



**JUNE 2013**

# **Harrisonburg & Rockingham County Real Estate Market Report**



*An analysis of real estate activity through May 31, 2013  
provided courtesy of Scott P. Rogers, Funkhouser Real Estate Group*



Immaculate, Custom-Built Home on 2 Wooded Acres ..... [2694EversoleRoad.com](http://2694EversoleRoad.com)

## Executive Summary

The summary below is based on residential sales in Harrisonburg and Rockingham County as reflected in the HRAR MLS.

### Pace of Home Sales: May

95 homes sold in May 2013, showing a 23% increase over May 2012 when 77 homes sold -- and a 40% increase over May 2011 when 68 homes sold.

### Home Values: May

Median sales prices declined 3% and average sales prices declined 1% when comparing May 2013 to May 2012.

### Days on Market: May

The median time it took for a home to sell was 124 days in May 2013, a 4% decline from 129 days in May 2012 and a 24% decline from the 164 day median in May 2011.

### Foreclosures

78 trustee deeds were recorded thus far in 2013 compared to 379 total home sales reported through the HRAR MLS during the same timeframe.

### Inventory

Inventory levels increased during May 2013 to 639 residential properties currently for sale, up 11 homes from one month ago, and down 112 homes from one year ago.

**Editorial Note:** In November 2012, a single buyer purchased 22 University Place condominiums for \$33K/condo from a single seller. These 22 sales were entered into the HRAR MLS as 22 separate transactions instead of as one multi-family or commercial transaction. While entering this single transaction as 22 separate sales is misleading, and skews our understanding of trends in the Harrisonburg and Rockingham County residential real estate market, these 22 sales are included in the analysis in this housing market report as of this issue.

### Pace of Home Sales: Year To Date

379 homes sold in the first five months of 2013. This marks a 26% increase from the first five months of 2012 when only 301 homes had sold.

### Home Values: Year To Date

Median sales prices increased 0.15% and average sales prices increased 0.12% for 2013 year-to-date as compared to 2012 year-to-date.

### Days on Market: Year To Date

The median length of time on the market for homes selling during the first five months of 2013 was 150 days, a 7% decline as compared to the first five months of 2012.

### Supply

All price ranges still show an excess of housing supply, with 7 months under \$200k, 9 months between \$200k and \$300k, 10 months between 300k and \$400k, and 29 months above \$400k.

### Price Per Square Foot

Median price per square foot of single family homes has increased to \$101/sf in 2013, as compared to \$104/sf in 2012 and \$103/sf in 2011.

### Buyer Activity

143 buyers committed to buy in May 2013, compared to only 93 in May 2012 -- which marks a 54% increase.

### Single Family Home Sales

289 single family homes sold thus far in 2013, compared to a total of 641 in 2012. The median sales price has declined to \$184,375.

### Townhouse Sales

90 townhouses sold thus far in 2013, compared to a 2012 total of 223 townhomes. The median townhome sales price has increased to \$140,250 from \$134,995 in 2012.

### Lot Sales

There have been 28 lot sales of less than an acre in 2013, compared to 61 in all of 2012. Median sales prices have declined to \$51,000 thus far in 2013 as compared to \$56,875 in 2012.

### Land Sales

21 parcels of land greater than an acre sold thus far in 2013 compared to 47 land sales during all of 2012. The median price per acre has increased to \$15,480 in 2013.

# HOME SALES REPORT

Harrisonburg & Rockingham County

June 10, 2013

# Home Sales	2010	2011	2012	2013	% Change ('12 - '13)
May	71	68	77	95	23.38%
Year-To-Date (Jan-May)	301	285	301	379	25.91%

Median Sales Price	2010	2011	2012	2013	% Change ('12 - '13)
May	\$165,000	\$160,000	\$190,000	\$184,900	-2.68%
Year-To-Date (Jan-May)	\$178,500	\$161,500	\$171,750	\$172,000	0.15%

Average Sales Price	2010	2011	2012	2013	% Change ('12 - '13)
May	\$185,822	\$196,862	\$207,279	\$209,615	1.13%
Year-To-Date (Jan-May)	\$206,359	\$189,003	\$193,177	\$193,409	0.12%

Median Days on Market	2010	2011	2012	2013	% Change ('12 - '13)
May	144	164	129	124	-3.88%
Year-To-Date (Jan-May)	139	161	161	150	-6.83%

**Home Sales Soar, Prices Stay Steady.** Home sales soared during May 2013 to 95 home sales -- up from only 77 last May. This 23% May to May increase corresponds with an overall 26% increase in year-to-date home sales. This increasing rate of home sales has helped home values to stabilize, but we have not yet seen meaningful increases

in home values in our local area. The year-to-date median and average sales price have increased by less than one percent over the past year. The median time that it takes to sell a house in the current market has declined 7% year-to-date to 150 days.

# HOME SALES REPORT :: BY AREA

	City of Harrisonburg			Rockingham County		
# Home Sales	2012	2013	% Change	2012	2013	% Change
May	24	41	70.83%	53	54	1.89%
Year-To-Date	101	148	46.53%	200	231	15.50%

	City of Harrisonburg			Rockingham County		
Median Sales Price	2012	2013	% Change	2012	2013	% Change
May	\$182,500	\$160,000	-12.33%	\$193,000	\$215,500	11.66%
Year-To-Date	\$165,000	\$153,950	-6.70%	\$186,850	\$183,500	-1.79%

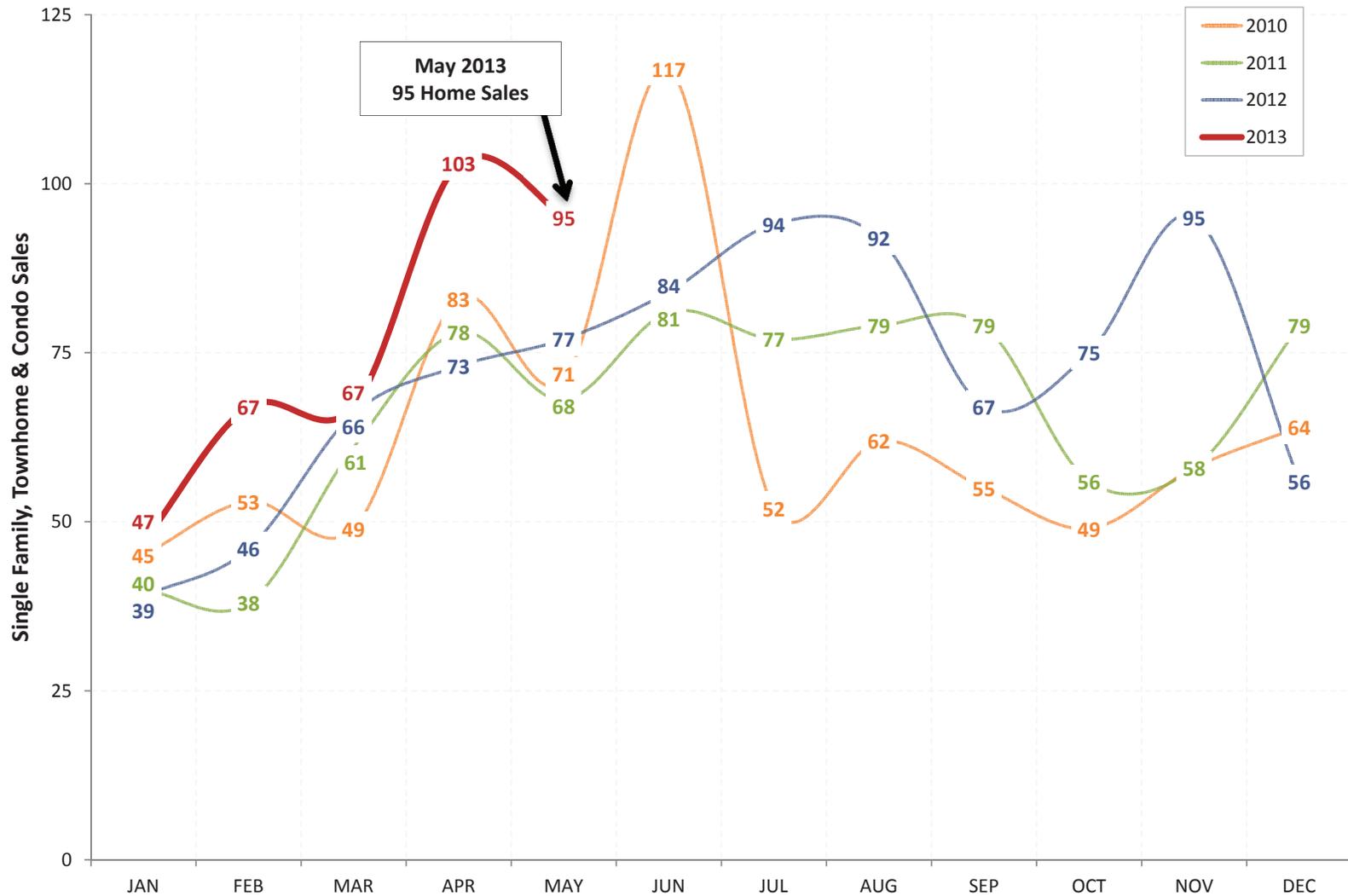
  

	City of Harrisonburg			Rockingham County		
Median Days on Market	2012	2013	% Change	2012	2013	% Change
May	181	93	-48.62%	124	140	12.90%
Year-To-Date	166	128	-22.89%	153	153	0.00%

**Sales stronger in the City, Prices stronger in the County.** The data tables above explores overall sales trends of properties in the City of Harrisonburg as compared to Rockingham County. Don't mind the drastic swings when only comparing one month of data, as the sample size is quite small -- pay more attention to the Year-

To-Date indicators noted above. You will note that the City has seen a 47% increase in YTD sales as compared to only a 16% increase in the County. When it comes to prices, however, the County has seen a smaller decline YTD (-2%) while the City has seen a 7% decline.

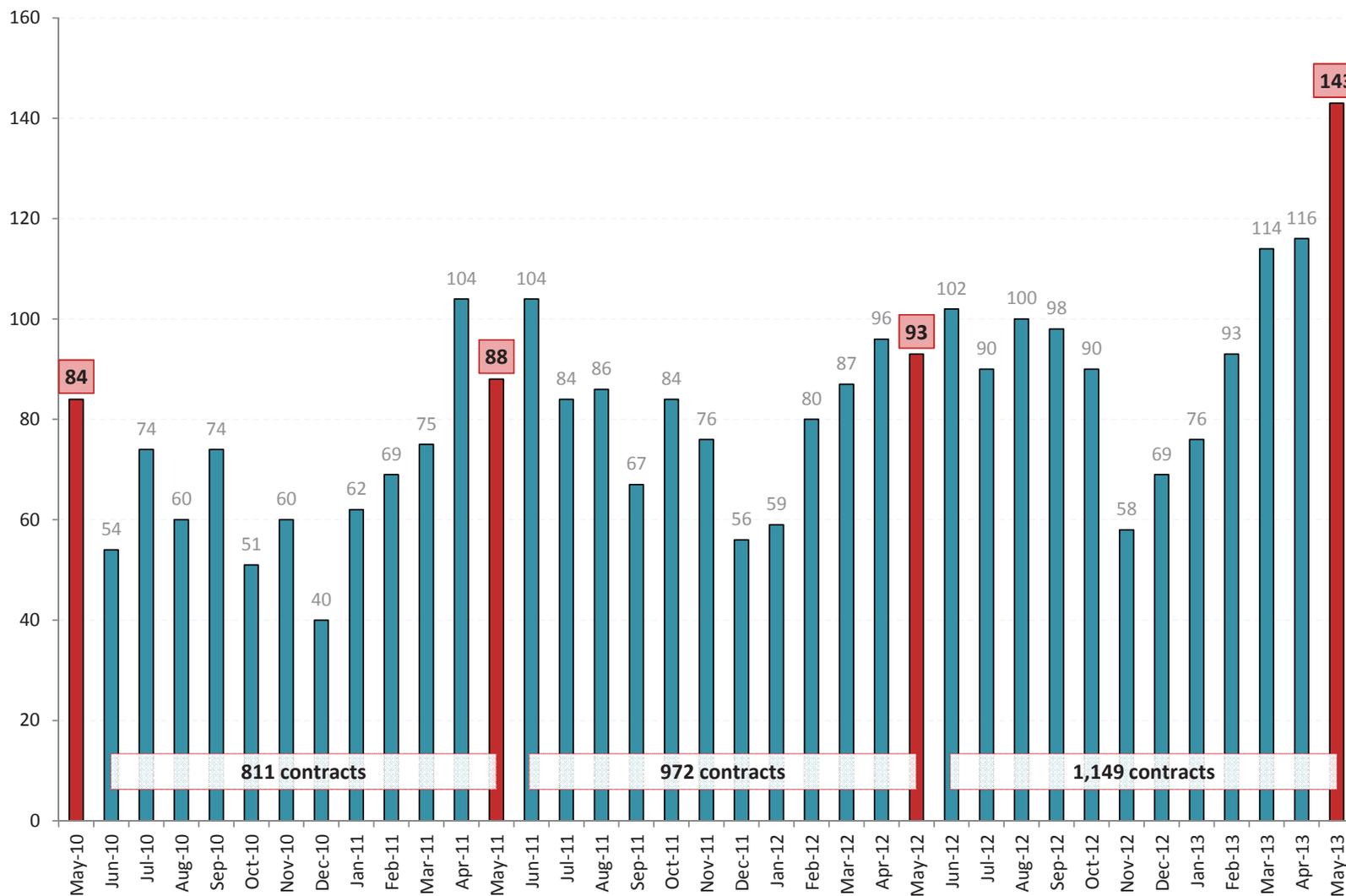
### Harrisonburg & Rockingham County Month-By-Month Home Sales History



**Strong Spring Sales in 2013.** Both April and March sales this year were much stronger than any of the previous three years in Harrisonburg and Rockingham County. These strong recent months of sales have led to a 26% year-to-date increase in home sales (see Page 3) as compared to 2012. It would seem difficult

to surpass the June 2010 sales pace (117) next month, but given the extraordinarily strong month of buyer activity last month (143, see Page 6) it is certainly possible. The June 2010 sales spike was the last month when a buyer was eligible for a federal home buyer tax credit.

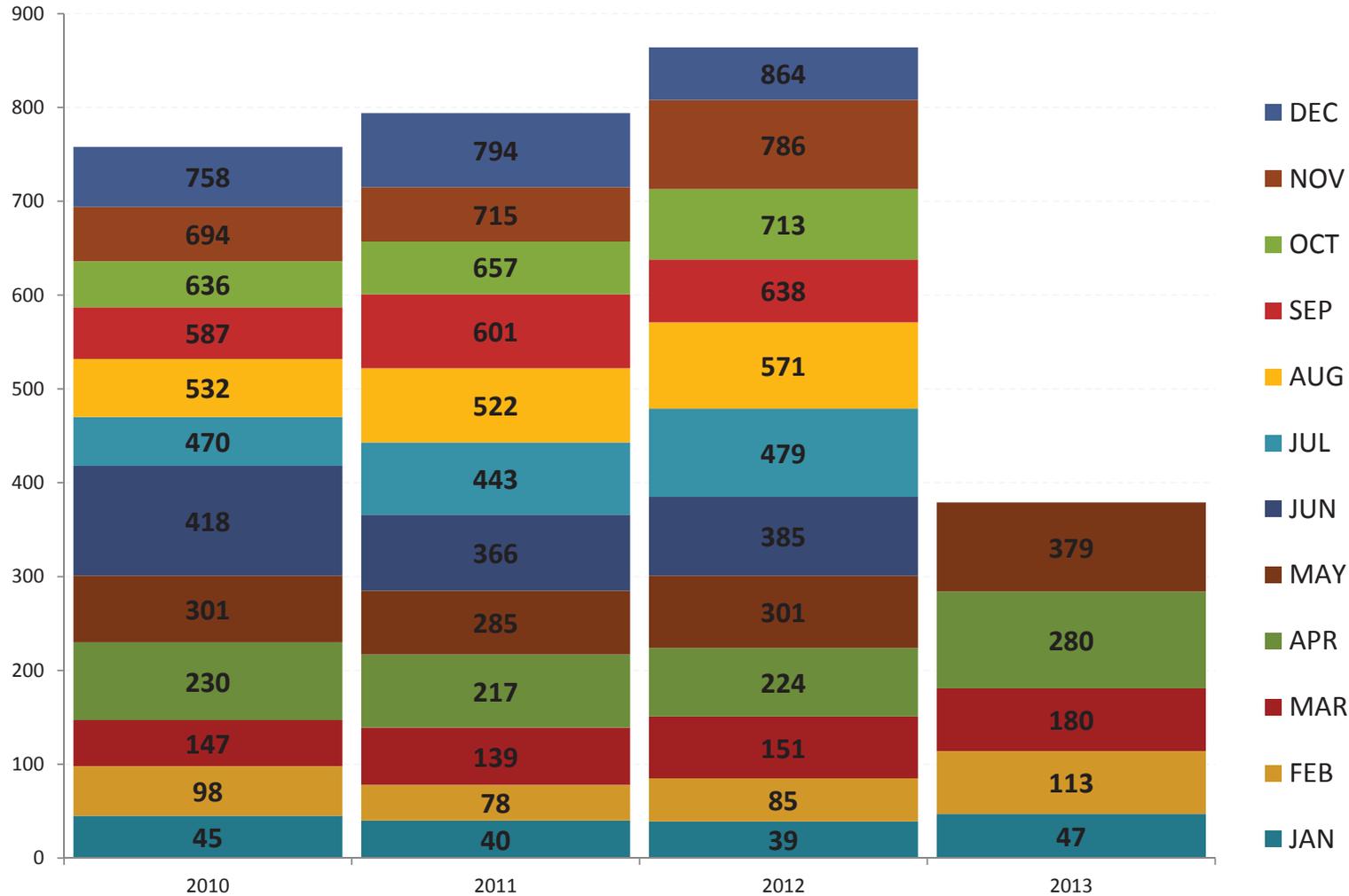
Harrisonburg & Rockingham County  
**Buyers Per Month Committing to Buy Properties**



**Unbelievable (unbelievable!) number of contracts in May 2013!** It has been years since we have seen this many buyers (143) commit to purchase homes in a single month. This rate of 143 contracts in May 2013 marks a 54% increase over last May.

The year-to-date rate of contract signing (1,149) is now showing an 18% increase over last year (972) and a 42% increase over two years ago.

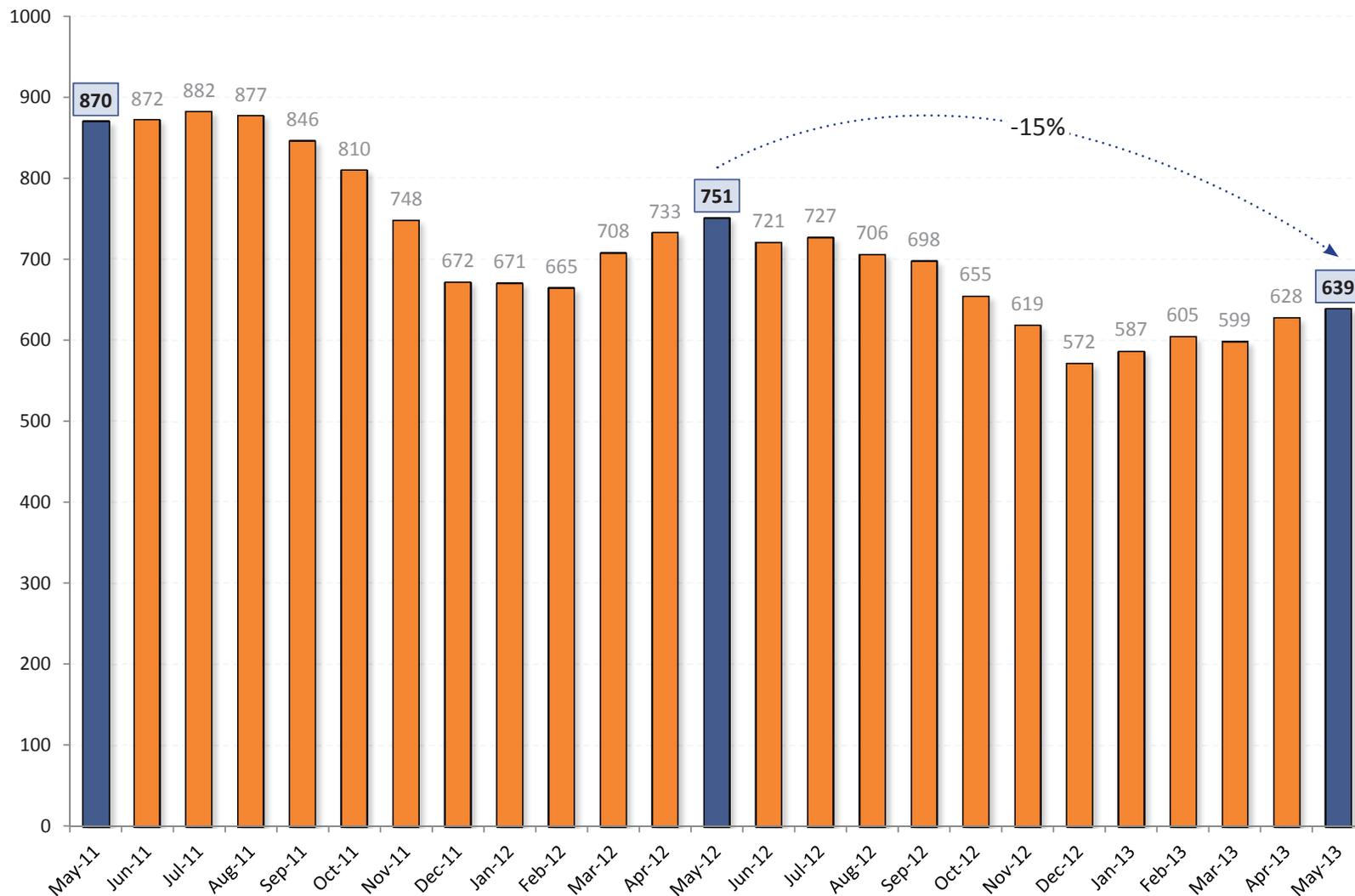
### Harrisonburg & Rockingham County Monthly Cumulative Residential Sales



**2013 starts strong, after solid 2012 sales.** This graph shows the month by month cumulative count of residential sales in Harrisonburg and Rockingham County. Last year's home sales (864) exceeded 2011 home sales (794), and this year, January through May are showing an incredibly strong start (379 sales) as compared to

previous January through May sales. We are likely to see increasing sales as we head into Spring, and at the current pace we should easily surge past 900 home sales this year.

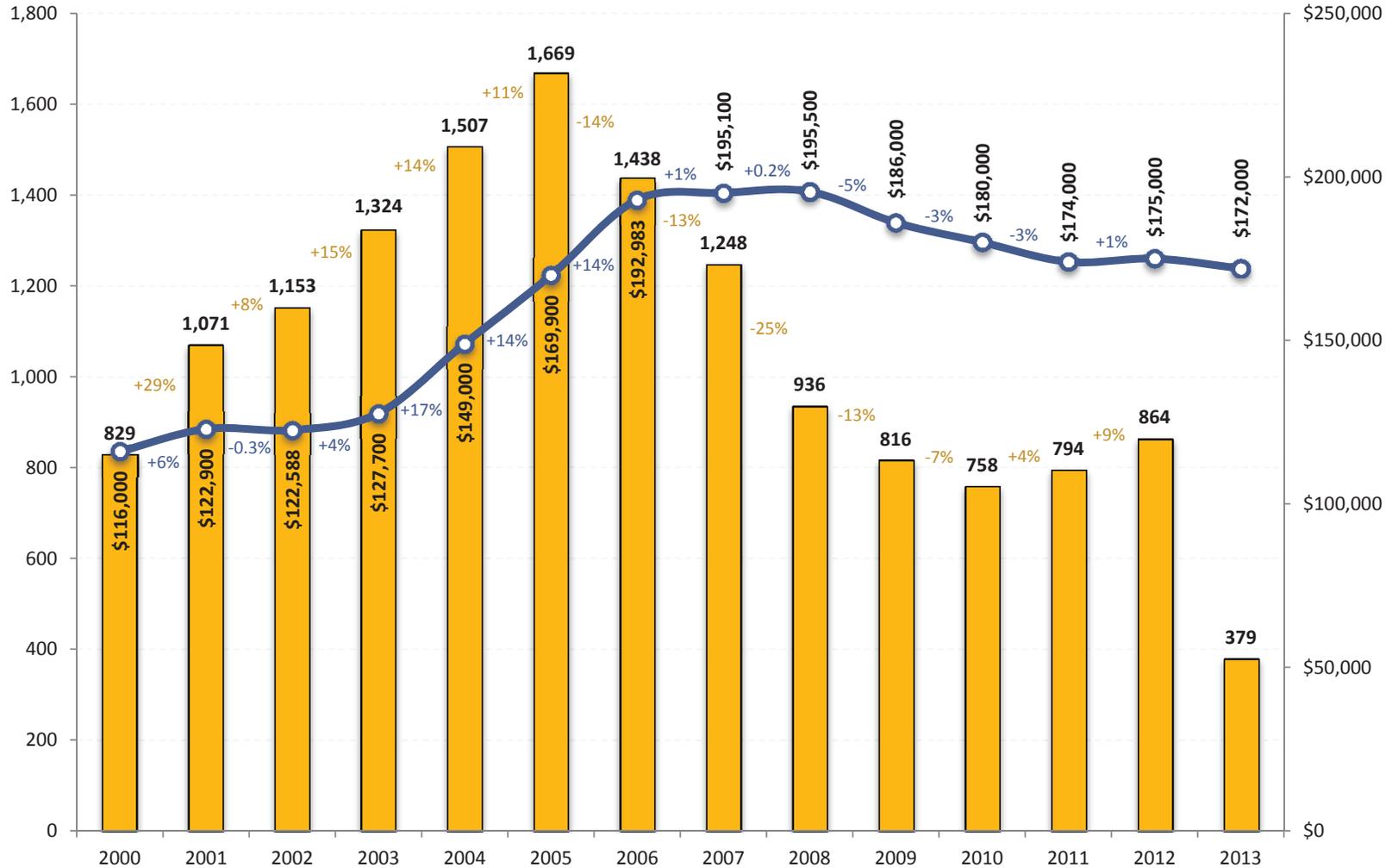
Harrisonburg & Rockingham County  
**Inventory Levels**



**Inventory rises in May, but still shows long term declines.** Inventory levels rose in May 2013 to 639 homes on the market, up from only 599 homes two months ago. The long term trends, however, still show a 15% decline over the past year and a 27% decline over the past two years. These lower inventory levels are certainly

helping to balance out the market. We should likely see inventory levels start to slowly decline over the next few months as we continue through the summer and into the Fall.

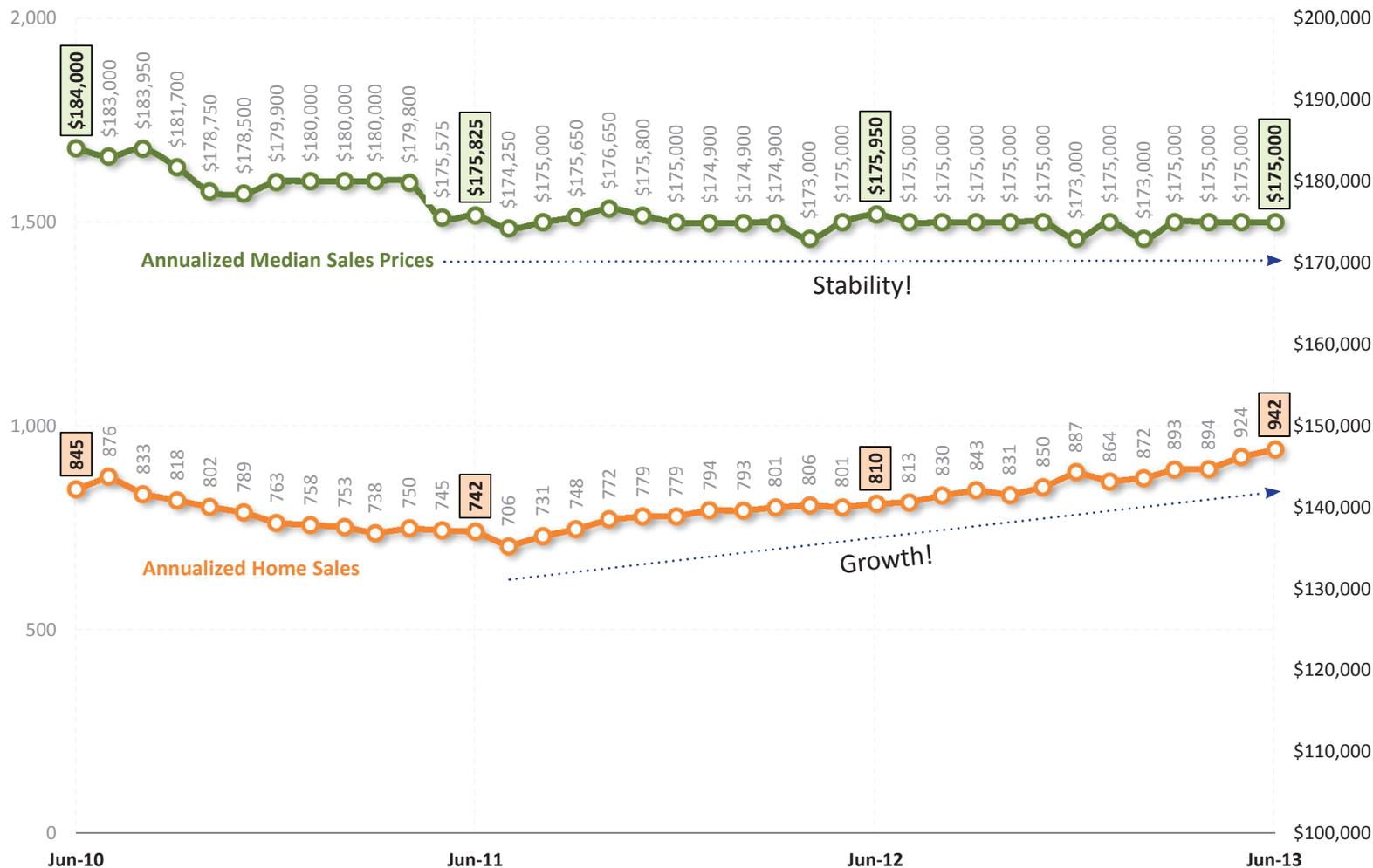
### Harrisonburg & Rockingham County Home Sales & Price Trends Single Family Homes & Townhomes



**Buyer activity increasing; home prices declining?** This graph provides an overall indicator of the state of our housing market, showing both the number of homes being sold each year since 2000 (yellow bars) as well as changes in the median sales price during the same time period (blue line). After five years of declines in home

sales (2005-2010) the pace finally picked up in 2011 (+4%) and 2012 (+9%). Home values (as measured by median price) increased (slightly) last year to \$175,000, up from the 2011 median price of \$174,000. Year-to-date median prices have fallen slightly thus far in 2013 to \$172,000.

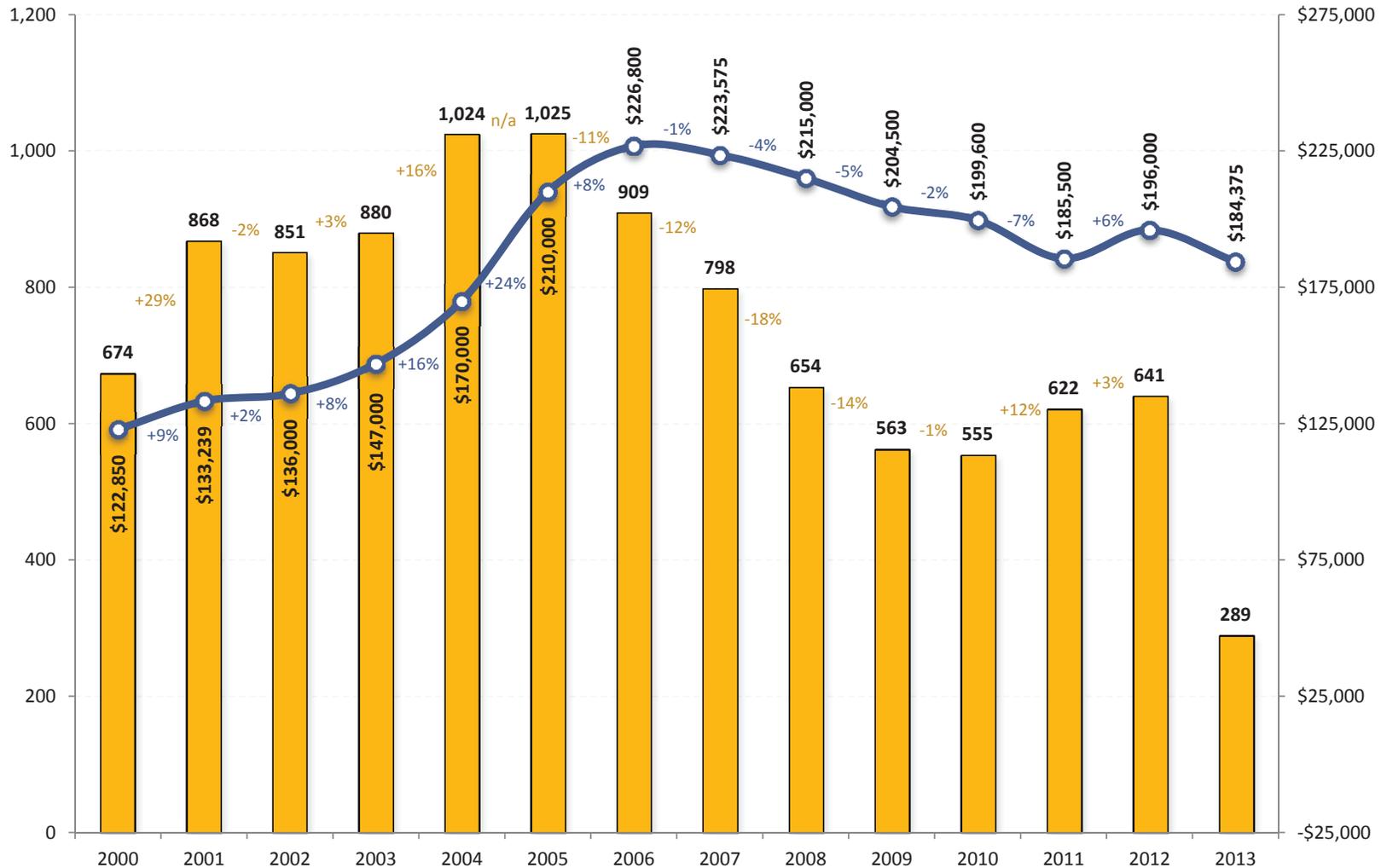
### Harrisonburg & Rockingham County Time-Adjusted Home Sales Trends :: All Homes # Home Sales, Median Sales Price in each 12 Month Period



**Increasing sales pace; stable sales prices.** This graph shows a rolling 12 months of the number of home sales in the Harrisonburg and Rockingham County area, as well as the median price of the homes that sold during these time frames. Each data point shows one year's worth of home sales, which eliminates the volatility

of evaluating sales figures on a monthly basis. The annualized pace of home sales continues to climb (up to 942 now from 706 just 23 months ago) to its highest point in the past three years and median sales prices continue to stay steadily around \$175,000 --- where they have been for more than two years now.

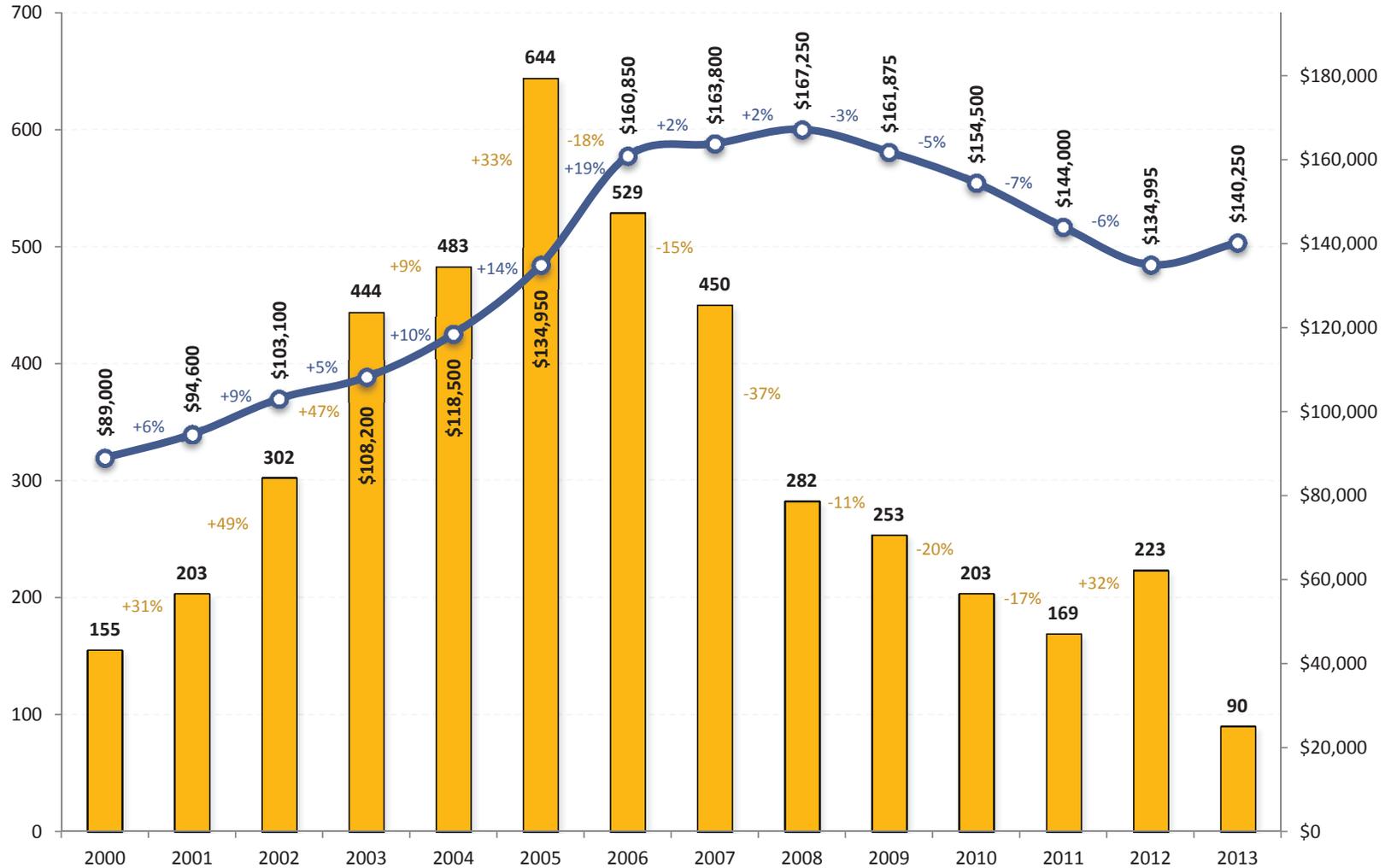
### Harrisonburg & Rockingham County Home Sales & Price Trends Single Family Homes



**Prices of single family homes increase.** The single family home market in Harrisonburg and the Rockingham County seems to be recovering quite nicely (in most ways) compared to the overall market. In 2011, the pace of home sales in the single family home market increased by 12% -- nearing 2008 sales levels with

622 sales -- and with 641 single family home sales last year (2012), we have seen an additional 3% increase in buyer activity. Median prices of single family homes also increased in 2012, up 6% to \$196,000. The median price has declined thus far during 2013, but the remaining seven months of sales data may bring it back up.

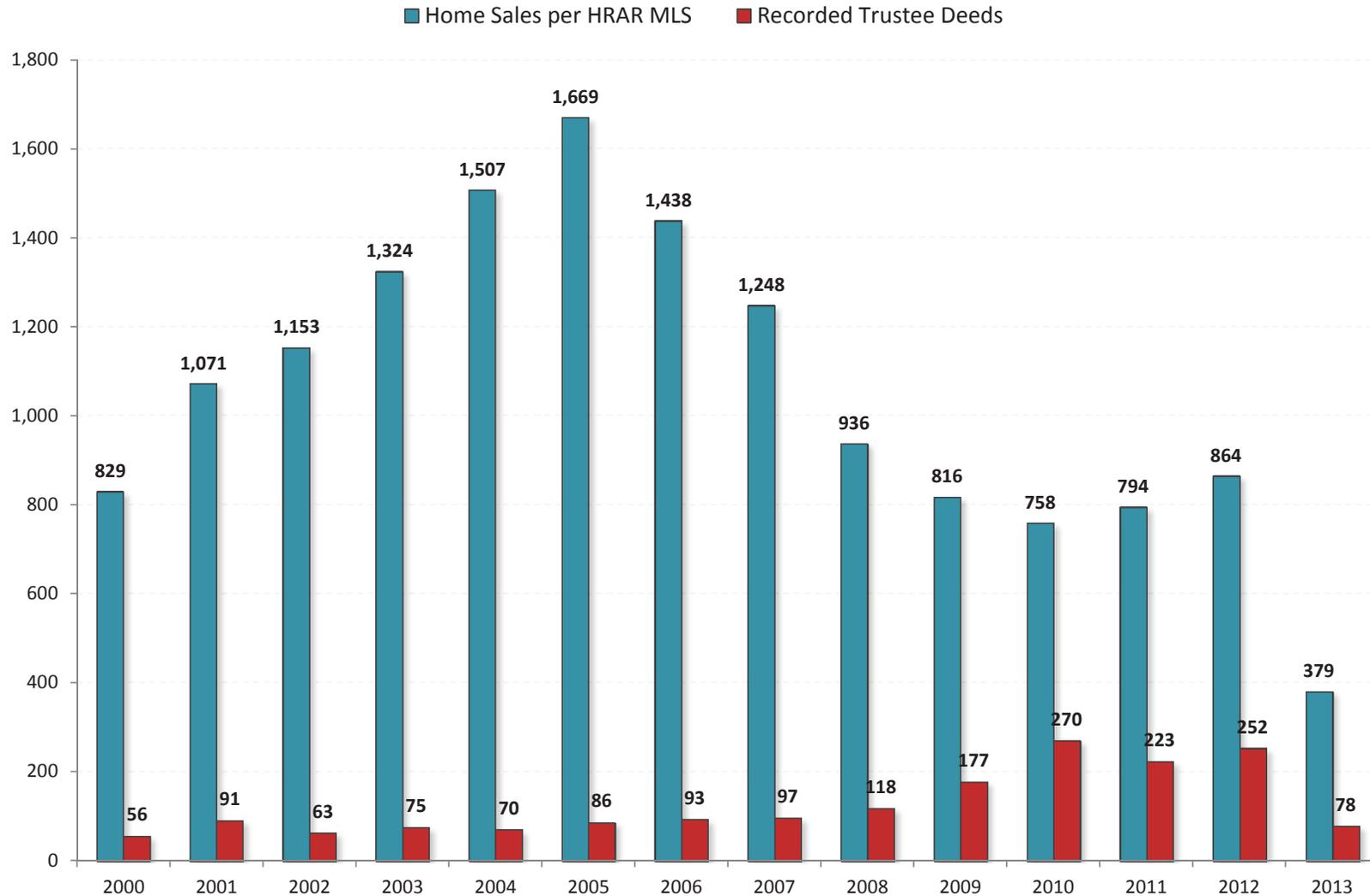
### Harrisonburg & Rockingham County Home Sales & Price Trends Duplexes, Townhomes & Condos



**Townhouse sales picking up pace (but will it last?).** After six years of rapid declines in the pace of townhouse sales in Harrisonburg and Rockingham County, the pace of sales finally rebounded in 2012. There was a sharp increase (+32%) in townhouse sales in 2012, which also includes duplexes and condos. This was, of course, with

a significant trade off on prices, which continued to decline in 2012 --- down 6% to \$134,995. Hopefully with more buyers in the market (some of whom are investors) we will see townhouse prices starting to stabilize this year -- this seems to be the trend thus far in 2013 with five months of data on the books.

### Harrisonburg & Rockingham County Home Sales vs. Trustee Sales

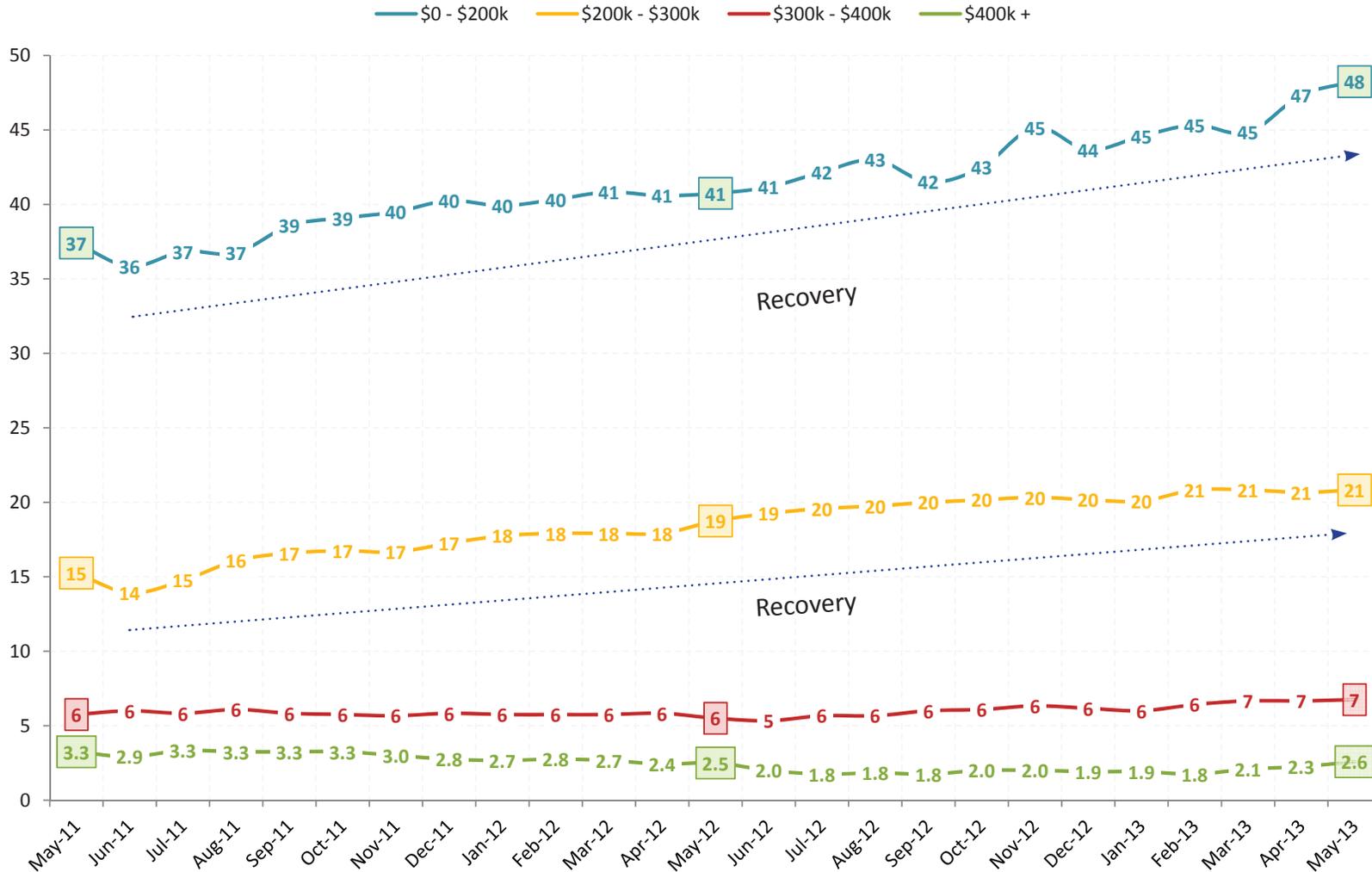


**Foreclosures down in 2013.** The graph above is a comparison of two imprecise measures -- but the comparison can still be helpful. The blue bars show the number of home sales recorded in the HRAR MLS -- this does not include private sales (without a Realtor), nor new home sales directly from a builder. The red bars show

the number of Trustee Deeds. Some foreclosed properties then show up again as REO properties. The foreclosure rate in 2013 is definitely lower as it was in 2012, as there were 3.4 times as many home sales as foreclosures during 2012 and 4.8 times as many home sales as foreclosures in 2013.

### Harrisonburg & Rockingham County Home Sales by Price Range

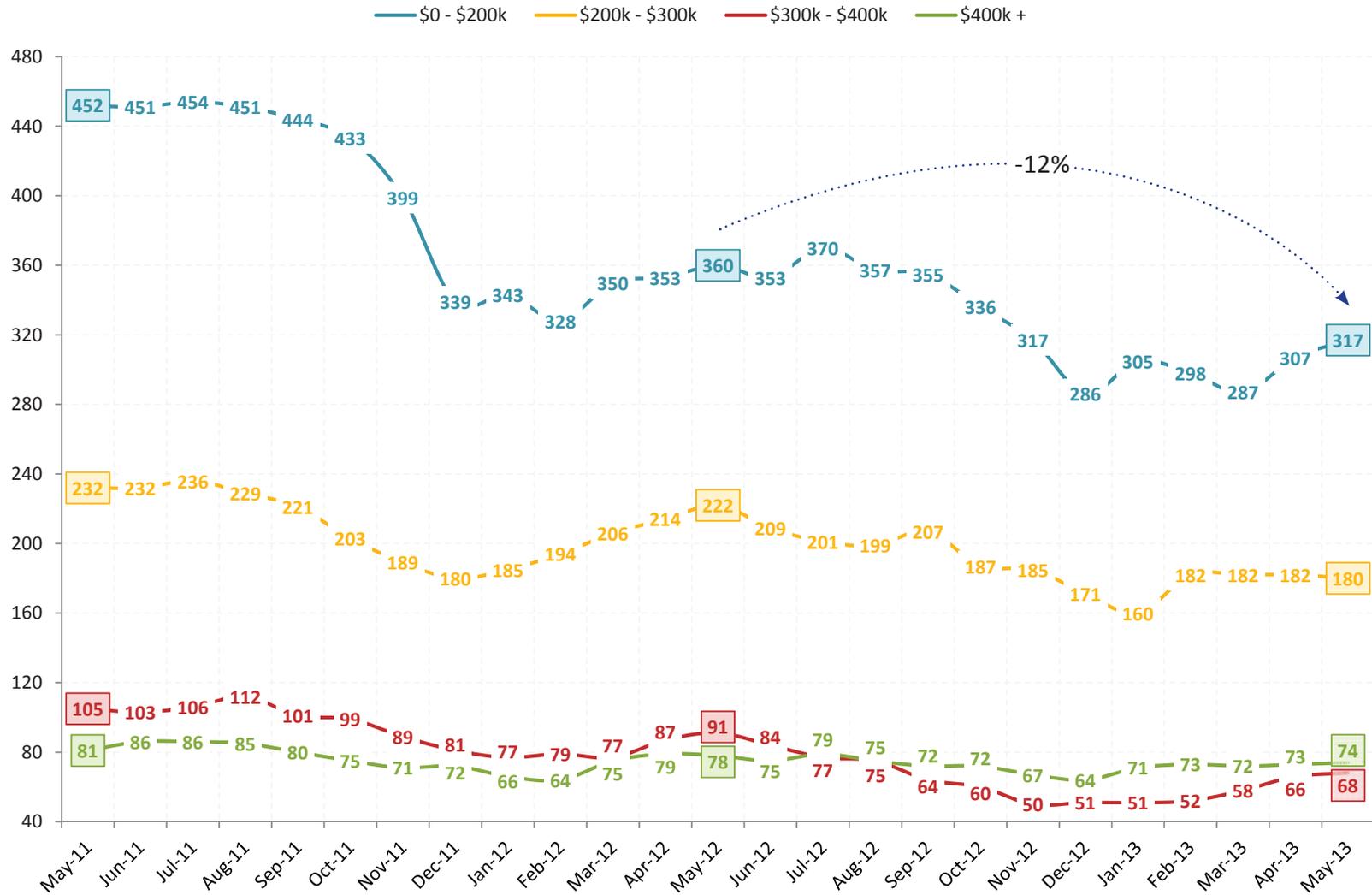
(Average of Past 12 Months)



**Recovery more evident in lower price ranges.** The pace of home sales in Harrisonburg and Rockingham County varies significantly based on price range. The graph above shows the average number of home sales per month (given a 12-month average) as we have passed through the past two

years. Home sales under \$200,000 have increased for the past year (almost two years now), as have sales between \$200,000 and \$300,000. The pace of home sales between \$300,000 and \$400,000 has been relatively steady, and the highest price range (\$400,000 and up) has seen slower sales over the past two years.

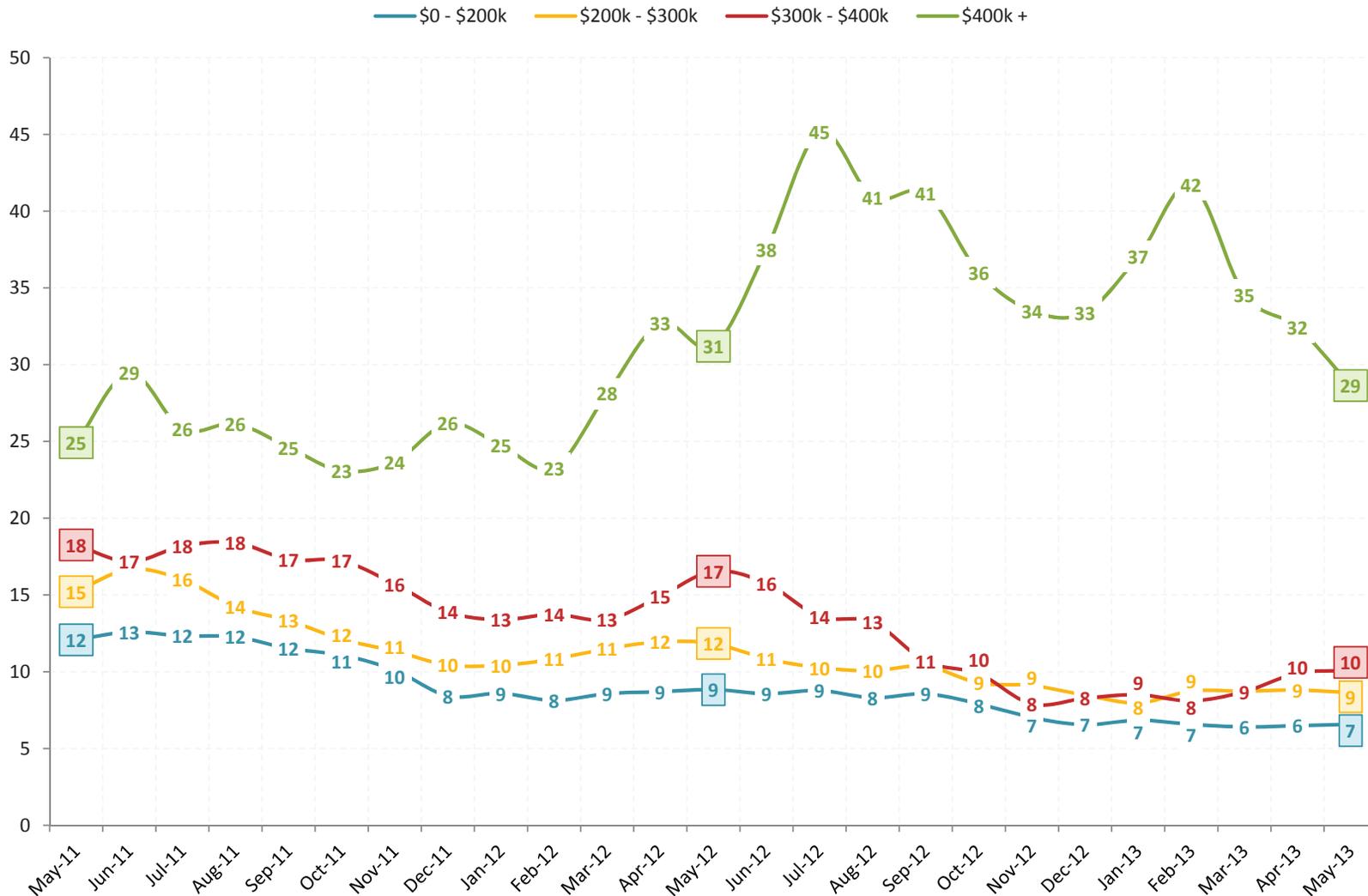
### Harrisonburg & Rockingham County Inventory Levels by Price Range



**Inventory levels drop in most price segments.** Inventory levels have declined in almost all price segments over the past two years, but the changes have been quite different based on list prices. Inventory levels have declined 12% in the under \$200K

price range and 19% in the \$200K-\$300K price range. The \$300K-\$400K price range has seen the largest decline, with a 34% decline over the past 12 months, and the over \$400K price range has only seen a modest 5% decline.

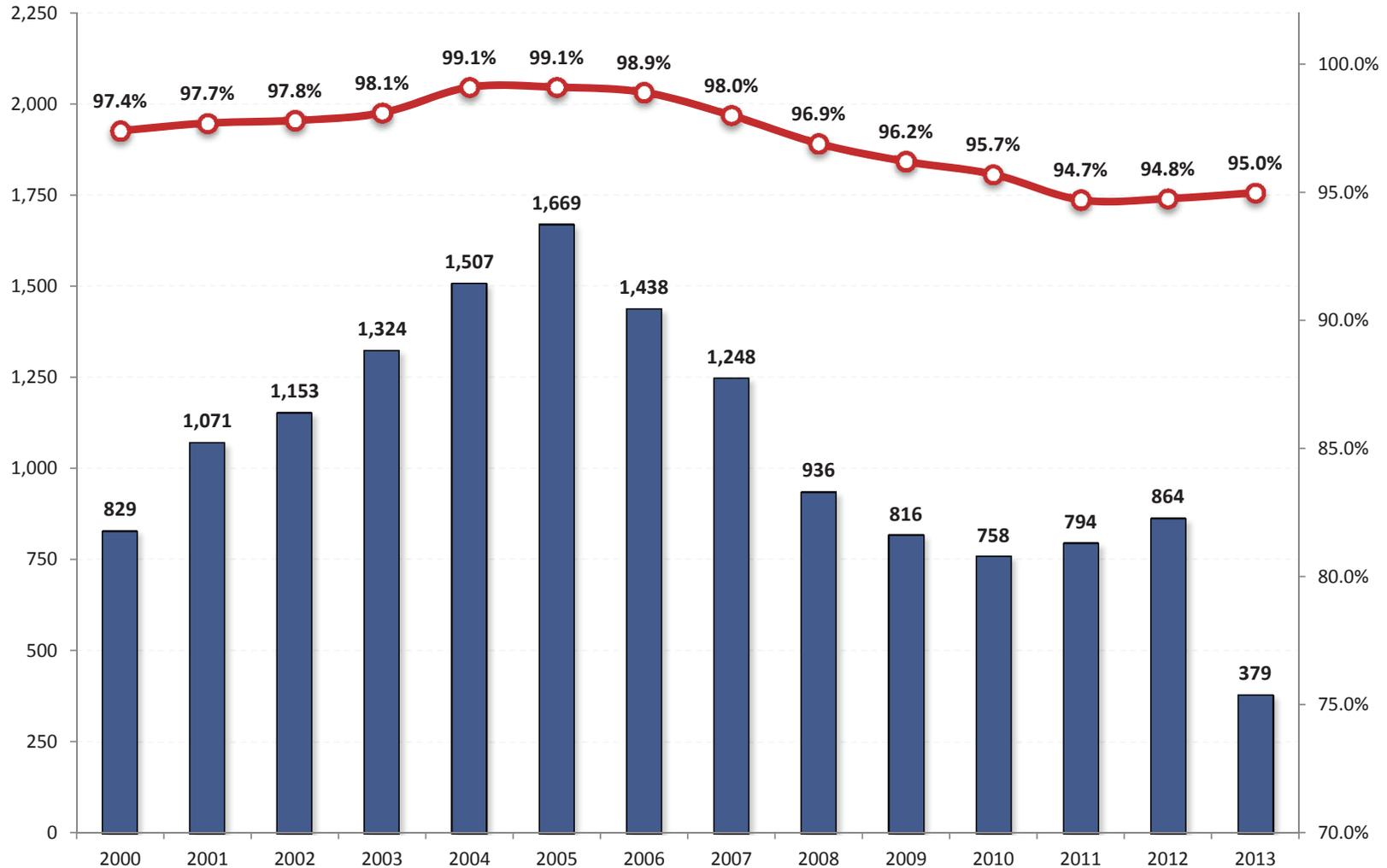
### Harrisonburg & Rockingham County Months of Housing Supply by Price Range



**Housing supply spikes in high price ranges.** With so many homes on the market (lots of sellers) and so few home sales (not so many buyers), there are very high levels of supply in our local real estate market. The graph above illustrates that it would take 29 months to sell all of the homes currently for sale over \$400K if the

same number of buyers bought each month as have been buying (on average) over the past 12 months. Many experts consider a six months supply of housing to be a balance between buyers and sellers, and we are close to reaching that balance in the under \$200K price range.

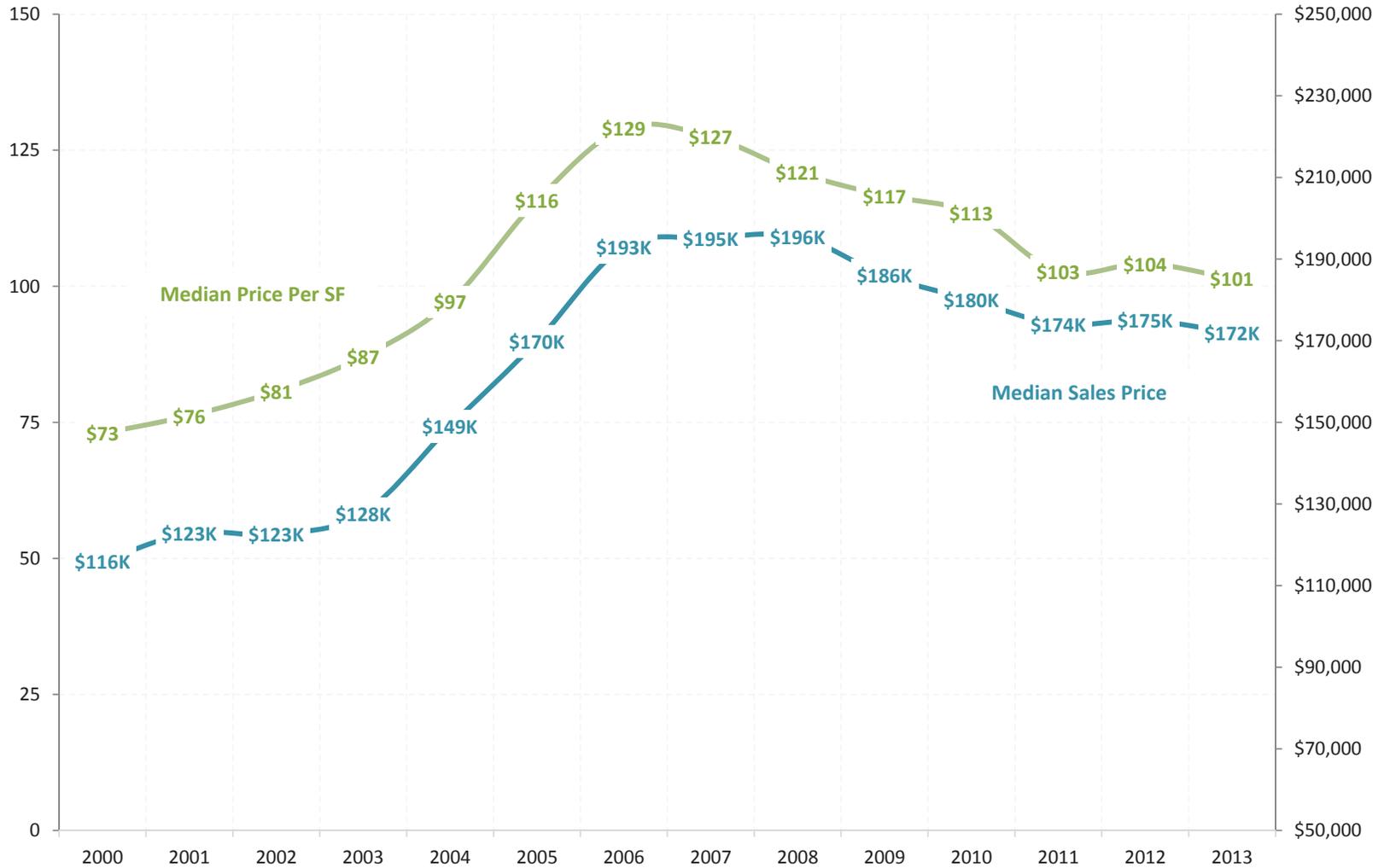
Harrisonburg & Rockingham County  
**List Price to Sales Price Ratio**  
 within the context of Home Sales Pace



**Buyers still negotiating more than in most of the past 13 years.** This graph shows the average list price to sales price ratio (red line) over the past 12+ years as compared to the overall pace of home sales. At the peak of the housing boom (2004-2006) sellers were able to obtain an average of 99% of their asking price ---

up from an average of 97.4% in 2000 before home sales started escalating. Since 2011, buyers have negotiated an average of 5.0% - 5.3% off of the (last) list price of houses for sale. As the market recovers, we will likely see this ratio start to increase again.

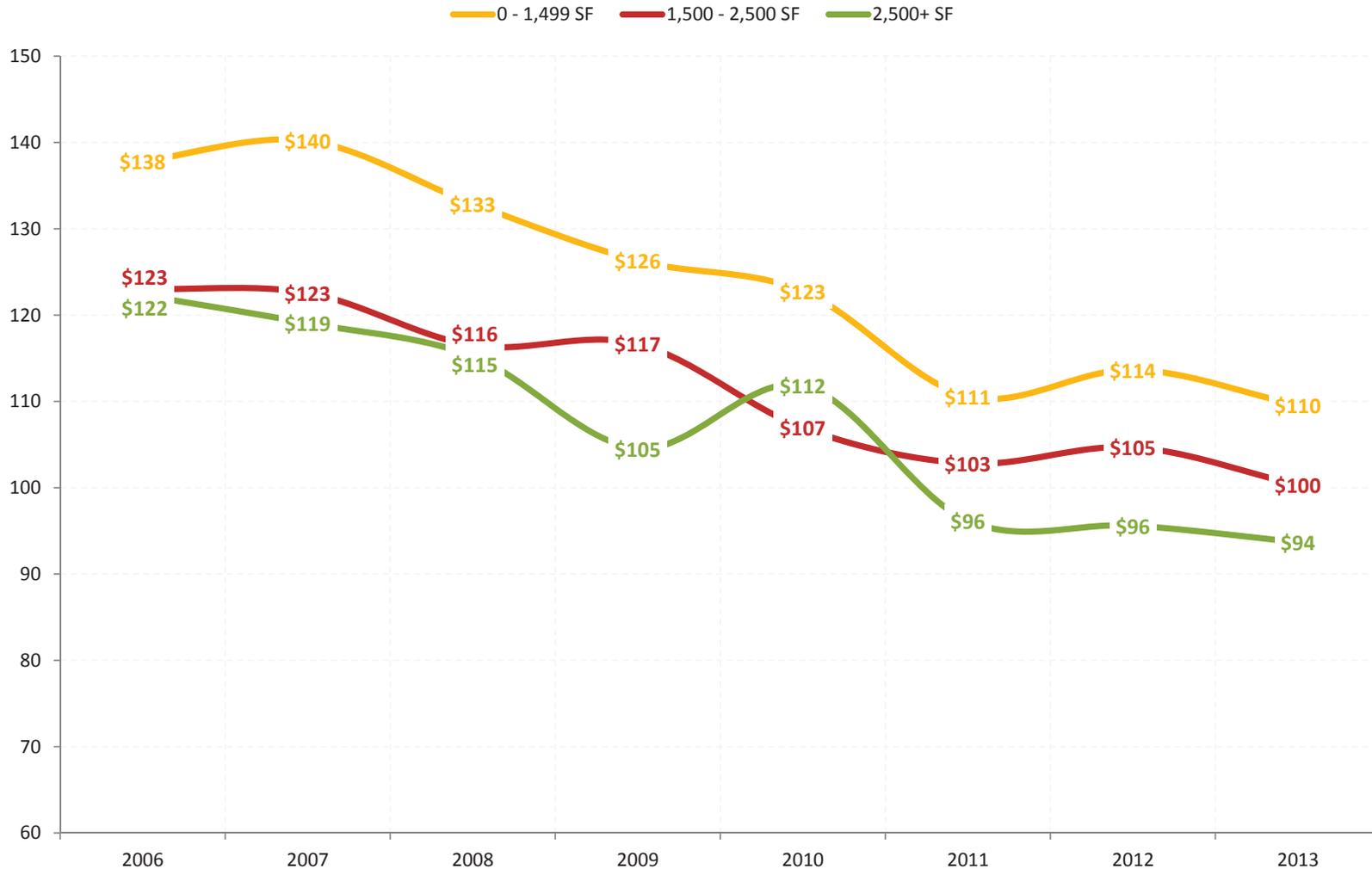
Harrisonburg & Rockingham County  
**Median Price Per Square Foot Trends**  
 Single Family Homes



**Price per square foot showing possible signs of stability.** In addition to monitoring home values by overall median sales prices in our market, it can be insightful to examine the median price per square foot of homes that are selling. The graph above shows the median price per square foot of all single family homes sold over

the past 10+ years. The value trend captured by this graph is quite similar to the trend shown in the single family home median sales price during the same time, which validates that assumed set of changes in home values.

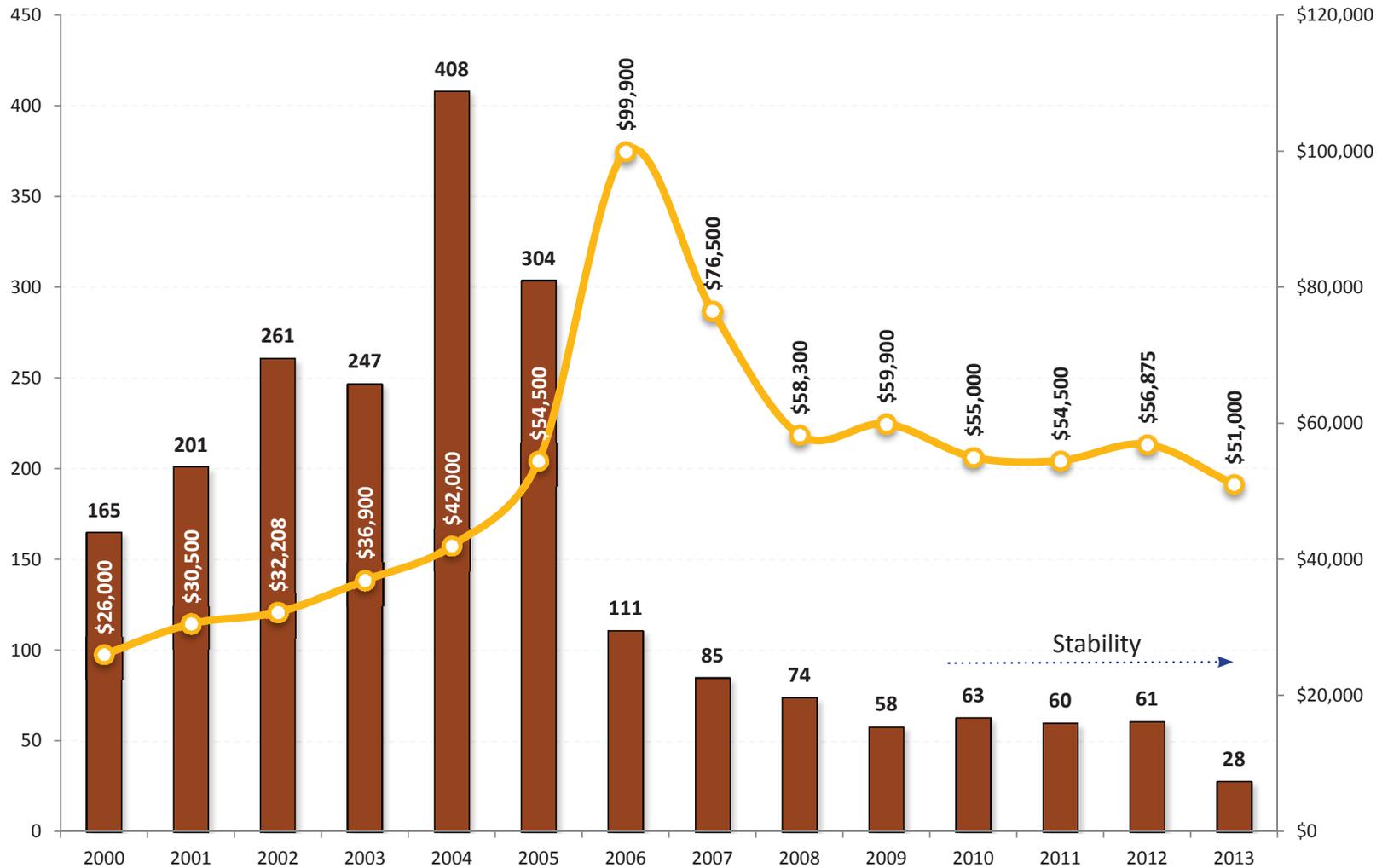
### Harrisonburg & Rockingham County Median Price Per Square Foot by Home Size Single Family Homes



**Prices decline slightly in all price ranges.** Price per square foot of single family homes certainly varies for many reasons, including the age, location, lot size and structural characteristics of each home sold. However, there are some similarities in homes of a similar size. This graph illustrates that the median price per square

foot of larger homes (2500+ SF) is a good bit lower (\$94/SF) than homes that offer less than 1500 SF (\$110/SF). These values cannot be used as an absolute standard against which the value of any home can be measured, but they can provide some helpful guidance when trying to determine the value of a home.

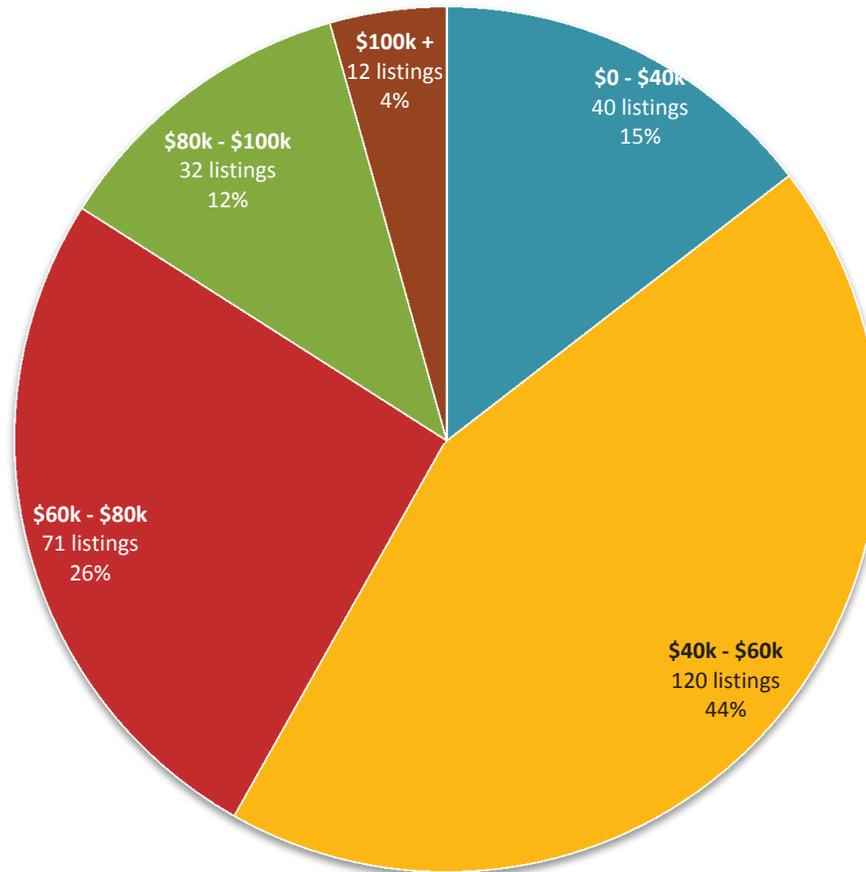
Harrisonburg & Rockingham County  
**Lot Sales & Median Prices**  
 less than 1 acre



**Lot sales (< 1 acre) stabilizing.** While the pace of sales of lots that are smaller than an acre have plummeted since 2004 (-85% between 2004 and 2010), they may have finally stabilized. We now see that there have been between 58 and 63 lot sales

(of less than an acre) for each of the past four years (2009-2012). The median sales price of these lots under one acre also appears to be stabilizing between \$55,000 and \$60,000, aside from the \$51,000 YTD median sales price.

Harrisonburg & Rockingham County  
**Price Distribution of Active Lot Inventory**  
less than 1 acre

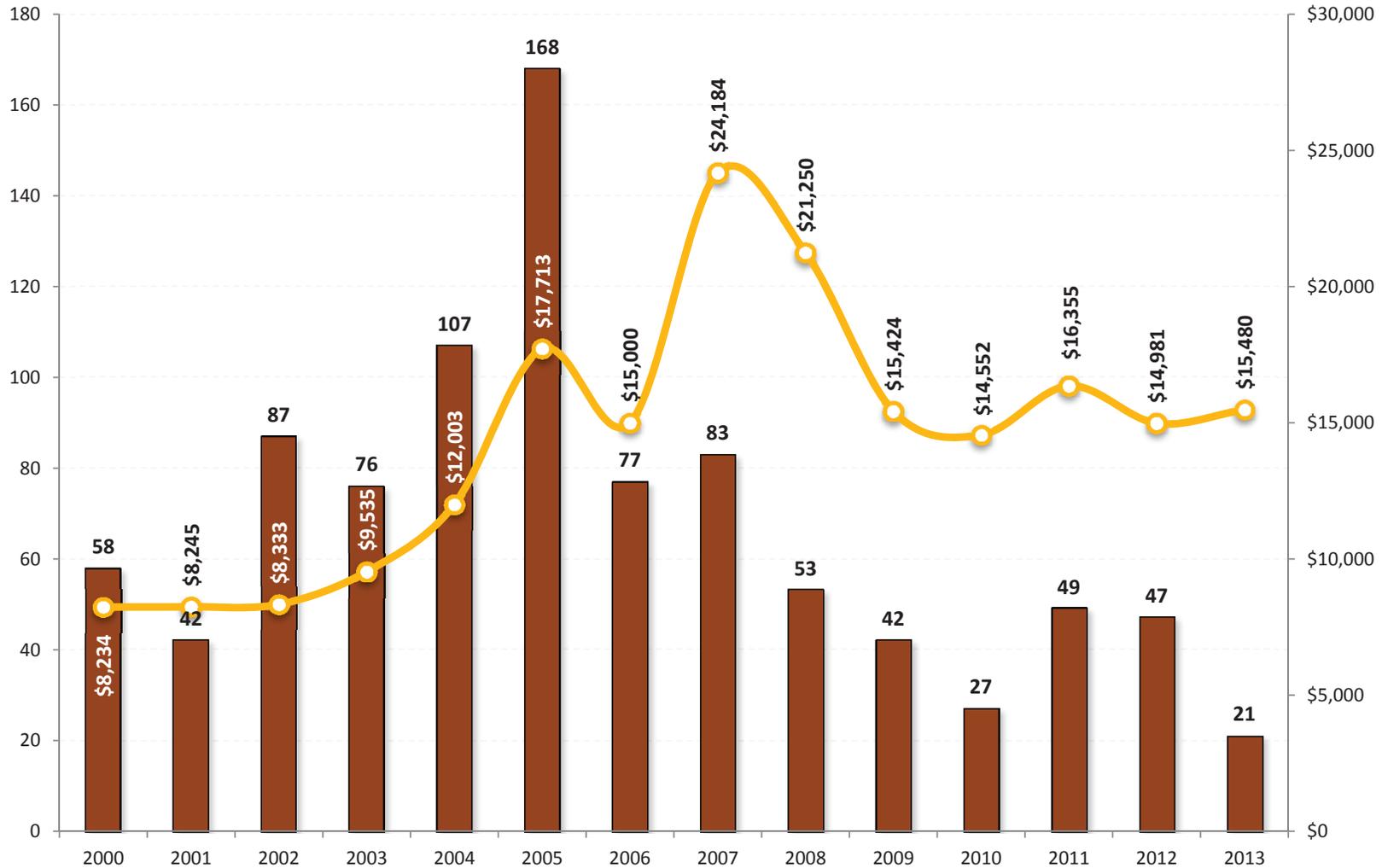


**275 Active Lot Listings; Median List Price: \$59,000**

**Many (many) building lots for sale.** Despite the fact that only 61 lots (of less than an acre) sold in all of 2012, there are a remarkable 275 lots currently for sale. Some sanity exists in this listing market, however, as the median list price of lots for sale (\$59,000) is only slightly higher than the 2012 median sales price of \$56,875. Given

last year's 61 lot sales, if no other lots were listed for sale, it would take 4.5 years to sell all of the lots currently listed for sale. As you can see above, almost half of the lots currently listed for sale are priced above \$60,000 --- thus many sellers have offering prices higher than recent (2011, 2012) median sales prices.

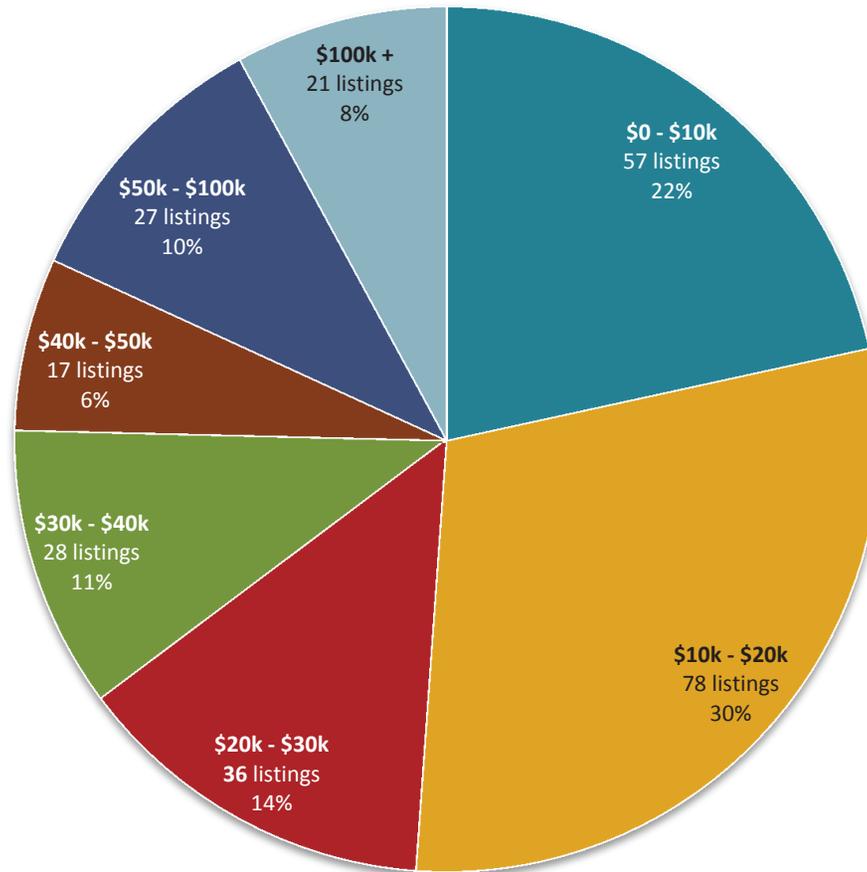
Harrisonburg & Rockingham County  
**Land Sales & Median Price Per Acre**  
 1 acre or more



**Larger lot sales mostly stable between 2008 and 2012.** Parcels of land larger than one acre in Harrisonburg or Rockingham County sold quite quickly in 2011 as compared to both 2010, but perhaps this was just continuing the trend of 42-53

lot sales per year seen between 2008 and 2012 (with the exception of 2010). The median price per acre of lots over 1 acre in size fell slightly over the past year to \$14,981 in 2012, though it has increased thus far in 2013 to \$15,480.

Harrisonburg & Rockingham County  
**Price/Acre Distribution of Active Land Inventory**  
 1 acre or more

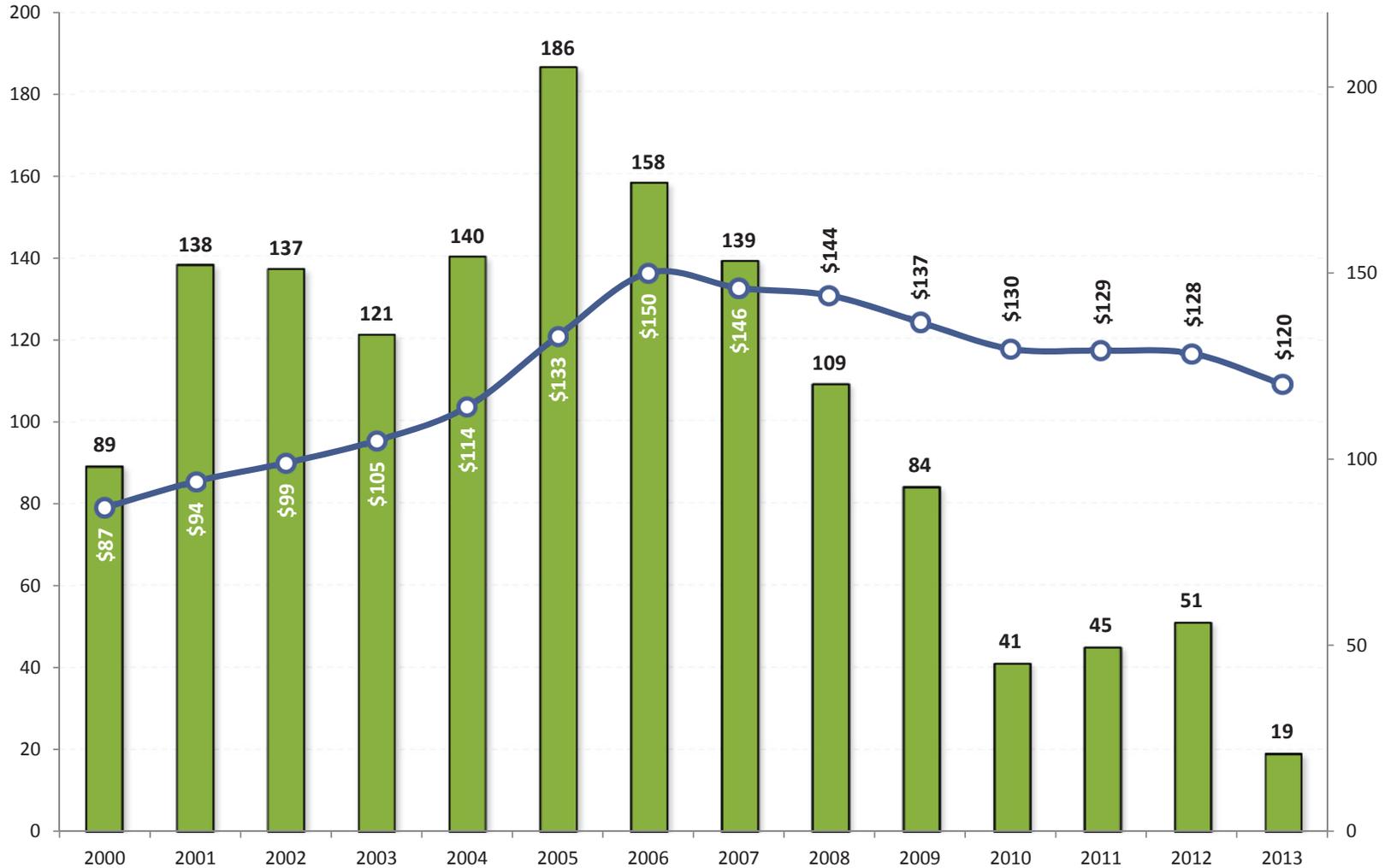


**264 Active Land Listing; Median List Price: \$19,940 / Acre**

**High (really high) levels of lot inventory.** Despite the fact that only 47 parcels of land (of one acre or more) sold in all of 2012, there are a remarkable 264 parcels of land currently for sale. Furthermore, despite the fact that the median sales price of land is hovering around \$15,000 per acre, the median list price of the 255 parcels

for sale is currently \$19,940 per acre. Given last year's 47 land sales, if no other land is listed for sale, it would take 5.6 years to sell all of the parcels of land currently listed for sale. As you can see above, the vast majority of land listed for sale is listed at median prices per acre well above the median sales price per acre.

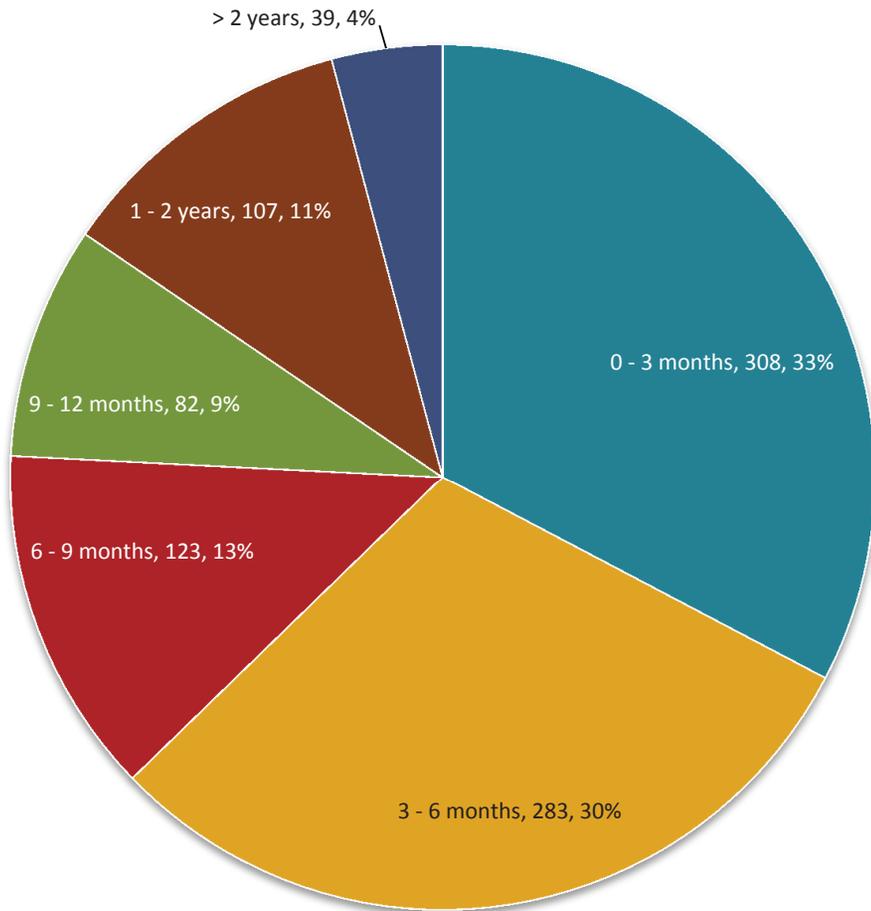
Harrisonburg & Rockingham County  
**New Construction Single Family Home Sales Trends**  
 Number of Sales, Median Price Per Square Foot



**New home sales increasing, prices stable.** New home builders experienced an increase in the pace of new home sales between 2011 and 2012 -- after a steady decline since 2005. These increases (41 to 45 to 51) in sales pace, however, still leave plenty of room for improvement. The median price per square foot also

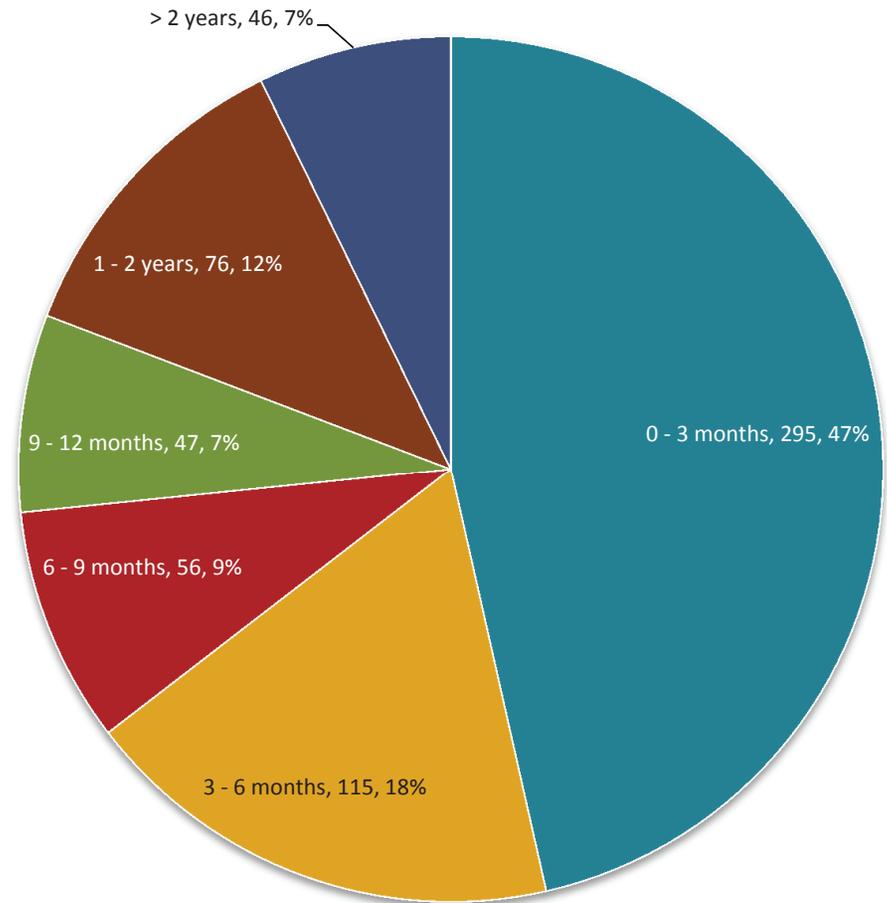
stabilized around \$128/SF last year, down only slightly over the previous two years. As the inventory of re-sale homes slims down, the sales of new homes should continue to increase, though the year-to-date figures (19 sales in five months) do not bode well for overall 2013 new home sales.

Harrisonburg & Rockingham County  
**Days on Market Analysis of Sold Properties**  
 Residential Listings Sold in the Past 12 Months



**Median Days On Market: 139**

Harrisonburg & Rockingham County  
**Days on Market Analysis of Active Listings**  
 Active Residential Listings

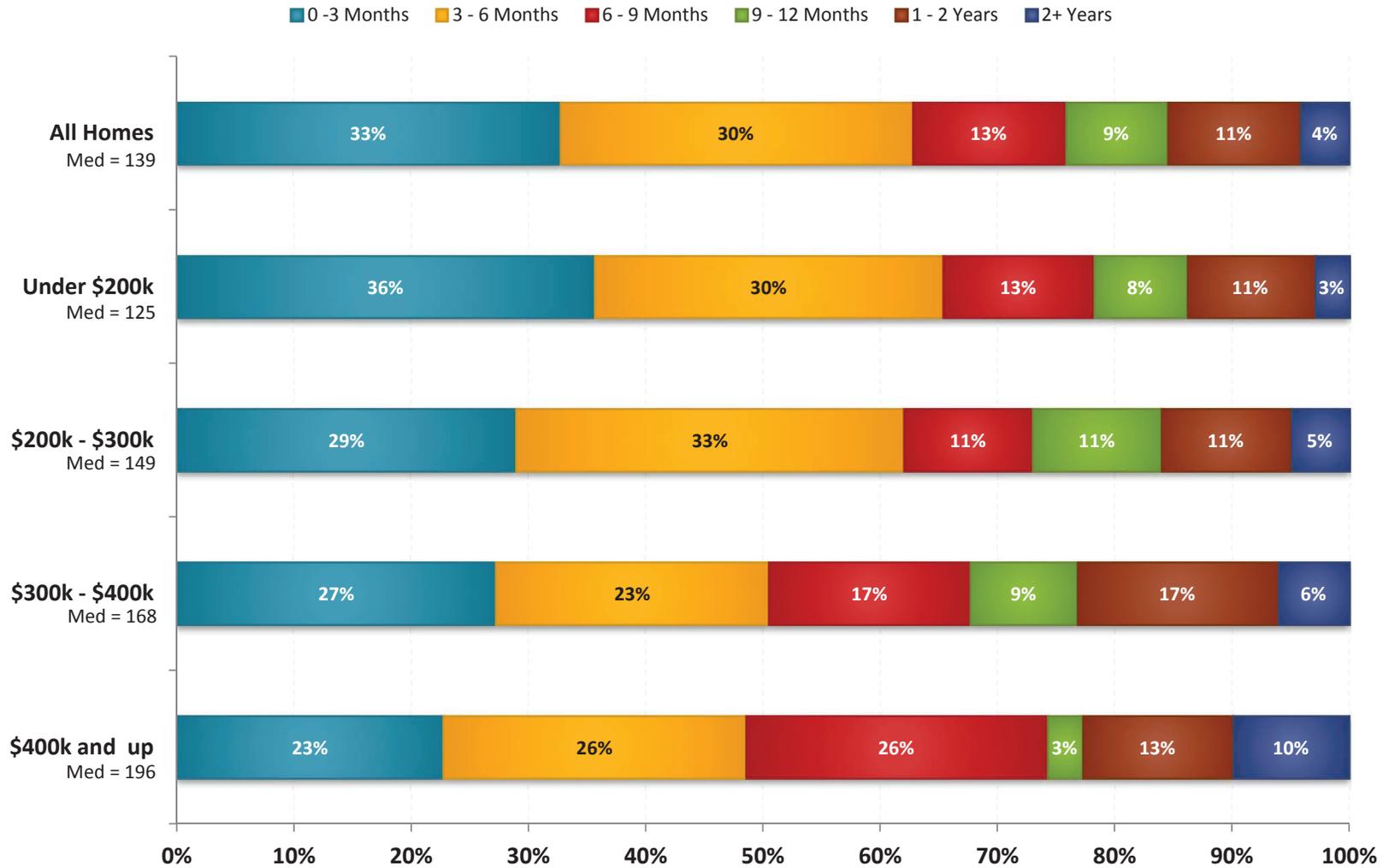


**Median Days On Market: 104**

**Days on market relatively low amongst many homes that actually slow.** Despite high inventory levels, and low numbers of buyers in the market, the homes that are actually selling are selling rather quickly. In fact, nearly 1 out of 3 homes (33%) that sells closes less than 90 days after being listed for sale. Include with that those

that close in the next 90 days and we find that an amazing 63% of homes that sell have closed within six months of first coming on the market. This is not, however accounting for the many homes that never sell -- that linger on the market, or are eventually taken off the market.

Harrisonburg & Rockingham County  
**Days on Market Analysis by Price Range**  
 Properties Sold in the Past 12 Months

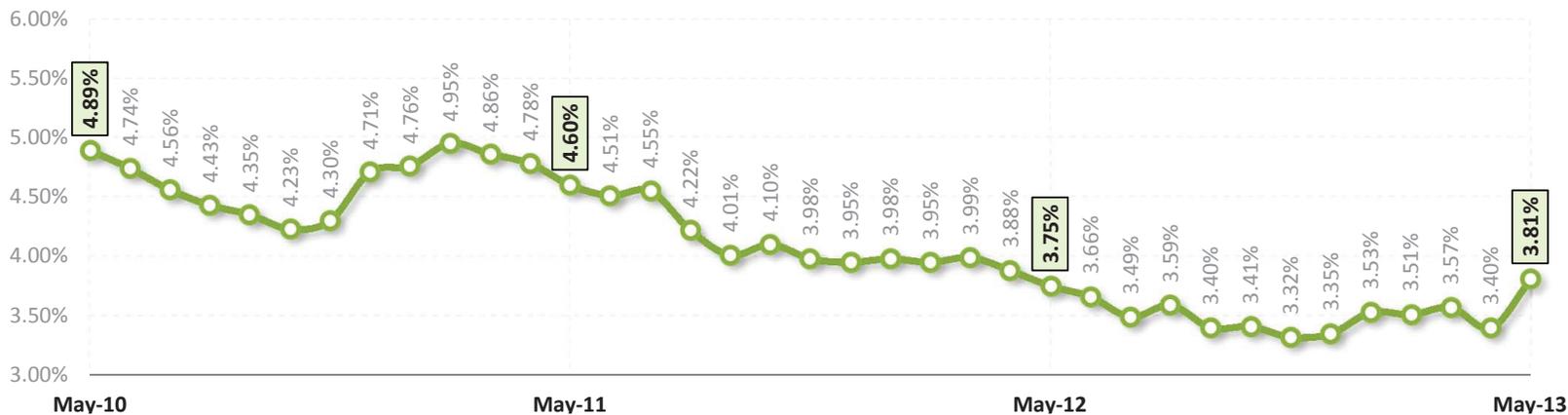


**Sales pace varies by price range.** The time that it takes to sell a home in today's market varies based on the price range of the home in question. For example, 66% of homes that sold under \$200K sold in the first six months of being on the

market, while only 47% of homes over \$400,000 were able to sell in that same time period.

### Average 30-Year Fixed Mortgage Interest Rate

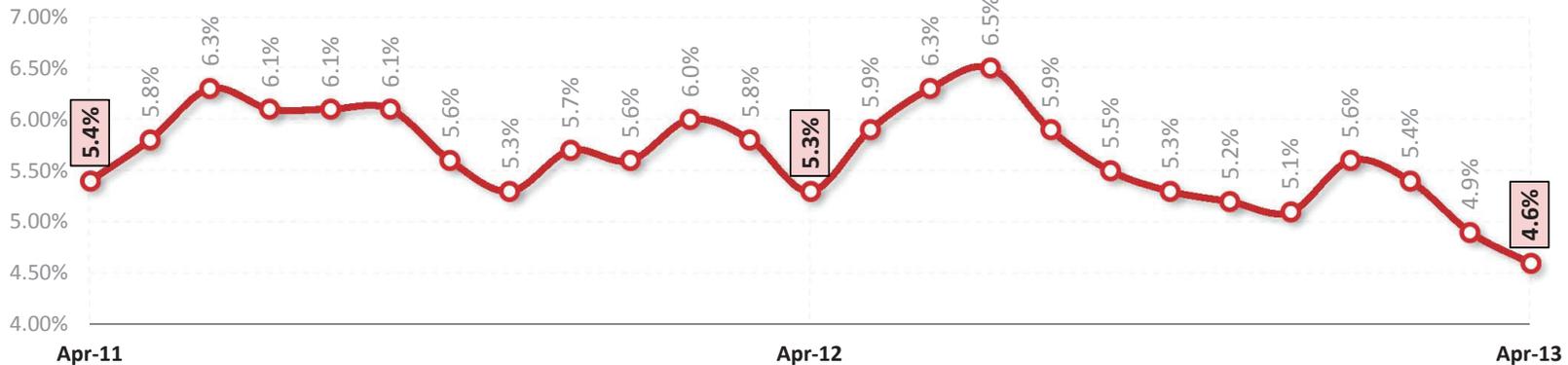
Source: Freddie Mac



### Harrisonburg-Rockingham MSA

### Unemployment Rate

Not Seasonally Adjusted



**Mortgage interest rates up, unemployment rate down.** As shown in the top graph above, home buyers continue to find amazingly low interest rates on 30-year fixed rate mortgages (3.81%) but those rates have started to increase over the past month. The second graph above illustrates trends in the local unemployment rate

-- which declined in April to 4.6%, the lowest rate on record in the past two years. A stable local job market and low long-term interest rates are certainly helping our local real estate market to stabilize and grow.

## Scott P. Rogers, Associate Broker



Scott P. Rogers, has built a successful real estate career around providing valuable market data, insight and analysis to buyers, sellers, investors and developers. From first time home buyers to condo developers, Scott provides exceptional and comprehensive service before, during and after the real estate transaction.

Scott earned a B.A. and M.Ed. from James Madison University, providing him formal education in graphic design, management and counseling -- all of which he leverages on a daily basis to the benefit of his clients. Scott's graphic design and web development background allows him to create and leverage high caliber technology and marketing solutions.

In 2007, Scott began providing in depth analysis and insight into the local real estate market via his real estate blog, at [HarrisonburgHousingToday.com](http://HarrisonburgHousingToday.com).

Scott serves on the Board of Directors for the Shenandoah Valley Builders Association, Harrisonburg Children's Museum and the James Madison University Alumni Association. Tambien, Scott habla espanol, y puede ayudar gente y familias quien quisiera utilizar un Realtor bilingue. Si usted necesita servicio en espanol, llamar a Scott. Scott puede ayudarle a comprar o vender casas.

In 2010, 2011, and 2012 Scott was recognized by the Harrisonburg / Rockingham Association of Realtors as being in the top 1% of all area Realtors.

### For more information, or with questions, contact:

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*Guiding you through every move*

## Local Online Real Estate Resources . . . .

**Central Shenandoah Valley Property Search**  
<http://www.ScottPRogers.com>

**Monthly Real Estate Market Reports**  
<http://www.HarrisonburgHousingMarket.com>

**Ongoing Housing Market Analysis & Commentary**  
<http://www.HarrisonburgHousingToday.com>

**Comprehensive Data on Harrisonburg Townhouse Communities**  
<http://www.HarrisonburgTownhouses.com>

**New Construction Homes For Sale**  
<http://www.HarrisonburgNewHomes.com>

**Half Million (plus) Homes in Harrisonburg, Rockingham County**  
<http://www.HarrisonburgLuxuryHomes.com>

**Most Recent Listings in Harrisonburg, Rockingham County**  
<http://www.NewListingsInHarrisonburg.com>

**Trustee Sales in Harrisonburg & Rockingham County**  
<http://www.HarrisonburgForeclosures.com>

**Bank Owned Properties in Harrisonburg & Rockingham**  
<http://www.HarrisonburgREO.com>

**Potential Short Sales in Harrisonburg & Rockingham County**  
<http://www.HarrisonburgShortSales.com>

**Owner Financed Properties in Harrisonburg & Rockingham County**  
<http://www.HarrisonburgOwnerFinancing.com>

**Lease/Purchase Properties in Harrisonburg & Rockingham County**  
<http://www.HarrisonburgLeasePurchase.com>

**Property Transfers in Harrisonburg & Rockingham County**  
<http://www.HarrisonburgPropertyTransfers.com>