

Nest Realty Shenandoah Valley | Serving Greater Staunton, Waynesboro, & Harrisonburg

There's No Place Like Nest...

nestrealty.com/thevalley
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HOW'S THE MARKET?

It's no secret that at Nest Realty, we dig data. So much that we've pored through market and real estate numbers for the year thus far to pull out and share bite-sized data points with you.

In this 2021 Mid-Year Report, we present a snapshot of current conditions. We focus on local insights that pertain to you, so that if you decide to buy or sell, you can make confident, informed decisions.

Eager to learn more? Our Nest Brokers would love to chat about current market conditions and how we can help you achieve your real estate goals.

2021

SHENANDOAH VALLEY

MID-YEAR REPORT

An overview of how the Shenandoah Valley real estate market has performed in 2021 on a national, regional, and local level.

Presented by Nest Realty



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GREATER SHENANDOAH VALLEY MARKET ANALYSIS



\$272,309

AVERAGE SALES PRICE

Prices are up across our region by 15.61%, as the average sales price rose to \$272,309.



1,655

TOTAL SALES

We have seen 1,655 sales across the Greater Shenandoah Valley area, an increase of 21.16% when compared to this same time period in 2020.

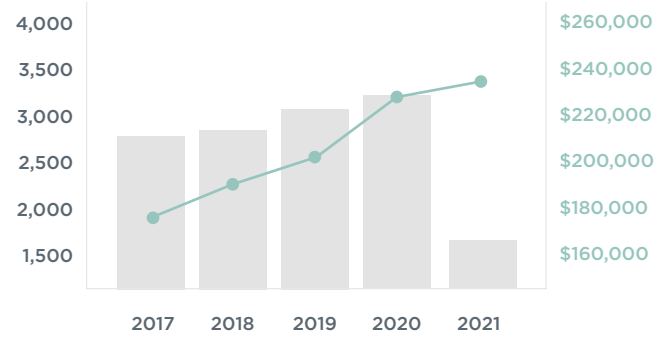


2,693

NEW LISTINGS

There were 2,693 new homes brought to the market in the first half of this year, an increase of 71.20% when compared to this same time period in 2021.

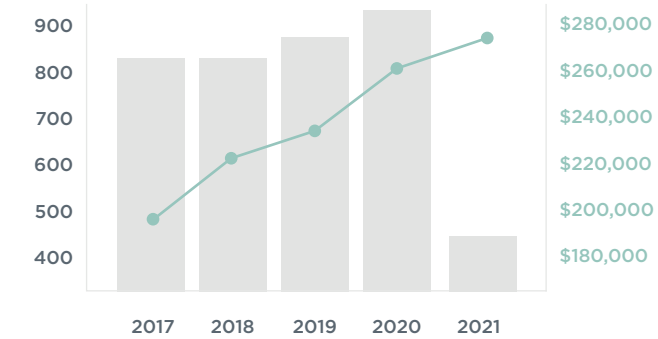
TOTAL SALES VS. MEDIAN PRICE



	2020	%	2021	TREND
Total Sales	1,366	21.16	1,655	▲
Median Price	\$215,640	8.98	\$235,000	▲
Price per Sq. Ft.	\$128	13.65	\$145	▲
Days on Market	51	-34.51	33.4	▼
Avg. List Price	\$239,583	13.57	\$272,088	▲
Avg. Sales Price	\$235,532	15.61	\$272,309	▲
Total Volume	\$67,843,116	40.96	\$95,632,398	▲

AUGUSTA COUNTY

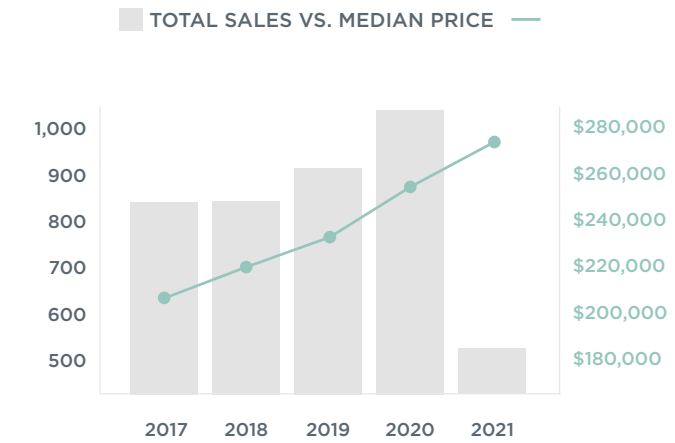
TOTAL SALES VS. MEDIAN PRICE



	2020	%	2021	TREND
Total Sales	357	31.09	468	▲
Median Price	\$237,500	15.79	\$275,000	▲
Price per Sq. Ft.	\$130	18.75	\$154	▲
Days on Market	53	-9.43	48	▼
Avg. List Price	\$264,812	23.82	\$327,898	▲
Avg. Sales Price	\$259,658	25.93	\$326,976	▲
Total Volume	\$92,698,237	65.08	\$153,025,061	▲

ROCKINGHAM COUNTY

	2020	%	2021	TREND
Total Sales	449	13.81	511	▲
Median Price	\$249,000	10.44	\$275,000	▲
Price per Sq. Ft.	\$141	12.49	\$158	▲
Days on Market	56	-41.07	33	▼
Avg. List Price	\$289,101	10.94	\$320,730	▲
Avg. Sales Price	\$284,216	12.67	\$320,225	▲
Total Volume	\$128,518,607	27.07	\$163,314,928	▲



UNDERSTANDING OUR DATA

Our geographic footprint covers a lot of territory! For our Greater Shenandoah Valley Market Analysis, we include data from Augusta County, Rockingham County, Harrisonburg, Staunton, and Waynesboro. First we look at them collectively as a whole, then break out each individually. In our graphs, we share a five-year overview of market data, while the charts focus on the first six months of 2020 vs. the first six months of 2021.

HARRISONBURG

	2020	2021	TREND
Total Sales	172	221	▲
Median Price	\$202,800	\$215,000	▲
Price per Sq. Ft.	\$126	\$138	▲
Days on Market	36	34	▼
Avg. List Price	\$226,133	\$247,960	▲
Avg. Sales Price	\$222,676	\$247,648	▲
Total Volume	\$37,631,885	\$54,730,310	▲

STAUNTON

	2020	2021	TREND
Total Sales	184	281	▲
Median Price	\$179,950	\$210,000	▲
Price per Sq. Ft.	\$120	\$140	▲
Days on Market	57	27	▼
Avg. List Price	\$196,702	\$240,973	▲
Avg. Sales Price	\$193,371	\$241,931	▲
Total Volume	\$35,580,381	\$67,982,685	▲

WAYNESBORO

	2020	2021	TREND
Total Sales	204	174	▼
Median Price	\$208,950	\$200,000	▼
Price per Sq. Ft.	\$123	\$137	▲
Days on Market	55	25	▼
Avg. List Price	\$221,167	\$222,881	▲
Avg. Sales Price	\$217,739	\$224,764	▲
Total Volume	\$44,786,472	\$39,109,007	▼

Nest Realty Shenandoah Valley

MARKET PERFORMANCE AT A GLANCE

Locally, as is the case nationwide, a shortage of houses and record-low mortgage rates are creating an ultra-competitive market where there are more buyers for homes than available homes on the market. According to the latest S&P/Case-Shiller U.S. National Home Price Index, home prices nationwide have risen for 10 consecutive months, currently yielding the highest gains since December 2005. Throughout the Shenandoah Valley, the median home sale price is up nearly 9%—\$19,360—in the first six months of 2021 when compared to the median home sale price in the first six months of 2020.

TRENDS AT A GLANCE

GREATER ROCKINGHAM

1,302 NEW LISTINGS
732 TOTAL SALES
\$283,937 AVG. SALES PRICE

GREATER AUGUSTA

1,391 NEW LISTINGS
923 TOTAL SALES
\$264,557 AVG. SALES PRICE



*The Greater Shenandoah Valley includes combined data from Greater Augusta Association of Realtors and the Harrisonburg-Rockingham Association of Realtors. Data as of 6/30/21.

For more information and market analysis, visit nestrealty.com/shenandoah-valley/reports