

NEST REALTY

RICHMOND

Annual Report

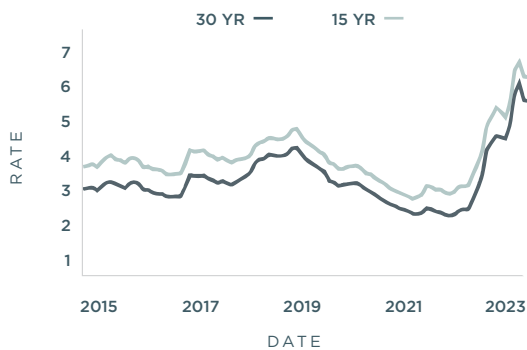
MARKET OUTLOOK NATIONAL LEVEL

With our Nest Annual Report, we aim to provide the most useful information possible, as every homeowner needs to keep tabs on their investment, and every potential shopper needs to be informed before embarking on such a major financial decision. Locally, we study neighborhoods, builders, and development trends, but on a national level, there are three trends that year-in and year-out are a fantastic indicator of the overall health of our national economy, and by extension, the housing market: Mortgage Rates, Consumer Confidence, and Unemployment Rates.

Looking at these numbers allows us to make predictions of what we should expect to see in 2023—which is a more stable real estate market. Mortgage rates have increased more quickly than economists had predicted, but they still remain in an affordable range, historically speaking. And while consumer confidence is down entering 2023, it has been trending upward since June 2022. And finally, unemployment is running extraordinarily low, which points to potential real wage gains in the coming year, benefitting average consumers.

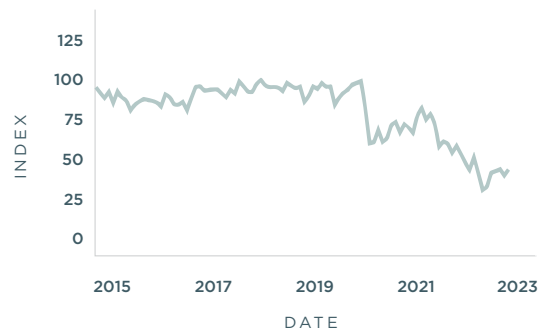
Mortgage Rates

General prices increased throughout the year and every shopper felt inflation in almost every aspect of life. But while the interest rates have increased, today's rates as compared to historic levels are still extremely affordable. Homeowners who purchased or refinanced in the last few years will likely want to stay put for the time being; however, there will still be life changes that pressure moves due to job changes, marriages, or downsizing. And these buyers will still be rewarded with good purchasing power and good loan availability.



Consumer Confidence

Last year, we said this was the number to watch, and it certainly was. Confidence in the U.S. economy bottomed out in mid 2022, but has been steadying throughout the last six months. Contentious national elections often have this effect, and the drop and subsequent rebound seen in November and December demonstrate this movement. While lower confidence in 2023 will certainly reduce the potential buyer pool, a more stable economy combined with smaller inventory should work against a further deterioration of overall sales.



Unemployment Rates

Employment continues to be the strong suit of the U.S. economy. Conventional wisdom points to a rate of approximately 5% as the natural rate of unemployment, meaning the unavoidable portion of our labor force that is between jobs. We continue to stay below this point by a large margin. At year end, the national unemployment rate was reported at 3.5%. A tight labor market leads to higher real wage growth for many workers, and leads to better financial positions.

STATS AT A GLANCE

Here's a quick look at what went on across all Nest locations the past year.



535
NESTERS

In 2022, our team of total agents and staff grew from 472 to 535. We are proud to call each one a Nester.



6,150
CLOSINGS

In the midst of an inventory lull, our agents expertly facilitated 6,150 transactions.

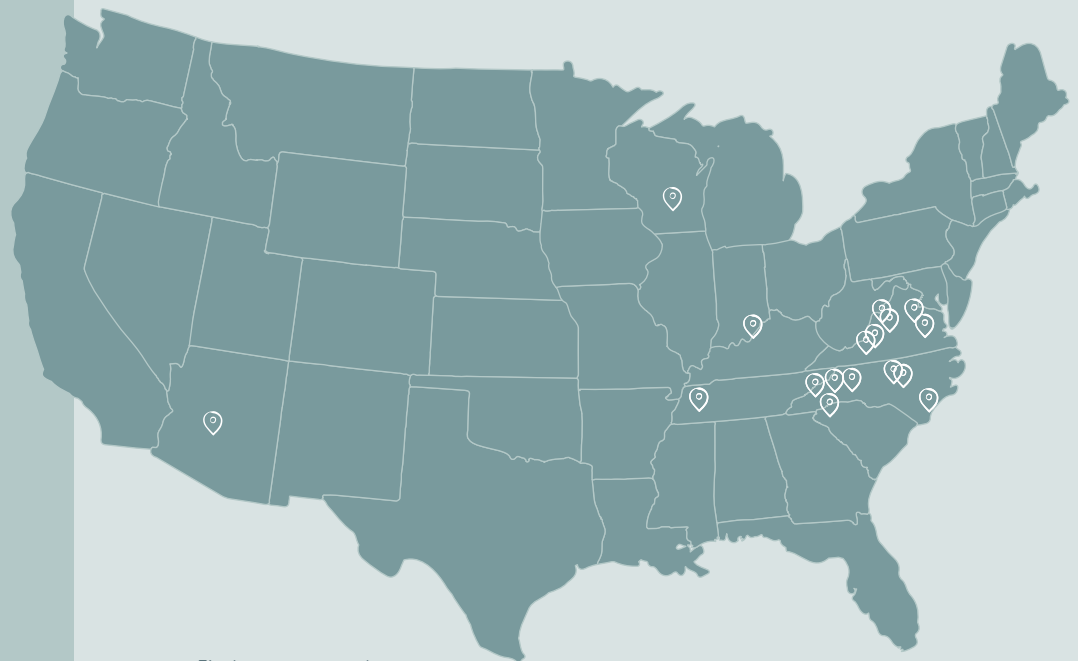


\$2,750,000,000
IN SALES

We helped our clients buy and sell \$2,750,000,00 worth of real estate in 2022.

INTENTIONAL GROWTH

At Nest, we are all about intentional and strategic growth. As of 2022, we have 451 Nest agents buying and selling throughout 23 offices in 17 locations, spanning seven states across the U.S. With each new office that opens, we are able to expand our reach, better serving you, our incredible clients.



Find your nearest Nest office

VIRGINIA

- Charlottesville
- Fredericksburg
- New River Valley
- Richmond
- Roanoke
- Shenandoah Valley

NORTH CAROLINA

- Asheville
- Greensboro
- Lake Norman
- Morganton
- Raleigh-Durham-Chapel Hill
- Wilmington

SOUTH CAROLINA

- Greenville

TENNESSEE

- Jackson

KENTUCKY

- Greater Louisville

ARIZONA

- Phoenix

WISCONSIN

- Madison



NEST RICHMOND BY THE NUMBERS



At Nest we measure success by the happiness of our clients, not just the number of homes we help sell. And that means our Nest County Fair (and the volume of mac n' cheese we serve) is cause for celebration. Just like we love our likes on Instagram. ↪

325

**COUNTY FAIR
ATTENDEES**

We welcomed 325 guests to our annual Nest Richmond County Fair.

300

**NEW
FOLLOWERS**

We gained 300 new followers on Instagram in 2022.

116

**TOTAL
CLOSINGS**

Our agents helped 116 happy clients in 2022.

MSA OVERVIEW RICHMOND, VA



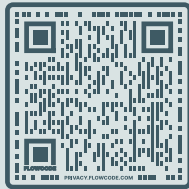
The Richmond market in 2022 was anything but predictable. Our market was driven in opposite directions by the national trend of interest rate hikes and local news on the effects of hybrid work environments.

It was a tale of two markets, punctuated by an early Summer spike in interest rates. An overflow of showing requests and bidding wars were the norm at the beginning of the year, but shifted by the end of summer.

In one week in June, the 30 year mortgage rate rose 0.5% to hit 5.78%, the highest level since November 2008. The buying frenzy certainly slowed, but an abundance of qualified buyers and a shortage of available homes on the market left the Richmond market active.

Limited inventory negatively impacted the number of sales throughout the year, and sellers benefited tremendously with price escalations and short times on market. When we look at the number of sales in 2022, detached homes sales were down in 16 of the 17 MLS areas in Metro Richmond for the whole year, while prices were up in all 17 areas.

So what will 2023 bring? We expect enough qualified buyers in the market from out-of-town or downsizing to purchase new listings, and mortgages are readily available. While the year ahead may be slower than 2021 or 2022, we may return to a more balanced market, which would be great for both buyers and sellers.



Scan this code for tips on how to read this data report.



MSA QUICK STATS:

\$429,460

AVERAGE SALES PRICE-
DETACHED HOMES

Up from \$382,194 in 2021

\$344,367

AVERAGE SALES PRICE-
ATTACHED HOMES

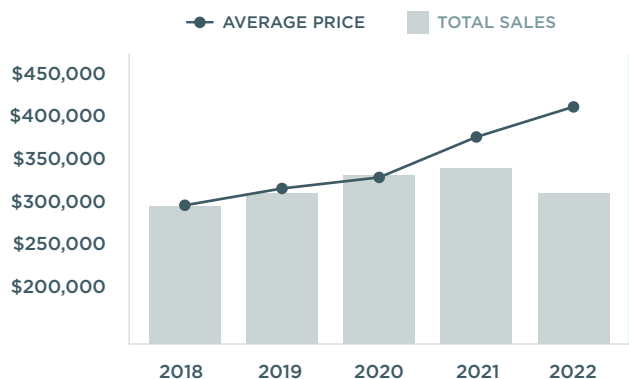
Up from \$319,229 in 2021

\$414,799

AVERAGE SALES PRICE-
ALL PROPERTIES

Up from \$370,685 in 2021

MSA OVERVIEW RICHMOND, VA



11.9%

From 2021 to 2022 the average sales price increased by 11.9%. In 2022 the average sales price was \$414,799 compared to \$370,685 in 2021.

-19.8%

There were 15,663 total home sales in the location MSA in 2022 compared to 19,542 in 2021. This translates to a 19.8% decrease.

Average Trends

In 2022 on average a listing stayed on the market for 16 days before closing. The average price per square foot was \$202.

	2021	%	2022
Avg. Days on Market	16	--	16
Avg. Price per Sq. Ft.	\$179	12.8	\$202

Attached

-24.4%

There were 2,701 total attached home sales in the location MSA in 2022 compared to 3,572 in 2021. This translates to a 24.4% decrease.

7.9%

From 2021 to 2022 the average sales price increased by 7.9%. In 2022 the average sales price was \$344,367 compared to \$319,229 in 2021.

	2021	%	2022
Avg. Days on Market	22	9.1	24
Avg. Price per Sq. Ft.	\$191	8.9	\$208

Detached

-18.8%

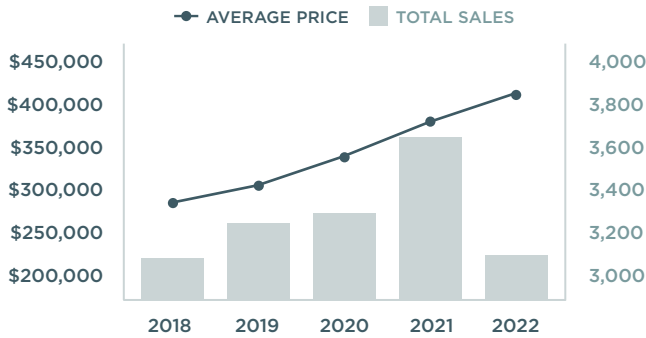
There were 12,962 total detached home sales in the location MSA in 2022 compared to 15,970 in 2021. This translates to a 18.8% decrease.

12.4%

From 2021 to 2022 the average sales price increased by 12.4%. In 2022 the average sales price was \$429,460 compared to \$382,194 in 2021.

	2021	%	2022
Avg. Days on Market	15	-6.7	14
Avg. Price per Sq. Ft.	\$176	14.2	\$201

*The Richmond MSA consists of the City of Richmond, Chesterfield, Hanover, Goochland, and Henrico counties. Data as of 01/05/23.



1951 AVERAGE YEAR HOMES BUILT	6 % OF HOMES LESS THAN 5 YEARS OLD
1,809 AVERAGE DETACHED SQ. FT.	1,453 AVERAGE ATTACHED SQ. FT.

	2020	%	2021	%	2022	TREND
Total Sales	3,249	11	3,608	-12.4	3,160	▼
Price per Sq. Ft.	\$187	12.8	\$211	11.4	\$235	▲
Days on Market	23	-21.7	18	-5.6	17	▼
Avg. Sales Price	\$340,854	8	\$368,010	13.9	\$419,014	▲
Total Volume	\$1,107,433,887	19.9	\$1,327,778,491	-0.3	\$1,324,084,240	▼

CHESTERFIELD

1995
AVERAGE
YEAR HOMES
BUILT

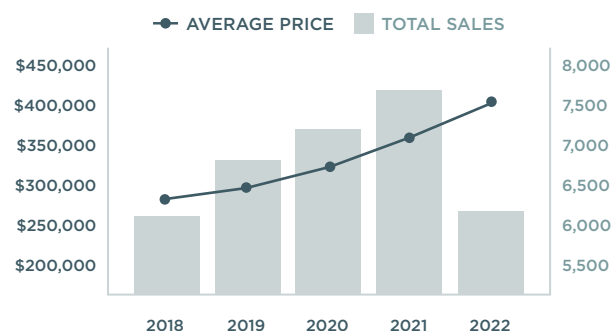
18
% OF HOMES
LESS THAN 5
YEARS OLD

2,341
AVERAGE
DETACHED
SQ. FT.

1,774
AVERAGE
ATTACHED
SQ. FT.



	2021	%	2022	TREND
Total Sales	7,659	-18	6,277	▼
Price per Sq. Ft.	\$162	14.2	\$185	▲
Days on Market	14	--	14	FLAT
Avg. Sales Price	\$361,996	12.7	\$407,996	▲
Total Volume	\$2,772,529,073	-7.6	\$2,560,990,892	▼



HANOVER

1996
AVERAGE
YEAR HOMES
BUILT

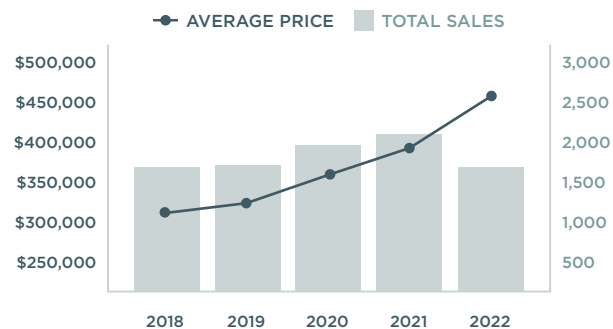
17
% OF HOMES
LESS THAN 5
YEARS OLD

2,377
AVERAGE
DETACHED
SQ. FT.

1,784
AVERAGE
ATTACHED
SQ. FT.



	2021	%	2022	TREND
Total Sales	2,154	-21.4	1,693	▼
Price per Sq. Ft.	\$176	13.6	\$200	▲
Days on Market	18	16.7	21	▲
Avg. Sales Price	\$390,105	18.2	\$460,966	▲
Total Volume	\$840,286,737	-7.1	\$780,415,438	▼



GOOCHLAND

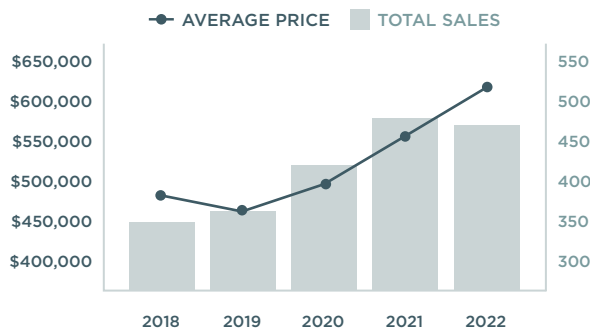


2000
AVERAGE
YEAR HOMES
BUILT

28
% OF HOMES
LESS THAN 5
YEARS OLD

2,769
AVERAGE
DETACHED
SQ. FT.

2,187
AVERAGE
ATTACHED
SQ. FT.



	2021	%	2022	TREND
Total Sales	471	-0.2	470	▼
Price per Sq. Ft.	\$200	13.5	\$227	▲
Days on Market	32	-37.5	20	▼
Avg. Sales Price	\$554,192	13.1	\$626,719	▲
Total Volume	\$261,024,626	12.8	\$294,557,930	▲

HENRICO

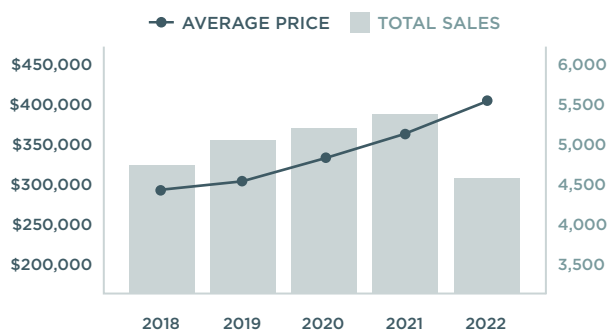


1985
AVERAGE
YEAR HOMES
BUILT

11
% OF HOMES
LESS THAN 5
YEARS OLD

2,114
AVERAGE
DETACHED
SQ. FT.

1,754
AVERAGE
ATTACHED
SQ. FT.



	2021	%	2022	TREND
Total Sales	5,471	-17.1	4,533	▼
Price per Sq. Ft.	\$181	11.6	\$202	▲
Days on Market	15	--	15	FLAT
Avg. Sales Price	\$359,118	12.5	\$404,054	▲
Total Volume	\$1,964,735,103	-6.8	\$1,831,576,782	▼

Better with NEST

At Nest, we believe in the moments that happen before and after the transactions. Whether you are a seasoned seller, or a first-time buyer, our goal is to make your experience through the process as easy as possible. We are your guide, your expert, your cheerleader, and your advocate. It's better with Nest.



NEST REALTY

nestrealty.com 

NEST REALTY

nestrichmond.com

