

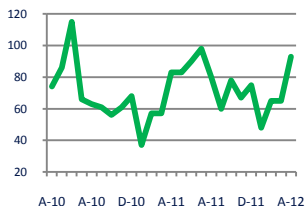


## Focus On: Roanoke County Housing Market

April 2012

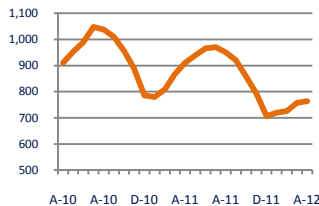
### Units Sold

93



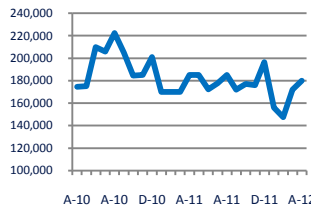
### Active Inventory

763



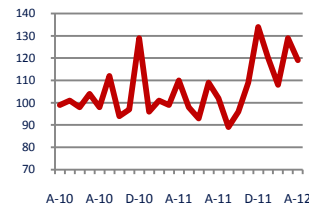
### Median Sale Price

\$179,900



### Days On Market

119



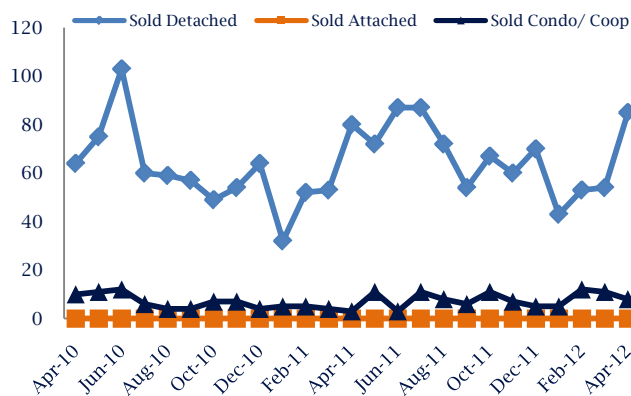
**Up**  
Vs. Year Ago

**Down - 16%**  
Vs. Year Ago

**Down - 3%**  
Vs. Year Ago

**Up 8%**  
Vs. Year Ago

### Units Sold\*



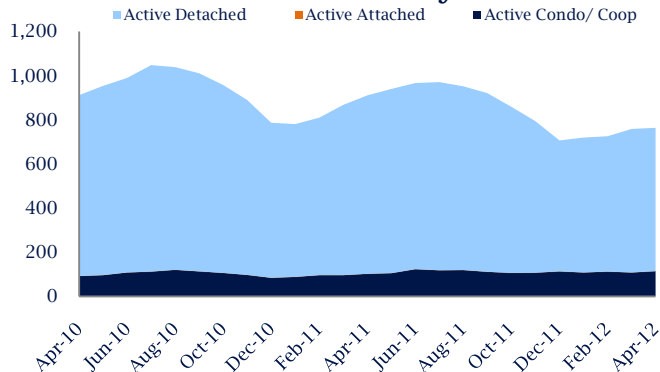
### Units Sold

There was an increase in total units sold in April, with 93 sold this month in Roanoke County. This month's total units sold was higher than at this time last year.

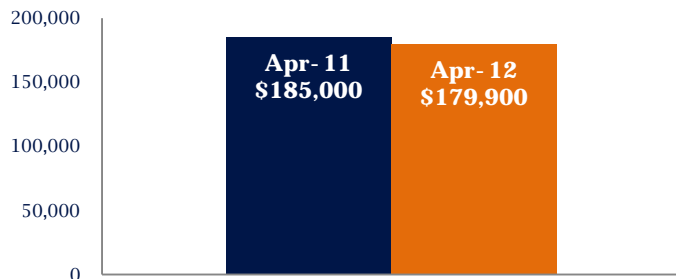
### Active Inventory

Versus last year, the total number of homes available this month is lower by 147 units or 16%. The total number of active inventory this April was 763 compared to 910 in April 2011. This month's total of 763 is higher than the previous month's total supply of available inventory of 758, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Roanoke County Homes was \$185,000. This April, the median sale price was \$179,900, a decrease of 3% or \$5,100 compared to last year. The current median sold price is 5% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by RVAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of RVAR or Long & Foster Real Estate, Inc.



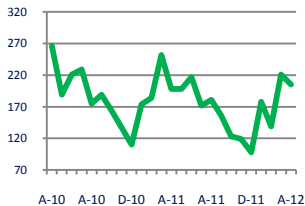


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April 2012

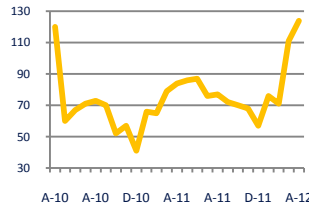
### New Listings

205



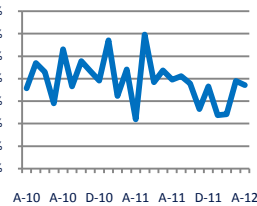
### Current Contracts

124



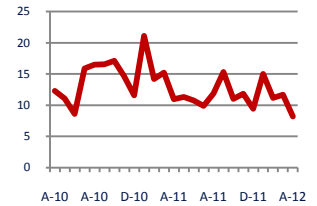
### Sold Vs. List Price

95.7%



### Months of Supply

8.2



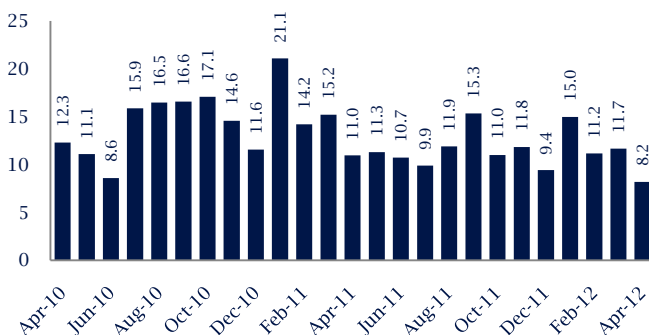
**Up 4%**  
Vs. Year Ago

**Up 48%**  
Vs. Year Ago

**Up 1.6%**  
Vs. Year Ago

**Down -25%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

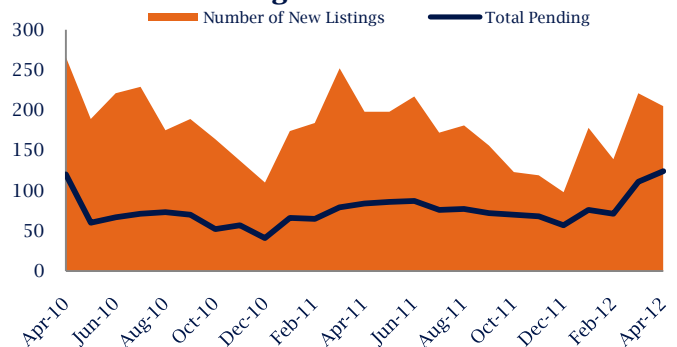
In April, there was 8.2 months of supply available in Roanoke County, compared to 11.0 in April 2011. That is a decrease of 25% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

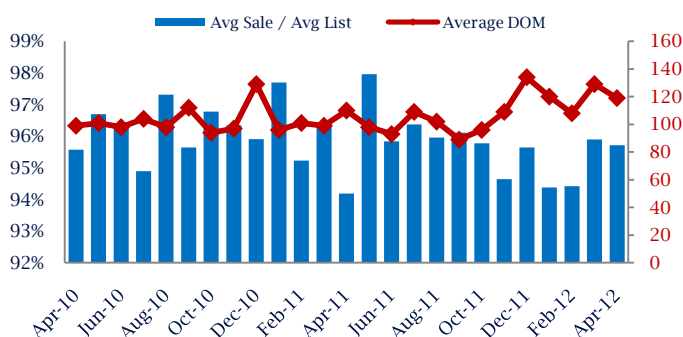
### New Listings & Current Contracts

This month there were 205 homes newly listed for sale in Roanoke County compared to 198 in April 2011, an increase of 4%. There were 124 current contracts pending sale this April compared to 84 a year ago. The number of current contracts is 48% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Roanoke County was 95.7% of the average list price, which is 1.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 119, higher than the average last year, which was 110, an increase of 8%.

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