**The Evers & Co. January 2013 Real Estate Report**

**The data from January 2013 indicates that the spring market is already in full swing. The dollar volume of sales for the close-in Metro area is up 9.74% over last January, and the average price is up 5% from last year at this time. The days-on-the-market is down 21.77% from last January.**

**This means that more property is selling faster and at higher prices than last January, which is no surprise to real estate agents who are currently working with buyers and sellers.**

**Increasingly, buyers are faced with a highly competitive marketplace, where reasonably-priced properties have more than one bidder. And, sellers are in a position to be selective and require higher prices and cleaner contracts with fewer contingencies.**

**As we mentioned last month - with the combination of the current low inventory and strong buyer demand due to historic low interest rates and increasing consumer confidence, the spring market will continue to grow in favor of sellers.**

***\*Statistics are taken from the Metropolitan Regional Information System for three areas: Washington, D.C., Montgomery County, Maryland; and Fairfax County, Arlington and Alexandria in Virginia.***