

LAR LYNCHBURG

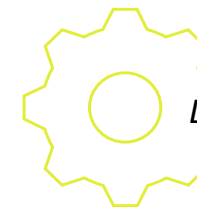
MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

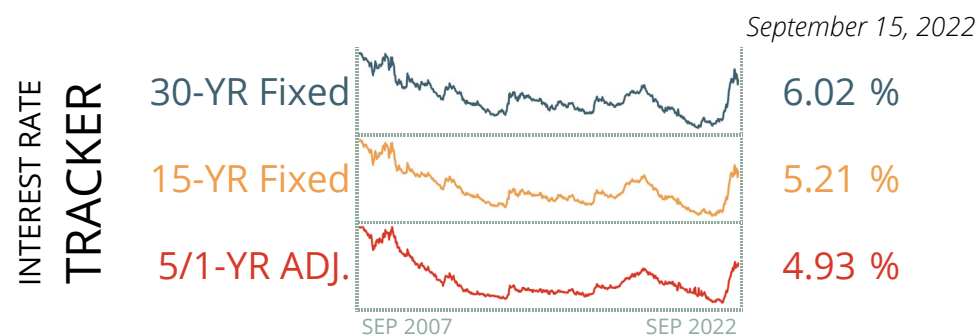
Key Market Trends: August 2022

- Sales moderated in the LAR footprint for the fourth consecutive month.** In August were 379 home sales, which is 60 fewer than last year, representing a 13.7% decline in the entire region. Home sales in Amherst County grew for the second consecutive month at 38 sales, which is four more than last year (+11.8%). Sales declined the most in over a year in Bedford County at 125 home sales, which is 40 fewer sales than last year (-24.2%).
- Pending sales declined throughout the entire LAR region.** There were 357 pending sales across the LAR housing market in August, 51 fewer pending sales than a year ago, which is a 12.5% decrease. Pending sales fell the sharpest in Amherst County (-31.6%) and Appomattox County (-32%). In Bedford County there were 133 pending sales, which is eight fewer compared to a year ago, a 5.7% decline.
- Home prices remain strong in most parts of the LAR market despite a drop in sales.** In August the median sales price was \$262,000, which is \$28,000 more than last year, a 12% increase. The median sales price declined by 8.5% in Appomattox County at \$225,000, which is a \$21,000 fewer than this time last year. Prices grew the most in Campbell County in August (+\$45,950).
- Inventory declined once again despite seeing growth in most parts of the LAR region.** At the end of August there were 542 active listings which is 18 fewer than last year (-3.2%). Appomattox County and Bedford County had six additional active listings by the end of August.



LAR Market Dashboard

YoY Chg	Aug-22	Indicator
▼ -13.7%	379	Sales
▼ -12.5%	357	Pending Sales
▼ -14.0%	400	New Listings
▲ 13.0%	\$259,900	Median List Price
▲ 12.0%	\$262,000	Median Sales Price
▲ 11.4%	\$147	Median Price Per Square Foot
▼ -4.6%	\$113.2	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 13.2%	19	Average Days on Market
▼ -3.2%	542	Active Listings
▲ 3.4%	1.5	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.

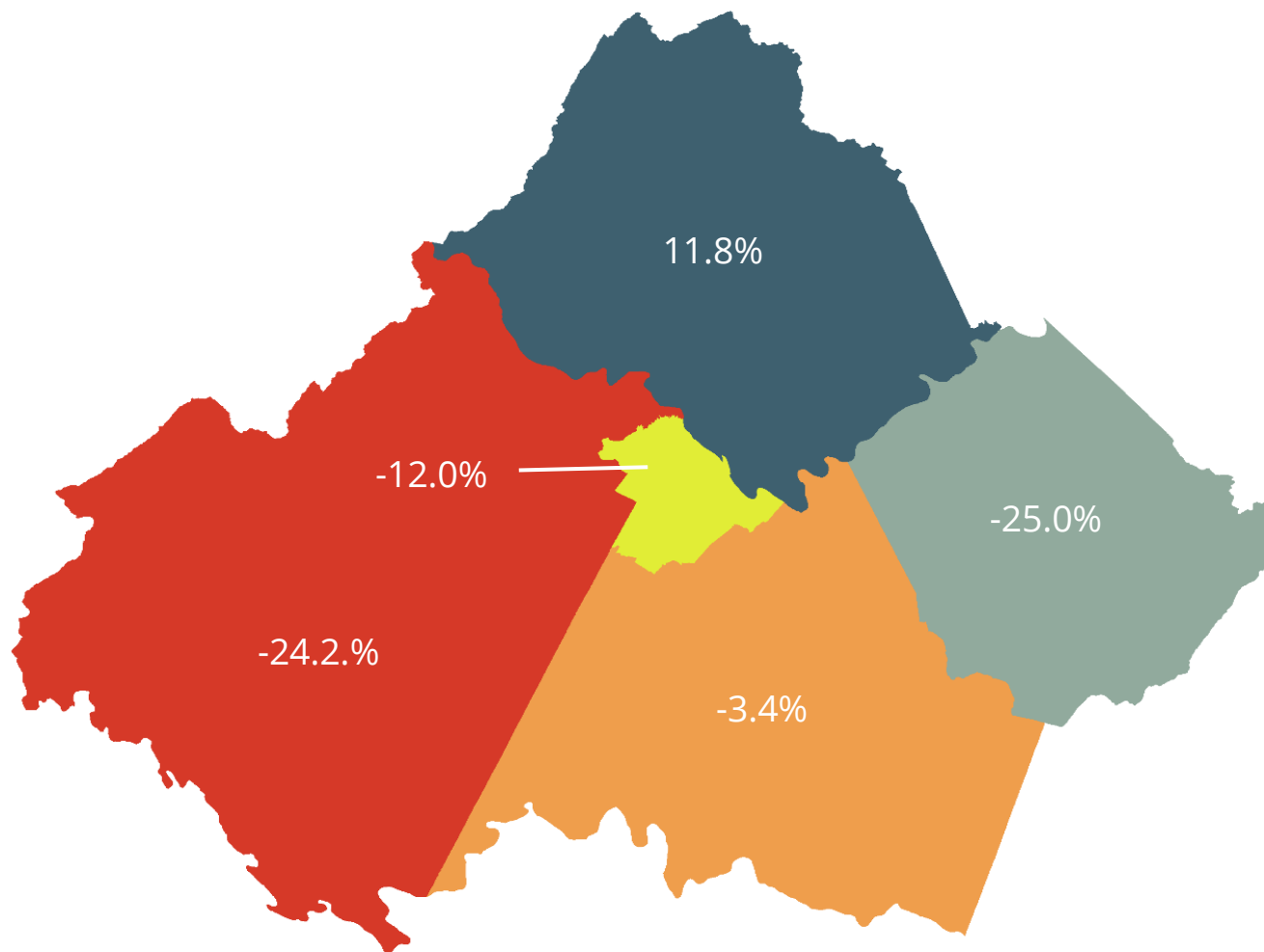
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Aug-21	Aug-22	% Chg
Amherst County	34	38	11.8%
Appomattox County	20	15	-25.0%
Bedford County	165	125	-24.2%
Campbell County	87	84	-3.4%
Lynchburg	133	117	-12.0%
LAR	439	379	-13.7%

Total Market Overview



Key Metrics	2-year Trends		Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20	Aug-22						
Sales			439	379	-13.7%	3,036	2,740	-9.7%
Pending Sales			408	357	-12.5%	3,284	3,034	-7.6%
New Listings			465	400	-14.0%	3,544	3,262	-8.0%
Median List Price			\$229,900	\$259,900	13.0%	\$220,000	\$250,000	13.6%
Median Sales Price			\$234,000	\$262,000	12.0%	\$222,000	\$255,750	15.2%
Median Price Per Square Foot			\$132	\$147	11.4%	\$124	\$144	16.1%
Sold Dollar Volume (in millions)			\$118.6	\$113.2	-4.6%	\$777.8	\$830.5	6.8%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			17	19	13.2%	26	21	-21.0%
Active Listings			560	542	-3.2%	n/a	n/a	n/a
Months of Supply			1.5	1.5	3.4%	n/a	n/a	n/a

Single-Family Detached Market Overview



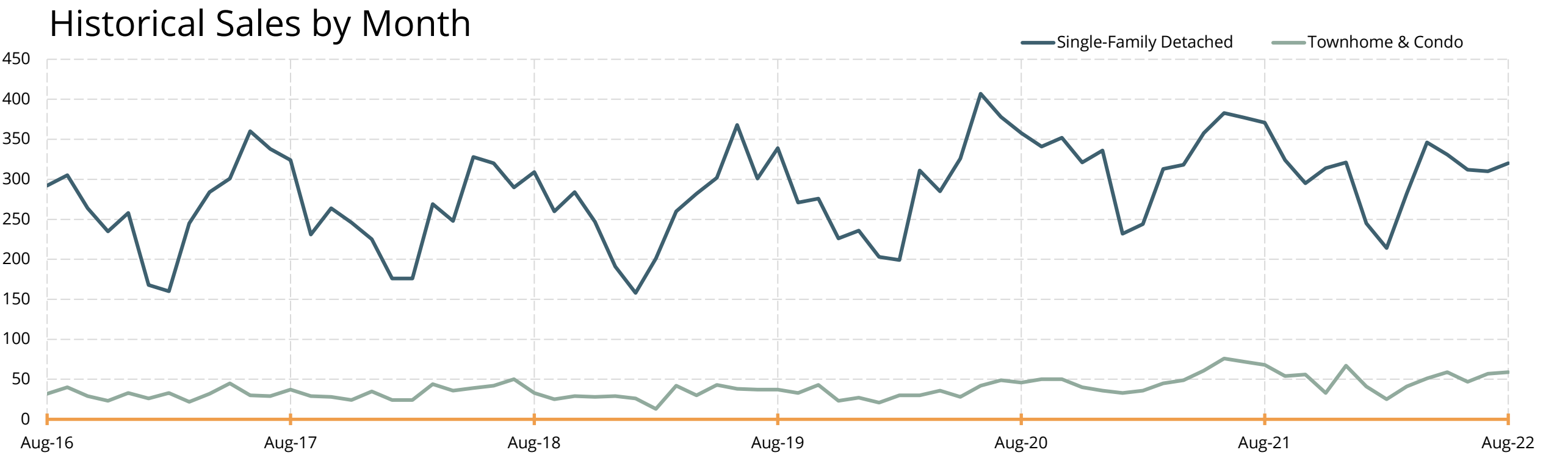
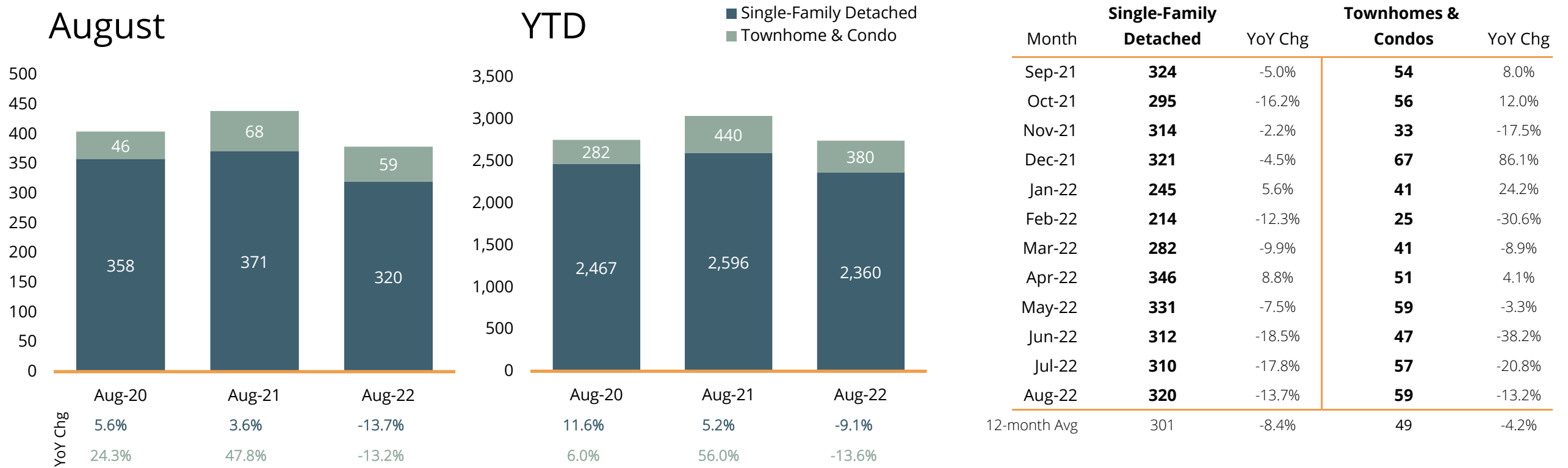
Key Metrics	2-year Trends		Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20	Aug-22						
Sales			371	320	-13.7%	2,596	2,360	-9.1%
Pending Sales			342	308	-9.9%	2,749	2,588	-5.9%
New Listings			413	344	-16.7%	3,104	2,881	-7.2%
Median List Price			\$239,900	\$269,900	12.5%	\$229,900	\$259,950	13.1%
Median Sales Price			\$245,000	\$270,000	10.2%	\$230,000	\$265,750	15.5%
Median Price Per Square Foot			\$129	\$143	10.9%	\$121	\$142	17.1%
Sold Dollar Volume (in millions)			\$104.4	\$98.6	-5.5%	\$687.5	\$740.2	7.7%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			16	19	20.9%	25	22	-13.5%
Active Listings			513	478	-6.8%	n/a	n/a	n/a
Months of Supply			1.6	1.6	0.1%	n/a	n/a	n/a

Townhome & Condo Market Overview



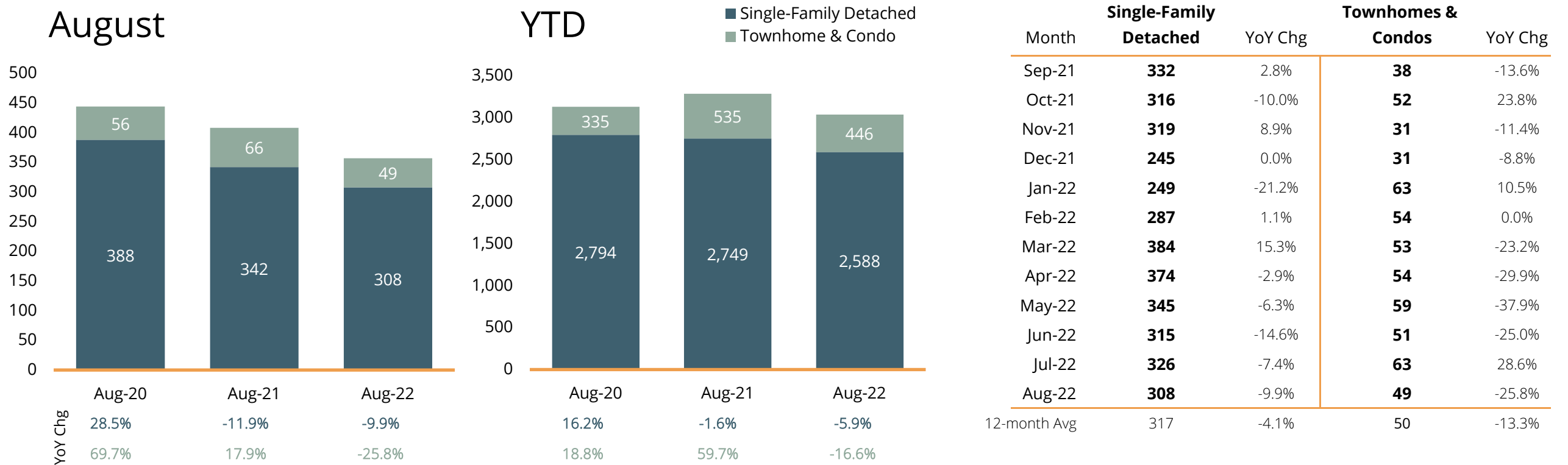
Key Metrics	2-year Trends		Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20	Aug-22						
Sales			68	59	-13.2%	440	380	-13.6%
Pending Sales			66	49	-25.8%	535	446	-16.6%
New Listings			52	56	7.7%	440	381	-13.4%
Median List Price			\$209,900	\$234,900	11.9%	\$197,450	\$230,000	16.5%
Median Sales Price			\$209,900	\$230,000	9.6%	\$197,100	\$230,000	16.7%
Median Price Per Square Foot			\$145	\$167	14.9%	\$135	\$156	15.5%
Sold Dollar Volume (in millions)			\$14.2	\$14.6	2.3%	\$90.3	\$90.2	0.0%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			20	16	-20.8%	35	16	-53.3%
Active Listings			47	64	36.2%	n/a	n/a	n/a
Months of Supply			0.9	1.3	40.5%	n/a	n/a	n/a

Sales

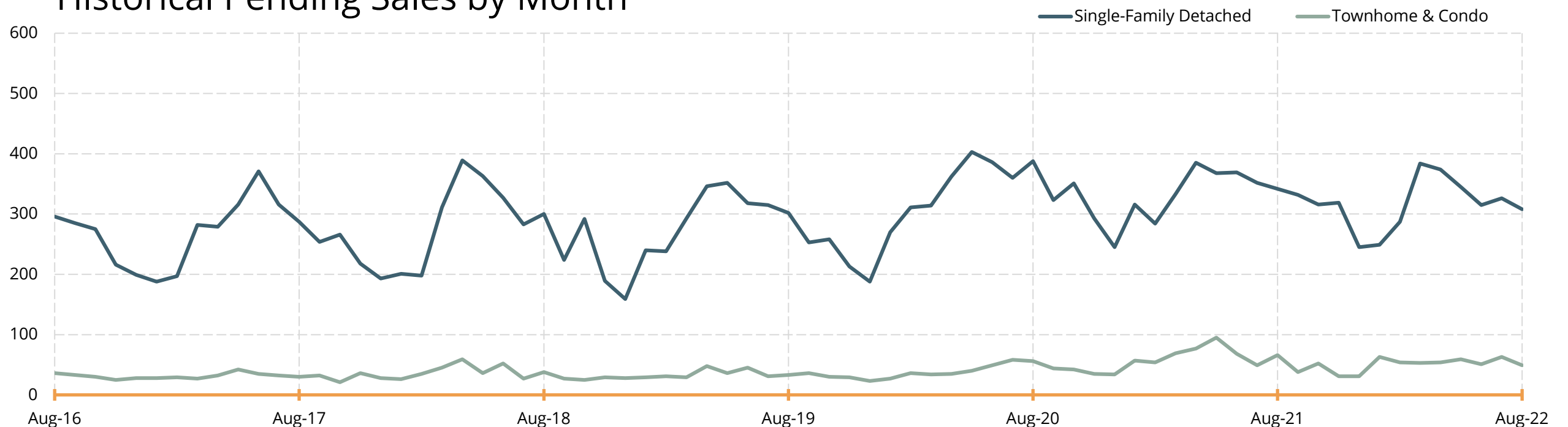


Source: Virginia REALTORS®, data accessed September 15, 2022

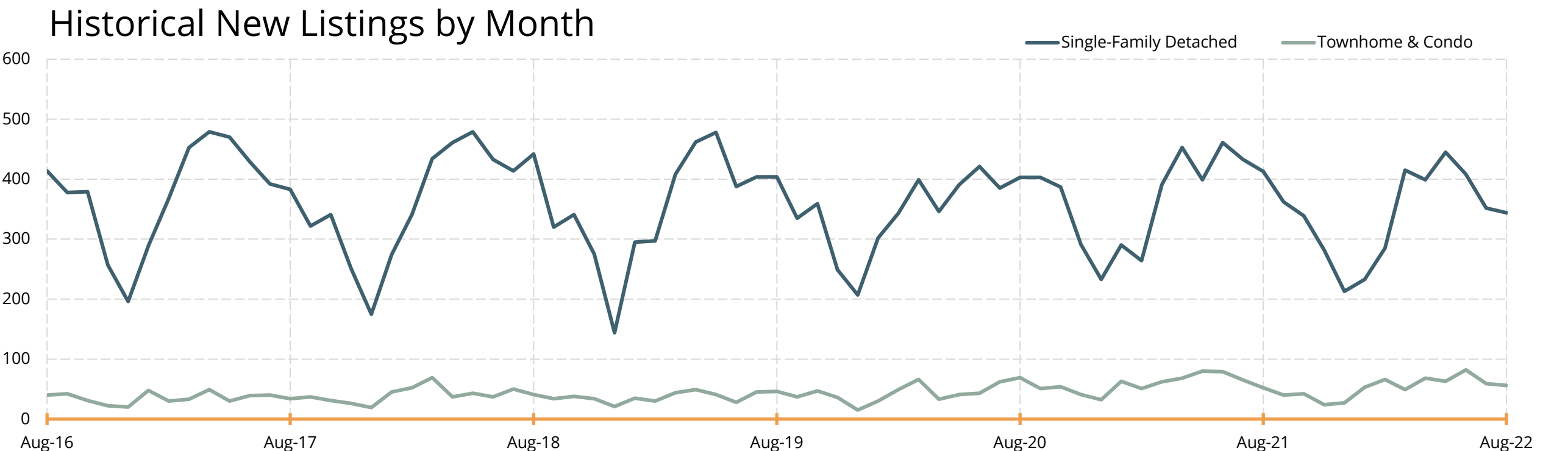
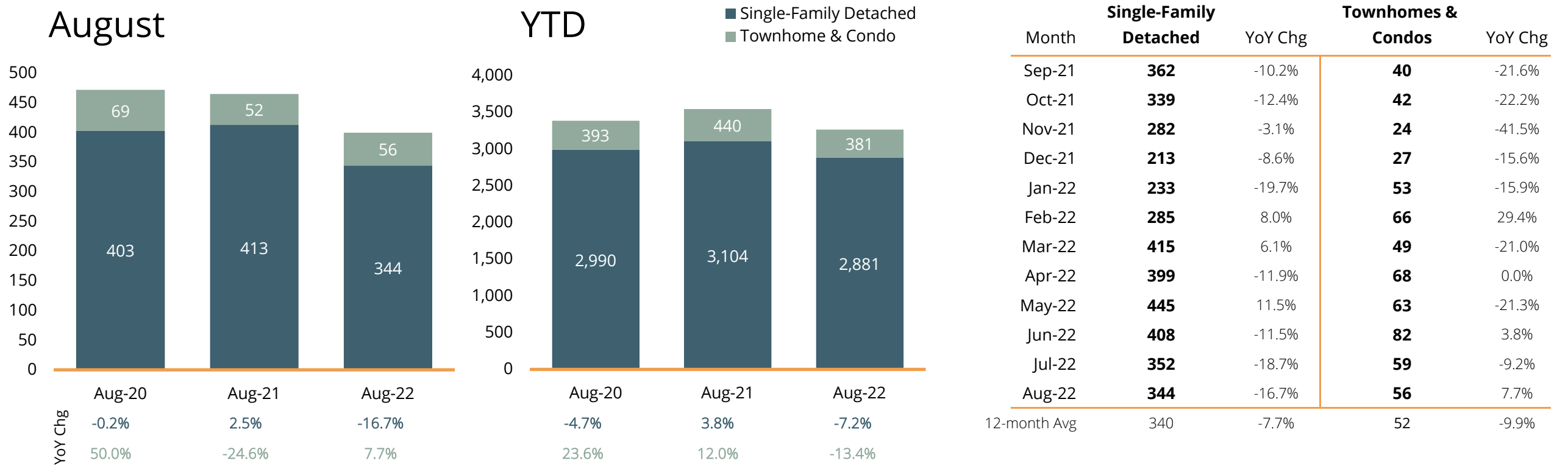
Pending Sales



Historical Pending Sales by Month

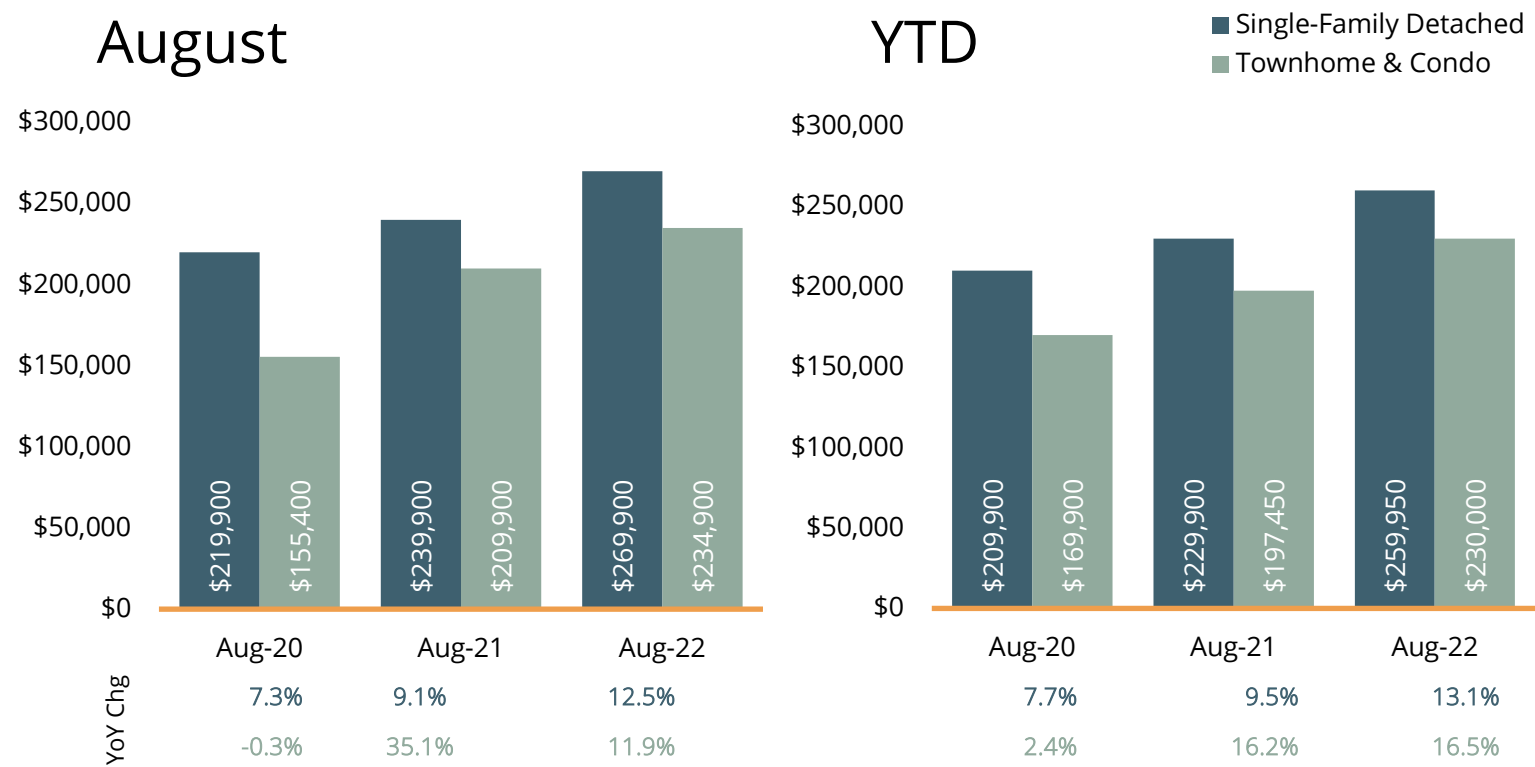


New Listings



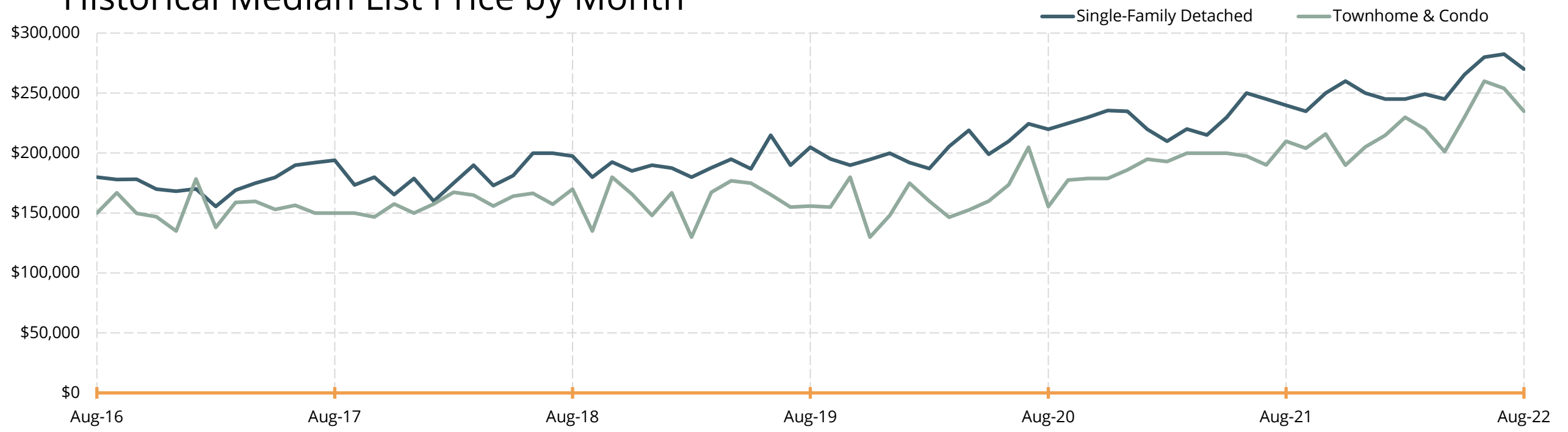
Source: Virginia REALTORS®, data accessed September 15, 2022

Median List Price



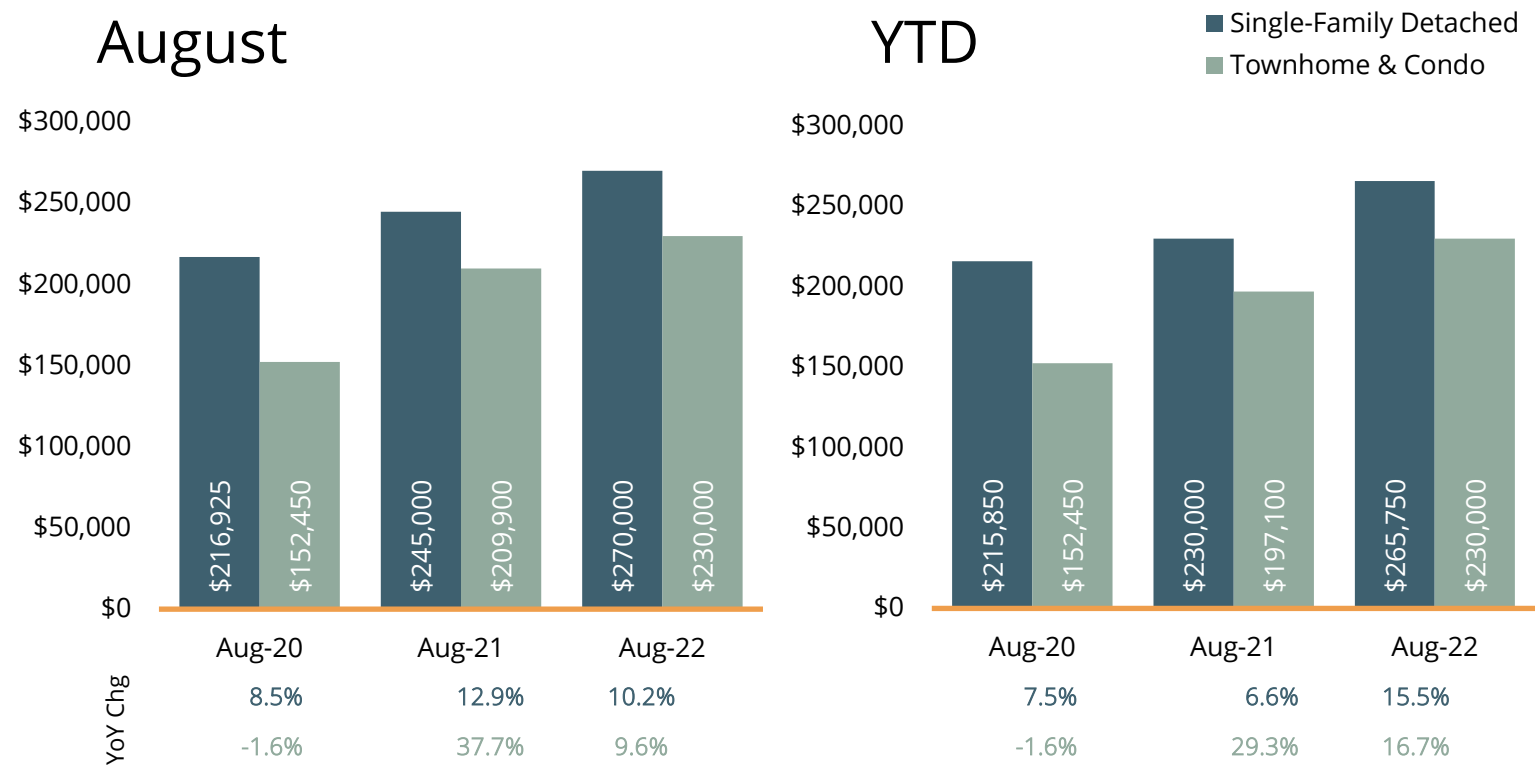
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	\$234,900	4.4%	\$203,900	14.9%
Oct-21	\$249,900	8.7%	\$215,900	20.7%
Nov-21	\$259,900	10.4%	\$189,900	6.1%
Dec-21	\$249,900	6.4%	\$204,999	10.3%
Jan-22	\$244,900	11.4%	\$214,900	10.3%
Feb-22	\$245,000	16.7%	\$229,900	19.2%
Mar-22	\$249,200	13.3%	\$220,000	10.1%
Apr-22	\$245,100	13.9%	\$201,250	0.7%
May-22	\$265,500	15.5%	\$229,900	15.0%
Jun-22	\$279,900	12.0%	\$259,900	31.7%
Jul-22	\$282,475	15.3%	\$254,000	33.7%
Aug-22	\$269,900	12.5%	\$234,900	11.9%
12-month Avg	\$256,381	11.7%	\$221,621	15.3%

Historical Median List Price by Month



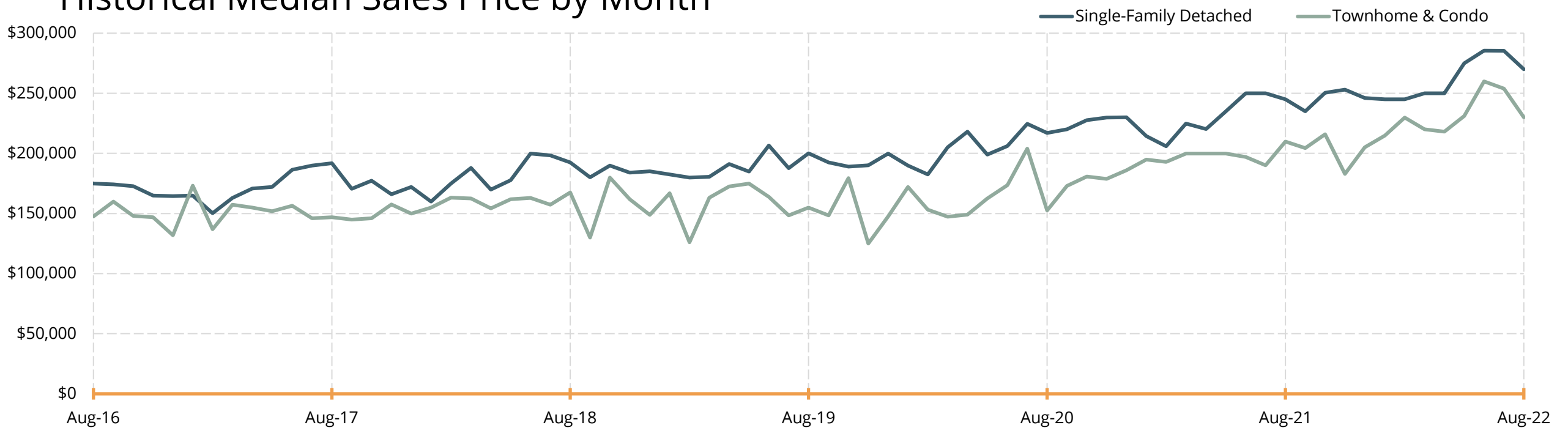
Source: Virginia REALTORS®, data accessed September 15, 2022

Median Sales Price



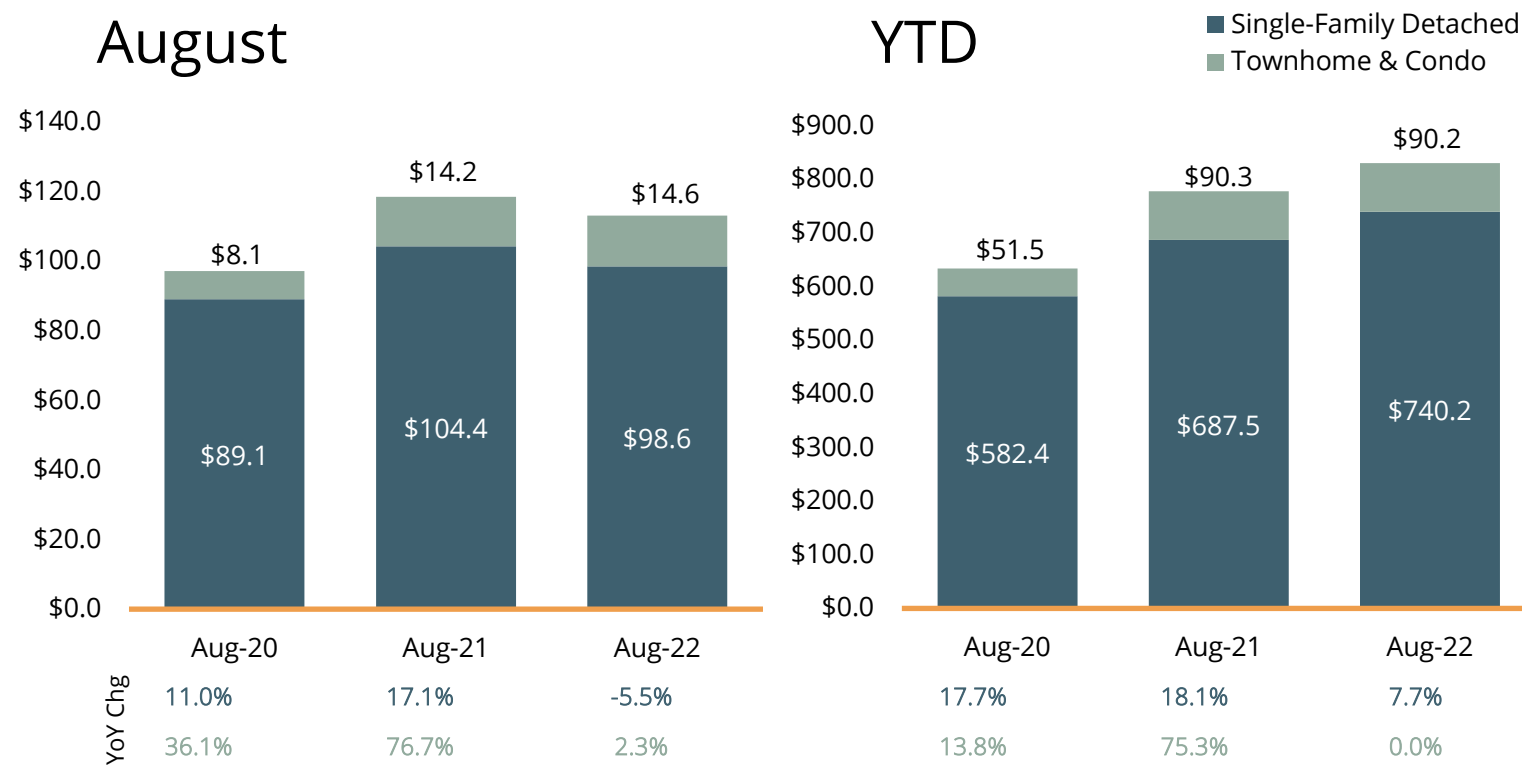
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	\$235,000	6.8%	\$204,450	18.2%
Oct-21	\$250,500	10.1%	\$215,900	19.5%
Nov-21	\$252,950	10.0%	\$183,000	2.3%
Dec-21	\$246,000	7.0%	\$205,000	10.3%
Jan-22	\$245,000	14.3%	\$214,900	10.3%
Feb-22	\$245,000	18.9%	\$229,900	19.2%
Mar-22	\$250,000	11.2%	\$220,000	10.1%
Apr-22	\$250,000	13.5%	\$218,000	9.1%
May-22	\$275,000	17.0%	\$231,200	15.7%
Jun-22	\$285,500	14.2%	\$259,900	31.9%
Jul-22	\$285,450	14.2%	\$254,000	33.7%
Aug-22	\$270,000	10.2%	\$230,000	9.6%
12-month Avg	\$257,533	12.3%	\$222,188	15.8%

Historical Median Sales Price by Month



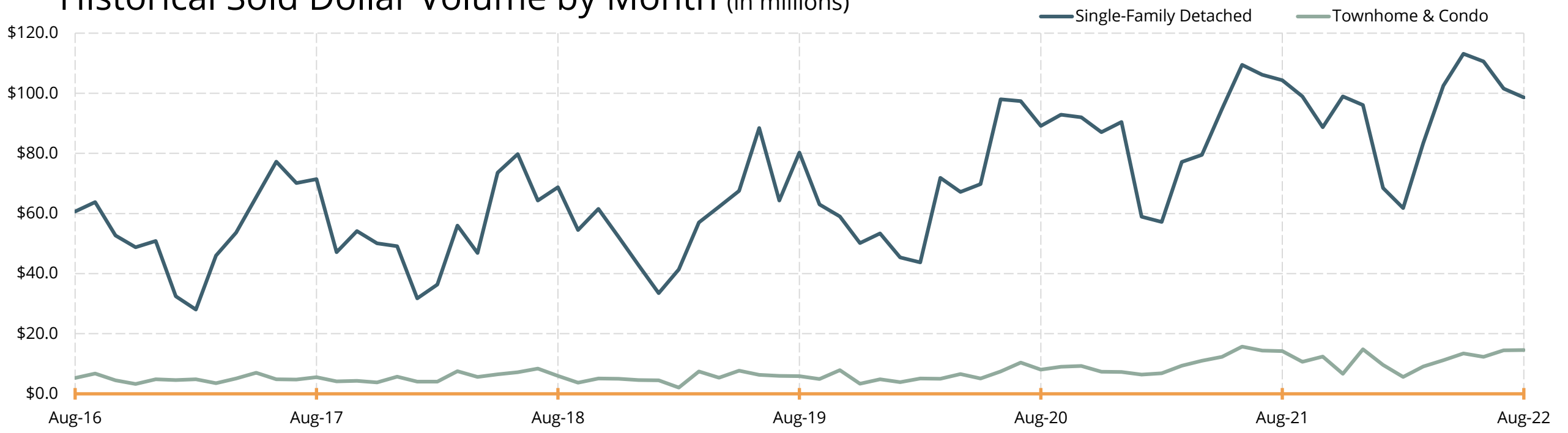
Source: Virginia REALTORS®, data accessed September 15, 2022

Sold Dollar Volume (in millions)



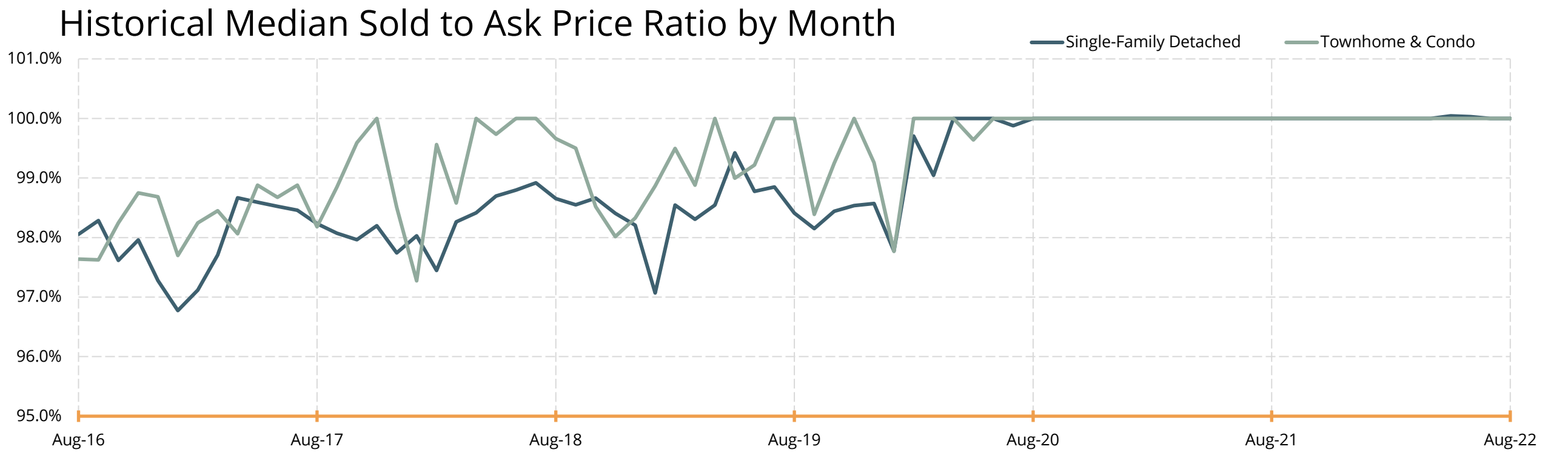
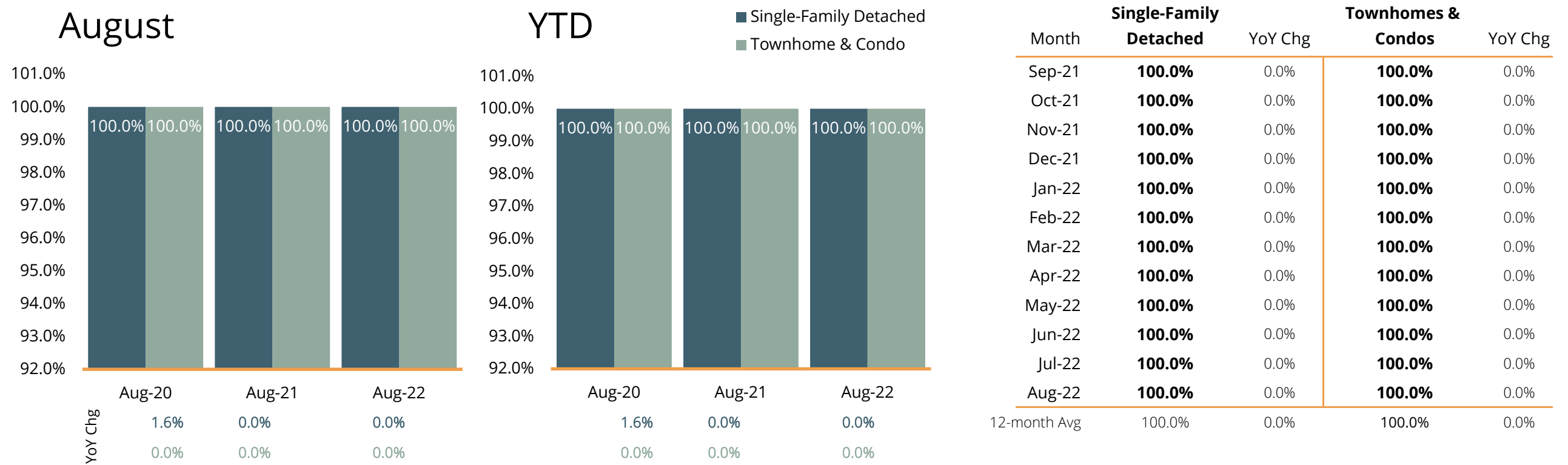
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-21	\$98.9	6.5%	\$10.6	18.2%
Oct-21	\$88.7	-3.5%	\$12.4	34.6%
Nov-21	\$99.0	13.7%	\$6.7	-8.5%
Dec-21	\$96.1	6.2%	\$14.8	103.2%
Jan-22	\$68.5	16.3%	\$9.6	49.9%
Feb-22	\$61.8	8.1%	\$5.6	-17.1%
Mar-22	\$83.4	8.2%	\$9.1	-2.7%
Apr-22	\$102.5	29.0%	\$11.2	1.1%
May-22	\$113.1	19.3%	\$13.4	9.0%
Jun-22	\$110.6	1.0%	\$12.3	-21.4%
Jul-22	\$101.5	-4.3%	\$14.4	0.2%
Aug-22	\$98.6	-5.5%	\$14.6	2.3%
12-month Avg	\$93.6	7.0%	\$11.2	9.5%

Historical Sold Dollar Volume by Month (in millions)



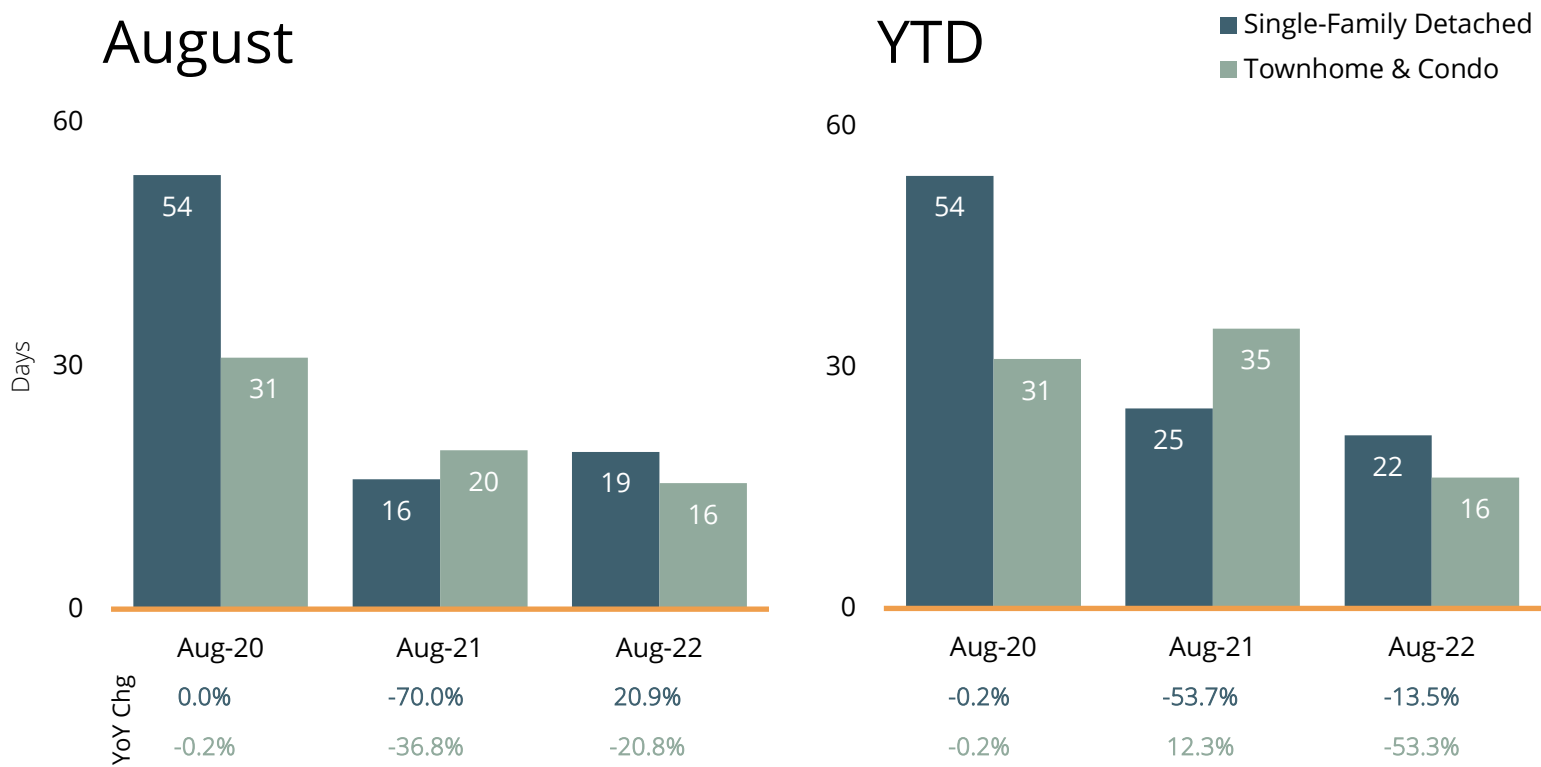
Source: Virginia REALTORS®, data accessed September 15, 2022

Median Sold to Ask Price Ratio



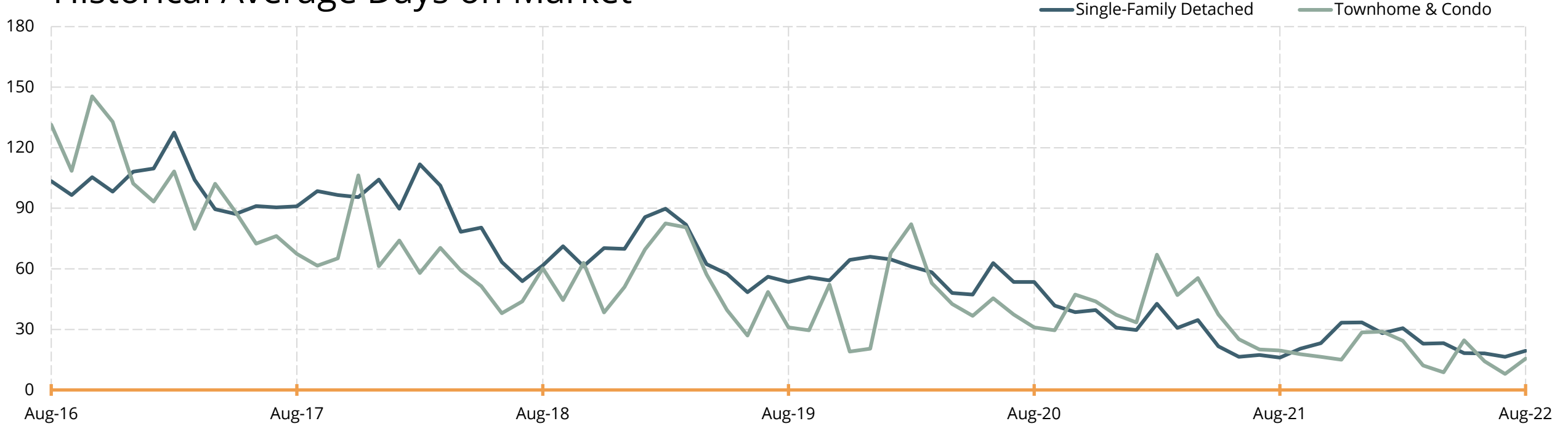
Source: Virginia REALTORS®, data accessed September 15, 2022

Average Days on Market



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-22	18	-15.4%	25	-34.2%
Jun-22	18	10.3%	14	-43.3%
Jul-22	16	-4.7%	8	-60.3%
Aug-22	19	20.9%	16	-20.8%
12-month Avg	24	-20.1%	18	-53.7%

Historical Average Days on Market

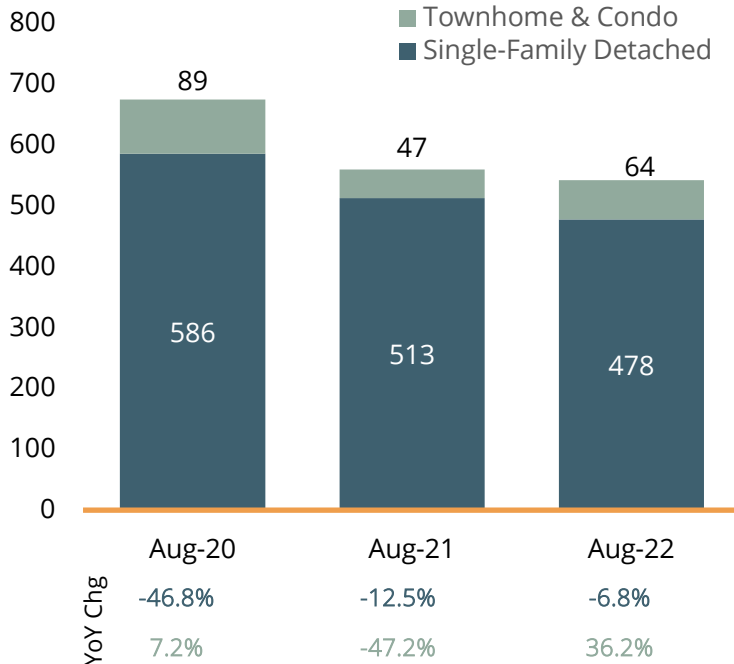


Source: Virginia REALTORS®, data accessed September 15, 2022

Active Listings

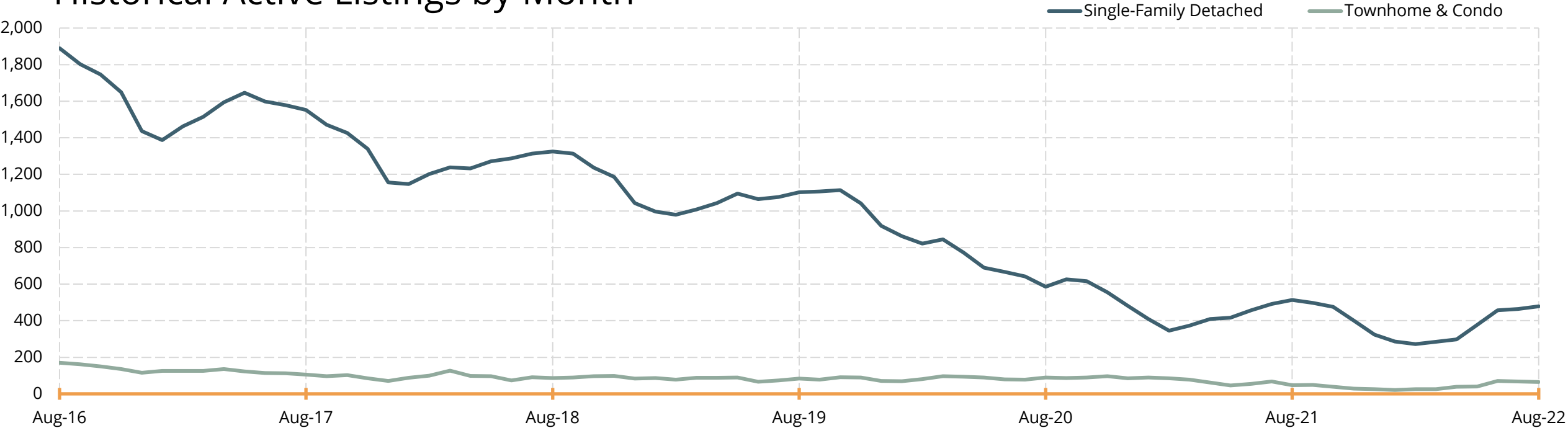


August



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-22	378	-9.4%	40	-13.0%
Jun-22	457	0.0%	70	29.6%
Jul-22	464	-5.7%	68	1.5%
Aug-22	478	-6.8%	64	36.2%
12-month Avg	385	-19.0%	41	-44.1%

Historical Active Listings by Month

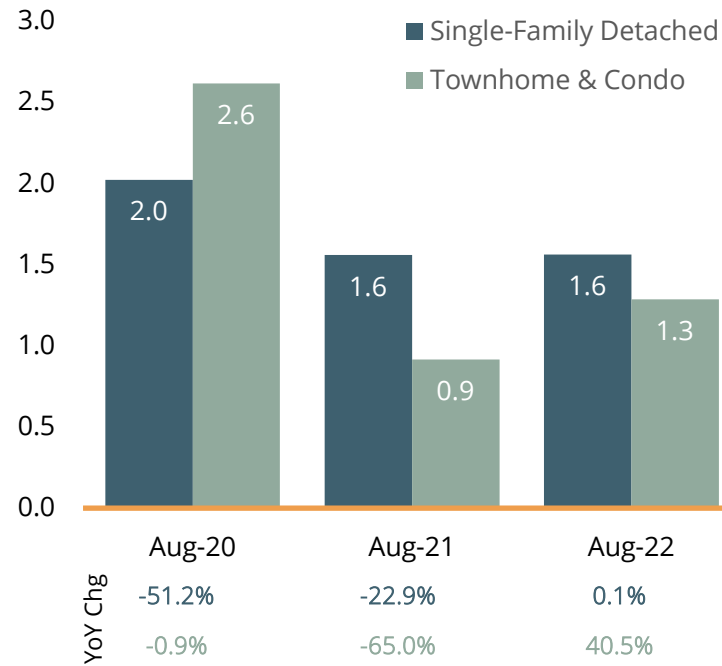


Source: Virginia REALTORS®, data accessed September 15, 2022

Months of Supply

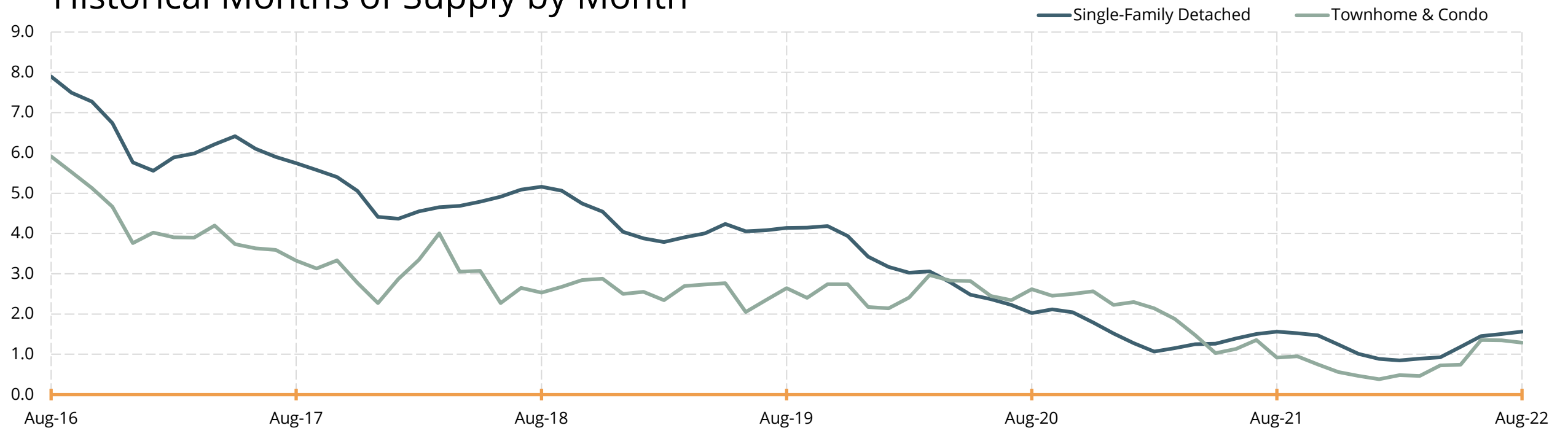


August



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-22	1.2	-6.4%	0.7	-27.9%
Jun-22	1.5	4.4%	1.4	19.6%
Jul-22	1.5	0.0%	1.4	-0.2%
Aug-22	1.6	0.1%	1.3	40.5%
12-month Avg	1.2	-19.1%	0.8	-56.8%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed September 15, 2022

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	37	38	2.7%	34	38	11.8%	\$234,000	\$252,000	7.7%	43	50	16.3%	1.2	1.5	22.3%
Appomattox County	29	21	-27.6%	20	15	-25.0%	\$246,000	\$225,000	-8.5%	40	46	15.0%	2.0	2.6	27.3%
Bedford County	161	131	-18.6%	165	125	-24.2%	\$299,900	\$334,950	11.7%	197	203	3.0%	1.4	1.5	4.9%
Campbell County	93	76	-18.3%	87	84	-3.4%	\$217,500	\$263,450	21.1%	125	110	-12.0%	1.7	1.6	-6.4%
Lynchburg	145	134	-7.6%	133	117	-12.0%	\$200,000	\$230,000	15.0%	155	133	-14.2%	1.4	1.3	-5.7%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	329	301	-8.5%	277	269	-2.9%	\$206,000	\$225,000	9.2%	43	50	16.3%
Appomattox County	186	153	-17.7%	157	125	-20.4%	\$204,900	\$242,450	18.3%	40	46	15.0%
Bedford County	1,291	1,254	-2.9%	1,070	991	-7.4%	\$292,250	\$335,000	14.6%	197	203	3.0%
Campbell County	756	631	-16.5%	618	551	-10.8%	\$209,900	\$250,000	19.1%	125	110	-12.0%
Lynchburg	1,062	1,038	-2.3%	914	804	-12.0%	\$190,025	\$220,000	15.8%	155	133	-14.2%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	37	38	2.7%	34	38	11.8%	\$234,000	\$252,000	7.7%	42	50	19.0%	1.2	1.5	25.0%
Appomattox County	29	21	-27.6%	20	15	-25.0%	\$246,000	\$225,000	-8.5%	40	46	15.0%	2.0	2.6	25.7%
Bedford County	147	114	-22.4%	140	111	-20.7%	\$309,900	\$342,450	10.5%	179	190	6.1%	1.5	1.6	8.6%
Campbell County	78	68	-12.8%	68	60	-11.8%	\$233,500	\$298,459	27.8%	110	82	-25.5%	1.9	1.6	-18.3%
Lynchburg	122	103	-15.6%	109	96	-11.9%	\$210,000	\$230,000	9.5%	142	110	-22.5%	1.5	1.3	-15.0%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	323	299	-7.4%	271	266	-1.8%	\$206,925	\$226,500	9.5%	42	50	19.0%
Appomattox County	186	153	-17.7%	155	125	-19.4%	\$207,750	\$242,450	16.7%	40	46	15.0%
Bedford County	1,097	1,106	0.8%	930	879	-5.5%	\$298,750	\$344,975	15.5%	179	190	6.1%
Campbell County	598	466	-22.1%	471	411	-12.7%	\$224,900	\$274,250	21.9%	110	82	-25.5%
Lynchburg	900	857	-4.8%	769	679	-11.7%	\$199,900	\$226,500	13.3%	142	110	-22.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	0	0	N/A	0	0	N/A	\$0	\$0	N/A	1	0	-100.0%	2.0	0.0	-100.0%
Appomattox County	0	0	N/A	0	0	N/A	\$0	\$0	N/A	0	0	N/A	0.0	0.0	N/A
Bedford County	14	17	21.4%	25	14	-44.0%	\$265,400	\$265,450	0.0%	18	13	-27.8%	1.1	0.8	-27.4%
Campbell County	15	8	-46.7%	19	24	26.3%	\$209,900	\$230,000	9.6%	15	28	86.7%	0.9	1.7	80.2%
Lynchburg	23	31	34.8%	24	21	-12.5%	\$148,500	\$215,000	44.8%	13	23	76.9%	0.7	1.4	96.3%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
Amherst County	6	4	-33.3%	6	3	-50.0%	\$172,450	\$180,000	4.4%	1	0	-100.0%
Appomattox County	2	0	N/A	2	0	-100.0%	\$97,250	\$0	-100.0%	0	0	n/a
Bedford County	140	121	-13.6%	140	112	-20.0%	\$259,900	\$310,000	19.3%	18	13	-27.8%
Campbell County	147	136	-7.5%	147	140	-4.8%	\$199,900	\$230,000	15.1%	15	28	86.7%
Lynchburg	145	120	-17.2%	145	125	-13.8%	\$149,900	\$199,000	32.8%	13	23	76.9%



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.