



FREDERICKSBURG

ANNUAL REPORT

Presented by: Nest Realty

2021

HELLO 2022

There's no denying that 2021 was a rollercoaster ride. Housing inventory remains low while prices-and buyer frustration-seem to just keep rising. Though this past year has been a stressful one, it pays to turn to the data in order to check our perceptions of the real estate market.

Whether your 2021 was personally challenging or successful, embarking on 2022 with a clear understanding of the data can help you make the best possible decisions to achieve your real estate goals. We have scoured the data to bring you information on the national, regional, and localized trends that matter most to you.

A few words of advice as you read: First, local trends do not always mirror national trends. If you have questions about what's going on in our area, don't hesitate to reach out to me for clarification! Second, keep a positive attitude. Understanding the data now will help you make informed decisions in the future. I hope you enjoy this 2021 Annual Report. Questions? Concerns? Exciting plans you can't wait to share? I'm just a call, email, or message away!



NEST REALTY FREDERICKSBURG

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MARKET OUTLOOK • national level

You're reading this report because you are interested in when to buy, when to sell, or just a general fascination over what is happening in real estate. You haven't had to search very long to find stories in the news throughout the US that tell of inventory shortages, rising prices, low mortgage rates, and frantic buyers. At Nest, we are predicting that the 2022 market will bring much of the same. Covid-19 continues to impact our daily lives. Still, as a country, we seem to have moved into an acceptance (at least economically) that the virus is with us for the foreseeable future—and our homes are our refuge. Sales have been bolstered by this renewed sense of need for personal space.

We comb through data every day in our business and ponder the impact of many indices on our markets. Still, we believe three numbers are the best predictors of market forces: Mortgage Rates, Consumer Confidence, and Unemployment. Individually, these three numbers demonstrate housing affordability, buyer readiness, and the size of the buyer pool (demand). And together, these predictors currently provide us with a positive outlook.

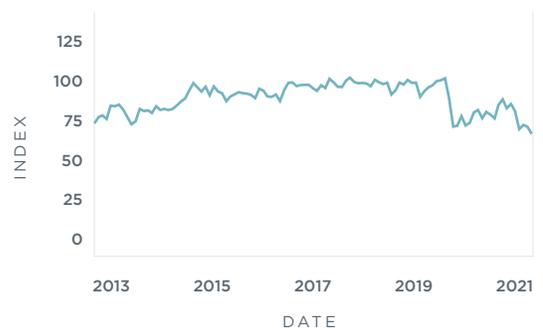
MORTGAGE RATES

Other than final sales prices, nothing impacts affordability like mortgage rates. Purchasers rarely create a budget based on a purchase price, they base a family budget on monthly payments. Over the last 50 years, the average rate for a 30 Year Fixed Rate Mortgage has been just over 7.8%, but it has been over 19 years since we saw that rate. Rates are up a modest 40 basis points since a year ago, but still are barely over 3% for a 30 year note, translating to reasonable monthly payments for many buyers.



CONSUMER CONFIDENCE

If anything could derail this real estate market, consumer confidence is the most likely culprit. In the most recent reported month, confidence fell to a level not seen in ten years. However, the drops are not as dramatic as they were earlier on in the pandemic, nor are they as low as they were when we pulled out of the Great Recession. But they are worrisome, nonetheless. Even if a large share of home buyers exit the market, there is still insufficient housing stock to absorb the buyer demand. In short, some buyer drop-offs might benefit the market.



UNEMPLOYMENT RATES

Mortgage rates predict affordability, and consumer confidence dictates the readiness of an individual buyer. The unemployment rate across our country defines the size of the buyer pool. When unemployment is low, people feel confident in their jobs and are more likely to invest in their families and housing.

The year-end unemployment rate of 3.9% indicates a very strong labor market. Many workers can make easy transitions from one job to another, and available positions outpace people to fill them. Most consumers should not fear being unemployed in the near future, but there is a question of how labor rates and inflation may impact our overall economy. But, an increased focus on inflation benefits homeowners more than anyone as their equity grows while mortgage payments remain fixed.

THERE'S NO PLACE LIKE...

- ASHEVILLE, NC
- CHARLOTTESVILLE, VA
- FREDERICKSBURG, VA
- GREENSBORO, NC
- GREENVILLE, SC
- JACKSON, TN
- LAKE NORMAN, NC
- GREATER LOUISVILLE, KY
- MORGANTON, NC
- NEW RIVER VALLEY, VA
- PHOENIX, AZ
- RALEIGH-DURHAM-CHAPEL HILL, NC
- RICHMOND, VA
- ROANOKE, VA
- SHENANDOAH VALLEY, VA
- WILMINGTON, NC



Our flock continues to grow. We now have 472 Nest agents, or *Nesters* as we like to call them, throughout 22 offices in 16 locations, spanning six states across the U.S. With each new office that opens, we are able to expand our reach, better serving you, our incredible clients.



472
AGENTS

In 2021, our team of agents grew from 374 to 472. We are proud to call each one a Nester.



6,600
CLOSINGS

In the midst of an inventory lull, our agents expertly facilitated 6,600 transactions.



\$2,704,500,000
IN SALES

We helped our clients buy and sell \$2,704,500,000 worth of real estate in 2021.



NEST FREDERICKSBURG BY THE NUMBERS



\$18,307

DONATED

In 2021, we donated \$18,307 to area schools, bringing our total donations to nearly \$60,000 since 2017.



\$24,486

MORE EARNED

Nest listings earned an average of \$24,486 more when compared to other market area listings in 2021.



13

DAYS ON MARKET

At Nest Fredericksburg, our listings sold faster than the average for our entire market area.

MARKET OVERVIEW • fredericksburg, va

It is an understatement to say that 2021 was one of the best years in real estate, not only on the national level, but on the local level, as well. At the beginning of the year, we expected that the market would continue to be strong. Pandemic lifestyle changes, teleworking options with employment, and consumers' desire to capitalize on a bustling economy all played huge roles in the market's 2021 strengths. We prepared our agents for a busy year, facing undiscovered challenges, and the market delivered.

From an economic standpoint, the Fredericksburg and Culpeper areas saw a reduction in unemployment compared to 2020. Both areas are well below the national average and comparable to Virginia as a whole. The largest employers in the area continue to be healthcare, government, technology, schools, and housing. Area sales prices continued to rise through 2021, thanks to low inventory, high buyer demand, and the return of sight-unseen and multiple offers. Interest rates remained very low, and the loosening of lending guidelines encouraged buyers to jump in head first.

At Nest Realty Fredericksburg, we are committed to educating our agents and ensuring they are equipped with the most up-to-date information, data, and negotiation strategies. Nest Realty agents are continuing to outperform their competition in almost every category. From Days on Market to Average Sold Price to Sales Price/List Price Ratio, our numbers prove that Nest agents are here to successfully represent their clients' best interests in any market. We are looking forward to conquering what 2022 brings our way.

TRENDS
AT A
GLANCE

\$563,309

AVERAGE SALES PRICE-
ALL PROPERTIES

Up from \$487,167 in 2020

\$523,900

AVERAGE SALES PRICE-
ATTACHED HOMES

Up from \$459,484 in 2020

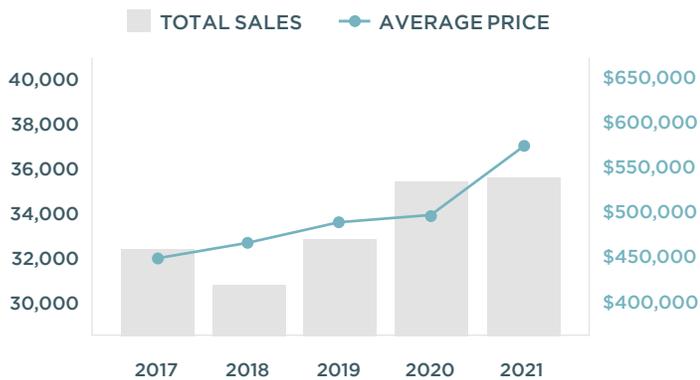
\$578,116

AVERAGE SALES PRICE-
DETACHED HOMES

Up from \$491,667 in 2020



MSA OVERVIEW • fredericksburg, va



0.2%

There were 35,987 total home sales in the Fredericksburg MSA in 2021 compared to 35,934 in 2020. This translates into a 0.2% increase.

15.6%

From 2020 to 2021 the average sales price increased by 15.6%. In 2021 the average sales price was \$563,309 compared to \$487,167 in 2020.

AVERAGE TRENDS

In 2021 on average a listing has stayed on the market for 15 days before going under contract. The average price per square foot has been \$325.10.

	2020	%	2021
Avg. Days on Market	22	-29.4	15
Avg. Price per Sq. Ft.	\$420	-22.6	\$325.10

ATTACHED HOMES

12.3%

There were 9,330 total attached home sales in the Fredericksburg MSA in 2021 compared to 8,308 in 2020. This translates into a 12.3% increase.

14.0%

From 2020 to 2021 the average sales price increased by 14%. In 2021 the average sales price was \$523,900 compared to \$459,484 in 2020.

	2020	%	2021
Avg. Days on Market	14	-20.7	11
Avg. Price per Sq. Ft.	\$190.54	16.3	\$221.62

DETACHED HOMES

1.6%

There were 25,548 total detached home sales in the Fredericksburg MSA in 2021 compared to 25,139 in 2020. This translates into a 1.6% increase.

17.6%

From 2020 to 2021 the average sales price increased by 17.6%. In 2021 the average sales price was \$578,116 compared to \$491,667 in 2020.

	2020	%	2021
Avg. Days on Market	23	-31.7	16
Avg. Price per Sq. Ft.	\$446.01	-24.4	\$336.99

FREDERICKSBURG CITY

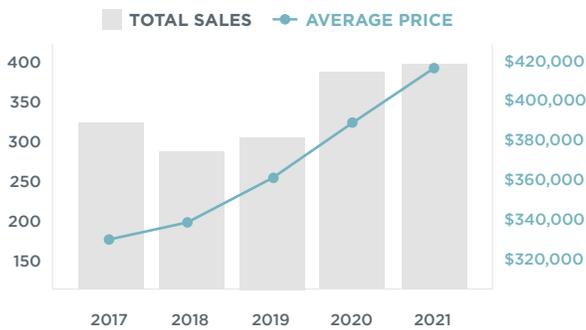


1977
AVERAGE
YEAR HOUSES
BUILT

10
% OF HOMES
LESS THAN 5
YEARS OLD

2,525
AVERAGE
DETACHED
SQ. FT.

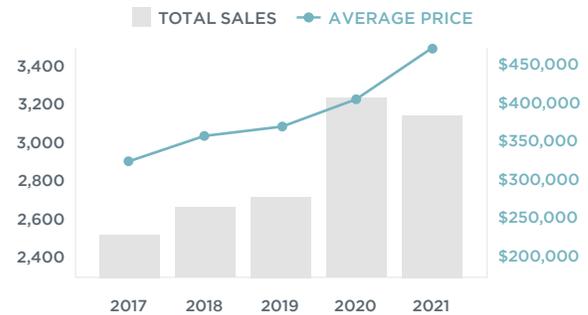
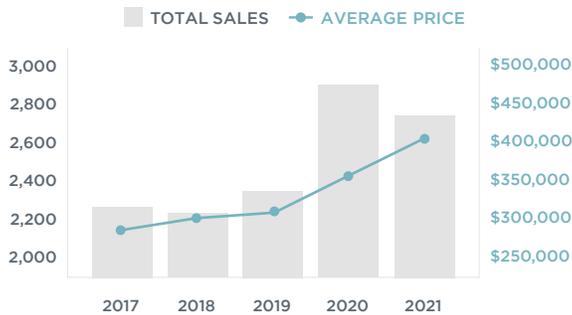
1,895
AVERAGE
ATTACHED
SQ. FT.



	2020	%	2021	TREND
Total Sales	396	2.0	404	▲
Price per Sq. Ft.	\$172.71	17.1	\$202.20	▲
Days on Market	37	-48.2	19	▼
Avg. Sales Price	\$389,368	7.3	\$417,666	▲
Total Volume	\$154,189,728	9.0	\$168,737,064	▲

SPOTSYLVANIA COUNTY

STAFFORD COUNTY



	2020	2021	TREND
Total Sales	2,912	2,763	▼
Price per Sq. Ft.	\$156	\$180	▲
Days on Market	28	14	▼
Avg. Sales Price	\$354,770	\$408,958	▲
Total Volume	\$1,033,090,240	\$1,129,950,954	▲

	2020	2021	TREND
Total Sales	3,254	3,184	▼
Price per Sq. Ft.	\$154	\$179	▲
Days on Market	24	13	▼
Avg. Sales Price	\$400,413	\$458,077	▲
Total Volume	\$1,302,943,902	\$1,458,517,168	▲

CULPEPER COUNTY

1993
AVERAGE
YEAR HOUSES
BUILT

14
% OF HOMES
LESS THAN 5
YEARS OLD

2,447
AVERAGE
DETACHED
SQ. FT.

1,631
AVERAGE
ATTACHED
SQ. FT.

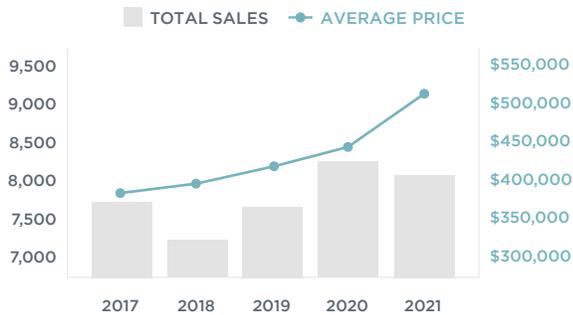


	2020	%	2021	TREND
Total Sales	846	-11.4	750	▼
Price per Sq. Ft.	data unavailable upon publishing			▼
Days on Market	39	-46.7	21	▼
Avg. Sales Price	\$362,807	14.4	\$415,148	▲
Total Volume	\$306,934,722	1.4	\$311,361,000	FLAT



PRINCE WILLIAM COUNTY

KING GEORGE COUNTY

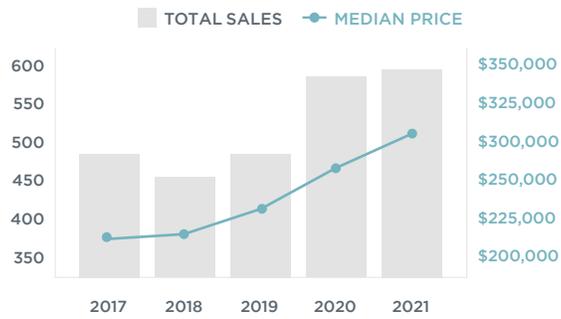


	2020	2021	TREND
Total Sales	8,390	8,205	▼
Price per Sq. Ft.	\$271	\$205	▼
Days on Market	19	12	▼
Avg. Sales Price	\$447,691	\$505,403	▲
Total Volume	\$3,756,127,490	\$4,146,831,615	▲



	2020	2021	TREND
Total Sales	476	426	▼
Price per Sq. Ft.	\$148	\$172	▲
Days on Market	35	17	▼
Avg. Sales Price	\$348,705	\$392,832	▲
Total Volume	\$165,983,580	\$167,346,432	▲

CAROLINE COUNTY



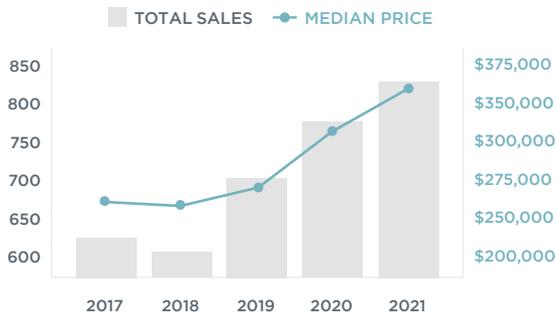
	2020	2021	TREND
Total Sales	576	587	▲
Price per Sq. Ft.	\$147	\$171	▲
Days on Market	34	20	▼
Avg. Sales Price	\$257,871	\$302,019	▲
Total Volume	\$148,533,696	\$177,285,153	▲

MADISON COUNTY



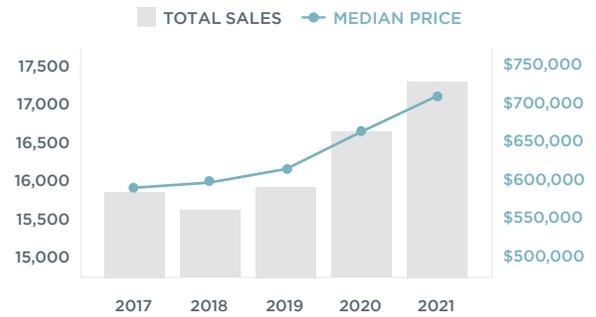
	2020	2021	TREND
Total Sales	182	184	FLAT
Price per Sq. Ft.	\$162	\$210	▲
Days on Market	67	40	▼
Avg. Sales Price	\$324,415	\$418,793	▲
Total Volume	\$59,043,530	\$77,057,912	▲

ORANGE COUNTY



	2020	2021	TREND
Total Sales	776	826	▲
Price per Sq. Ft.	data unavailable upon publishing		▲
Days on Market	45	23	▼
Avg. Sales Price	\$314,900	\$360,518	▲
Total Volume	\$244,362,400	\$297,787,868	▲

FAIRFAX COUNTY



	2020	2021	TREND
Total Sales	16,571	17,264	▲
Price per Sq. Ft.	\$721	\$483	▼
Days on Market	20	17	▼
Avg. Sales Price	\$656,385	\$713,519	▲
Total Volume	\$10,876,955,835	\$12,318,192,016	▲

THERE'S NO PLACE LIKE **NEST**

Here at Nest, we are dedicated to being more than your agent...
we're your friend, your neighbor, and your support network.
Because at the end of day, we all share the same Nest.



NEST REALTY





[nestrealty.com/fredericksburg](https://www.nestrealty.com/fredericksburg)

