**The Evers & Co. April 2014 Real Estate Report**

**While the average dollar volume of sales was flat overall in the close-in Metro area for the first time in several months, the District showed a nearly 10% year-over-year rise in sales.  The District also showed a big 12.4 % increase in average price, compared to the 4.75% increase in Montgomery County and the less than 1% increase in close-in Northern Virginia, which further underscores the fact that the close-in areas are doing better than the outlying areas. And, in our Metro area, as in the entire country, there is a genuine shortage of product, with not enough properties on the market to satisfy demand.**

**This month’s news for sellers is that it’s time to sell; sales prices are within a few percentage points of what they were at the peak of the market in 2005, and there are plenty of buyers out there waiting for homes to come on the market. As for buyers, they should arm themselves with a good agent and lender, in order to know what property values are and what they can afford, so that they can make a smart purchase in this product-short marketplace.**

***\* 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.***