



MID-YEAR REPORT

ROANOKE | 2019



ROANOKE MSA MARKET ANALYSIS | MID-YEAR 2019

\$189,900

MEDIAN SALES PRICE

The median sales price in the first half of 2019 was \$189,900, which is a 5.5% increase over 2018's median of \$180,000.

2,105

TOTAL SALES

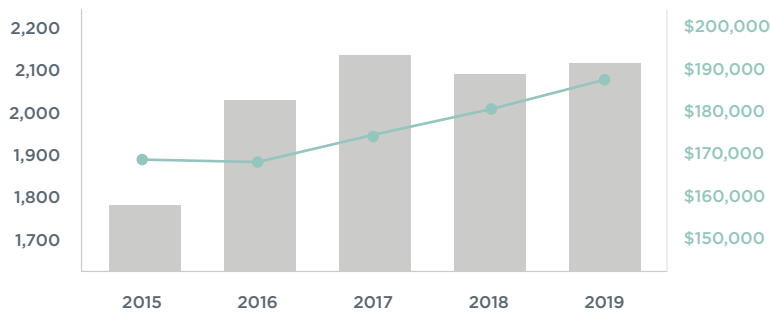
2019 has seen 2,105 sales in our area. Aside from 2017, when there were 2,120 sales, this is the largest number of sales in at least a decade.

3

MONTHS OF INVENTORY

At the end of June there was only a 3 month supply of homes actively on the market. This represents a seller's market and will continue to put pressure on prices.

■ TOTAL SALES VS. MEDIAN PRICE —



TRENDS AT A GLANCE

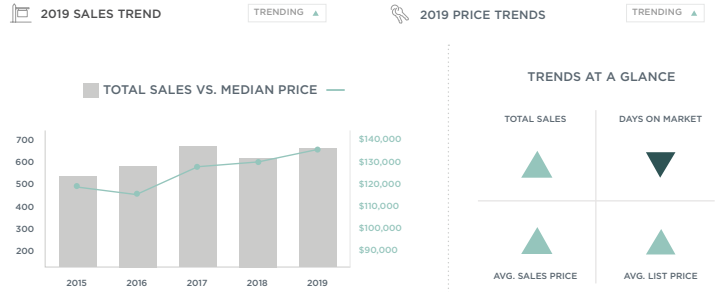


ROANOKE MSA	2017	%	2018	%	2019
Total Sales	2,120	-1.5	2,089	0.8	2,105
Median Sales Price	\$172,000	4.7	\$180,000	5.5	\$189,900
Price per Sq. Ft.	\$101	2.0	\$104	5.8	\$110
Days on Market	128	-6.9	119	-4.4	114
Avg. List Price	\$220,608	2.7	\$226,665	3.6	\$234,932
Avg. Sales Price	\$213,148	3.1	\$219,789	3.9	\$228,346
Total Volume	\$451,872,707	1.6	\$459,140,006	4.7	\$480,669,214

*The Roanoke MSA includes the Cities of Roanoke and Salem, and Roanoke, Botetourt, Franklin, and Craig Counties. Data as of 7/22/19.

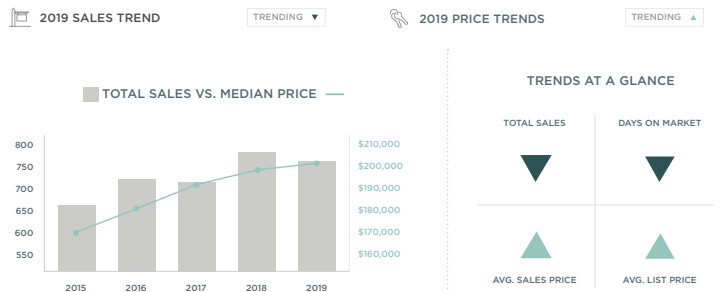
ROANOKE CITY

ROANOKE CITY	2017	%	2018	%	2019
Total Sales	682	-10.4	611	6.5	651
Median Sales Price	\$129,000	1.2	\$130,500	5.0	\$137,000
Price per Sq. Ft.	\$84	6.2	\$89	4.8	\$94
Days on Market	113	-4.8	107	-14.8	92
Avg. List Price	\$163,087	-1.5	\$160,693	8.3	\$174,098
Avg. Sales Price	\$156,809	-0.7	\$155,686	8.8	\$169,450
Total Volume	\$106,943,748	-11.1	\$95,123,947	16.0	\$110,311,744



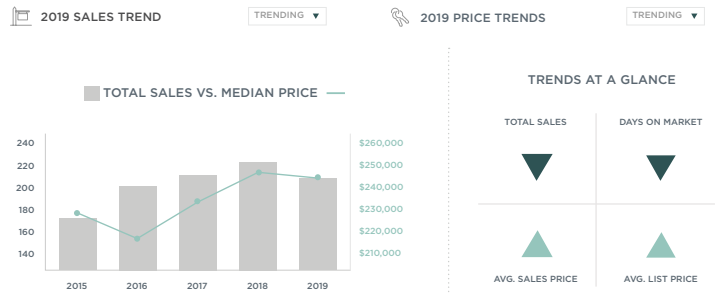
ROANOKE COUNTY

ROANOKE COUNTY	2017	%	2018	%	2019
Total Sales	730	5.6	771	-1.9	756
Median Sales Price	\$190,000	4.2	\$198,000	1.3	\$200,606
Price per Sq. Ft.	\$101	2.0	\$103	5.8	\$109
Days on Market	115	-3.5	111	-14.8	95
Avg. List Price	\$223,315	1.3	\$226,168	2.7	\$232,261
Avg. Sales Price	\$218,463	1.1	\$220,956	2.9	\$227,436
Total Volume	\$159,477,726	6.8	\$170,356,927	0.9	\$171,941,984



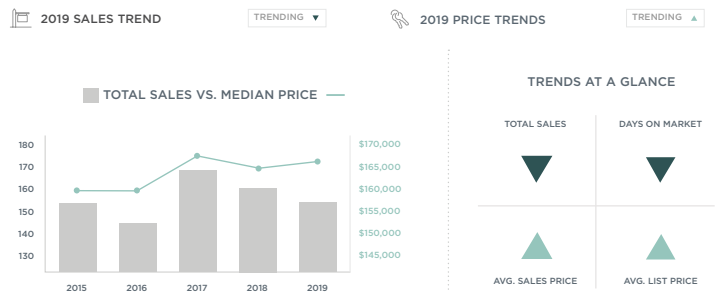
BOTETOURT COUNTY

BOTETOURTE	2017	%	2018	%	2019
Total Sales	217	1.8	221	-5.4	209
Median Sales Price	\$232,000	6.9	\$248,000	-1.2	\$244,950
Price per Sq. Ft.	\$108	-0.9	\$107	12.1	\$120
Days on Market	132	-10.3	118	-15.8	100
Avg. List Price	\$249,471	7.6	\$268,480	1.5	\$272,382
Avg. Sales Price	\$241,719	7.6	\$260,206	2.1	\$265,596
Total Volume	\$52,453,065	9.6	\$57,505,576	-3.5	\$55,509,468



SALEM CITY

SALEM	2017	%	2018	%	2019
Total Sales	169	-5.3	160	-5.0	152
Median Sales Price	\$168,500	-2.1	\$165,000	1.5	\$167,500
Price per Sq. Ft.	\$100	2.7	\$103	6.8	\$110
Days on Market	113	-14.1	97	-7.1	90
Avg. List Price	\$198,858	0.7	\$200,165	0.4	\$200,945
Avg. Sales Price	\$194,098	0.9	\$195,831	0.8	\$197,385
Total Volume	\$32,802,621	-4.5	\$31,332,901	-4.2	\$30,002,520





DID YOU KNOW?

2,128

The average single family home in the Roanoke MSA was 2,128 finished square feet in the first half of this year.

3,201

There were 3,201 new listings that came on the market in the first half of 2019 across our region, and 778 of them were in the City of Roanoke.

4.39

Looking for space? Of all our areas, Botetourt County sales in 2019 had the largest average acreage at 4.39 acres. The City of Roanoke was the smallest at 0.27 acres.