

JANUARY
2022

LARLYNCHBURG

MARKET INDICATORS REPORT

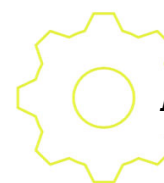
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report



Key Market Trends: January 2022

- Sales activity continues to expand in the LAR region.** There were 286 sales across the LAR footprint in January, 21 more sales than last year, a 7.9% increase. Most of the additional sales this month were in Campbell County, where there were 32 more sales than a year ago, or an increase of 82.1%. Appomattox County also had strong sales growth this month compared to last January (+90.9%). Sales moderated in the Lynchburg market in January (-4.9%).
- Sharpest drop in pending sales in more than five years in the LAR footprint.** There were 312 pending sales in the area in January, 61 fewer pending sales than last year, representing a 16.4% decrease. At the local level, the largest decline in pending sales activity was in Lynchburg, where there were 43 fewer pending sales than last January (-39.8%). Bedford County had 16 fewer pending sales than a year ago (-11.7%), and Amherst County had five fewer (-14.3%). Campbell County was the only local market to have an increase in pending sales, with seven more than last January (+9.7%).
- Home prices are surging in most parts of the LAR region.** At \$239,950, the January median sales price in the LAR market was more than \$28,000 higher than a year ago (+13.2%). The strongest price growth in the region this month was in Appomattox County (+41.7%), Campbell County (+30.9%), and Lynchburg (+26.0%).
- The supply picture shows no signs of improvement in the LAR footprint.** There were 307 active listings in the LAR market at the end of January, down 38.5% from a year ago, or 192 fewer listings. For the sixth straight month, the number of new listings was also down, falling 19.0% from last January.



LAR Market Dashboard

YoY Chg	Jan-22	Indicator
▲ 7.9%	286	Sales
▼ -16.4%	312	Pending Sales
▼ -19.0%	286	New Listings
▲ 12.7%	\$239,900	Median List Price
▲ 13.2%	\$239,950	Median Sales Price
▲ 21.1%	\$137	Median Price Per Square Foot
▲ 19.6%	\$78.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -6.6%	28	Average Days on Market
▼ -38.5%	307	Active Listings
▼ -41.5%	0.8	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.

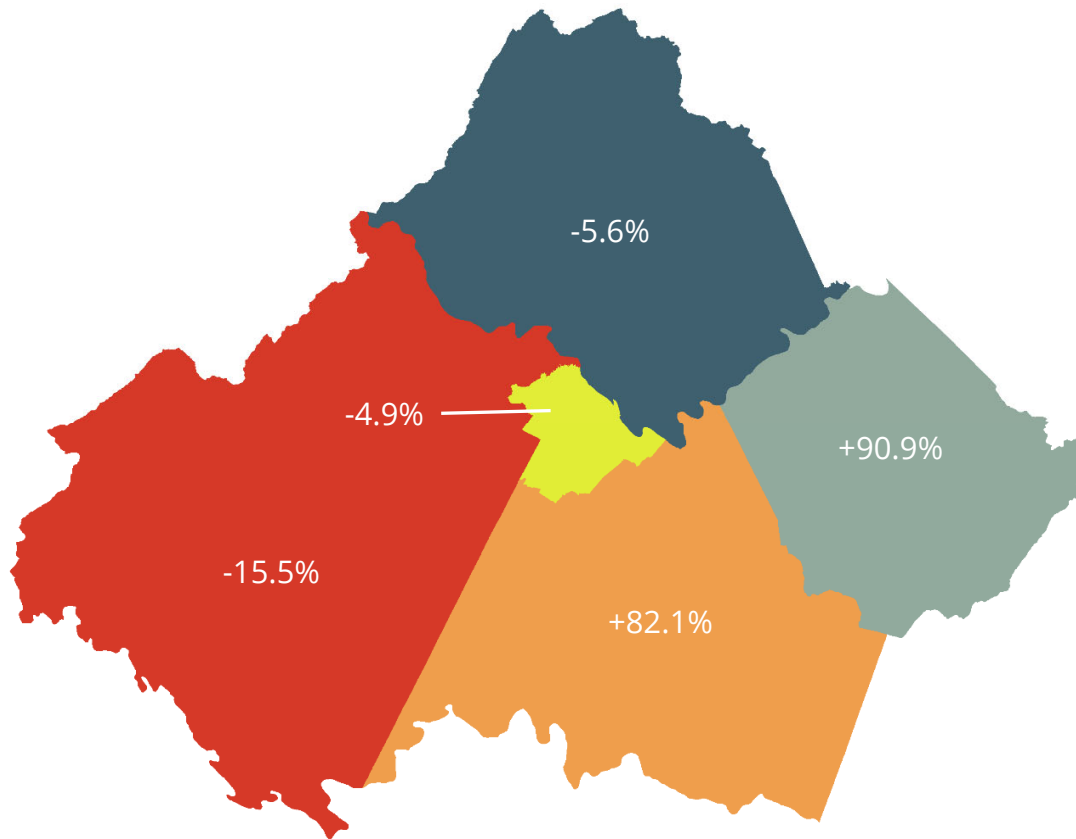
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jan-21	Jan-22	% Chg
Amherst County	36	34	-5.6%
Appomattox County	11	21	90.9%
Bedford County	97	82	-15.5%
Campbell County	39	71	82.1%
Lynchburg	82	78	-4.9%
LAR	265	286	7.9%

Total Market Overview



Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			265	286	7.9%	265	286	7.9%
Pending Sales			373	312	-16.4%	373	312	-16.4%
New Listings			353	286	-19.0%	353	286	-19.0%
Median List Price			\$212,900	\$239,900	12.7%	\$212,900	\$239,900	12.7%
Median Sales Price			\$211,900	\$239,950	13.2%	\$211,900	\$239,950	13.2%
Median Price Per Square Foot			\$113	\$137	21.1%	\$113	\$137	21.1%
Sold Dollar Volume (in millions)			\$65.3	\$78.1	19.6%	\$65.3	\$78.1	19.6%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			30	28	-6.6%	30	28	-6.6%
Active Listings			499	307	-38.5%	n/a	n/a	n/a
Months of Supply			1.4	0.8	-41.5%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			232	245	5.6%	232	245	5.6%
Pending Sales			316	249	-21.2%	316	249	-21.2%
New Listings			290	233	-19.7%	290	233	-19.7%
Median List Price			\$219,900	\$244,900	11.4%	\$219,900	\$244,900	11.4%
Median Sales Price			\$214,320	\$245,000	14.3%	\$214,320	\$245,000	14.3%
Median Price Per Square Foot			\$111	\$133	19.3%	\$111	\$133	19.3%
Sold Dollar Volume (in millions)			\$58.9	\$68.5	16.3%	\$58.9	\$68.5	16.3%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			30	28	-5.5%	30	28	-5.5%
Active Listings			409	286	-30.1%	n/a	n/a	n/a
Months of Supply			1.3	0.9	-30.6%	n/a	n/a	n/a

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

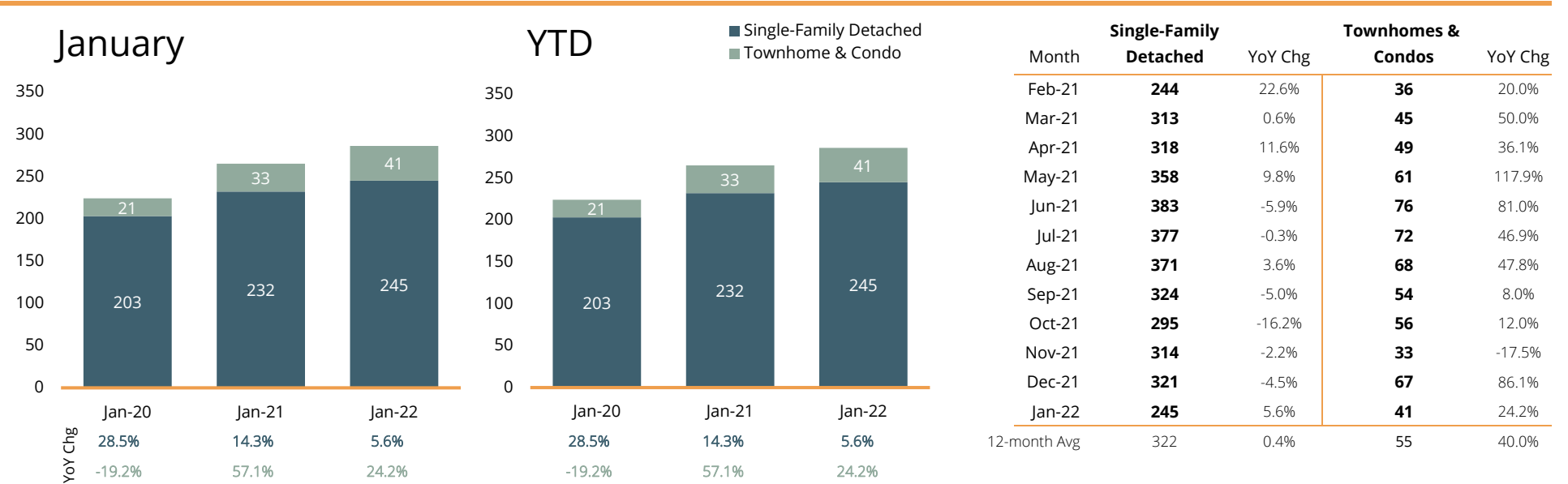
Townhome & Condo Market Overview



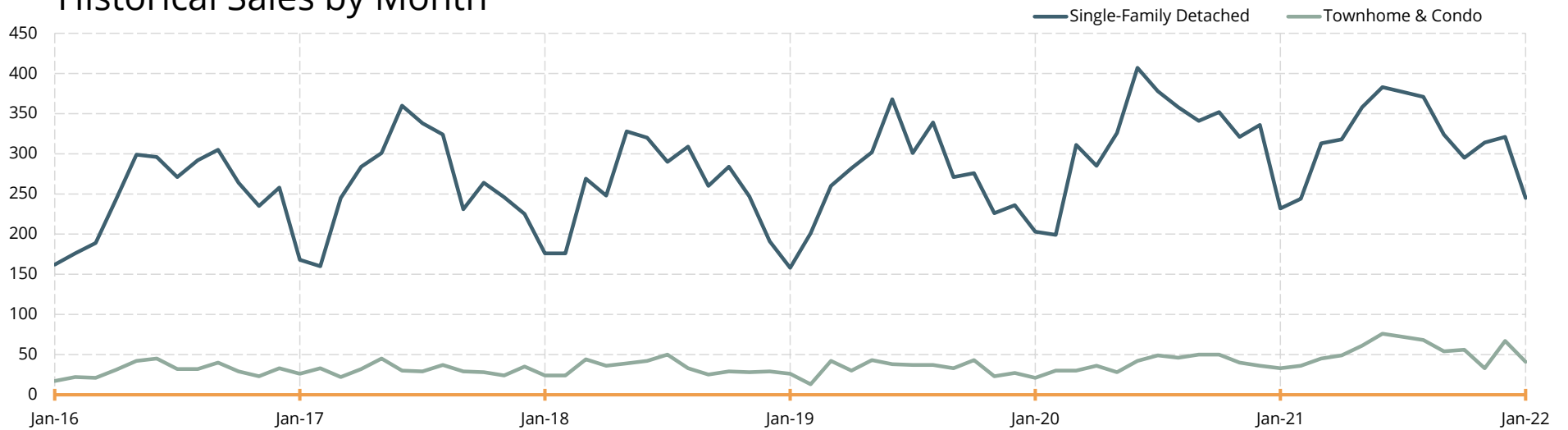
Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			33	41	24.2%	33	41	24.2%
Pending Sales			57	63	10.5%	57	63	10.5%
New Listings			63	53	-15.9%	63	53	-15.9%
Median List Price			\$194,900	\$214,900	10.3%	\$194,900	\$214,900	10.3%
Median Sales Price			\$194,900	\$214,900	10.3%	\$194,900	\$214,900	10.3%
Median Price Per Square Foot			\$128	\$155	20.8%	\$128	\$155	20.8%
Sold Dollar Volume (in millions)			\$6.4	\$9.6	49.9%	\$6.4	\$9.6	49.9%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			33	29	-13.8%	33	29	-13.8%
Active Listings			90	21	-76.7%	n/a	n/a	n/a
Months of Supply			2.3	0.4	-83.4%	n/a	n/a	n/a

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

Sales

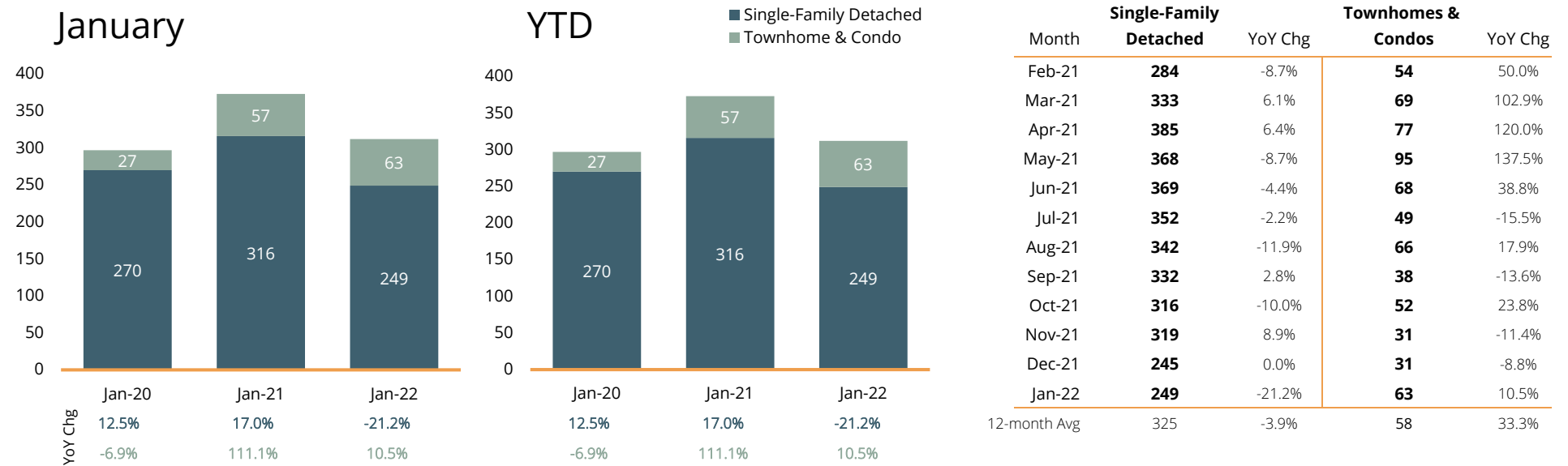


Historical Sales by Month

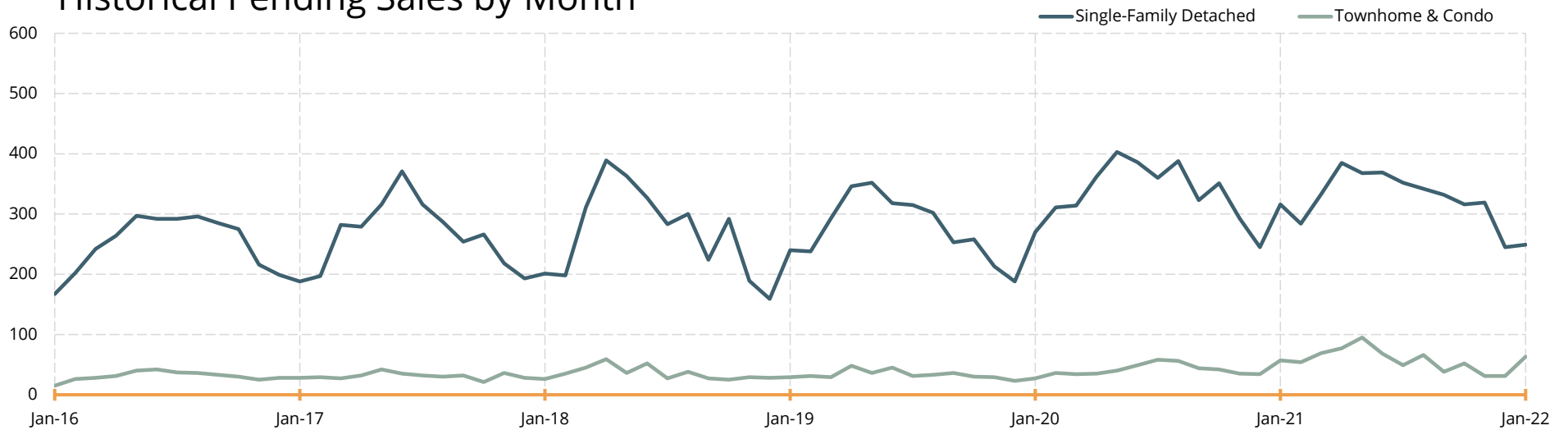


Source: Virginia REALTORS®, data accessed February 15, 2022

Pending Sales

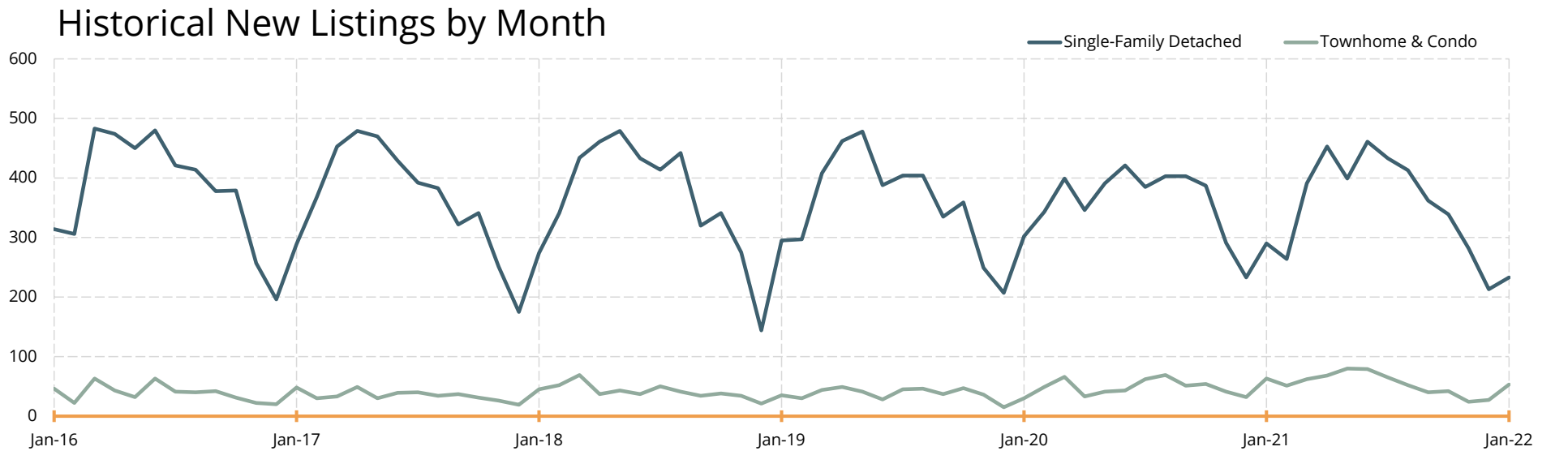
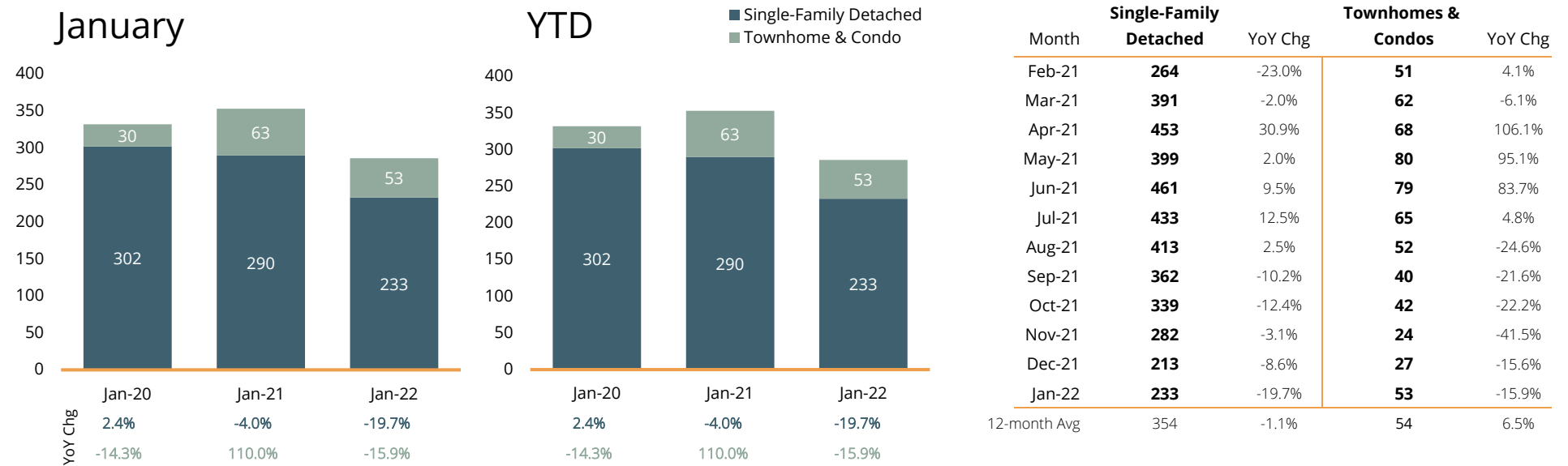


Historical Pending Sales by Month



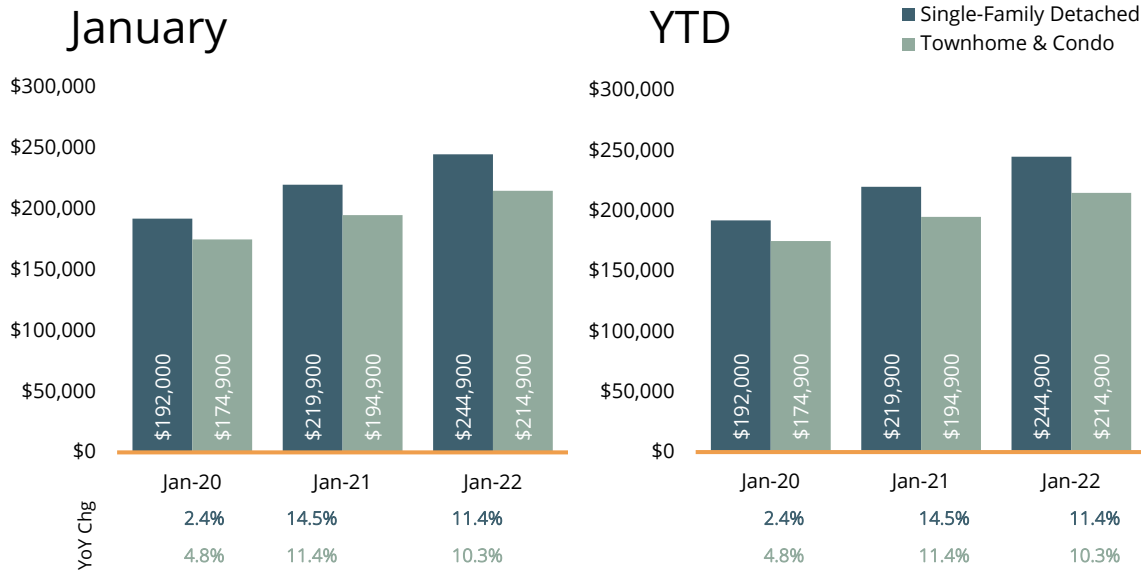
Source: Virginia REALTORS®, data accessed February 15, 2022

New Listings



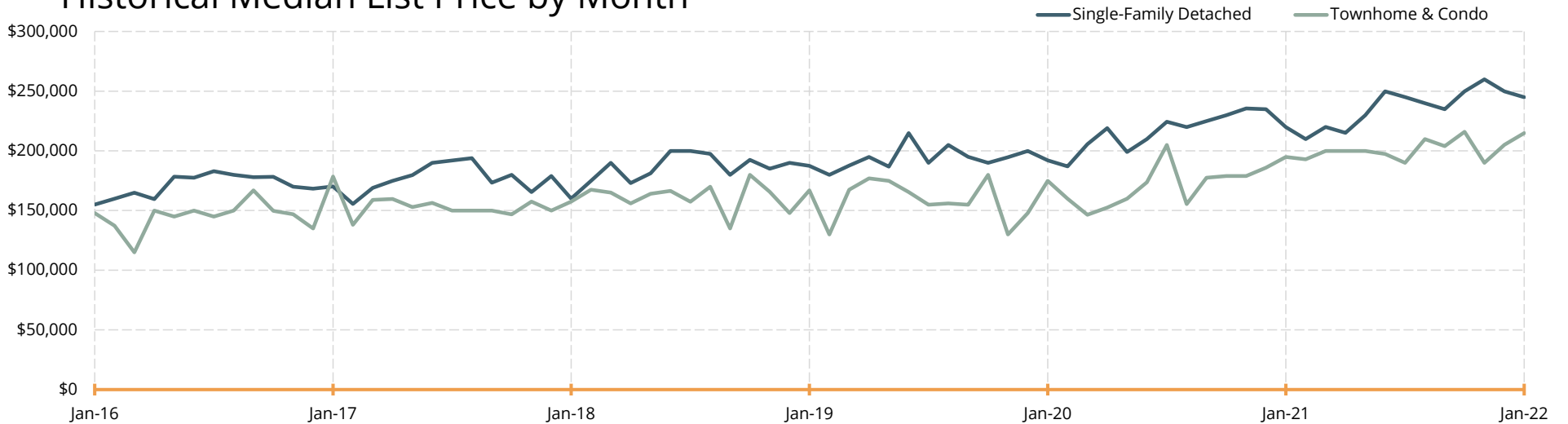
Source: Virginia REALTORS®, data accessed February 15, 2022

Median List Price



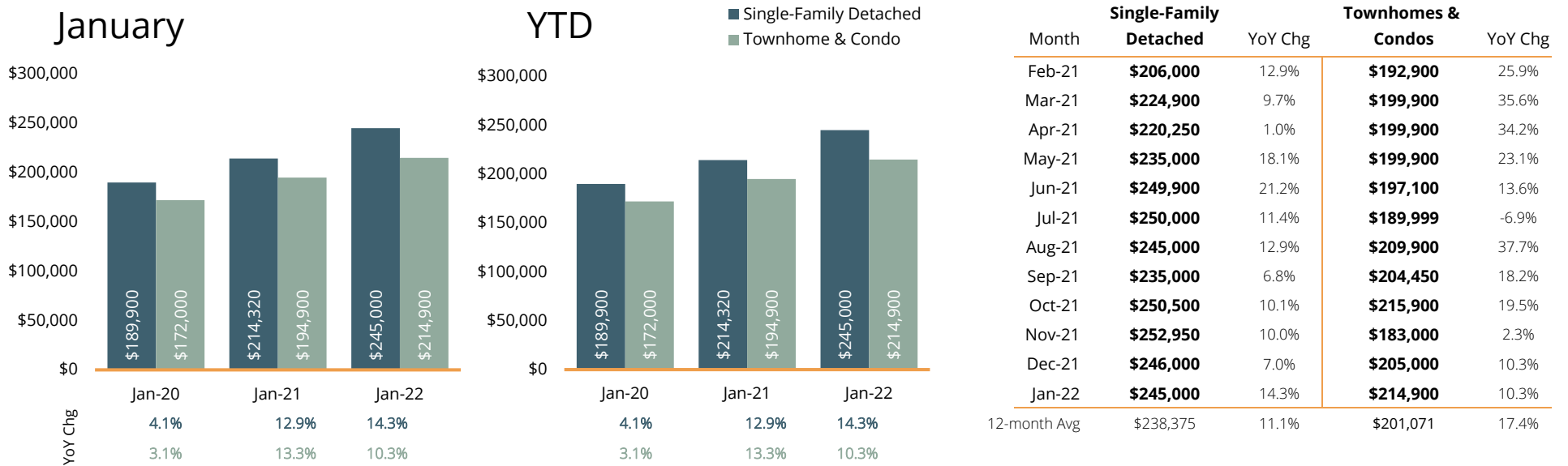
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	\$209,900	12.2%	\$192,900	20.6%
Mar-21	\$220,000	7.0%	\$199,900	36.5%
Apr-21	\$215,100	-1.8%	\$199,900	31.1%
May-21	\$229,900	15.5%	\$199,900	25.0%
Jun-21	\$249,900	19.1%	\$197,400	13.6%
Jul-21	\$245,000	9.2%	\$189,999	-7.3%
Aug-21	\$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%
12-month Avg	\$237,433	9.2%	\$201,625	17.0%

Historical Median List Price by Month

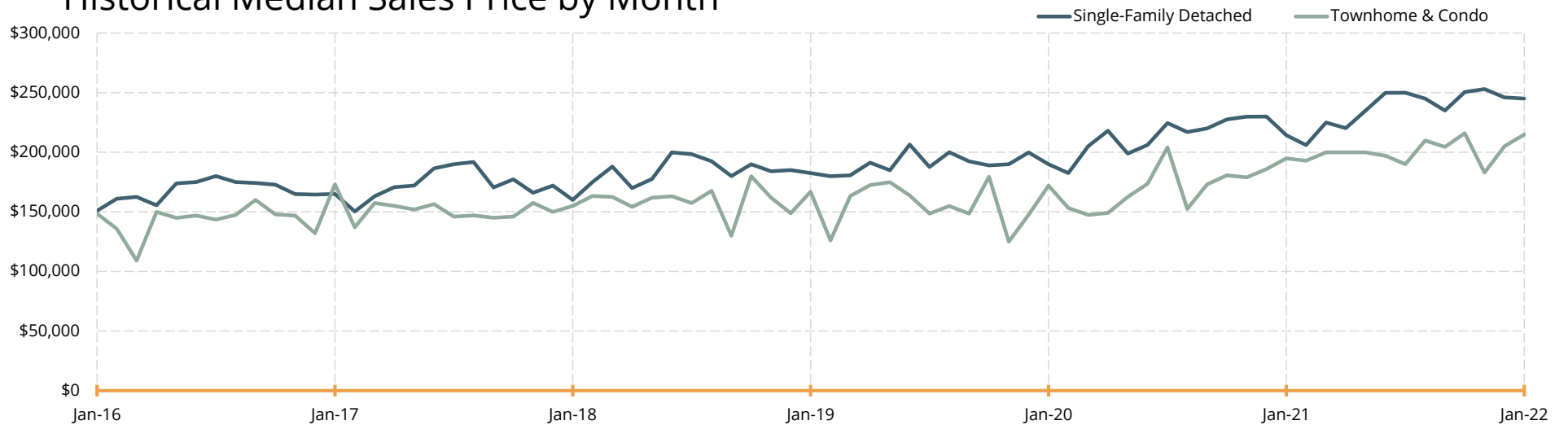


Source: Virginia REALTORS®, data accessed February 15, 2022

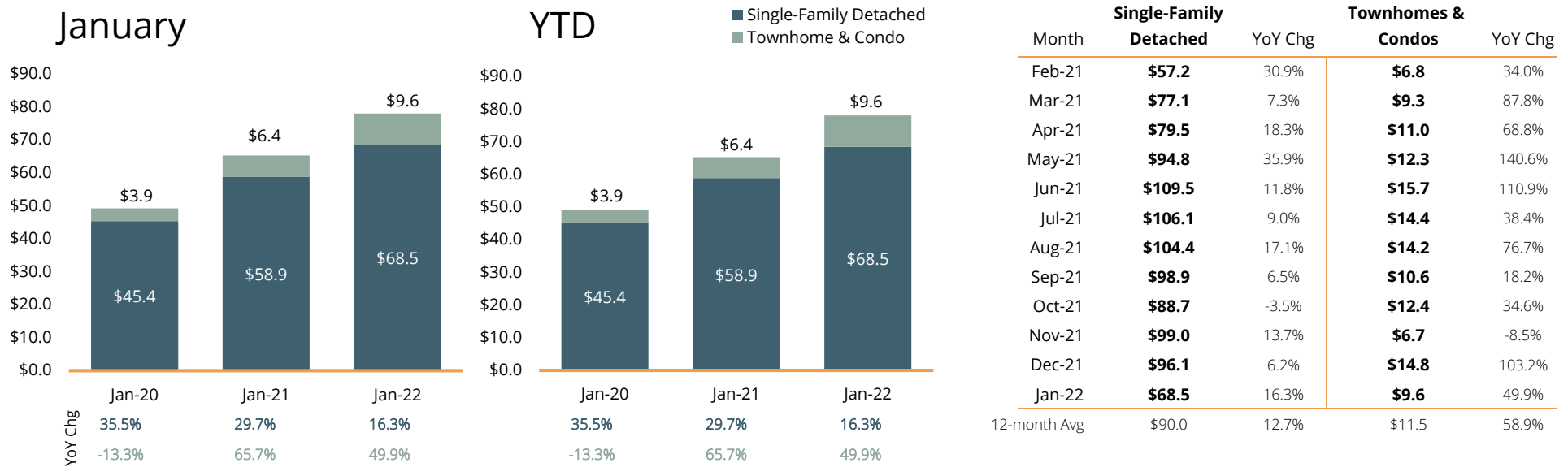
Median Sales Price



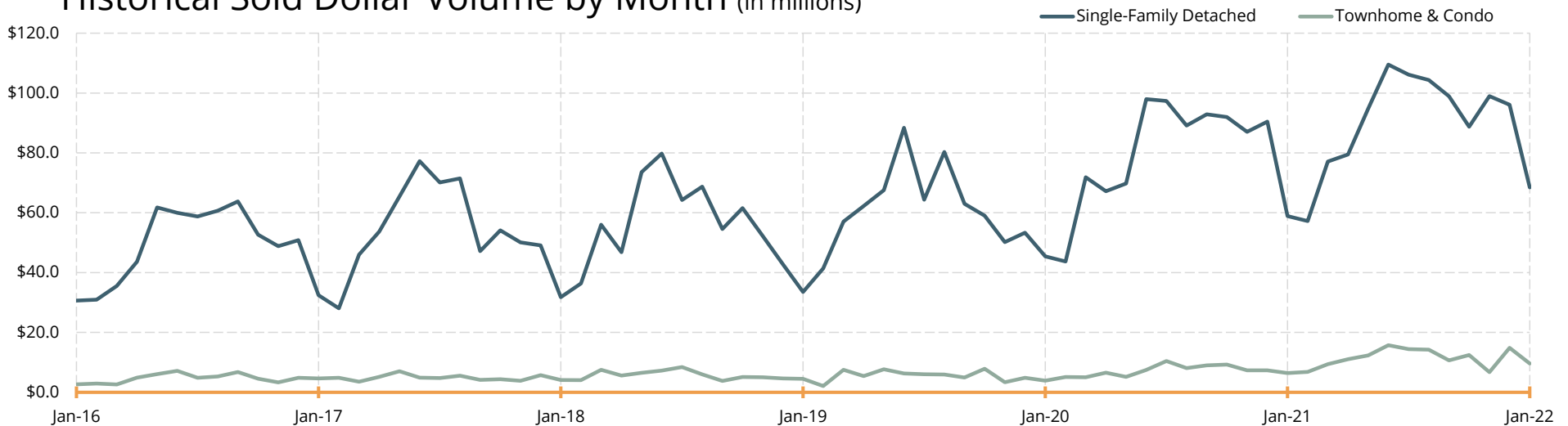
Historical Median Sales Price by Month



Sold Dollar Volume (in millions)

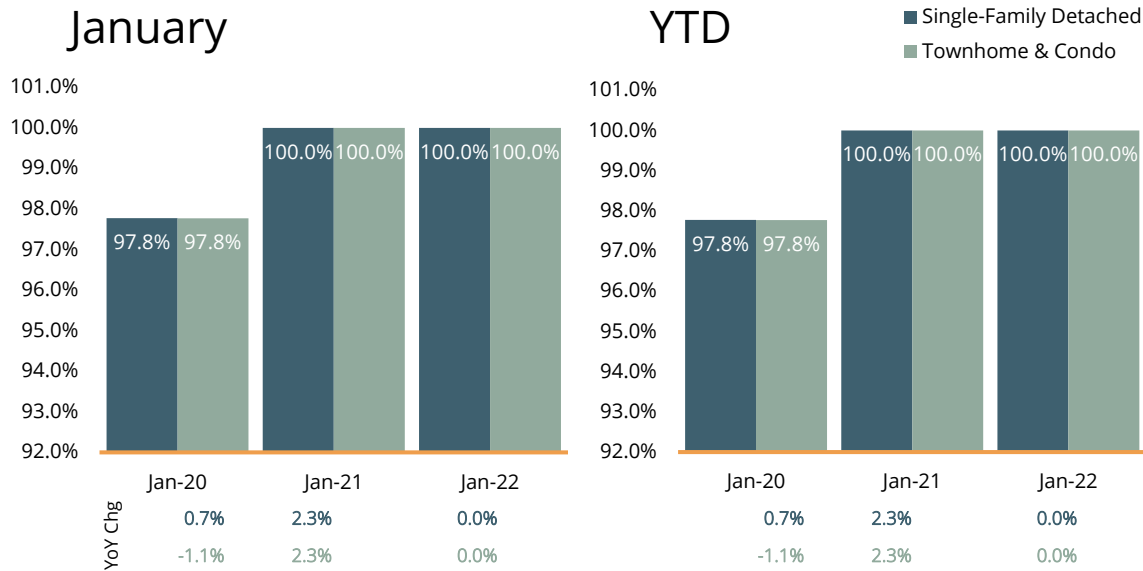


Historical Sold Dollar Volume by Month (in millions)



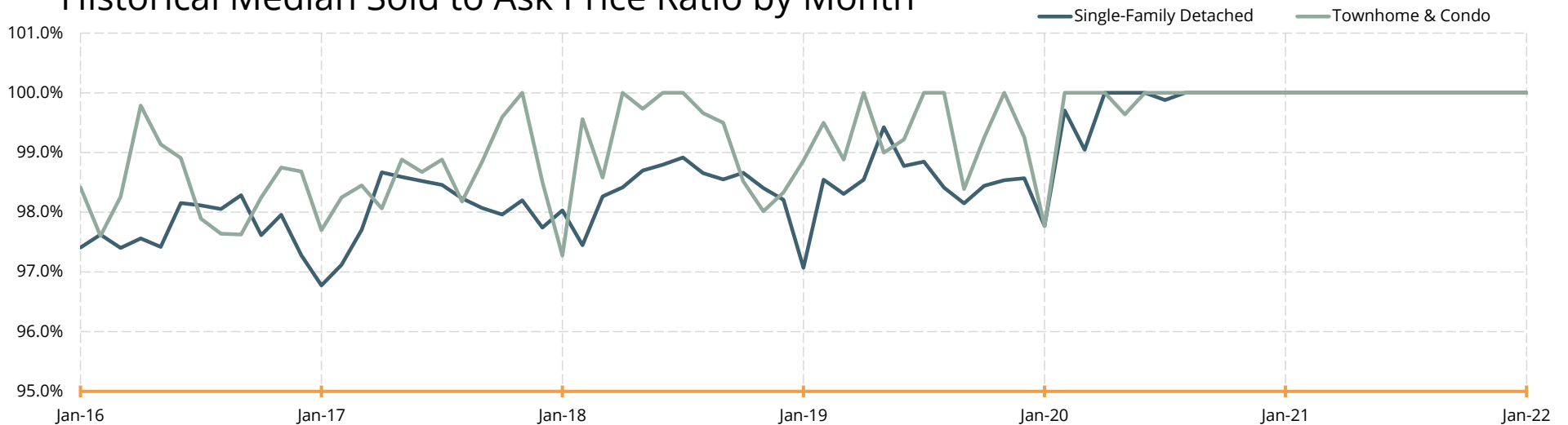
Source: Virginia REALTORS®, data accessed February 15, 2022

Median Sold to Ask Price Ratio

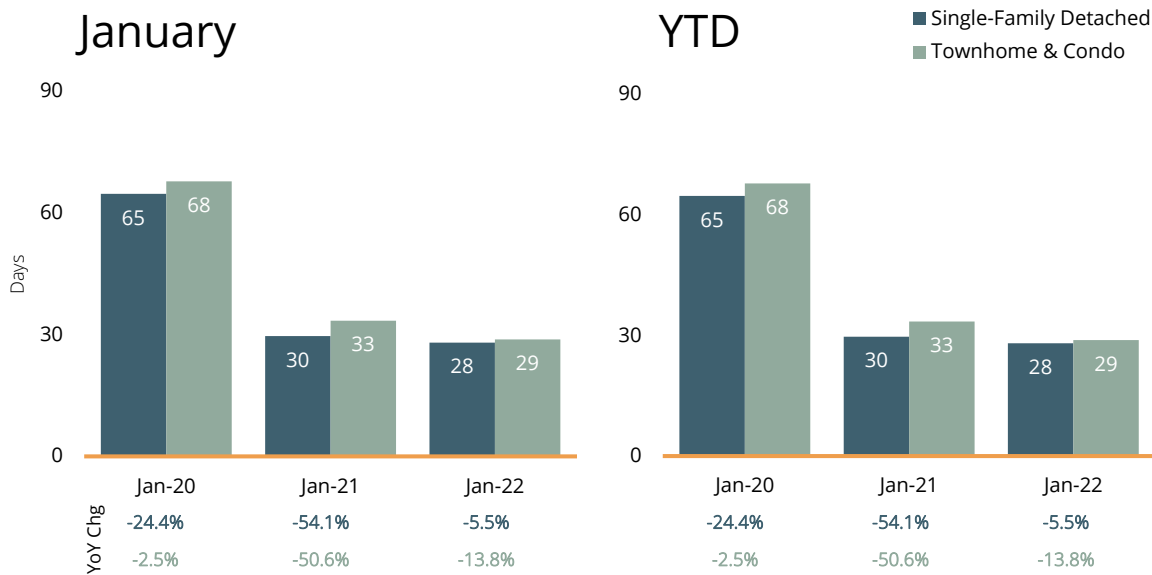


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Feb-21	100.0%	0.3%	100.0%	0.0%
Mar-21	100.0%	1.0%	100.0%	0.0%
Apr-21	100.0%	0.0%	100.0%	0.0%
May-21	100.0%	0.0%	100.0%	0.4%
Jun-21	100.0%	0.0%	100.0%	0.0%
Jul-21	100.0%	0.1%	100.0%	0.0%
Aug-21	100.0%	0.0%	100.0%	0.0%
Sep-21	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%
12-month Avg	100.0%	0.1%	100.0%	0.0%

Historical Median Sold to Ask Price Ratio by Month

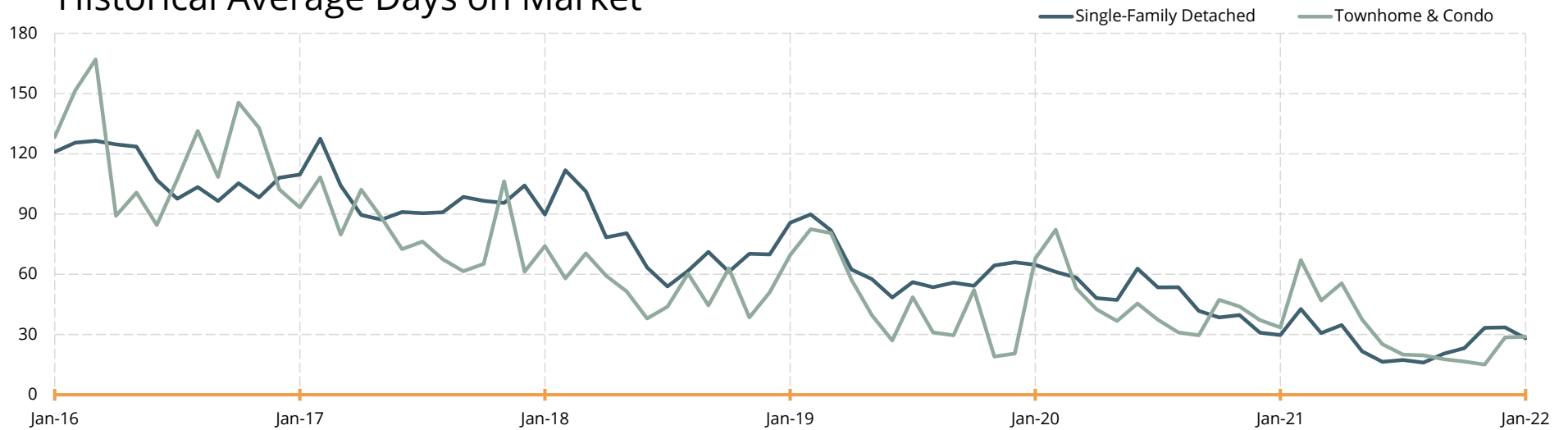


Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	43	-30.3%	67	-18.4%
Mar-21	31	-47.4%	47	-11.5%
Apr-21	35	-27.9%	55	30.3%
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%
12-month Avg	26	-43.7%	32	-27.2%

Historical Average Days on Market

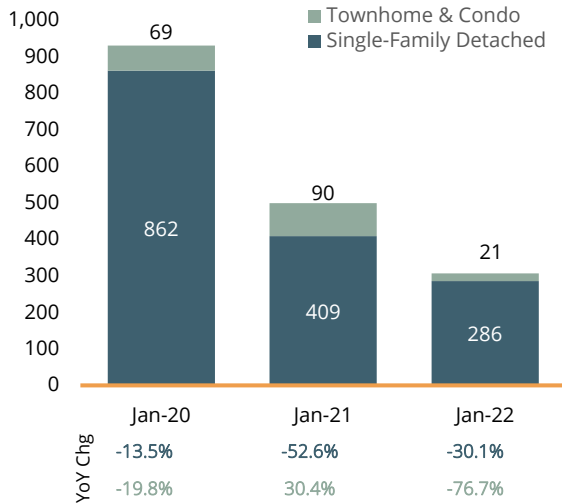


Source: Virginia REALTORS®, data accessed February 15, 2022

Active Listings

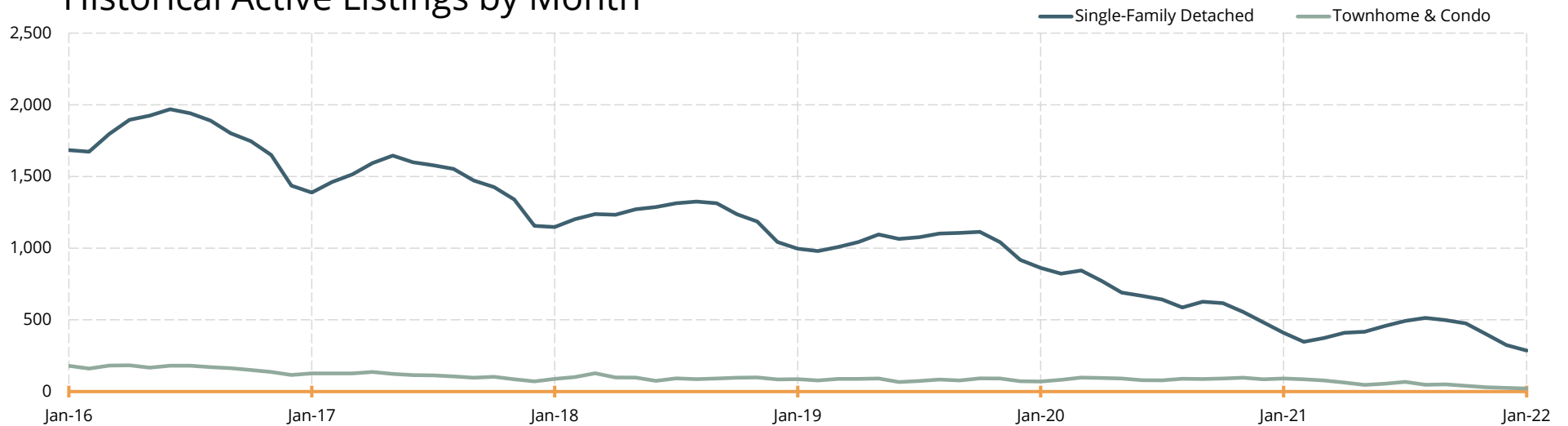


January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
Feb-21	346	-57.9%	85	4.9%
Mar-21	373	-55.8%	77	-20.6%
Apr-21	409	-47.0%	62	-34.0%
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%
12-month Avg	416	-35.3%	50	-43.1%

Historical Active Listings by Month

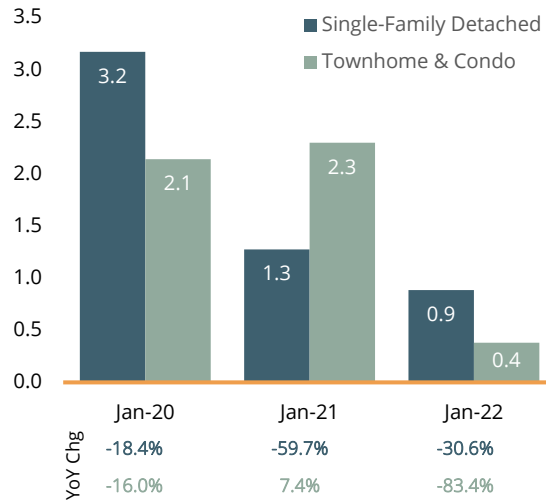


Source: Virginia REALTORS®, data accessed February 15, 2022

Months of Supply

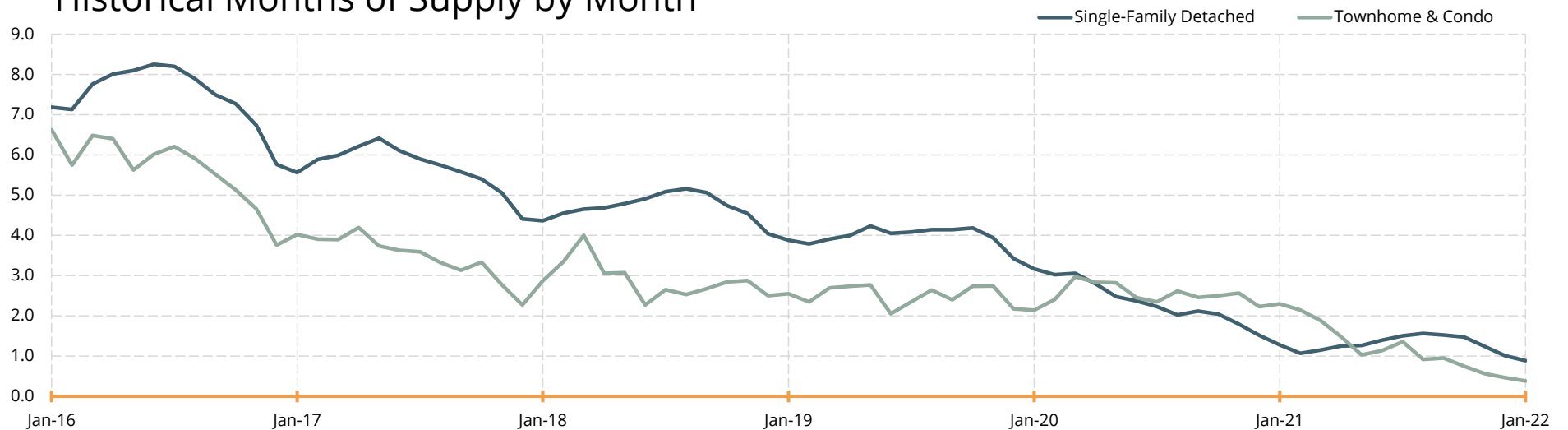


January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-21	1.1	-64.7%	2.1	-10.9%
Mar-21	1.1	-62.4%	1.9	-36.6%
Apr-21	1.3	-55.2%	1.5	-47.9%
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%
12-month Avg	1.3	-42.7%	1.1	-57.2%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	39	22	-43.6%	36	34	-5.6%	\$206,463	\$187,450	-9.2%	52	30	-42.3%	1.4	0.9	-36.8%
Appomattox County	18	14	-22.2%	11	21	90.9%	\$179,900	\$254,900	41.7%	36	22	-38.9%	1.9	1.0	-43.7%
Bedford County	131	106	-19.1%	97	82	-15.5%	\$282,475	\$317,900	12.5%	191	118	-38.2%	1.4	0.9	-37.5%
Campbell County	74	73	-1.4%	39	71	82.1%	\$164,900	\$215,900	30.9%	126	69	-45.2%	2.1	0.9	-56.5%
Lynchburg	91	71	-22.0%	82	78	-4.9%	\$170,700	\$215,000	26.0%	94	68	-27.7%	0.9	0.6	-31.7%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	39	22	-43.6%	36	34	-5.6%	\$206,463	\$187,450	-9.2%	52	30	-42.3%
Appomattox County	18	14	-22.2%	11	21	90.9%	\$179,900	\$254,900	41.7%	36	22	-38.9%
Bedford County	131	106	-19.1%	97	82	-15.5%	\$282,475	\$317,900	12.5%	191	118	-38.2%
Campbell County	74	73	-1.4%	39	71	82.1%	\$164,900	\$215,900	30.9%	126	69	-45.2%
Lynchburg	91	71	-22.0%	82	78	-4.9%	\$170,700	\$215,000	26.0%	94	68	-27.7%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	38	22	-42.1%	36	33	-8.3%	\$206,463	\$189,900	-8.0%	51	30	-41.2%	1.4	0.9	-35.0%
Appomattox County	18	14	-22.2%	11	21	90.9%	\$179,900	\$254,900	41.7%	34	22	-35.3%	1.8	1.1	-40.2%
Bedford County	105	94	-10.5%	91	72	-20.9%	\$288,250	\$323,500	12.2%	162	111	-31.5%	1.3	1.0	-27.6%
Campbell County	53	43	-18.9%	28	57	103.6%	\$164,900	\$245,000	48.6%	79	60	-24.1%	1.5	1.0	-31.9%
Lynchburg	76	60	-21.1%	66	62	-6.1%	\$170,700	\$217,000	27.1%	83	63	-24.1%	0.9	0.7	-27.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	38	22	-42.1%	36	33	-8.3%	\$206,463	\$189,900	-8.0%	51	30	-41.2%
Appomattox County	18	14	-22.2%	11	21	90.9%	\$179,900	\$254,900	41.7%	34	22	-35.3%
Bedford County	105	94	-10.5%	91	72	-20.9%	\$288,250	\$323,500	12.2%	162	111	-31.5%
Campbell County	53	43	-18.9%	28	57	103.6%	\$164,900	\$245,000	48.6%	79	60	-24.1%
Lynchburg	76	60	-21.1%	66	62	-6.1%	\$170,700	\$217,000	27.1%	83	63	-24.1%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	1	0	-100.0%	0	1	n/a	\$0	\$122,900	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	2	0	-100.0%	24.0	0.0	-100.0%
Bedford County	26	12	-53.8%	6	10	66.7%	\$229,000	\$313,250	36.8%	29	7	-75.9%	2.0	0.4	-81.3%
Campbell County	21	30	42.9%	11	14	27.3%	\$194,900	\$194,900	0.0%	47	9	-80.9%	5.9	0.5	-91.4%
Lynchburg	15	11	-26.7%	16	16	0.0%	\$164,200	\$214,950	30.9%	11	5	-54.5%	0.7	0.3	-58.4%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Amherst County	1	0	-100.0%	0	1	n/a	\$0	\$122,900	n/a	1	0	-100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	2	0	-100.0%
Bedford County	26	12	-53.8%	6	10	66.7%	\$229,000	\$313,250	36.8%	29	7	-75.9%
Campbell County	21	30	42.9%	11	14	27.3%	\$194,900	\$194,900	0.0%	47	9	-80.9%
Lynchburg	15	11	-26.7%	16	16	0.0%	\$164,200	\$214,950	30.9%	11	5	-54.5%



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.