

The Northern Virginia Association of Realtors®
8407 Pennell Street
Fairfax, Virginia 22031
703.207.3200
nvar.com

April 14, 2022
For Immediate Release

Ann Gutkin, Vice President Communications
703-207-3216; a.gutkin@nvar.com

March Brings Record High Pricing to Fast-Moving Northern Virginia Housing Market

Fairfax, Va. – Buyers acted quickly to make offers on homes in Northern Virginia in March. “I put a listing up at 8 a.m., and by 10 a.m. would have the first showing,” said Thai-Hung Nguyen, Northern Virginia Association of Realtors® (NVAR) secretary-treasurer and principal broker with Better Homes and Gardens Real Estate Premier in Falls Church. “What Realtors® are dealing with now are a lot of showings within the first 48 hours of listing,” said Nguyen.

Homes in the NVAR region, which covers Fairfax and Arlington counties, the cities of Alexandria, Fairfax and Falls Church and the towns of Vienna, Herndon and Clifton, sold with an average of just 14 days on the market in March, a decrease of 30% compared to March 2021 when homes took an average of 20 days to sell. Of the 2,035 homes sold in the region, 1,443 of them (29%) sold in 10 days or fewer.

“If any houses stay on the market for more than two weeks, that’s an obvious sign of being over-priced or in a condition that is not good enough for most buyers. Buyers still prefer move-in ready houses,” said Nguyen.

A lack of available homes for sale continues to fuel the Northern Virginia residential market. However, while there were 22% fewer listings in the NVAR region in March than one year ago, that year-over-year decline was not as steep as the declines posted during the prior three months. And there was a 37.8% month-over-month increase in supply compared to February.

According to Nguyen, there may be more houses coming to market. “One thing I noticed is there are more ‘Coming Soons’ in the MLS, which hopefully means more homes in the pipeline that will bring some relief to the inventory issue.

“The typical number of offers we’re seeing listings receive right now averages five to seven. For some listings, it may be as low as one or two, but there are a few that see as many as 25 offers,” said Nguyen.

According to the Bright MLS T3 Home Demand Index, demand for homes in Arlington and Fairfax counties and the city of Alexandria was in the High category in March, compared to a Moderate range for surrounding areas.

Under these market conditions, both buyers and sellers should seek professional counsel to position themselves for success.

“We advise buyers to consult with their Realtor® to craft a competitive offer that still protects their interests,” said Ryan McLaughlin, NVAR CEO. “We hear stories of buyers coming in with no contingencies, which could be risky, depending on their particular circumstances,” McLaughlin said. Nguyen emphasized that buyers need to understand what they’re waiving and make an informed decision.

Multiple offers for a limited supply of homes pushed prices to a record high in March. The average sold price of a home in the NVAR region in March was \$779,908, 12% above the March 2021 average of \$696,318. The average price of a single-family detached home was \$1,137,371, 11.6% higher than last year. Homes continued to sell above list price in March, with an average sold price to original list price ratio of 103.4%, which was 2% higher than March of 2021.

“With the Fed raising interest rates, which translates to higher mortgage rates, some buyers will likely be priced out of the market,” said McLaughlin. “While this, combined with rising inflation, may soften the rapid price increases we’ve seen over the past year, it’s unlikely that homes will lose value in our market.”

As reported by Freddie Mac on April 7, mortgage rates have risen 1.5 percentage points over the last three months, the fastest three-month rise since May of 1994. This increase could impact affordability, keeping some buyers on the sidelines.

“Affordability continues to challenge a wide segment of our population,” said McLaughlin. “Last month I moderated a [session as part of the Fairfax County Housing Symposium](#) where the panelists took a close look at this phenomenon. I encourage all Northern Virginians to [learn more](#) so that we can work together to find sustainable solutions,” McLaughlin said.

March 2022 Regional Home Sales Compared to March 2021: Northern Virginia ***Data from Bright MLS as of April 6, 2022; total sales and listings may not include garage/parking spaces***

The Northern Virginia Association of Realtors® reports on March 2022 home sales activity for Fairfax and Arlington counties, the cities of Alexandria, Fairfax and Falls Church and the towns of Vienna, Herndon and Clifton.

A total of 2,035 homes sold in March 2022, a 5% decrease below March 2021 home sales of 2,140. The number of active listings decreased last month compared with 2021. Listings were 22% below last year, with 1,235 active listings in March, compared with 1,579 homes available in March 2021. The average days on market for homes in March 2022 fell by 30% to 14 days – compared to 20 days on market for homes in March 2021.

New listings fell by 6.6% in March compared with last year, to 2,865. There were 3,067 new listings in March 2021.

The average home sale price rose by 12% compared with last March, to \$779,908. The March 2021 average sale price was \$696,318.

The median sold price of homes this March, which was \$650,000, rose by 9% compared to the median price of \$595,000 in March 2021.

Read more about the NVAR region housing market at [NVAR.com/public](https://www.nvar.com/public).

NVAR Charts, Graphs, Social Media for March 2022 NVAR Housing Stats

March Housing Data: [Click here.](#)

Regional Jurisdiction Infographic: [Click here.](#)

NVAR Region Infographic: [Click here.](#)

The March Market Stats Page: [Click here.](#)

March Market Minute Video: [Click here.](#)

These links are accessible from the Market Stats page here: [Click here.](#)

* Follow us on Twitter - @nvar * Visit us on facebook.com/nvar.realestate

* LinkedIn: NVAR and NVAR Group

The Northern Virginia Association of Realtors® serves as The Voice for Real Estate in Northern Virginia, enhancing the ability and opportunity of its members to conduct their business successfully, promoting professional competency, upholding the principles of fair housing for all, and preserving the right to own, transfer and use real property. With offices located in Fairfax and Herndon, NVAR has grown to more than 13,000 Realtor® and real estate service provider members who carry out a real estate industry in a community of more than 2 million residents. Visit NVAR online at www.nvar.com