

GREATER SHENANDOAH VALLEY MSA OVERVIEW



TOTAL SALES

811

+ 6.7% Year Over Year

The total sales rose from 760 in the first half of 2024 to 811 in the first half of 2025, reflecting an increase of 6.7%

AVERAGE SALES PRICE

\$343,523

+2% Year Over Year

The average sales price rose from \$336,803 in the first half of 2024 to \$343,523 in the first half of 2025, reflecting an increase of 2%.

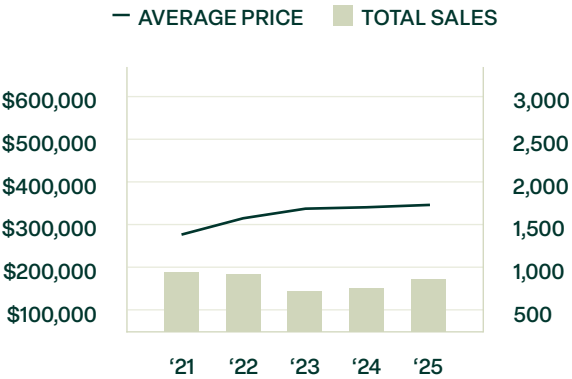
DAYS ON MARKET

33

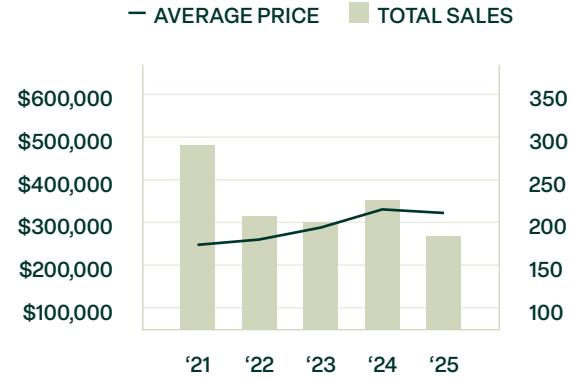
0% Year Over Year

The days on market remained the same from 33 in the first half of 2024 to 33 in the first half of 2025.

	2025	2024	% CHG
Total Sales	811	760	6.7%
Price per Sq. Ft.	\$195	\$184	5.9%
Days on Market	33	33	0%
Avg. Sales Price	\$343,523	\$336,803	2.0%
Total Volume	\$289,612,661	\$255,970,525	13.1%

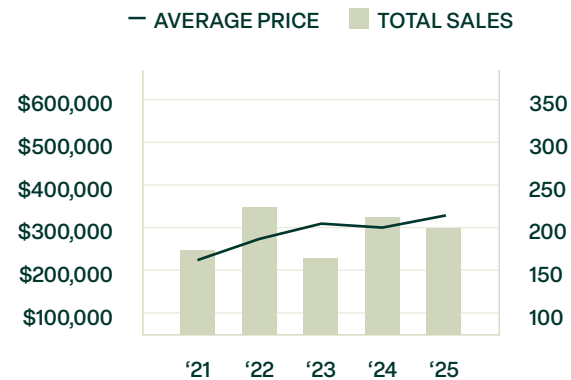


STAUNTON



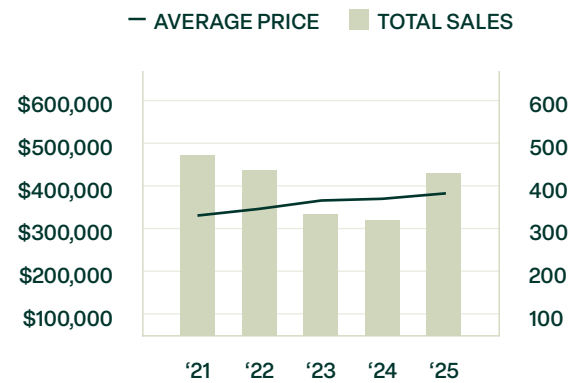
	2025	2024	% CHG
Total Sales	184	228	-19.3%
Price per Sq. Ft.	\$195	\$182	7.0%
Days on Market	37	39	-5.1%
Avg. Sales Price	\$312,511	\$322,841	-3.2%
Total Volume	\$57,502,163	\$73,607,856	-21.9%

WAYNESBORO



	2025	2024	% CHG
Total Sales	200	211	-5.2%
Price per Sq. Ft.	\$195	\$181	7.9%
Days on Market	28	22	27.3%
Avg. Sales Price	\$328,198	\$300,527	9.2%
Total Volume	\$65,639,773	\$48,141,471	36.3%

AUGUSTA



	2025	2024	% CHG
Total Sales	427	312	36.9%
Price per Sq. Ft.	\$194	\$190	2.3%
Days on Market	35	35	0%
Avg. Sales Price	\$389,861	\$372,755	4.6%
Total Volume	\$166,470,725	\$116,299,707	43.1%

SHENANDOAH VALLEY, VA

Market Performance
at a Glance

As we hit the halfway point of 2025, the Augusta County, Staunton, and Waynesboro real estate market is having a solid year. But if all you're hearing are national headlines, you might be missing the full story. So far this year, average sales prices have risen by 2%, a healthy sign that home values are on the rise. Sales volume is up 6.7% compared to this time last year, showing that buyers are still actively making moves. And while average days on market remained unchanged at 33, homes continue to sell at a pace that reflects consistent demand.

Real estate is hyper-local—and what's happening in Augusta, Staunton, and Waynesboro often tells a very different story than broader U.S. trends. While national markets may be cooling, ours remains strong, active, and steady—a good sign for both buyers and sellers as we head into the second half of the year.

At Nest, our agents stay ahead of these trends, ready to guide you. Whether you're buying, selling, or just exploring, let's make your next move with strategy and confidence.

