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

**Our steadily improving market was once again reflected in the September 2013 numbers, which showed a 7% increase in dollar volume of sales and a 31% decrease in days on the market. The 9% increase in average price was surprisingly high for September and supports our earlier prediction that we would have an unusually strong fall market this year, because of the continuing low inventory and increasing buyer demand.**

**Even though inventory is tight, buyers should know that if they can find a property they want to purchase, buying now will be cheaper than waiting for spring, when prices are sure to be higher if we continue the current upward trend.  Equally as important, the cost of mortgage money will be higher because of the anticipated increase in interest rates. For those two reasons, buying now would be a smart course of action.**

**Sellers will do well, now and in the spring, to price their properties according to the most recent similar “sold” properties, which will put them is a position to get the strongest response from buyers.**

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