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Kim & Scott

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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.

Curious about how your home stacks up in the current marketplace? I'd love to chat about how I can help you achieve your real estate goals.

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KIM AND SCOTT'S HAPPY CLIENTS



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Kim is top notch!
She was the ONLY Realtor that we could get to answer the phone on the weekend; when we decided to move our family to Roanoke, from Florida. She is so knowledgeable in all aspects of the process. She listened to what we wanted, answered all our questions and provided feedback. When she wasn't available, her husband Scott was there for us. We always felt well-represented. Highly recommend!

Angela Reynolds



2021

ROANOKE

MID-YEAR REPORT

An overview of how the Roanoke real estate market has performed in 2021 on a regional and local level.

Presented by Kim Miller



ROANOKE MSA MARKET ANALYSIS



\$233,475

MEDIAN SALES PRICE

The median sales price in the first half of 2021 was \$233,475 compared to \$199,950 in 2020.



2,410

TOTAL SALES

There were 2,410 total sales in the first half of 2021 compared to 2,249 in 2020. This translates to a 7.16% year-over-year increase.

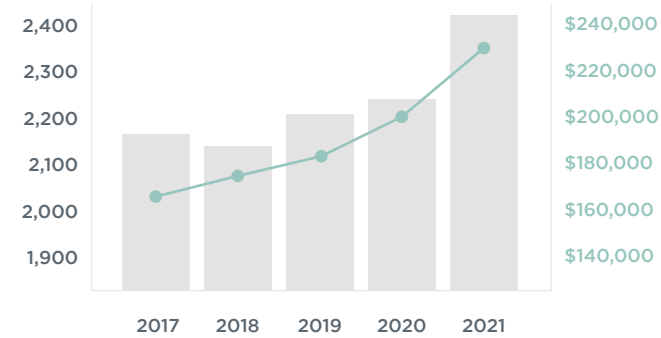


3,025

NEW LISTINGS

At the end of the past quarter there were 3,025 new listings compared to 2,956 at the end of Q2 2020.

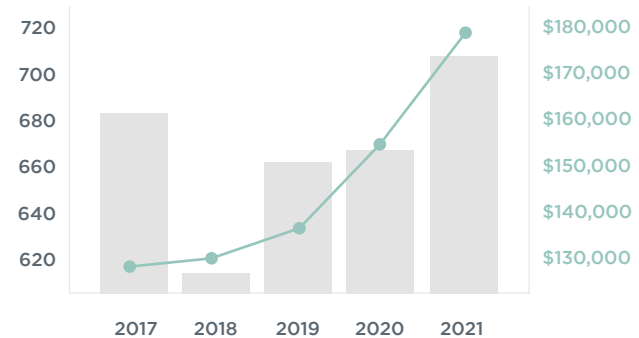
TOTAL SALES VS. MEDIAN PRICE



MSA	2020	%	2021	TREND
Total Sales	2,249	7.16	2,410	▲
Median Price	\$199,950	16.77	\$233,475	▲
Days on Market	53	-43.40	30	▼
Avg. List Price	\$282,652	8.13	\$305,631	▲
Avg. Sales Price	\$242,726	20.06	\$291,417	▲
Total Volume	\$545,891,383	28.65	\$702,315,118	▲

ROANOKE CITY

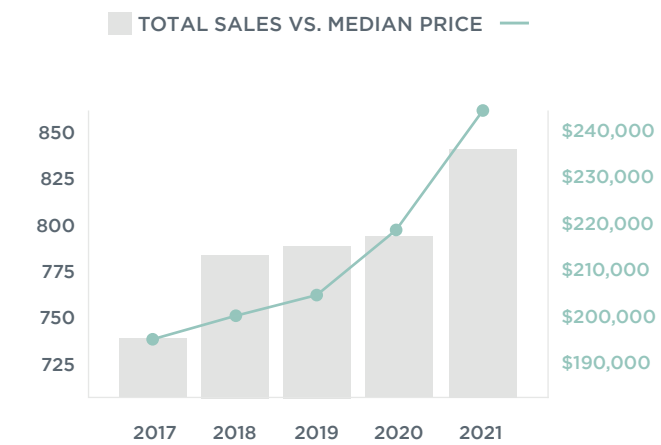
TOTAL SALES VS. MEDIAN PRICE



MSA	2020	%	2021	TREND
Total Sales	667	5.70	705	▲
Median Price	\$154,707	15.70	\$179,000	▲
Days on Market	37	-43.24	21	▼
Avg. List Price	\$196,614	9.89	\$216,056	▲
Avg. Sales Price	\$183,100	17.81	\$215,709	▲
Total Volume	\$122,127,788	24.52	\$152,075,315	▲

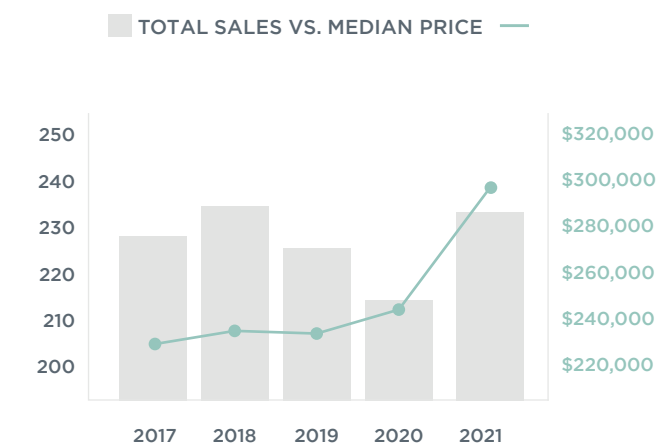
ROANOKE COUNTY

MSA	2020	%	2021	TREND
Total Sales	791	6.19	840	▲
Median Price	\$219,900	12.91	\$248,300	▲
Days on Market	46	-41.30	27	▼
Avg. List Price	\$278,885	5.20	\$293,390	▲
Avg. Sales Price	\$240,286	17.49	\$282,314	▲
Total Volume	\$190,066,490	24.77	\$237,144,117	▲



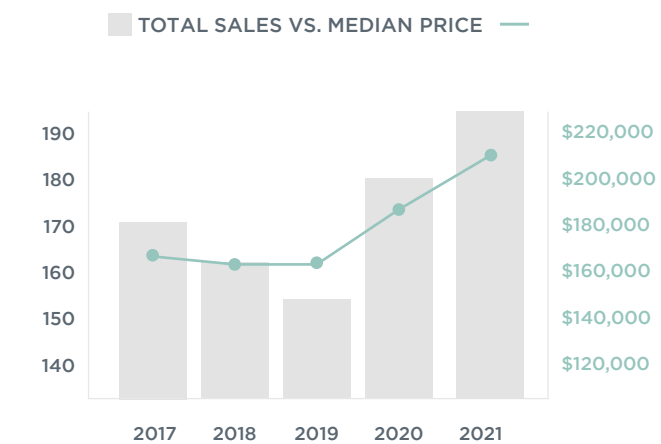
BOTETOURT COUNTY

MSA	2020	%	2021	TREND
Total Sales	213	9.86	234	▲
Median Price	\$243,800	21.00	\$295,000	▲
Days on Market	47	-25.53	35	▼
Avg. List Price	\$315,592	9.74	\$346,345	▲
Avg. Sales Price	\$262,192	24.93	\$327,563	▲
Total Volume	\$55,846,934	37.25	\$76,649,830	▲



SALEM CITY

MSA	2020	%	2021	TREND
Total Sales	181	8.29	196	▲
Median Price	\$185,000	15.95	\$214,500	▲
Days on Market	42	-23.81	32	▼
Avg. List Price	\$246,834	1.36	\$250,191	▲
Avg. Sales Price	\$219,395	11.74	\$245,156	▲
Total Volume	\$39,710,618	21.00	\$48,050,672	▲



Nest Realty Roanoke

MARKET PERFORMANCE AT A GLANCE

In the first six months of 2021, the Roanoke Valley as a whole has experienced a market far different than any market in years gone by. Inventory is down to record lows. Rates are still hovering around 3%. But the number of buyers far exceeds the number of available homes. Homes are selling faster and with multiple offers, many exceeding the list price. While demand for homeownership will continue to be strong in 2021, a lack of inventory will be a major constraint on the market. With the robust market activity we've seen lately, this may not be sustained, but a crash as serious as the last one is highly unlikely.

TRENDS AT A GLANCE

ROANOKE COUNTY

\$282,314

AVG. SALES PRICE

840

TOTAL SALES

1,045

NEW LISTINGS

CITY OF ROANOKE

\$215,709

AVG. SALES PRICE

705

TOTAL SALES

872

NEW LISTINGS



*The Roanoke MSA includes the Cities of Roanoke and Salem, and Roanoke, Botetourt, Franklin, and Craig Counties. Data as of 7/6/21.

For more information and market analysis, visit [nestrealty.com/roanoke/reports](https://www.nestrealty.com/roanoke/reports)