

APRIL
2022

LARLYNCHBURG

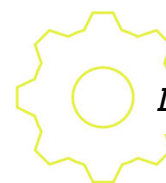
MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: April 2022

- Sales activity in the LAR region increased in April, driven by a surge in sales in Campbell County and Lynchburg.** There were 397 sales in the LAR region in April, 30 more sales than last year, an 8.2% increase. Nearly all of the additional sales were in Campbell County and Lynchburg, which had 23 and 20 additional sales, respectively from last year. There were 14 fewer sales in Amherst County than last April (-28.0%).
- Pending sales moderated in the LAR area in April.** There were 428 pending sales in the LAR market in April, 34 fewer than a year ago, which is a 7.4% drop. Most of the decrease in pending sales this month was in Campbell County (-21.1%) and Lynchburg (-9.7%). Appomattox County had an increase in pending sales compared to last April (+33.3%), as did Bedford County (+1.8%).
- Prices are climbing rapidly across the LAR region.** At \$244,900, the median sales price in the LAR market in April jumped up 13.9% from a year ago, which is a gain of nearly \$30,000. All local markets in the footprint had strong median price growth this month led by Appomattox County (+42.9%), Campbell County (+18.1%), and Lynchburg (+14.4%).
- Supply continues to shrink, fewer active listings on the market and fewer new listings.** There were 337 active listings throughout the LAR footprint at the end of April, 134 fewer active listings than a year ago, which is a 28.5% reduction. New listings also dropped from last April, falling 10.4%, or 54 fewer new listings.



LAR Market Dashboard

YoY Chg	Apr-22	Indicator
▲ 8.2%	397	Sales
▼ -7.4%	428	Pending Sales
▼ -10.4%	467	New Listings
▲ 9.7%	\$235,000	Median List Price
▲ 13.9%	\$244,900	Median Sales Price
▲ 16.5%	\$143	Median Price Per Square Foot
▲ 25.6%	\$113.7	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -43.0%	21	Average Days on Market
▼ -28.5%	337	Active Listings
▼ -29.6%	0.9	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.

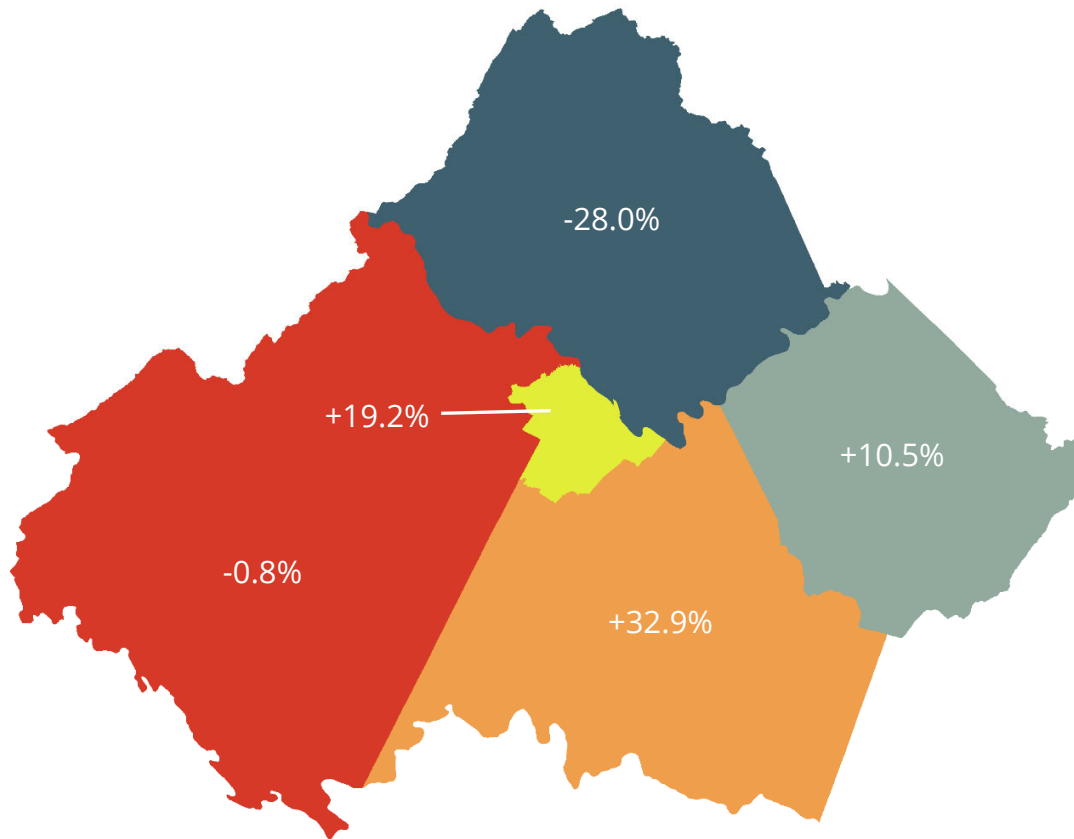
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Apr-21	Apr-22	% Chg
Amherst County	50	36	-28.0%
Appomattox County	19	21	10.5%
Bedford County	124	123	-0.8%
Campbell County	70	93	32.9%
Lynchburg	104	124	19.2%
LAR	367	397	8.2%

Total Market Overview



Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			367	397	8.2%	1,270	1,245	-2.0%
Pending Sales			462	428	-7.4%	1,575	1,518	-3.6%
New Listings			521	467	-10.4%	1,642	1,568	-4.5%
Median List Price			\$214,200	\$235,000	9.7%	\$211,900	\$239,900	13.2%
Median Sales Price			\$215,000	\$244,900	13.9%	\$210,950	\$242,500	15.0%
Median Price Per Square Foot			\$123	\$143	16.5%	\$119	\$140	17.8%
Sold Dollar Volume (in millions)			\$90.5	\$113.7	25.6%	\$306.3	\$351.8	14.8%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			37	21	-43.0%	36	25	-32.5%
Active Listings			471	337	-28.5%	n/a	n/a	n/a
Months of Supply			1.3	0.9	-29.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			318	346	8.8%	1,107	1,087	-1.8%
Pending Sales			385	374	-2.9%	1,318	1,294	-1.8%
New Listings			453	399	-11.9%	1,398	1,332	-4.7%
Median List Price			\$215,100	\$245,100	13.9%	\$215,900	\$245,000	13.5%
Median Sales Price			\$220,250	\$250,000	13.5%	\$215,200	\$249,900	16.1%
Median Price Per Square Foot			\$122	\$142	16.0%	\$117	\$139	18.8%
Sold Dollar Volume (in millions)			\$79.5	\$102.5	29.0%	\$272.7	\$316.3	16.0%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			35	23	-33.0%	34	26	-25.0%
Active Listings			409	298	-27.1%	n/a	n/a	n/a
Months of Supply			1.3	0.9	-25.8%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

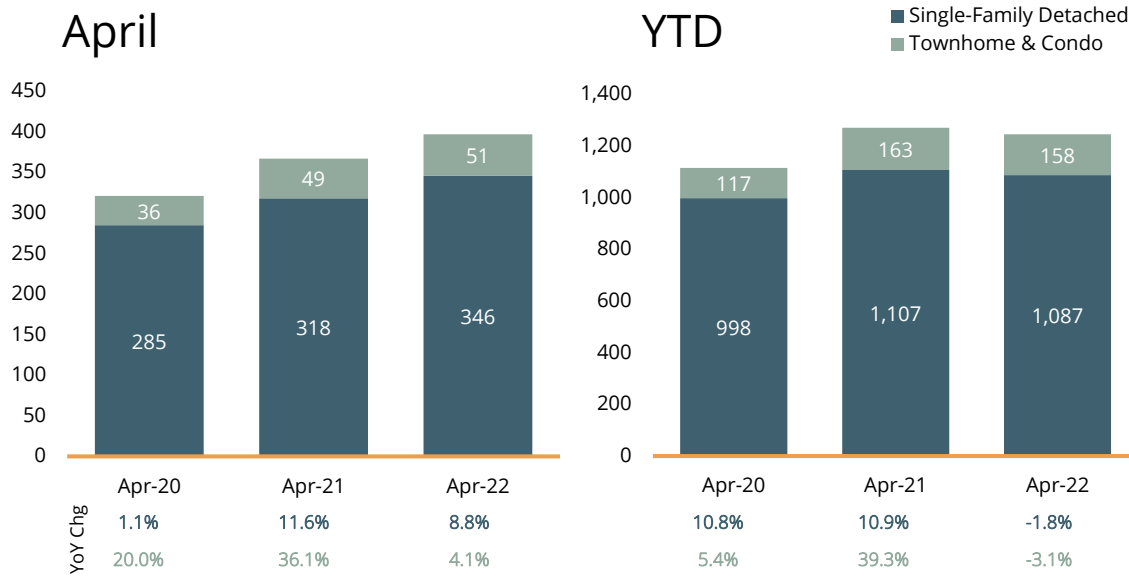
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			49	51	4.1%	163	158	-3.1%
Pending Sales			77	54	-29.9%	257	224	-12.8%
New Listings			68	68	0.0%	244	236	-3.3%
Median List Price			\$199,900	\$201,250	0.7%	\$198,900	\$219,950	10.6%
Median Sales Price			\$199,900	\$218,000	9.1%	\$195,000	\$219,950	12.8%
Median Price Per Square Foot			\$131	\$158	20.7%	\$131	\$153	17.0%
Sold Dollar Volume (in millions)			\$11.0	\$11.2	1.1%	\$33.6	\$35.5	5.6%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			55	9	-84.2%	51	17	-66.6%
Active Listings			62	39	-37.1%	n/a	n/a	n/a
Months of Supply			1.5	0.7	-51.2%	n/a	n/a	n/a

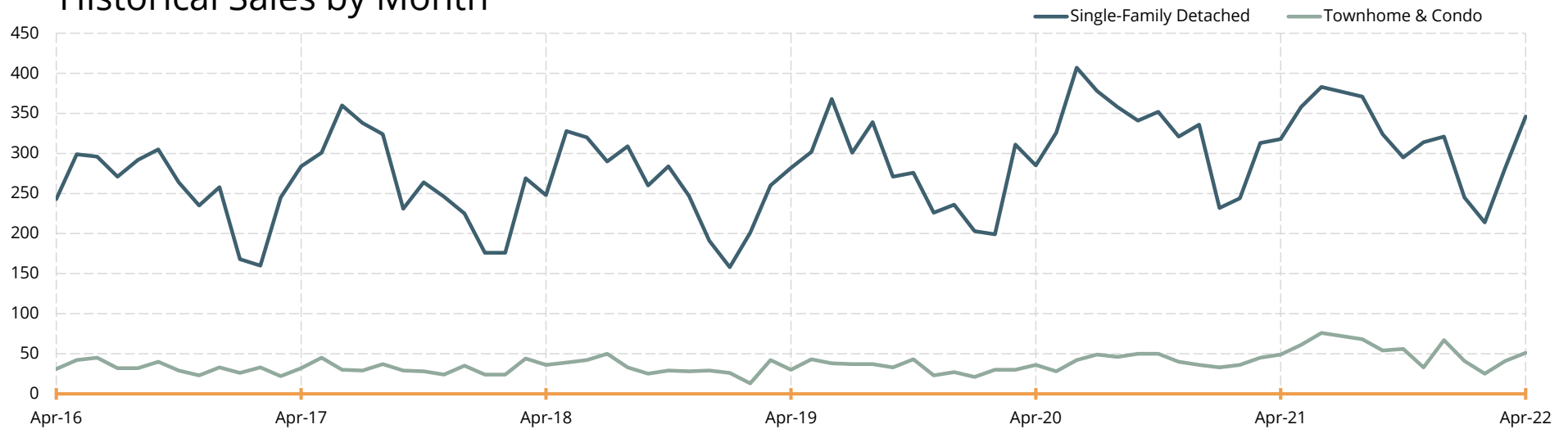
Source: Virginia REALTORS®, data accessed May 16, 2022

Sales



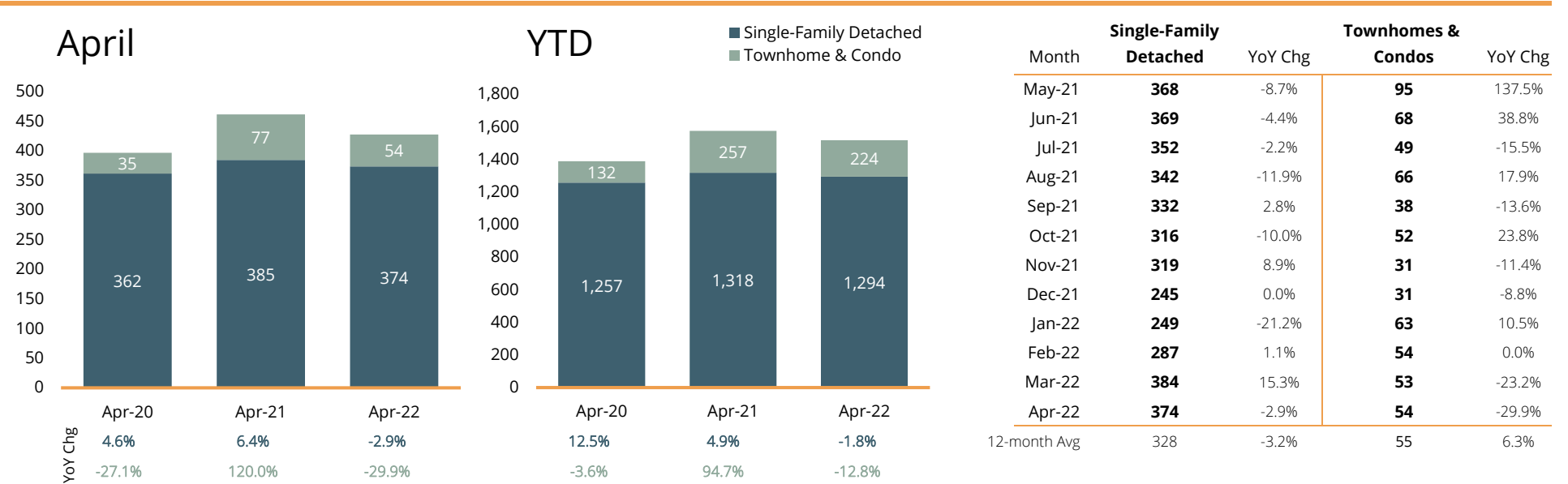
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-21	358	9.8%	61	117.9%
Jun-21	383	-5.9%	76	81.0%
Jul-21	377	-0.3%	72	46.9%
Aug-21	371	3.6%	68	47.8%
Sep-21	324	-5.0%	54	8.0%
Oct-21	295	-16.2%	56	12.0%
Nov-21	314	-2.2%	33	-17.5%
Dec-21	321	-4.5%	67	86.1%
Jan-22	245	5.6%	41	24.2%
Feb-22	214	-12.3%	25	-30.6%
Mar-22	282	-9.9%	41	-8.9%
Apr-22	346	8.8%	51	4.1%
12-month Avg	319	-2.4%	54	28.0%

Historical Sales by Month

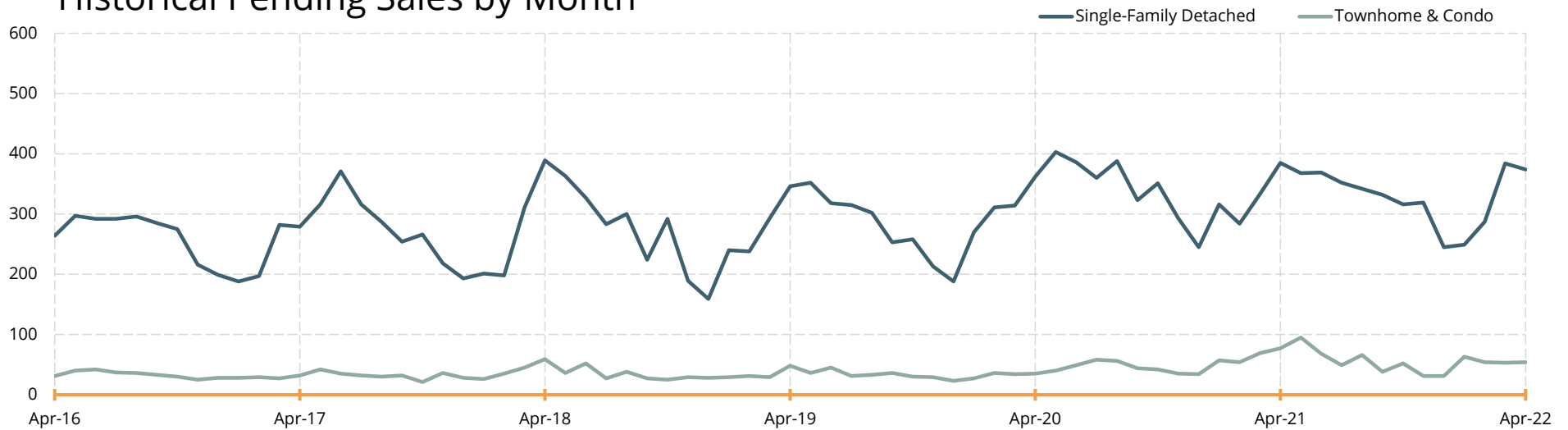


Source: Virginia REALTORS®, data accessed May 16, 2022

Pending Sales

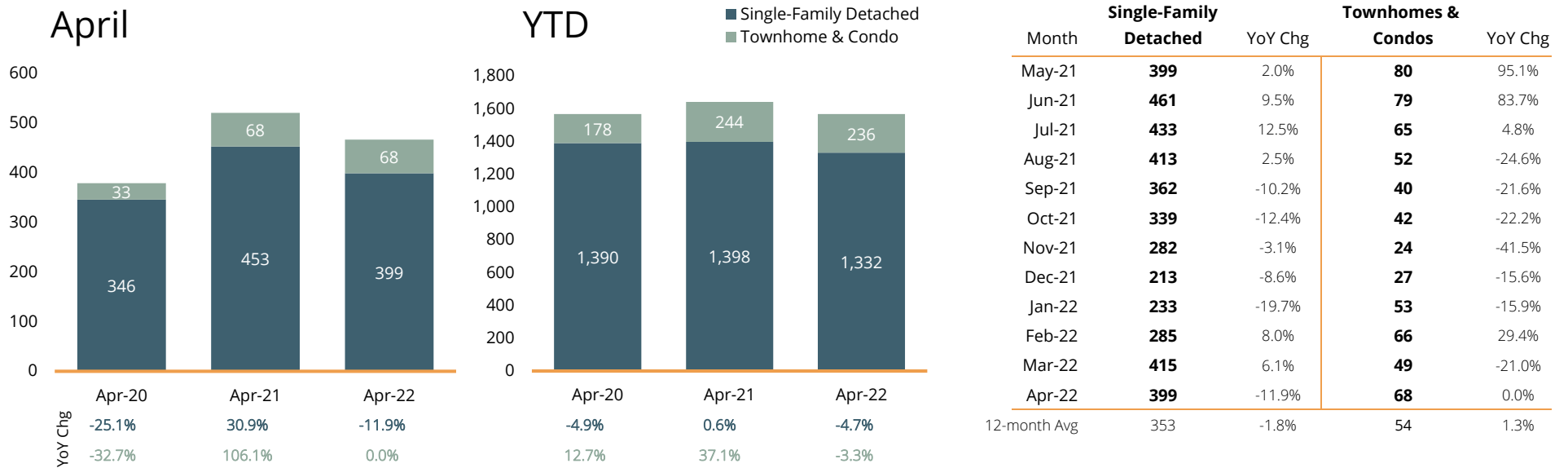


Historical Pending Sales by Month

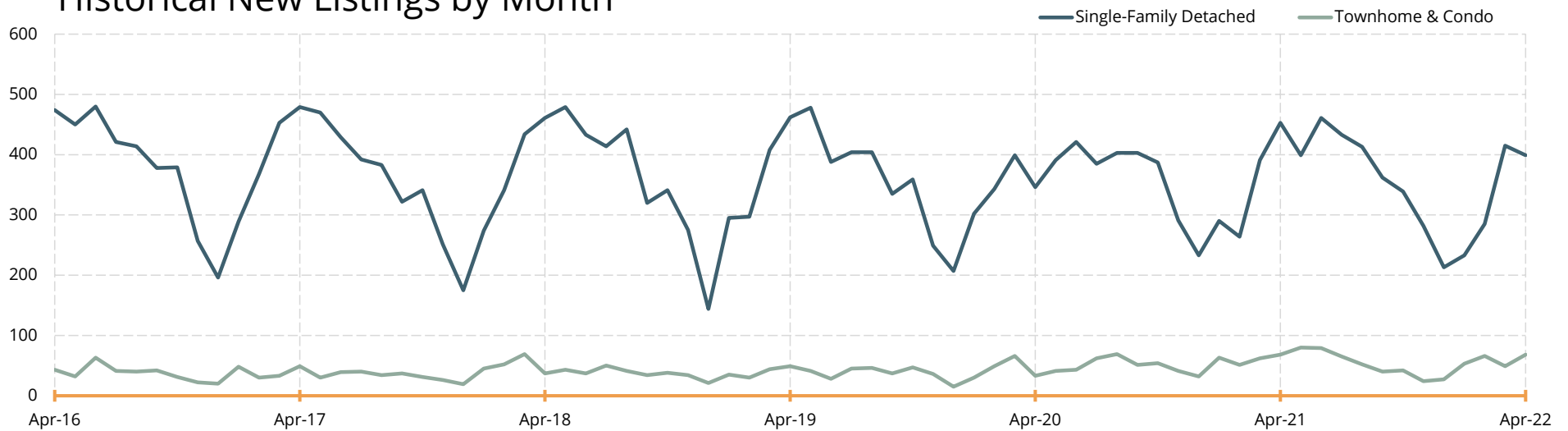


Source: Virginia REALTORS®, data accessed May 16, 2022

New Listings

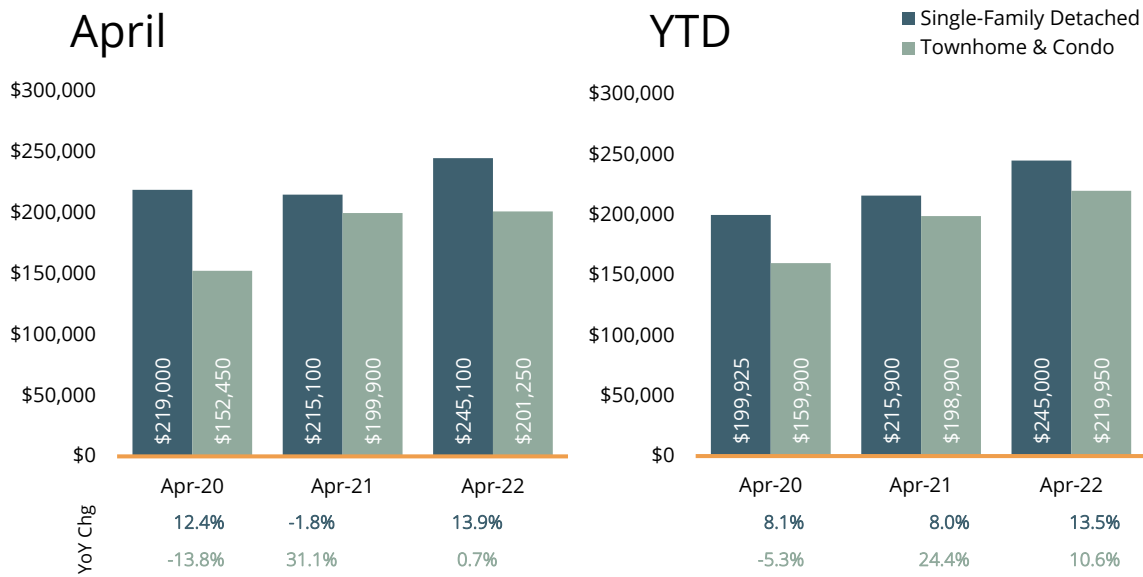


Historical New Listings by Month



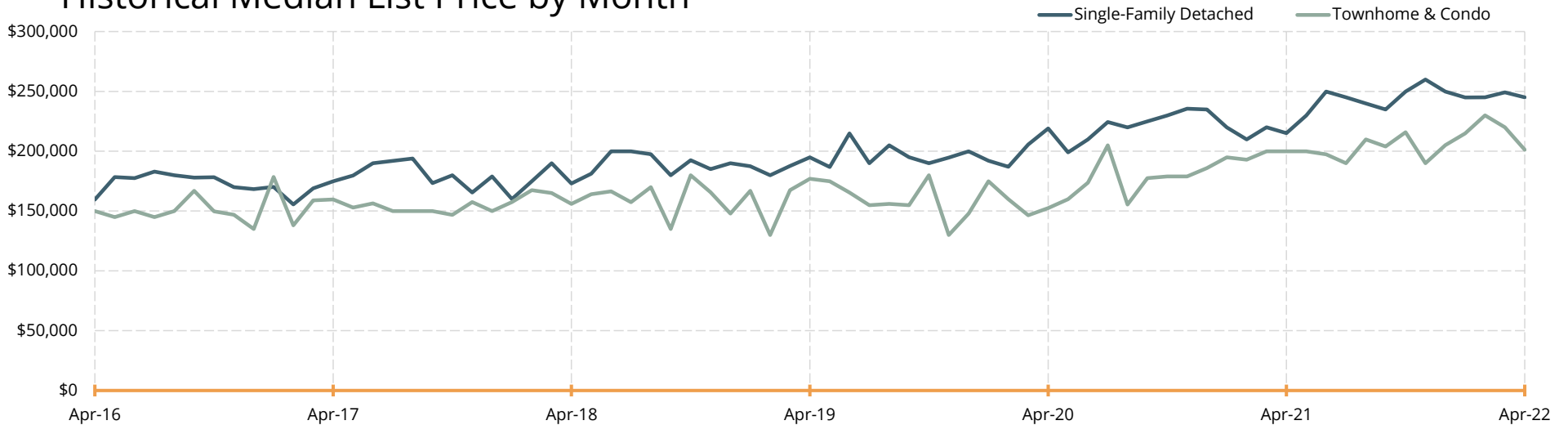
Source: Virginia REALTORS®, data accessed May 16, 2022

Median List Price



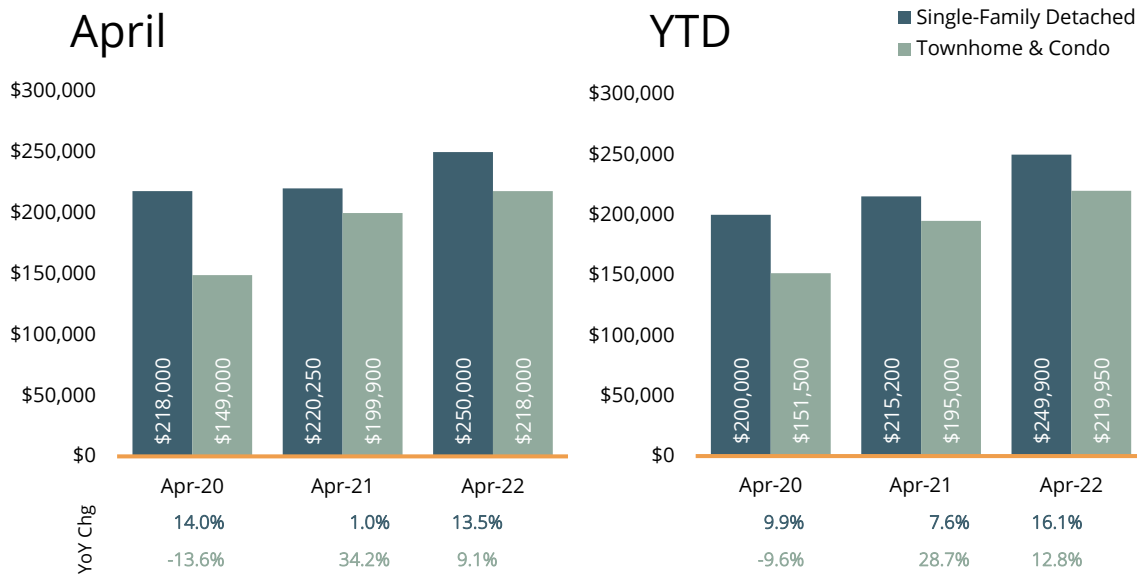
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-21	\$229,900	15.5%	\$199,900	25.0%
Jun-21	\$249,900	19.1%	\$197,400	13.6%
Jul-21	\$245,000	9.2%	\$189,999	-7.3%
Aug-21	\$239,900	9.1%	\$209,900	35.1%
Sep-21	\$234,900	4.4%	\$203,900	14.9%
Oct-21	\$249,900	8.7%	\$215,900	20.7%
Nov-21	\$259,900	10.4%	\$189,900	6.1%
Dec-21	\$249,900	6.4%	\$204,999	10.3%
Jan-22	\$244,900	11.4%	\$214,900	10.3%
Feb-22	\$245,000	16.7%	\$229,900	19.2%
Mar-22	\$249,200	13.3%	\$220,000	10.1%
Apr-22	\$245,100	13.9%	\$201,250	0.7%
12-month Avg	\$245,292	11.4%	\$206,496	12.5%

Historical Median List Price by Month



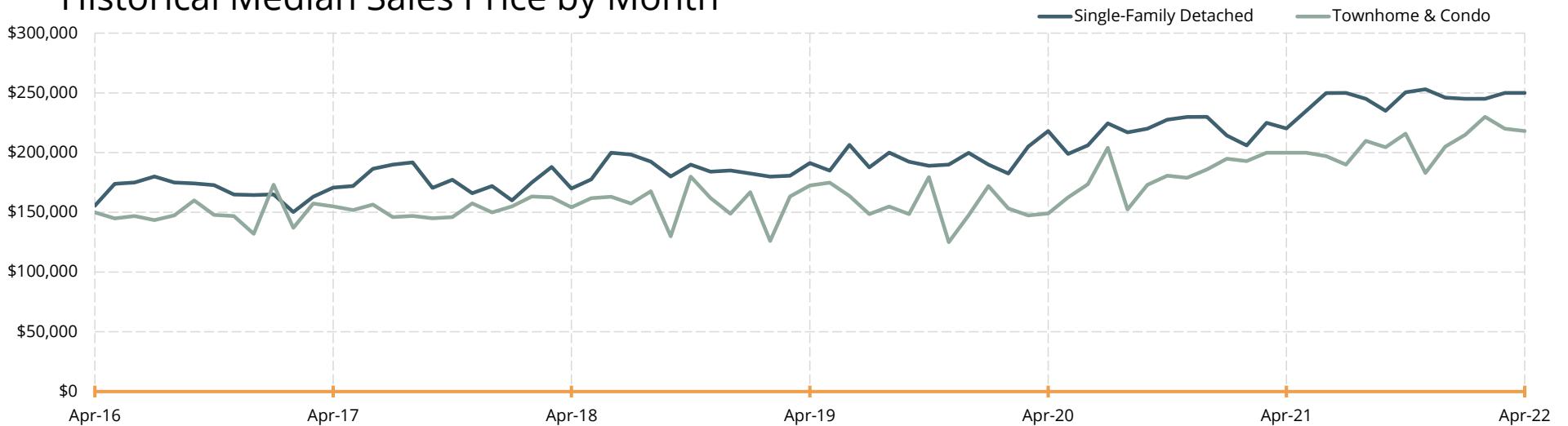
Source: Virginia REALTORS®, data accessed May 16, 2022

Median Sales Price



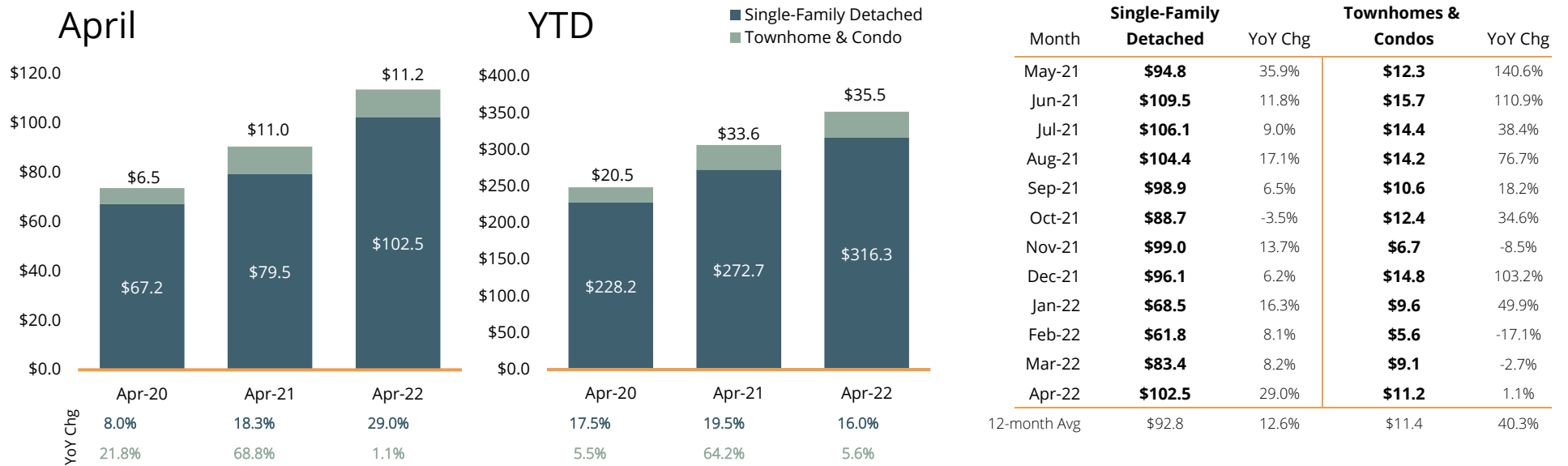
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-21	\$235,000	18.1%	\$199,900	23.1%
Jun-21	\$249,900	21.2%	\$197,100	13.6%
Jul-21	\$250,000	11.4%	\$189,999	-6.9%
Aug-21	\$245,000	12.9%	\$209,900	37.7%
Sep-21	\$235,000	6.8%	\$204,450	18.2%
Oct-21	\$250,500	10.1%	\$215,900	19.5%
Nov-21	\$252,950	10.0%	\$183,000	2.3%
Dec-21	\$246,000	7.0%	\$205,000	10.3%
Jan-22	\$245,000	14.3%	\$214,900	10.3%
Feb-22	\$245,000	18.9%	\$229,900	19.2%
Mar-22	\$250,000	11.2%	\$220,000	10.1%
Apr-22	\$250,000	13.5%	\$218,000	9.1%
12-month Avg	\$246,196	12.8%	\$207,337	13.2%

Historical Median Sales Price by Month

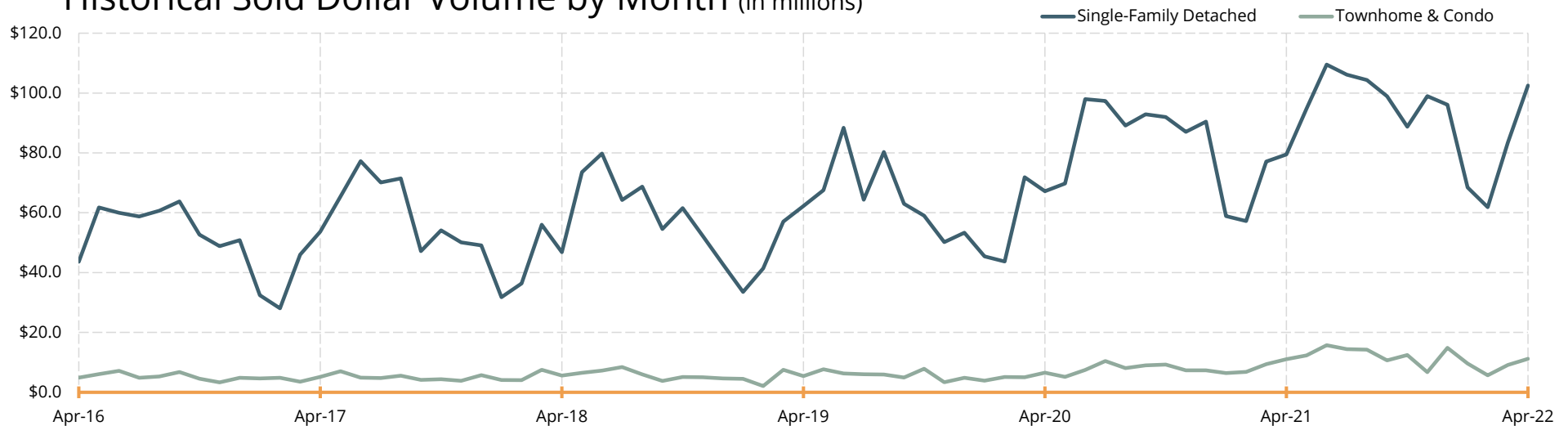


Source: Virginia REALTORS®, data accessed May 16, 2022

Sold Dollar Volume (in millions)

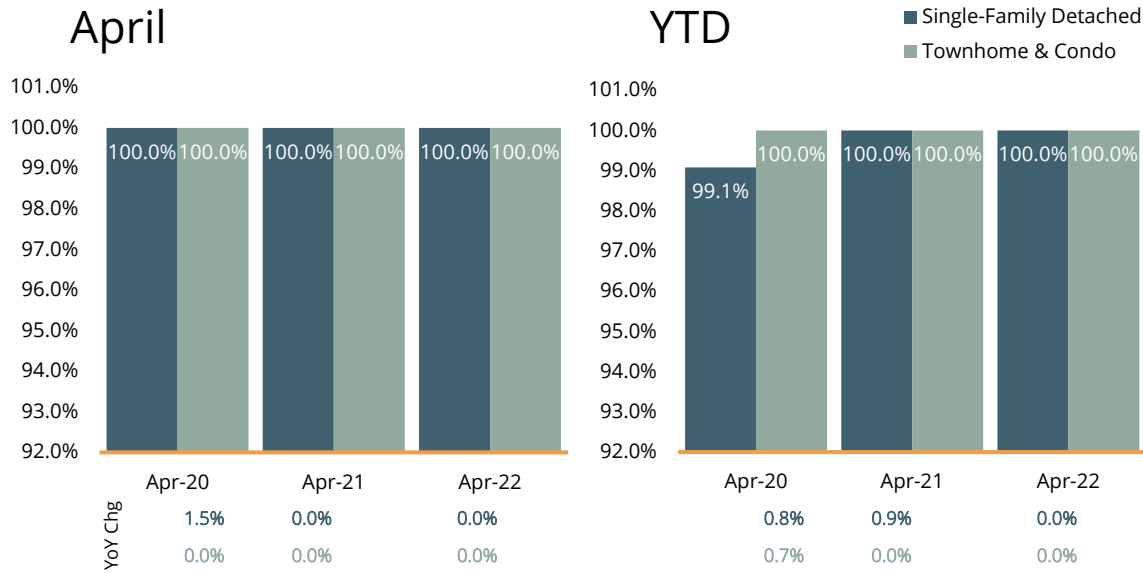


Historical Sold Dollar Volume by Month (in millions)



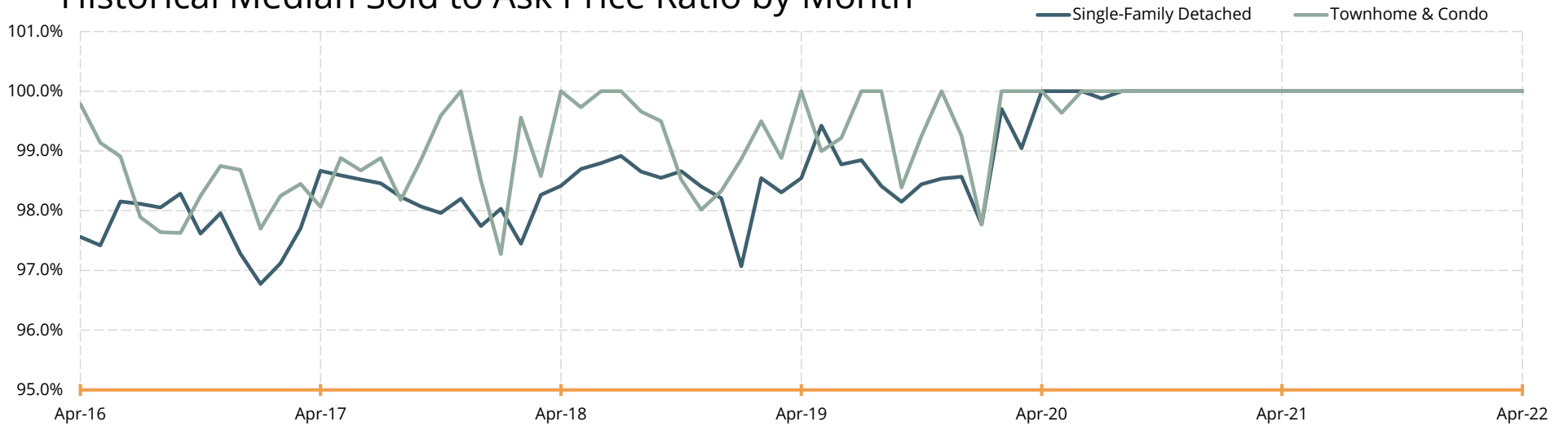
Source: Virginia REALTORS®, data accessed May 16, 2022

Median Sold to Ask Price Ratio

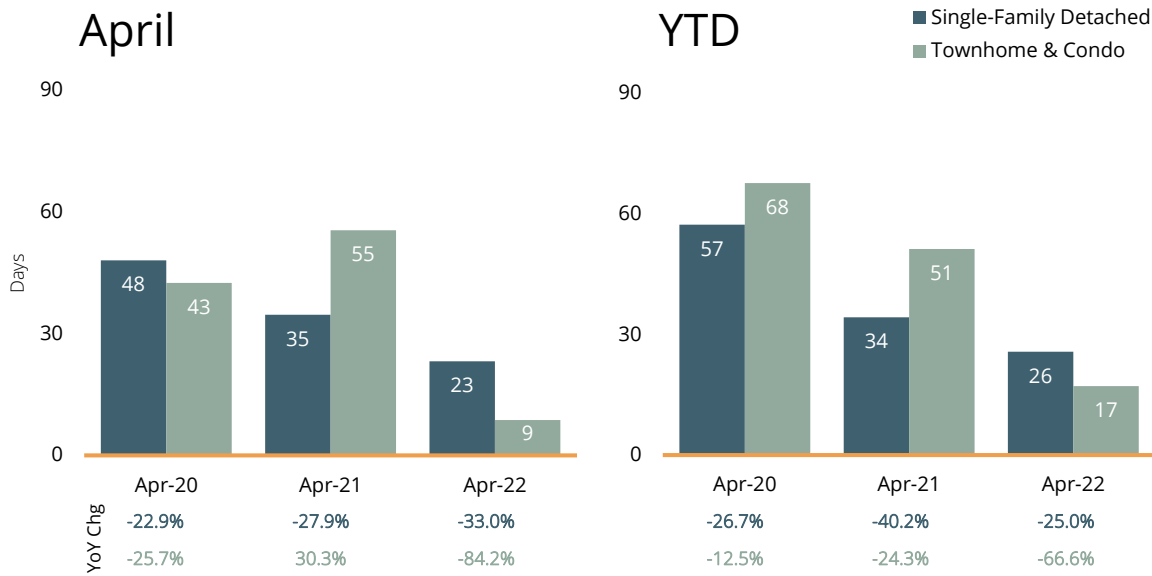


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
May-21	100.0%	0.0%	100.0%	0.4%
Jun-21	100.0%	0.0%	100.0%	0.0%
Jul-21	100.0%	0.1%	100.0%	0.0%
Aug-21	100.0%	0.0%	100.0%	0.0%
Sep-21	100.0%	0.0%	100.0%	0.0%
Oct-21	100.0%	0.0%	100.0%	0.0%
Nov-21	100.0%	0.0%	100.0%	0.0%
Dec-21	100.0%	0.0%	100.0%	0.0%
Jan-22	100.0%	0.0%	100.0%	0.0%
Feb-22	100.0%	0.0%	100.0%	0.0%
Mar-22	100.0%	0.0%	100.0%	0.0%
Apr-22	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	0.0%	100.0%	0.0%

Historical Median Sold to Ask Price Ratio by Month

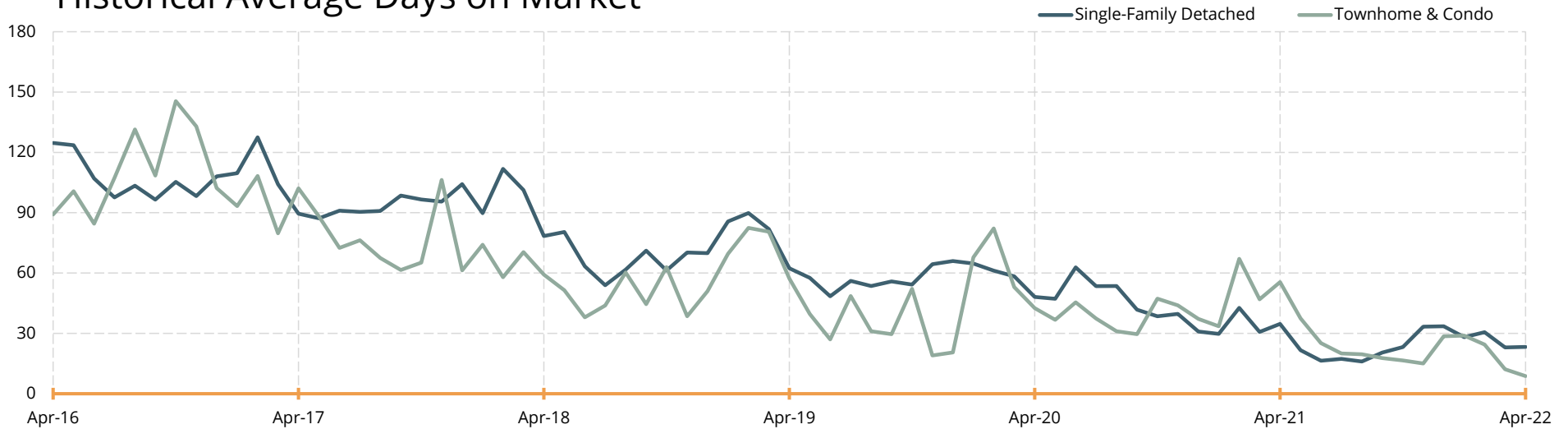


Average Days on Market

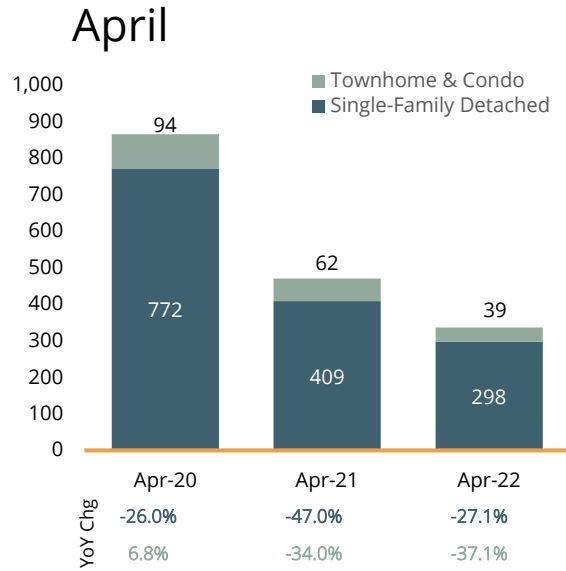


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-21	22	-54.3%	37	1.9%
Jun-21	16	-73.9%	25	-44.7%
Jul-21	17	-67.6%	20	-46.5%
Aug-21	16	-70.0%	20	-36.8%
Sep-21	20	-51.1%	18	-40.1%
Oct-21	23	-39.7%	16	-65.1%
Nov-21	33	-15.9%	15	-65.8%
Dec-21	33	8.4%	29	-23.3%
Jan-22	28	-5.5%	29	-13.8%
Feb-22	31	-28.4%	24	-63.6%
Mar-22	23	-25.2%	12	-74.2%
Apr-22	23	-33.0%	9	-84.2%
12-month Avg	24	-43.3%	21	-50.3%

Historical Average Days on Market

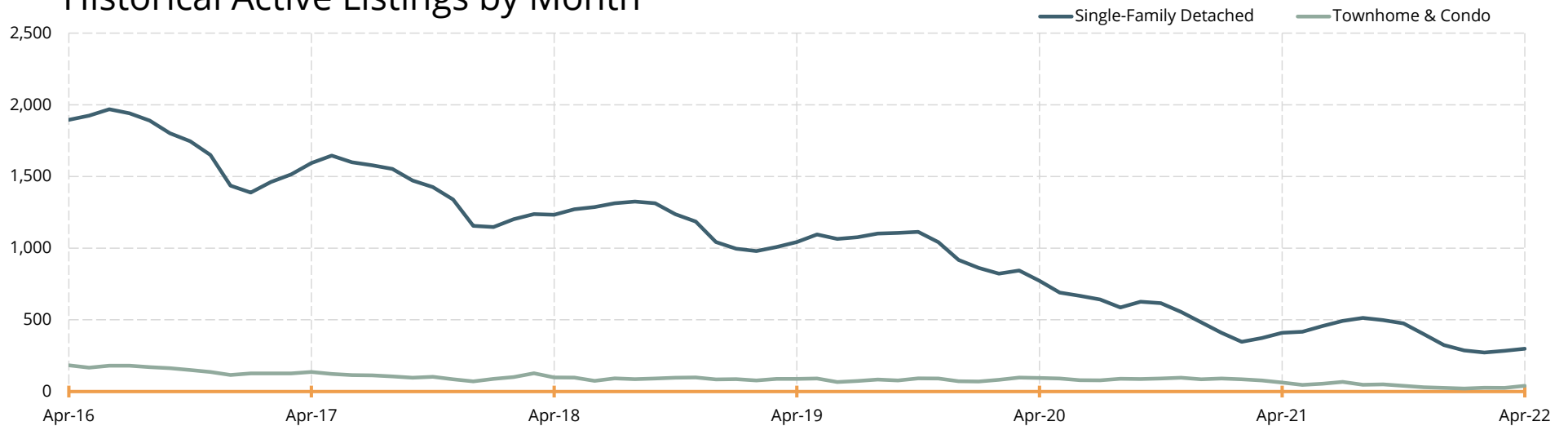


Active Listings



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-21	417	-39.6%	46	-48.9%
Jun-21	457	-31.5%	54	-31.6%
Jul-21	492	-23.4%	67	-14.1%
Aug-21	513	-12.5%	47	-47.2%
Sep-21	498	-20.4%	49	-43.7%
Oct-21	475	-22.9%	39	-56.7%
Nov-21	400	-27.9%	29	-69.8%
Dec-21	324	-32.8%	25	-70.6%
Jan-22	286	-30.1%	21	-76.7%
Feb-22	272	-21.4%	26	-69.4%
Mar-22	284	-23.9%	25	-67.5%
Apr-22	298	-27.1%	39	-37.1%
12-month Avg	393	-26.3%	39	-53.7%

Historical Active Listings by Month

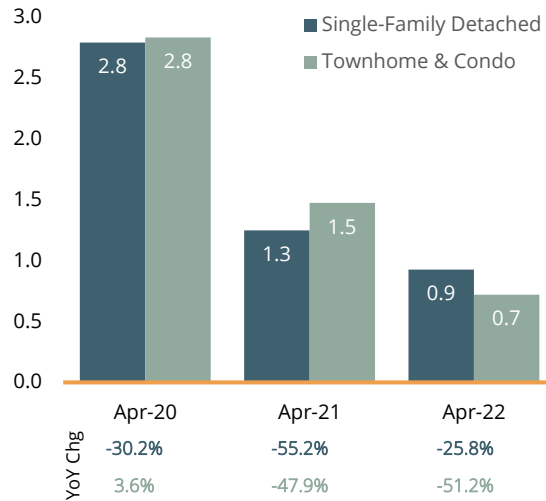


Source: Virginia REALTORS®, data accessed May 16, 2022

Months of Supply

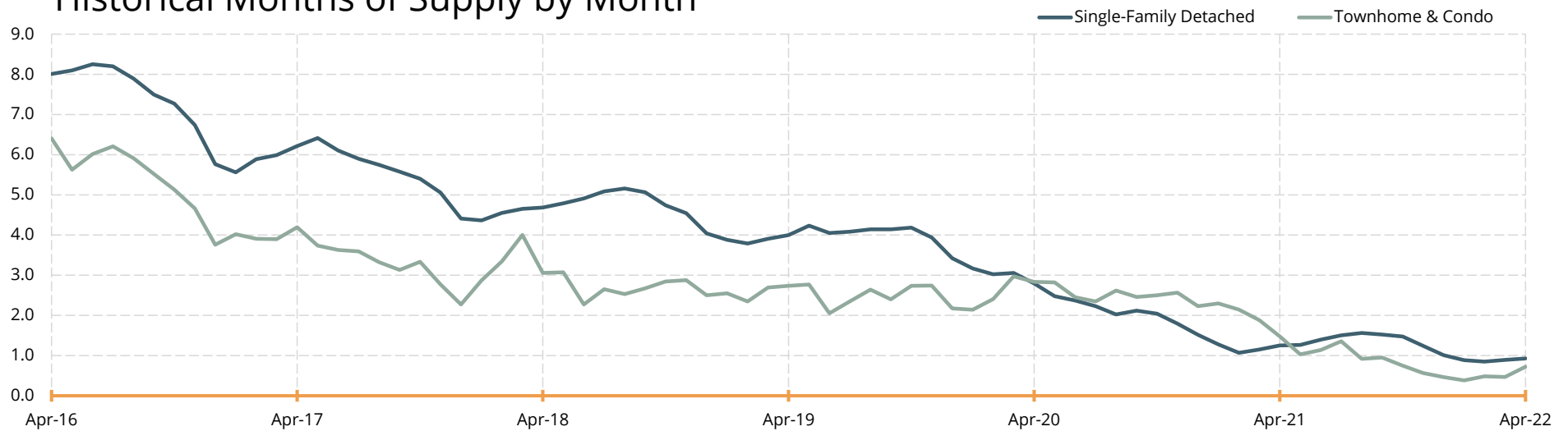


April



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-21	1.3	-49.0%	1.0	-63.5%
Jun-21	1.4	-41.1%	1.1	-53.7%
Jul-21	1.5	-32.6%	1.4	-42.3%
Aug-21	1.6	-22.9%	0.9	-65.0%
Sep-21	1.5	-28.2%	0.9	-61.4%
Oct-21	1.5	-27.9%	0.7	-70.1%
Nov-21	1.2	-30.7%	0.6	-78.1%
Dec-21	1.0	-33.5%	0.5	-79.3%
Jan-22	0.9	-30.6%	0.4	-83.4%
Feb-22	0.8	-20.5%	0.5	-77.6%
Mar-22	0.9	-22.5%	0.5	-75.3%
Apr-22	0.9	-25.8%	0.7	-51.2%
12-month Avg	1.2	-31.9%	0.8	-66.9%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	53	42	-20.8%	50	36	-28.0%	\$194,950	\$209,950	7.7%	59	34	-42.4%	1.5	1.0	-34.7%
Appomattox County	24	20	-16.7%	19	21	10.5%	\$175,000	\$250,000	42.9%	36	27	-25.0%	1.8	1.4	-23.4%
Bedford County	199	189	-5.0%	124	123	-0.8%	\$295,000	\$325,500	10.3%	189	143	-24.3%	1.3	1.0	-21.0%
Campbell County	93	81	-12.9%	70	93	32.9%	\$207,450	\$245,000	18.1%	119	59	-50.4%	1.9	0.8	-59.3%
Lynchburg	152	135	-11.2%	104	124	19.2%	\$184,000	\$210,450	14.4%	68	74	8.8%	0.6	0.7	9.2%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	177	150	-15.3%	134	128	-4.5%	\$194,950	\$207,950	6.7%	59	34	-42.4%
Appomattox County	77	72	-6.5%	71	62	-12.7%	\$180,000	\$229,000	27.2%	36	27	-25.0%
Bedford County	589	580	-1.5%	437	433	-0.9%	\$287,350	\$320,000	11.4%	189	143	-24.3%
Campbell County	344	309	-10.2%	226	265	17.3%	\$199,900	\$230,950	15.5%	119	59	-50.4%
Lynchburg	455	457	0.4%	402	357	-11.2%	\$171,700	\$213,500	24.3%	68	74	8.8%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	49	42	-14.3%	49	36	-26.5%	\$194,900	\$209,950	7.7%	58	34	-41.4%	1.5	1.0	-33.0%
Appomattox County	24	20	-16.7%	19	21	10.5%	\$175,000	\$250,000	42.9%	35	27	-22.9%	1.8	1.4	-21.5%
Bedford County	162	170	4.9%	106	108	1.9%	\$289,975	\$330,500	14.0%	159	124	-22.0%	1.2	1.1	-14.9%
Campbell County	81	55	-32.1%	55	76	38.2%	\$225,000	\$260,000	15.6%	95	47	-50.5%	1.8	0.8	-55.4%
Lynchburg	137	112	-18.2%	89	105	18.0%	\$193,500	\$220,000	13.7%	62	66	6.5%	0.7	0.7	6.7%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	172	149	-13.4%	132	127	-3.8%	\$194,950	\$209,900	7.7%	58	34	-41.4%
Appomattox County	77	72	-6.5%	70	62	-11.4%	\$182,500	\$229,000	25.5%	35	27	-22.9%
Bedford County	494	508	2.8%	393	387	-1.5%	\$288,500	\$326,000	13.0%	159	124	-22.0%
Campbell County	262	215	-17.9%	173	205	18.5%	\$210,000	\$248,950	18.5%	95	47	-50.5%
Lynchburg	393	388	-1.3%	339	306	-9.7%	\$179,900	\$216,000	20.1%	62	66	6.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	4	0	-100.0%	1	0	-100.0%	\$240,000	\$0	-100.0%	1	0	-100.0%	3.0	0.0	-100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	1	0	-100.0%	6.0	0.0	-100.0%
Bedford County	37	19	-48.6%	18	15	-16.7%	\$329,950	\$267,000	-19.1%	30	19	-36.7%	2.0	1.0	-50.5%
Campbell County	12	26	116.7%	15	17	13.3%	\$199,900	\$225,000	12.6%	24	12	-50.0%	2.4	0.7	-72.1%
Lynchburg	15	23	53.3%	15	19	26.7%	\$134,400	\$180,000	33.9%	6	8	33.3%	0.4	0.5	34.7%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Amherst County	5	1	-80.0%	2	1	-50.0%	\$204,950	\$122,900	-40.0%	1	0	-100.0%
Appomattox County	0	0	n/a	1	0	-100.0%	\$94,500	\$0	-100.0%	1	0	-100.0%
Bedford County	95	72	-24.2%	44	46	4.5%	\$273,286	\$267,000	-2.3%	30	19	-36.7%
Campbell County	82	94	14.6%	53	60	13.2%	\$198,900	\$220,500	10.9%	24	12	-50.0%
Lynchburg	62	69	11.3%	63	51	-19.0%	\$142,500	\$184,500	29.5%	6	8	33.3%



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.