

COVID-19's Impact on Buyers & Sellers

The Virginia REALTORS® conducted a flash survey on March 20-21, 2020, asking members if and how the coronavirus outbreak has impacted home buyer and seller interest and behavior over the prior week. We received responses from 2,428 REALTORS® that had been actively conducting business during the past week, including members from all 28 local associations. Results from the survey are available at

<https://www.virginiarealtors.org/2020/03/23/results-from-flash-survey-1-covid-19s-impact-on-buyers-sellers/>. For more information, please reach out to me (lsturtevant@virginiarealtors.org or 703-598-1220).

We will be conducting this survey each Friday for the next three weeks. Please encourage your members to participate.

Virginia REALTORS® will continue to monitor the economic and housing market impacts of the coronavirus in Virginia. Check the COVID-19 Resources and Updates page often, as information is updated frequently (<https://www.virginiarealtors.org/coronavirus/>).

How has the coronavirus impacted your business in the past 7 days?

Responses by Local Association (% of respondents)

Local Association	Seller removing home from market completely	Seller canceling open houses	Postponing bringing new listings to the market	Buyer deciding to delay home search	Difficulties requesting or receiving extensions on appraisal and/or financing contingencies	Conducted business this past week with no coronavirus impact
BRAR	9.3%	34.9%	37.2%	55.8%	7.0%	18.6%
BTVAR*	0.0%	0.0%	40.0%	80.0%	20.0%	20.0%
CAAR	9.8%	39.0%	45.1%	61.0%	9.8%	9.8%
CBRAR	5.3%	21.1%	42.1%	52.6%	0.0%	15.8%
DRRAR*	11.1%	0.0%	33.3%	33.3%	0.0%	55.6%
DAAR	7.7%	33.7%	48.1%	62.5%	2.9%	17.3%
ESAR*	11.1%	11.1%	44.4%	66.7%	5.6%	11.1%
FAAR	10.2%	24.6%	51.7%	58.5%	8.5%	21.2%
GAAR	2.7%	27.0%	40.5%	45.9%	10.8%	24.3%
GPR	11.9%	33.3%	52.4%	57.1%	21.4%	16.7%
HARRA	9.0%	21.4%	37.9%	53.4%	7.6%	20.3%
HRAR	4.3%	17.0%	31.9%	48.9%	10.6%	29.8%
LAR	11.1%	17.5%	41.3%	47.6%	6.3%	23.8%
MHPCAR*	12.5%	0.0%	37.5%	87.5%	12.5%	12.5%
MAR	27.8%	11.1%	44.4%	55.6%	16.7%	27.8%
NRVAR	8.1%	13.5%	45.9%	45.9%	10.8%	24.3%
NNAR*	8.3%	0.0%	25.0%	50.0%	8.3%	33.3%
NVAR	12.9%	31.5%	38.3%	62.1%	6.6%	14.6%
PWAR	14.4%	25.6%	41.1%	48.9%	8.9%	26.7%
RAR	9.0%	22.2%	35.4%	56.8%	5.9%	21.2%
RVAR	9.9%	29.7%	40.6%	48.5%	10.9%	22.8%
RHR*	0.0%	44.4%	77.8%	77.8%	0.0%	0.0%
SCAR*	11.1%	0.0%	44.4%	55.6%	22.2%	22.2%
SPLLAR*	0.0%	0.0%	33.3%	33.3%	0.0%	50.0%
SVAR	3.6%	14.3%	28.6%	46.4%	3.6%	25.0%
SWVAR	10.3%	10.3%	37.9%	34.5%	10.3%	37.9%
VPAR	9.1%	20.2%	42.4%	51.5%	7.1%	25.3%
WAAR	8.6%	29.3%	46.6%	50.0%	3.4%	17.2%

*Local associations with fewer than 20 responses.