

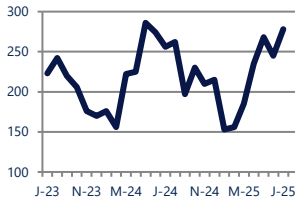
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **ROANOKE COUNTY AND SALEM CITY HOUSING MARKET**

JULY 2025

Units Sold

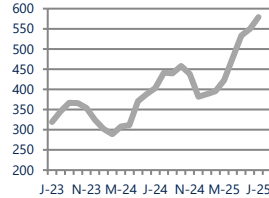
278



Up 9%
Vs. Year Ago

Active Inventory

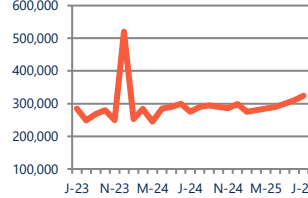
579



Up 44%
Vs. Year Ago

Median Sale Price

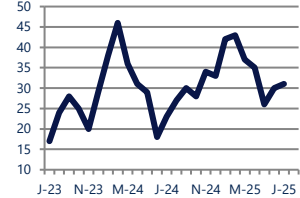
\$324,125



Up 18%
Vs. Year Ago

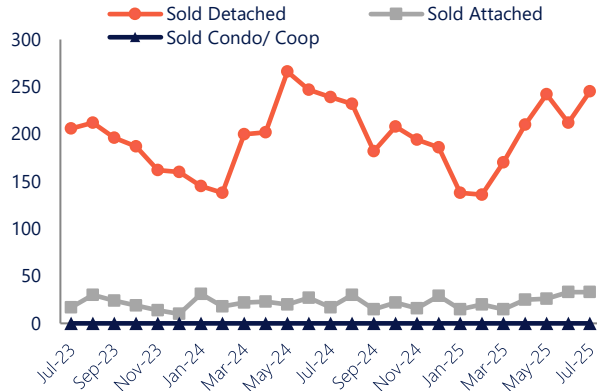
Days On Market

31



Up 35%
Vs. Year Ago

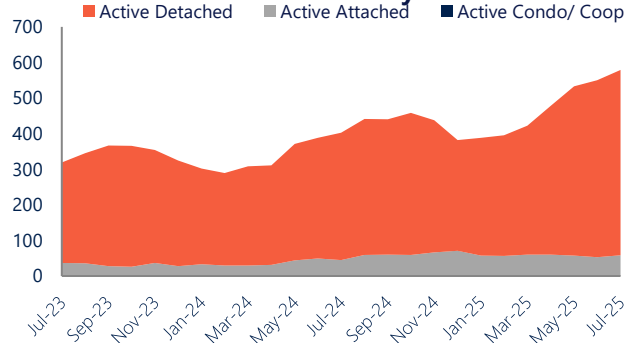
Units Sold*



Units Sold

There was an increase in total units sold in July, with 278 sold this month in Roanoke County and Salem City versus 245 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 9% versus July 2024.

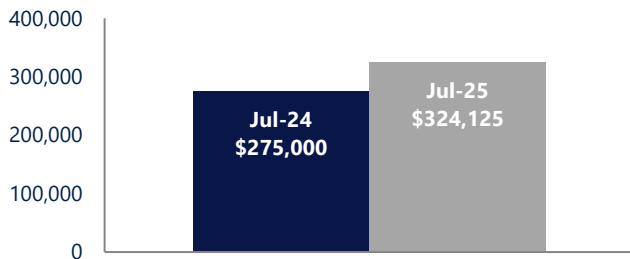
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 176 units or 44%. The total number of active inventory this July was 579 compared to 403 in July 2024. This month's total of 579 is higher than the previous month's total supply of available inventory of 550, an increase of 5%.

Median Sale Price



Median Sale Price

Last July, the median sale price for Roanoke County and Salem City Homes was \$275,000. This July, the median sale price was \$324,125, an increase of 18% or \$49,125 compared to last year. The current median sold price is 5% higher than in June.

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

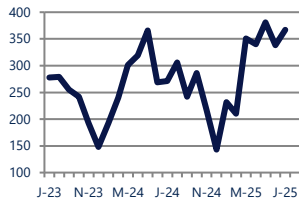
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **ROANOKE COUNTY AND SALEM CITY HOUSING MARKET**

JULY 2025

New Listings

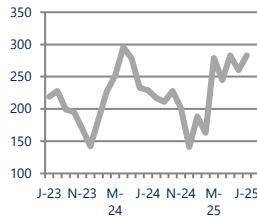
367



Up 35%
Vs. Year Ago

Current Contracts

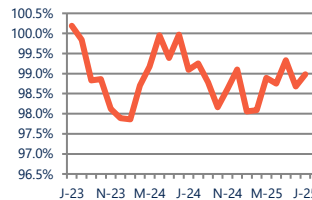
283



Up 24%
Vs. Year Ago

Sold Vs. List Price

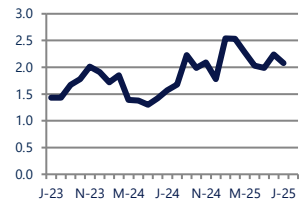
99.0%



No Change
Vs. Year Ago

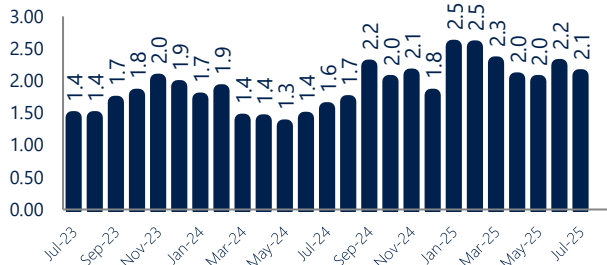
Months of Supply

2.1



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

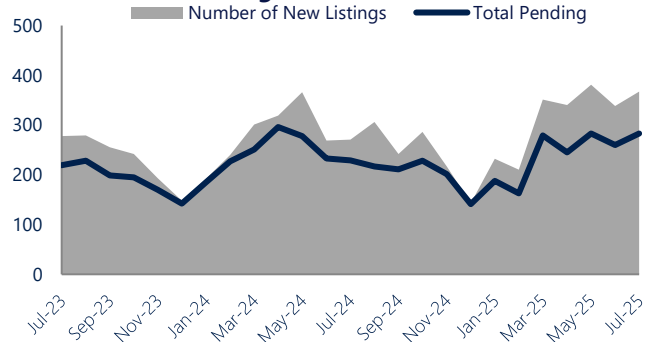
In July, there was 2.1 months of supply available in Roanoke County and Salem City, compared to 1.6 in July 2024. That is an increase of 32% versus a year ago.

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.

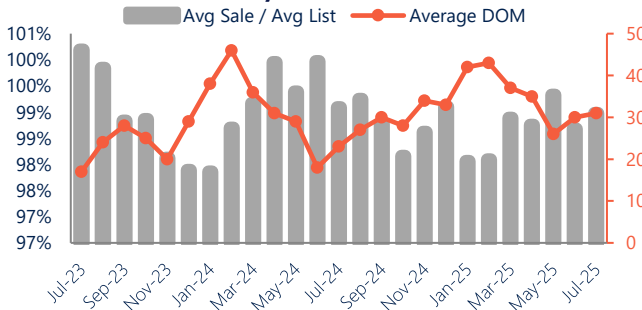
New Listings & Current Contracts

This month there were 367 homes newly listed for sale in Roanoke County and Salem City compared to 271 in July 2024, an increase of 35%. There were 283 current contracts pending sale this July compared to 229 a year ago. The number of current contracts is 24% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Roanoke County and Salem City was 99.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 31, higher than the average last year, which was 23, an increase of 35%.