



Contact: Nancy May, Manager of Communications
Phone: (757) 531-7960
E-mail: nancym@reininc.com

FOR IMMEDIATE RELEASE:

A Positive Start for the New Year

(Virginia Beach, Virginia – February 9, 2011)

The Hampton Roads real estate market experienced a strong start for the New Year. January's encouraging trends, categorized by double digit changes in the number of residential under contract sales and residential active listings when compared with the same period last year, hint at a recovering housing market for 2012.

Residential active listings were down 18.8% in January 2012 when compared to January 2011 (11,394 vs. 14,040). All seven of the major cities (Chesapeake, Hampton, Newport News, Norfolk, Portsmouth, Suffolk, and Virginia Beach) saw a decrease in the number of homes for sale. Williamsburg and Norfolk experienced the largest drop in percentage of active listings with 32% and 25% respectively. This decline in active listings led to a steep drop in months' supply of inventory, down to 7.5 months compared to 9.82 months in January 2011.

Measured against the same period last year, the number of residential under contract sales for January 2012 jumped 32.9%. This is the largest increase year-over-year for the month of January for more than 5 years. All seven of the major local cities experienced year-over-year gains. Suffolk saw the largest increase with 67.86%, Hampton the second largest with 37.36%, and Norfolk third with 37.33%. The spike in under contract sales foreshadows strong settled sales over the next few months.

Similarly, the previous month's increase in under contract sales led to a rise in the region's residential settled sales for January 2012, up 5.27% compared to the same period last year. Newport News and Portsmouth saw the largest increases of 34.67% and 18.06% respectively, while Suffolk and Hampton were the only two major cities not to see increases in residential settled sales. The median residential sales price is \$174,450, which is 8.4% lower than it was last January.

The distressed homes market, those that are bank owned or short sales, grew as a percentage of residential active listings, but fell as a percentage of residential settled sales. Distressed homes

accounted for 26.01% of active listing this month, a slight increase from 24.52% in January 2011. The number of residential settled sales that distressed homes comprised fell to 37.18%. This was a slight drop as distressed homes accounted for 39.16% of residential settled sales in January of 2011.

January 2012 Highlights

Listings

Residential active listings decreased, 18.84% year-over-year, to 11,394 (January 2012) from 14,040 (January 2011).

Under Contract (Pending) Residential Sales

Total residential under contract sales increased by 32.9% when compared to January 2011 (1,600 vs. 1,204).

Sales

Total property sales and total residential sales increased when compared to January 2011 showing increases of 4.13% and 5.27% respectively.

Inventory

There is currently 7.5 months' inventory of residential homes on the market in the Hampton Roads area, an increase from last month (7.32) and down 23.62% from January last year.

January 2012 Summary

All Categories	January 2012	January 2011	Percent Change
Total Active Listings	13,959	16,839	-17.1%
Total Pending Sales	1,675	1,259	33.04%
Total Residential Pending Sales	1,600	1,204	32.9%
Total Property Sales	1,159	1,113	4.13%
Total Residential Sales	1,118	1,062	5.27%
Median Residential Sales Price	174,450	190,425	-8.4%
Months' Supply Inventory	7.5	9.82	-23.62%

* 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.

#

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 500 real estate firms with 625 offices, 5800 real estate agents, and 160 appraiser members using REIN. For more information visit: www.reinmls.com.