

DECEMBER
2023

LAR LYNCHBURG

MARKET INDICATORS REPORT

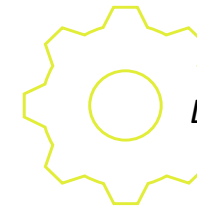
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: December 2023

- Year-over-year sales activity rose for the first time in nearly two years in the LAR market.** There were 244 home sales across the LAR region in December, which is two more compared to last year (+0.8%). Lynchburg had 90 sales in December, 20 more than a year ago, a 28.6% increase. In Amherst County, there were 25 home sales in December, a 4.2% increase from last year, which is one additional sale. Sales activity fell in Bedford County (-12.3%) and Campbell County (-26.2%) compared to last December.
- Pending sales activity dipped in the LAR area in December compared to last year.** At 205, there were nine fewer pending sales than last year (-4.2%) across the LAR region, which is the lowest it's been in over two years. There were 37 pending sales in Campbell County in December, three more than last year, marking an 8.8% increase. Bedford County had 46 pending sales in December, 21 fewer compared to a year ago, a 31.3% decline.
- Home prices rose in some parts of the region, but declined in several local markets this month.** In December, the median sales price was \$268,000 in the LAR region, a \$8,100 price increase from the previous year (+3.1%). Appomattox County's median sales price in December was \$230,000, a \$34,900 decrease from the previous year, which is a 13.2% decline. The median sales price in Lynchburg was \$247,500, which is \$16,500 higher than last December, a 7.1% increase. In Bedford County, the median sales price was \$339,900 in December, \$40,100 lower than last year, a 10.6% decline.
- Inventory levels continue to rise across most areas in the LAR region from a year ago.** At the end of December, there were 622 active listings throughout the LAR area, 160 more than last year, a 34.6% increase. There were 243 active listings in Bedford County at the end of December, a 73.6% increase from last year (+103 listings). Amherst County had 65 active listings at the end of the month, 28 more than last December, surging 75.7% increase

INTEREST RATE TRACKER



LAR Market Dashboard

| YoY Chg | Dec-23 | Indicator |
|---------|-----------|----------------------------------|
| ▲ 0.8% | 244 | Sales |
| ▼ -4.2% | 205 | Pending Sales |
| ▼ -7.2% | 231 | New Listings |
| ▲ 3.8% | \$269,900 | Median List Price |
| ▲ 3.1% | \$268,000 | Median Sales Price |
| ▲ 6.6% | \$157 | Median Price Per Square Foot |
| ▼ -4.3% | \$72.1 | Sold Dollar Volume (in millions) |
| — 0.0% | 100.0% | Median Sold/Ask Price Ratio |
| ▼ -0.7% | 30 | Average Days on Market |
| ▲ 34.6% | 622 | Active Listings |
| ▲ 59.7% | 2.3 | 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.

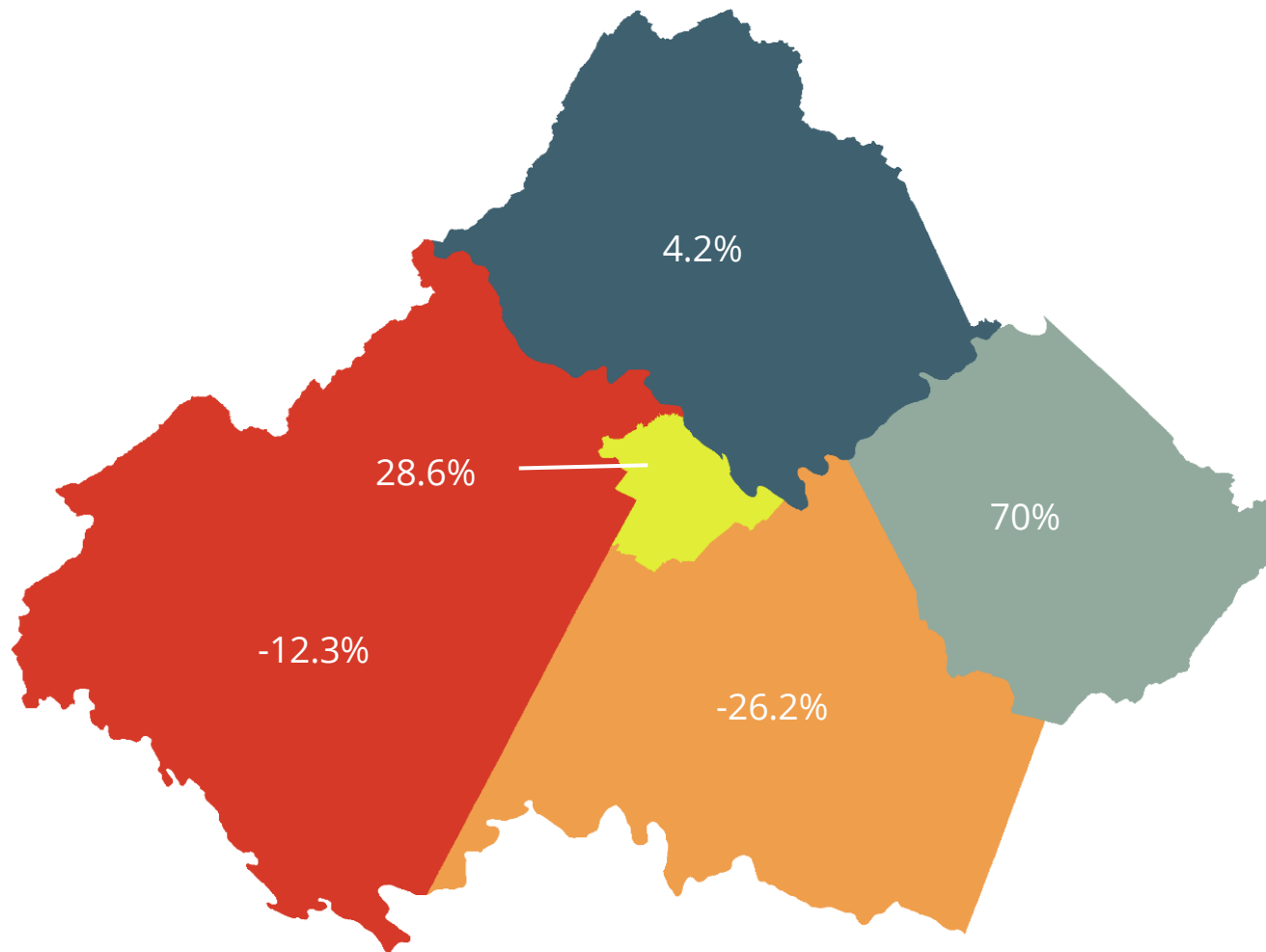
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



| <i>Jurisdiction</i> | Total Sales | | |
|---------------------|-------------|------------|-------------|
| | Dec-22 | Dec-23 | % Chg |
| Amherst County | 24 | 25 | 4.2% |
| Appomattox County | 10 | 17 | 70.0% |
| Bedford County | 73 | 64 | -12.3% |
| Campbell County | 65 | 48 | -26.2% |
| Lynchburg | 70 | 90 | 28.6% |
| LAR | 242 | 244 | 0.8% |

Total Market Overview



| Key Metrics | 2-year Trends | | Dec-22 | Dec-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Dec-21 | Dec-23 | | | | | | |
| Sales | | | 242 | 244 | 0.8% | 3,821 | 3,212 | -15.9% |
| Pending Sales | | | 214 | 205 | -4.2% | 4,058 | 3,555 | -12.4% |
| New Listings | | | 249 | 231 | -7.2% | 4,528 | 4,244 | -6.3% |
| Median List Price | | | \$259,900 | \$269,900 | 3.8% | \$254,900 | \$279,900 | 9.8% |
| Median Sales Price | | | \$259,900 | \$268,000 | 3.1% | \$256,000 | \$279,900 | 9.3% |
| Median Price Per Square Foot | | | \$147 | \$157 | 6.6% | \$145 | \$159 | 9.7% |
| Sold Dollar Volume (in millions) | | | \$75.3 | \$72.1 | -4.3% | \$1,156.8 | \$1,025.1 | -11.4% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| Average Days on Market | | | 30 | 30 | -0.7% | 22 | 29 | 28.8% |
| Active Listings | | | 462 | 622 | 34.6% | n/a | n/a | n/a |
| Months of Supply | | | 1.4 | 2.3 | 59.7% | n/a | n/a | n/a |

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

Single-Family Detached Market Overview



| Key Metrics | 2-year Trends | | Dec-22 | Dec-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Dec-21 | Dec-23 | | | | | | |
| Sales | | | 202 | 206 | 2.0% | 3,288 | 2,715 | -17.4% |
| Pending Sales | | | 189 | 165 | -12.7% | 3,479 | 2,999 | -13.8% |
| New Listings | | | 202 | 185 | -8.4% | 3,861 | 3,578 | -7.3% |
| Median List Price | | | \$267,450 | \$259,900 | -2.8% | \$259,950 | \$279,900 | 7.7% |
| Median Sales Price | | | \$264,950 | \$260,000 | -1.9% | \$265,000 | \$280,000 | 5.7% |
| Median Price Per Square Foot | | | \$142 | \$149 | 5.3% | \$143 | \$154 | 7.9% |
| Sold Dollar Volume (in millions) | | | \$65.4 | \$61.5 | -6.0% | \$1,027.7 | \$887.9 | -13.6% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| Average Days on Market | | | 31 | 32 | 2.5% | 23 | 29 | 26.7% |
| Active Listings | | | 401 | 546 | 36.2% | n/a | n/a | n/a |
| Months of Supply | | | 1.4 | 2.4 | 64.3% | n/a | n/a | n/a |

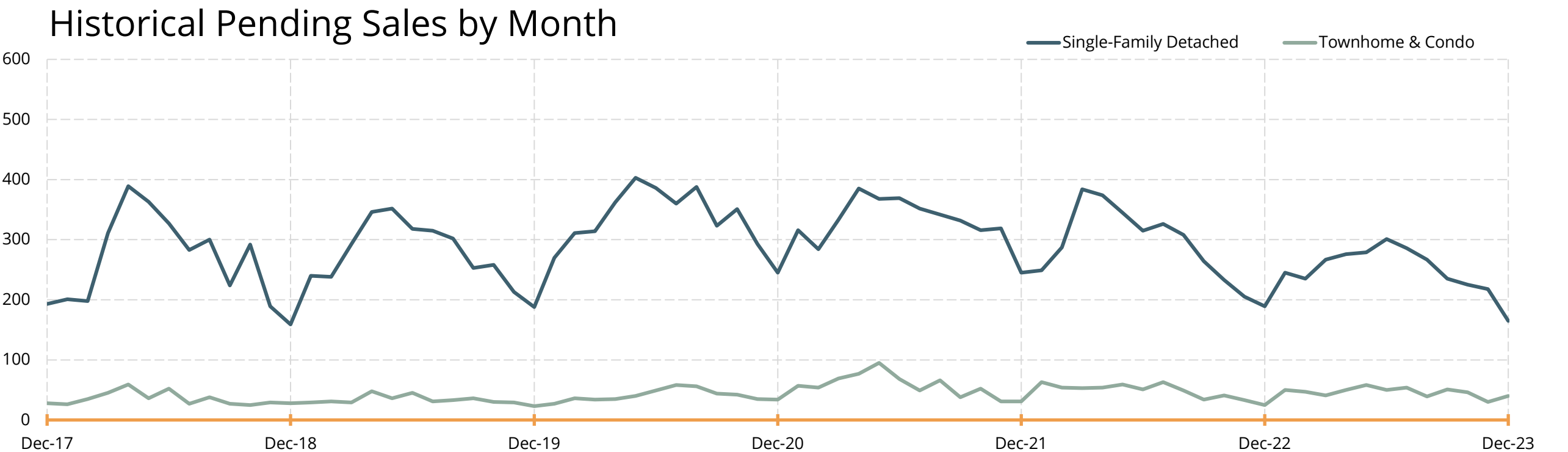
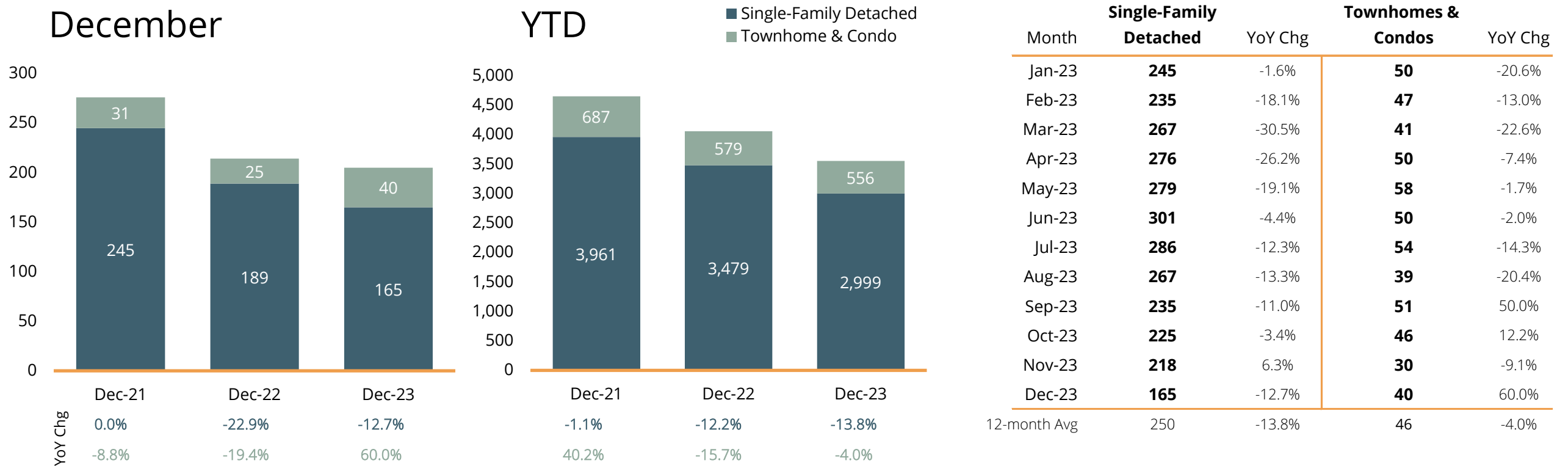
Townhome & Condo Market Overview



| Key Metrics | 2-year Trends | | Dec-22 | Dec-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Dec-21 | Dec-23 | | | | | | |
| Sales | | | 40 | 38 | -5.0% | 533 | 497 | -6.8% |
| Pending Sales | | | 25 | 40 | 60.0% | 579 | 556 | -4.0% |
| New Listings | | | 47 | 46 | -2.1% | 667 | 666 | -0.1% |
| Median List Price | | | \$251,500 | \$279,900 | 11.3% | \$234,900 | \$275,000 | 17.1% |
| Median Sales Price | | | \$252,500 | \$279,900 | 10.9% | \$235,000 | \$276,425 | 17.6% |
| Median Price Per Square Foot | | | \$178 | \$182 | 2.2% | \$162 | \$175 | 8.3% |
| Sold Dollar Volume (in millions) | | | \$9.9 | \$10.6 | 7.1% | \$129.1 | \$137.2 | 6.3% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| Average Days on Market | | | 28 | 22 | -20.5% | 17 | 26 | 48.2% |
| Active Listings | | | 61 | 76 | 24.6% | n/a | n/a | n/a |
| Months of Supply | | | 1.4 | 1.8 | 33.5% | n/a | n/a | n/a |

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

Pending Sales

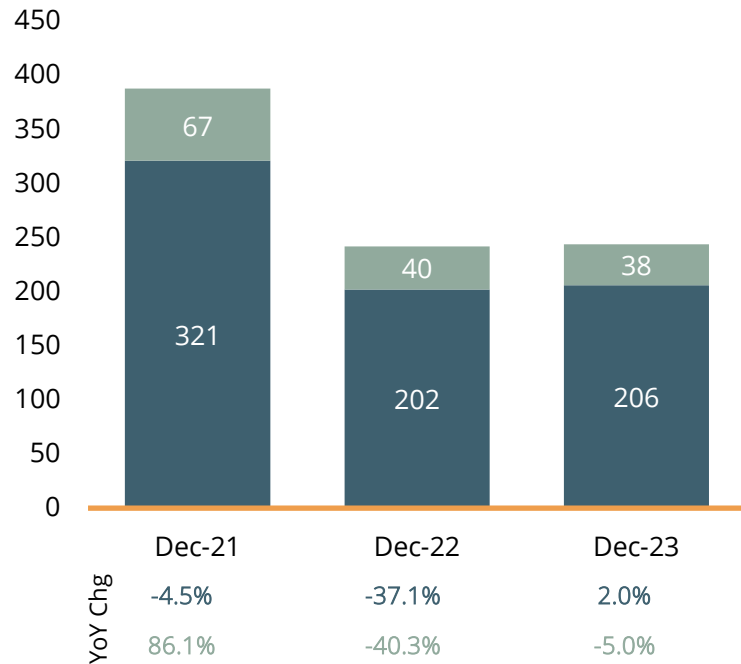


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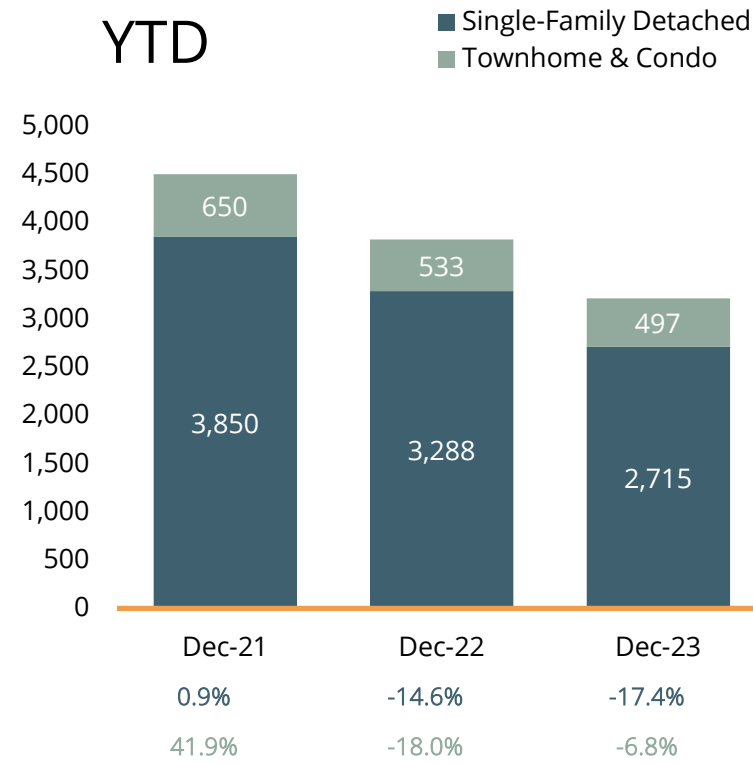
Sales



December

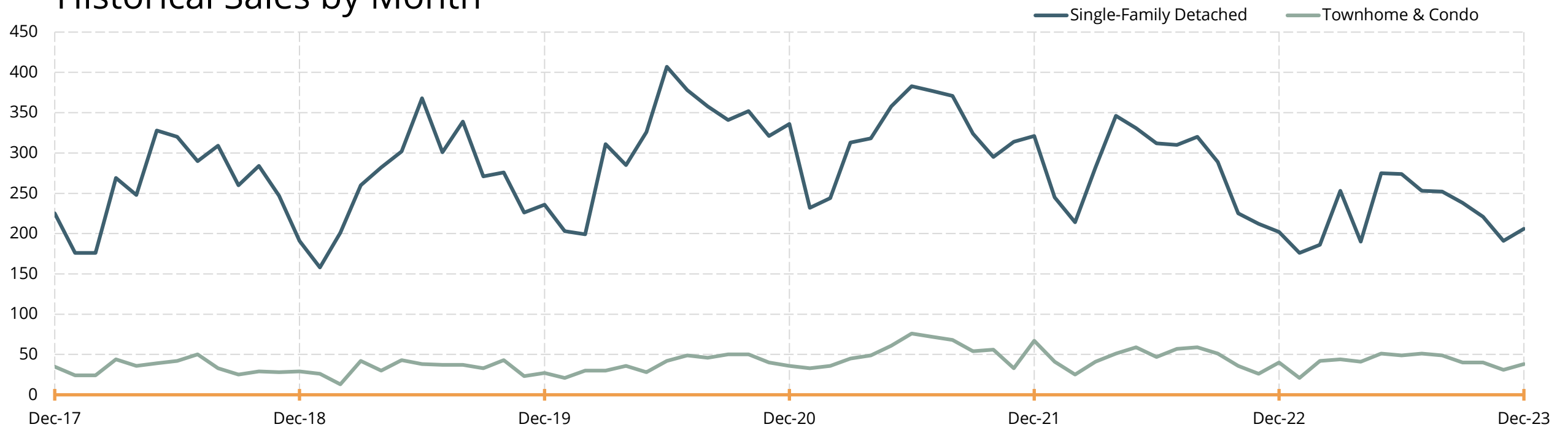


YTD



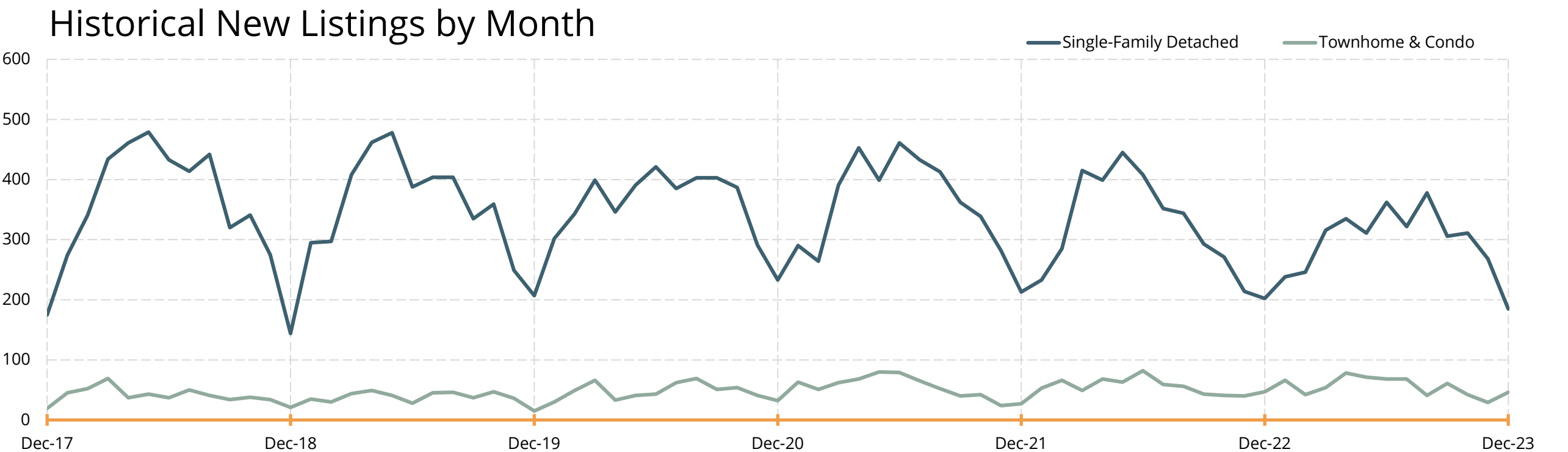
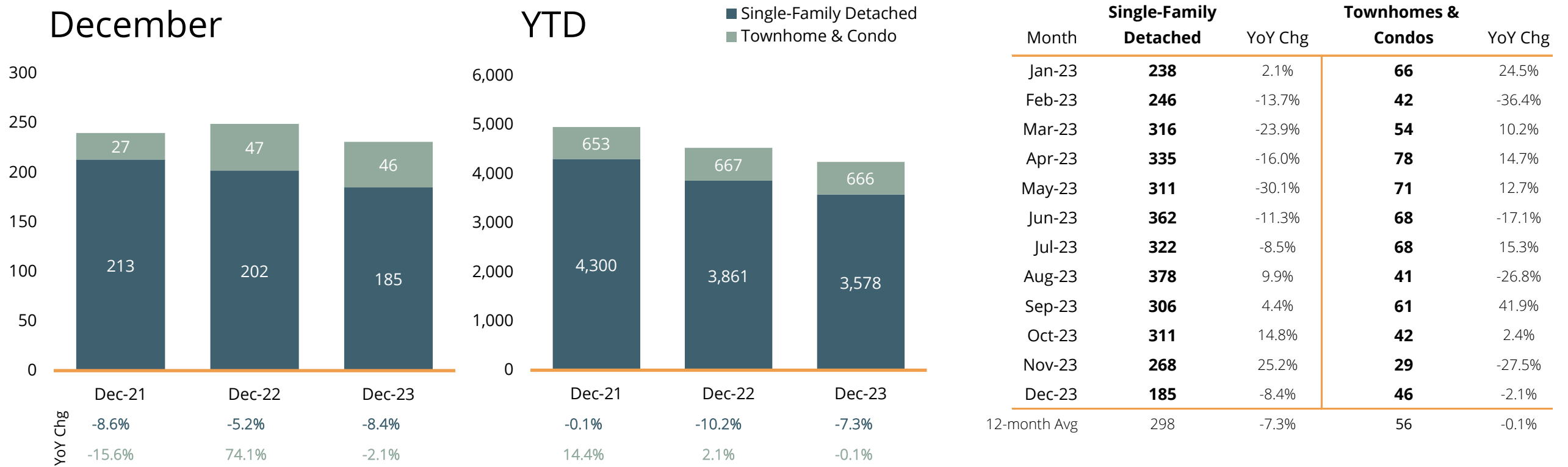
| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | 176 | -28.2% | 21 | -48.8% |
| Feb-23 | 186 | -13.1% | 42 | 68.0% |
| Mar-23 | 253 | -10.3% | 44 | 7.3% |
| Apr-23 | 190 | -45.1% | 41 | -19.6% |
| 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% |
| 12-month Avg | 226 | -17.4% | 41 | -6.8% |

Historical Sales by Month



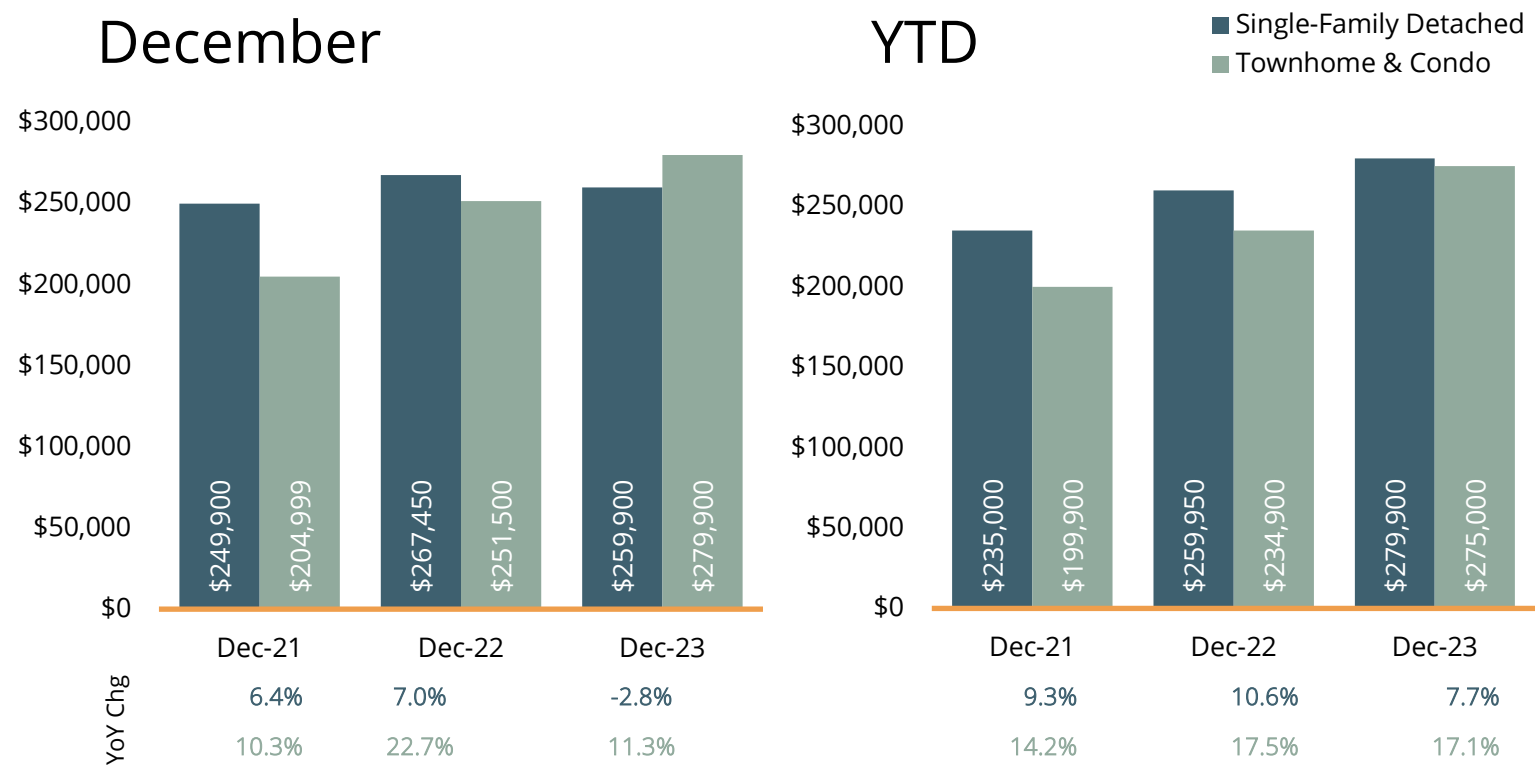
Sources: Virginia REALTORS®, data accessed Jan 15, 2024

New Listings

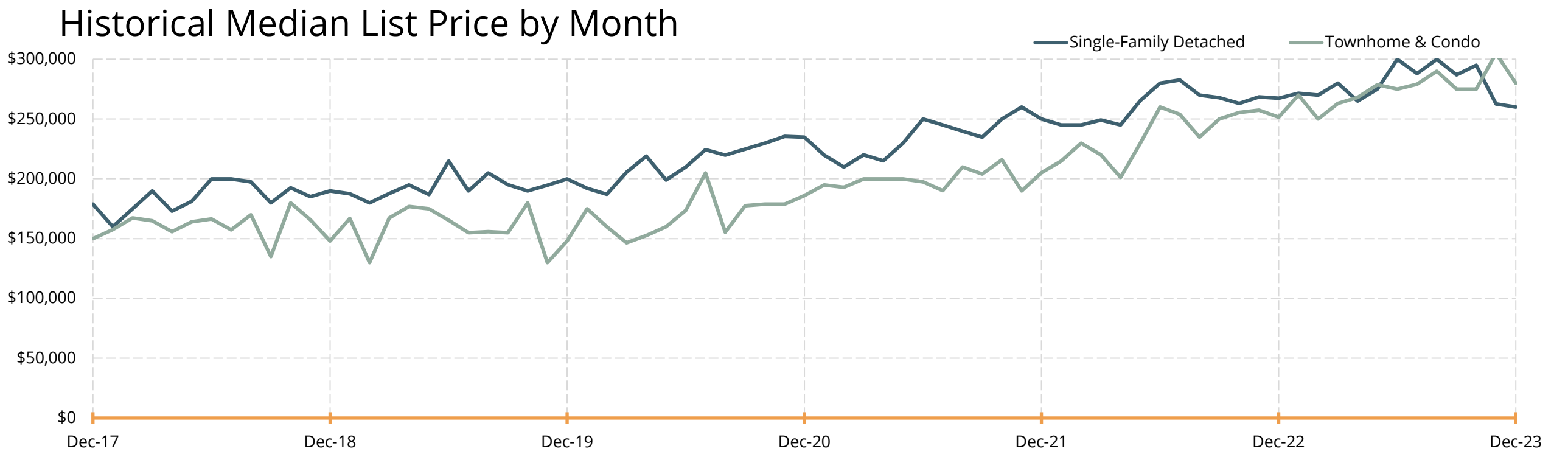


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Median List Price

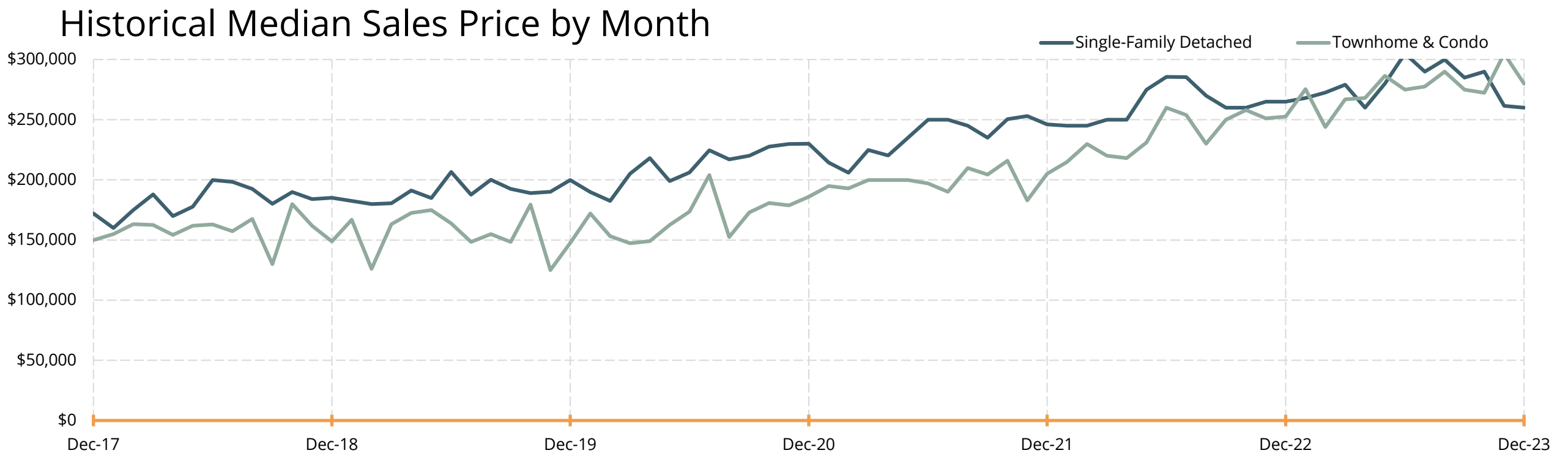
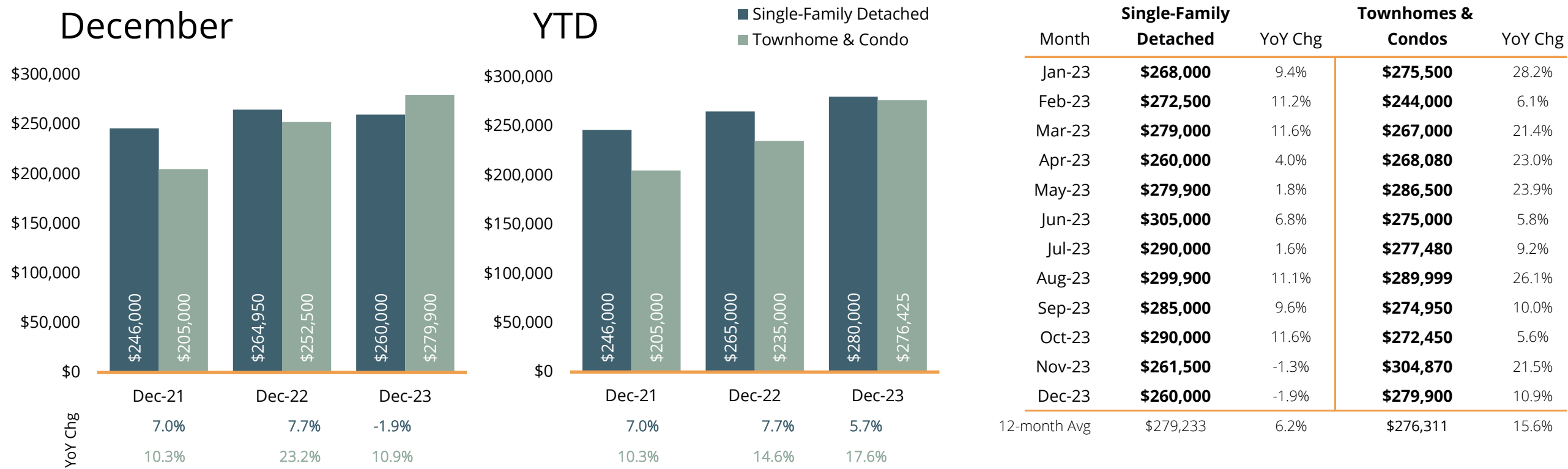


| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | \$271,500 | 10.9% | \$269,900 | 25.6% |
| Feb-23 | \$269,900 | 10.2% | \$249,950 | 8.7% |
| Mar-23 | \$279,900 | 12.3% | \$262,950 | 19.5% |
| Apr-23 | \$264,900 | 8.1% | \$268,080 | 33.2% |
| 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% |
| 12-month Avg | \$279,425 | 6.5% | \$275,673 | 15.7% |



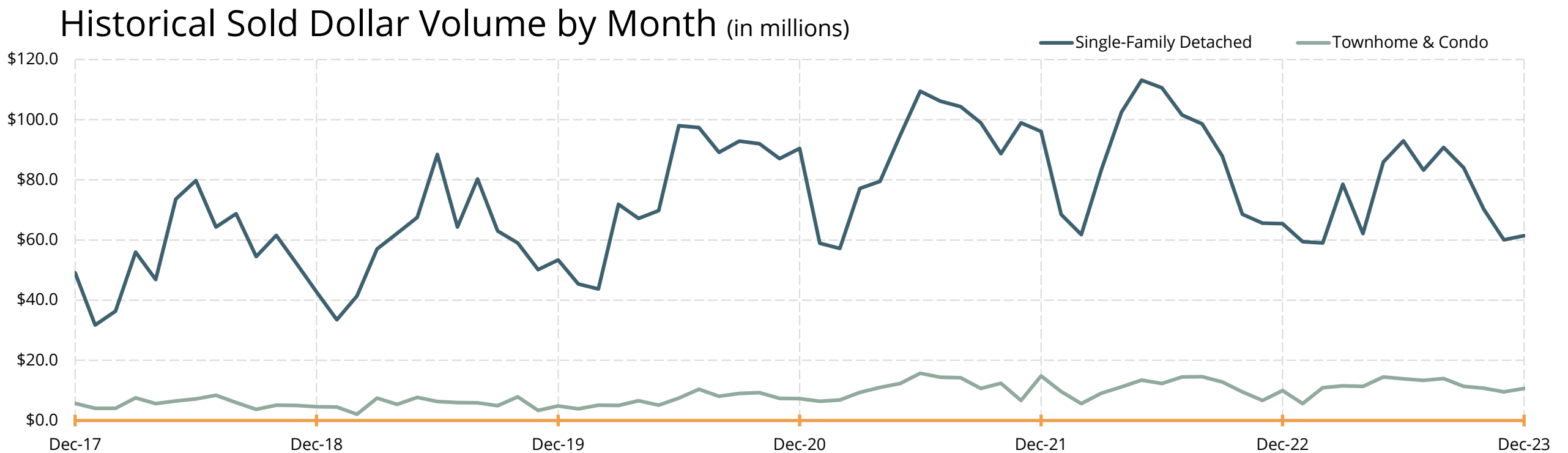
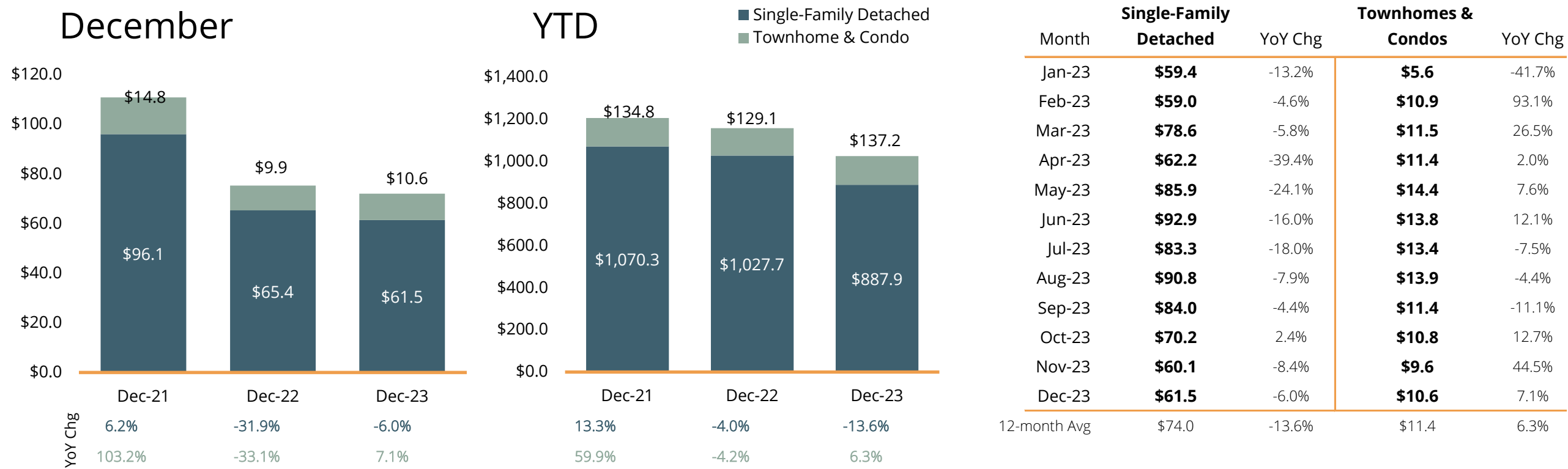
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Median Sales Price



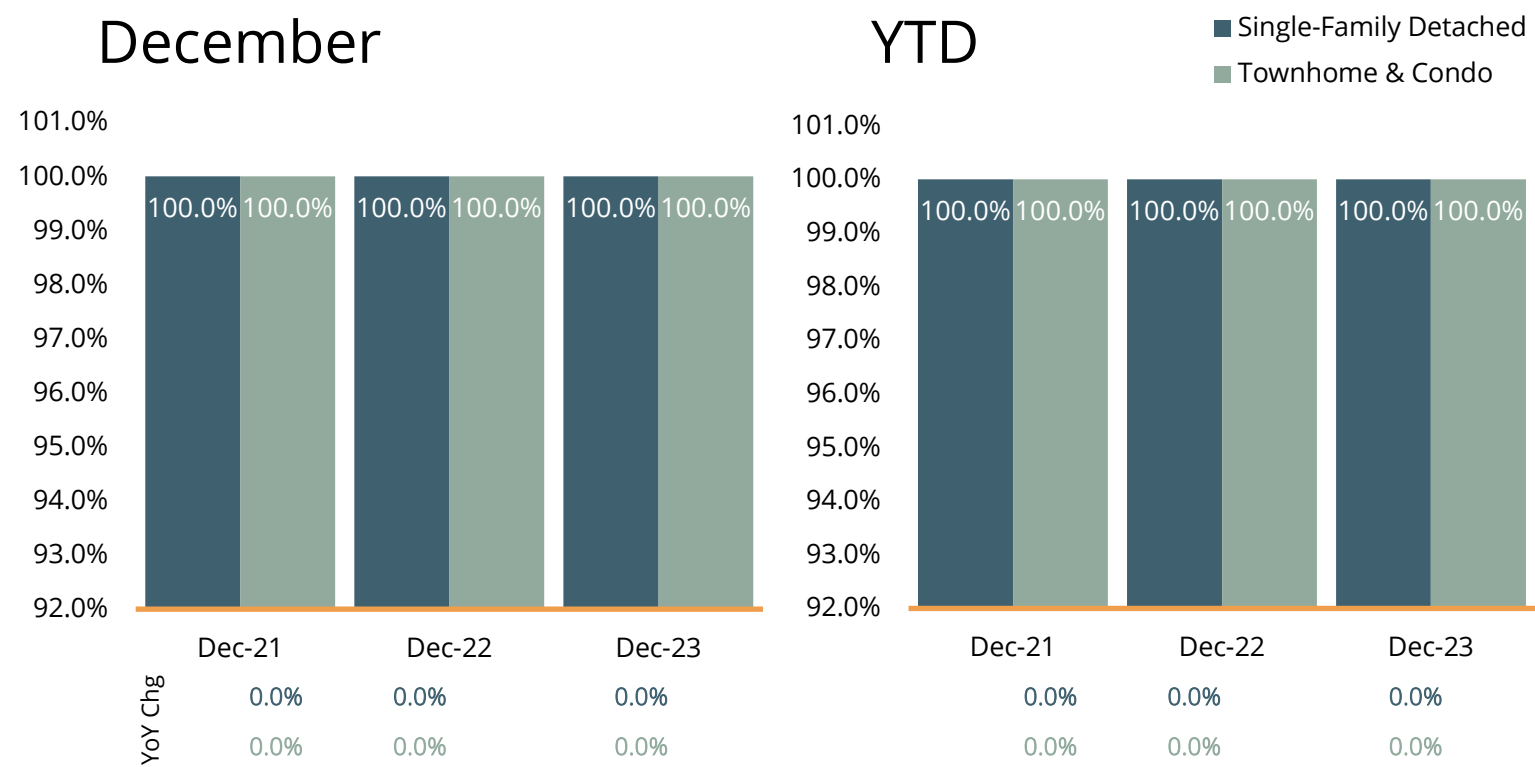
Sources: Virginia REALTORS®, data accessed Jan 15, 2024

Sold Dollar Volume (in millions)

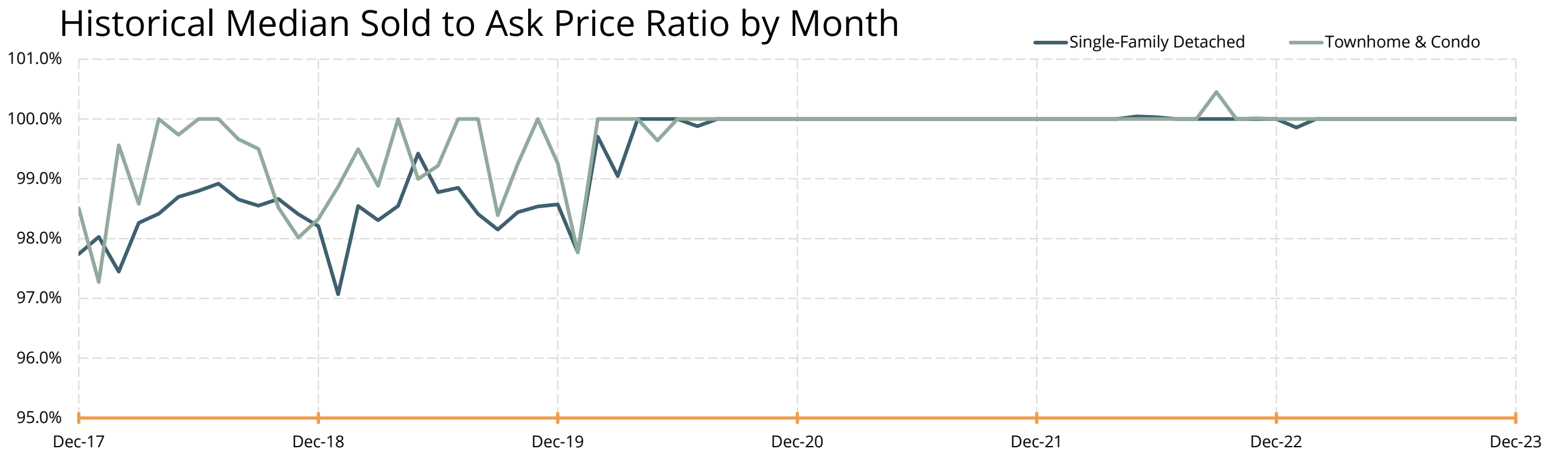


Sources: Virginia REALTORS®, data accessed Jan 15, 2024

Median Sold to Ask Price Ratio

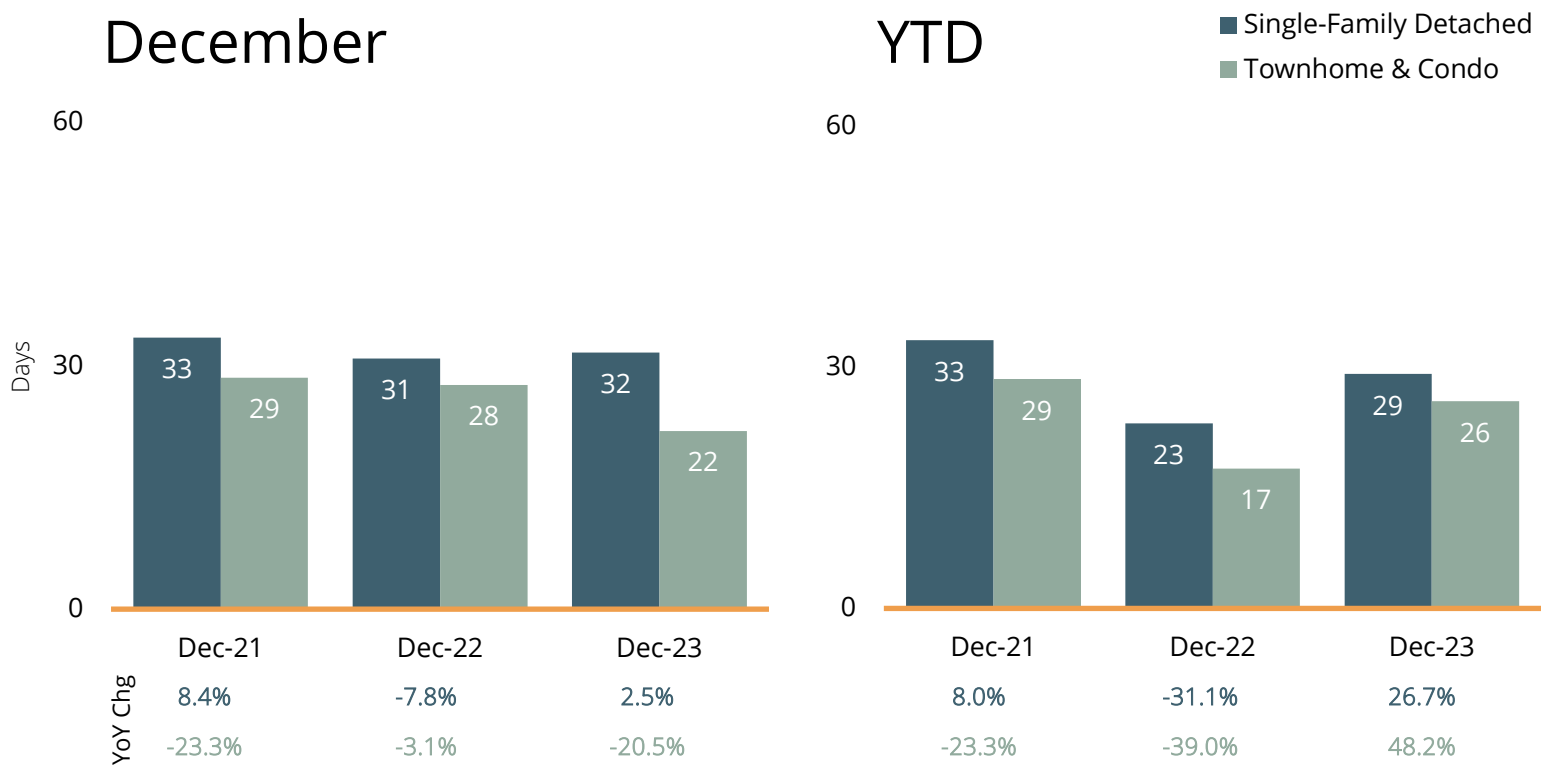


| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | 99.9% | -0.1% | 100.0% | 0.0% |
| Feb-23 | 100.0% | 0.0% | 100.0% | 0.0% |
| Mar-23 | 100.0% | 0.0% | 100.0% | 0.0% |
| Apr-23 | 100.0% | 0.0% | 100.0% | 0.0% |
| 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% |
| 12-month Avg | 100.0% | 0.0% | 100.0% | 0.0% |



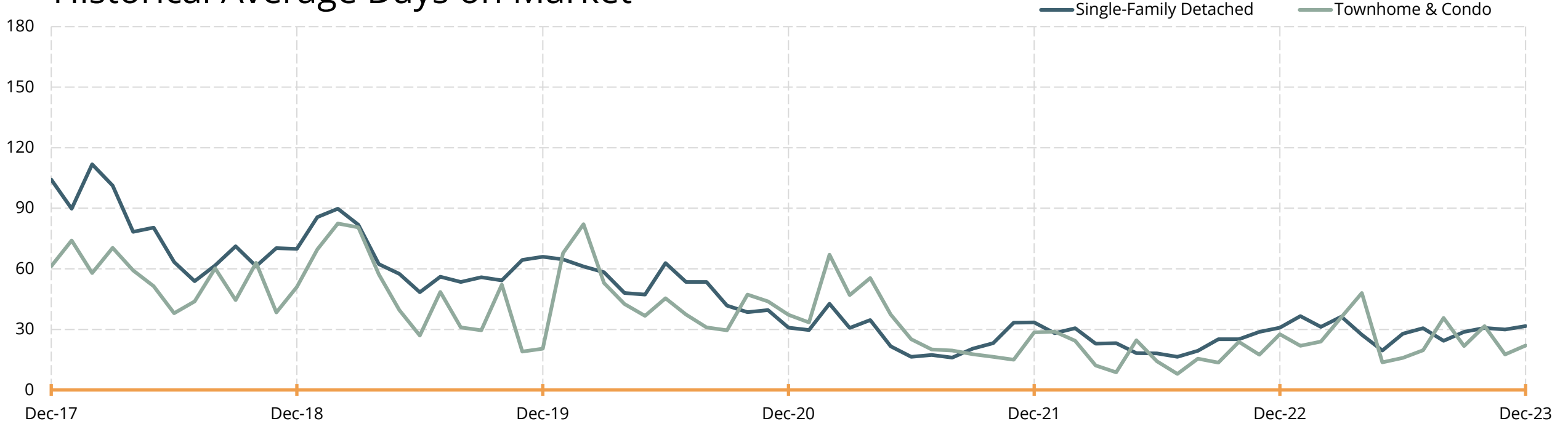
Sources: Virginia REALTORS®, data accessed Jan 15, 2024

Average Days on Market



| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | 37 | 30.2% | 22 | -24.1% |
| Feb-23 | 31 | 2.5% | 24 | -2.0% |
| Mar-23 | 36 | 58.4% | 36 | 197.0% |
| Apr-23 | 27 | 17.9% | 48 | 448.6% |
| 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% |
| 12-month Avg | 30 | 23.8% | 26 | 40.5% |

Historical Average Days on Market

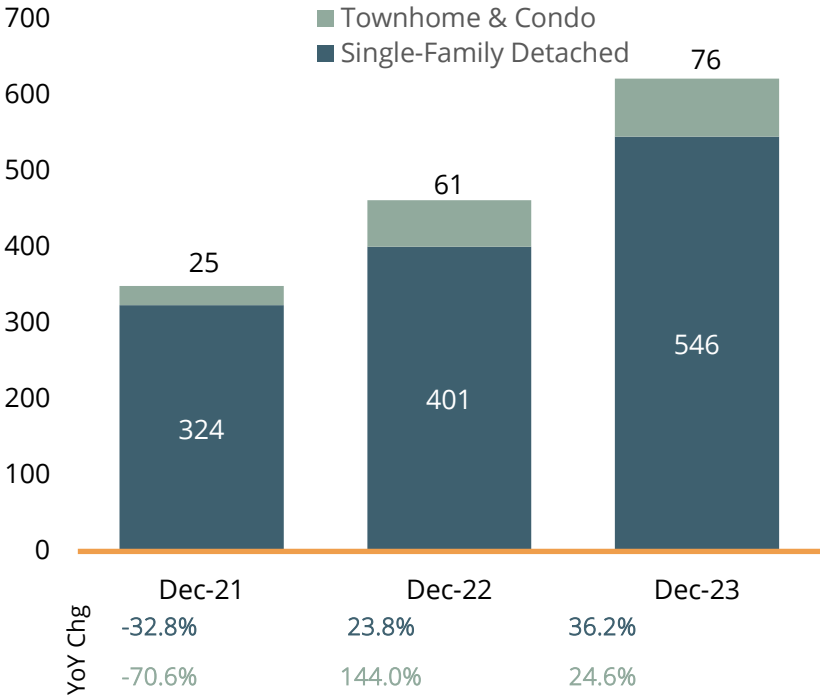


Sources: Virginia REALTORS®, data accessed Jan 15, 2024

Active Listings

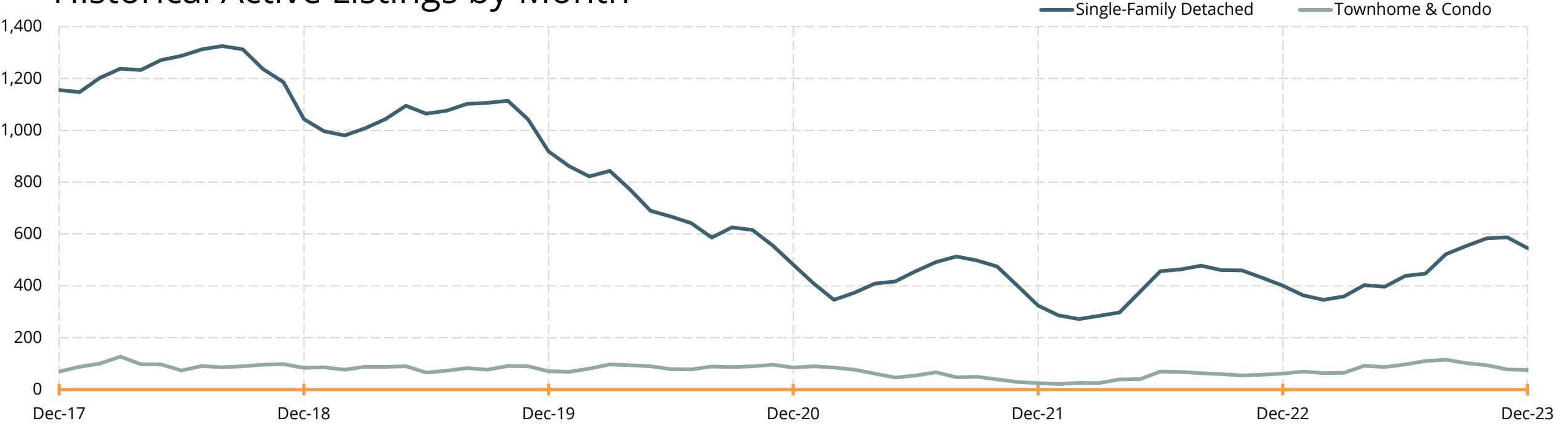


December



| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | 363 | 26.9% | 70 | 233.3% |
| Feb-23 | 346 | 27.2% | 64 | 146.2% |
| Mar-23 | 359 | 26.4% | 65 | 160.0% |
| Apr-23 | 403 | 35.2% | 92 | 135.9% |
| 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% |
| 12-month Avg | 462 | 18.7% | 88 | 79.8% |

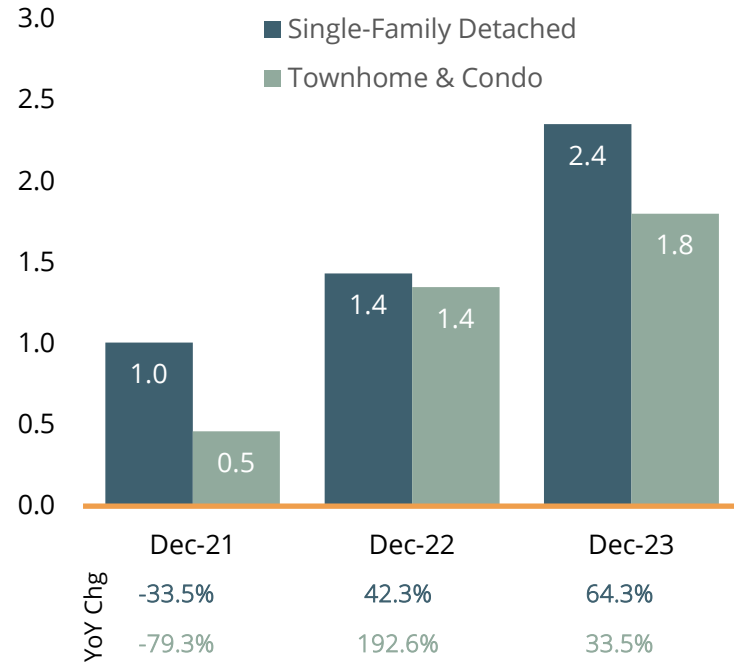
Historical Active Listings by Month



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

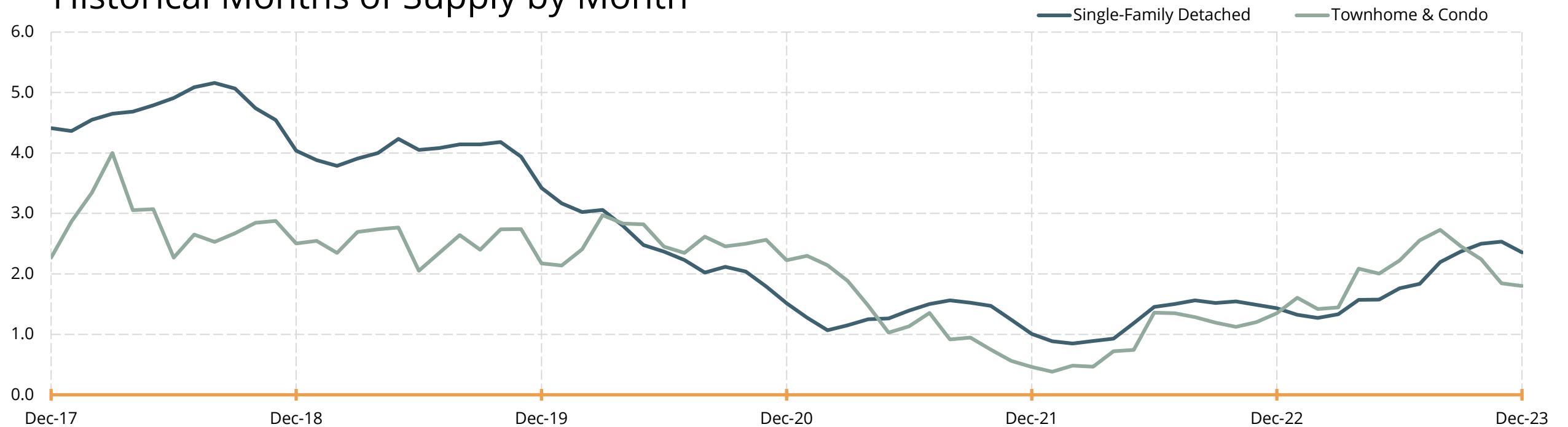
Months of Supply

December



| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Jan-23 | 1.3 | 49.6% | 1.6 | 320.7% |
| Feb-23 | 1.3 | 50.1% | 1.4 | 195.3% |
| Mar-23 | 1.3 | 49.7% | 1.4 | 211.0% |
| Apr-23 | 1.6 | 69.3% | 2.1 | 189.4% |
| 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% |
| 12-month Avg | 1.9 | 48.5% | 2.0 | 109.5% |

Historical Months of Supply by Month



Area Overview - Total Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|-------------------|--------------|-----------|--------|--------|-----------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 25 | 23 | -8.0% | 24 | 25 | 4.2% | \$220,000 | \$203,000 | -7.7% | 37 | 65 | 75.7% | 1.2 | 2.5 | 107.9% |
| Appomattox County | 14 | 11 | -21.4% | 10 | 17 | 70.0% | \$264,900 | \$230,000 | -13.2% | 37 | 47 | 27.0% | 2.5 | 3.3 | 33.8% |
| Bedford County | 63 | 73 | 15.9% | 73 | 64 | -12.3% | \$380,000 | \$339,900 | -10.6% | 140 | 243 | 73.6% | 1.1 | 2.7 | 134.3% |
| Campbell County | 24 | 39 | 62.5% | 65 | 48 | -26.2% | \$259,900 | \$279,900 | 7.7% | 82 | 121 | 47.6% | 1.3 | 2.3 | 80.2% |
| Lynchburg | 123 | 85 | -30.9% | 70 | 90 | 28.6% | \$231,000 | \$247,500 | 7.1% | 166 | 146 | -12.0% | 1.7 | 1.6 | -6.2% |

Area Overview - Total Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|-------------------|------------------|--------------|--------|-----------|--------------|--------|------------------------|------------------|-------|---------------------|------------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 412 | 367 | -10.9% | 362 | 310 | -14.4% | \$220,000 | \$248,000 | 12.7% | 37 | 65 | 75.7% |
| Appomattox County | 214 | 211 | -1.4% | 174 | 166 | -4.6% | \$249,950 | \$280,000 | 12.0% | 37 | 47 | 27.0% |
| Bedford County | 1,636 | 1,447 | -11.6% | 1,378 | 1,058 | -23.2% | \$335,000 | \$355,000 | 6.0% | 140 | 243 | 73.6% |
| Campbell County | 819 | 803 | -2.0% | 776 | 621 | -20.0% | \$253,450 | \$277,000 | 9.3% | 82 | 121 | 47.6% |
| Lynchburg | 1,447 | 1,416 | -2.1% | 1,131 | 1,057 | -6.5% | \$220,000 | \$244,900 | 11.3% | 166 | 146 | -12.0% |

Area Overview - Single Family Detached Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|-------------------|--------------|-----------|--------|--------|-----------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 25 | 23 | -8.0% | 23 | 25 | 8.7% | \$225,000 | \$203,000 | -9.8% | 37 | 65 | 75.7% | 1.2 | 2.5 | 108.3% |
| Appomattox County | 14 | 11 | -21.4% | 10 | 17 | 70.0% | \$264,900 | \$230,000 | -13.2% | 37 | 47 | 27.0% | 2.5 | 3.3 | 33.8% |
| Bedford County | 52 | 68 | 30.8% | 67 | 54 | -19.4% | \$380,000 | \$334,000 | -12.1% | 126 | 224 | 77.8% | 1.2 | 2.9 | 150.7% |
| Campbell County | 23 | 26 | 13.0% | 46 | 34 | -26.1% | \$265,950 | \$262,450 | -1.3% | 63 | 87 | 38.1% | 1.3 | 2.0 | 54.0% |
| Lynchburg | 88 | 57 | -35.2% | 56 | 76 | 35.7% | \$236,000 | \$252,500 | 7.0% | 138 | 123 | -10.9% | 1.7 | 1.7 | 1.8% |

Area Overview - Single Family Detached Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|-------------------|------------------|--------------|--------|-----------|------------|--------|------------------------|------------------|-------|---------------------|------------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 409 | 363 | -11.2% | 358 | 307 | -14.2% | \$222,900 | \$249,900 | 12.1% | 37 | 65 | 75.7% |
| Appomattox County | 214 | 211 | -1.4% | 174 | 166 | -4.6% | \$249,950 | \$280,000 | 12.0% | 37 | 47 | 27.0% |
| Bedford County | 1,434 | 1,266 | -11.7% | 1,217 | 900 | -26.0% | \$345,000 | \$365,000 | 5.8% | 126 | 224 | 77.8% |
| Campbell County | 642 | 639 | -0.5% | 585 | 514 | -12.1% | \$270,000 | \$275,000 | 1.9% | 63 | 87 | 38.1% |
| Lynchburg | 1,162 | 1,099 | -5.4% | 954 | 828 | -13.2% | \$226,500 | \$235,000 | 3.8% | 138 | 123 | -10.9% |

Area Overview - Townhome & Condo Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|-------------------|--------------|-----------|---------|--------|-----------|--------|--------------------|------------------|-------|-----------------|-----------|--------|---------------|------------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 0 | 0 | N/A | 1 | 0 | N/A | \$128,000 | \$0 | N/A | 0 | 0 | N/A | 0.0 | 0.0 | N/A |
| 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 | 11 | 5 | -54.5% | 6 | 10 | 66.7% | \$374,950 | \$344,900 | -8.0% | 14 | 19 | 35.7% | 1.0 | 1.4 | 39.1% |
| Campbell County | 1 | 13 | 1200.0% | 19 | 14 | -26.3% | \$245,000 | \$279,900 | 14.2% | 19 | 34 | 78.9% | 1.2 | 3.7 | 210.7% |
| Lynchburg | 35 | 28 | -20.0% | 14 | 14 | 0.0% | \$220,000 | \$217,450 | -1.2% | 28 | 23 | -17.9% | 1.8 | 1.2 | -35.3% |

Area Overview - Townhome & Condo Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|-------------------|------------------|------------|--------|-----------|------------|--------|------------------------|------------------|-------|---------------------|-----------|--------|
| | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg | Dec-22 | Dec-23 | % chg |
| Amherst County | 3 | 4 | 33.3% | 4 | 3 | -25.0% | \$154,000 | \$198,300 | 28.8% | 0 | 0 | N/A |
| Appomattox County | 0 | 0 | N/A | 0 | 0 | N/A | \$0 | \$0 | N/A | 0 | 0 | N/A |
| Bedford County | 202 | 181 | -10.4% | 161 | 158 | -1.9% | \$309,950 | \$339,900 | 9.7% | 14 | 19 | 35.7% |
| Campbell County | 177 | 164 | -7.3% | 191 | 107 | -44.0% | \$231,200 | \$279,900 | 21.1% | 19 | 34 | 78.9% |
| Lynchburg | 285 | 317 | 11.2% | 177 | 229 | 29.4% | \$199,000 | \$265,000 | 33.2% | 28 | 23 | -17.9% |



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.