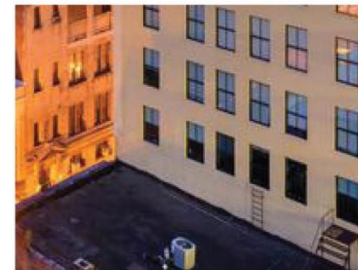


# Market Conditions Report

Roanoke, VA Area

March 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

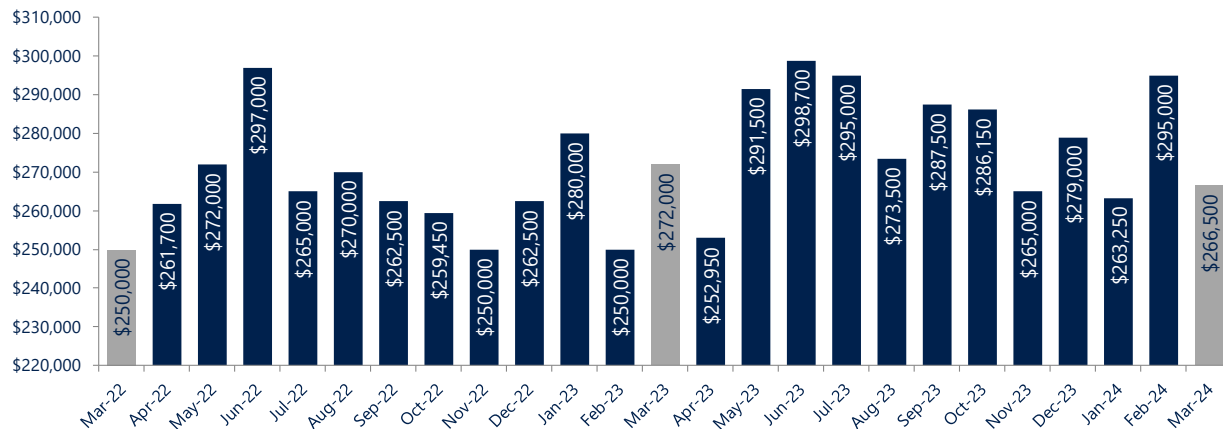
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



# Long & Foster Market Conditions Report

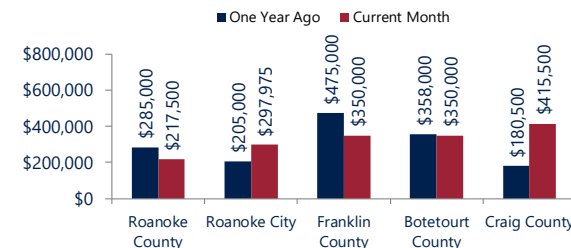
## Roanoke Metropolitan Area - March 2024

### Median Sales Price



### Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold

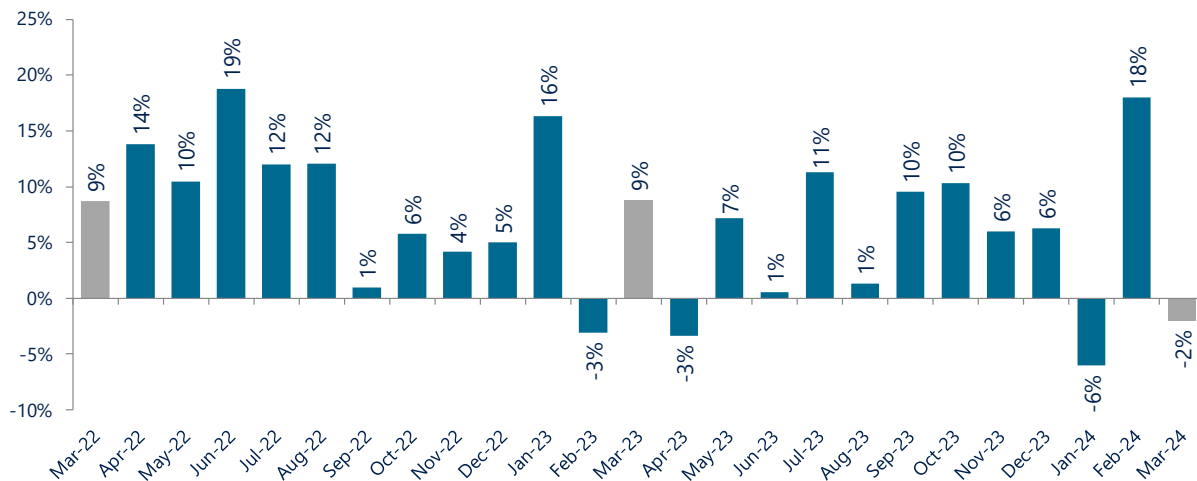


### Highlights

- This March, the median sale price was \$266,500, a decrease of 2% compared to last year.
- The current median sale price was 10% lower than in February.

### Median Sale Price

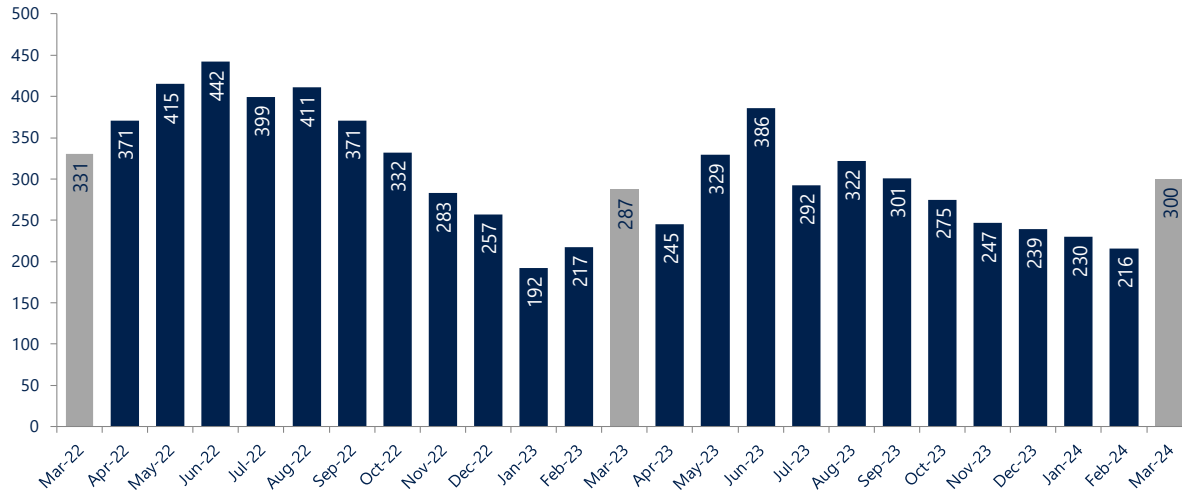
Percent Change Year/Year



# Long & Foster Market Conditions Report

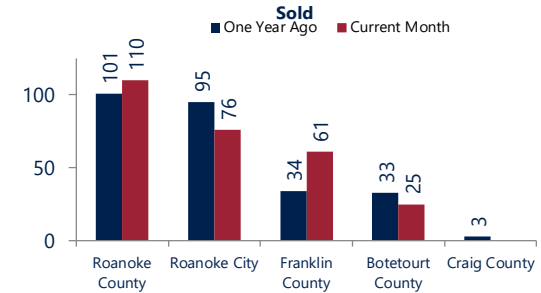
## Roanoke Metropolitan Area - March 2024

### Total Units Sold



### Total Units Sold

Of Top Five Counties/Cities Based on Total Units

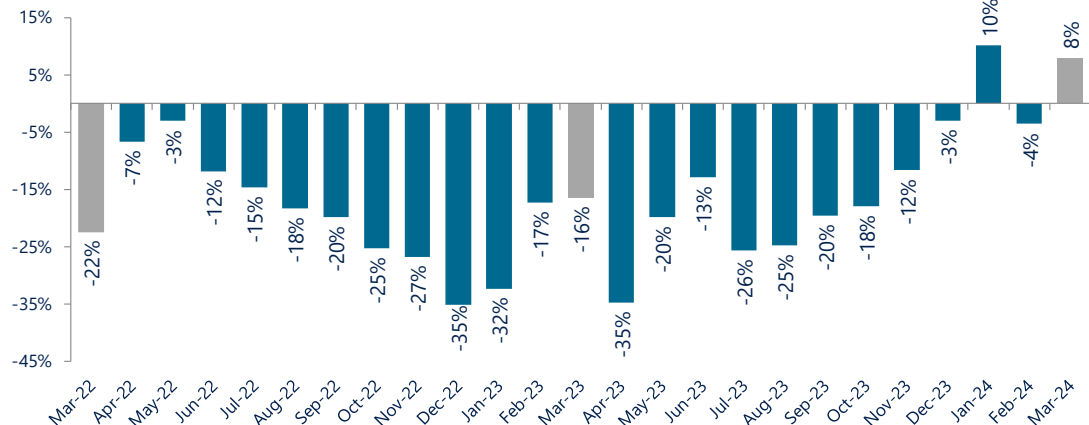


### Highlights

- There was an increase of 39% in total units sold in March compared to February.
- This month's total units sold was higher than at this time last year, an increase of 5% versus March 2023.

### Total Units Sold

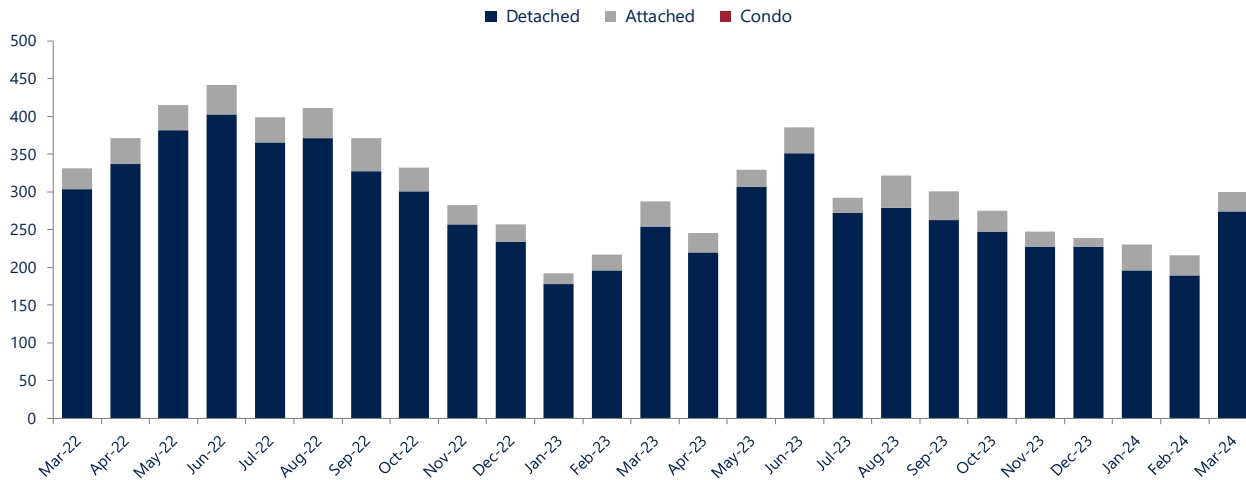
Percent Change Year/Year



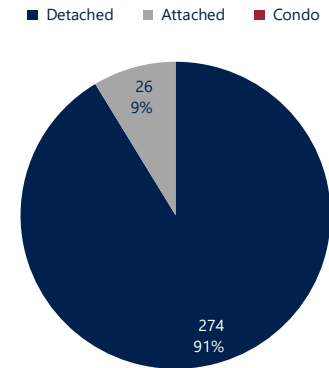
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - March 2024

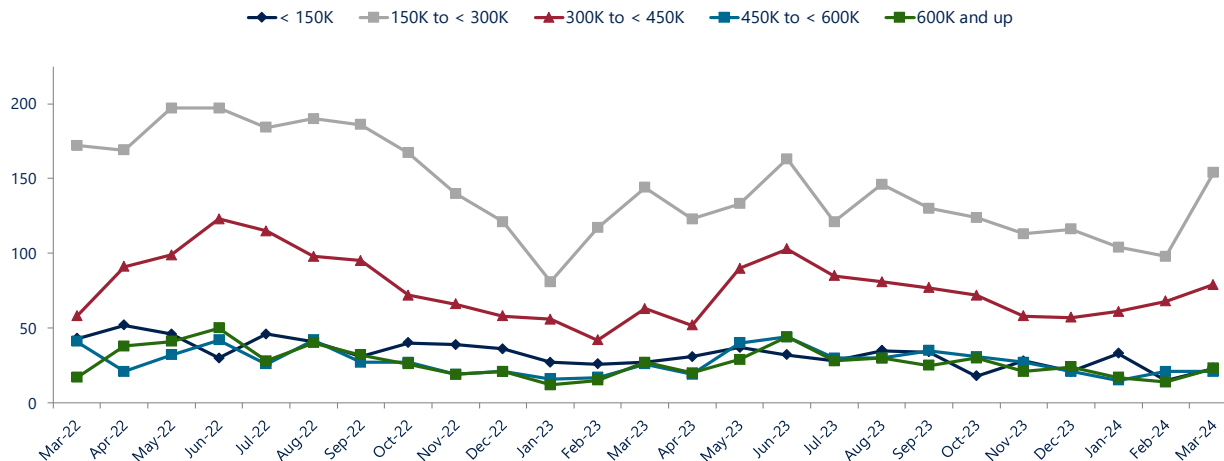
**Total Units Sold by Type**



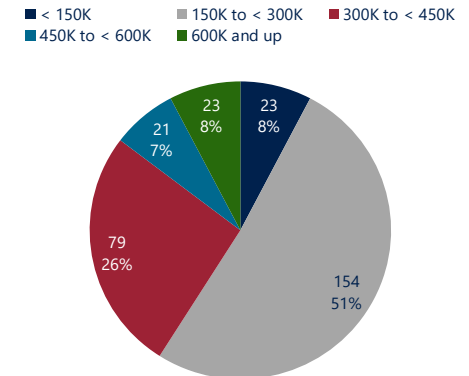
**Total Units Sold by Type**  
Current Month



**Total Units Sold by Price Range**



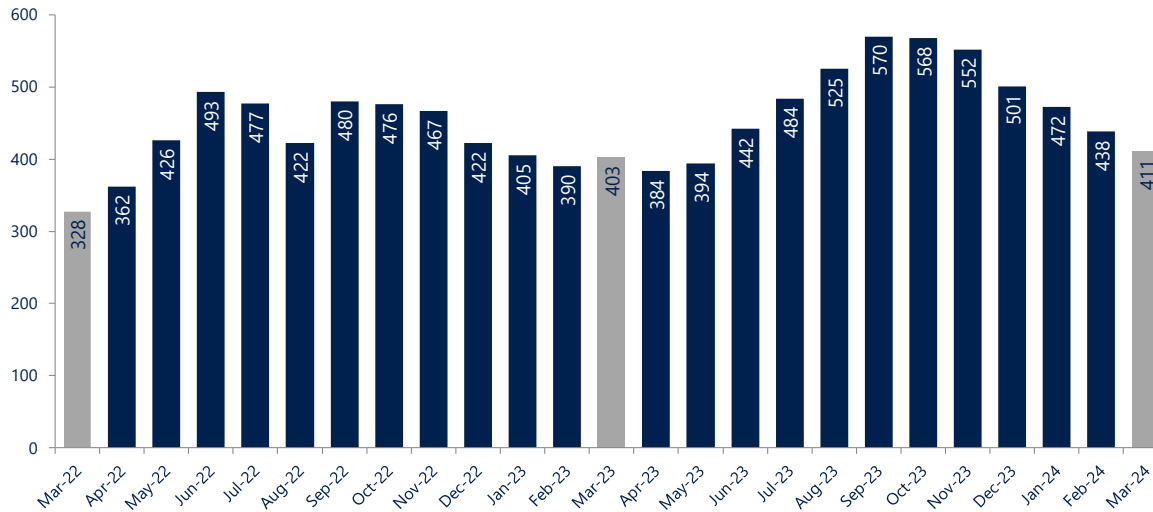
**Total Units Sold by Price Range**  
Current Month



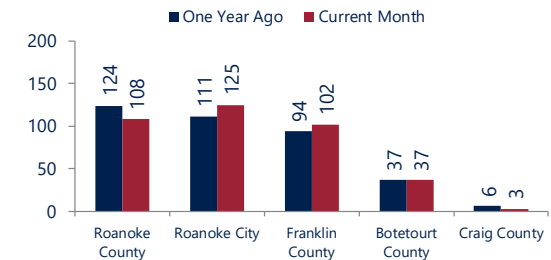
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - March 2024

**Total Active Inventory**



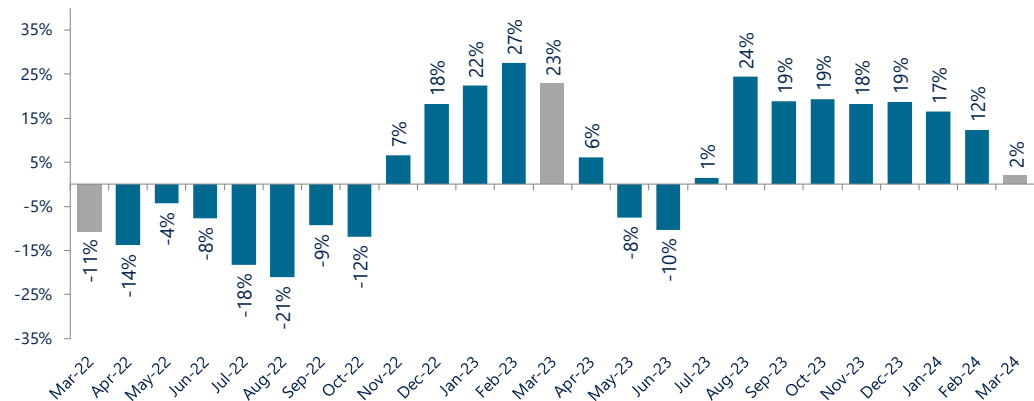
**Total Active Inventory**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- Versus last March, the total number of homes available this month was higher by 8 units or 2%.
- Active inventory this March was 6% lower than the previous month's supply of available inventory.

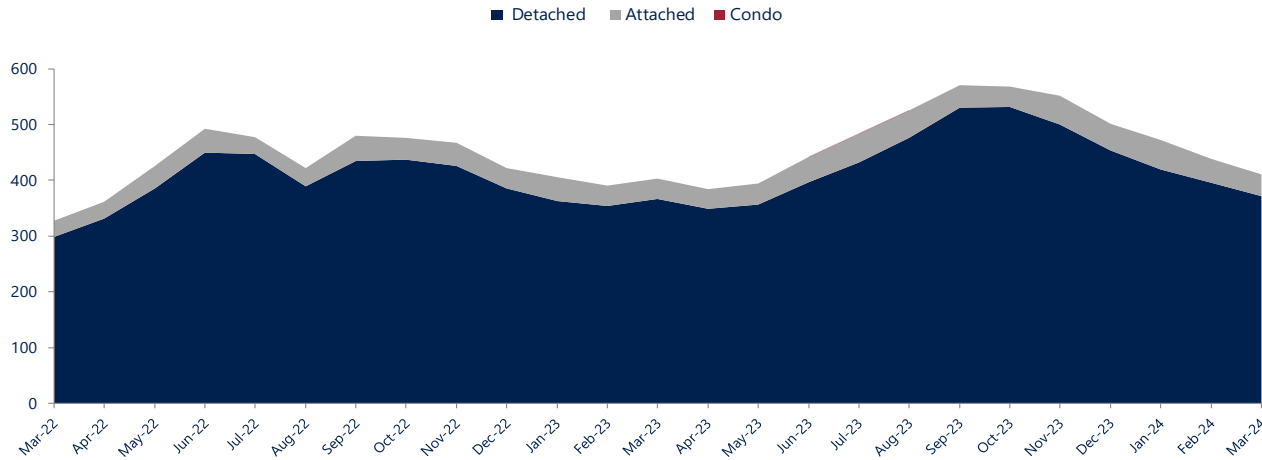
**Total Active Inventory**  
Percent Change Year/Year



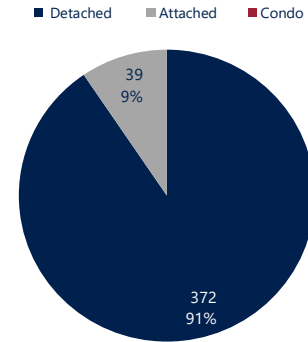
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - March 2024

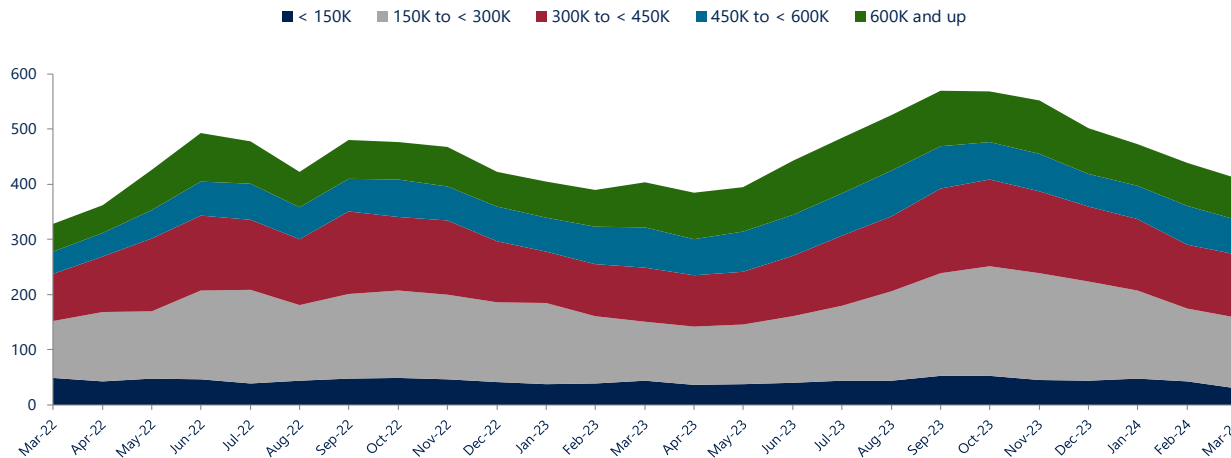
**Total Active Inventory by Type**



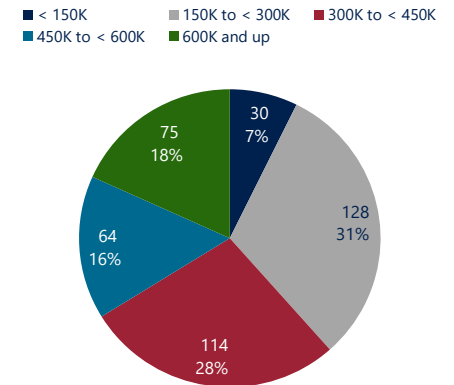
**Total Active Inventory by Type  
Current Month**



**Total Active Inventory by Price Range**



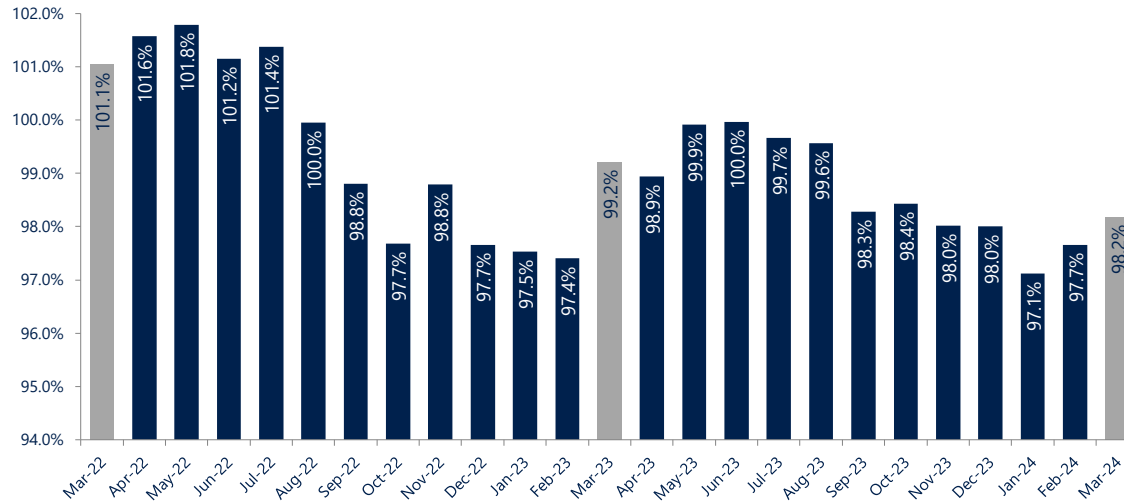
**Total Active Inventory by Price Range  
Current Month**



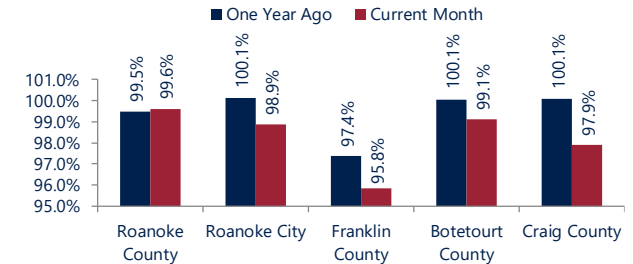
# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - March 2024

**Average Sale Price as a Percent of List Price**



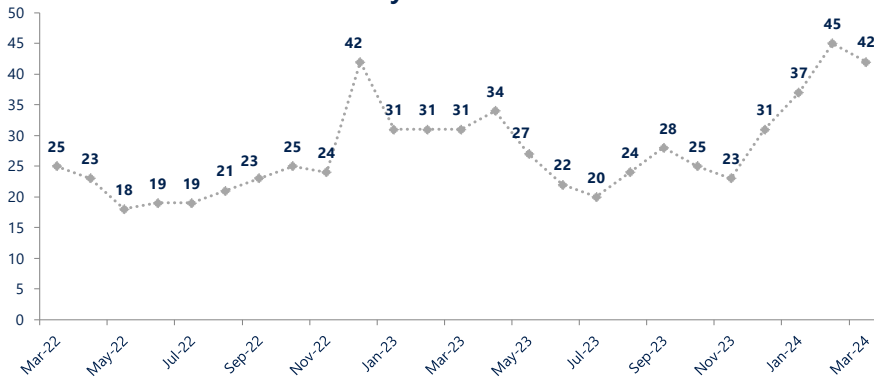
**Sale Price as % of List Price**  
Of Top Five Counties/Cities Based on Total Units Sold



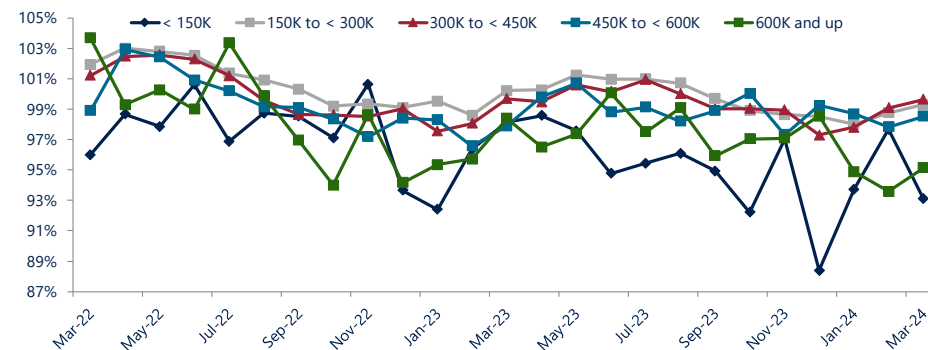
Days on Market	
Current Month	One Year Ago
42	31
Up 35% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.2%	99.2%
Down -1.0% Vs. Year Ago	

**Days on Market**



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

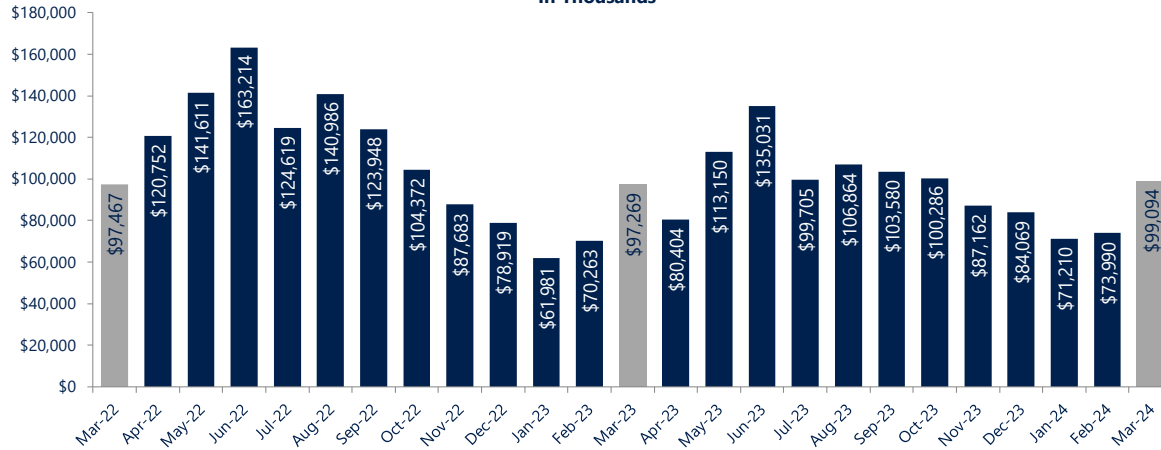




# Long & Foster Market Conditions Report

## Roanoke Metropolitan Area - March 2024

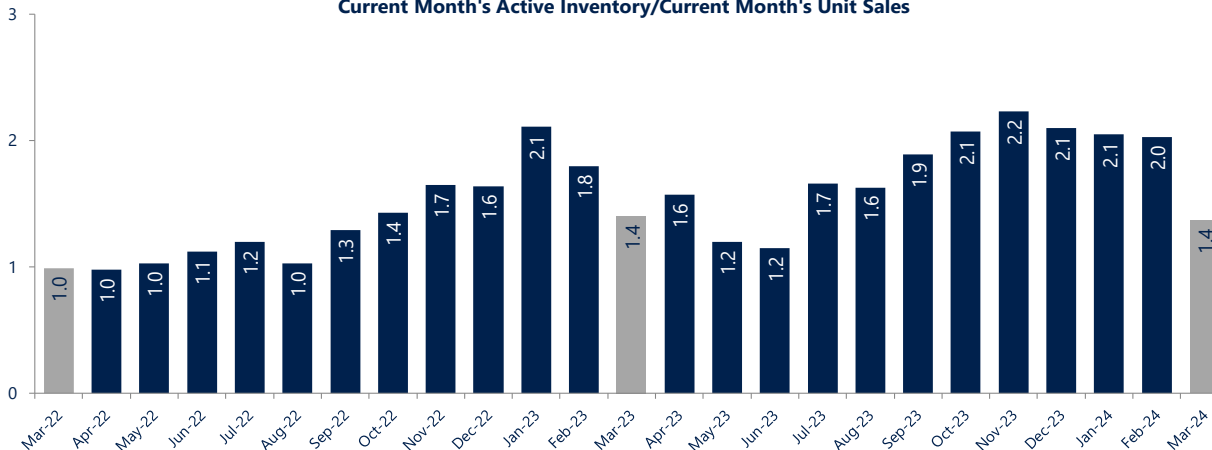
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this March was 2% greater than the same month one year ago.
- In March, there was 1.4 months of supply available, compared to 1.4 in March 2023. That was a decrease of 2% 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
\$99,093,797	\$97,269,337
Up 2% Vs. Year Ago	

### Months of Supply

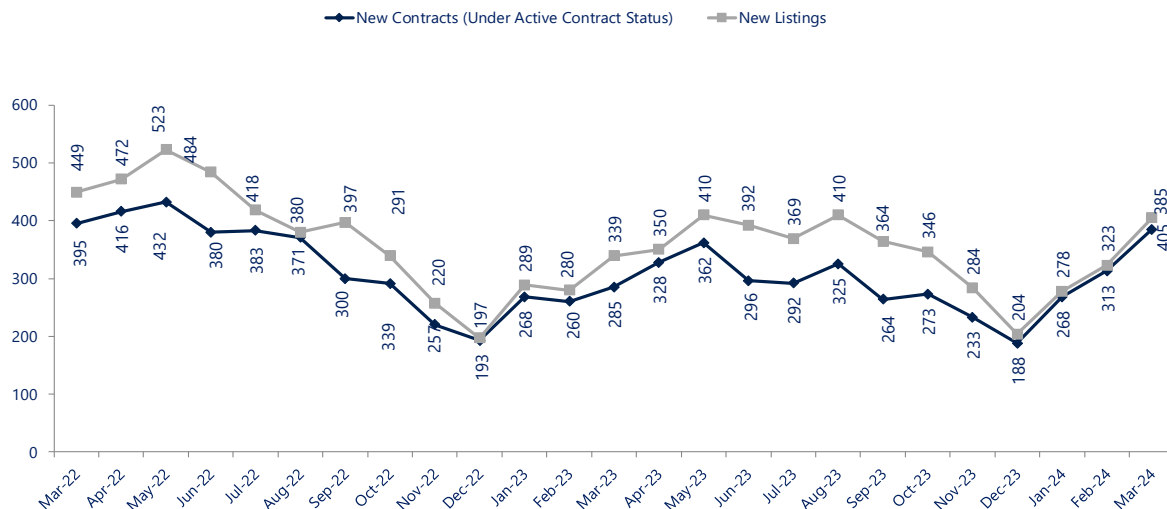
Current Month	One Year Ago
1.4	1.4
Down -2% Vs. Year Ago	



# Long & Foster Market Conditions Report

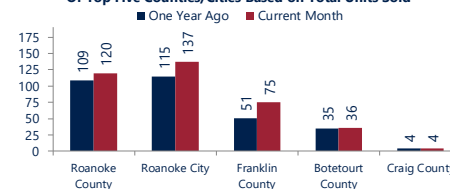
## Roanoke Metropolitan Area - March 2024

### New Listings & New Contracts



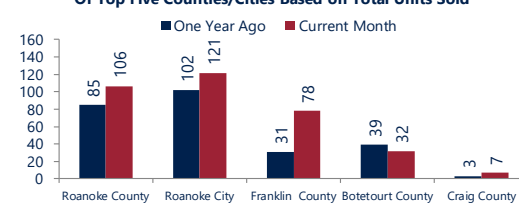
### New Listings

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
405	339

Up 19% 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 1.1, a decrease of 12% from March 2023.

#### New Contracts

Current Month	One Year Ago
385	285

Up 35% Vs. Year Ago

### Supply/Demand Ratio

Number of New Listings to New Contracts

