

February 2009
Harrisonburg & Rockingham County
Real Estate Market Report

March 9, 2009

provided courtesy of
HarrisonburgHousingtoday.com
and Scott P. Rogers, Associate Broker,
Coldwell Banker Funkhouser Realtors

HOME SALES REPORT

Harrisonburg & Rockingham County

March 9, 2009

# Home Sales	2009	2008	% Change
February	53	52	1.92%
Year To Date	90	104	-13.46%

Median Sales Price	2009	2008	% Change
February	\$180,000	\$212,043	-15.11%
Year To Date	\$170,010	\$189,450	-10.26%

Average Sales Price	2009	2008	% Change
February	\$243,858	\$238,499	2.25%
Year To Date	\$227,545	\$225,815	0.77%

Average Days on Market	2009	2008	% Change
February	184	162	13.58%
Year To Date	192	160	20.00%

REPORTING DETAILS

Property Types: Residential (single family homes, townhomes, condos)

Property Locations: Harrisonburg and Rockingham County

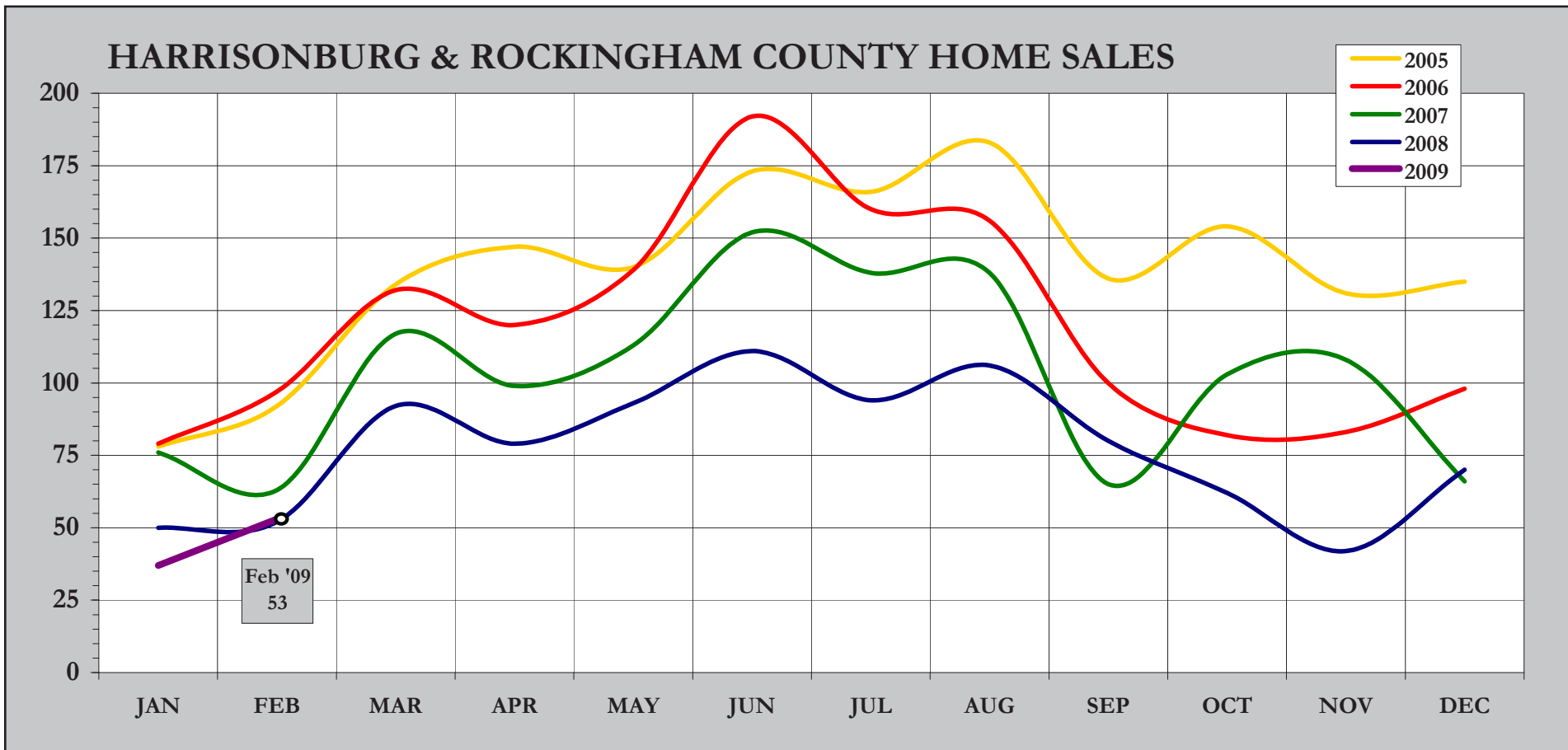
Data Source: Harrisonburg-Rockingham Association of Realtors MLS

Of Note . . .

This month's home sales report has several surprises, the first of which is the increase in sales in February 2009 compared to February 2008. Though only a modest increase, we have only seen this type of increase in sales (compared to the same month the prior year) 3 times in the past 14 months.

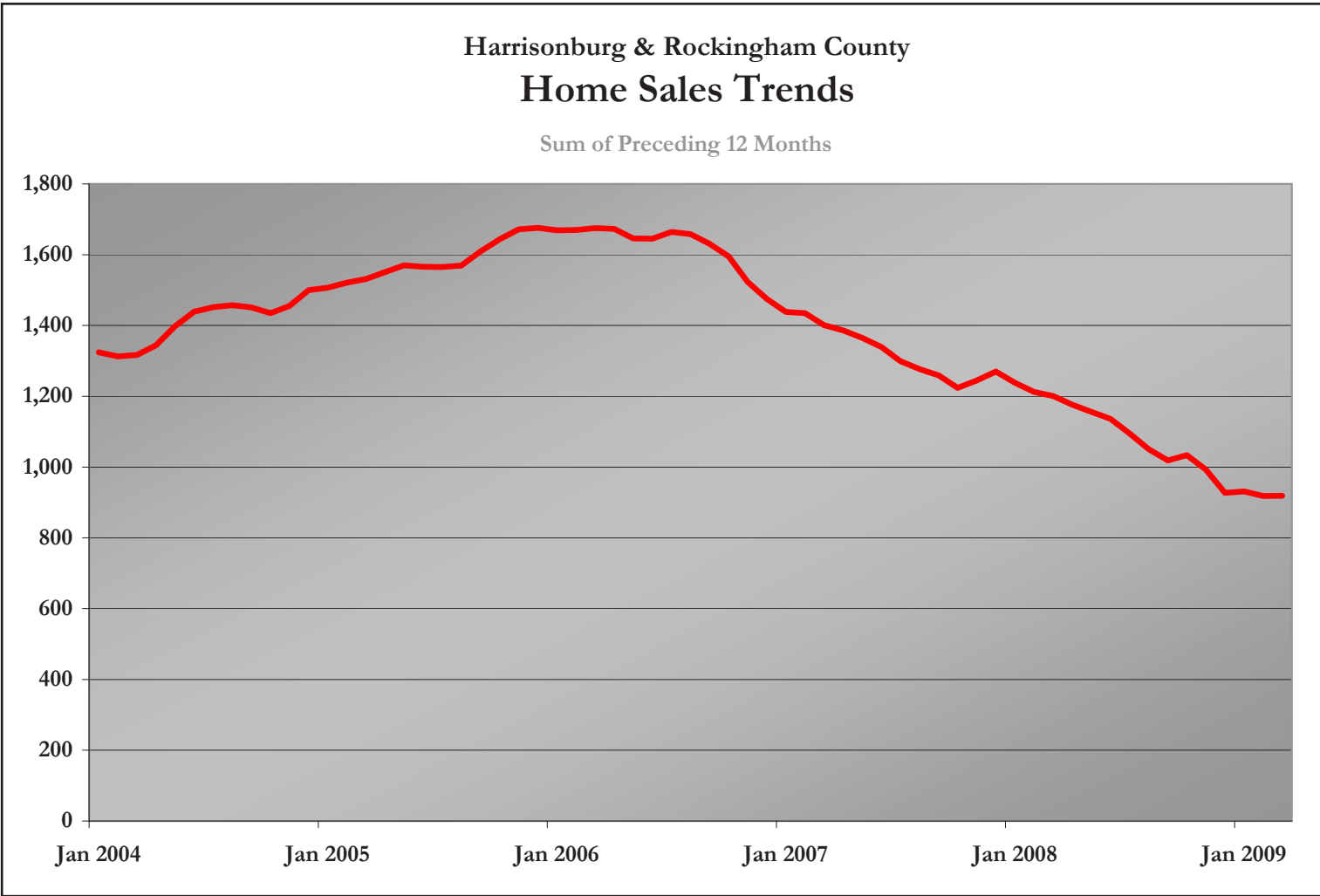
Median sales prices have fallen considerably when comparing Jan/Feb 2009 with Jan/Feb 2008. This is, however, solely based on two months of data (a small sample size), and thus these figures may be affected by the sales price distribution of the properties that have closed in these two months. Somewhat contradictory to the median sales price trends, we see that average sales prices have increased when comparing Jan/Feb 2008 to Jan/Feb 2009.

Average Days on Market has increased somewhere between 14% and 20% during the past year, which is likely no surprise to sellers, many of whom have experienced a longer than typical length of time on the market.



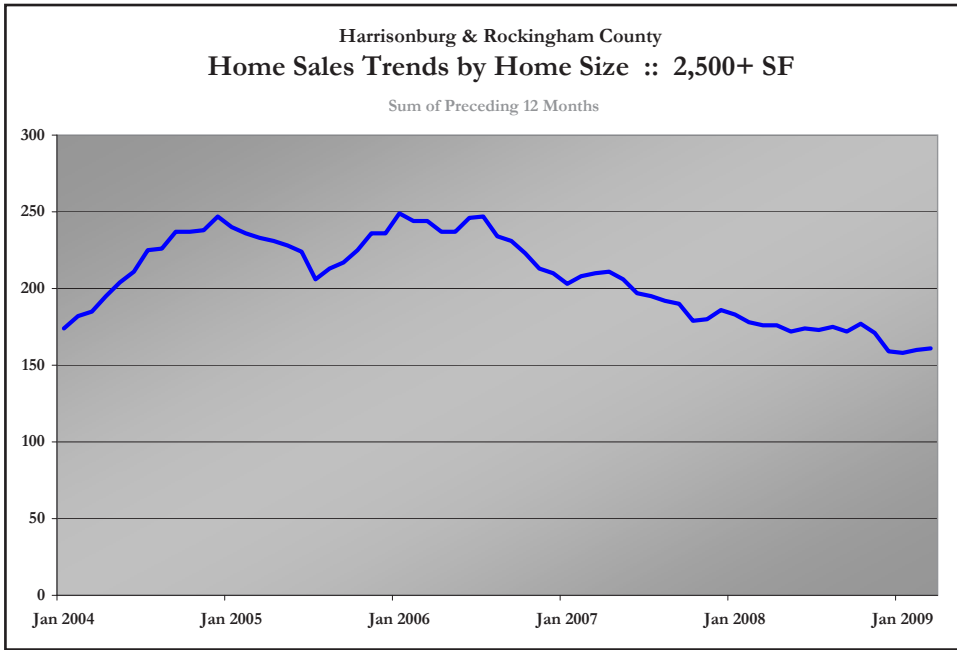
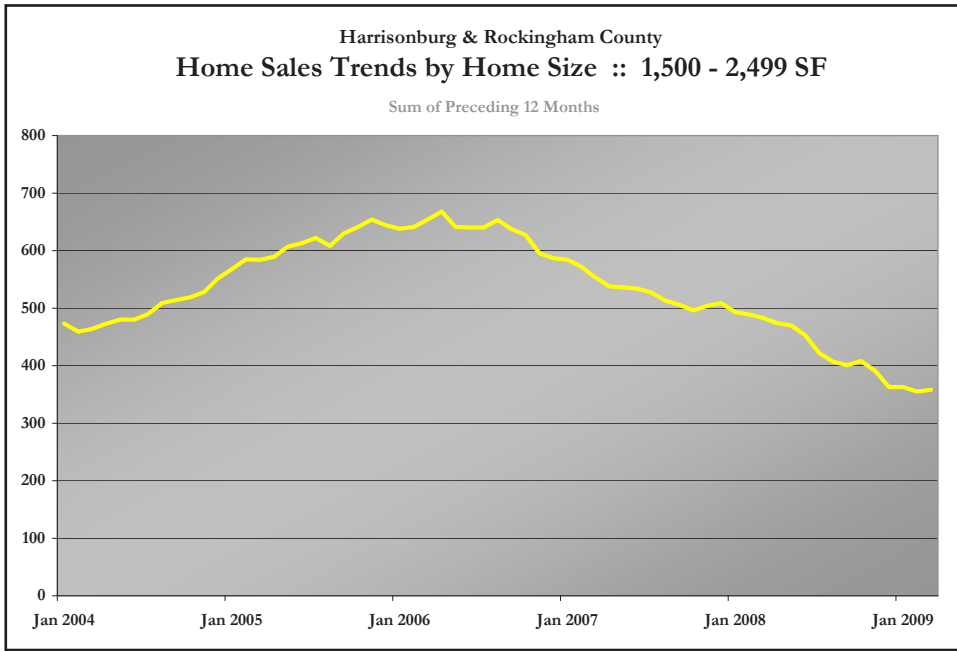
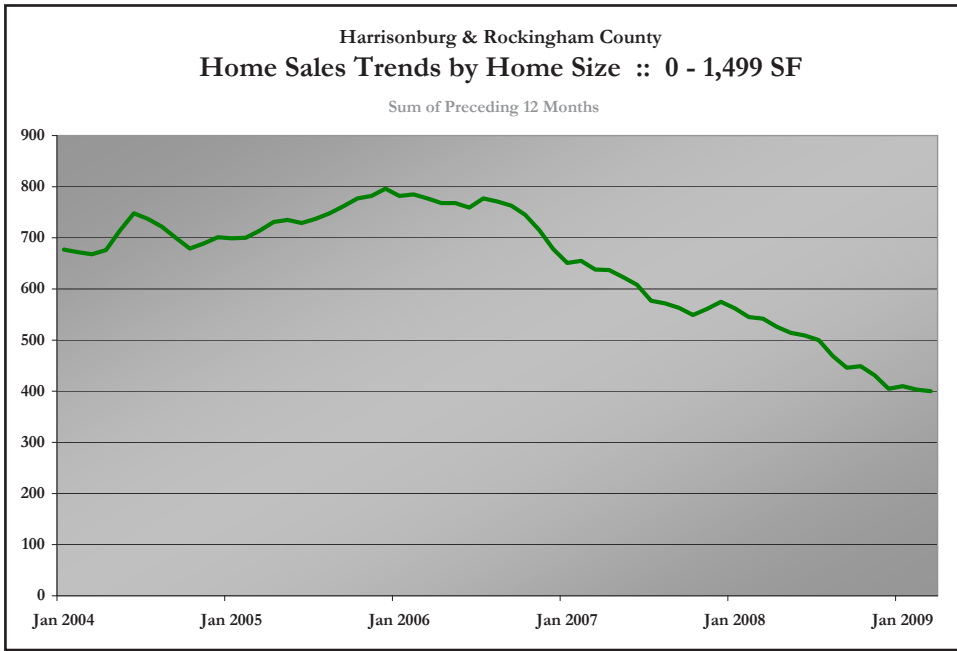
Of Note . . .

Home sales in February 2009 (53) were stronger than in February 2008 (52), perhaps suggesting that we may see 2009 turn into just as strong of a year as 2008. After several years of consecutive declines in real estate activity, February's sales figures should be an encouragement for homeowners --- perhaps the pace is finally increasing again in our local residential real estate market.



Of Note . . .

This graph shows a normalized trend of home sales by charting the ongoing sum of the preceding 12 months' sales. This normalized trend line is now showing a leveling off of home sales, perhaps indicative that the market is becoming more stable.



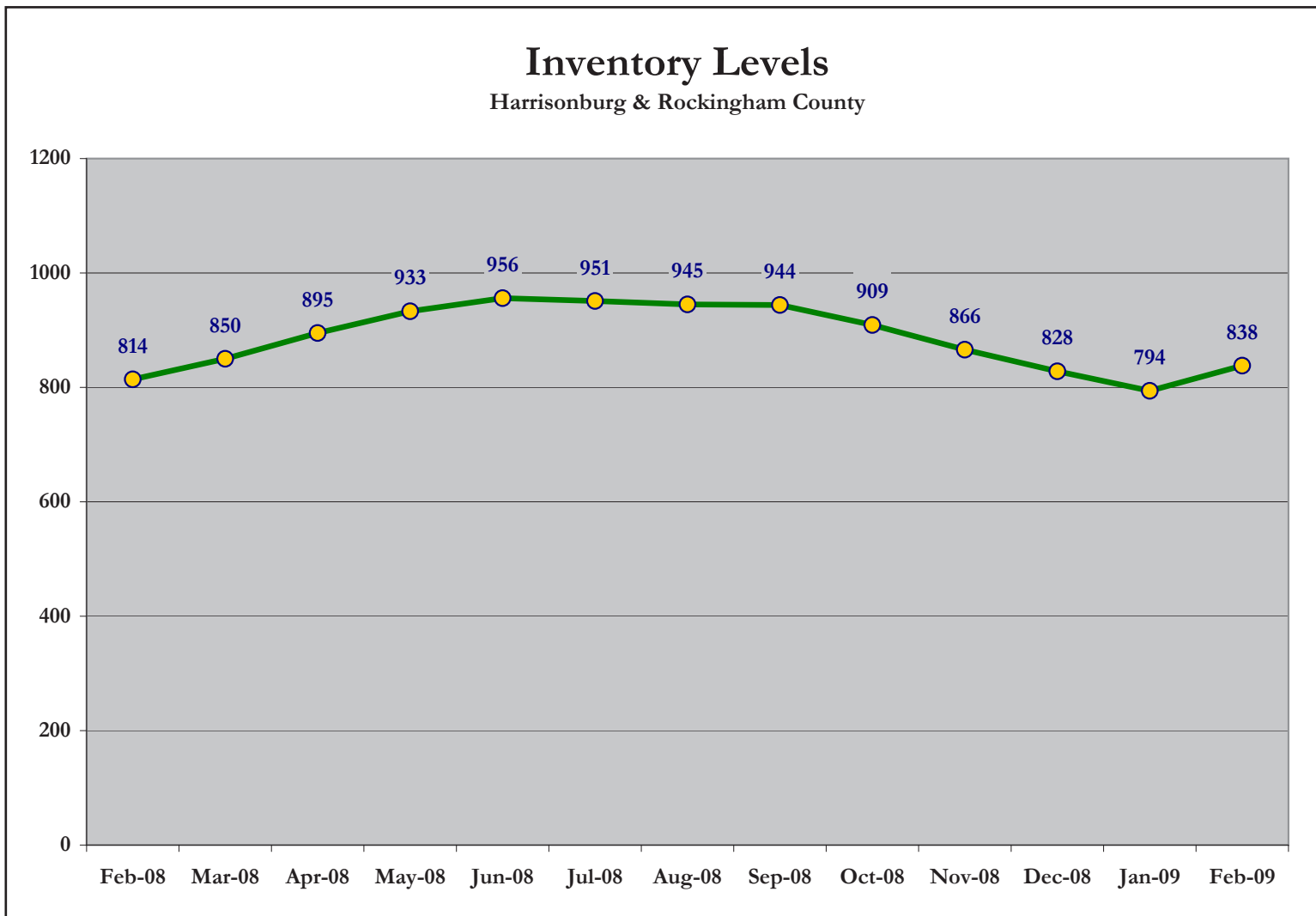
Of Note . . .

These three graphs shows the normalized trend of home sales by charting the ongoing sum of the preceding 12 months' sales, divided into three different data sets based on the size of the home.

Homes of less than 1,500 square feet never saw the sharp increase in sales that were seen in all other categories.

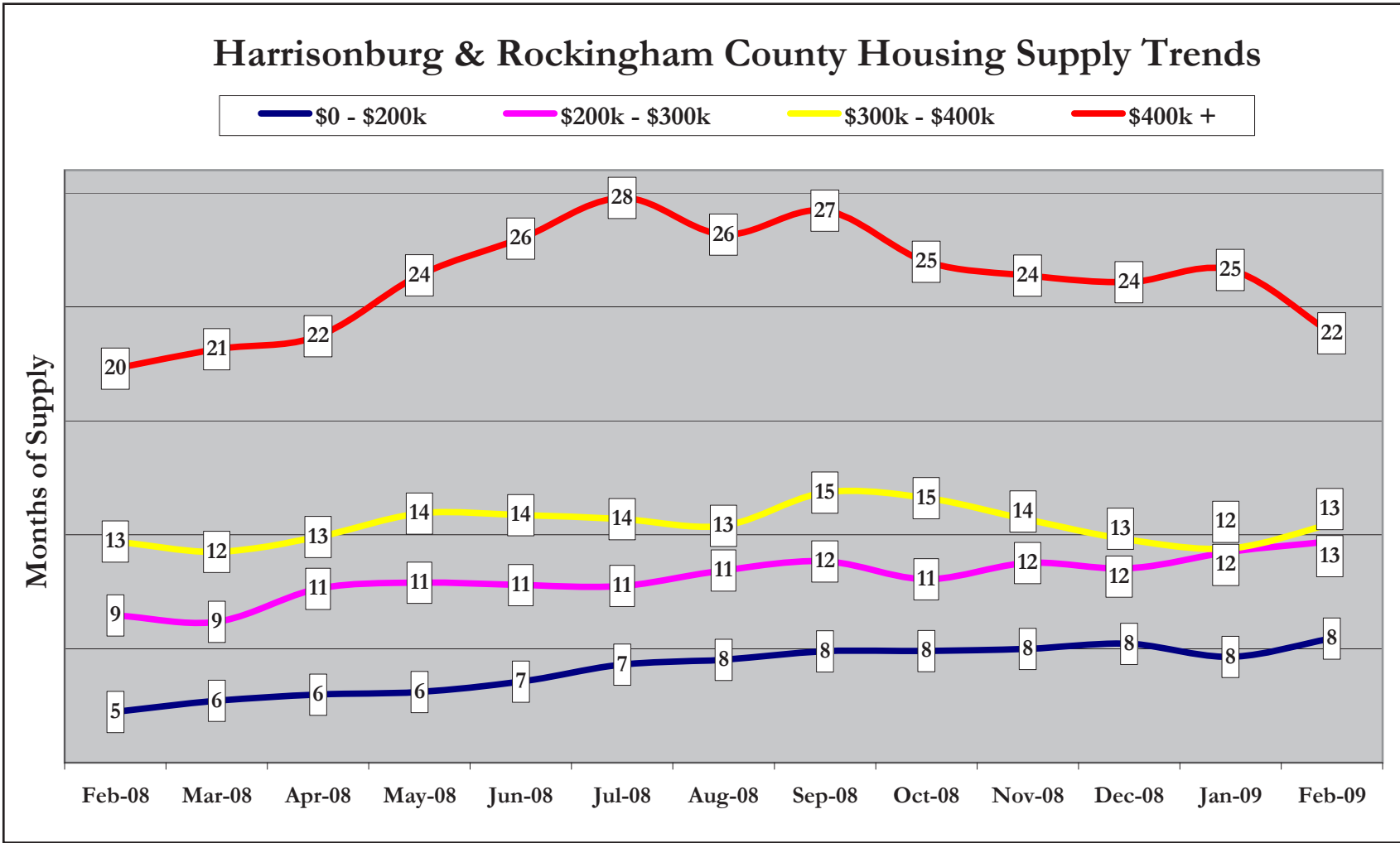
Sales of homes with 1,500 - 2,499 square feet are perhaps becoming more stable.

Sales of homes with more than 2,500 square feet have always been unpredictable, with several trend line characteristics not shared by homes in other size ranges.



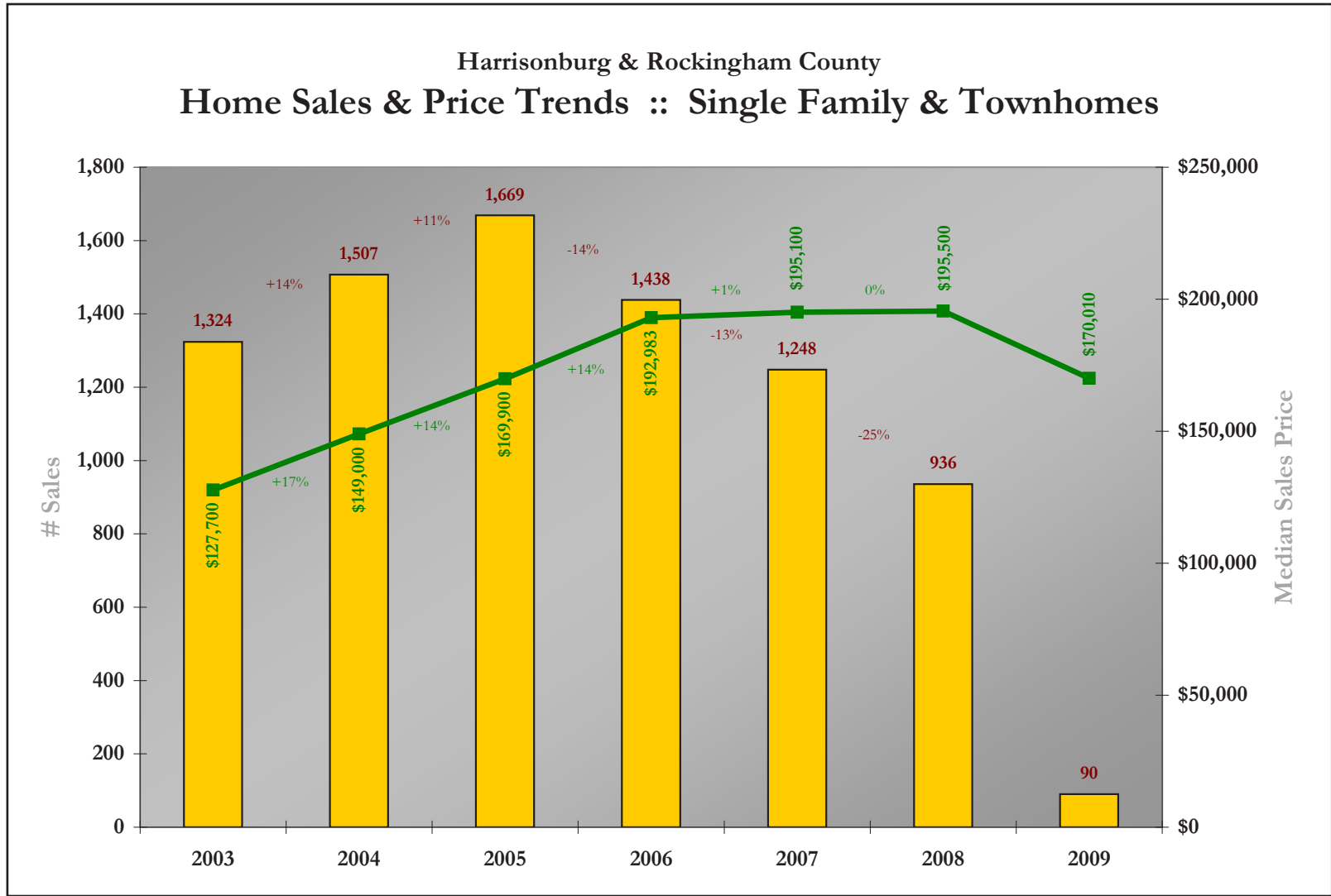
Of Note . . .

Likely as a result of the coming spring real estate market, inventory levels are now headed back up. If we continue to see an increase in the number of homes on the market, buyers will have even more negotiating power as we move forward.



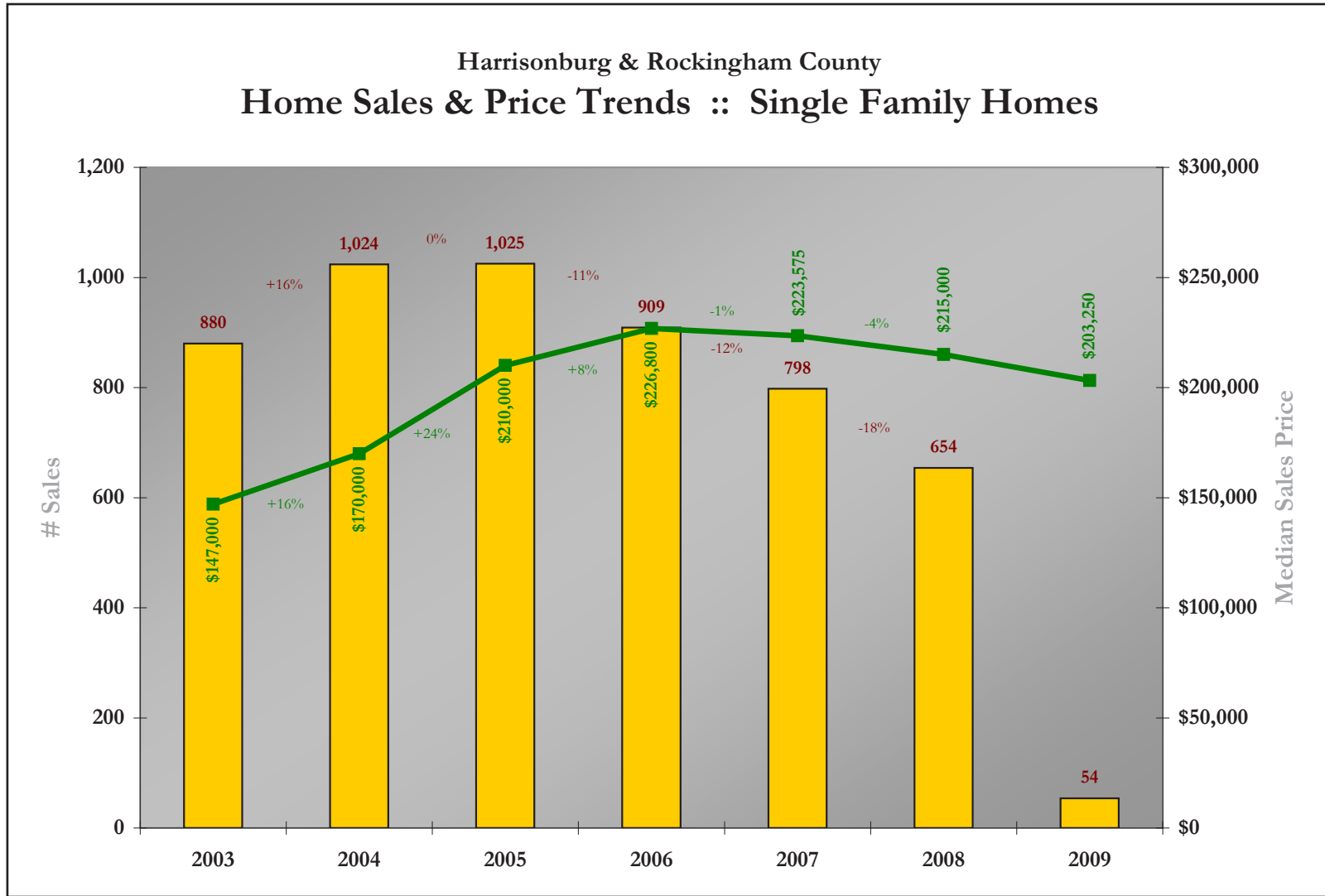
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Supply levels in the \$400,000+ price range dropped significantly (from 25 months to 22 months) --- due in large part to a significant increase in sales in this price range. We continue to see the healthiest supply levels in the lowest price ranges.



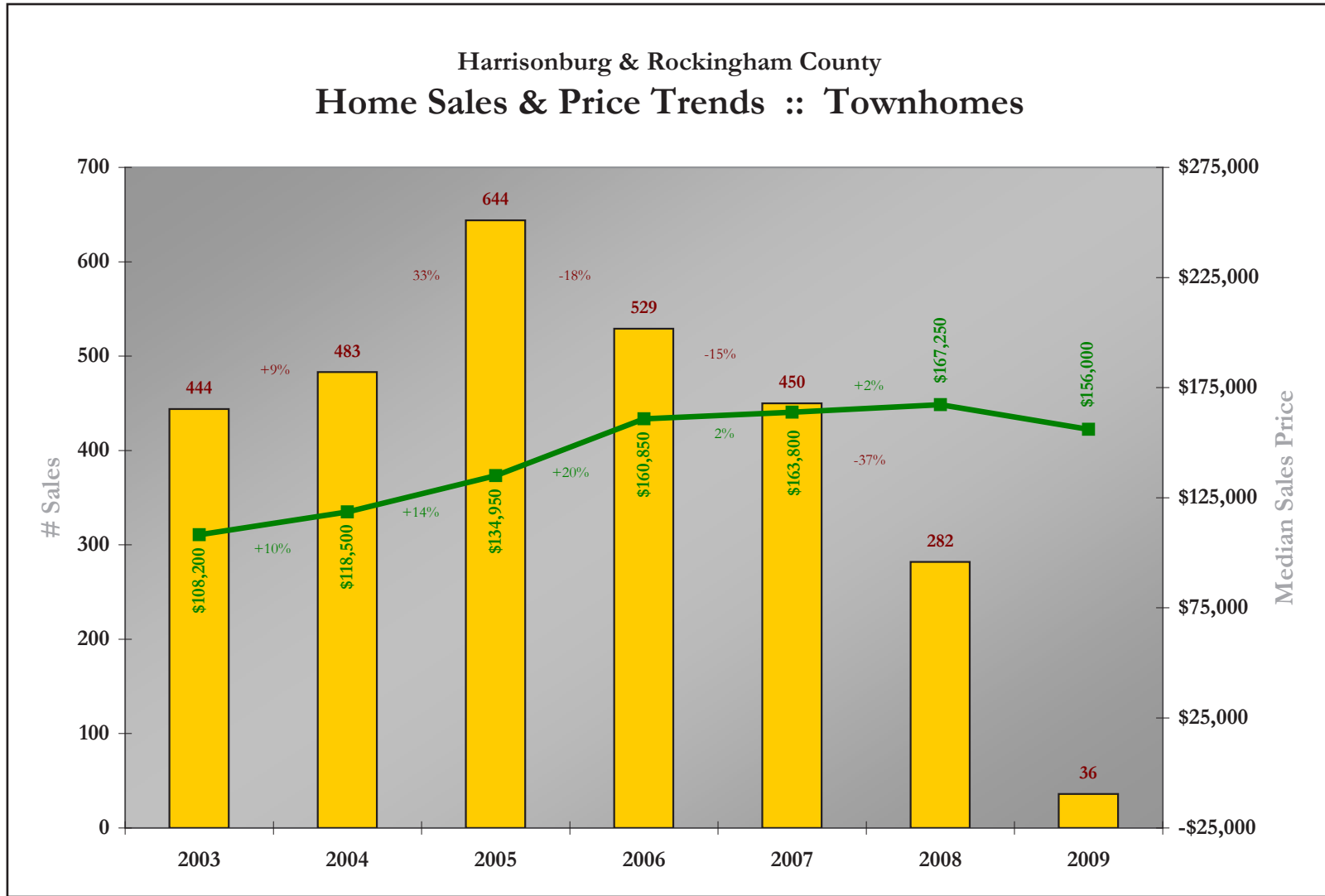
Of Note . . .

This graph captures all residential real estate activity as reflected in the Harrisonburg/Rockingham Multiple Listing Services. The pace of home has decreased significantly over the past four years, but home values have continued to stay level or increase slightly.



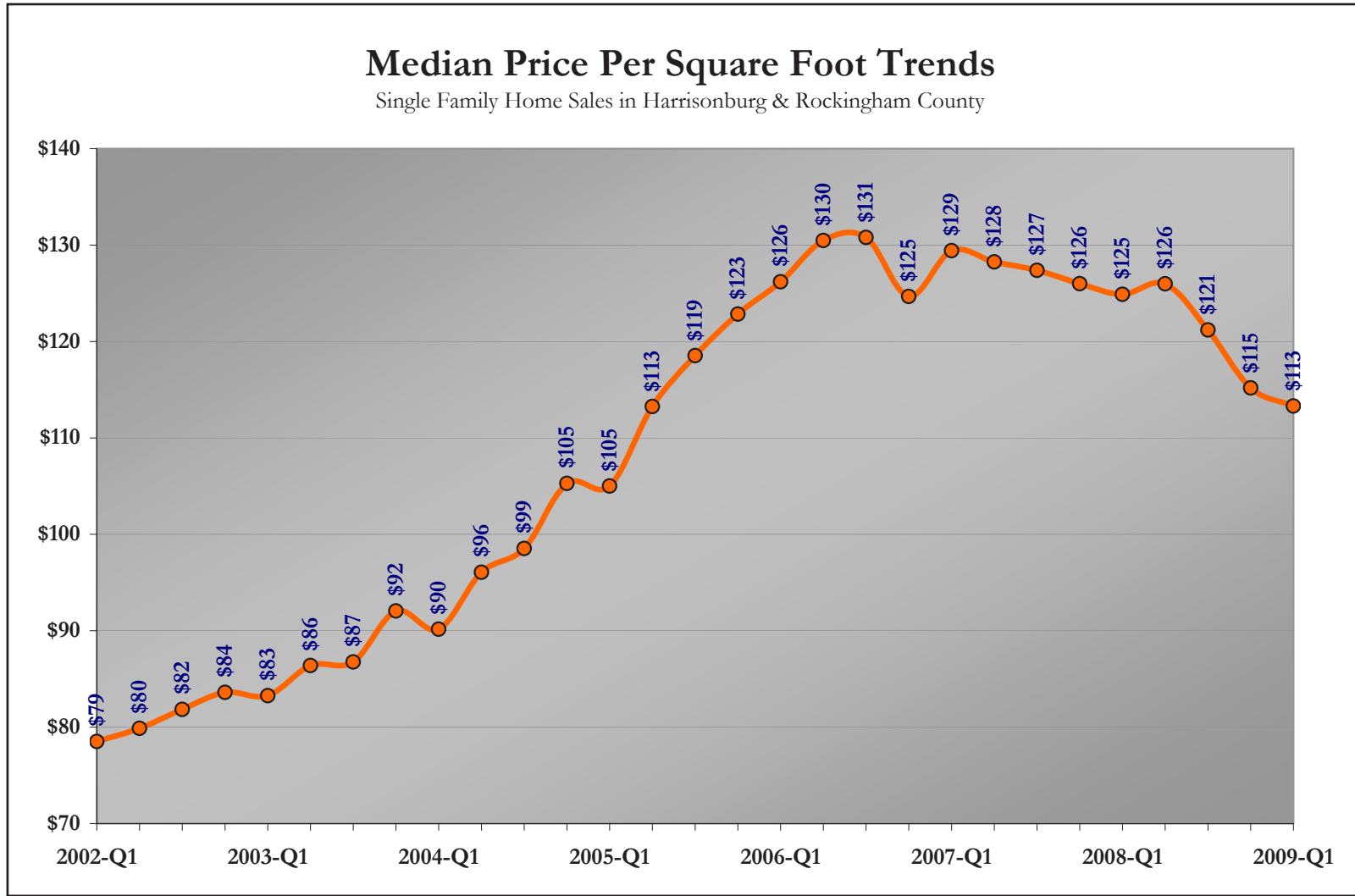
Of Note . . .

When we examine solely the single family home market we find a somewhat more significant decrease in median sales price (4% between 2007 and 2008), but we don't see as much of a drop off in the number of sales taking place. Of note, the record growth in median sales prices was 2004 when we saw a 24% increase.



Of Note . . .

Sales in the townhouse market have drastically decreased, with a 37% decrease just between 2007 and 2008. Sales of townhouses are now down below even 2003 levels. The good news, however, is that the median sales price of townhouses continues to increase, with a 2% increase between 2007 and 2008.



Of Note . . .

Examining the median price per square foot of sold single family homes in Harrisonburg and Rockingham County reveals an overall decline in home values (as defined by this metric). We are now at 2005 First Quarter prices per square foot, which is a decline of 14% since the peak in 2006.