

LARLYNCHBURG

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Home Sales Report

First Quarter 2023

Lynchburg Association of REALTORS®

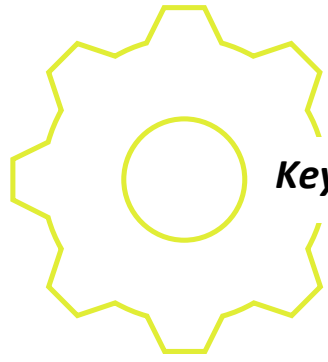
Market Report Key Takeaways

Economic Conditions

- There were about 3,200 jobs added to Virginia's economy between January and February 2023. Most regions around the Commonwealth have now fully recovered net jobs lost in the spring of 2020.
- Virginia's unemployment rate was 2.9% in February 2023 (not seasonally adjusted), which is up from 2.7% a year ago. The unemployment rate continues to be historically low, but has started to inch up, rising three of the last four months. In the LAR region, the unemployment rate was 3.4% in February, up from 3.1% a year ago.
- Mortgage rates have been volatile since initially falling in January, then rising for five straight weeks, and then falling again for five straight weeks. In the third week of April 2023, the average rate on a 30-year fixed mortgage was 6.39%.

Housing Market Conditions

- The 2023 housing market is off to a slower start in the LAR region than the last few years. There were 722 homes sold in total across the area in the first quarter of 2023, down 15% from last year, the lowest first quarter sales total since 2019.
- The first quarter median sales price in the LAR market was \$270,000. This is \$30,000 higher than it was a year ago, a 13% price jump.
- The supply of active listings continues to build up in the LAR footprint. There were 424 active listings on the market at the end of the first quarter, 115 more listings than a year ago, a 37% increase.



Key Trends Dashboard, LAR

Economy



3.4%

Is the Feb-2023 **unemployment rate** in the LAR footprint, which is up from Feb-2022



6.39%

Is the **30-year fixed-rate mortgage rate** during the third week of April 2023, which is up from 5.11% a year ago

Housing Market



-126

Fewer **home sales** in the LAR footprint in Q1-2023 compared to last year



13%

Percent change in **median sales price** in the LAR region in Q1-2023 compared to a year ago



-\$13.1

Million dollars less in total **sold volume** in the LAR footprint in Q1-2023 compared to last year



37%

Percent change in **active listings** at the end of Q1-2023 in the LAR market compared to a year ago



1.3

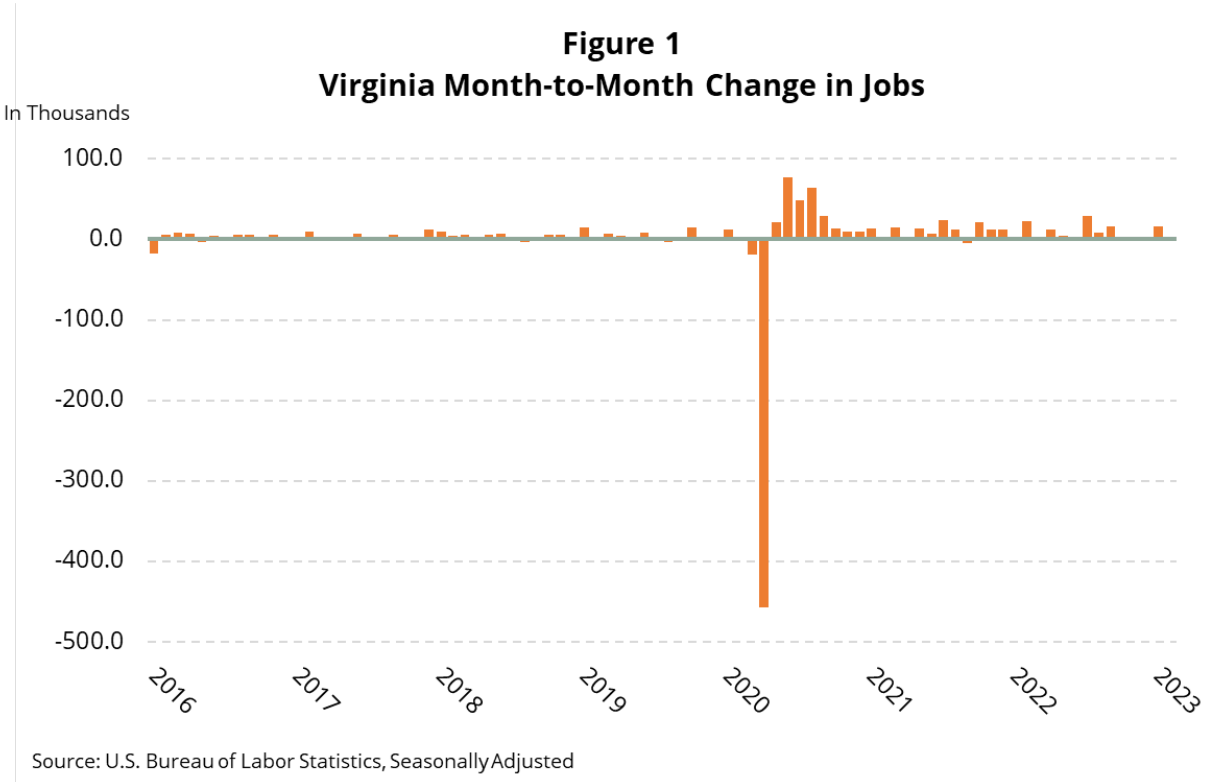
Months of supply in the LAR footprint in Q1-2023, which is up from a year ago

Economic Overview

The economy continues to see mixed signals. Inflation is trending down, but remains much higher than the target rate. The job market has been resilient, but the growth has slowed in recent months. Mortgage rates have been inching down in recent weeks, but are still much higher than they were at this time last year.

Jobs

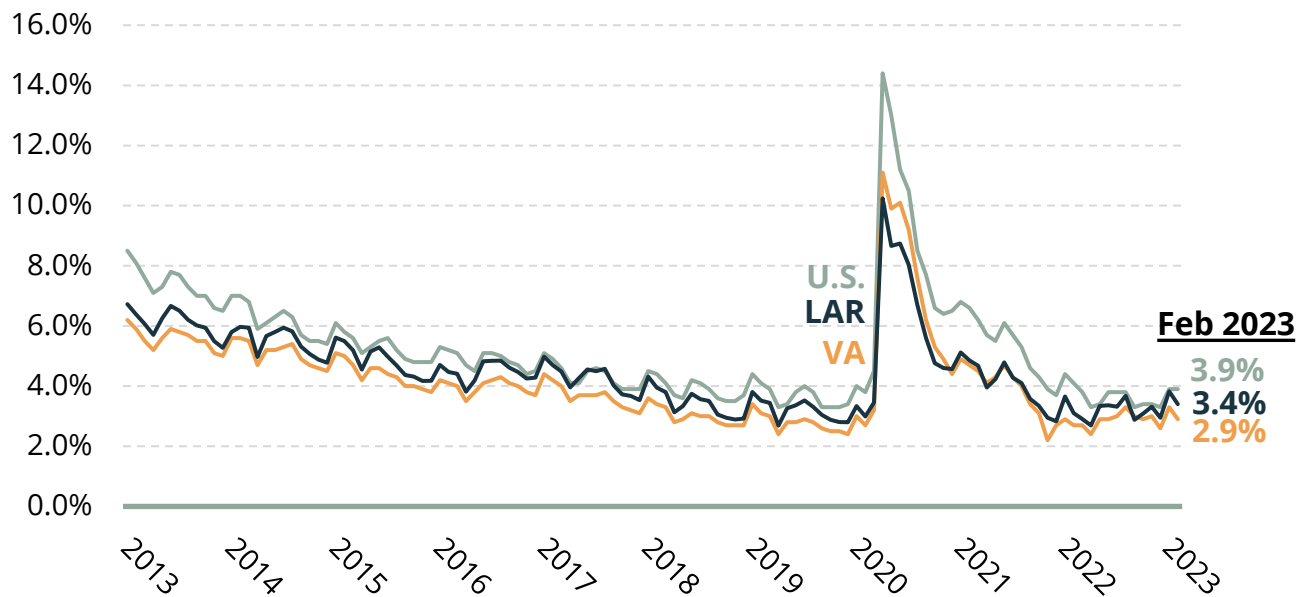
Virginia’s job base continues to expand, but the pace has slowed from recent months. There were about 4.31 million jobs across the state in February 2023, which is an influx of 3,200 jobs from January 2023. Virginia has fully recovered job losses incurred in the spring of 2020, and the job base has grown by approximately 41,600 jobs since pre-pandemic levels. The largest influx of jobs this month occurred in the State Government sector, which had 6,200 more jobs in February compared to January. The Health Care and Social Services sector continues to expand, with about 2,200 more jobs added to Virginia’s economy from the prior month. The largest decrease this month was in the Administrative and Waste Services sector (-2,600 jobs), and Leisure & Hospitality (-1,800 jobs).



Unemployment

The unemployment rate in Virginia remains historically low, but has been rising slowly in recent months. Statewide, the unemployment rate in February 2023 was 2.9% (not seasonally adjusted), up from 2.7% in February of 2022. The unemployment rate in the Lynchburg region was 3.4% in February 2023, up from 3.1% a year ago.

Figure 2
Unemployment Rate



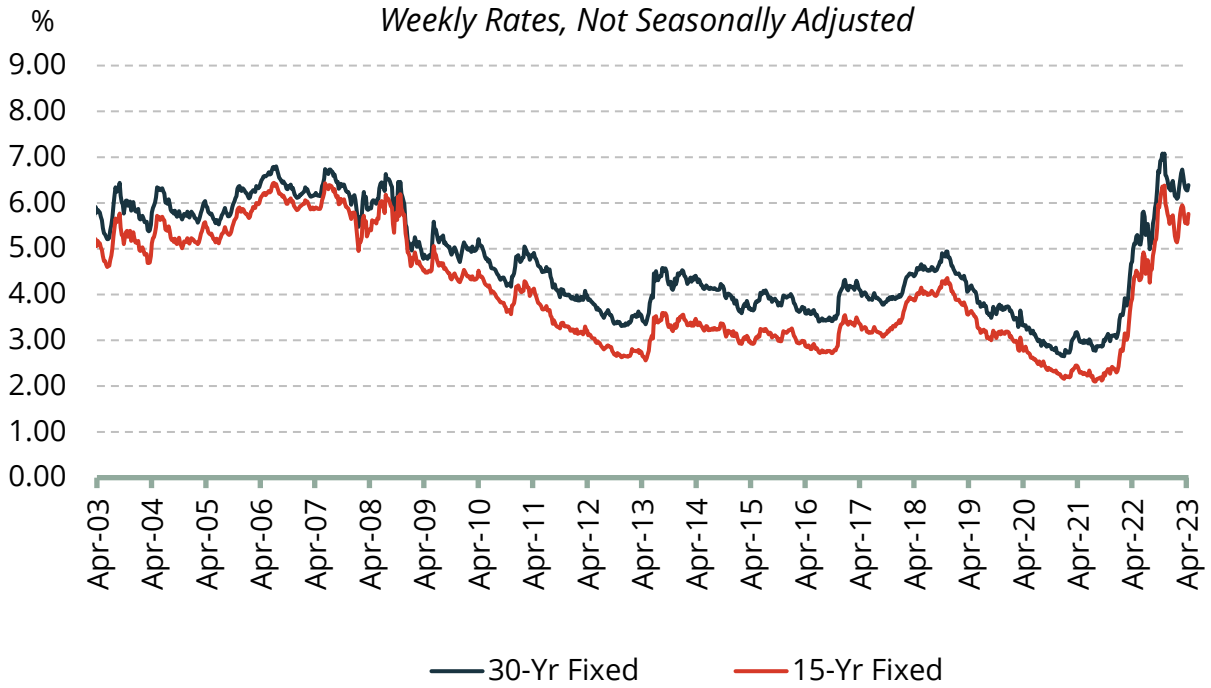
Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates have been up and down so far in 2023. In the third week of April, the average rate on a 30-year fixed mortgage was 6.39%, up from 6.27% in the previous week, but down from 6.42% in the previous month. Mortgage rates started off the year trending down for much of January, then rose for February into March, and then back down again March through mid-April. This volatility could continue in the coming months, though the longer-term trajectory is likely to be downward.

Figure 3
Mortgage Interest Rates

Weekly Rates, Not Seasonally Adjusted



Source: Freddie Mac

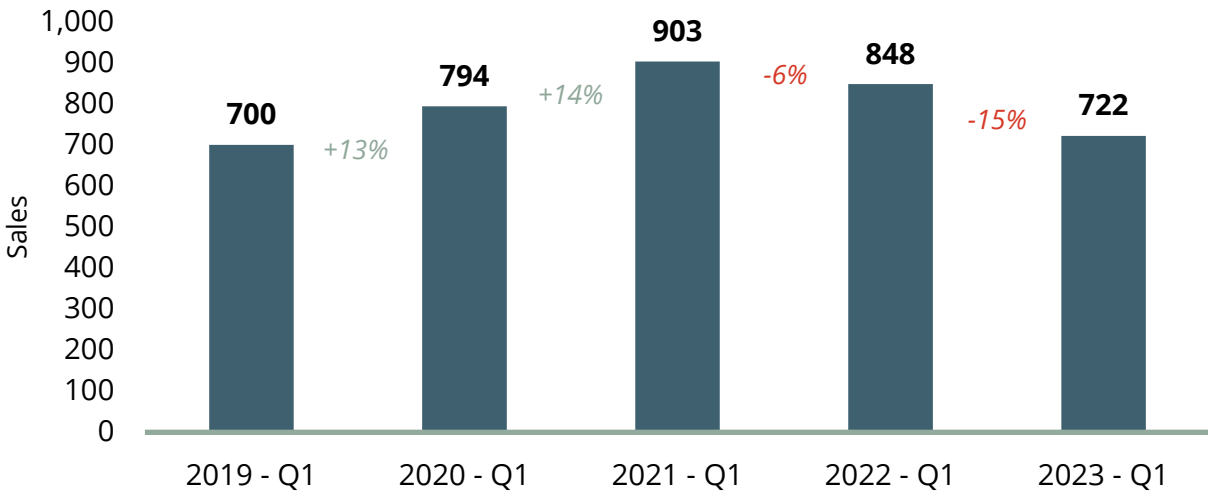
Housing Market Overview

The LAR housing market is off to a slower start in 2023. Sales activity in the first quarter is back to 2019 levels, and homes are staying on the market about a week longer on average. Sold volume levels continue to be below last year as a result of fewer sales. Despite the slowdown, prices continue to climb in all local markets due to the tight inventory conditions. The number of active listings is starting to build up though, which is a recent pivot in the market.

Sales

There were 722 sales in the LAR housing market in the first quarter of 2023, which is 126 fewer sales than this time last year, a 15% drop. This is the slowest first quarter the LAR market has had since 2019, as rising interest rates and lack of inventory have cooled the market. Sales activity in the region moderated in all three months of the quarter, which covers January through March. Statewide, total home sales were down 25% from the first quarter a year ago.

Figure 4
First Quarter Home Sales, LAR
2019-2023



Source: Virginia REALTORS®, data accessed April 15, 2023



Local Snapshot – *Total Home Sales*

Amherst County: There were 77 home sales in Amherst County during the first quarter of 2023, a 16% decline from last year, which is 15 fewer sales.

Appomattox County: Quarterly sales fell short in Appomattox County. In the first quarter, there were 34 home sales in the Appomattox market, seven fewer than a year ago, a 17% decline.

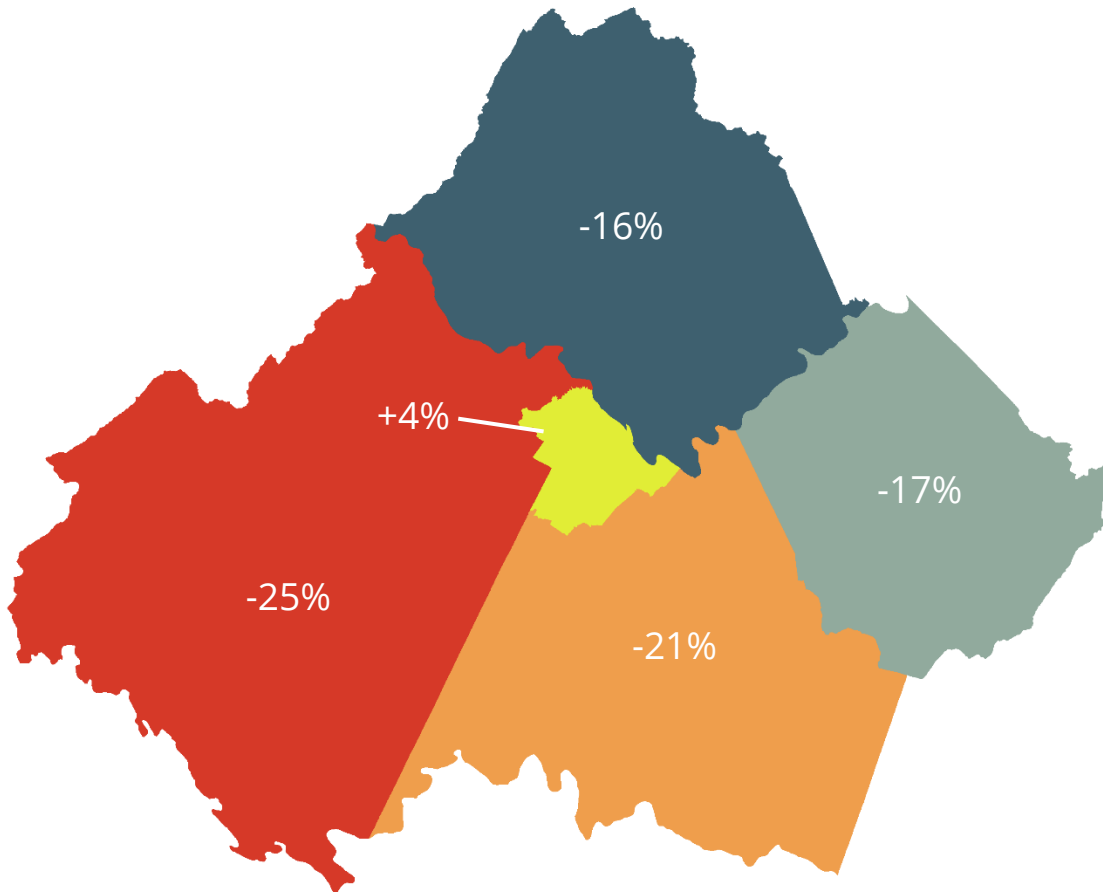
Bedford County: Quarterly sales fell to their lowest since 2016 in Bedford County. There were 232 closed sales in Bedford County during the first quarter, 78 fewer than last year, a 25% decline.

Campbell County: There were 136 home sales in the first quarter in Campbell County, a 21% decline compared to last year, which is 36 fewer sales.

Lynchburg: At 243, home sales increased for the first time in Lynchburg in the first quarter, a 4% increase from a year ago (+10).

Figure 5
Change in Sales by Jurisdiction
LAR

First Quarter 2022 to First Quarter 2023



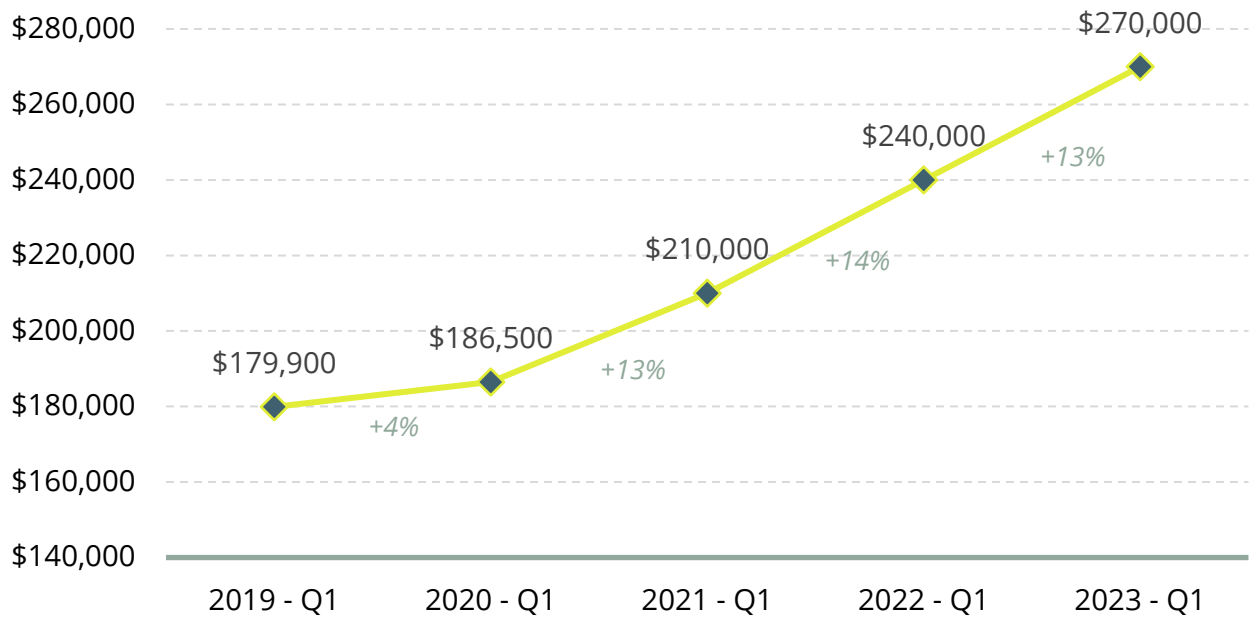
<i>Jurisdiction</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>% Change</i>
Amherst County	92	77	-16%
Appomattox County	41	34	-17%
Bedford County	310	232	-25%
Campbell County	172	136	-21%
Lynchburg	233	243	4%

Source: Virginia REALTORS®, data accessed April 15, 2023

Sales Prices

Home prices rose in all local markets this quarter in the LAR footprint. The regionwide median sales price in the LAR market was \$270,000, rising \$30,000 from the first quarter last year, representing a 13% increase. The tight inventory continues to insulate prices even though market activity has slowed. The median home price in the region is now about \$100,000 higher than it was in the first quarter five years ago. Statewide, the first quarter median sales price was \$365,000, climbing 3% from the first quarter last year.

Figure 6
First Quarter Median Sales Price, LAR
2019-2023



Source: Virginia REALTORS®, data accessed April 15, 2023



Local Snapshot – *Median Sales Price*

Amherst County: Home prices climbed to their peak in Amherst County. The median sales price in Amherst County was \$260,200 in the first quarter, a 27% increase from last year, which is \$55,200 more. This is the sharpest increase throughout the LAR market.

Appomattox County: In Appomattox County, the median sales price was \$283,750, which is \$56,800 more compared to last year, a 25% increase. This is the highest that the median sold price has been in the county.

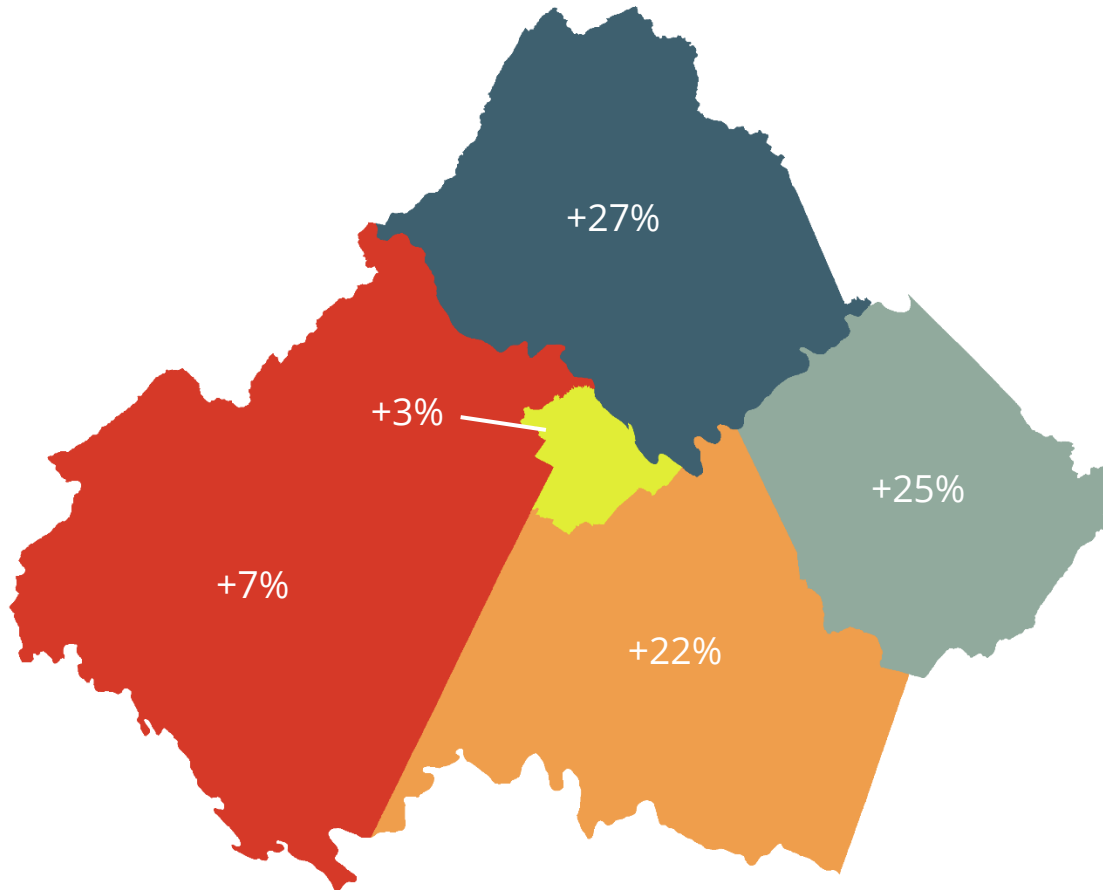
Bedford County: At \$339,900, the median sales price in Bedford County increased by \$21,000 in the first quarter compared to last year, a 7% increase.

Campbell County: The median sales price in Campbell County was \$279,900 in the first quarter, \$49,910 more than last year, a 22% increase. This is the highest the quarterly median sales price has been in the county.

Lynchburg: Home prices continued to climb in Lynchburg during the first quarter. The median sales price was \$219,950 in the first quarter, \$5,950 more than last year, a 3% increase.

Figure 7
Change in Median Sales Price by Jurisdiction
LAR

First Quarter 2022 to First Quarter 2023



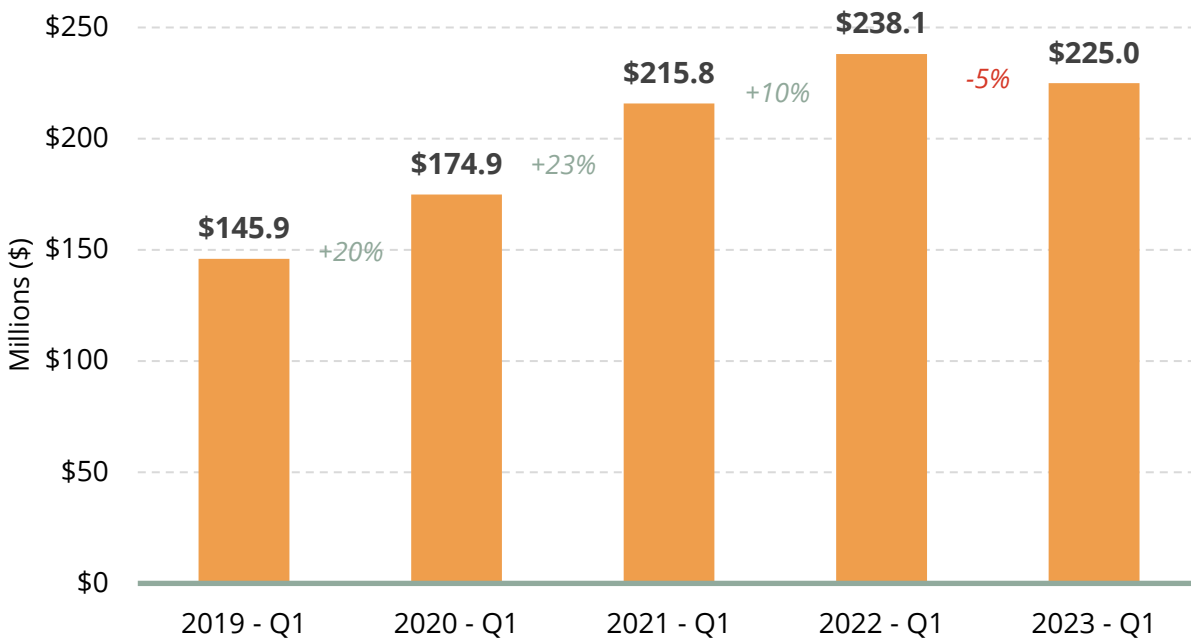
<i>Jurisdiction</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>% Change</i>
Amherst County	\$205,000	\$260,200	27%
Appomattox County	\$226,950	\$283,750	25%
Bedford County	\$318,900	\$339,900	7%
Campbell County	\$229,990	\$279,900	22%
Lynchburg	\$214,000	\$219,950	3%

Source: Virginia REALTORS®, data accessed April 15, 2023

Sold Volume

The sold dollar volume continues to trend down in the LAR housing market as there are fewer sales overall. There was approximately \$225 million of sold volume in the LAR footprint during the first quarter. This is \$13.1 million less volume than the first quarter last year, a 5% drop. Most local markets had a sharp decrease in volume this quarter, with the exception of Lynchburg and Amherst County, which had a boost in sold volume.

Figure 8
First Quarter Sold Dollar Volume (Millions), LAR
2019-2023



Source: Virginia REALTORS®, data accessed April 15, 2023



Local Snapshot – *Sold Dollar Volume*

Amherst County: Higher prices in Amherst County led to increased sold volume in the first quarter. There was about \$25.4 million sold volume in Amherst County during the first quarter, a \$2.5 million increase from last year, reflecting an 11% increase.

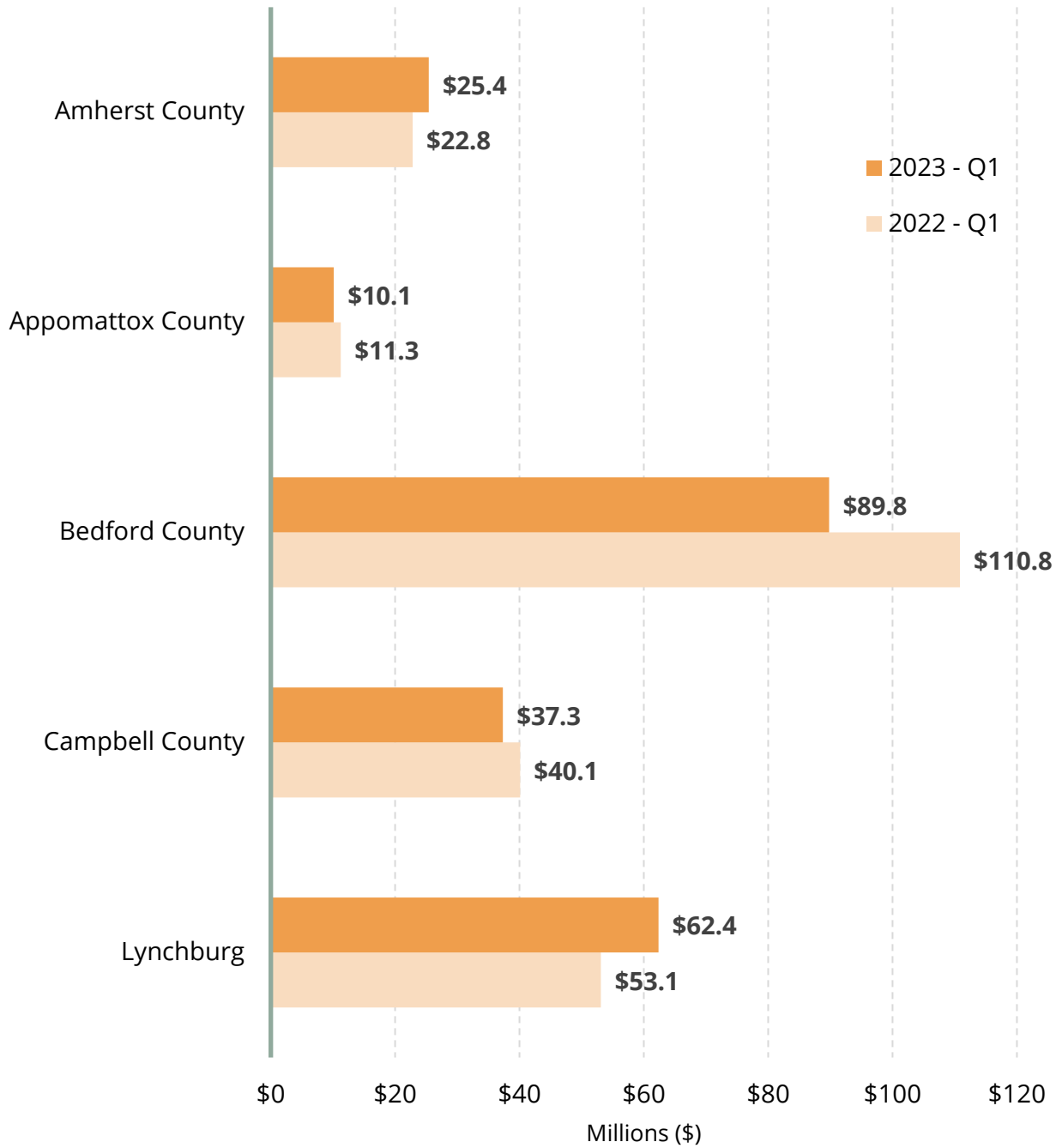
Appomattox County: Sold volume has decreased for three consecutive quarters in Appomattox County. In the first quarter, there was about \$10.1 million in sold volume in the Appomattox market, \$1.1 million less than last year, a 10% decrease.

Bedford County: Sold volume continues to fall despite rising home prices. Bedford County had approximately \$89.8 million in sold volume in the first quarter, a 19% decline from a year ago, which is a \$21 million decrease.

Campbell County: Sold volume in Campbell County continues to decline as quarterly sales fall. About \$37.3 million was accumulated from sales in the first quarter in Campbell County, \$2.8 million less than last year, a 7% decline.

Lynchburg: An increase in prices and home sales led to an increase in sold volume. In the first quarter, there was roughly \$62.4 million in sold volume in the Lynchburg Market, a 17% increase from a year ago, which is an increase of \$9.3 million.

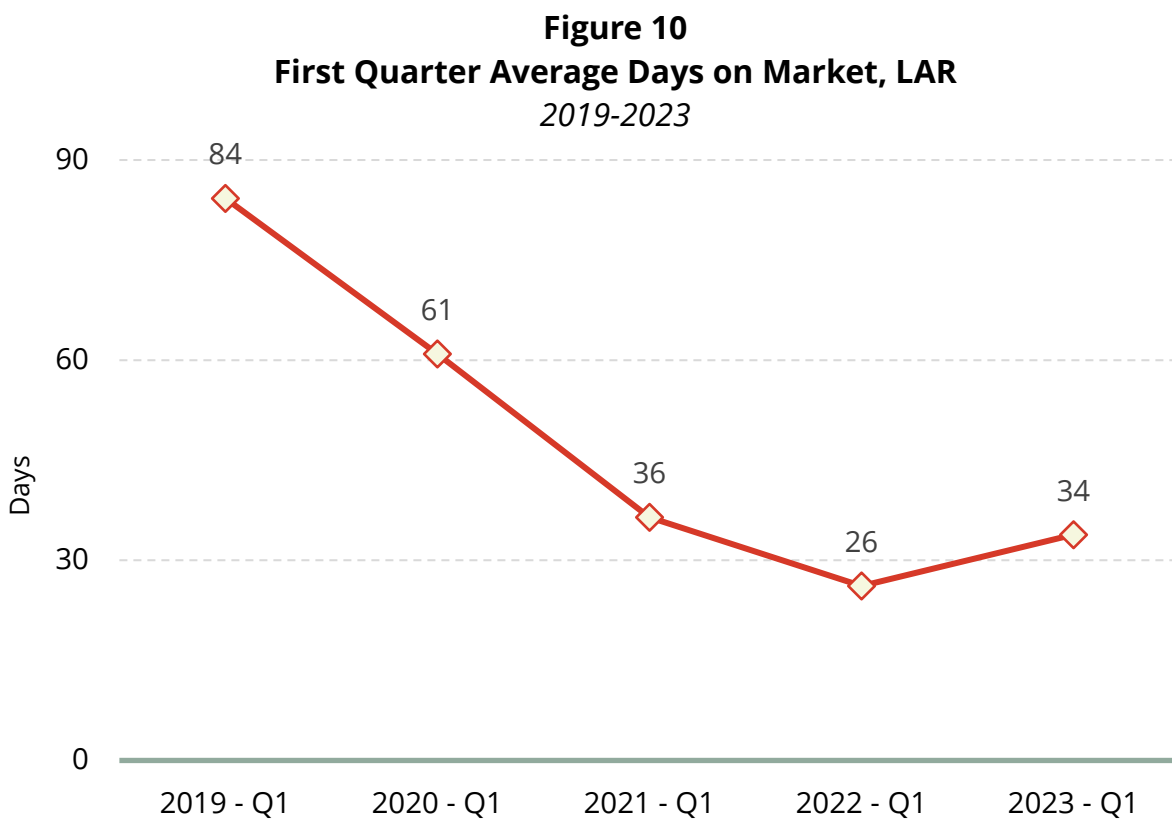
Figure 9
First Quarter Sold Dollar Volume, LAR Jurisdictions
2022 and 2023



Source: Virginia REALTORS®, data accessed April 15, 2023

Days on Market

It's taking longer to sell homes on average in the LAR housing market. The average days on market in the region during the first quarter was 34 days, which is eight days longer than the first quarter of last year. This is the second time in the last three quarters that this metric has risen in the region. A similar slowdown occurred statewide this quarter. Homes sold in 37 days on average in Virginia during the first quarter of 2023, nine days longer than this time last year.



Source: Virginia REALTORS®, data accessed April 15, 2023



Local Snapshot – *Average Days on Market*

Amherst County: In Amherst County, homes were on the market 43 days on average in the first quarter, two weeks longer than a year ago (+14 days).

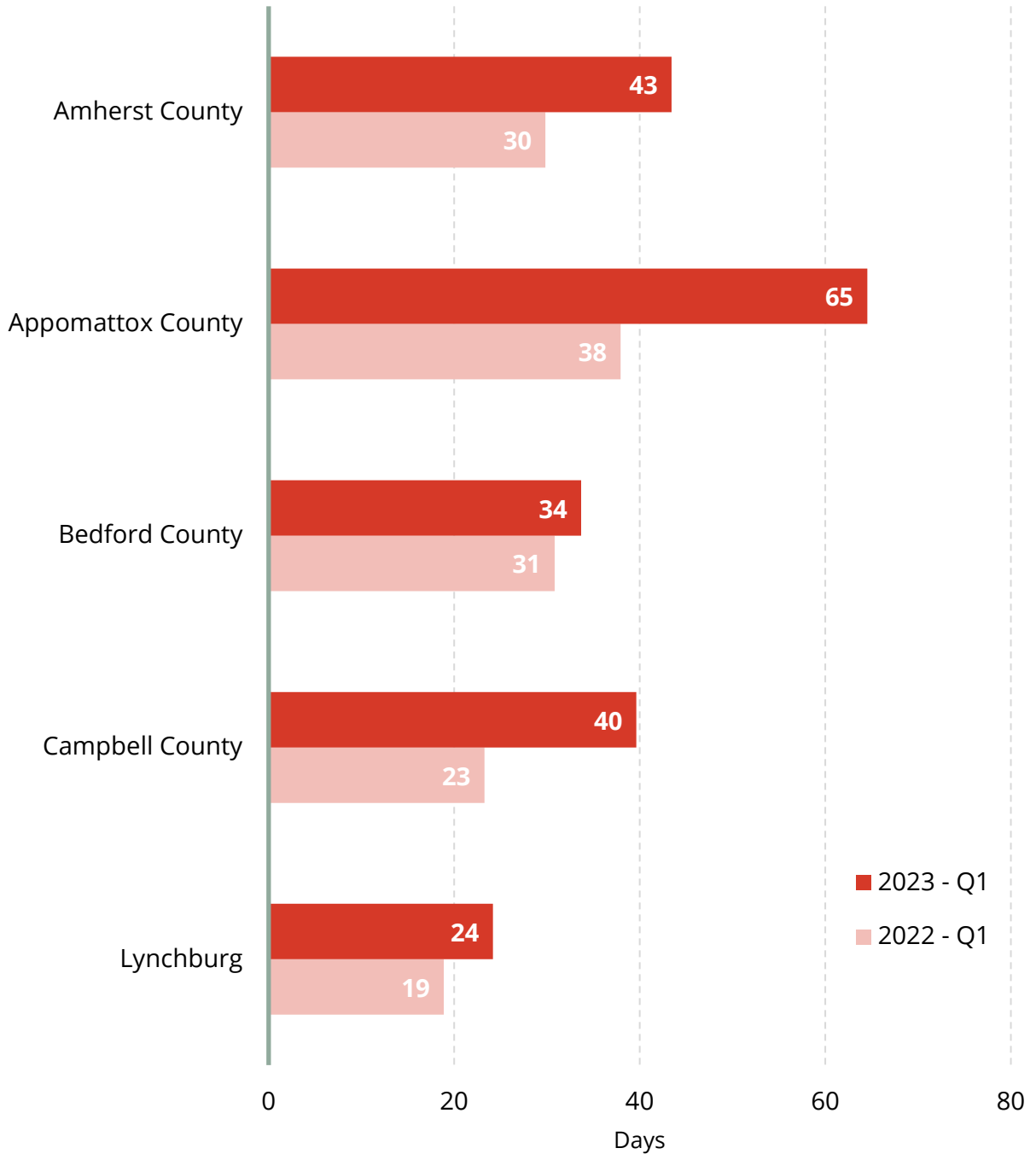
Appomattox County: In the first quarter, homes were on the market 65 days on average in Appomattox County, about a month longer compared to last year (+27 days).

Bedford County: The average days on the market rose slightly in Bedford County. On average, homes were on the market for 34 days in the first quarter, three days longer than last year.

Campbell County: At 40 days, homes were on the market 16 days longer in the first quarter compared to last year in Campbell County.

Lynchburg: The average number of days on the market rose for three consecutive quarters in the Lynchburg market. In the first quarter, homes were on the market for 24 days on average, five days longer than a year ago in Lynchburg.

Figure 11
First Quarter Average Days on Market, LAR Jurisdictions
2022 and 2023



Source: Virginia REALTORS®, data accessed April 15, 2023

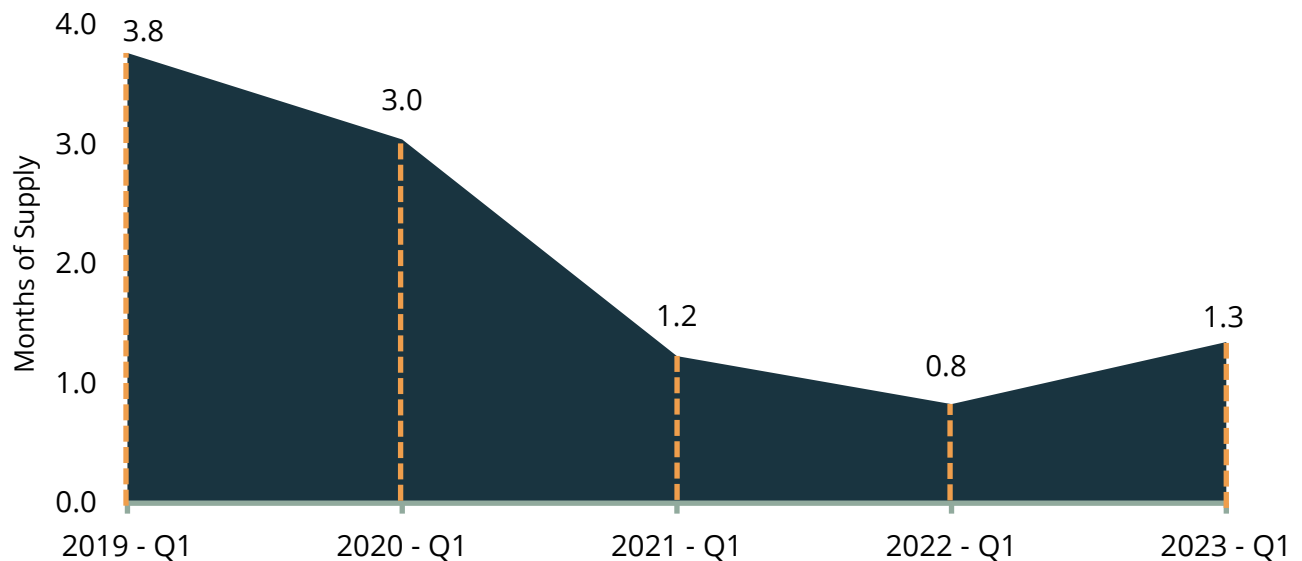
Inventory

The number of active listings in the LAR region continues to build up. There were 424 active listings on the market at the end of the first quarter of 2023. This is 115 more listings than this time last year, a 37% jump. All but one local market had an increase in active listings at the end of this quarter. The increase in listings reflects that homes are staying on the market longer and the inventory is building up over time, not necessarily that a lot of new listings are coming on the market.

Statewide, there were 15,108 active listings at the end of the first quarter, an 11% increase from a year ago, which is nearly 1,500 more listings.

There was 1.3 months of supply at the end of the first quarter in the LAR footprint, which is up from 0.8 month of supply a year ago. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. Statewide, there was 1.5 months of supply at the end of the first quarter.

Figure 12
End of First Quarter Months Supply, LAR
2019-2023



Source: Virginia REALTORS®, data accessed April 15, 2023



Local Snapshot – *Active Listings*

Amherst County: The number of active listings remained stagnant in Amherst County at the end of the first quarter. There were 31 active listings in Amherst County by the end of the first quarter, a 0% change from a year ago.

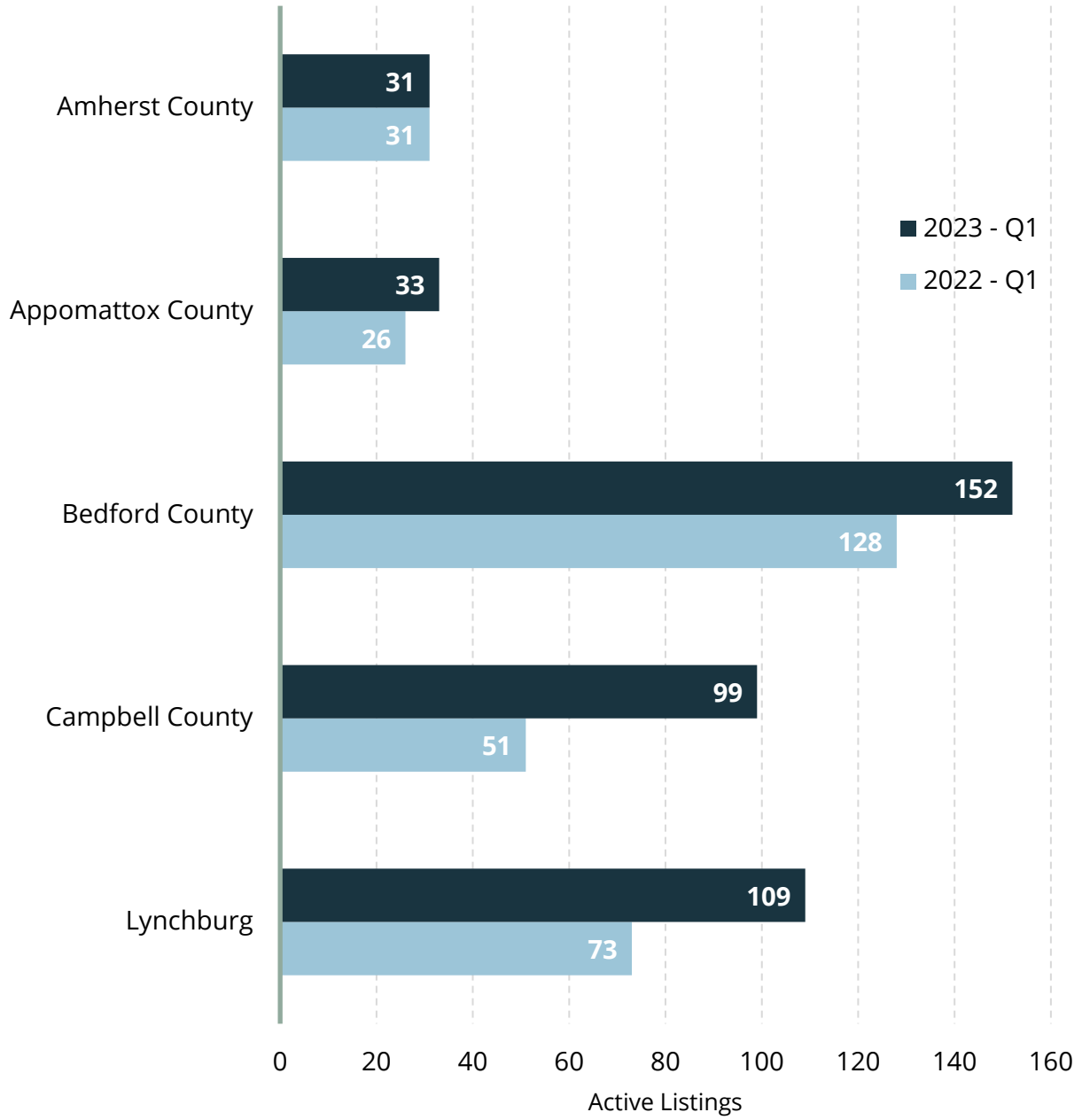
Appomattox County: Active listings have increased for four consecutive quarters in Appomattox County. At the end of the first quarter, there were 33 active listings, seven more than last year, a 27% increase.

Bedford County: At the end of the first quarter, there were 152 active listings in Bedford County, 24 more than a year ago, a 19% increase.

Campbell County: In Campbell County, there were 99 active listings at the end of the first quarter, 48 more than last year, reflecting a sharp increase of 94%.

Lynchburg: There were 109 active listings in the Lynchburg market by the end of the first quarter, 36 more than last year, a 49% increase.

Figure 13
End of First Quarter Active Listings, LAR Jurisdictions
2022 and 2023



Source: Virginia REALTORS®, data accessed April 15, 2023



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.