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

**The numbers from February for the close-in Metro area marketplace were identical to January 2013, with the dollar volume of sales up 9.7%, the average price up 5% and the days on the market down 22%.**

**Although we are seeing an increase in sales, the inventory is still much lower than demand, so what has become a seller’s market will continue throughout the spring.**

**Buyers have to think competitively, and they should know that it is probably better to buy now than to wait until June. If sellers price their properties correctly, they will sell quickly, and they can expect to see multiple bids on well-priced properties between $300,000 and $800,000 in the hot “walkable” neighborhoods.**

**So, we are on course for a busy spring market with low supply, increasing demand and rising prices.**

***\*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.***