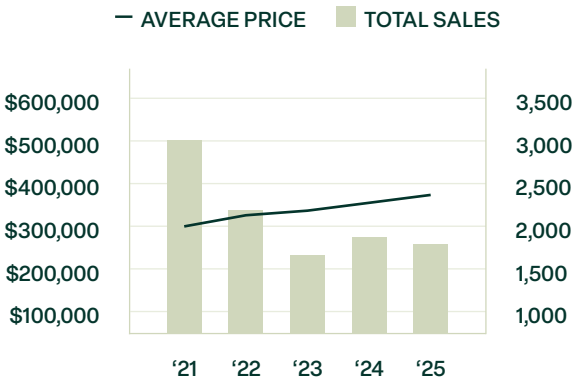


ROANOKE MSA OVERVIEW

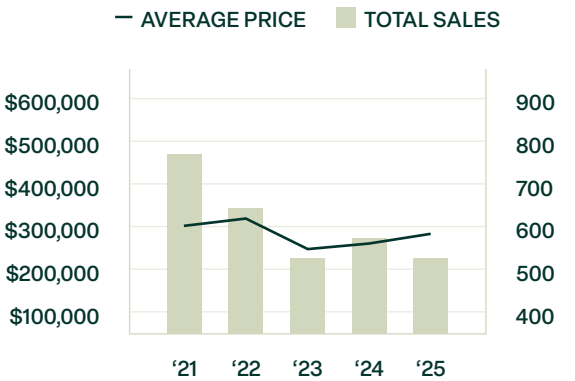


	2025	2024	% CHG
Total Sales	1,819	1,878	-3.1
Days on Market	43	38	13.2
Avg. Sales Price	\$374,262	\$354,190	5.7
Total Volume	\$680,783,703	\$665,170,466	2.3



ROANOKE CITY

	2025	2024	% CHG
Total Sales	533	580	-8.1
Days on Market	35	27	29.6
Avg. Sales Price	\$284,838	\$266,758	6.8
Total Volume	\$151,819,036	\$154,719,978	-1.9



ROANOKE COUNTY

	2025	2024	% CHG
Total Sales	609	627	-2.9
Days on Market	40	38	5.3
Avg. Sales Price	\$369,980	\$351,484	5.3
Total Volume	\$225,318,235	\$220,380,573	2.2

BOTETOURT COUNTY

	2025	2024	% CHG
Total Sales	172	145	18.6
Days on Market	43	41	4.9
Avg. Sales Price	\$381,155	\$394,047	-3.3
Total Volume	\$65,558,806	\$57,136,863	14.7

BEDFORD COUNTY

	2025	2024	% CHG
Total Sales	183	169	8.3
Days on Market	69	46	50.0
Avg. Sales Price	\$342,308	\$331,295	3.3
Total Volume	\$62,642,504	\$55,988,887	11.9

SALEM CITY

	2025	2024	% CHG
Total Sales	141	160	-11.9
Days on Market	43	44	-2.3
Avg. Sales Price	\$317,998	\$298,402	6.6
Total Volume	\$44,837,800	\$47,744,429	-6.1

FRANKLIN COUNTY

	2025	2024	% CHG
Total Sales	219	204	7.4
Days on Market	61	54	13
Avg. Sales Price	\$327,735	\$319,957	2.4
Total Volume	\$71,773,998	\$65,271,246	10

SMITH MOUNTAIN LAKE

	2025	2024	% CHG
Total Sales	204	193	5.7
Days on Market	56	56	0.0
Avg. Sales Price	\$838,840	\$846,110	-0.9
Total Volume	\$171,123,440	\$163,299,277	4.8



ROANOKE, VA

Market Performance
at a Glance

As we move into the second half of 2025, the Roanoke Valley housing market is showing a welcomed shift. The strong sellers’ market that defined much of 2024 is easing, creating a level playing field for both buyers and sellers. Inventory is gradually increasing, giving buyers more choices and slowing the fierce competition we saw last year. Mortgage rates, though still fluctuating, have become steadier, allowing for better confidence in decision-making.

We’re also tracking exciting new construction gains. Ryan Homes has officially entered the local market, creating fresh opportunities across several communities. In addition, Botetourt County is benefiting from Countryside HomeCrafters LC, which is bringing quality new builds to one of our region’s most desirable areas.

These developments are helping to meet demand and provide more options for those seeking modern design, rural charm, and convenient access to the Roanoke Valley. At Nest, our agents are market-savvy, highly trained, and ready to guide you through this evolving landscape. Whether you’re buying, selling, or simply exploring your options, we’ll keep you informed and empowered at every turn.

Let’s make your next move with confidence!