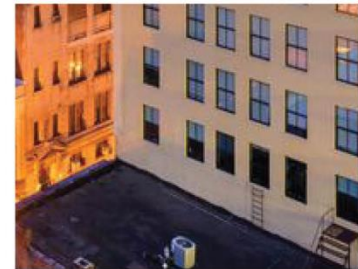


Market Conditions Report

Roanoke, VA Area

February 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

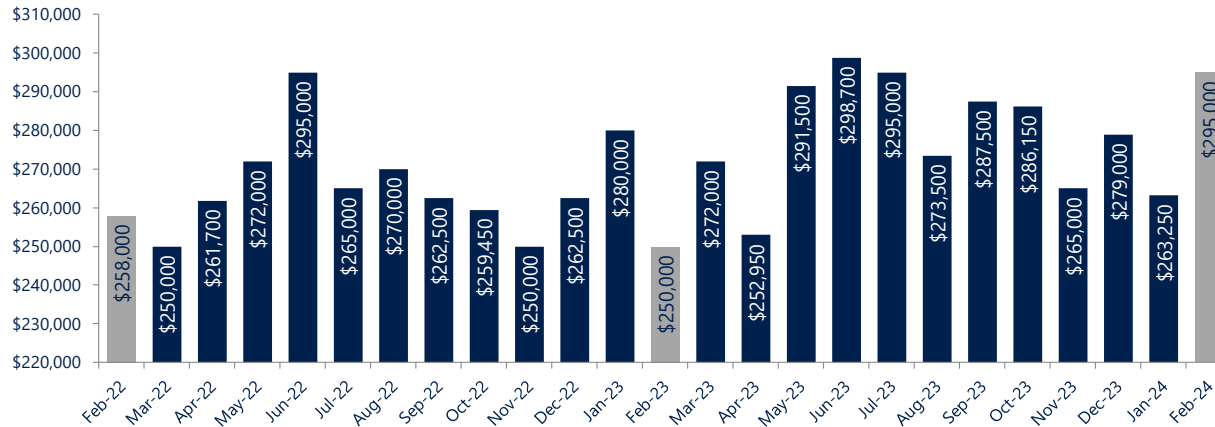
Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate



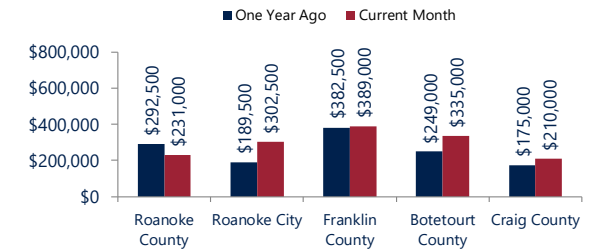
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

Median Sales Price



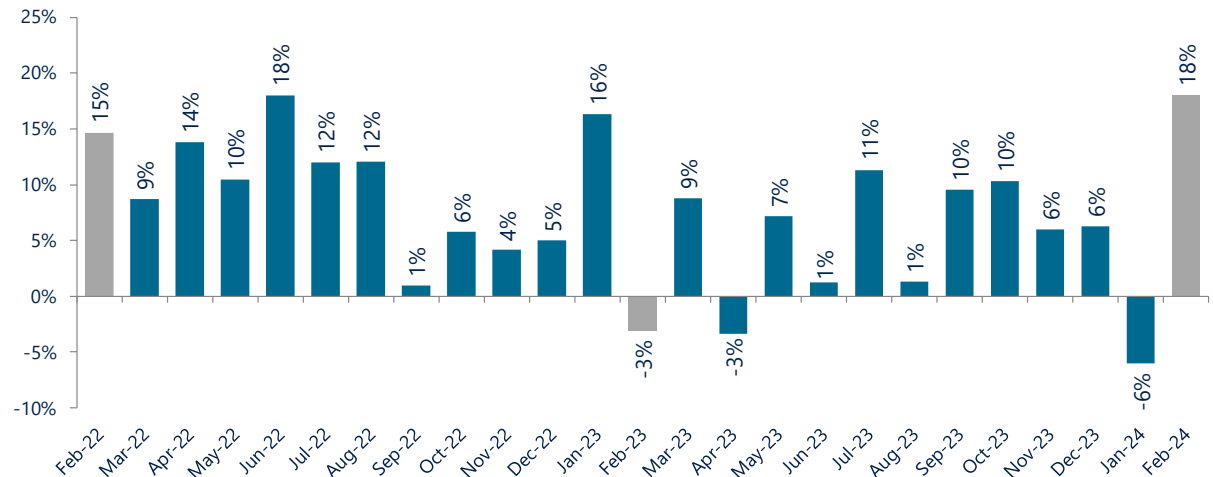
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This February, the median sale price was \$295,000, an increase of 18% compared to last year.
- The current median sale price was 12% higher than in January.

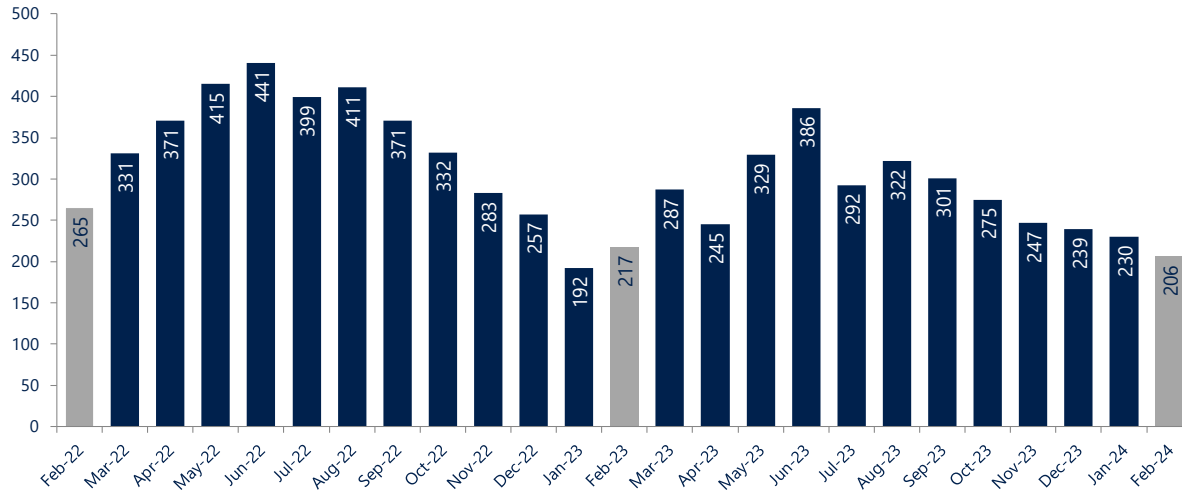
Median Sale Price Percent Change Year/Year



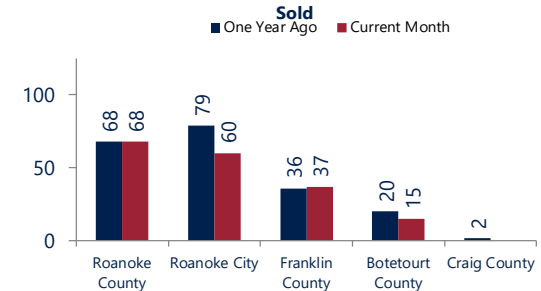
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

Total Units Sold



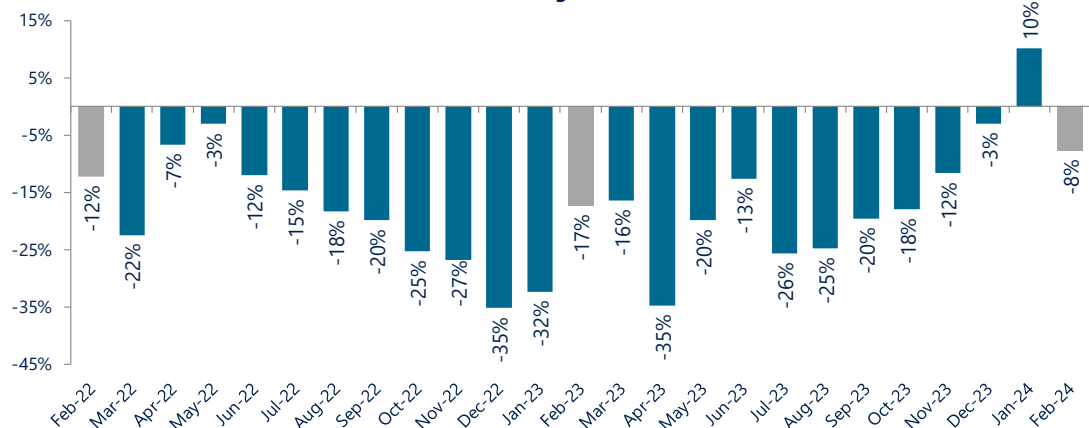
Total Units Sold Of Top Five Counties/Cities Based on Total Units



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 5% versus February 2023.
- There was a decrease of 10% in total units sold in February compared to January.

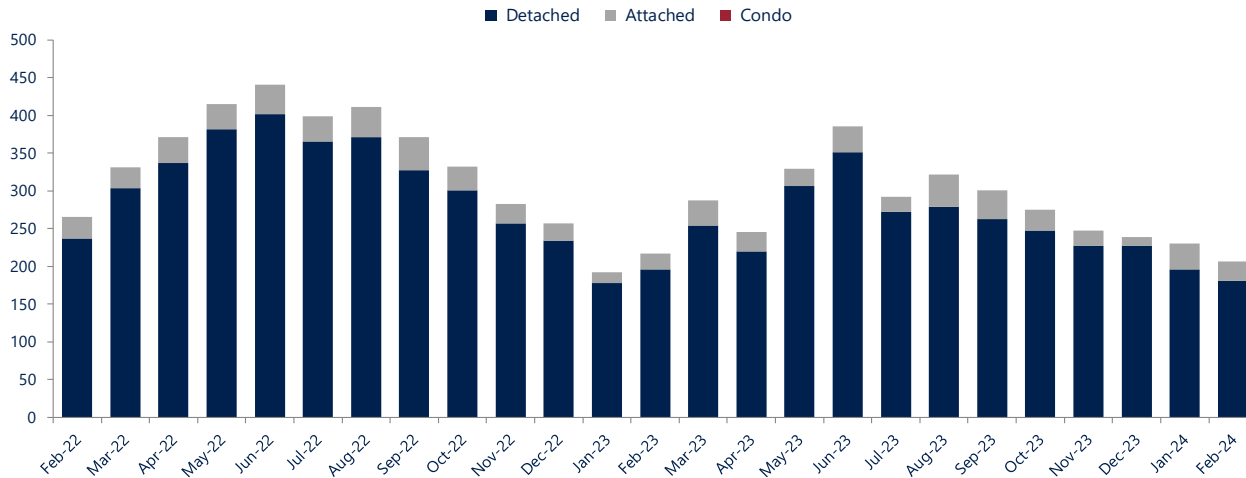
Total Units Sold Percent Change Year/Year



Long & Foster Market Conditions Report

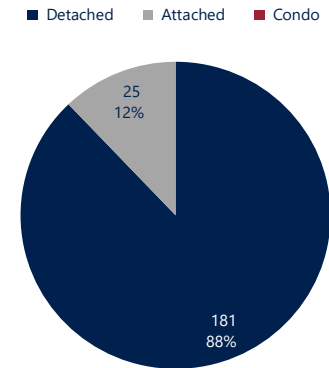
Roanoke Metropolitan Area - February 2024

Total Units Sold by Type

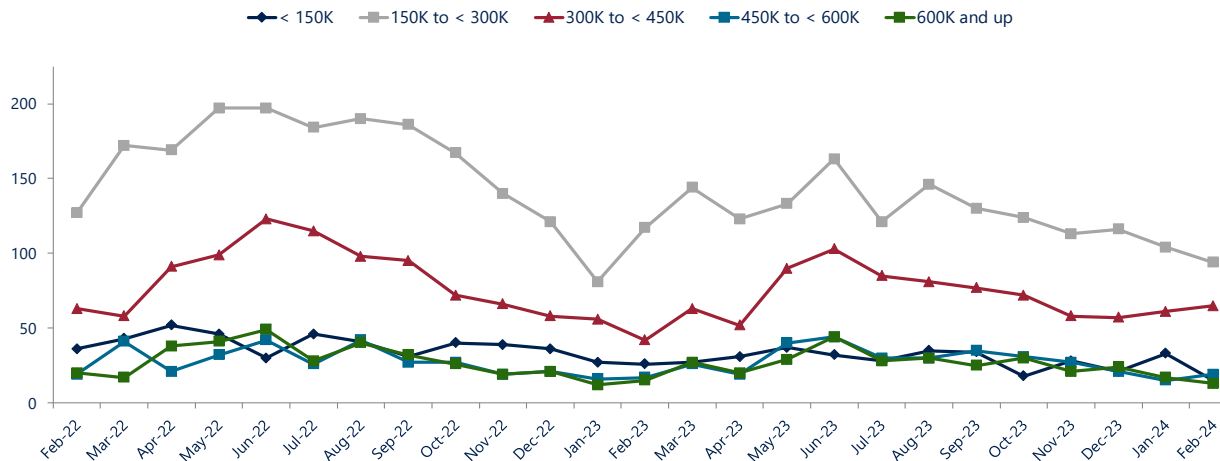


Total Units Sold by Type

Current Month

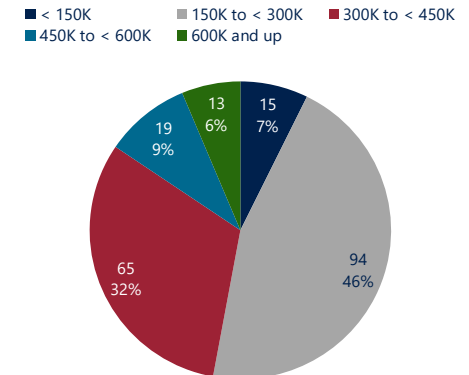


Total Units Sold by Price Range



Total Units Sold by Price Range

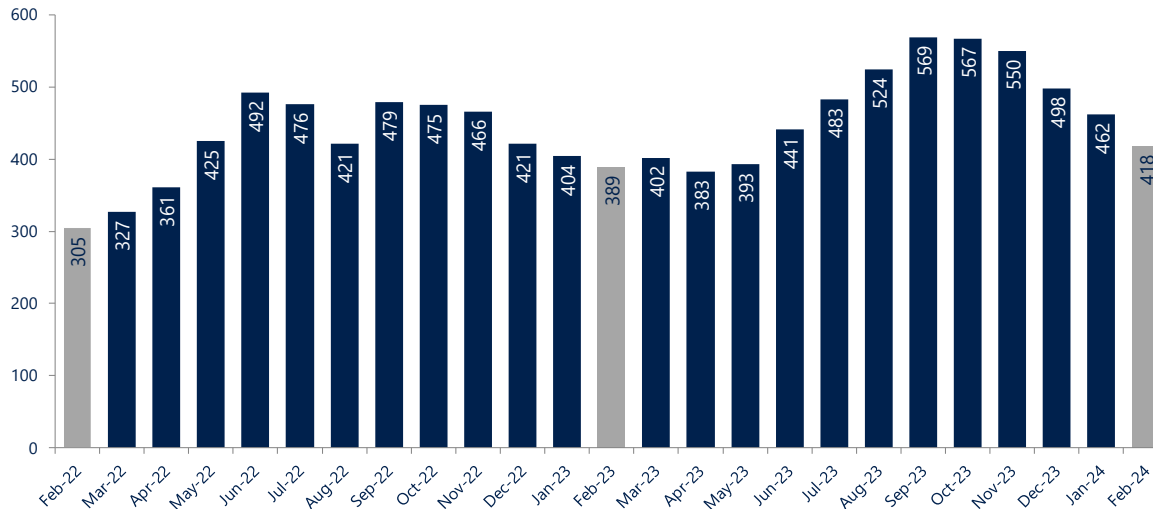
Current Month



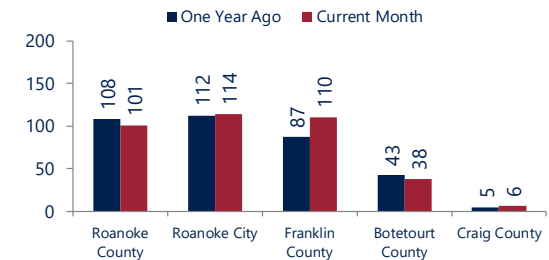
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

Total Active Inventory



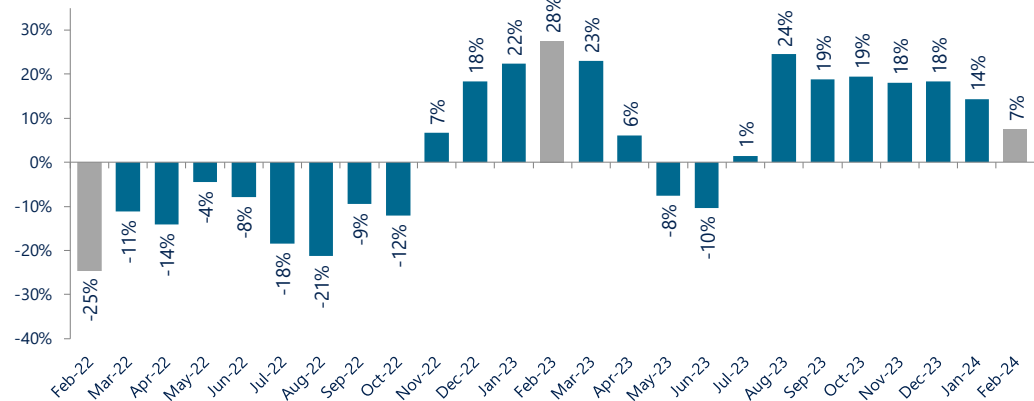
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last February, the total number of homes available this month was higher by 29 units or 7%.
- Active inventory this February was 10% lower than the previous month's supply of available inventory.

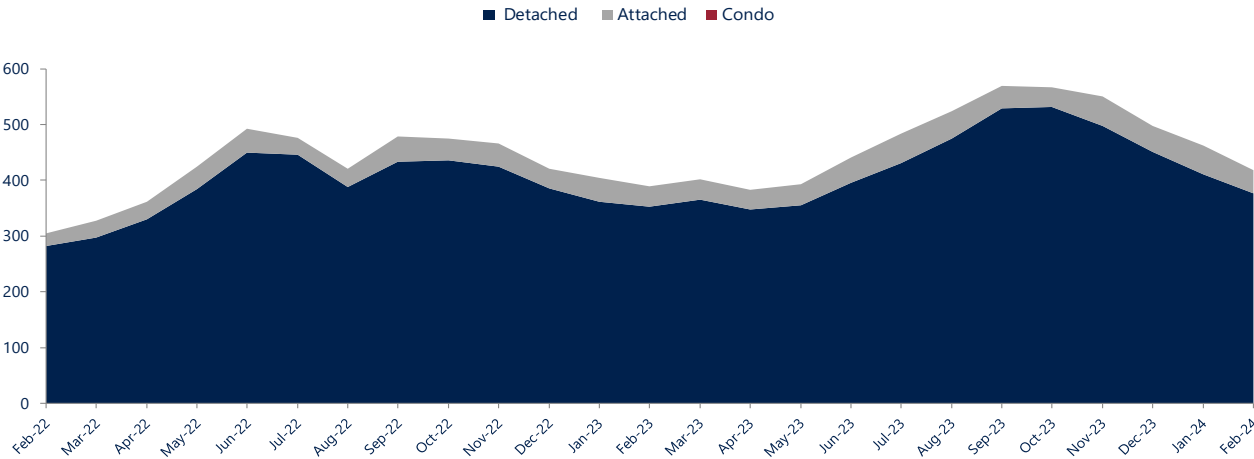
Total Active Inventory
Percent Change Year/Year



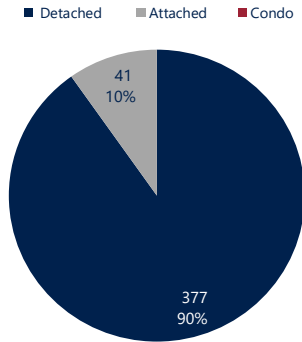
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

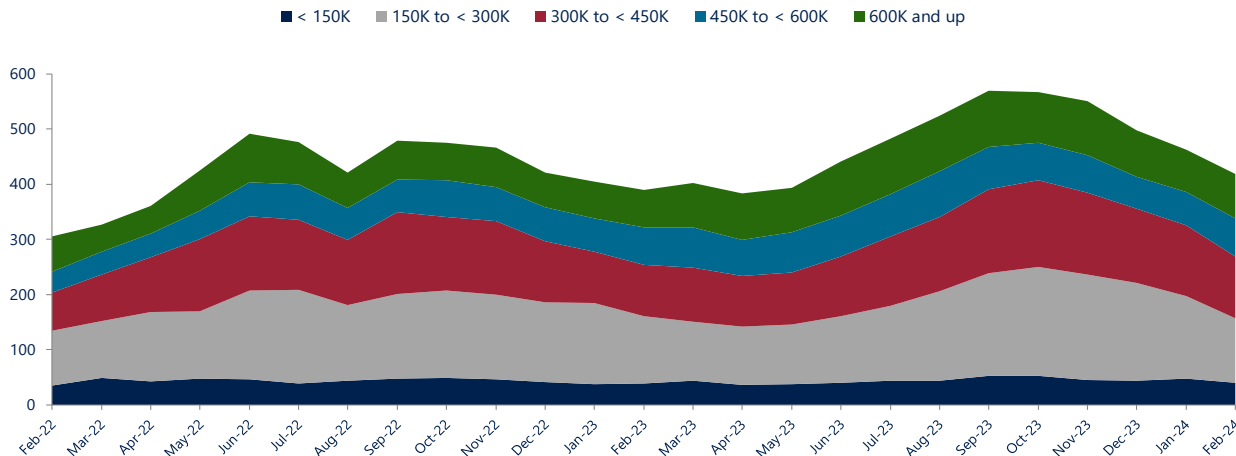
Total Active Inventory by Type



Total Active Inventory by Type Current Month

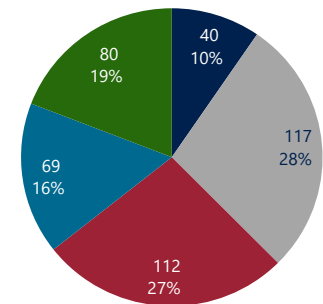


Total Active Inventory by Price Range



Total Active Inventory by Price Range Current Month

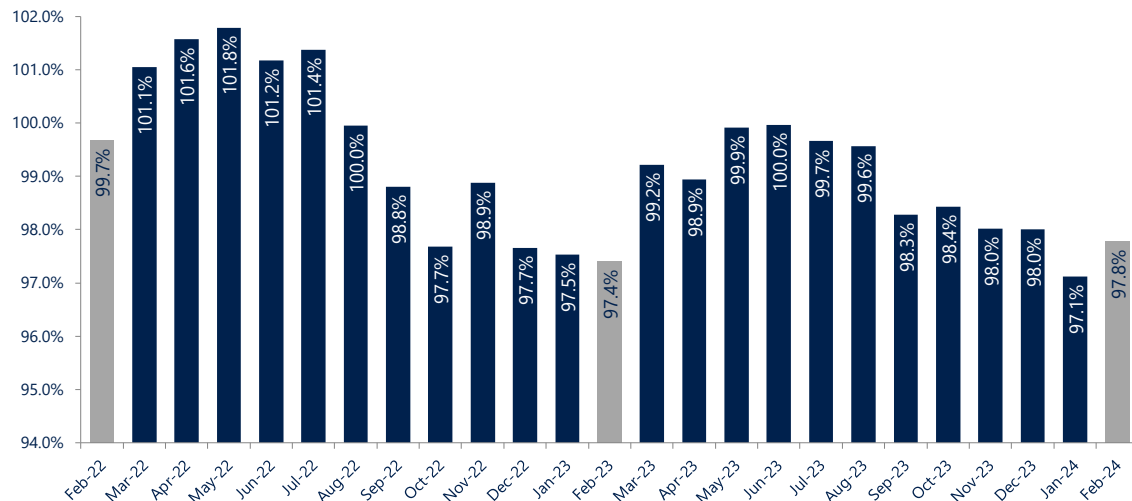
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



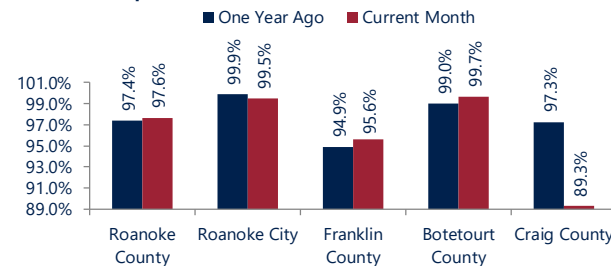
Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

Average Sale Price as a Percent of List Price



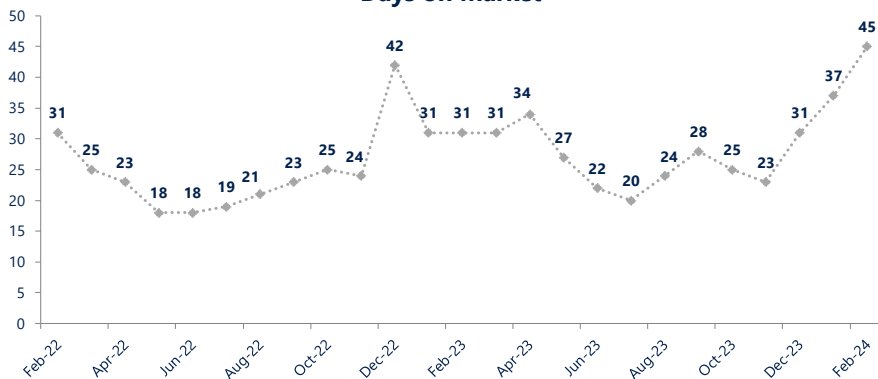
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



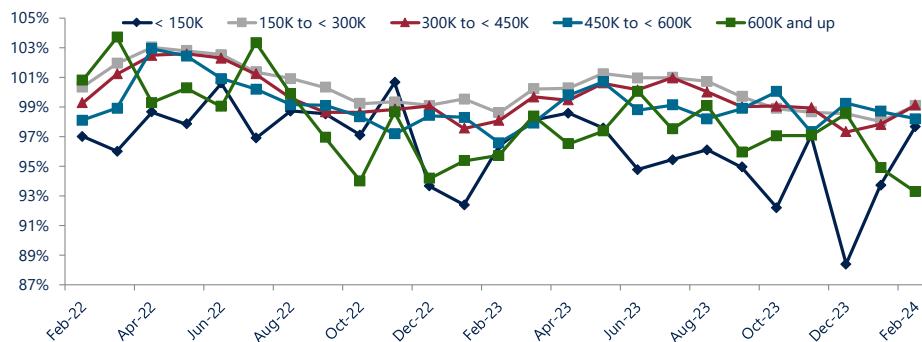
Days on Market	
Current Month	One Year Ago
45	31
Up 45% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.8%	97.4%
Up 0.4% Vs. Year Ago	

Days on Market



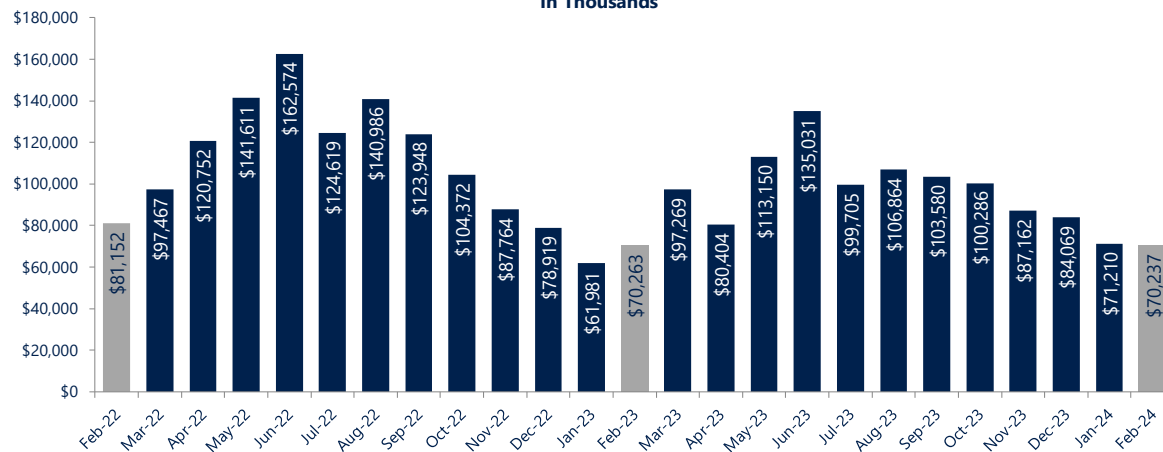
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Roanoke Metropolitan Area - February 2024

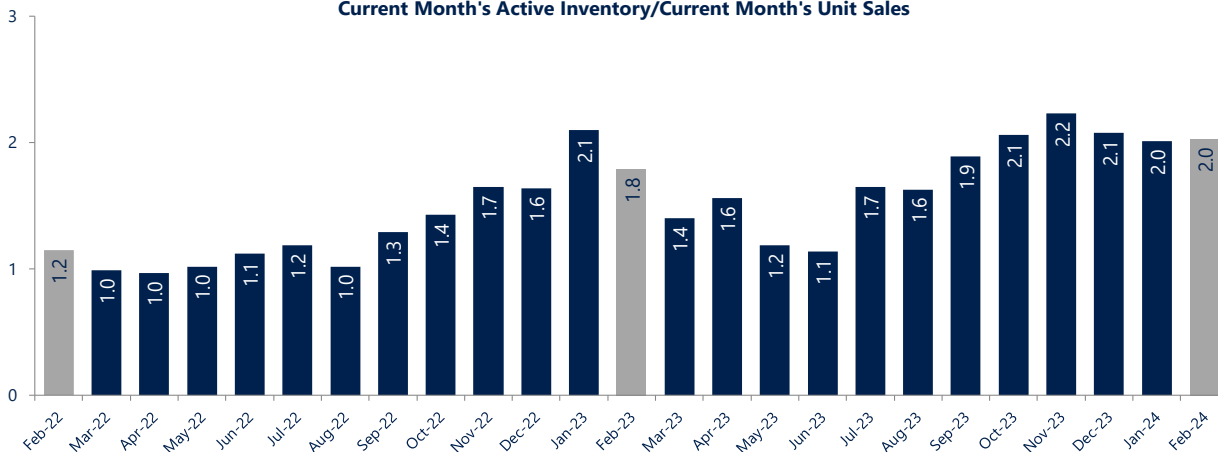
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was similar to the dollar volume sold one year ago.
- In February, there was 2.0 months of supply available, compared to 1.8 in February 2023. That was an increase of 13% 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
\$70,236,861	\$70,262,786
No Change Vs. Year Ago	

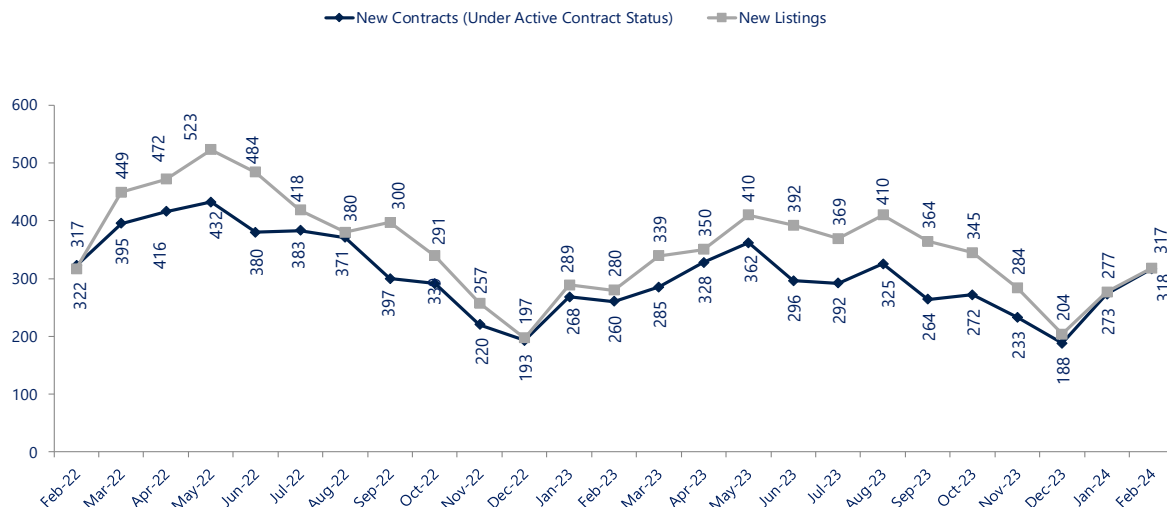
Months of Supply

Current Month	One Year Ago
2.0	1.8
Up 13% Vs. Year Ago	

Long & Foster Market Conditions Report

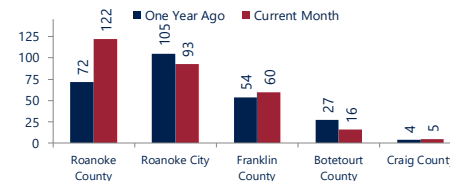
Roanoke Metropolitan Area - February 2024

New Listings & New Contracts



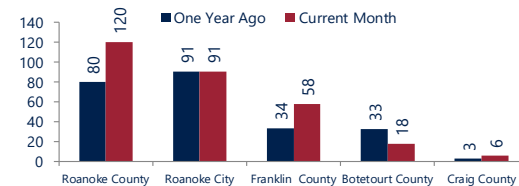
New Listings

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
318	280

Up 14% 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 1.0, a decrease of 7% from February 2023.

New Contracts

Current Month	One Year Ago
317	260

Up 22% Vs. Year Ago

Supply/Demand Ratio

Number of New Listings to New Contracts

