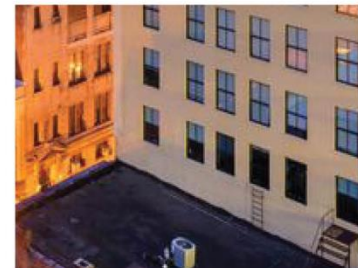


Market Conditions Report

Roanoke, VA Area

January 2024

LONG & FOSTER
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

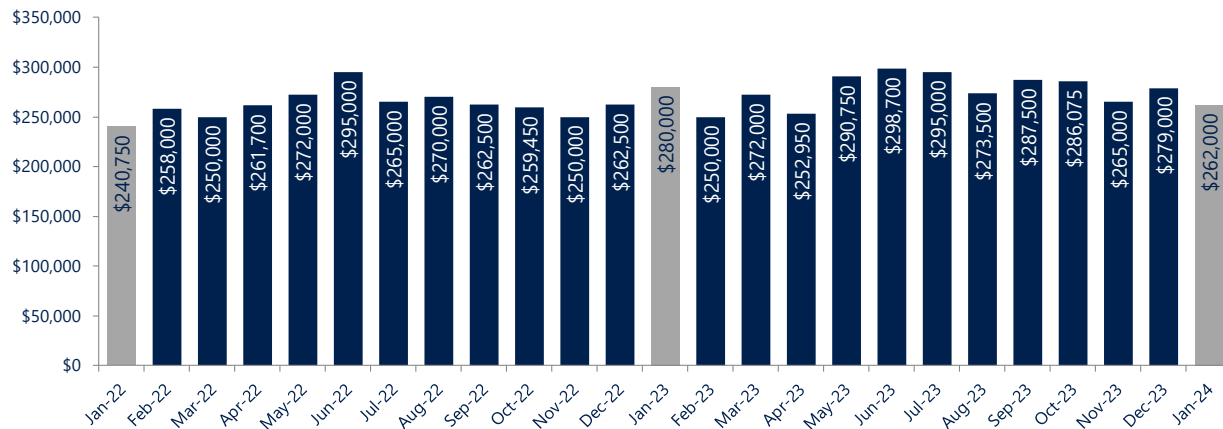
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



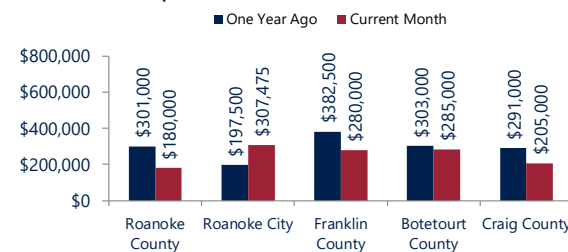
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

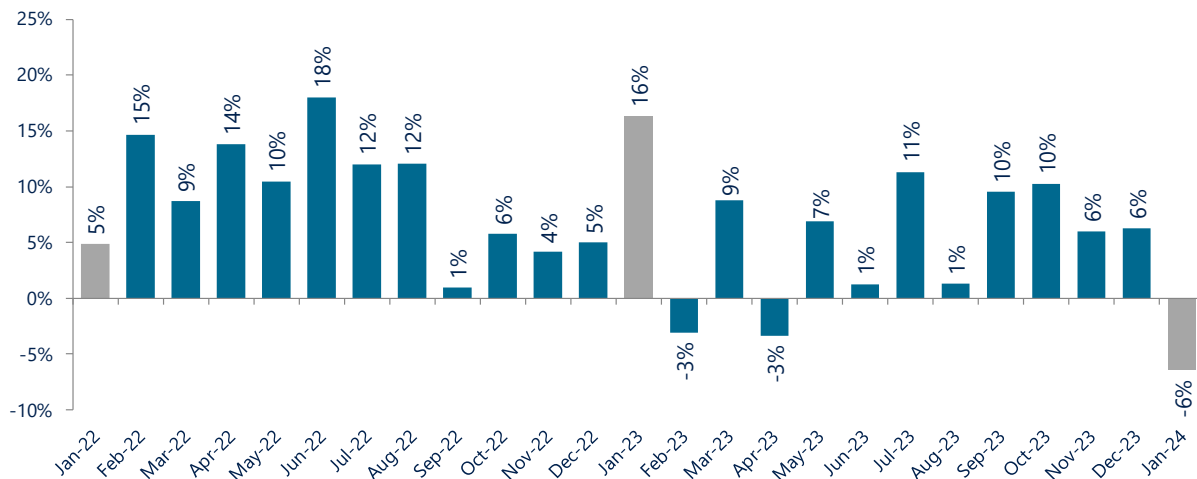
Median Sales Price



Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price Percent Change Year/Year



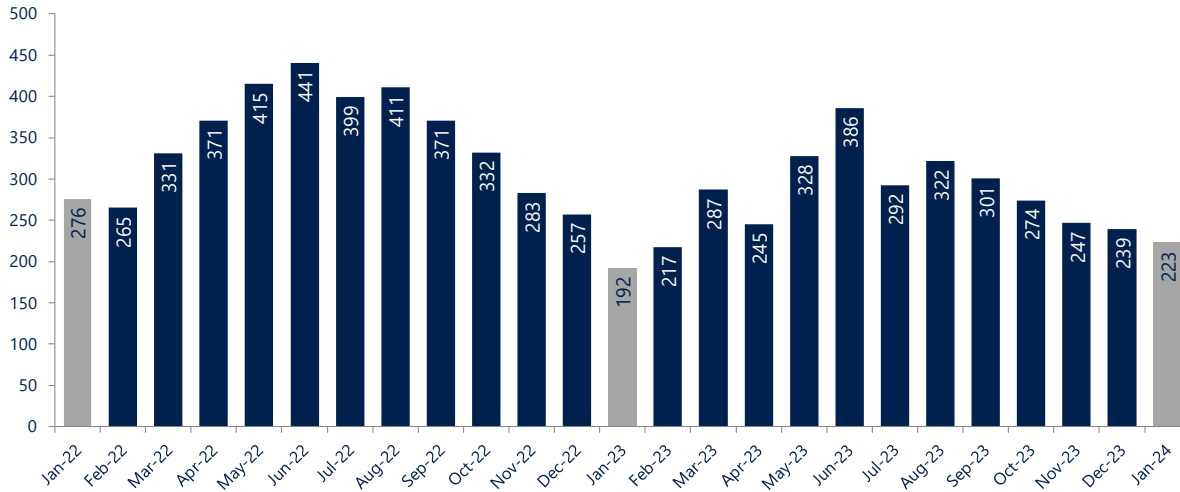
Highlights

- This January, the median sale price was \$262,000, a decrease of 6% compared to December.
- The current median sale price was 6% lower than in January 2023.

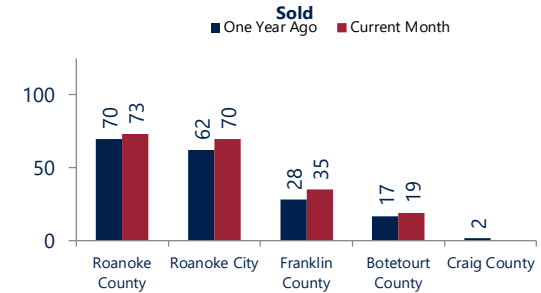
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

Total Units Sold



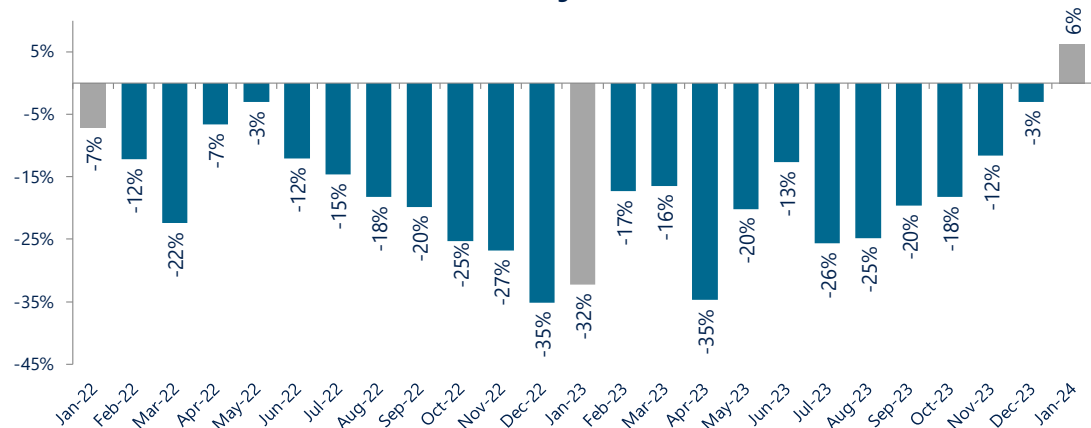
Total Units Sold Of Top Five Counties/Cities Based on Total Units



Highlights

- This month's total units sold was higher than at this time last year, an increase of 16% versus January 2023.
- There was a decrease of 7% in total units sold in January compared to December.

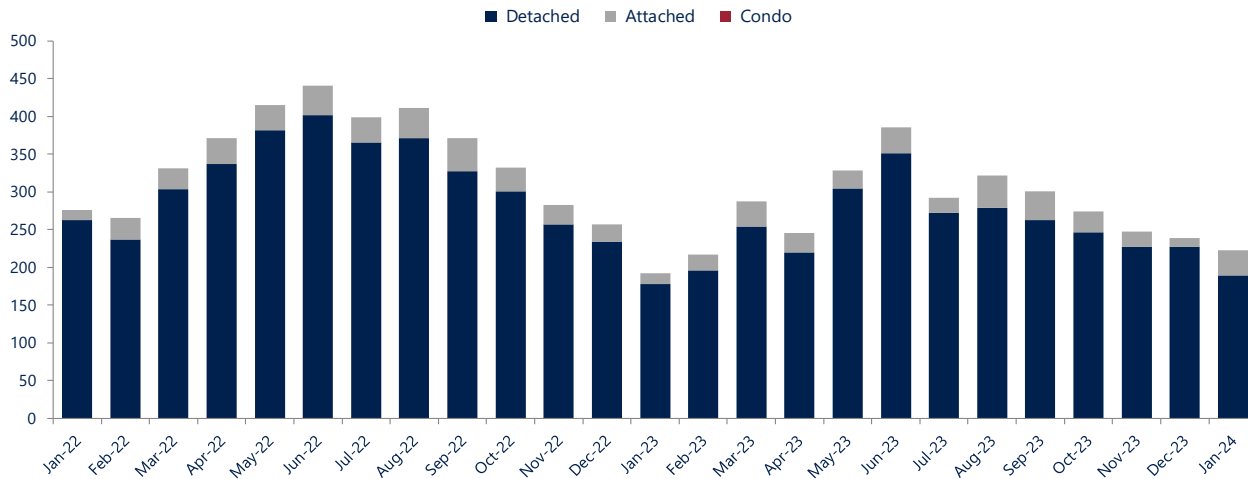
Total Units Sold Percent Change Year/Year



Long & Foster Market Conditions Report

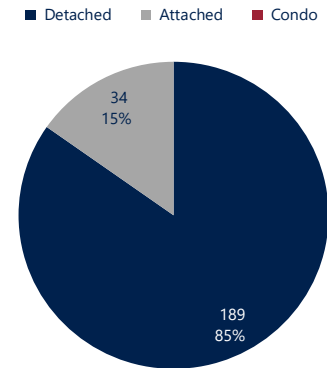
Roanoke Metropolitan Area - January 2024

Total Units Sold by Type

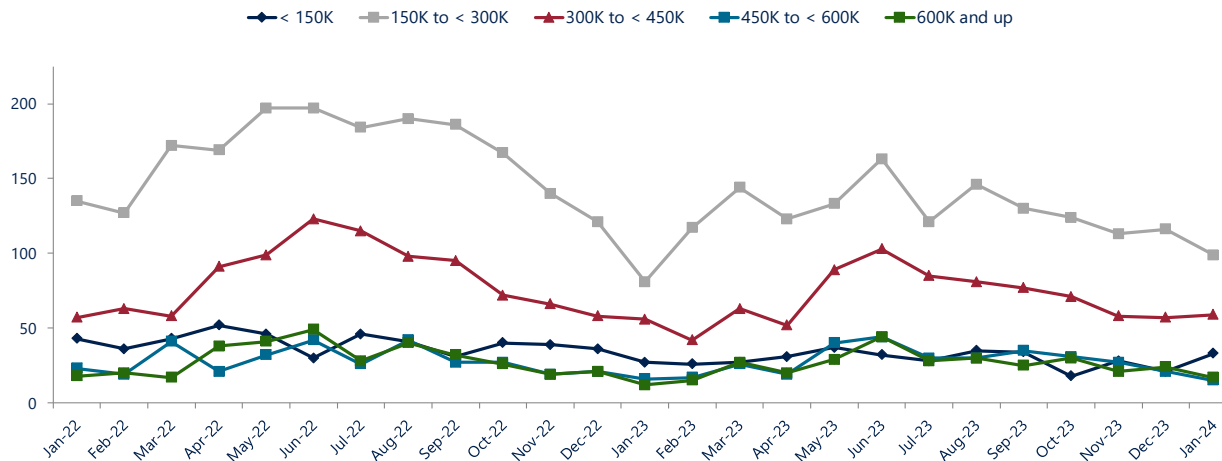


Total Units Sold by Type

Current Month

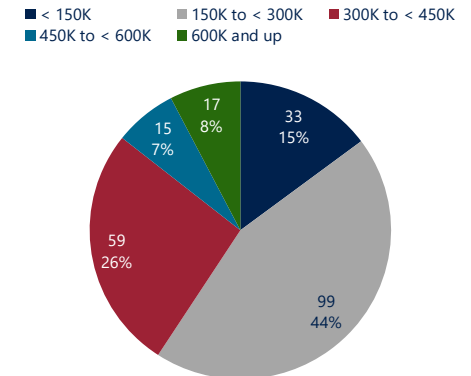


Total Units Sold by Price Range



Total Units Sold by Price Range

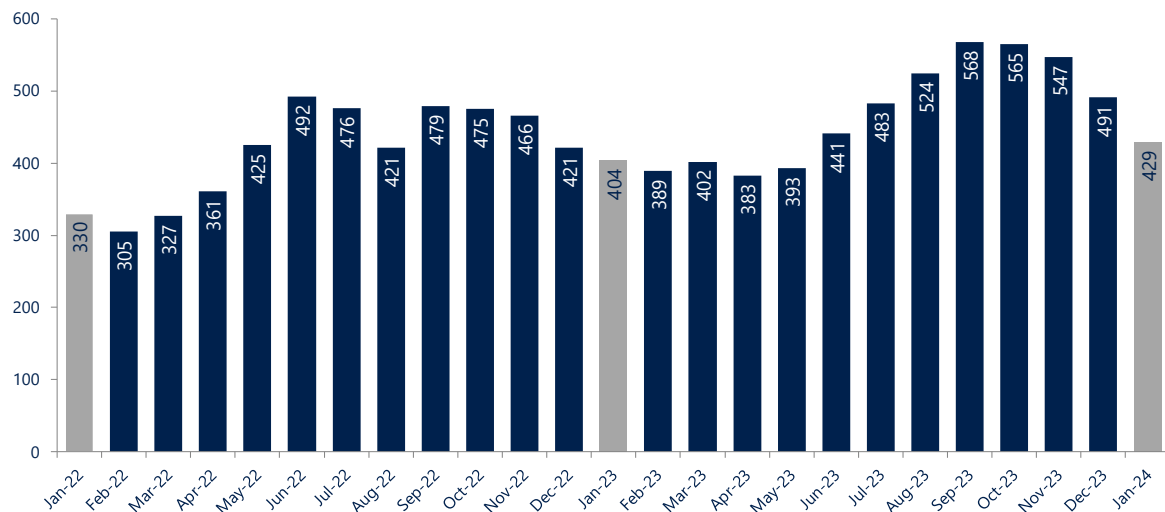
Current Month



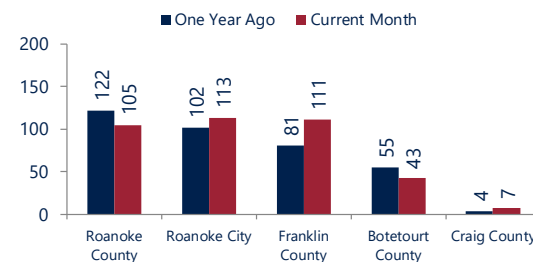
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

Total Active Inventory



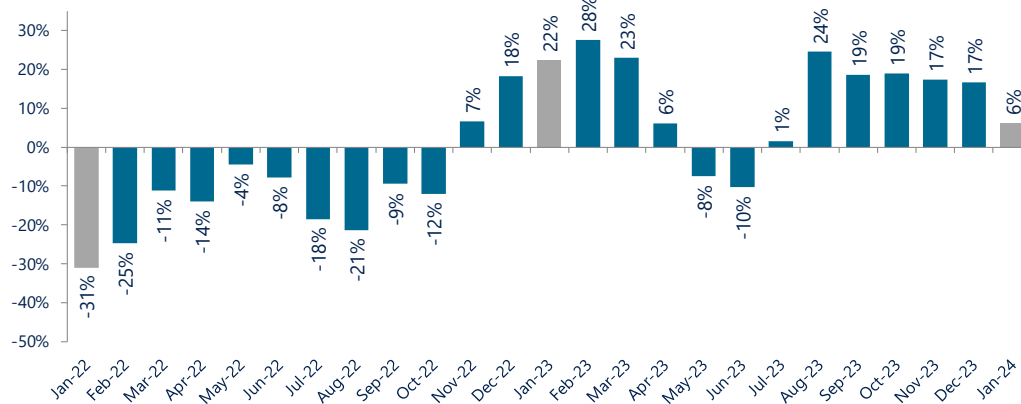
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last January, the total number of homes available this month was higher by 25 units or 6%.
- Active inventory this January was 13% lower than the previous month's supply of available inventory.

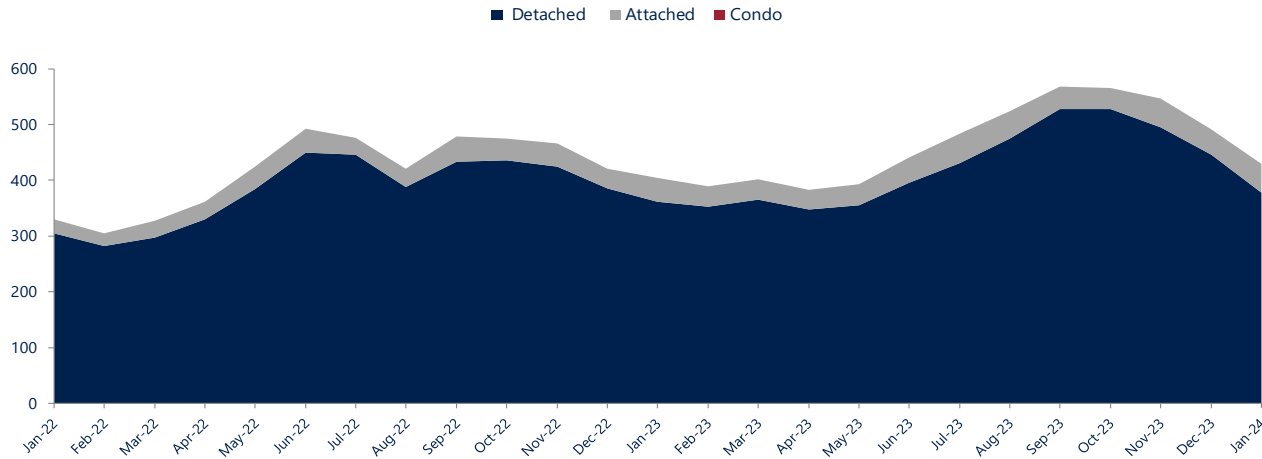
Total Active Inventory
Percent Change Year/Year



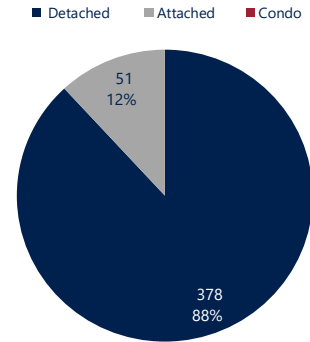
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

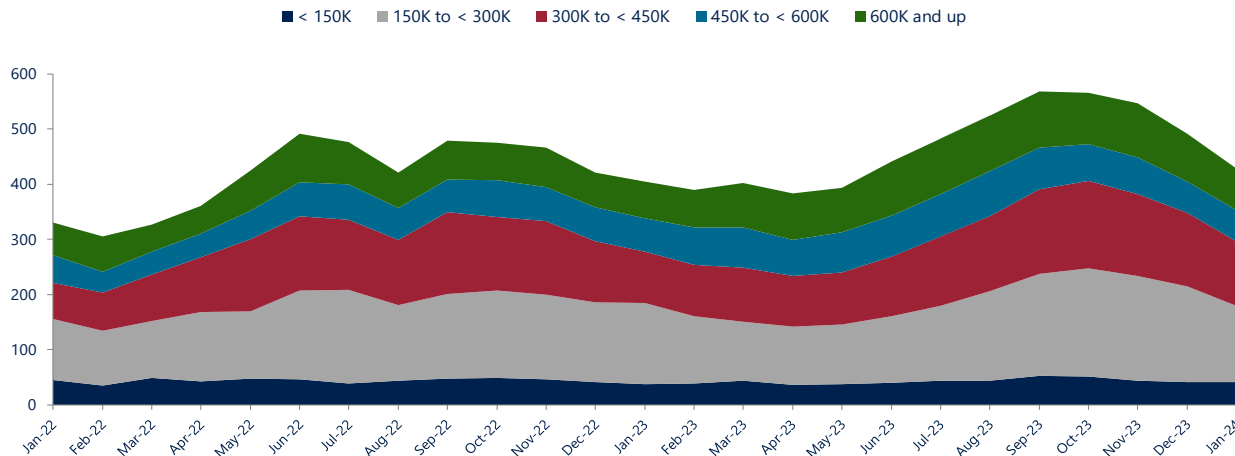
Total Active Inventory by Type



**Total Active Inventory by Type
Current Month**

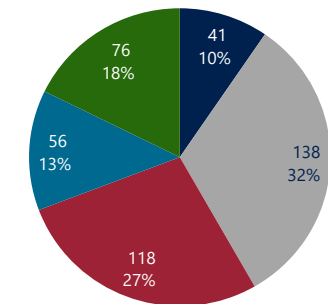


Total Active Inventory by Price Range



**Total Active Inventory by Price Range
Current Month**

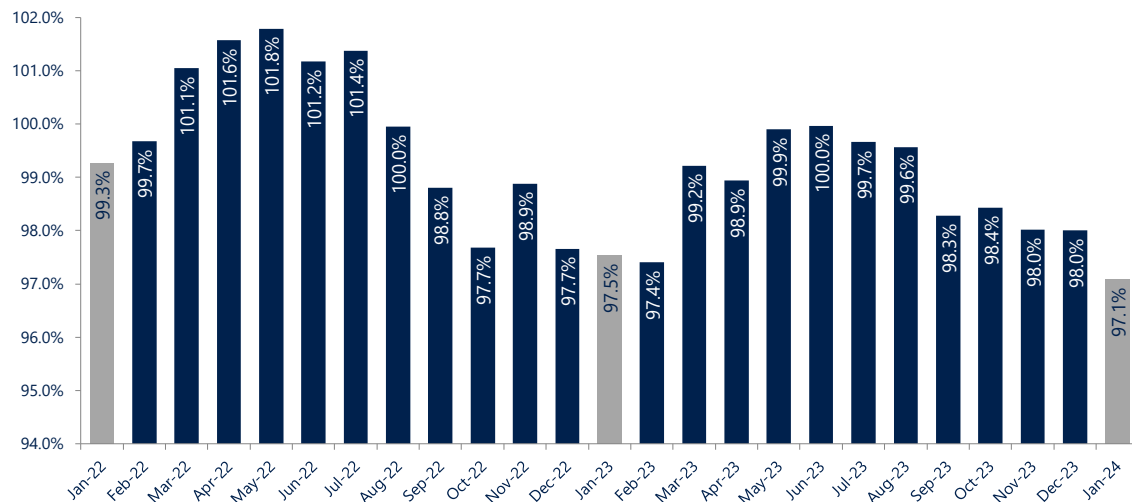
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



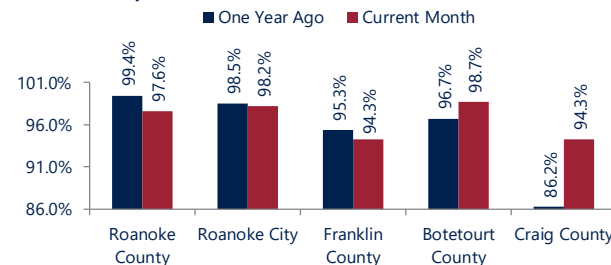
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

Average Sale Price as a Percent of List Price



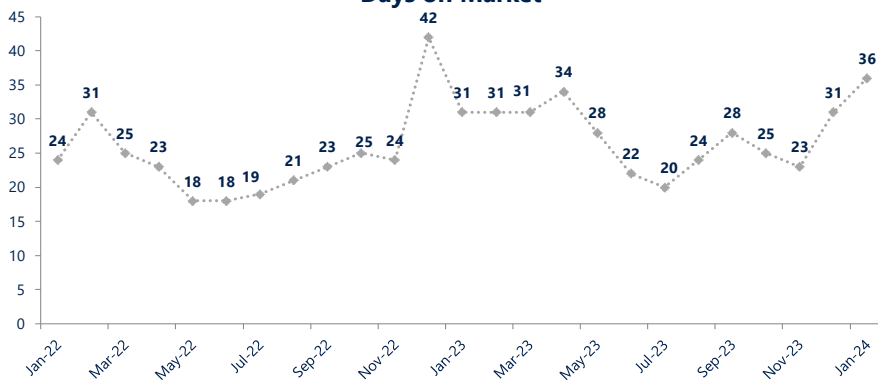
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



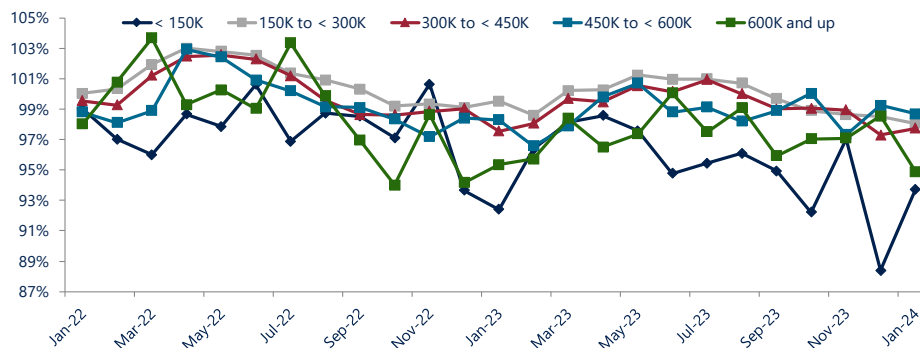
Days on Market	
Current Month	One Year Ago
36	31
Up 16% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.1%	97.5%
Down -0.5% Vs. Year Ago	

Days on Market



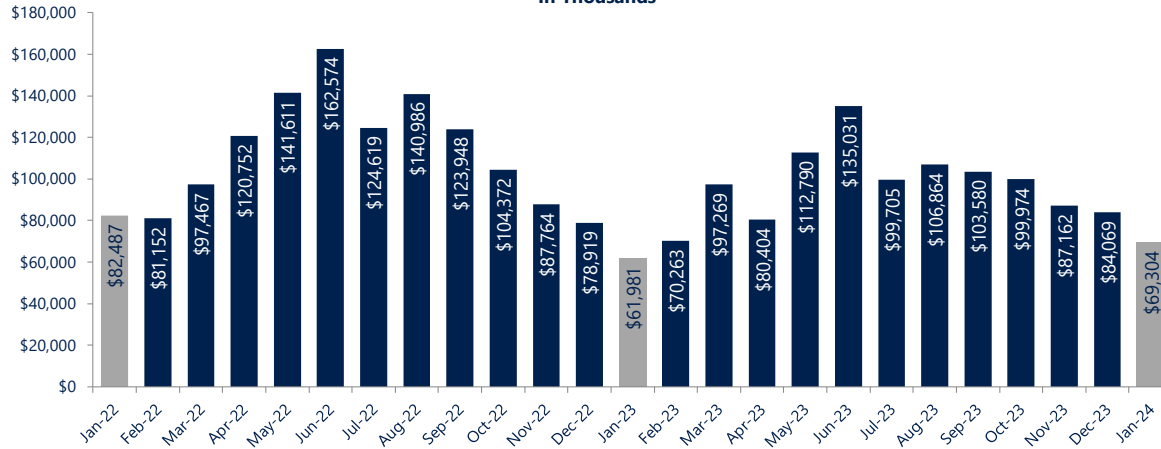
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Roanoke Metropolitan Area - January 2024

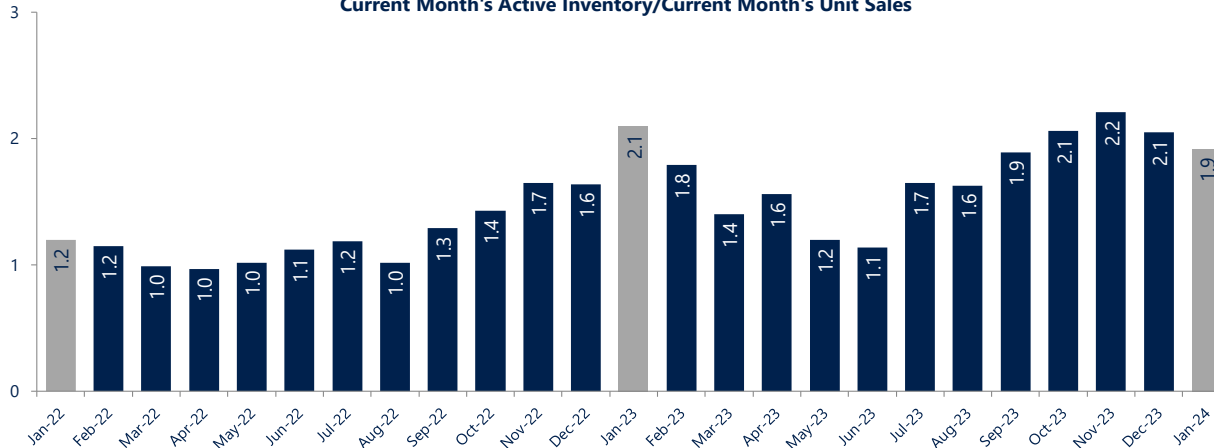
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 12% greater than the same month one year ago.
- In January, there was 1.9 months of supply available, compared to 2.1 in January 2023. That was a decrease of 9% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold

Current Month	One Year Ago
\$69,304,245	\$61,980,585
Up 12% Vs. Year Ago	

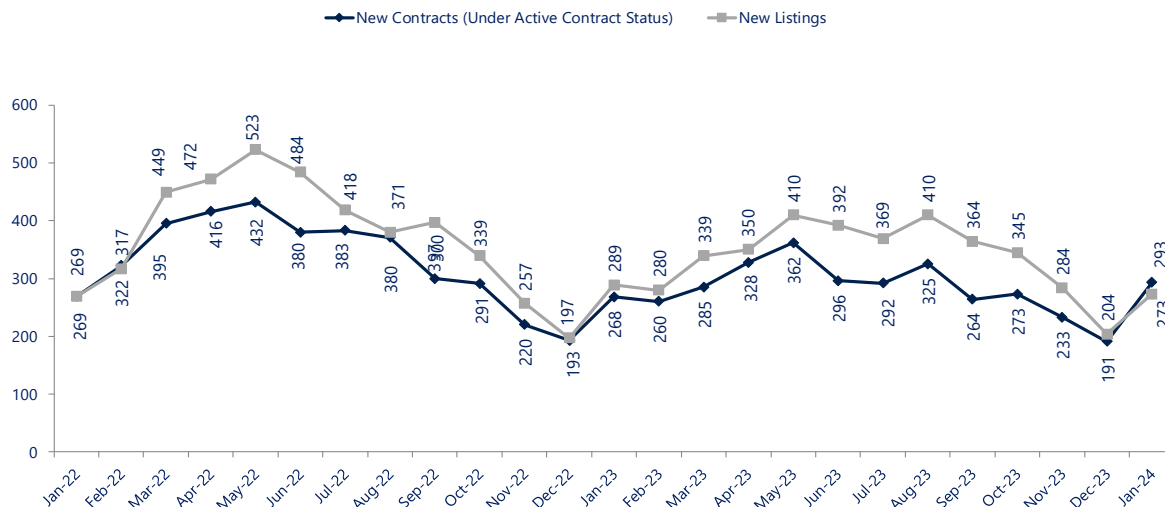
Months of Supply

Current Month	One Year Ago
1.9	2.1
Down -9% Vs. Year Ago	

Long & Foster Market Conditions Report

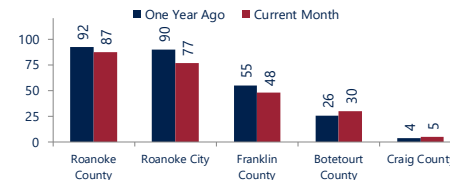
Roanoke Metropolitan Area - January 2024

New Listings & New Contracts



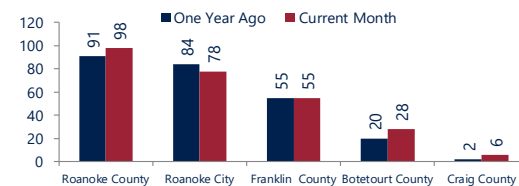
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings

Current Month	One Year Ago
273	289

Down -6% Vs. Year Ago

New Contracts

Current Month	One Year Ago
293	268

Up 9% Vs. Year Ago

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 0.9, a decrease of 14% from January 2023.

Supply/Demand Ratio

Number of New Listings to New Contracts

