21		Occasionally	49	51
	Homeowners downsizing	9	15		Frequently	21	39
<u>Median Sales Price (Q1 2013 vs Q1 2012)</u>	Second-home buyers	10	9	<u>Buyer Difficulty Obtaining Financing</u>	Rarely	29	16
	Significantly or Slightly Lower	14	-		Occasionally	48	50
	About the Same	27	-		Frequently	23	34
<u>Foot Traffic to Sales</u>	Significantly or Slightly Higher	60	-	<u>Market Activity (April 2013)</u>	Weak or Somewhat Weak	23	-
	Significantly or Slightly Worse	18	26		Average	23	-
	About the Same	39	39		Strong or Somewhat Strong	55	-
<u>Inventory</u>	Significantly or Slightly Better	43	35	<u>Outlook (Change Since Beginning of Year)</u>	Significantly or Slightly Worse	10	20
	Very or Somewhat Low	69	42		About the Same	25	29
	About Right	16	16		Significantly or Slightly Better	65	51
	Very or Somewhat High	15	42				

⁴ Figures may not sum to 100 due to rounding.

Survey Results by Region

The survey asked each participant to list the region(s) where their business primarily operates as well as the counties and cities within those regions. Based on those responses, we categorized survey respondents into one (or more) of eight geographic regions as defined in Table 2. We report the regional survey results in Table 3. In addition, we report the survey responses at the county and city level within each region for the counties and cities with the largest response rates in Tables 4-10.⁵ The regional results of the survey indicate that during the first quarter of 2013:

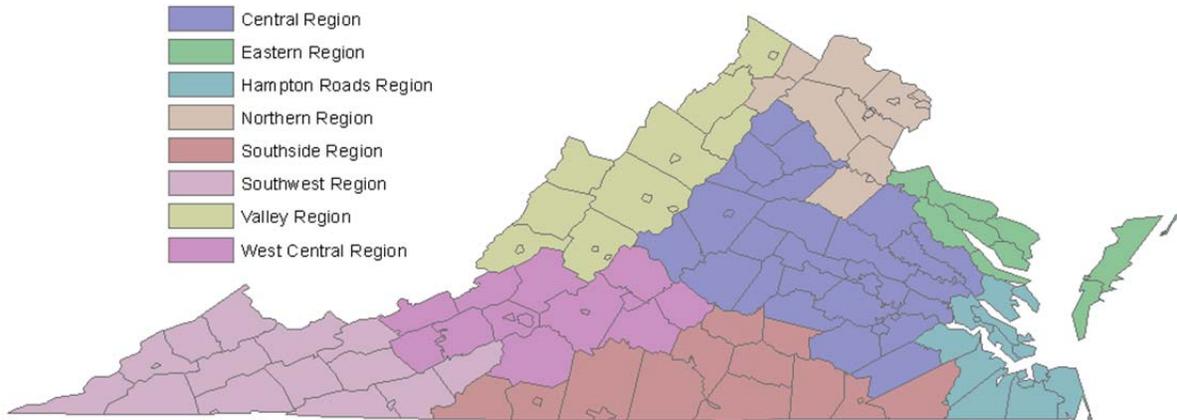
- Market conditions improved broadly across the state with modest differences across regions. More than half of respondents in every region indicated that market activity was slightly or significantly greater. In five of the regions the percentage was 70 or higher. Only a small minority thought conditions were slightly or significantly worse, with a high of 24 percent in the Eastern region.
- Trends across regions in customer traffic closely mirrored market conditions, with over half of respondents in every region indicating that customer traffic was slightly or significantly greater. In five regions the percentage was 70 or higher.
- The conversion from foot traffic to closed sales showed very modest differences across regions. The Eastern region stood out from the other regions with just 31 percent of respondents indicating that conversion from traffic to sales was slightly or significantly better. Compared to the 2012 survey, there was improvement across regions, with Southside posting the greatest increase.
- The type of home purchase varied considerably across regions, although first-time home purchases were the most prevalent. In three regions (Southwest, Hampton Roads, Valley) the percentage of respondents reporting that most of their sales were to first-time homebuyers was 60 percent or higher while it was just 41 and 47 percent in the Eastern and West Central regions, respectively. Notably, respondents reported an increase in homeowners moving up and second-home buyers along with fewer homeowners downsizing, particularly in the Eastern, Southside, West Central, and Southwest regions.
- The change in the median sale price in the first quarter of 2013 compared to first quarter 2012 varied notably across regions. In the Northern region, 79 percent of respondents indicated that the median sales price was slightly or significantly higher while only 30 percent reported an increase in the Eastern region. In other regions, between 38 and 53 percent of respondents indicated an increase.
- Not surprisingly, the price range of buyers varied considerably across regions. The Northern region was the most expensive, with 50 percent of respondents

⁵ Many respondents listed more than one county or city where they conducted business so the total number of responses for the individual counties and cities are much larger than the response for each region.

indicating that the typical range for their client was in the \$400,000 to \$500,000 range or greater. On the other end of the spectrum, close to 90 percent of respondents in the Southside and Southwest regions indicated that the typical price range was \$100,000 to \$200,000 or less than \$100,000.

- Inventory conditions varied considerably in 2013. Just two percent of respondents in the Northern region considered inventory levels somewhat or very high while 93 percent felt they were somewhat or very low. In contrast 61 percent in the Southside region indicated that inventories were somewhat or very high as well as 38 and 27 percent in the West Central and Southwest regions.
- Distressed homes weighed on housing prices to varying degrees. With the exception of the Northern region, over 50 percent of respondents indicated that distressed homes “somewhat” negatively impacted prices. In the Hampton Roads and Eastern regions, 30 percent or more felt that they “greatly” impacted prices.
- Appraisals were considered to be somewhat or much too low by close to 50 percent of respondents in five of the eight regions. In the Central, Valley, and Southwest region close to 60 percent felt appraisals were somewhat or much too low. There was a notable drop in the share of respondents who felt appraisals were too low in several regions from over 70 percent to between 50 and 62 percent (Southwest, Eastern, and Southside).
- Tighter underwriting standards were a factor weighing on the market to varying degrees across regions. Between 56 and 43 percent of respondents indicated that tighter underwriting “occasionally” prevented a sale. However between 16 and 43 percent indicated that it “frequently” prevented one.
- The extent of difficulty obtaining mortgage financing varied across regions. In the Northern region, 19 percent of respondents indicated that financing “frequently” prevented a sale whereas 46 percent in the Southwest region indicated the same with the other regions ranging from 21 to 35 percent.
- Over 50 percent of respondents characterized activity in April 2013 as somewhat strong or strong in the Northwest, Hampton Roads, and West Central while roughly 30 percent characterized activity as strong in the Eastern, Southside, and Southwest regions with the percent response in the Valley and Central regions between 30 and 40 percent. Notably, in the Eastern and Southside regions 52 percent of respondents felt market activity was somewhat weak or weak.
- The outlook for the year improved considerably with over 50 percent of respondents in six of the eight regions indicating that the outlook was slightly or significantly better since the beginning of the year. In the Eastern and Southside regions a slightly smaller percentage, 44 and 48 percent, respectively, indicated that the outlook improved.

Table 2: Virginia Regions⁶



Northern	Eastern	Valley
Alexandria, Arlington, Clarke, Fairfax City, Fairfax County, Falls Church, Fauquier, Fredericksburg, Loudoun, Manassas, Manassas Park, Prince William, Spotsylvania, Stafford, Warren	Accomack, Essex, King George, Lancaster, Middlesex, Northampton, Northumberland, Richmond County, Westmoreland	Alleghany, Augusta, Bath, Buena Vista, Covington, Frederick, Harrisonburg, Highland, Lexington, Page, Rockbridge, Rockingham, Shenandoah, Staunton, Waynesboro, Winchester
Central	Hampton Roads	Southside
Albemarle, Amelia, Buckingham, Caroline, Charles City, Charlottesville, Chesterfield, Colonial Heights, Culpeper, Cumberland, Dinwiddie, Fluvanna, Goochland, Greene, Hanover, Henrico, Hopewell, King & Queen, King William, Louisa, Madison, Nelson, New Kent, Orange, Petersburg, Powhatan, Prince George, Rappahannock, Richmond City, Sussex	Chesapeake, Franklin, Gloucester, Hampton, Isle of Wight, James City, Mathews, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Surry, Virginia Beach, Williamsburg, York	Brunswick, Charlotte, Danville, Emporia, Greensville, Halifax, Henry, Lunenburg, Martinsville, Mecklenburg, Nottoway, Patrick, Pittsylvania, Prince Edward, Southampton
West Central	Southwest	
Amherst, Appomattox, Bedford City, Bedford County, Botetourt, Campbell, Craig, Franklin County, Giles, Lynchburg, Montgomery, Pulaski, Radford, Roanoke City, Roanoke County, Salem	Bland, Bristol, Buchanan, Carroll, Dickenson, Floyd, Galax, Grayson, Lee, Norton, Russell, Scott, Smyth, Tazewell, Washington, Wise, Wythe	

⁶ The responses were aggregated to eight regions as defined in “Virginia Performs: A Regional Perspective” by the Council on Virginia’s Future.

Table 3a: Responses by Region⁷
(percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Northern Region	450	13	15	72	18	37	45	11	14	75	48	36	7	9
Eastern Region	42	24	22	54	23	46	31	26	19	55	41	10	15	33
Valley Region	75	11	20	69	14	43	43	11	18	71	60	18	11	11
Central Region	255	11	19	71	16	39	46	13	16	71	49	29	12	11
Hampton Roads Region	241	10	18	72	16	41	42	12	17	71	61	26	9	4
Southside Region	23	9	22	70	26	30	43	9	17	74	55	15	10	20
West Central Region	81	14	16	70	23	40	37	16	22	63	47	23	6	23
Southwest Region	27	15	19	65	24	32	44	27	8	65	65	10	5	20

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Northern Region	450	7	14	79	93	4	2	46	47	7	51	45	4
Eastern Region	42	24	38	38	54	15	32	10	56	34	49	46	5
Valley Region	75	12	37	51	52	30	18	14	70	16	59	38	3
Central Region	255	16	32	53	63	19	18	18	56	25	58	39	2
Hampton Roads Region	241	20	31	49	55	26	19	9	61	30	53	45	3
Southside Region	23	22	39	39	22	17	61	13	65	22	48	48	4
West Central Region	81	20	50	30	32	30	38	21	59	21	46	48	6
Southwest Region	27	19	38	42	42	31	27	12	72	16	62	38	0

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Northern Region	450	37	48	16	39	42	19	15	20	65	8	23	68
Eastern Region	42	17	50	33	20	49	32	52	19	29	22	34	44
Valley Region	75	21	53	26	19	56	25	25	32	44	11	18	71
Central Region	255	26	56	19	22	57	21	29	22	49	12	27	61
Hampton Roads Region	241	27	47	26	22	51	27	21	27	52	8	27	65
Southside Region	23	13	43	43	9	57	35	52	17	30	22	30	48
West Central Region	81	26	51	23	21	56	23	30	17	52	13	22	65
Southwest Region	27	8	54	38	8	46	46	38	31	31	15	31	54

⁷ Individual regions do not sum to total as some respondents listed more than one region.

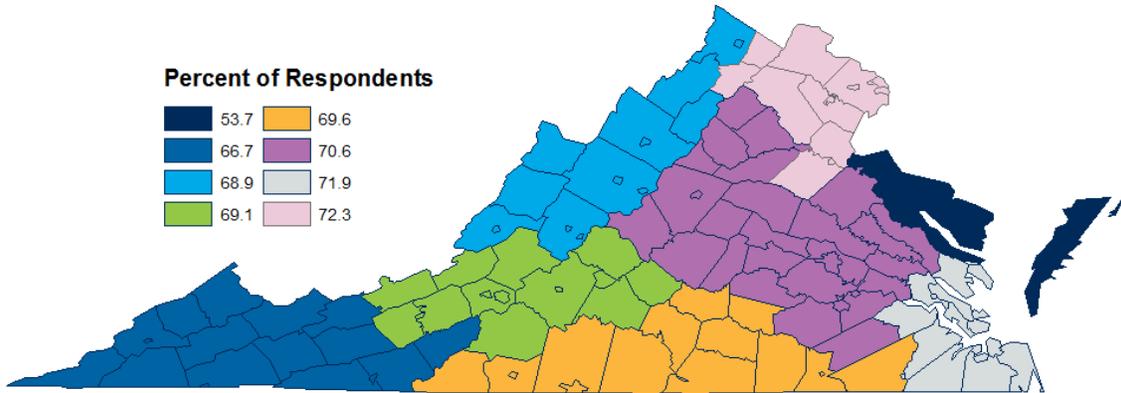
Table 3b: Responses by Region⁸
(percent of total responses)

Region	Number of Responses	Price Range of Typical Client in the First Quarter of 2013									
		< \$99,999	\$100k to \$199,999	\$200k to \$299,999	\$300k to \$399,999	\$400k to \$499,999	\$500k to \$749,999	\$750k to \$999,999	\$1.0 million to \$1,499,999	\$1.5 million to \$1,999,999	\$2.0 million+
ALL	1073	6	26	25	17	12	9	3	1	0	0
Northern Region	628	1	11	17	22	22	17	6	3	1	1
Eastern Region	57	7	33	21	21	5	9	0	4	0	0
Valley Region	100	9	49	25	8	7	2	0	0	0	0
Central Region	321	5	37	33	15	4	4	1	0	0	0
Hampton Roads Region	332	6	30	38	15	5	3	1	1	0	0
Southside Region	28	32	54	14	0	0	0	0	0	0	0
West Central Region	103	14	45	26	10	2	4	0	0	0	0
Southwest Region	35	37	51	9	3	0	0	0	0	0	0

⁸ Individual regions do not sum to total as some respondents listed more than one region and listed several counties and cities within each region.

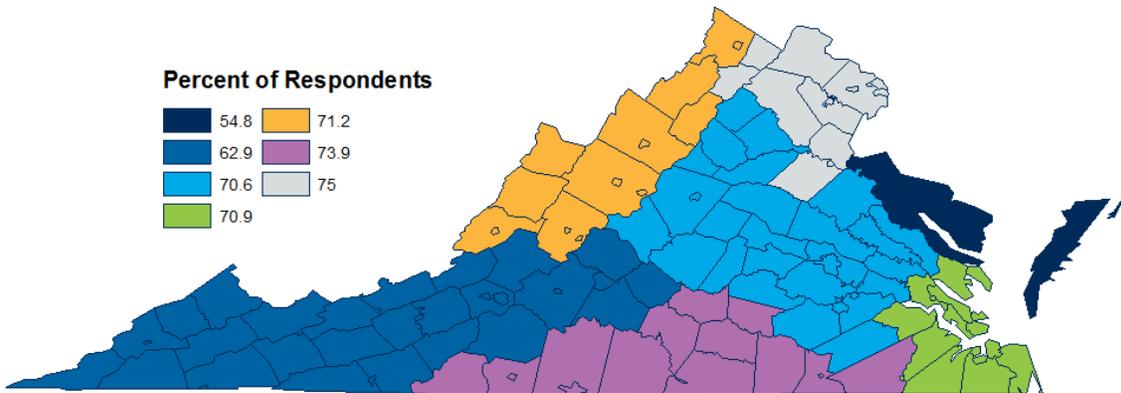
Virginia Realtor Survey Results by Region

Virginia Realtors Reporting that Market Conditions are Better (Slightly or Significantly)



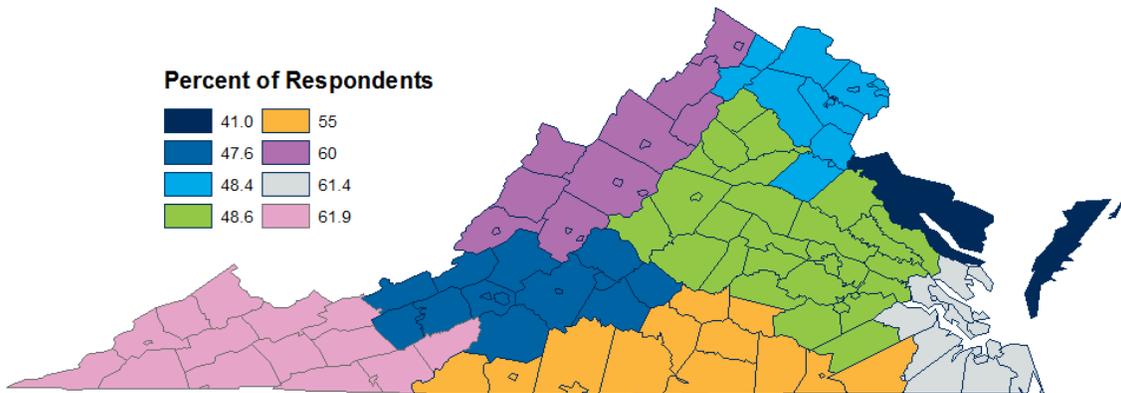
Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

Virginia Realtors Reporting that Customer Traffic is Better (Slightly or Significantly)



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

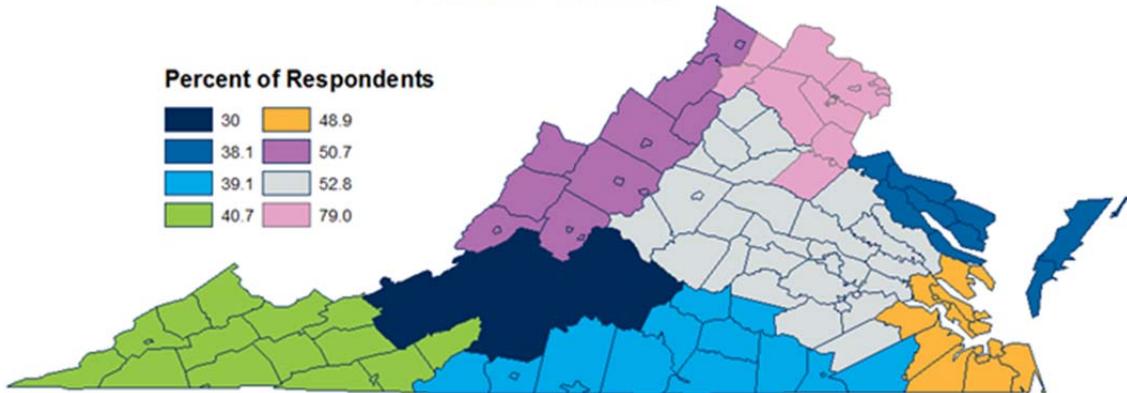
Virginia Realtors Reporting that Most Customer Traffic is First-Time Homebuyers



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

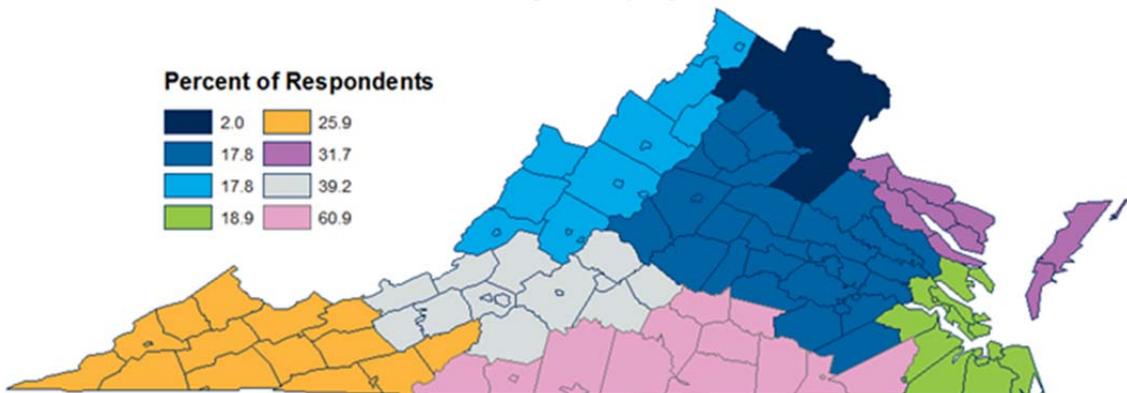
Virginia Realtor Survey Results by Region

Virginia Realtors Reporting that the Median Sales Price is Higher (Slightly or Significantly)



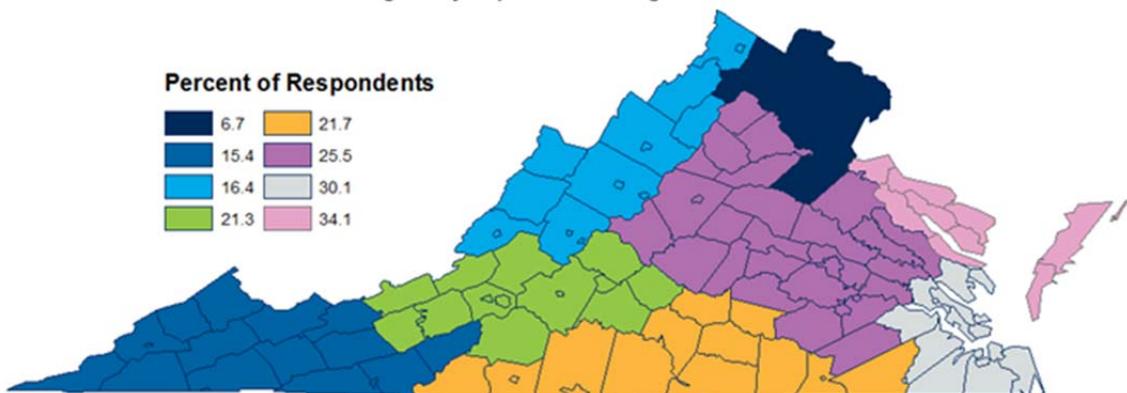
Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

Virginia Realtors Reporting that Inventories are Somewhat High or Very High



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

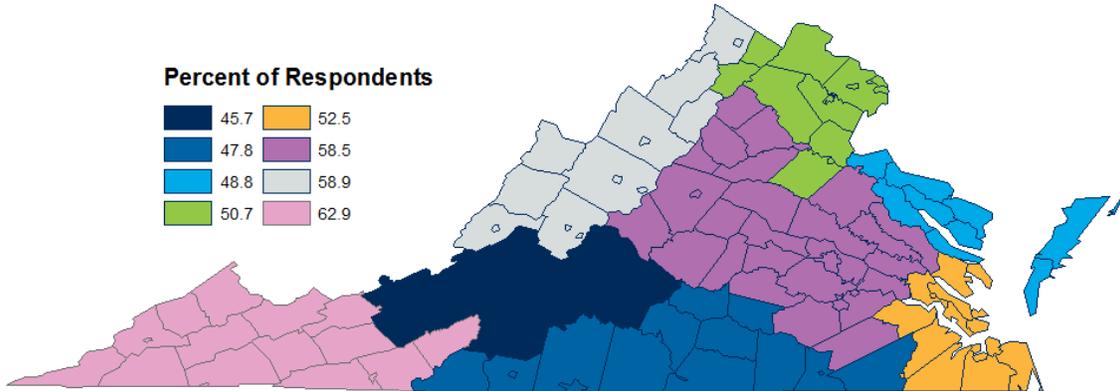
Virginia Realtors Reporting that Distressed Homes for Sale Greatly Negatively Impacted Housing Prices



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

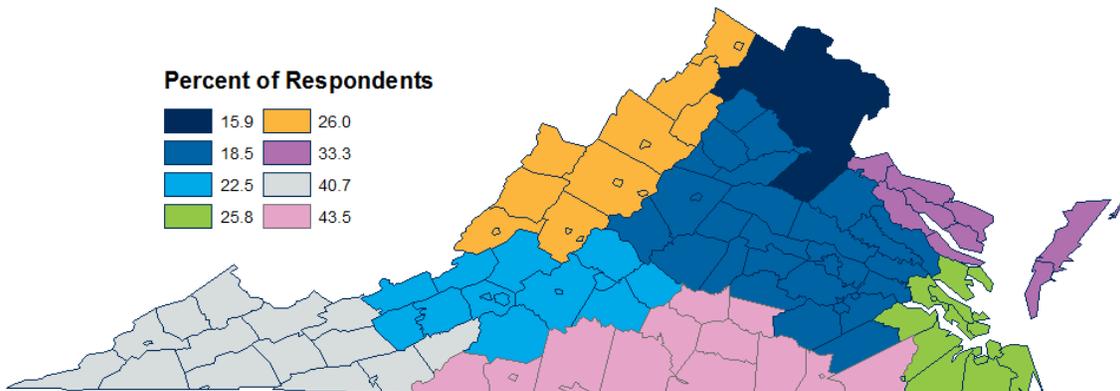
Virginia Realtor Survey Results by Region

Virginia Realtors Reporting that Appraisals are Somewhat or Much Too Low



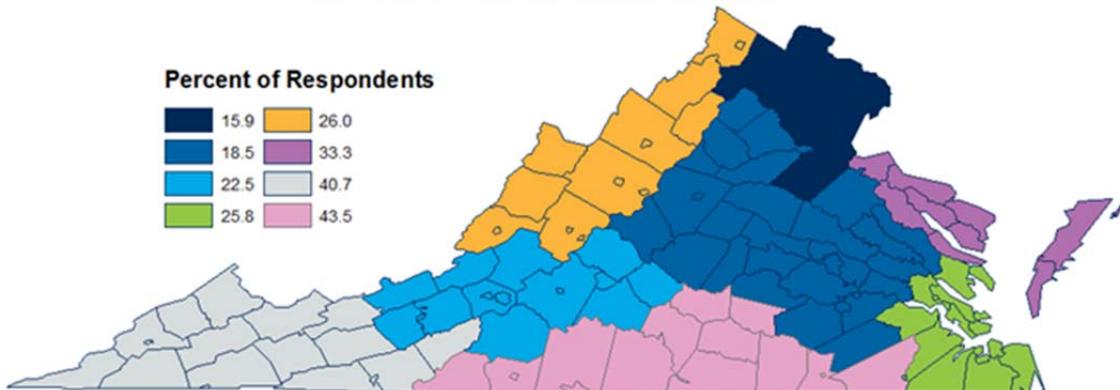
Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

Virginia Realtors Reporting that Tighter Underwriting Frequently Prevents a Sale



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

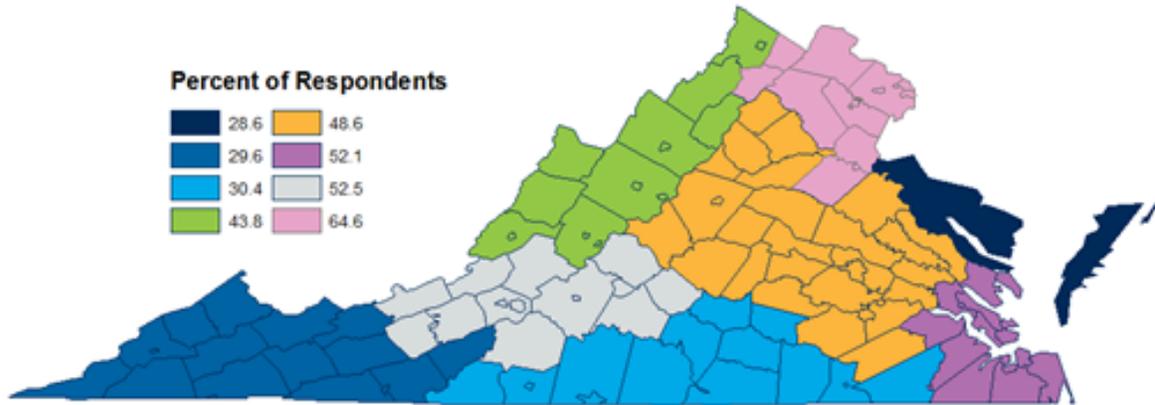
Virginia Realtors Reporting that Clients Frequently Have Problems Getting Mortgage Financing



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

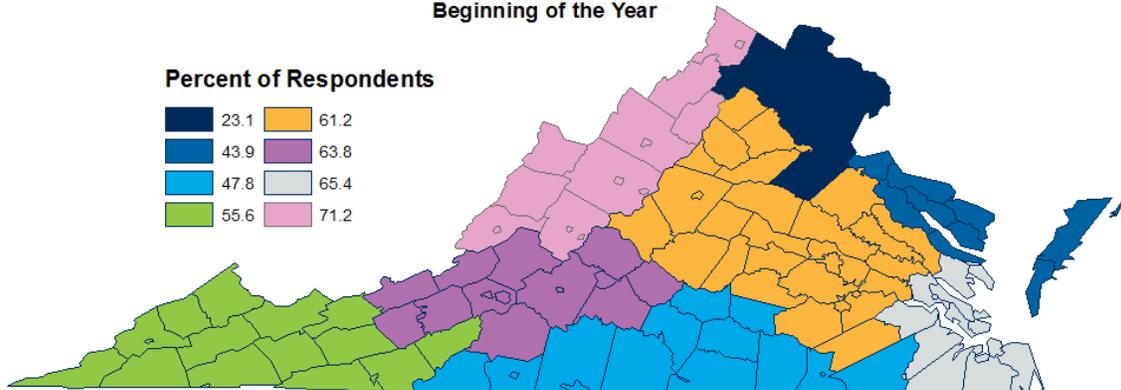
Virginia Realtor Survey Results by Region

Virginia Realtors Characterizing Market Activity in April 2013 as Strong



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

Virginia Realtors Reporting that their Outlook for the Housing Market is Slightly or Significantly Better than in the Beginning of the Year



Federal Reserve Bank of Richmond Virginia Realtor Survey (2013)

Table 4: Northern Region Responses
(percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Northern Region	450	13	15	72	18	37	45	11	14	75	48	36	7	9
Alexandria	170	15	15	70	19	38	43	13	11	76	50	36	5	9
Arlington	175	13	17	69	15	40	44	10	14	76	49	39	4	8
Fairfax City	152	13	15	72	18	37	45	10	13	77	46	37	7	10
Fairfax County	295	13	15	72	18	36	47	11	14	76	46	40	6	8
Falls Church	153	14	17	70	18	39	43	11	13	76	50	37	6	7
Loudoun	179	12	13	74	22	33	45	10	10	80	46	38	6	9
Manassas	126	13	17	70	25	34	42	15	13	72	55	32	5	8
Manassas Park	88	14	16	70	23	38	38	14	13	74	60	30	1	9
Prince William	206	14	16	71	22	35	42	14	14	72	50	36	6	7
Stafford	90	10	13	77	20	40	40	10	11	79	60	24	5	11

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Northern Region	450	7	14	79	93	4	2	46	47	7	51	45	4
Alexandria	170	7	15	79	96	3	1	53	40	7	49	46	5
Arlington	175	6	10	84	96	3	1	57	36	7	50	45	5
Fairfax City	152	7	13	80	96	3	1	49	45	6	45	49	5
Fairfax County	295	5	12	82	96	3	0	55	39	5	48	47	5
Falls Church	153	7	13	80	95	4	1	56	38	6	49	46	5
Loudoun	179	7	12	81	96	4	1	49	47	4	48	48	4
Manassas	126	10	13	78	95	3	2	42	52	6	44	52	4
Manassas Park	88	9	13	78	93	5	2	40	56	5	41	54	5
Prince William	206	7	15	78	96	3	1	41	50	8	44	51	5
Stafford	90	6	10	84	94	5	1	28	56	17	48	44	8

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Northern Region	450	37	48	16	39	42	19	15	20	65	8	23	68
Alexandria	170	35	47	18	41	40	20	10	18	72	8	19	73
Arlington	175	38	45	17	44	36	20	9	18	73	7	20	72
Fairfax City	152	33	47	20	40	40	20	11	17	73	8	19	73
Fairfax County	295	40	45	14	44	39	17	11	17	72	7	22	71
Falls Church	153	35	45	20	40	38	22	9	16	75	9	21	70
Loudoun	179	40	46	14	42	41	16	13	14	72	8	21	71
Manassas	126	37	43	20	39	38	23	15	20	65	7	21	71
Manassas Park	88	36	45	20	38	38	25	15	20	66	7	22	72
Prince William	206	38	45	17	40	41	20	17	21	62	11	22	67
Stafford	90	26	56	18	30	43	27	18	22	60	8	24	68

Table 5: Eastern Region Responses (percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Eastern Region	42	24	22	54	23	46	31	26	19	55	41	10	15	33
King George	15	13	7	80	0	69	31	13	13	73	62	8	8	23
Lancaster	13	31	23	46	33	33	33	31	23	46	33	0	17	50
Middlesex	12	42	42	17	40	40	20	50	25	25	50	0	8	42
Richmond County	10	20	20	60	11	44	44	20	20	60	38	13	13	38
Westmoreland	13	8	23	69	0	64	36	8	23	69	36	0	27	36

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Eastern Region	42	24	38	38	54	15	32	10	56	34	49	46	5
King George	15	13	40	47	80	13	7	13	67	20	40	60	0
Lancaster	13	23	38	38	23	23	54	8	54	38	54	46	0
Middlesex	12	42	33	25	36	18	45	0	45	55	55	45	0
Richmond County	10	30	40	30	20	30	50	0	70	30	50	50	0
Westmoreland	13	8	46	46	46	23	31	8	77	15	54	46	0

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Eastern Region	42	17	50	33	20	49	32	52	19	29	22	34	44
King George	15	27	67	7	27	67	7	33	27	40	20	33	47
Lancaster	13	23	46	31	15	38	46	62	8	31	15	38	46
Middlesex	12	17	42	42	9	36	55	75	8	17	36	36	27
Richmond County	10	30	40	30	30	40	30	50	30	20	10	40	50
Westmoreland	13	31	46	23	31	46	23	46	38	15	15	38	46

Table 6: Valley Region Responses

(percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Valley Region	75	11	20	69	14	43	43	11	18	71	60	18	11	11
Augusta	25	4	24	72	13	38	50	4	24	72	63	17	13	8
Frederick	31	13	13	74	7	50	43	13	10	77	65	23	8	4
Harrisonburg	10	10	40	50	20	50	30	10	40	50	44	22	22	11
Page	10	10	40	50	10	40	50	10	20	70	57	14	14	14
Rockingham	15	20	33	47	20	53	27	20	33	47	54	15	23	8
Shenandoah	22	18	23	59	18	41	41	18	27	55	44	17	22	17
Staunton	17	6	35	59	13	31	56	6	29	65	65	24	12	0
Waynesboro	17	6	35	59	13	31	56	6	29	65	65	24	12	0
Winchester	27	15	11	74	8	46	46	15	12	73	55	23	18	5

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Valley Region	75	12	37	51	52	30	18	14	70	16	59	38	3
Augusta	25	16	56	28	44	36	20	8	67	25	63	38	0
Frederick	31	7	23	70	73	17	10	19	68	13	65	32	3
Harrisonburg	10	10	40	50	30	50	20	10	70	20	60	40	0
Page	10	10	40	50	40	40	20	10	80	10	80	20	0
Rockingham	15	13	53	33	40	47	13	13	73	13	60	40	0
Shenandoah	22	9	36	55	55	32	14	14	68	18	73	23	5
Staunton	17	18	47	35	35	35	29	0	69	31	56	44	0
Waynesboro	17	18	47	35	35	35	29	0	69	31	56	44	0
Winchester	27	8	27	65	73	19	8	15	74	11	67	30	4

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Valley Region	75	21	53	26	19	56	25	25	32	44	11	18	71
Augusta	25	63	38	0	24	44	32	17	50	33	24	44	32
Frederick	31	65	32	3	13	61	26	17	63	20	27	27	47
Harrisonburg	10	60	40	0	50	20	30	20	50	30	30	30	40
Page	10	80	20	0	20	60	20	20	60	20	30	30	40
Rockingham	15	60	40	0	40	33	27	20	53	27	47	27	27
Shenandoah	22	73	23	5	14	64	23	23	55	23	36	18	45
Staunton	17	56	44	0	29	41	29	6	63	31	24	41	35
Waynesboro	17	56	44	0	29	41	29	6	63	31	24	41	35
Winchester	27	67	30	4	12	62	27	19	65	15	19	27	54

Table 7: Central Region Responses
(percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Central Region	255	11	19	71	16	39	46	13	16	71	49	29	12	11
Chesterfield	135	5	17	78	12	37	51	7	14	79	58	24	11	8
Colonial Heights	48	4	23	73	15	30	55	8	13	79	64	17	7	12
Goochland	45	0	16	84	11	31	58	9	9	82	56	23	9	12
Hanover	82	5	20	76	11	39	50	9	16	76	58	26	12	4
Henrico	123	7	18	76	14	38	48	11	14	75	55	25	11	9
Hopewell	33	3	15	82	15	39	45	6	12	82	67	19	4	11
Louisa	46	9	24	67	9	53	38	11	20	70	28	44	10	18
Petersburg	38	8	21	71	16	39	45	11	13	76	71	13	3	13
Powhatan	51	2	20	78	8	39	53	6	18	76	49	34	11	6
Richmond City	94	7	16	77	12	38	50	9	15	77	53	27	12	8

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Central Region	255	16	32	53	63	19	18	18	56	25	58	39	2
Chesterfield	135	14	31	55	67	19	15	17	55	28	56	41	3
Colonial Heights	48	17	35	48	52	23	25	9	51	40	46	50	4
Goochland	45	11	38	51	69	16	16	22	60	18	56	44	0
Hanover	82	15	35	50	62	21	17	12	60	27	60	39	1
Henrico	123	14	33	53	67	20	13	16	58	26	59	39	2
Hopewell	33	12	33	55	58	24	18	9	55	36	42	55	3
Louisa	46	13	37	50	59	22	20	15	67	17	67	31	2
Petersburg	38	16	32	53	58	21	21	8	55	37	45	50	5
Powhatan	51	12	39	49	59	25	16	18	65	18	47	49	4
Richmond City	94	11	33	56	68	22	11	21	59	21	49	49	2

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Central Region	255	26	56	19	22	57	21	29	22	49	12	27	61
Chesterfield	135	26	50	23	27	48	24	24	25	51	8	25	66
Colonial Heights	48	23	42	35	17	49	34	25	21	54	6	25	69
Goochland	45	27	51	22	27	42	31	22	29	49	7	25	68
Hanover	82	26	52	22	22	54	24	23	24	52	4	30	67
Henrico	123	25	52	22	28	48	25	28	23	49	11	27	62
Hopewell	33	25	44	31	19	47	34	21	21	58	9	24	67
Louisa	46	20	69	11	17	63	20	35	28	37	13	30	57
Petersburg	38	24	41	35	22	41	38	24	21	55	11	26	63
Powhatan	51	27	49	24	29	45	25	29	22	49	4	38	58
Richmond City	94	26	51	23	27	48	25	26	28	46	6	29	65

Table 8: Hampton Roads Region Responses

(percent of total responses)

Region	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type				
	Number of Responses	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Hampton Roads Region	241	10	18	72	16	41	42	12	17	71	61	26	9	4
Chesapeake	132	9	16	75	17	41	42	11	18	70	72	23	4	1
Hampton	99	9	18	73	19	33	48	12	17	71	72	24	3	1
Hampton Roads	51	6	18	76	8	36	56	10	14	76	51	28	21	0
Newport News	95	11	16	73	18	33	49	14	14	73	71	22	3	3
Norfolk	119	9	15	75	17	41	42	11	19	70	71	23	6	0
Portsmouth	87	9	15	76	16	37	47	13	14	74	75	20	5	0
Suffolk	107	11	14	74	17	40	43	13	14	73	73	19	7	1
Tidewater	138	11	14	75	18	45	38	12	17	71	67	26	5	2
Virginia Beach	74	8	18	74	11	34	55	12	14	74	49	33	15	3
Williamsburg	69	9	16	75	18	32	50	12	13	75	59	28	8	5

Region	Median Sales Price			Inventory			Distressed Homes			Appraisals			
	Number of Responses	Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Hampton Roads Region	241	20	31	49	55	26	19	9	61	30	53	45	3
Chesapeake	132	20	28	52	64	22	14	9	60	31	46	50	4
Hampton	99	28	28	44	51	30	20	12	54	34	57	40	3
Hampton Roads	51	20	34	46	51	27	22	12	68	20	56	42	2
Newport News	95	26	26	47	52	29	19	13	55	33	55	41	4
Norfolk	119	18	29	53	62	24	14	6	61	34	49	48	3
Portsmouth	87	22	33	45	60	26	14	9	60	31	44	52	5
Suffolk	107	20	32	49	61	24	15	12	57	31	49	48	4
Tidewater	138	21	25	54	62	25	13	9	60	31	47	50	3
Virginia Beach	74	23	26	51	51	22	26	12	64	23	58	41	1
Williamsburg	69	28	26	46	55	25	19	10	60	29	56	41	3

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Hampton Roads Region	241	27	47	26	22	51	27	21	27	52	8	27	65
Chesapeake	132	46	50	4	29	45	25	24	48	27	16	28	56
Hampton	99	57	40	3	27	46	27	22	50	28	21	27	52
Hampton Roads	51	56	42	2	18	55	27	28	48	24	12	22	66
Newport News	95	55	41	4	26	48	27	22	51	27	21	28	51
Norfolk	119	49	48	3	27	47	26	20	52	28	20	25	56
Portsmouth	87	44	52	5	33	40	27	22	50	28	19	25	56
Suffolk	107	49	48	4	29	50	22	23	54	24	23	25	52
Tidewater	138	47	50	3	31	43	26	23	49	28	17	25	58
Virginia Beach	74	58	41	1	21	51	28	26	47	27	16	29	55
Williamsburg	69	56	41	3	24	48	28	25	47	28	24	25	51

Table 9: West Central Region Responses

(percent of total responses)

Region	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type				
	Number of Responses	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
West Central Region	81	14	16	70	23	40	37	16	22	63	47	23	6	23
Amherst	23	9	13	78	23	50	27	9	9	83	53	27	7	13
Bedford City	24	13	8	79	23	41	36	13	8	79	65	18	0	18
Bedford County	48	13	13	75	24	48	28	13	17	71	41	26	9	24
Botetourt	23	13	17	70	18	45	36	13	26	61	47	29	6	18
Campbell	23	13	9	78	19	52	29	13	4	83	67	20	0	13
Lynchburg	27	15	11	74	20	52	28	15	7	78	65	18	6	12
Montgomery	20	5	5	90	21	32	47	5	25	70	65	18	6	12
Roanoke City	25	8	12	80	17	38	46	8	24	68	50	28	6	17
Roanoke County	28	7	18	75	19	37	44	7	29	64	50	25	5	20
Salem	24	8	13	79	17	39	43	8	25	67	53	29	6	12

Region	Median Sales Price			Inventory			Distressed Homes			Appraisals			
	Number of Responses	Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
West Central Region	81	20	50	30	32	30	38	21	59	21	46	48	6
Amherst	23	18	50	32	29	33	38	14	64	23	39	57	4
Bedford City	24	17	54	29	39	35	26	22	57	22	50	38	13
Bedford County	48	17	53	30	28	33	39	23	53	23	38	54	8
Botetourt	23	17	57	26	30	39	30	17	52	30	57	35	9
Campbell	23	18	45	36	29	38	33	23	59	18	30	61	9
Lynchburg	27	19	46	35	24	36	40	23	50	27	30	56	15
Montgomery	20	0	65	35	45	40	15	30	70	0	55	40	5
Roanoke City	25	12	52	36	36	36	28	20	56	24	48	44	8
Roanoke County	28	14	54	32	32	39	29	18	57	25	54	39	7
Salem	24	8	54	38	38	33	29	21	54	25	50	42	8

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
West Central Region	81	26	51	23	21	56	23	30	17	52	13	22	65
Amherst	23	39	57	4	22	57	22	9	61	30	17	4	78
Bedford City	24	50	38	13	21	54	25	21	46	33	30	9	61
Bedford County	48	38	54	8	21	56	23	17	54	29	36	11	53
Botetourt	23	57	35	9	13	57	30	17	39	43	50	14	36
Campbell	23	30	61	9	26	57	17	17	57	26	22	13	65
Lynchburg	27	30	56	15	22	52	26	15	52	33	26	15	59
Montgomery	20	55	40	5	25	50	25	26	58	16	20	30	50
Roanoke City	25	48	44	8	20	56	24	20	48	32	46	13	42
Roanoke County	28	54	39	7	21	54	25	21	46	32	41	15	44
Salem	24	50	42	8	21	54	25	21	46	33	48	13	39

Table 10: Southside and Southwest Region Responses
(percent of total responses)

Region	Number of Responses	Market Conditions			Foot Traffic to Sales			Customer Traffic			Customer Traffic - Type			
		Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better	Significantly or Slightly Lower	About the Same	Significantly or Slightly Greater	First-time buyers	Homeowners moving up	Homeowners downsizing	Second-home buyers
ALL	1084	12	18	71	18	39	43	12	16	72	52	29	9	10
Southside Region	23	9	22	70	26	30	43	9	17	74	55	15	10	20
Pittsylvania	12	0	33	67	33	17	50	0	25	75	64	18	9	9
Southwest Region	27	15	19	65	24	32	44	27	8	65	65	10	5	20
Washington	9	0	22	78	0	63	38	0	22	78	63	13	0	25

Region	Number of Responses	Median Sales Price			Inventory			Distressed Homes			Appraisals		
		Significantly or Slightly Lower	About the Same	Significantly or Slightly Higher	Very or Somewhat Low	About Right	Very or Somewhat High	Not at All	Somewhat	Greatly	Much Too or Somewhat Low	About Right	Much Too or Somewhat High
ALL	1084	14	27	60	69	16	15	27	55	18	53	44	4
Southside Region	23	22	39	39	22	17	61	13	65	22	48	48	4
Pittsylvania	12	17	42	42	25	17	58	17	67	17	33	58	8
Southwest Region	27	19	38	42	42	31	27	12	72	16	62	38	0
Washington	9	0	67	33	56	11	33	13	88	0	67	33	0

Region	Number of Responses	Underwriting			Financing			Market Activity			Outlook		
		Rarely	Occasionally	Frequently	Rarely	Occasionally	Frequently	Weak or Somewhat Weak	Average	Strong or Somewhat Strong	Significantly or Slightly Worse	About the Same	Significantly or Slightly Better
ALL	1084	30	49	21	29	48	23	23	23	55	10	25	65
Southside Region	23	13	43	43	9	57	35	52	17	30	22	30	48
Pittsylvania	12	33	58	8	8	67	25	8	67	25	42	25	33
Southwest Region	27	8	54	38	8	46	46	38	31	31	15	31	54
Washington	9	67	33	0	11	56	33	11	67	22	11	56	33

Appendix

Survey Questions with Responses

1. How were market conditions for your business in the first quarter of 2013 compared to the first quarter of 2012?
Significantly Worse **4.1%** Slightly Worse **7.5%** About the Same **17.5%** Slightly Better **43.9%** Significantly Better **27.0%**
2. How was customer traffic in the first quarter of 2013 compared to the first quarter of 2012?
Significantly Lower **4.4%** Slightly Less **7.8%** About the Same **16.2%** Slightly Greater **45.5%** Significantly Greater **26.2%**
3. What type of buyer made up most of your customer traffic in the first quarter of 2013?
First time Buyers **52.3%** Homeowners Moving Up **29.2%** Homeowners Downsizing **8.9%** Second-home Buyers **9.6%**
4. What was the median sales price in your market in the first quarter of 2013 compared to the first quarter of 2012?
Significantly Lower **3.5%** Slightly Lower **10.3%** About the Same **26.6%** Slightly Higher **52.2%** Significantly Higher **7.4%**
5. What was the sales price range for your typical client in the first quarter of 2013?
< \$100k **5.7%** \$100k to \$199k **26.5%** \$200k to \$299k **25.1%** \$300k to \$399k **16.6%** \$400k to \$499k **11.6%** \$500k to \$749k **9.3%**
\$750k to \$999k **3.1%** \$1 million to \$1.49 million **1.4%** \$1.5 million to \$1.999 million **0.4%** \$2 million+ **0.4%**
6. How was the conversion from foot traffic to closed sales in the first quarter of 2013 compared to the first quarter of 2012?
Significantly Worse **5.1%** Slightly Worse **13.2%** About the Same **38.6%** Slightly Better **35.3%** Significantly Better **7.6%**
7. How would you characterize the inventory of homes on the market in your area in the first quarter of 2013?
Very Low **29.9%** Somewhat Low **39.2%** About Right **16.3%** Somewhat High **11.7%** Very High **2.9%**
8. To what extent did distressed homes for sale negatively impact housing prices in your area in the first quarter of 2013?
Not at All **27.1%** Somewhat **54.8%** Greatly **18.1%**
9. How would you characterize appraisals in the first quarter of 2013?
Much Too Low **9.6%** Somewhat Low **43.1%** About Right **43.6%** Somewhat High **3.4%** Much Too High **0.4%**
10. How often did tighter underwriting prevent a sale in the first quarter of 2013?
Rarely **9.8%** Occasionally **50.8%** Frequently **39.4%**
11. How often did clients have difficulty getting mortgage financing in the first quarter of 2013?
Rarely **28.6%** Occasionally **48.3%** Frequently **23.1%**
12. How would you characterize market activity in April 2013?
Weak **5.1%** Somewhat Weak **17.7%** Average **22.6%** Somewhat Strong **41.1%** Strong **13.6%**
13. How has your outlook for the housing market changed since the beginning of the year?
Significantly Worse **2.1%** Slightly Worse **8.2%** About the Same **25.0%** Slightly Better **47.8%** Significantly Better **16.9%**

Data Note

It is important to note that the survey results are not seasonally adjusted, which will affect their interpretation. For example, housing activity tends to be weaker in the winter months because of bad weather. A slowdown in housing activity in winter months, then, could be either due to real economic circumstances or could be due to normal, seasonal fluctuation. Looking at the Realtor survey responses, it is impossible to know the extent to which respondents are implicitly adjusting their responses to account for seasonal factors.