

## MARKET ANALYSIS • greater shenandoah valley



**\$313,480**  
AVERAGE SALES PRICE

Prices are up across our region by 10.3%, as the average sales price rose to \$313,480.



**1,349**  
TOTAL SALES

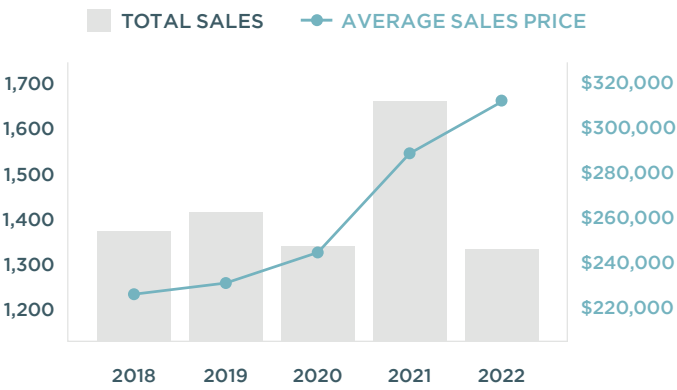
We have seen 1,349 sales across the Greater Shenandoah Valley area, a decrease of 18.7% when compared to this same time period in 2021.



**1,593**  
NEW LISTINGS

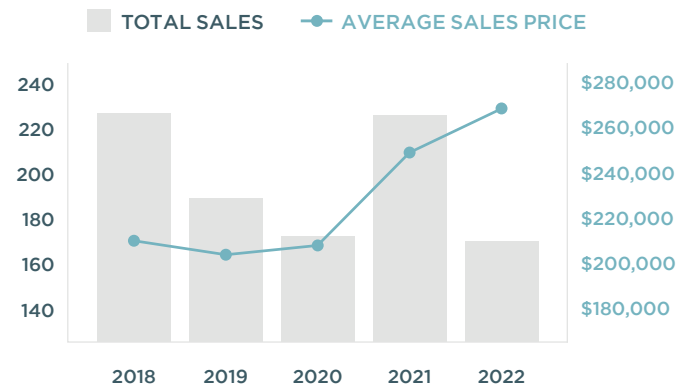
There were 1,593 new homes brought to the market in the first half of this year, a decrease of 11.0% when compared to this same time period in 2021.

	2021	%	2022	TREND
Total Sales	1,660	-18.7	1,349	▼
Price per Sq. Ft.	\$149	14.1	\$170	▲
Days on Market	31	-6.5	29	▼
Avg. Sales Price	\$284,253	10.3	\$313,480	▲
Total Volume	\$471,860,023	-10.4	\$422,884,015	▼

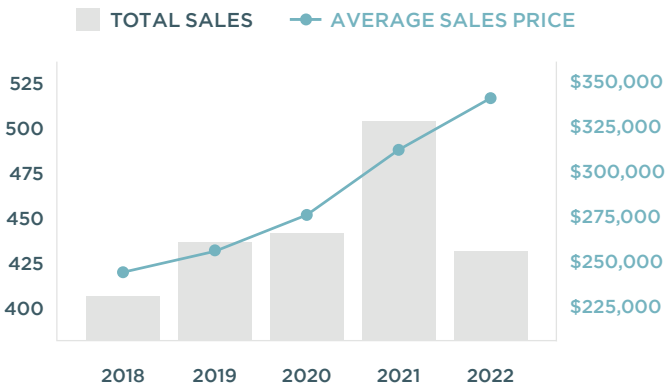


## HARRISONBURG

	2021	%	2022	TREND
Total Sales	224	-24.1	170	▼
Price per Sq. Ft.	\$143	11.2	\$159	▲
Days on Market	29	-27.6	21	▼
Avg. Sales Price	\$248,262	9.1	\$270,857	▲
Total Volume	\$55,610,710	-17.2	\$46,045,717	▼



## ROCKINGHAM COUNTY



	2021	%	2022	TREND
Total Sales	507	-15.4	429	▼
Price per Sq. Ft.	\$159	13.8	\$181	▲
Days on Market	38	0.0	38	FLAT
Avg. Sales Price	\$312,820	11.1	\$347,424	▲
Total Volume	\$158,599,487	-6.0	\$149,044,858	▼

## STAUNTON

	2021	2022	TREND
Total Sales	288	211	▼
Price per Sq. Ft.	\$139	\$157	▲
Days on Market	26	29	▲
Avg. Sales Price	\$245,148	\$269,048	▲
Total Volume	\$70,602,535	\$56,769,043	▼

### 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 2021 vs. the first six months of 2022.

## WAYNESBORO

	2021	2022	TREND
Total Sales	174	190	▲
Price per Sq. Ft.	\$137	\$159	▲
Days on Market	26	23	▼
Avg. Sales Price	\$227,516	\$276,767	▲
Total Volume	\$39,587,707	\$52,585,816	▲

## AUGUSTA COUNTY

	2021	2022	TREND
Total Sales	463	345	▼
Price per Sq. Ft.	\$152	\$174	▲
Days on Market	29	23	▼
Avg. Sales Price	\$315,543	\$341,048	▲
Total Volume	\$146,096,583	\$117,661,581	▼

## MARKET PERFORMANCE AT A GLANCE

### SHENANDOAH VALLEY, VA

We wish we could transact real estate with a crystal ball, but because we can't, we work diligently all year long to understand the data and the nuances of our market.

Locally, as is the case nationwide, we are still experiencing a shortage of homes, despite mortgage rates steadily increasing. Experts suggest that we may be experiencing a plateau in demand as we round out the first half of 2022. Nonetheless, the Shenandoah Valley continues to be a drawing card for those looking to relocate for work, retirement, or to experience a better quality of living. And so time, not a crystal ball, will tell if the experts are correct.

## ROCKINGHAM COUNTY

**\$347,424**  
AVG. SALES PRICE

**429**  
TOTAL SALES

**519**  
NEW LISTINGS

## AUGUSTA COUNTY

**\$341,048**  
AVG. SALES PRICE

**345**  
TOTAL SALES

**405**  
NEW LISTINGS

\*The Greater Shenandoah Valley includes combined data from Greater Augusta Association of Realtors and the Harrisonburg-Rockingham Association of Realtors. Data as of 7/5/22.

For more information and market analysis, visit [nestrealty.com/shenandoah-valley/reports](https://nestrealty.com/shenandoah-valley/reports)