

APRIL  
**2024**

# LARLYNCHBURG

## MARKET INDICATORS REPORT

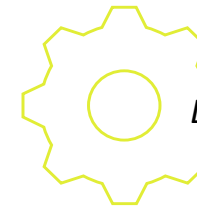
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# LAR Market Indicators Report

## Key Market Trends: April 2024

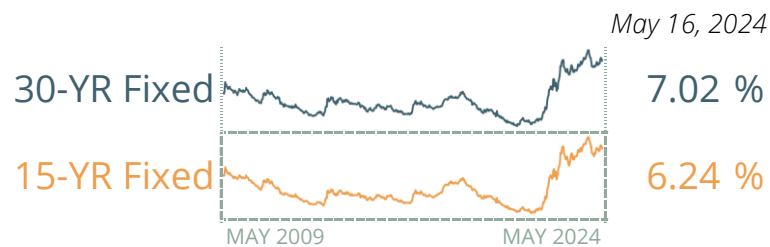
- The LAR region experienced a significant surge in sales activity, surpassing last year's figures.** In April, there were 326 closed sales, a notable increase of 95 sales, marking a 41.1% rise. Lynchburg also saw substantial growth with 106 home sales, 27 more than the previous year, indicating a 34.2% increase. The most impressive sales activity was observed in Amherst County (+87.5%), Bedford County (+54.9%), and Appomattox County (+36.4%).
- Pending sales activity has increased for three consecutive months in the LAR market compared to last year.** At 381, pending sales increased 16.9% from last April in the LAR region, which is 55 more pending sales. There were 27 pending sales in Appomattox County in April, 18 more than the previous year, marking a 200% increase. This is the county's highest number of pending sales in three years. In April, there were 115 pending sales in Bedford County, 13 more than a year (+12.7%).
- The LAR market witnessed a significant increase in the median sales price in most areas, a positive sign of market growth.** In April, the median sales price in the LAR footprint reached \$ 287,450, a substantial increase of \$ 24,450 from the previous year, marking a 9.3% rise. Campbell County's median sales price in April was \$270,000, a 5.9% increase from the previous year, which is an additional \$15,000. However, the median sales price dipped in Appomattox County (-\$5,100) and Bedford County (-\$28,750) compared to the previous year.
- The number of active listings peaked in the LAR region at the end of April.** There were 715 active listings across the LAR housing market at the end of April, 220 more than last year, reflecting a 44.4% jump. Inventory levels rose the most in Bedford County (+85.9%) and Amherst County (+134.6%) compared to the end of last April.



LAR Market Dashboard

| YoY Chg | Apr-24    | Indicator                        |
|---------|-----------|----------------------------------|
| ▲ 41.1% | 326       | Sales                            |
| ▲ 16.9% | 381       | Pending Sales                    |
| ▲ 22.0% | 504       | New Listings                     |
| ▲ 9.4%  | \$289,900 | Median List Price                |
| ▲ 9.3%  | \$287,450 | Median Sales Price               |
| ▲ 5.6%  | \$166     | Median Price Per Square Foot     |
| ▲ 42.9% | \$105.1   | Sold Dollar Volume (in millions) |
| — 0.0%  | 100.0%    | Median Sold/Ask Price Ratio      |
| ▲ 8.1%  | 34        | Average Days on Market           |
| ▲ 44.4% | 715       | Active Listings                  |
| ▲ 46.3% | 2.4       | Months of Supply                 |

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## **Consumers Should Consult with a REALTOR®.**

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

## **Identify a Professional to Manage the Procedure.**

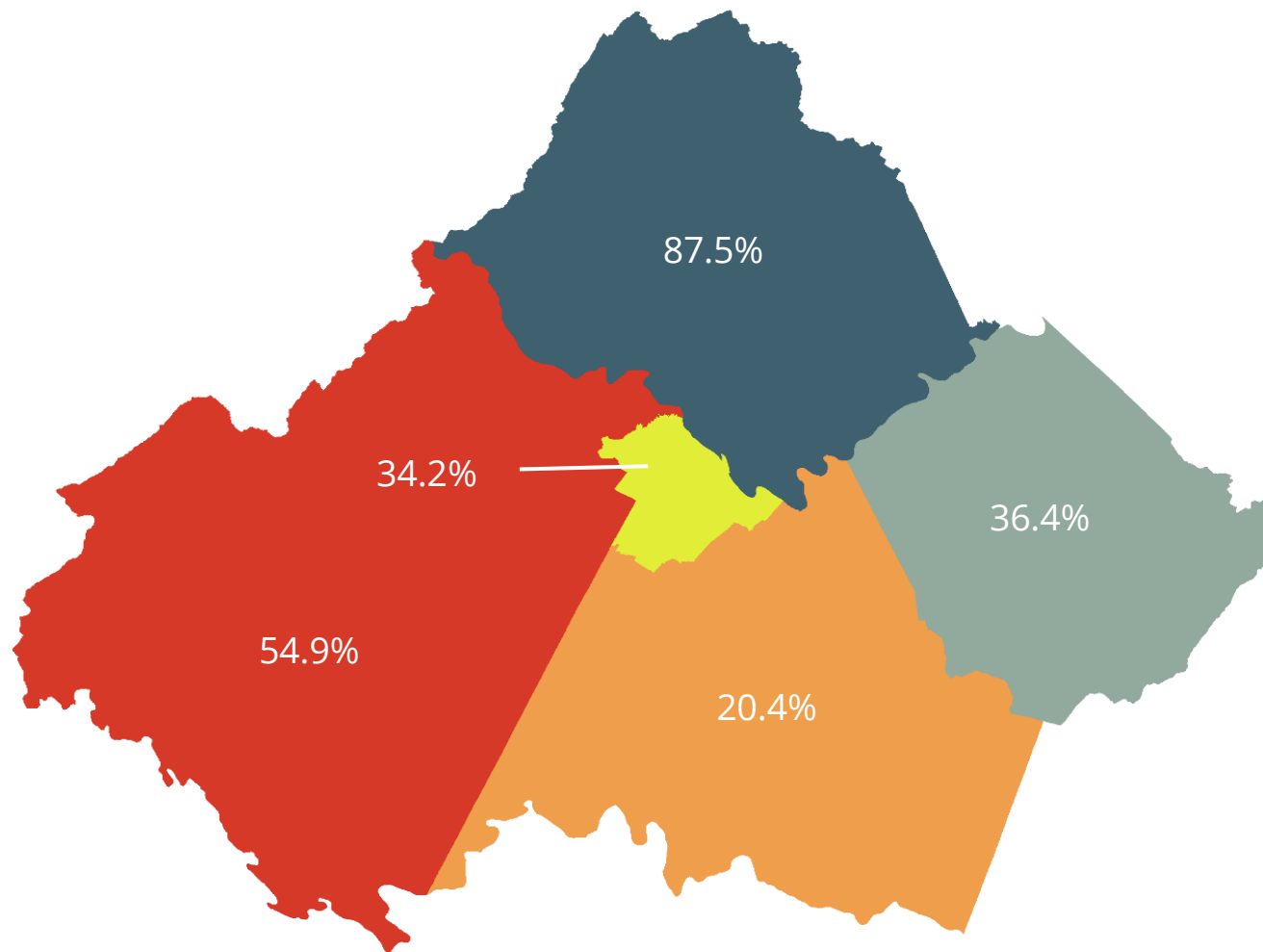
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## **Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



# Market Activity - LAR Footprint



| <i>Jurisdiction</i> | Total Sales |            |              |
|---------------------|-------------|------------|--------------|
|                     | Apr-23      | Apr-24     | % Chg        |
| Amherst County      | 16          | 30         | 87.5%        |
| Appomattox County   | 11          | 15         | 36.4%        |
| Bedford County      | 71          | 110        | 54.9%        |
| Campbell County     | 54          | 65         | 20.4%        |
| Lynchburg           | 79          | 106        | 34.2%        |
| <b>LAR</b>          | <b>231</b>  | <b>326</b> | <b>41.1%</b> |

# Total Market Overview



| Key Metrics                      | 2-year Trends |        | Apr-23    | Apr-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Apr-22        | Apr-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 231       | <b>326</b>       | 41.1%   | 953       | <b>1,001</b>     | 5.0%    |
| Pending Sales                    |               |        | 326       | <b>381</b>       | 16.9%   | 1,211     | <b>1,333</b>     | 10.1%   |
| New Listings                     |               |        | 413       | <b>504</b>       | 22.0%   | 1,375     | <b>1,643</b>     | 19.5%   |
| Median List Price                |               |        | \$264,900 | <b>\$289,900</b> | 9.4%    | \$269,000 | <b>\$285,000</b> | 5.9%    |
| Median Sales Price               |               |        | \$263,000 | <b>\$287,450</b> | 9.3%    | \$265,000 | <b>\$285,000</b> | 7.5%    |
| Median Price Per Square Foot     |               |        | \$157     | <b>\$166</b>     | 5.6%    | \$154     | <b>\$167</b>     | 8.2%    |
| Sold Dollar Volume (in millions) |               |        | \$73.5    | <b>\$105.1</b>   | 42.9%   | \$298.5   | <b>\$319.9</b>   | 7.2%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>100.0%</b>    | 0.0%    | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Average Days on Market           |               |        | 31        | <b>34</b>        | 8.1%    | 33        | <b>42</b>        | 25.9%   |
| Active Listings                  |               |        | 495       | <b>715</b>       | 44.4%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.6       | <b>2.4</b>       | 46.3%   | n/a       | <b>n/a</b>       | n/a     |

Sources: Virginia REALTORS®, data accessed May 15, 2024

# Single-Family Detached Market Overview



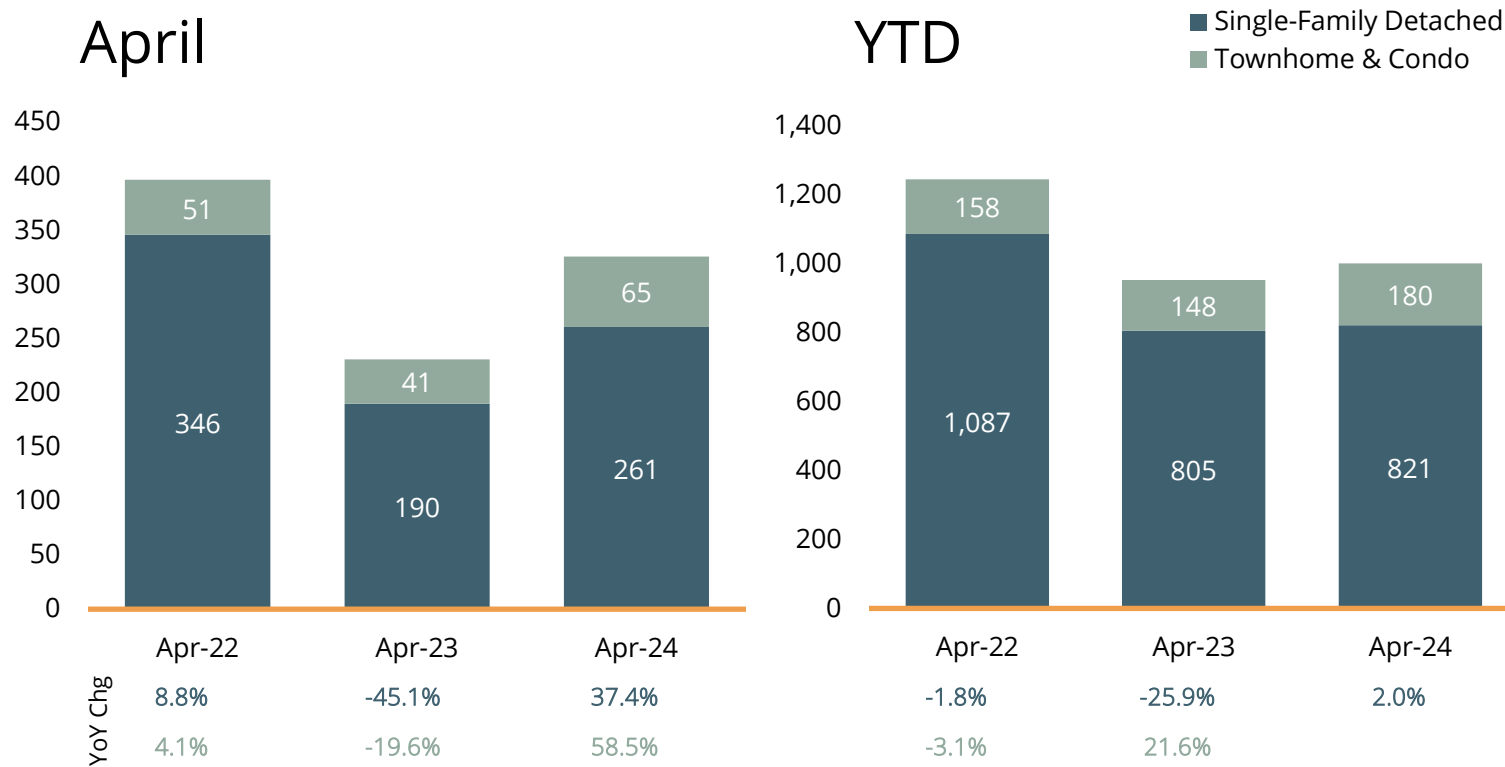
| Key Metrics                      | 2-year Trends |        | Apr-23    | Apr-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Apr-22        | Apr-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 190       | <b>261</b>       | 37.4%   | 805       | <b>821</b>       | 2.0%    |
| Pending Sales                    |               |        | 276       | <b>311</b>       | 12.7%   | 1,023     | <b>1,105</b>     | 8.0%    |
| New Listings                     |               |        | 335       | <b>434</b>       | 29.6%   | 1,135     | <b>1,365</b>     | 20.3%   |
| Median List Price                |               |        | \$264,900 | <b>\$305,000</b> | 15.1%   | \$269,900 | <b>\$289,975</b> | 7.4%    |
| Median Sales Price               |               |        | \$260,000 | <b>\$300,000</b> | 15.4%   | \$267,250 | <b>\$288,700</b> | 8.0%    |
| Median Price Per Square Foot     |               |        | \$148     | <b>\$164</b>     | 11.3%   | \$150     | <b>\$161</b>     | 7.5%    |
| Sold Dollar Volume (in millions) |               |        | \$62.2    | <b>\$88.5</b>    | 42.5%   | \$259.1   | <b>\$270.0</b>   | 4.2%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>100.0%</b>    | 0.0%    | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Average Days on Market           |               |        | 27        | <b>37</b>        | 34.1%   | 33        | <b>44</b>        | 30.9%   |
| Active Listings                  |               |        | 403       | <b>618</b>       | 53.3%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.6       | <b>2.7</b>       | 69.4%   | n/a       | <b>n/a</b>       | n/a     |

# Townhome & Condo Market Overview



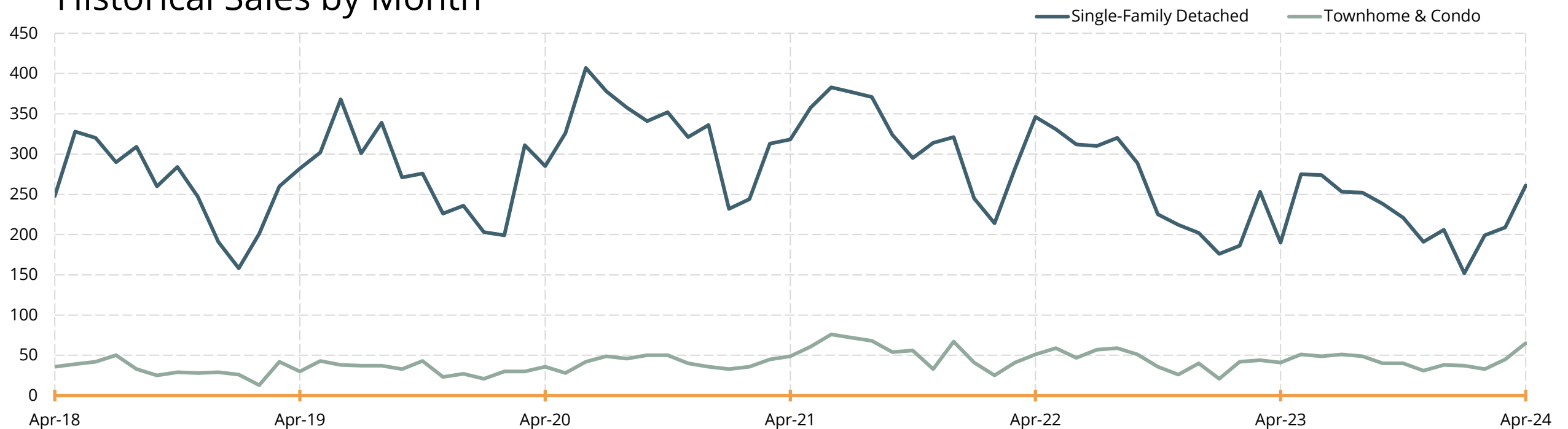
| Key Metrics                      | 2-year Trends |        | Apr-23    | Apr-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Apr-22        | Apr-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 41        | <b>65</b>        | 58.5%   | 148       | <b>180</b>       | 21.6%   |
| Pending Sales                    |               |        | 50        | <b>70</b>        | 40.0%   | 188       | <b>228</b>       | 21.3%   |
| New Listings                     |               |        | 78        | <b>70</b>        | -10.3%  | 240       | <b>278</b>       | 15.8%   |
| Median List Price                |               |        | \$268,080 | <b>\$265,000</b> | -1.1%   | \$259,900 | <b>\$280,000</b> | 7.7%    |
| Median Sales Price               |               |        | \$268,080 | <b>\$265,000</b> | -1.1%   | \$259,900 | <b>\$280,000</b> | 7.7%    |
| Median Price Per Square Foot     |               |        | \$183     | <b>\$172</b>     | -5.7%   | \$169     | <b>\$181</b>     | 6.9%    |
| Sold Dollar Volume (in millions) |               |        | \$11.4    | <b>\$16.5</b>    | 45.2%   | \$39.4    | <b>\$49.9</b>    | 26.8%   |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>100.0%</b>    | 0.0%    | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Average Days on Market           |               |        | 48        | <b>21</b>        | -56.4%  | 33        | <b>35</b>        | 3.7%    |
| Active Listings                  |               |        | 92        | <b>97</b>        | 5.4%    | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.1       | <b>2.2</b>       | 3.9%    | n/a       | <b>n/a</b>       | n/a     |

# Sales



| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| May-23       | 275                    | -16.9%  | 51                 | -13.6%  |
| Jun-23       | 274                    | -12.2%  | 49                 | 4.3%    |
| Jul-23       | 253                    | -18.4%  | 51                 | -10.5%  |
| Aug-23       | 252                    | -21.3%  | 49                 | -16.9%  |
| Sep-23       | 238                    | -17.6%  | 40                 | -21.6%  |
| Oct-23       | 221                    | -1.8%   | 40                 | 11.1%   |
| Nov-23       | 191                    | -9.9%   | 31                 | 19.2%   |
| Dec-23       | 206                    | 2.0%    | 38                 | -5.0%   |
| Jan-24       | 152                    | -13.6%  | 37                 | 76.2%   |
| Feb-24       | 199                    | 7.0%    | 33                 | -21.4%  |
| Mar-24       | 209                    | -17.4%  | 45                 | 2.3%    |
| Apr-24       | 261                    | 37.4%   | 65                 | 58.5%   |
| 12-month Avg | 228                    | -9.1%   | 44                 | 1.1%    |

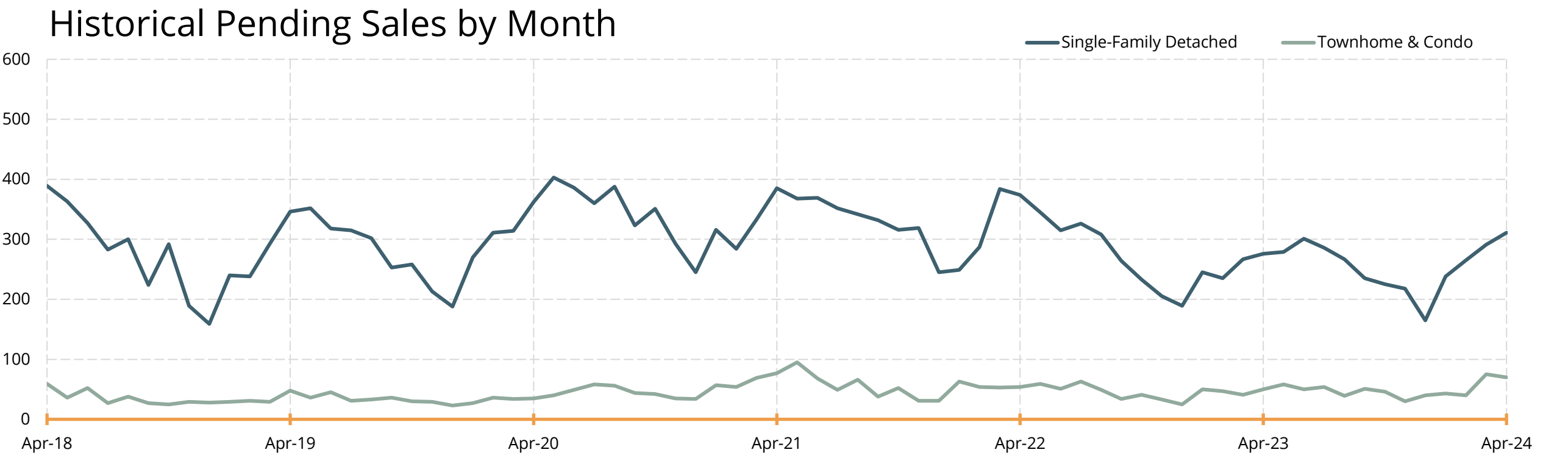
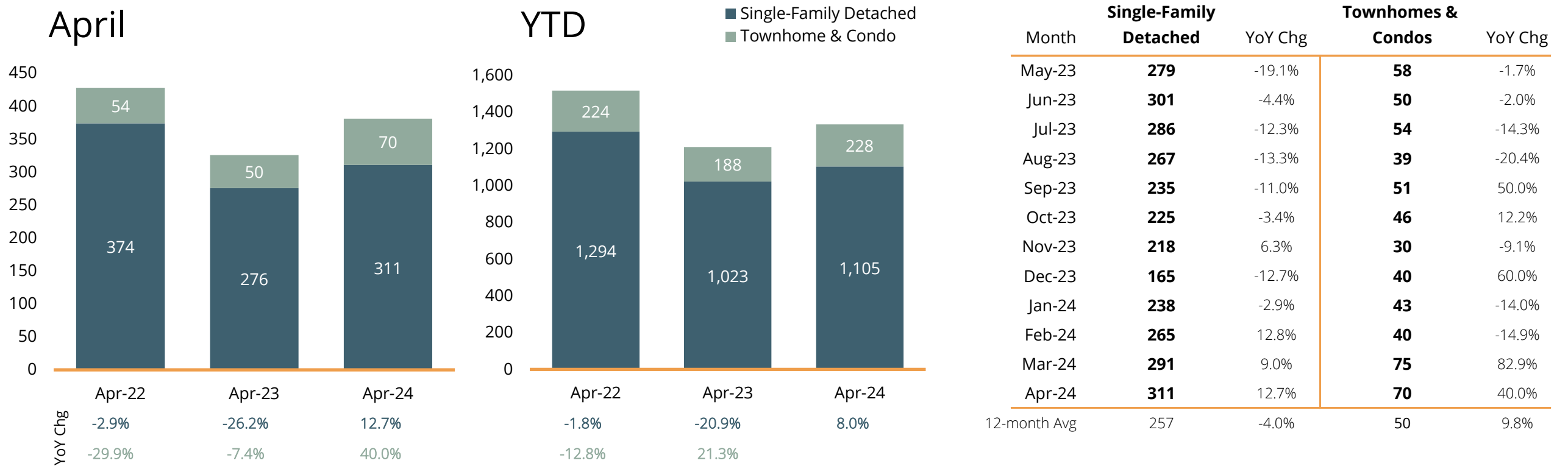
## Historical Sales by Month



Sources: Virginia REALTORS®, data accessed May 15, 2024

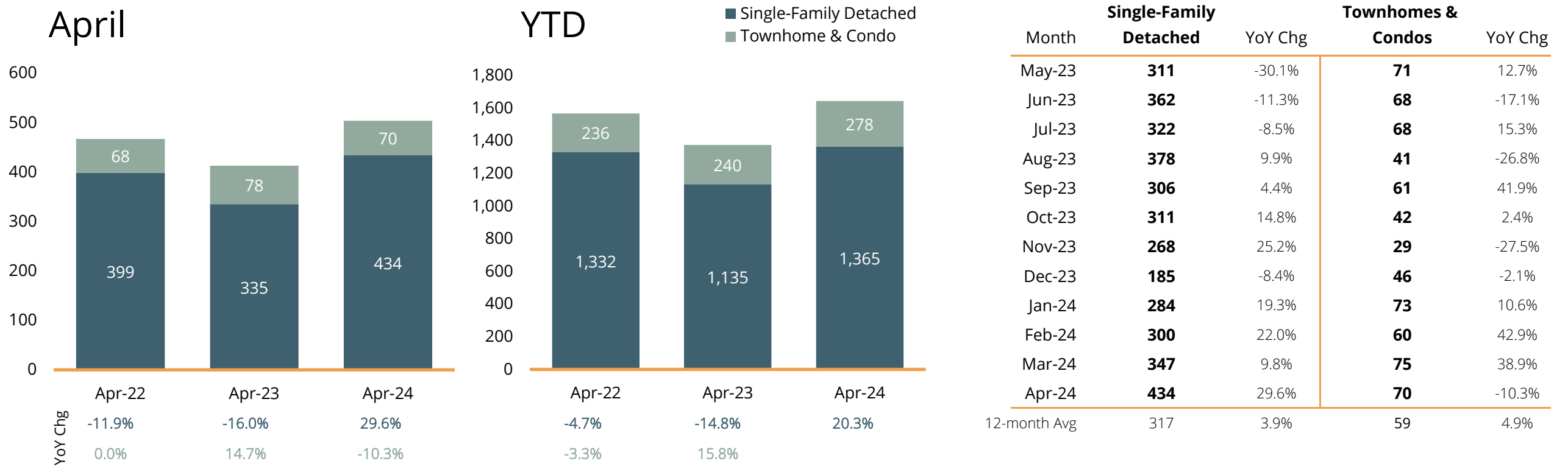


# Pending Sales

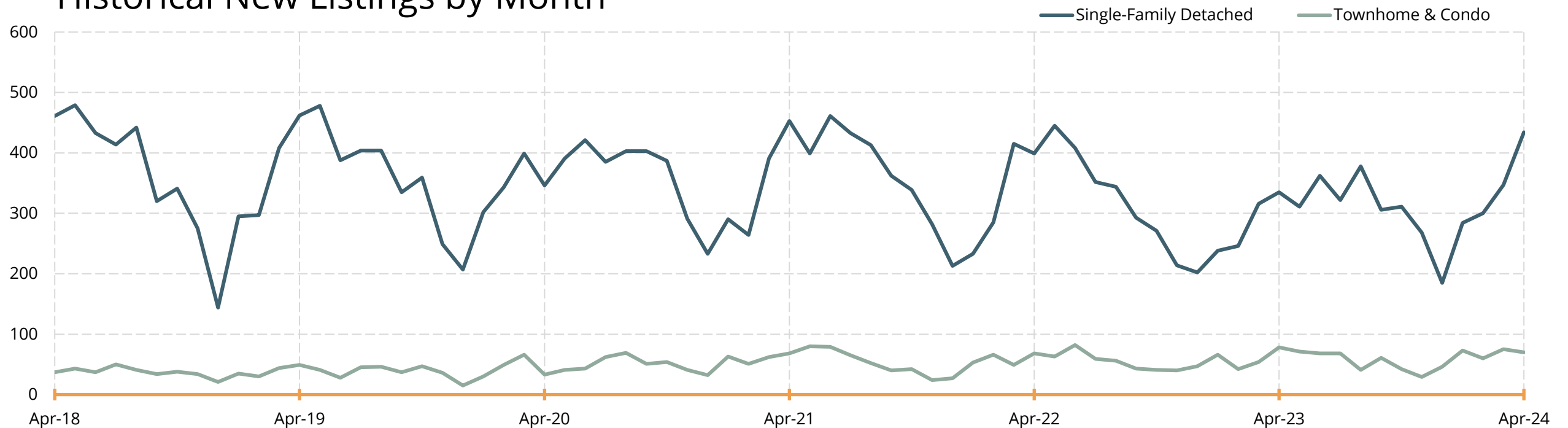


Sources: Virginia REALTORS®, data accessed May 15, 2024

# New Listings

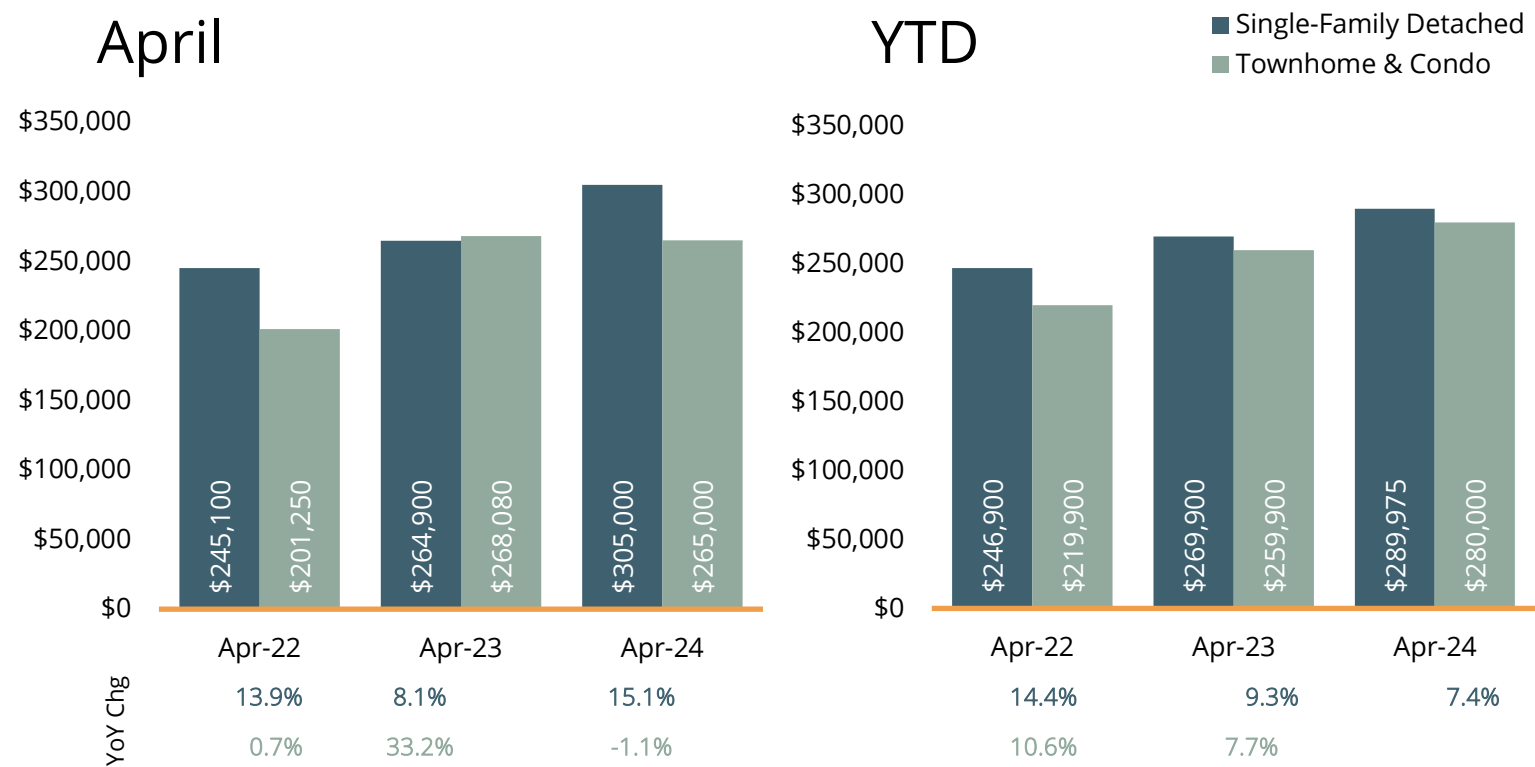


## Historical New Listings by Month



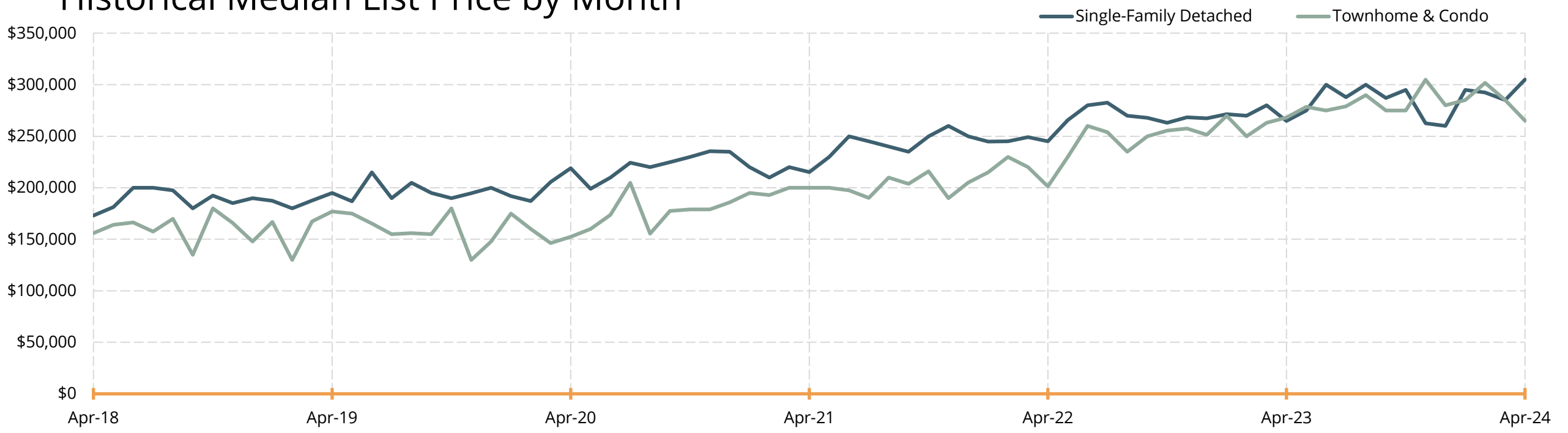
Sources: Virginia REALTORS®, data accessed May 15, 2024

# Median List Price



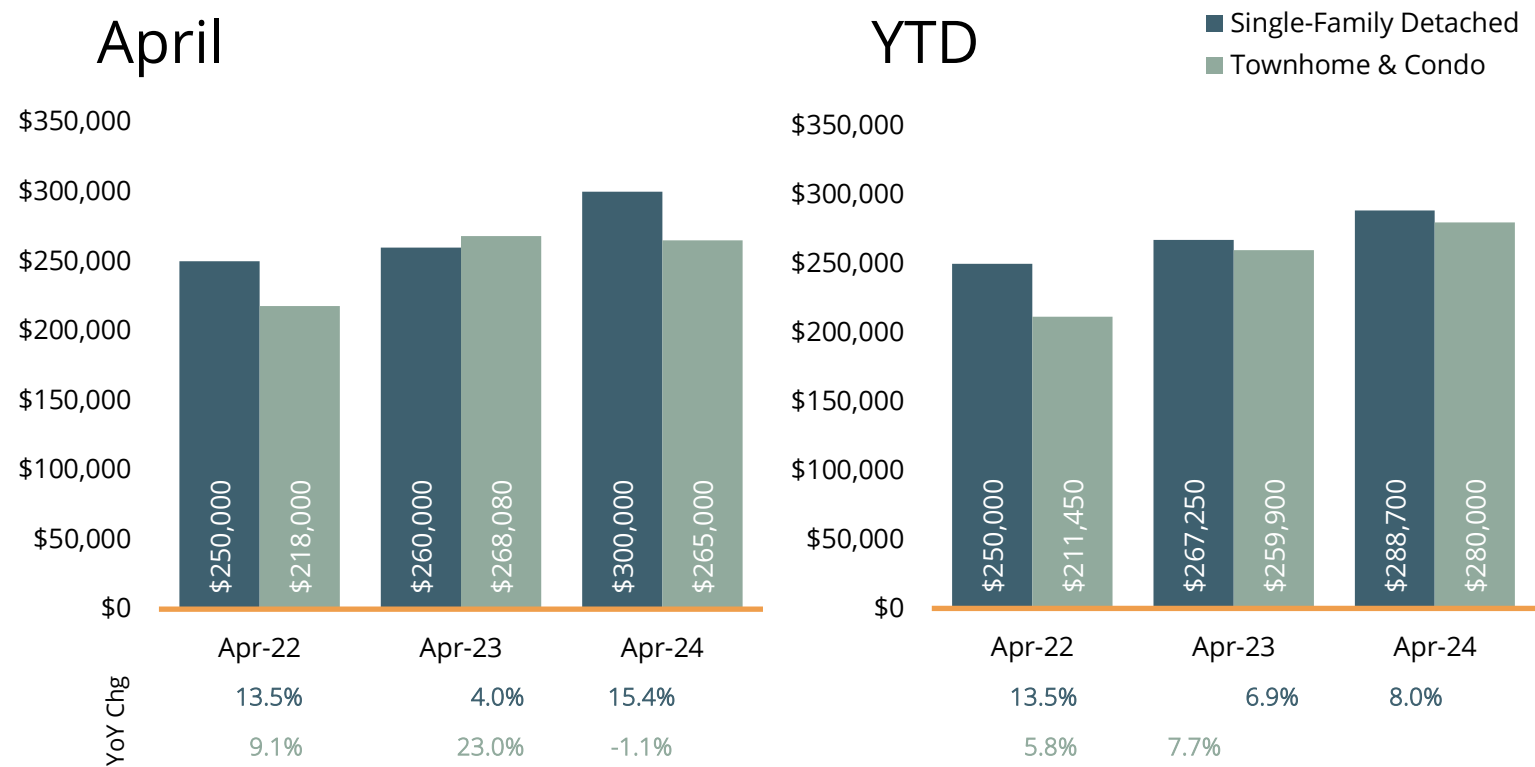
| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| May-23       | \$274,900     | 3.5%    | \$278,565          | 21.2%   |
| Jun-23       | \$299,900     | 7.1%    | \$274,900          | 5.8%    |
| Jul-23       | \$287,900     | 1.9%    | \$279,065          | 9.9%    |
| Aug-23       | \$299,900     | 11.1%   | \$290,000          | 23.5%   |
| Sep-23       | \$287,000     | 7.1%    | \$274,945          | 10.0%   |
| Oct-23       | \$294,900     | 12.1%   | \$274,950          | 7.6%    |
| Nov-23       | \$262,500     | -2.2%   | \$304,870          | 18.4%   |
| Dec-23       | \$259,900     | -2.8%   | \$279,900          | 11.3%   |
| Jan-24       | \$294,900     | 8.6%    | \$285,000          | 5.6%    |
| Feb-24       | \$292,450     | 8.4%    | \$301,850          | 20.8%   |
| Mar-24       | \$285,000     | 1.8%    | \$285,000          | 8.4%    |
| Apr-24       | \$305,000     | 15.1%   | \$265,000          | -1.1%   |
| 12-month Avg | \$287,021     | 6.0%    | \$282,837          | 11.5%   |

## Historical Median List Price by Month



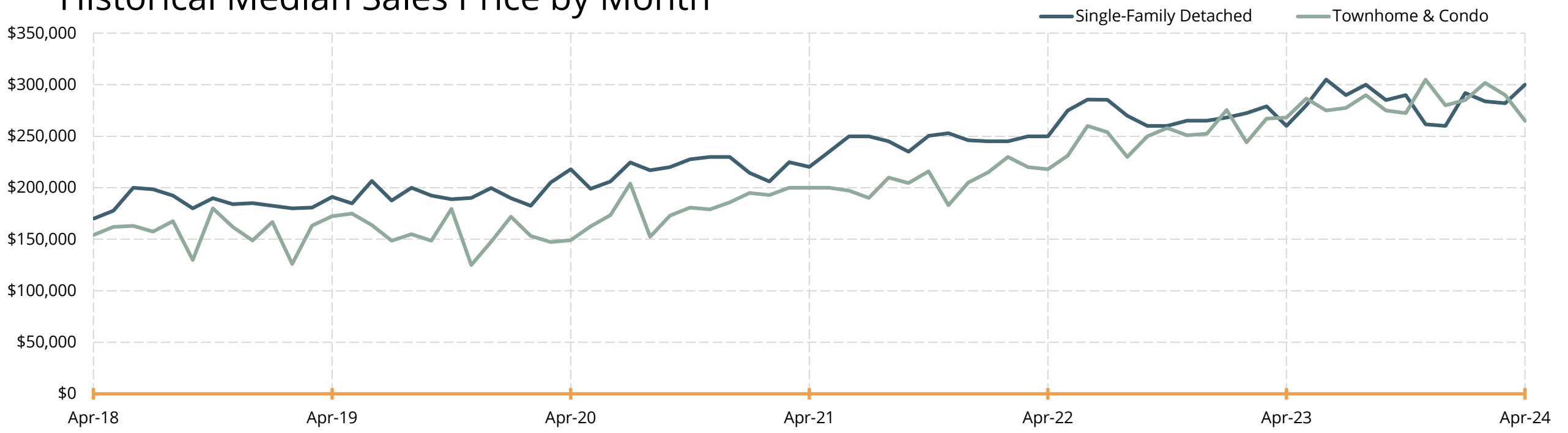
Sources: Virginia REALTORS®, data accessed May 15, 2024

# Median Sales Price



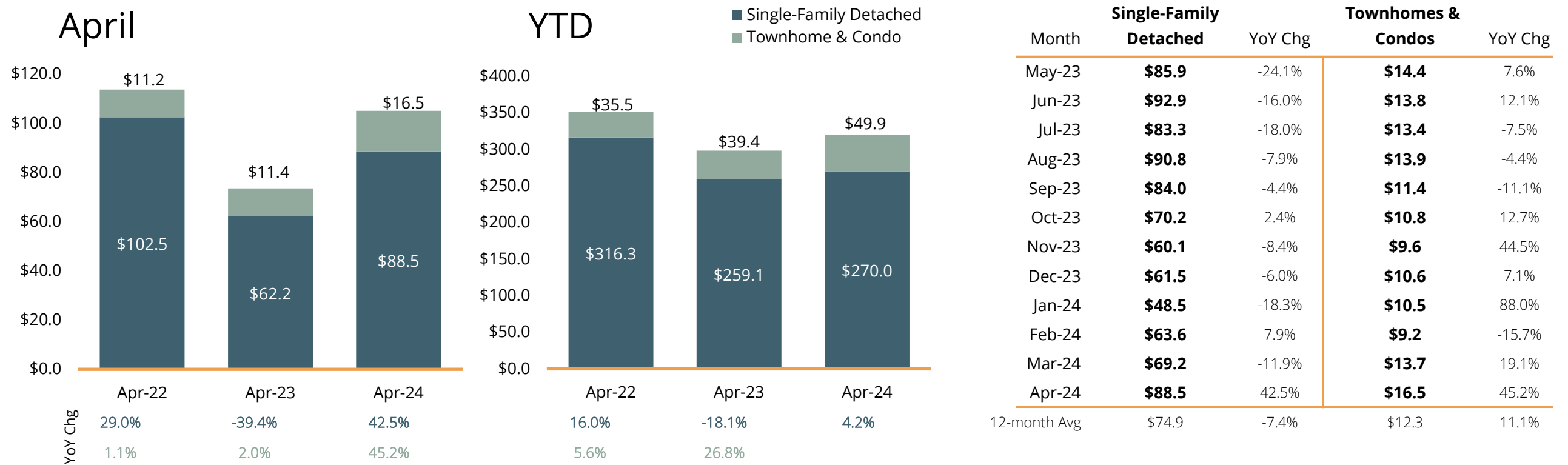
| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| May-23       | \$279,900     | 1.8%    | \$286,500          | 23.9%   |
| Jun-23       | \$305,000     | 6.8%    | \$275,000          | 5.8%    |
| Jul-23       | \$290,000     | 1.6%    | \$277,480          | 9.2%    |
| Aug-23       | \$299,900     | 11.1%   | \$289,999          | 26.1%   |
| Sep-23       | \$285,000     | 9.6%    | \$274,950          | 10.0%   |
| Oct-23       | \$290,000     | 11.6%   | \$272,450          | 5.6%    |
| Nov-23       | \$261,500     | -1.3%   | \$304,870          | 21.5%   |
| Dec-23       | \$260,000     | -1.9%   | \$279,900          | 10.9%   |
| Jan-24       | \$292,000     | 9.0%    | \$285,000          | 3.4%    |
| Feb-24       | \$283,700     | 4.1%    | \$301,850          | 23.7%   |
| Mar-24       | \$282,000     | 1.1%    | \$289,860          | 8.6%    |
| Apr-24       | \$300,000     | 15.4%   | \$265,000          | -1.1%   |
| 12-month Avg | \$285,750     | 5.7%    | \$283,572          | 11.9%   |

## Historical Median Sales Price by Month

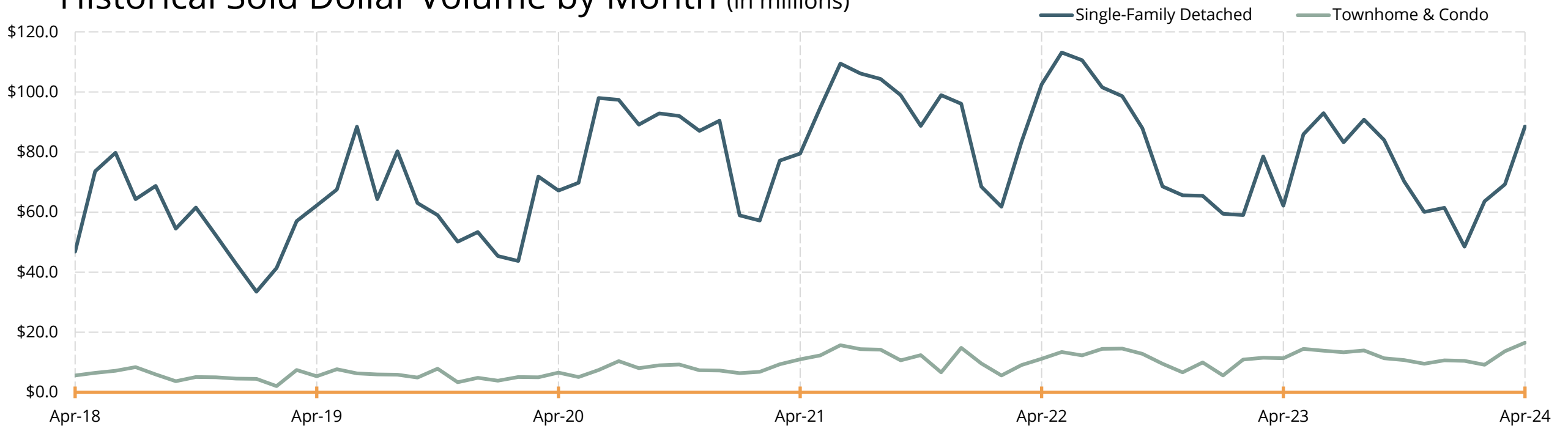


Sources: Virginia REALTORS®, data accessed May 15, 2024

# Sold Dollar Volume (in millions)

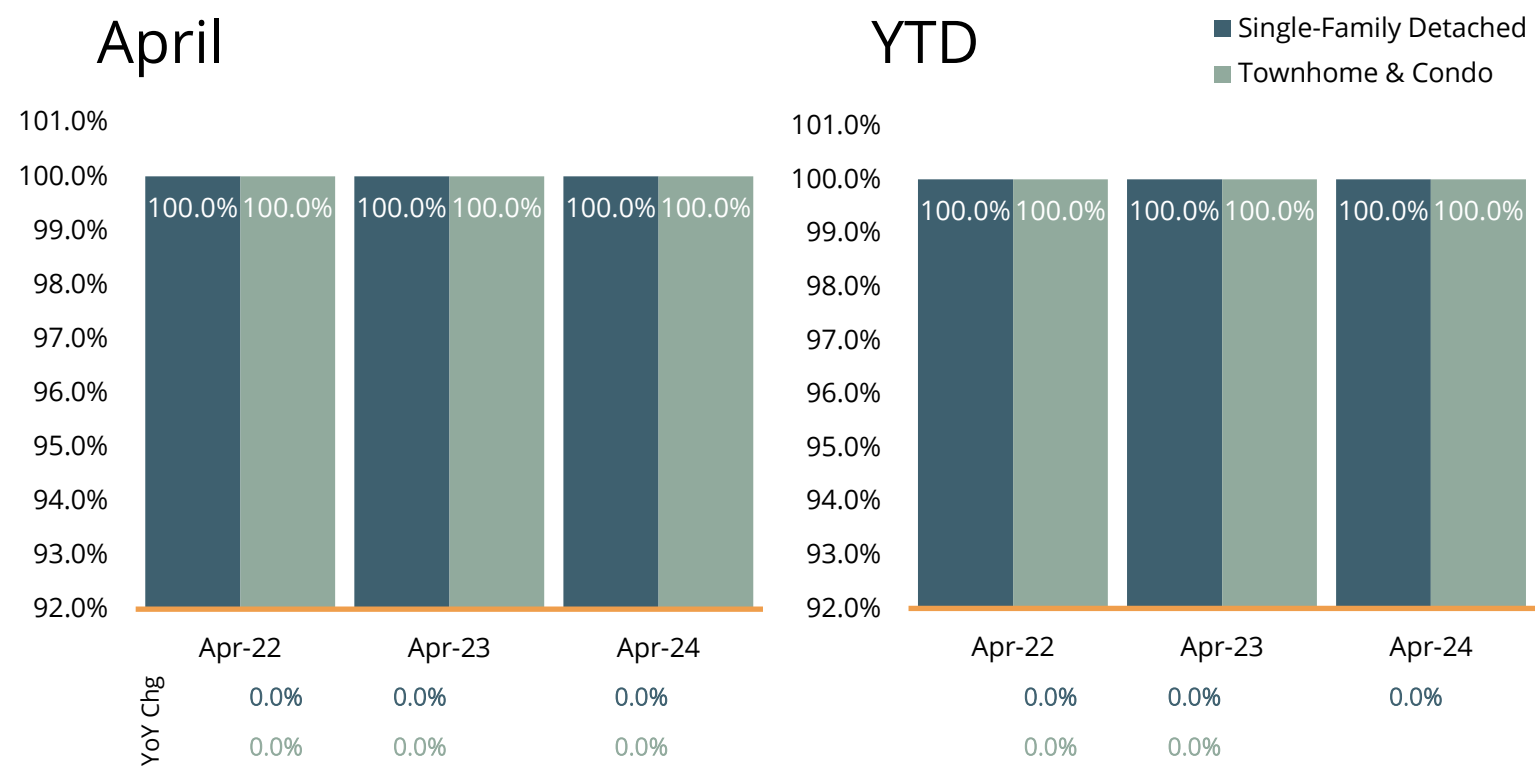


## Historical Sold Dollar Volume by Month (in millions)

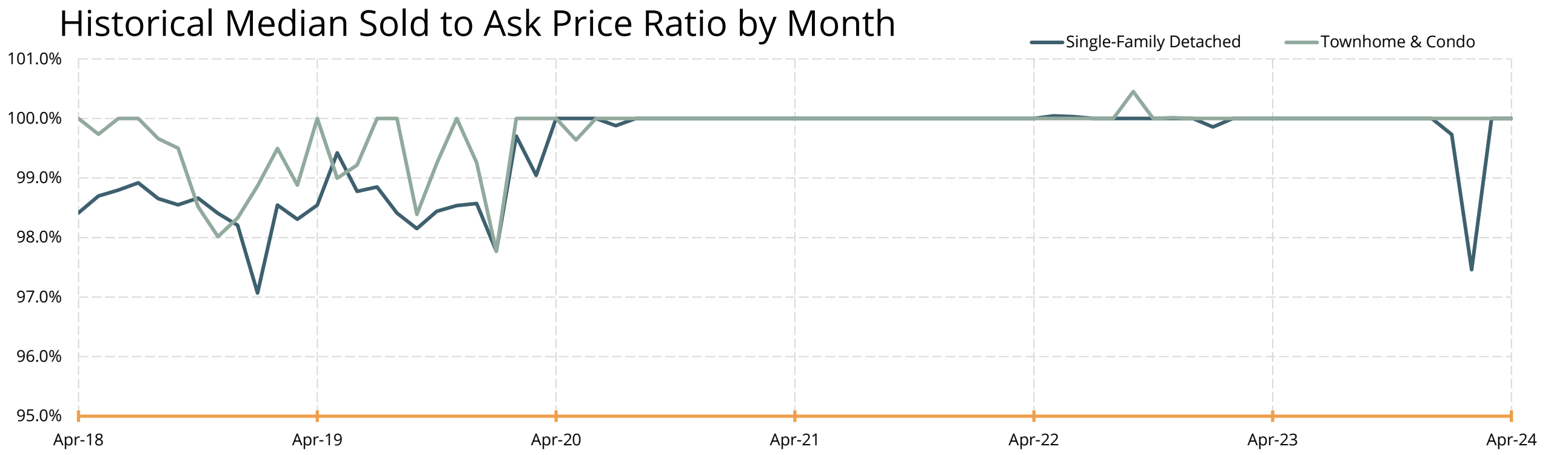


Sources: Virginia REALTORS®, data accessed May 15, 2024

# Median Sold to Ask Price Ratio

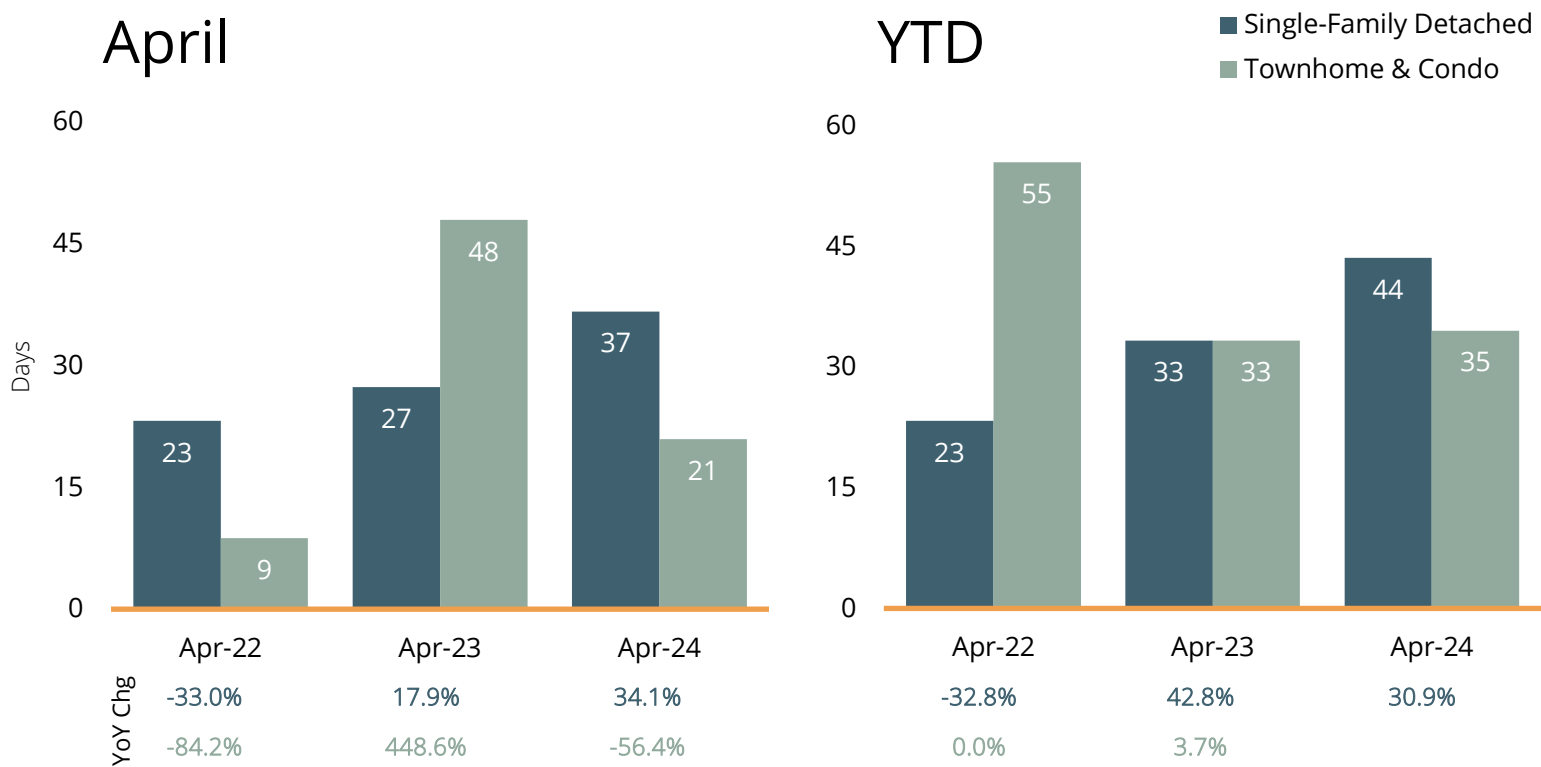


| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| May-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Jun-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Jul-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Aug-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Sep-23       | 100.0%        | 0.0%    | 100.0%      | -0.5%   |
| Oct-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Nov-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Dec-23       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Jan-24       | 99.7%         | -0.1%   | 100.0%      | 0.0%    |
| Feb-24       | 97.5%         | -2.5%   | 100.0%      | 0.0%    |
| Mar-24       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| Apr-24       | 100.0%        | 0.0%    | 100.0%      | 0.0%    |
| 12-month Avg | 99.8%         | -0.2%   | 100.0%      | 0.0%    |



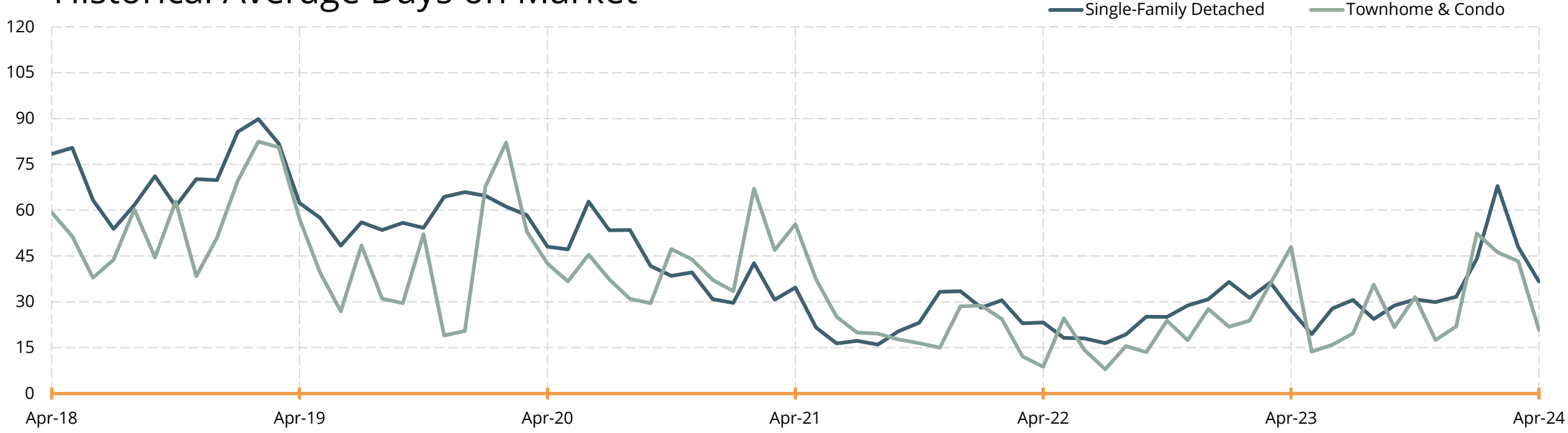
Sources: Virginia REALTORS®, data accessed May 15, 2024

# Average Days on Market



| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| May-23       | 19                     | 6.6%    | 14                 | -44.3%  |
| Jun-23       | 28                     | 54.4%   | 16                 | 12.1%   |
| Jul-23       | 31                     | 85.7%   | 20                 | 147.7%  |
| Aug-23       | 24                     | 25.9%   | 36                 | 129.9%  |
| Sep-23       | 29                     | 14.5%   | 22                 | 60.1%   |
| Oct-23       | 31                     | 22.6%   | 32                 | 32.4%   |
| Nov-23       | 30                     | 3.8%    | 18                 | 0.7%    |
| Dec-23       | 32                     | 2.5%    | 22                 | -20.5%  |
| Jan-24       | 44                     | 20.8%   | 52                 | 139.2%  |
| Feb-24       | 68                     | 116.9%  | 46                 | 93.4%   |
| Mar-24       | 48                     | 31.9%   | 43                 | 20.2%   |
| Apr-24       | 37                     | 34.1%   | 21                 | -56.4%  |
| 12-month Avg | 35                     | 33.9%   | 28                 | 24.1%   |

## Historical Average Days on Market

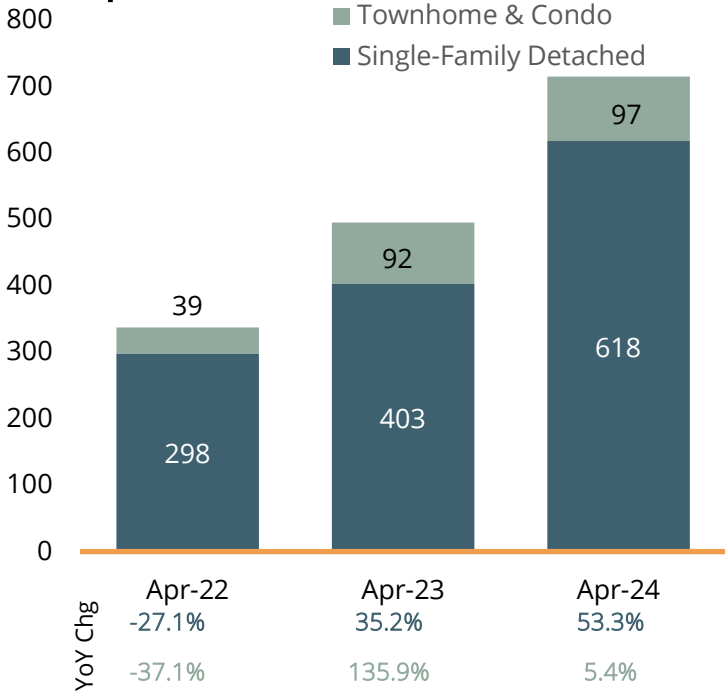


Sources: Virginia REALTORS®, data accessed May 15, 2024

# Active Listings

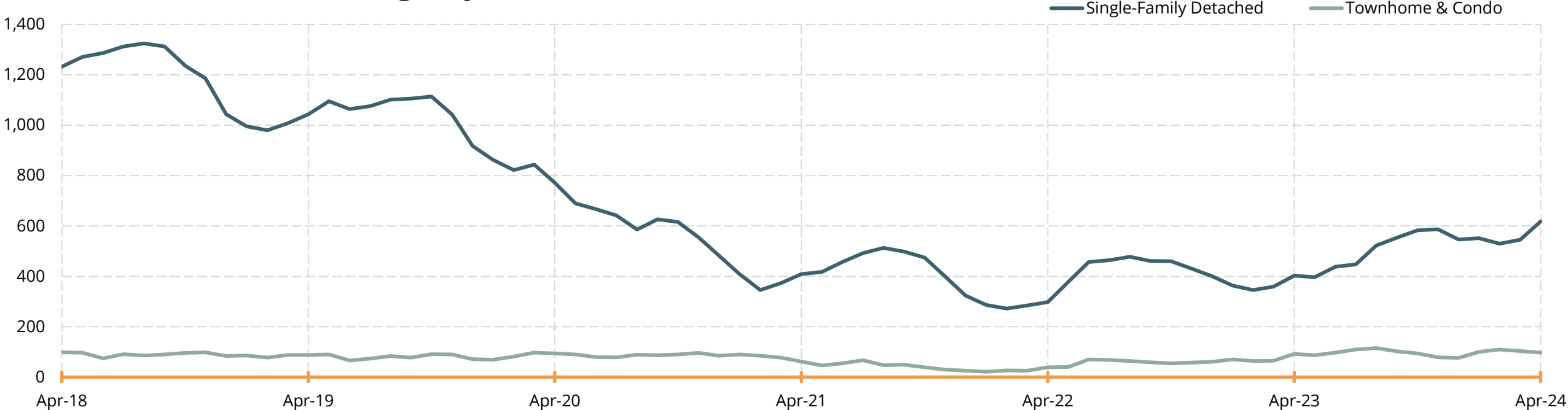


## April



| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| May-23       | 397           | 5.0%    | 87                 | 117.5%  |
| Jun-23       | 438           | -4.2%   | 97                 | 38.6%   |
| Jul-23       | 447           | -3.7%   | 110                | 61.8%   |
| Aug-23       | 522           | 9.2%    | 115                | 79.7%   |
| Sep-23       | 554           | 20.2%   | 102                | 72.9%   |
| Oct-23       | 583           | 26.7%   | 94                 | 74.1%   |
| Nov-23       | 587           | 36.2%   | 78                 | 36.8%   |
| Dec-23       | 546           | 36.2%   | 76                 | 24.6%   |
| Jan-24       | 552           | 52.1%   | 100                | 42.9%   |
| Feb-24       | 530           | 53.2%   | 109                | 70.3%   |
| Mar-24       | 545           | 51.8%   | 103                | 58.5%   |
| Apr-24       | 618           | 53.3%   | 97                 | 5.4%    |
| 12-month Avg | 527           | 26.4%   | 97                 | 52.9%   |

## Historical Active Listings by Month



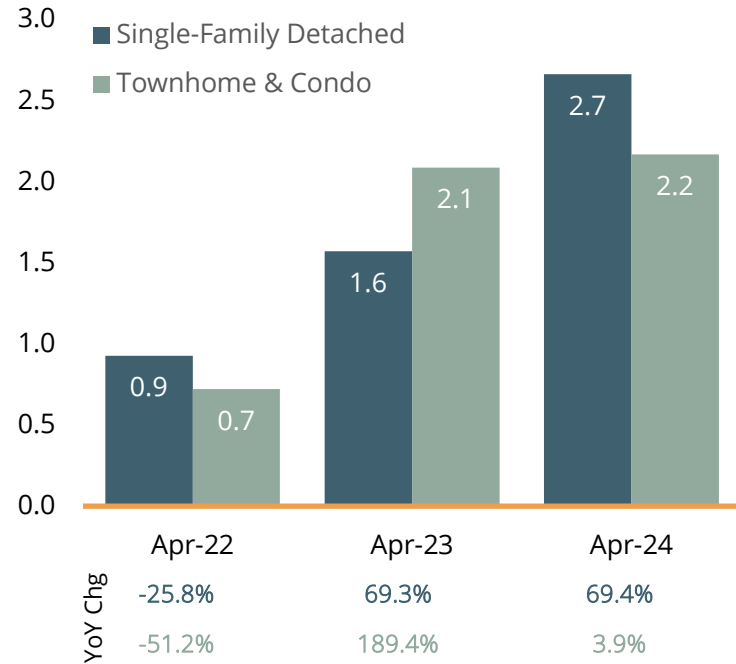
Sources: Virginia REALTORS®, data accessed May 15, 2024



# Months of Supply

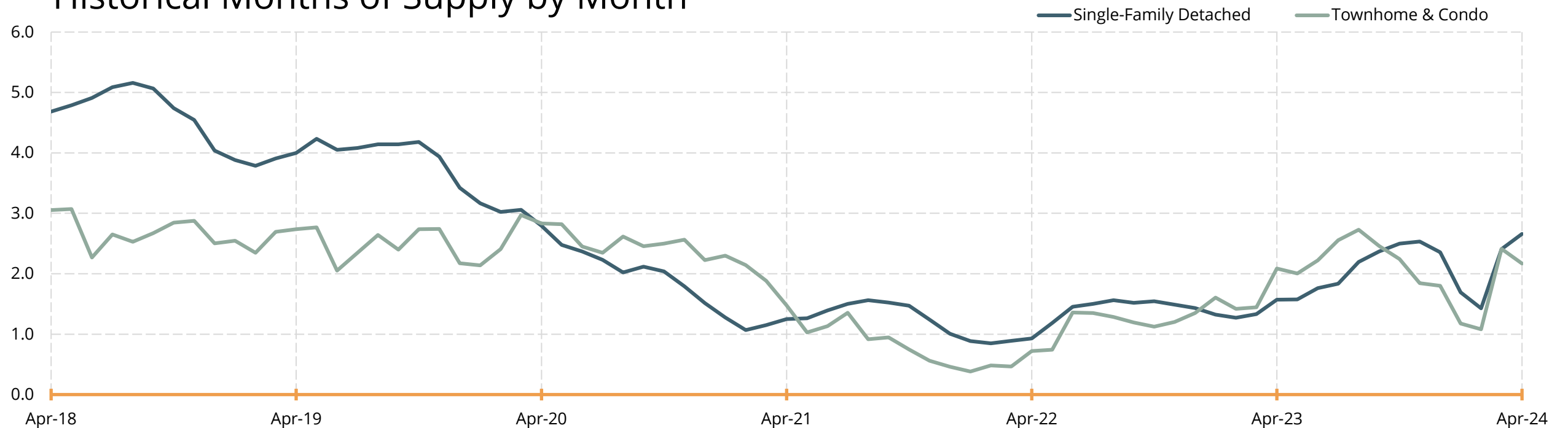


## April



| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| May-23       | 1.6           | 33.2%   | 2.0                | 170.5%  |
| Jun-23       | 1.8           | 21.2%   | 2.2                | 63.7%   |
| Jul-23       | 1.8           | 22.2%   | 2.6                | 89.0%   |
| Aug-23       | 2.2           | 40.6%   | 2.7                | 112.0%  |
| Sep-23       | 2.4           | 56.0%   | 2.5                | 106.2%  |
| Oct-23       | 2.5           | 61.8%   | 2.2                | 99.3%   |
| Nov-23       | 2.5           | 70.2%   | 1.8                | 53.3%   |
| Dec-23       | 2.4           | 64.3%   | 1.8                | 33.5%   |
| Jan-24       | 1.7           | 27.8%   | 1.2                | -26.9%  |
| Feb-24       | 1.4           | 11.9%   | 1.1                | -23.9%  |
| Mar-24       | 2.4           | 80.5%   | 2.4                | 67.1%   |
| Apr-24       | 2.7           | 69.4%   | 2.2                | 3.9%    |
| 12-month Avg | 2.1           | 47.3%   | 2.1                | 52.8%   |

## Historical Months of Supply by Month



Sources: Virginia REALTORS®, data accessed May 15, 2024

# Area Overview - Total Market



| Geography         | New Listings |            |       | Sales  |            |       | Median Sales Price |                  |       | Active Listings |            |        | Months Supply |            |        |
|-------------------|--------------|------------|-------|--------|------------|-------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
|                   | Apr-23       | Apr-24     | % chg | Apr-23 | Apr-24     | % chg | Apr-23             | Apr-24           | % chg | Apr-23          | Apr-24     | % chg  | Apr-23        | Apr-24     | % chg  |
| Amherst County    | 30           | <b>54</b>  | 80.0% | 16     | <b>30</b>  | 87.5% | \$255,000          | <b>\$281,900</b> | 10.5% | 26              | <b>61</b>  | 134.6% | 0.9           | <b>2.4</b> | 157.9% |
| Appomattox County | 20           | <b>22</b>  | 10.0% | 11     | <b>15</b>  | 36.4% | \$230,000          | <b>\$224,900</b> | -2.2% | 38              | <b>55</b>  | 44.7%  | 2.9           | <b>3.9</b> | 34.5%  |
| Bedford County    | 121          | <b>166</b> | 37.2% | 71     | <b>110</b> | 54.9% | \$378,750          | <b>\$350,000</b> | -7.6% | 149             | <b>277</b> | 85.9%  | 1.4           | <b>2.9</b> | 116.3% |
| Campbell County   | 87           | <b>85</b>  | -2.3% | 54     | <b>65</b>  | 20.4% | \$255,000          | <b>\$270,000</b> | 5.9%  | 107             | <b>148</b> | 38.3%  | 1.8           | <b>2.7</b> | 50.1%  |
| Lynchburg         | 155          | <b>177</b> | 14.2% | 79     | <b>106</b> | 34.2% | \$233,500          | <b>\$258,000</b> | 10.5% | 175             | <b>174</b> | -0.6%  | 1.9           | <b>1.9</b> | 3.2%   |

# Area Overview - Total Market YTD



| Geography         | New Listings YTD |            |       | Sales YTD |            |        | Median Sales Price YTD |                  |       | Active Listings YTD |            |        |
|-------------------|------------------|------------|-------|-----------|------------|--------|------------------------|------------------|-------|---------------------|------------|--------|
|                   | Apr-23           | Apr-24     | % chg | Apr-23    | Apr-24     | % chg  | Apr-23                 | Apr-24           | % chg | Apr-23              | Apr-24     | % chg  |
| Amherst County    | 101              | <b>140</b> | 38.6% | 93        | <b>81</b>  | -12.9% | \$255,250              | <b>\$258,000</b> | 1.1%  | 26                  | <b>61</b>  | 134.6% |
| Appomattox County | 60               | <b>88</b>  | 46.7% | 45        | <b>45</b>  | 0.0%   | \$269,500              | <b>\$279,900</b> | 3.9%  | 38                  | <b>55</b>  | 44.7%  |
| Bedford County    | 428              | <b>548</b> | 28.0% | 303       | <b>330</b> | 8.9%   | \$339,900              | <b>\$360,500</b> | 6.1%  | 149                 | <b>277</b> | 85.9%  |
| Campbell County   | 292              | <b>306</b> | 4.8%  | 190       | <b>194</b> | 2.1%   | \$263,400              | <b>\$275,000</b> | 4.4%  | 107                 | <b>148</b> | 38.3%  |
| Lynchburg         | 494              | <b>561</b> | 13.6% | 322       | <b>351</b> | 9.0%   | \$223,750              | <b>\$265,000</b> | 18.4% | 175                 | <b>174</b> | -0.6%  |

# Area Overview - Single Family Detached Market



| Geography         | New Listings |            |       | Sales  |           |       | Median Sales Price |                  |       | Active Listings |            |        | Months Supply |            |        |
|-------------------|--------------|------------|-------|--------|-----------|-------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
|                   | Apr-23       | Apr-24     | % chg | Apr-23 | Apr-24    | % chg | Apr-23             | Apr-24           | % chg | Apr-23          | Apr-24     | % chg  | Apr-23        | Apr-24     | % chg  |
| Amherst County    | 29           | <b>51</b>  | 75.9% | 16     | <b>30</b> | 87.5% | \$255,000          | <b>\$281,900</b> | 10.5% | 25              | <b>60</b>  | 140.0% | 0.9           | <b>2.4</b> | 165.0% |
| Appomattox County | 20           | <b>22</b>  | 10.0% | 11     | <b>15</b> | 36.4% | \$230,000          | <b>\$224,900</b> | -2.2% | 38              | <b>55</b>  | 44.7%  | 2.9           | <b>3.9</b> | 34.5%  |
| Bedford County    | 108          | <b>144</b> | 33.3% | 60     | <b>92</b> | 53.3% | \$400,000          | <b>\$374,900</b> | -6.3% | 134             | <b>251</b> | 87.3%  | 1.4           | <b>3.1</b> | 120.8% |
| Campbell County   | 56           | <b>80</b>  | 42.9% | 43     | <b>51</b> | 18.6% | \$255,000          | <b>\$287,400</b> | 12.7% | 64              | <b>100</b> | 56.3%  | 1.4           | <b>2.3</b> | 64.5%  |
| Lynchburg         | 122          | <b>137</b> | 12.3% | 60     | <b>73</b> | 21.7% | \$229,500          | <b>\$280,000</b> | 22.0% | 142             | <b>152</b> | 7.0%   | 1.8           | <b>2.2</b> | 18.3%  |

# Area Overview - Single Family Detached Market YTD



| Geography         | New Listings YTD |            |       | Sales YTD |            |        | Median Sales Price YTD |                  |       | Active Listings YTD |            |        |
|-------------------|------------------|------------|-------|-----------|------------|--------|------------------------|------------------|-------|---------------------|------------|--------|
|                   | Apr-23           | Apr-24     | % chg | Apr-23    | Apr-24     | % chg  | Apr-23                 | Apr-24           | % chg | Apr-23              | Apr-24     | % chg  |
| Amherst County    | 100              | <b>136</b> | 36.0% | 93        | <b>81</b>  | -12.9% | \$255,250              | <b>\$258,000</b> | 1.1%  | 25                  | <b>60</b>  | 140.0% |
| Appomattox County | 60               | <b>88</b>  | 46.7% | 45        | <b>45</b>  | 0.0%   | \$269,500              | <b>\$279,900</b> | 3.9%  | 38                  | <b>55</b>  | 44.7%  |
| Bedford County    | 371              | <b>482</b> | 29.9% | 252       | <b>285</b> | 13.1%  | \$345,000              | <b>\$369,900</b> | 7.2%  | 134                 | <b>251</b> | 87.3%  |
| Campbell County   | 225              | <b>249</b> | 10.7% | 166       | <b>152</b> | -8.4%  | \$273,000              | <b>\$279,950</b> | 2.5%  | 64                  | <b>100</b> | 56.3%  |
| Lynchburg         | 379              | <b>410</b> | 8.2%  | 249       | <b>258</b> | 3.6%   | \$216,000              | <b>\$251,291</b> | 16.3% | 142                 | <b>152</b> | 7.0%   |

# Area Overview - Townhome & Condo Market



| Geography         | New Listings |           |        | Sales  |           |       | Median Sales Price |                  |        | Active Listings |           |        | Months Supply |            |        |
|-------------------|--------------|-----------|--------|--------|-----------|-------|--------------------|------------------|--------|-----------------|-----------|--------|---------------|------------|--------|
|                   | Apr-23       | Apr-24    | % chg  | Apr-23 | Apr-24    | % chg | Apr-23             | Apr-24           | % chg  | Apr-23          | Apr-24    | % chg  | Apr-23        | Apr-24     | % chg  |
| Amherst County    | 1            | <b>3</b>  | 200.0% | 0      | <b>0</b>  | n/a   | \$0                | <b>\$0</b>       | n/a    | 1               | <b>1</b>  | 0.0%   | 4.0           | <b>3.0</b> | -25.0% |
| Appomattox County | 0            | <b>0</b>  | n/a    | 0      | <b>0</b>  | n/a   | \$0                | <b>\$0</b>       | n/a    | 0               | <b>0</b>  | n/a    | 0.0           | <b>0.0</b> | n/a    |
| Bedford County    | 13           | <b>22</b> | 69.2%  | 11     | <b>18</b> | 63.6% | \$339,900          | <b>\$342,450</b> | 0.8%   | 15              | <b>26</b> | 73.3%  | 1.1           | <b>2.0</b> | 86.5%  |
| Campbell County   | 31           | <b>5</b>  | -83.9% | 11     | <b>14</b> | 27.3% | \$263,400          | <b>\$266,500</b> | 1.2%   | 43              | <b>48</b> | 11.6%  | 3.3           | <b>4.5</b> | 36.2%  |
| Lynchburg         | 33           | <b>40</b> | 21.2%  | 19     | <b>33</b> | 73.7% | \$256,900          | <b>\$211,000</b> | -17.9% | 33              | <b>22</b> | -33.3% | 2.0           | <b>1.1</b> | -46.0% |

# Area Overview - Townhome & Condo Market YTD



| Geography         | New Listings YTD |            |        | Sales YTD |           |        | Median Sales Price YTD |                  |       | Active Listings YTD |           |        |
|-------------------|------------------|------------|--------|-----------|-----------|--------|------------------------|------------------|-------|---------------------|-----------|--------|
|                   | Apr-23           | Apr-24     | % chg  | Apr-23    | Apr-24    | % chg  | Apr-23                 | Apr-24           | % chg | Apr-23              | Apr-24    | % chg  |
| Amherst County    | 1                | <b>4</b>   | 300.0% | 0         | <b>0</b>  | n/a    | \$0                    | <b>\$0</b>       | N/A   | 1                   | <b>1</b>  | 0.0%   |
| Appomattox County | 0                | <b>0</b>   | n/a    | 0         | <b>0</b>  | n/a    | \$0                    | <b>\$0</b>       | N/A   | 0                   | <b>0</b>  | n/a    |
| Bedford County    | 57               | <b>66</b>  | 15.8%  | 51        | <b>45</b> | -11.8% | \$314,900              | <b>\$349,900</b> | 11.1% | 15                  | <b>26</b> | 73.3%  |
| Campbell County   | 67               | <b>57</b>  | -14.9% | 24        | <b>42</b> | 75.0%  | \$261,650              | <b>\$269,900</b> | 3.2%  | 43                  | <b>48</b> | 11.6%  |
| Lynchburg         | 115              | <b>151</b> | 31.3%  | 73        | <b>93</b> | 27.4%  | \$252,200              | <b>\$280,000</b> | 11.0% | 33                  | <b>22</b> | -33.3% |



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