

LARLYNCHBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report



Key Market Trends: July 2022

Sales activity in the LAR foot print continue to decline. There were 367 home sales, which is 82 fewer than last year, representing a 18.3% decline in the entire region. In the month of July sales grew by 10.7% in Amherst County, which is three more than last year, a total of 31 sales. Appomattox County had the biggest decline in sales from last July (-46.7%). Bedford County had 143 sales, a 12.8% drop from this time last year, which is 21 fewer sales.

Pending sales continue to moderate in the LAR market. There were 389 pending sales across the LAR housing market in July, 12 fewer pending sales than a year ago, which is a 3% decrease. This is the fourth consecutive month pending sales activity has declined this year. Pending sales in Lynchburg County rose by 32.4% from last July. There were 27 fewer pending sales in Bedford County (-16.6%), and 14 fewer pending sales in Campbell County(-17.5%).

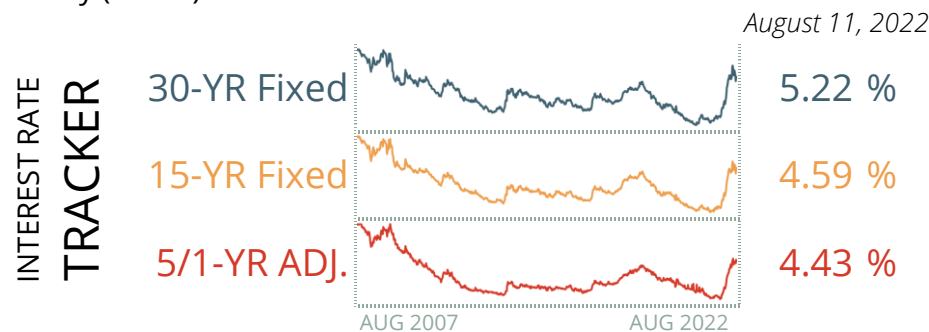
Home prices still continue to grow even as sales decline. In July the median sales price was \$275,000, \$38,000 more than last year, which is a 16% increase. The median sales price surged 24.5% in Appomattox County, and climbed 17.8% in Campbell County from a year ago. At \$339,950, the median sales price rose by \$44,950 in Bedford County, a 15.2% increase.

Supply declined again in July after it rose for the first time in over seven years last month. There were 532 active listings on the market in the LAR region at the end of July, which is 27 fewer listings than a year ago, a 4.8% decline. Nearly all of the additional listings were in Appomattox (+24.3%) and Bedford County (+7.9%).



LAR Market Dashboard

YoY Chg	Jul-22	Indicator
▼ -18.3%	367	Sales
▼ -3.0%	389	Pending Sales
▼ -17.5%	411	New Listings
▲ 18.0%	\$274,900	Median List Price
▲ 16.0%	\$275,000	Median Sales Price
▲ 12.2%	\$146	Median Price Per Square Foot
▼ -3.8%	\$116.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -14.5%	15	Average Days on Market
▼ -4.8%	532	Active Listings
▼ -0.1%	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.

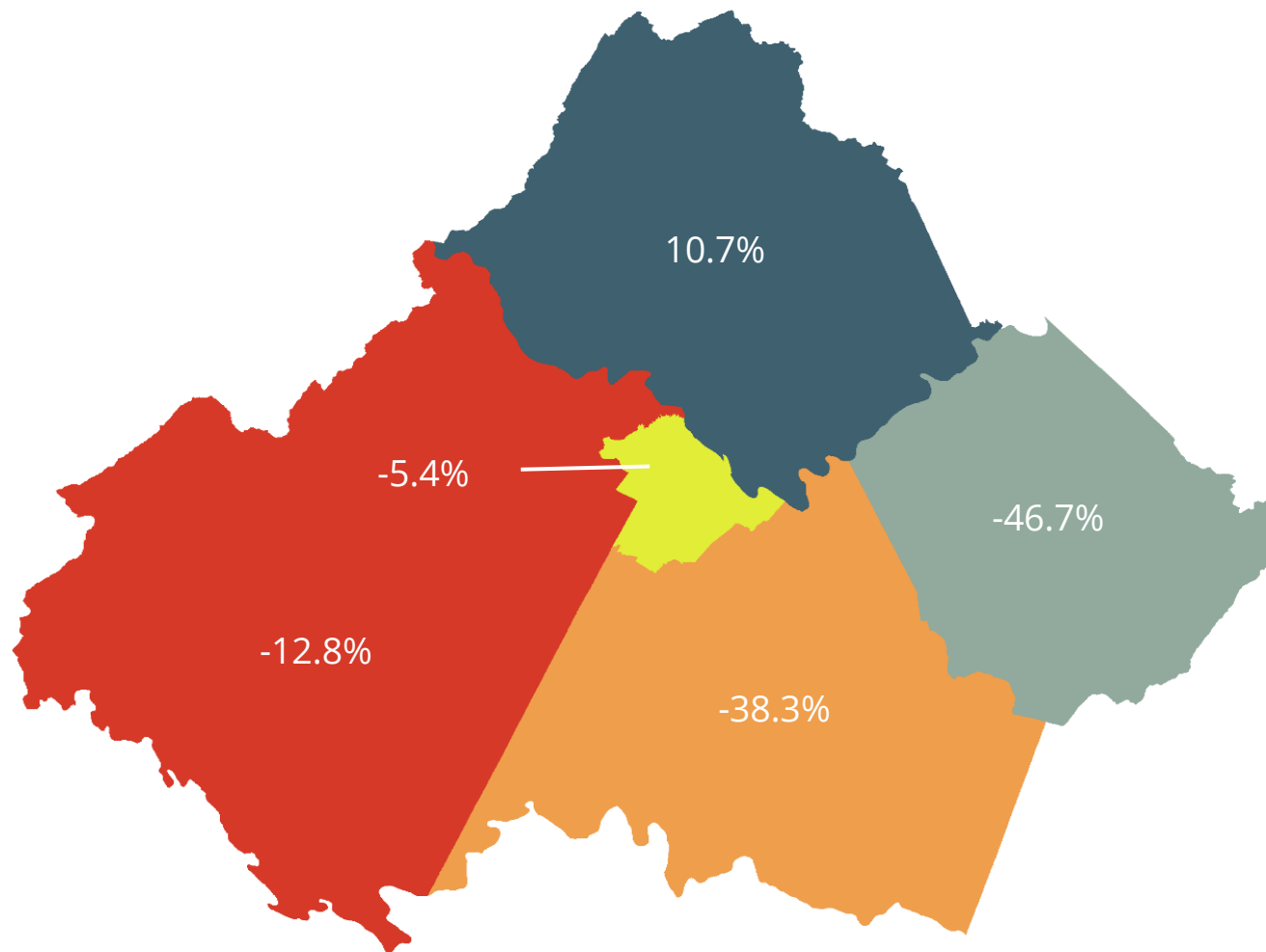
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jul-21	Jul-22	% Chg
Amherst County	28	31	10.7%
Appomattox County	30	16	-46.7%
Bedford County	164	143	-12.8%
Campbell County	115	71	-38.3%
Lynchburg	112	106	-5.4%
LAR	449	367	-18.3%

Total Market Overview



Key Metrics	2-year Trends			Jul-21	Jul-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul-20		Jul-22						
Sales				449	367	-18.3%	2,597	2,361	-9.1%
Pending Sales				401	389	-3.0%	2,876	2,677	-6.9%
New Listings				498	411	-17.5%	3,159	2,977	-5.8%
Median List Price				\$233,000	\$274,900	18.0%	\$219,900	\$249,900	13.6%
Median Sales Price				\$237,000	\$275,000	16.0%	\$219,950	\$255,000	15.9%
Median Price Per Square Foot				\$130	\$146	12.2%	\$123	\$144	17.1%
Sold Dollar Volume (in millions)				\$120.6	\$116.0	-3.8%	\$659.2	\$717.3	8.8%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				18	15	-14.5%	28	21	-24.3%
Active Listings				559	532	-4.8%	n/a	n/a	n/a
Months of Supply				1.5	1.5	-0.1%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



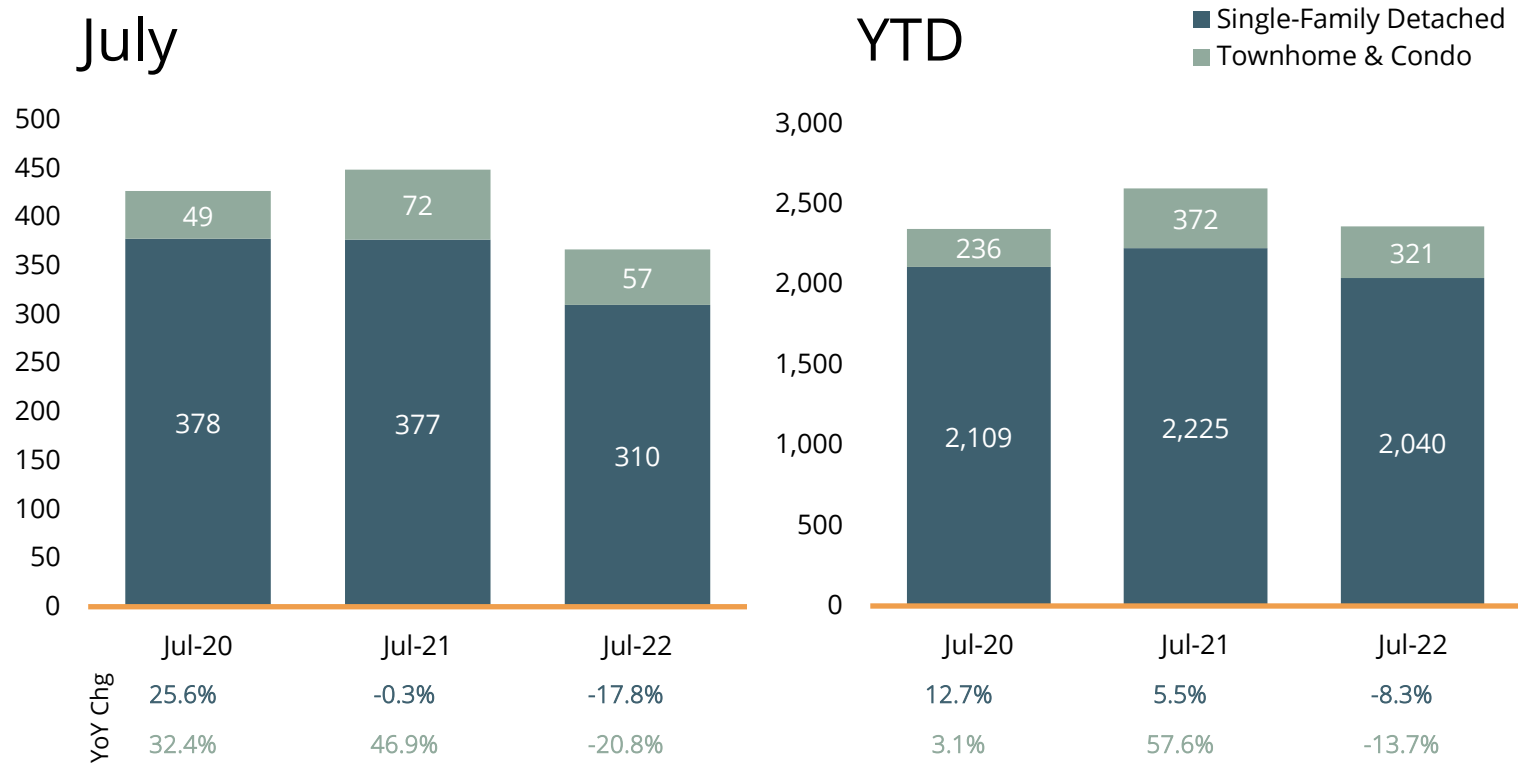
Key Metrics	2-year Trends			Jul-21	Jul-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul-20		Jul-22						
Sales				377	310	-17.8%	2,225	2,040	-8.3%
Pending Sales				352	326	-7.4%	2,407	2,280	-5.3%
New Listings				433	352	-18.7%	2,691	2,537	-5.7%
Median List Price				\$245,000	\$282,475	15.3%	\$229,900	\$259,900	13.0%
Median Sales Price				\$250,000	\$285,450	14.2%	\$229,900	\$265,000	15.3%
Median Price Per Square Foot				\$128	\$145	13.4%	\$120	\$142	18.2%
Sold Dollar Volume (in millions)				\$106.1	\$101.5	-4.3%	\$583.2	\$641.6	10.0%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				17	16	-4.7%	26	22	-16.8%
Active Listings				492	464	-5.7%	n/a	n/a	n/a
Months of Supply				1.5	1.5	0.0%	n/a	n/a	n/a

Townhome & Condo Market Overview



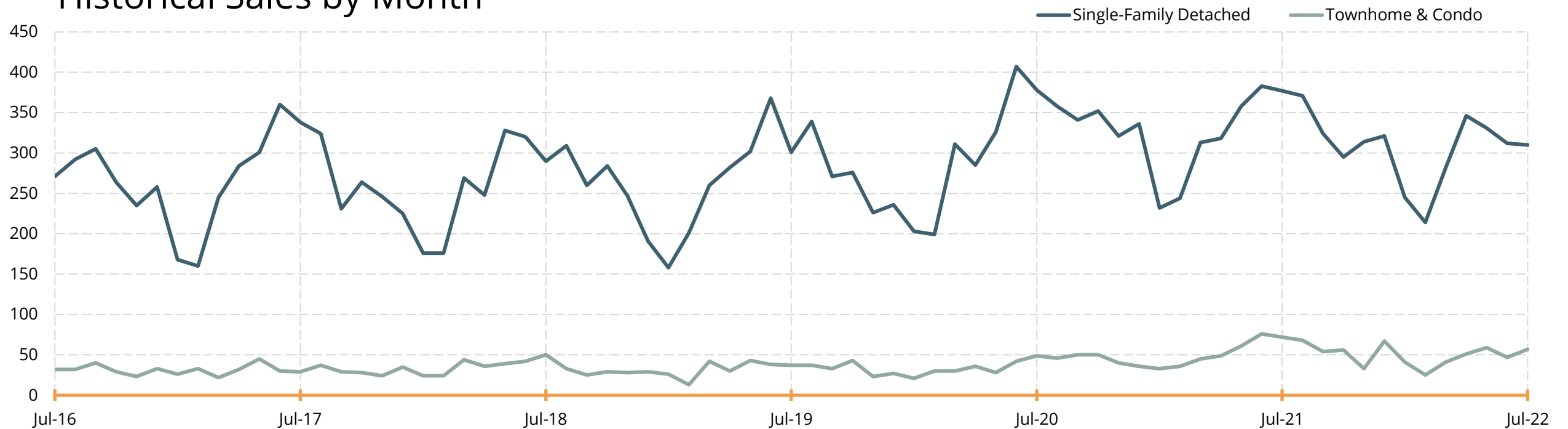
Key Metrics	2-year Trends		Jul-21	Jul-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul-20	Jul-22						
Sales			72	57	-20.8%	372	321	-13.7%
Pending Sales			49	63	28.6%	469	397	-15.4%
New Listings			65	59	-9.2%	468	440	-6.0%
Median List Price			\$189,999	\$254,000	33.7%	\$194,950	\$229,900	17.9%
Median Sales Price			\$189,999	\$254,000	33.7%	\$195,000	\$230,000	17.9%
Median Price Per Square Foot			\$135	\$167	23.8%	#N/A	\$154	#N/A
Sold Dollar Volume (in millions)			\$14.4	\$14.4	0.2%	\$76.0	\$75.7	-0.4%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			20	8	-60.3%	38	16	-56.3%
Active Listings			67	68	1.5%	n/a	n/a	n/a
Months of Supply			1.4	1.4	-0.2%	n/a	n/a	n/a

Sales



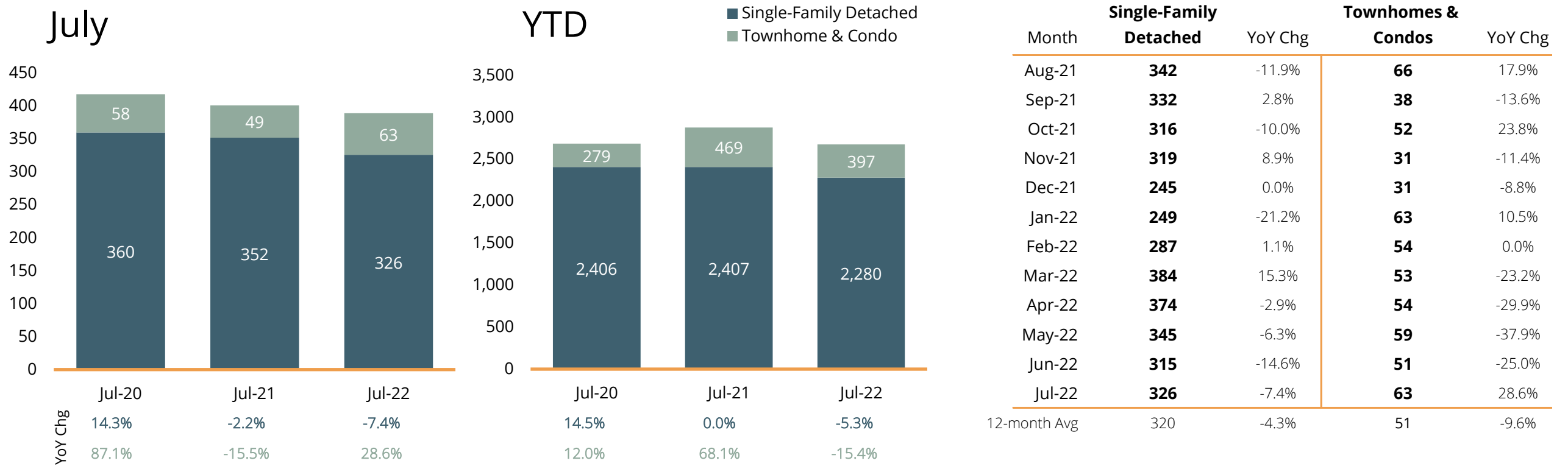
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-21	371	3.6%	68	47.8%
Sep-21	324	-5.0%	54	8.0%
Oct-21	295	-16.2%	56	12.0%
Nov-21	314	-2.2%	33	-17.5%
Dec-21	321	-4.5%	67	86.1%
Jan-22	245	5.6%	41	24.2%
Feb-22	214	-12.3%	25	-30.6%
Mar-22	282	-9.9%	41	-8.9%
Apr-22	346	8.8%	51	4.1%
May-22	331	-7.5%	59	-3.3%
Jun-22	312	-18.5%	47	-38.2%
Jul-22	310	-17.8%	57	-20.8%
12-month Avg	305	-6.8%	50	0.8%

Historical Sales by Month

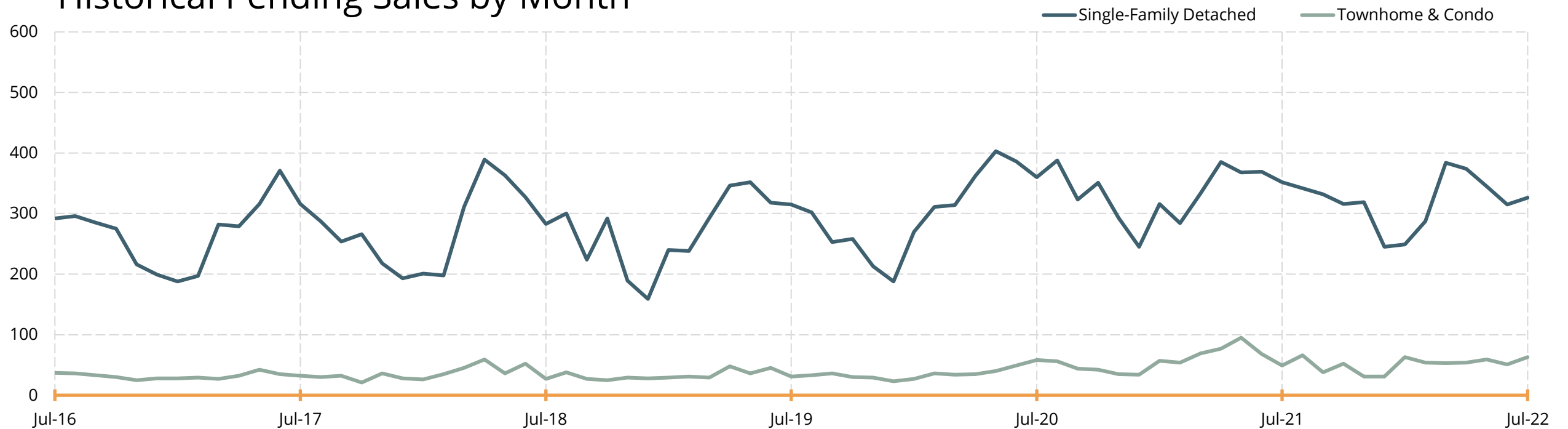


Source: Virginia REALTORS®, data accessed August 15, 2022

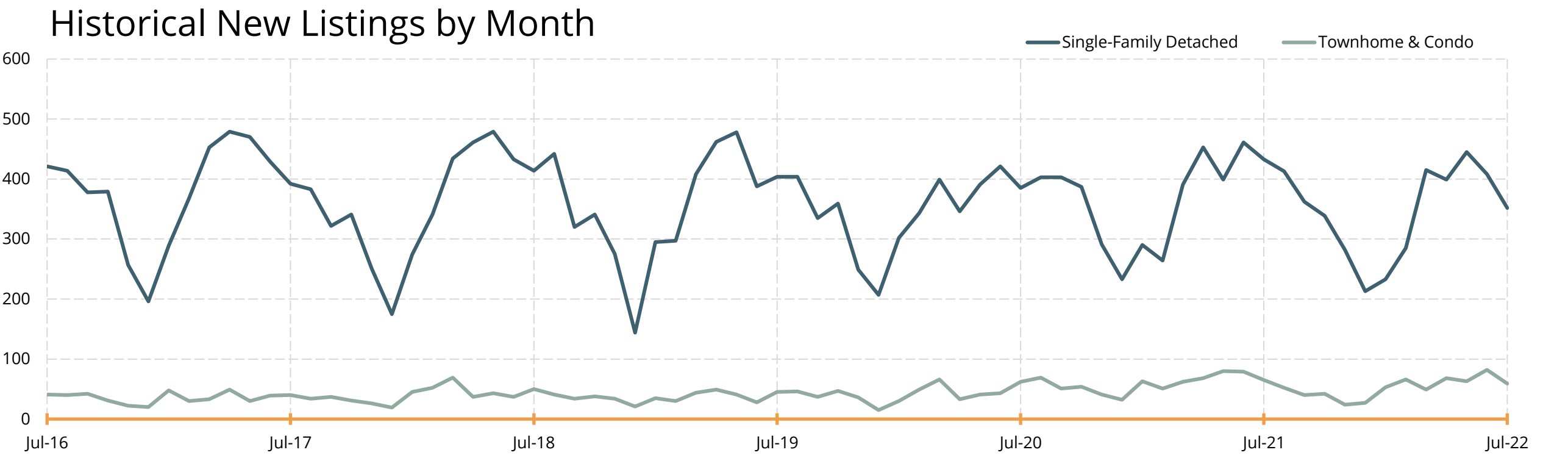
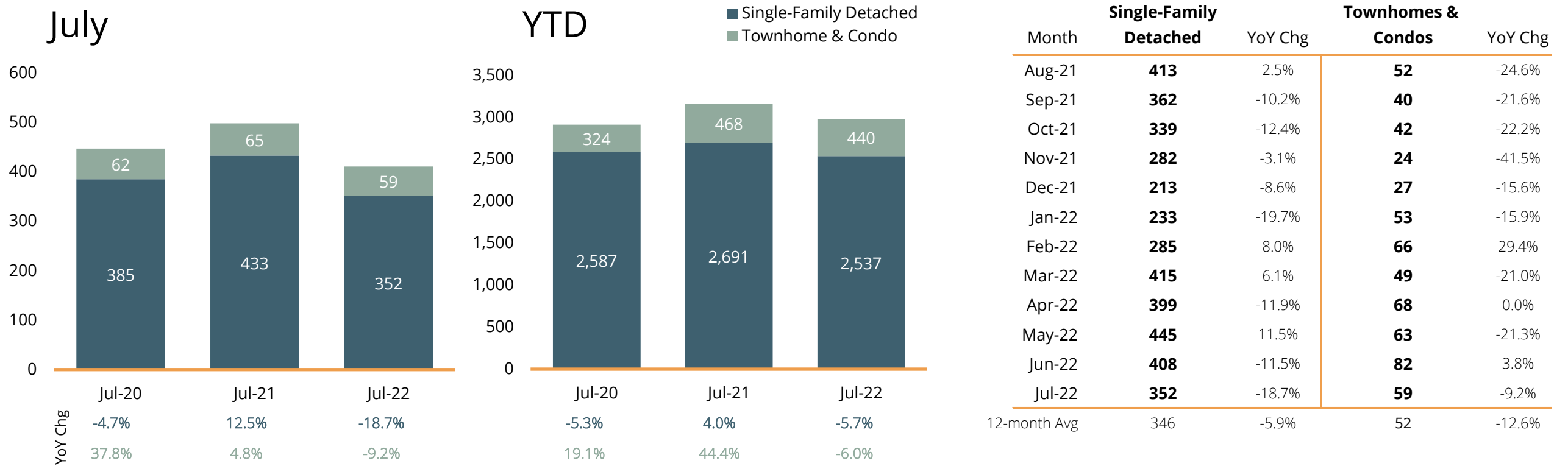
Pending Sales



Historical Pending Sales by Month

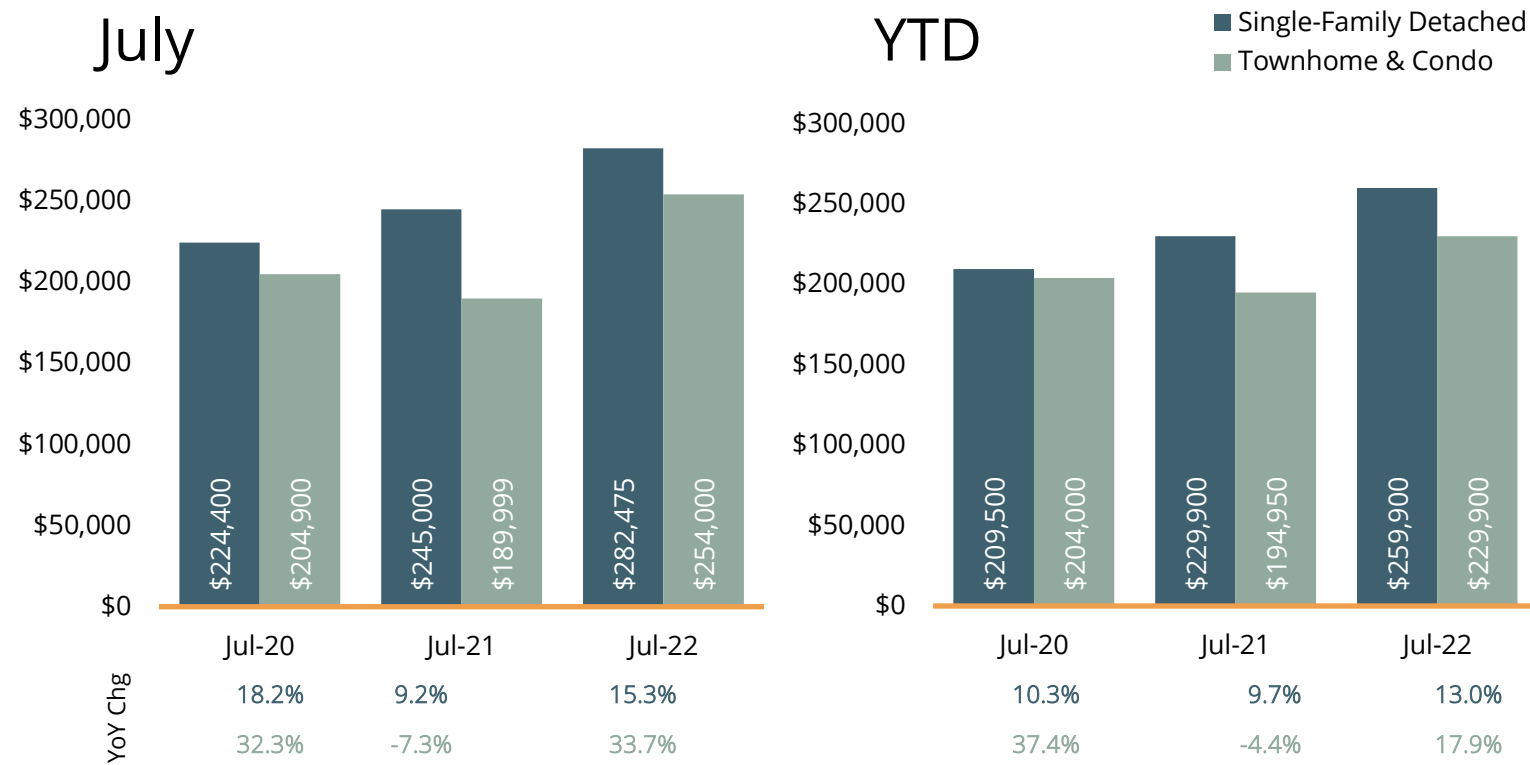


New Listings



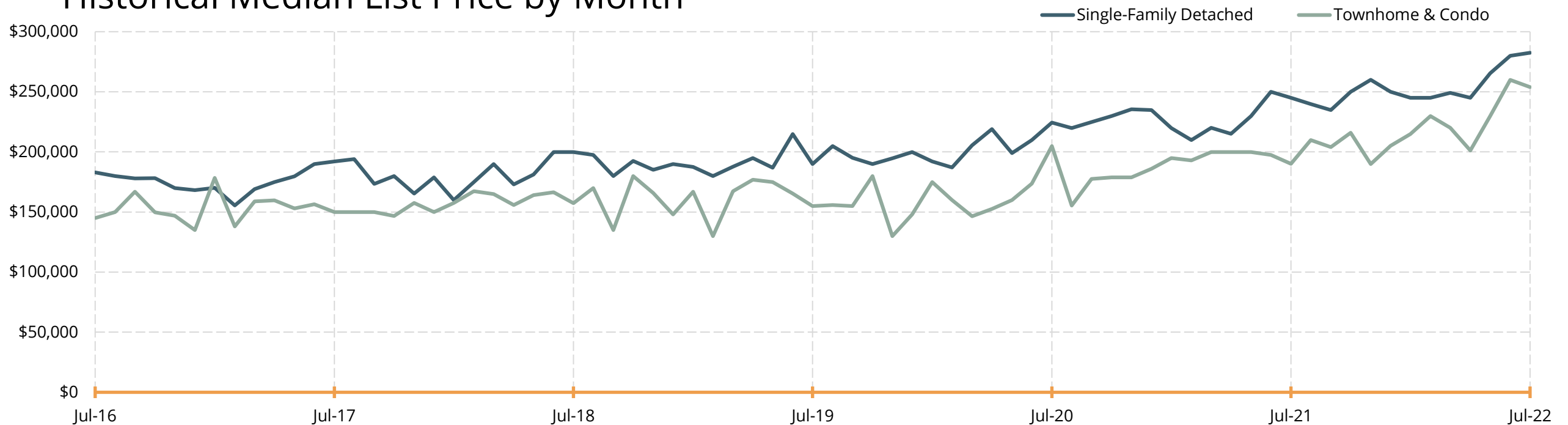
Source: Virginia REALTORS®, data accessed August 15, 2022

Median List Price

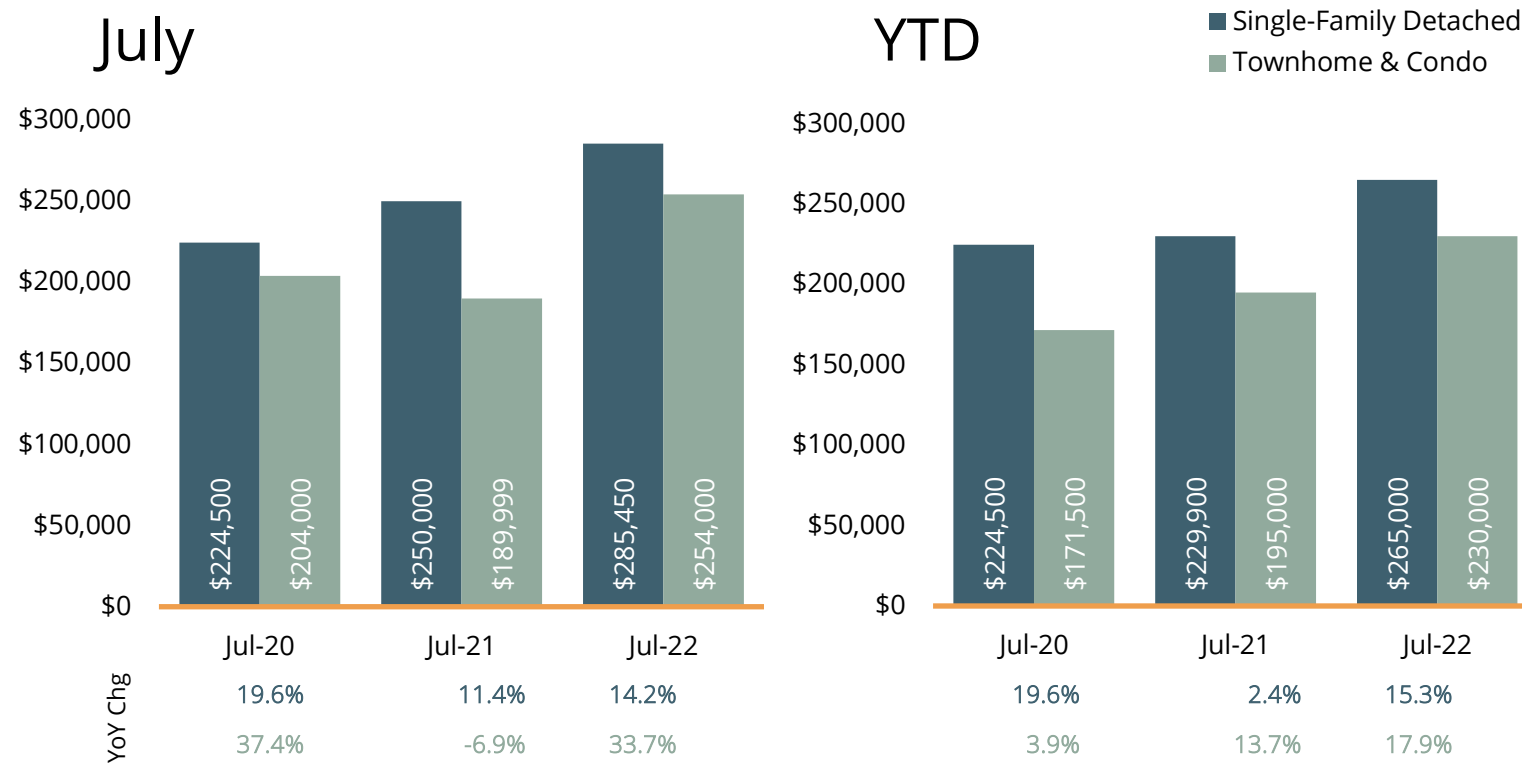


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Aug-21	\$239,900	9.1%	\$209,900	35.1%
Sep-21	\$234,900	4.4%	\$203,900	14.9%
Oct-21	\$249,900	8.7%	\$215,900	20.7%
Nov-21	\$259,900	10.4%	\$189,900	6.1%
Dec-21	\$249,900	6.4%	\$204,999	10.3%
Jan-22	\$244,900	11.4%	\$214,900	10.3%
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%
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%
12-month Avg	\$253,881	11.4%	\$219,537	17.0%

Historical Median List Price by Month

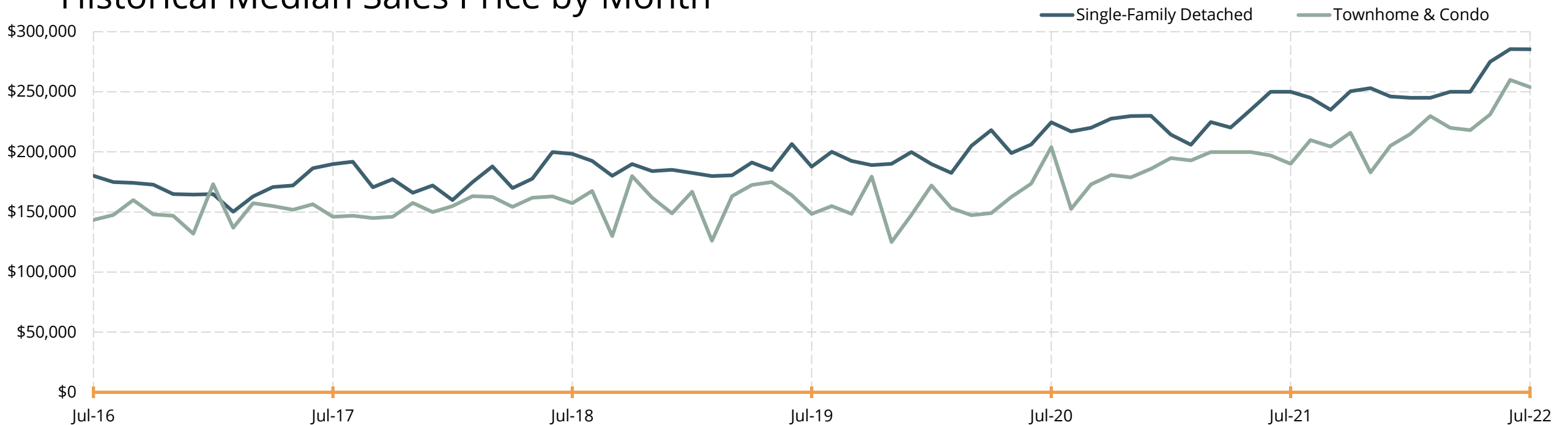


Median Sales Price



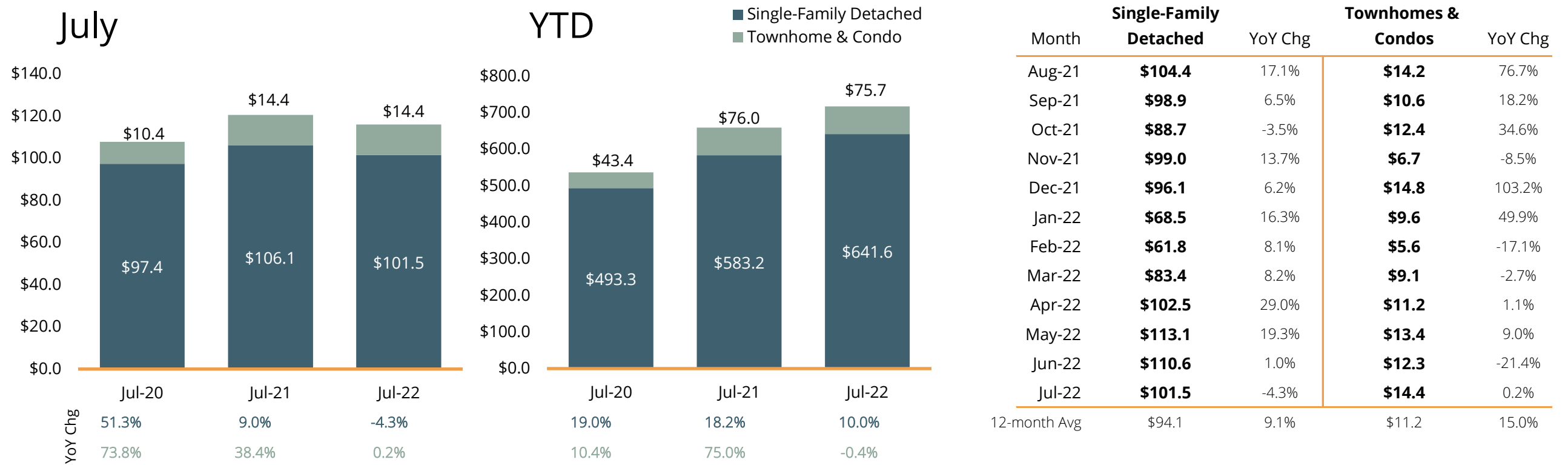
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Aug-21	\$245,000	12.9%	\$209,900	37.7%
Sep-21	\$235,000	6.8%	\$204,450	18.2%
Oct-21	\$250,500	10.1%	\$215,900	19.5%
Nov-21	\$252,950	10.0%	\$183,000	2.3%
Dec-21	\$246,000	7.0%	\$205,000	10.3%
Jan-22	\$245,000	14.3%	\$214,900	10.3%
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%
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%
12-month Avg	\$255,450	12.5%	\$220,513	17.8%

Historical Median Sales Price by Month

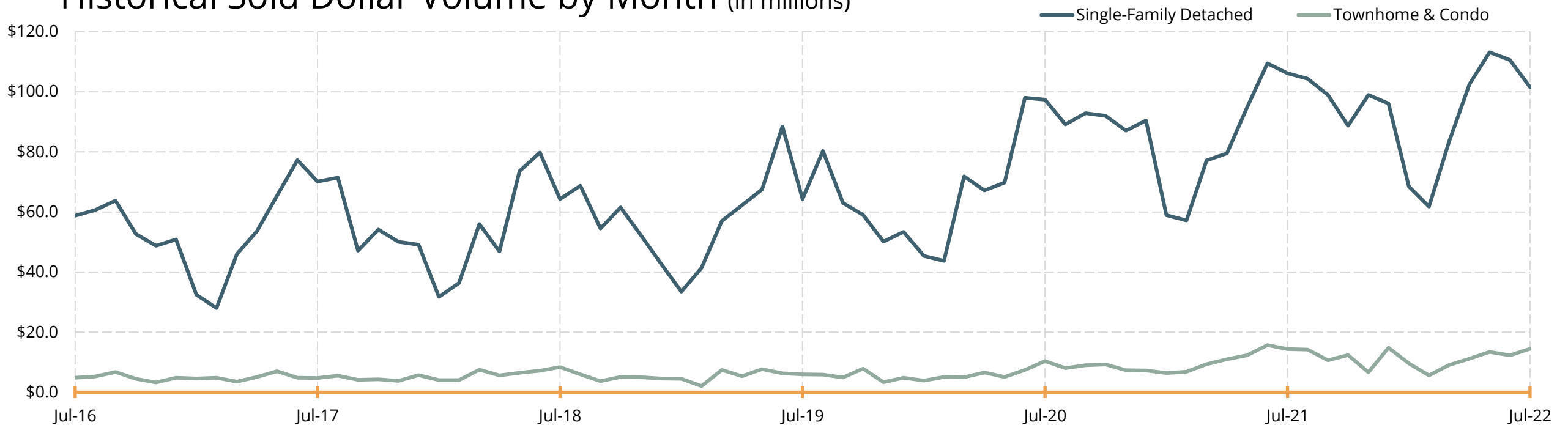


Source: Virginia REALTORS®, data accessed August 15, 2022

Sold Dollar Volume (in millions)

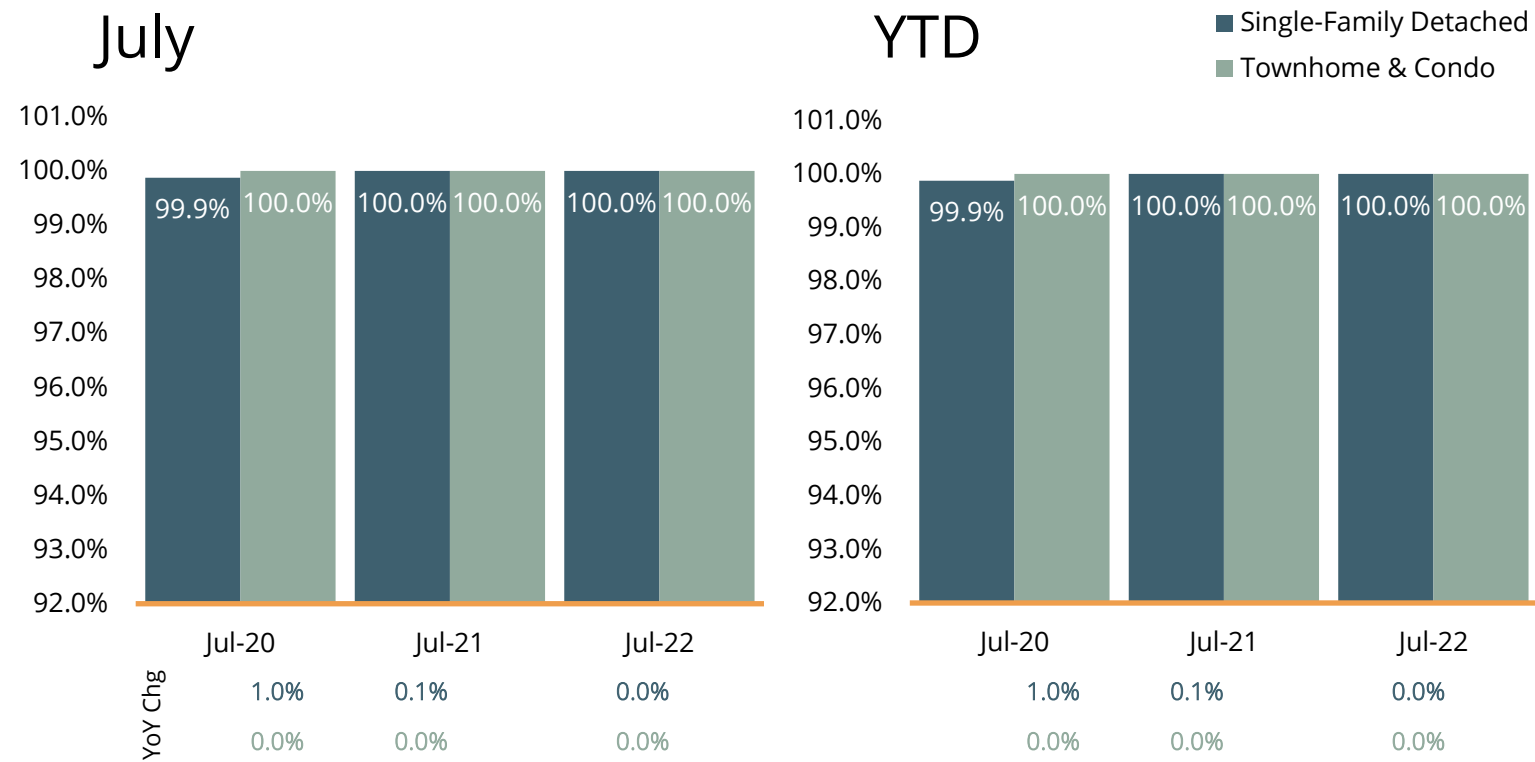


Historical Sold Dollar Volume by Month (in millions)



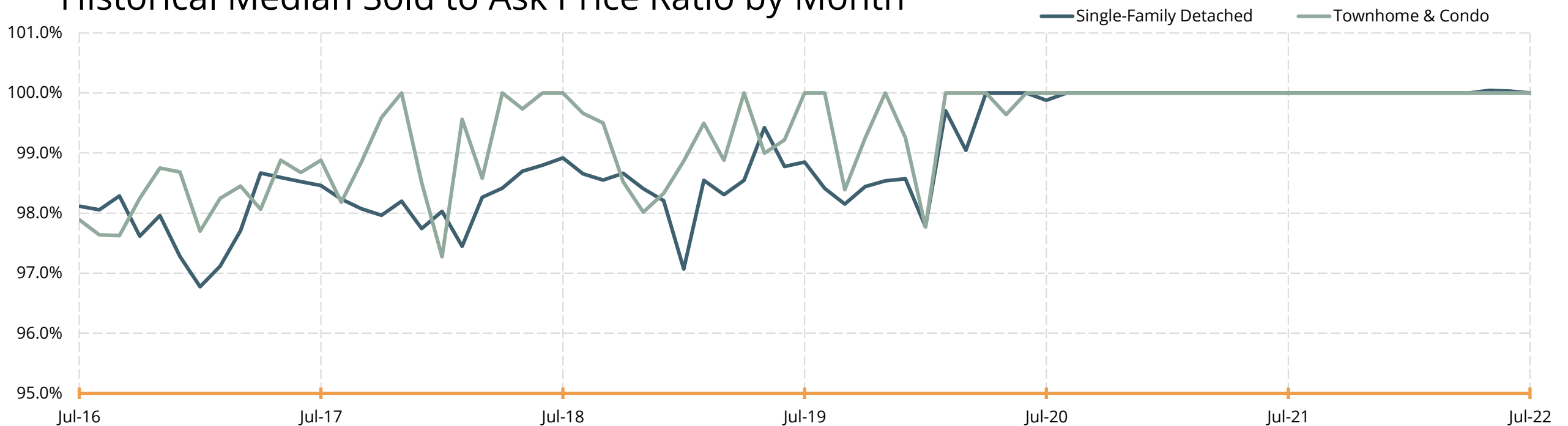
Source: Virginia REALTORS®, data accessed August 15, 2022

Median Sold to Ask Price Ratio



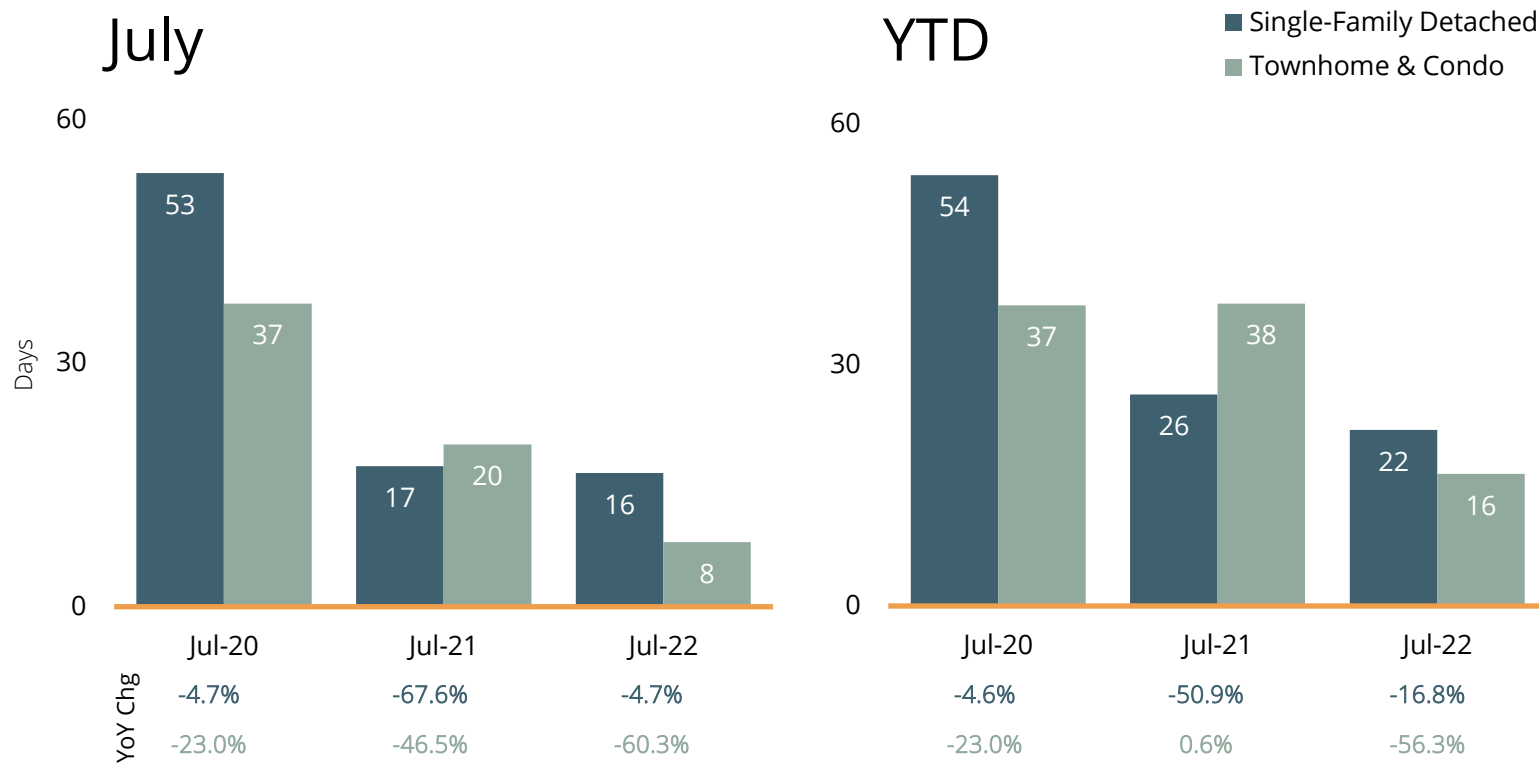
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Aug-21	100.0%	0.0%	100.0%	0.0%
Sep-21	100.0%	0.0%	100.0%	0.0%
Oct-21	100.0%	0.0%	100.0%	0.0%
Nov-21	100.0%	0.0%	100.0%	0.0%
Dec-21	100.0%	0.0%	100.0%	0.0%
Jan-22	100.0%	0.0%	100.0%	0.0%
Feb-22	100.0%	0.0%	100.0%	0.0%
Mar-22	100.0%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



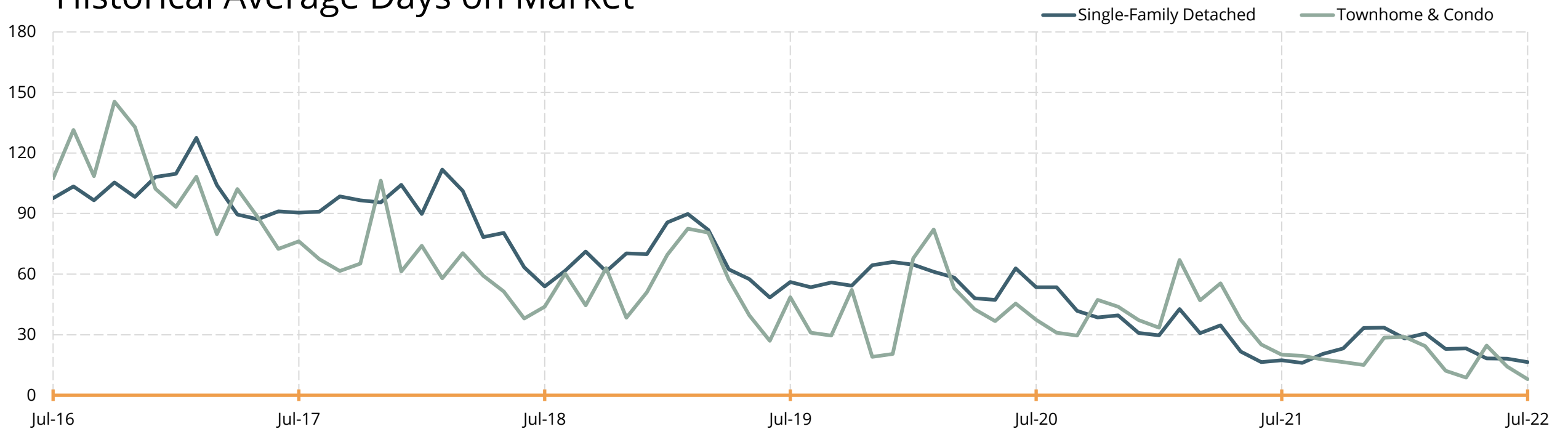
Source: Virginia REALTORS®, data accessed August 15, 2022

Average Days on Market



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-22	18	-15.4%	25	-34.2%
Jun-22	18	10.3%	14	-43.3%
Jul-22	16	-4.7%	8	-60.3%
12-month Avg	24	-28.5%	18	-54.0%

Historical Average Days on Market

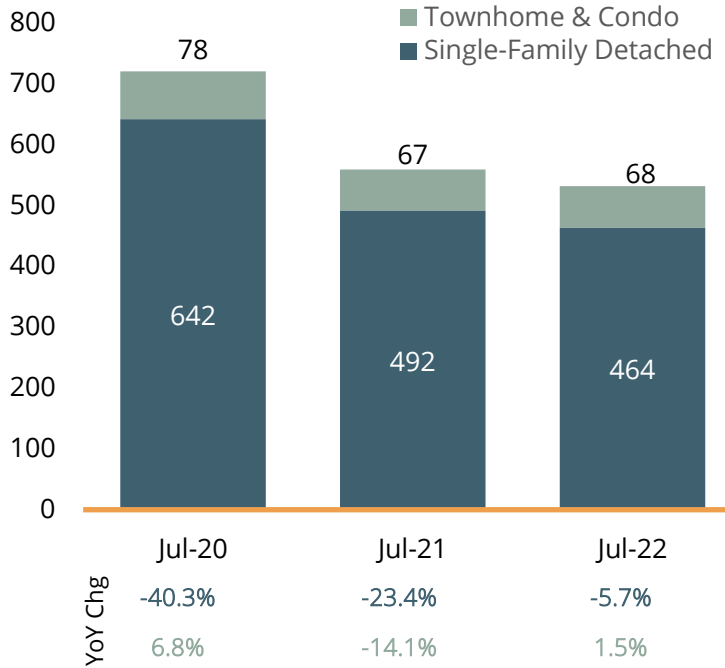


Source: Virginia REALTORS®, data accessed August 15, 2022

Active Listings

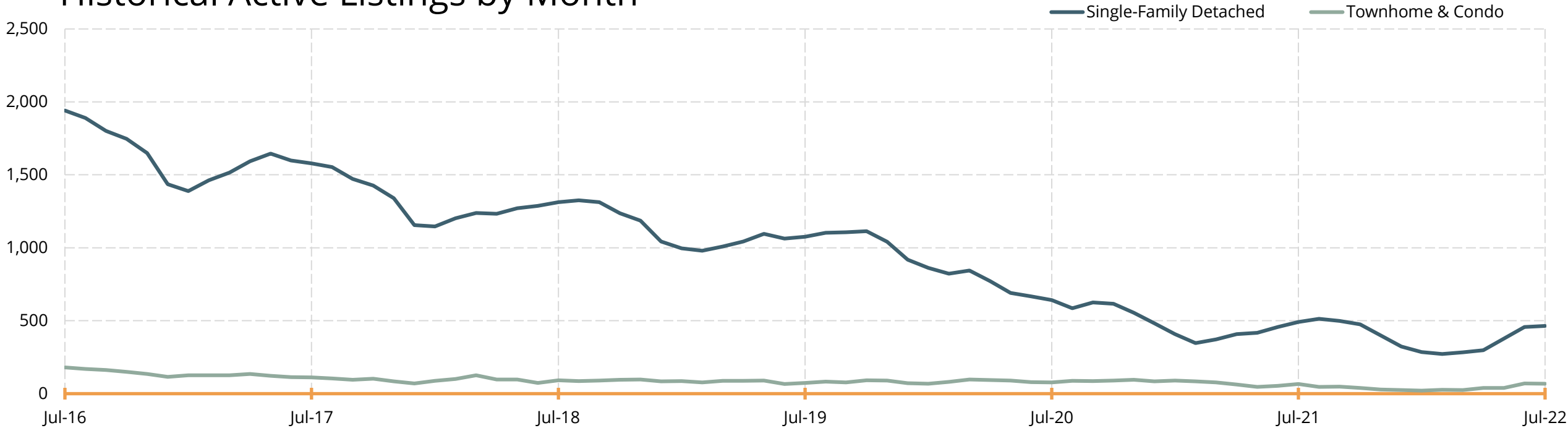


July



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-22	378	-9.4%	40	-13.0%
Jun-22	457	0.0%	70	29.6%
Jul-22	464	-5.7%	68	1.5%
12-month Avg	387	-19.4%	40	-48.5%

Historical Active Listings by Month

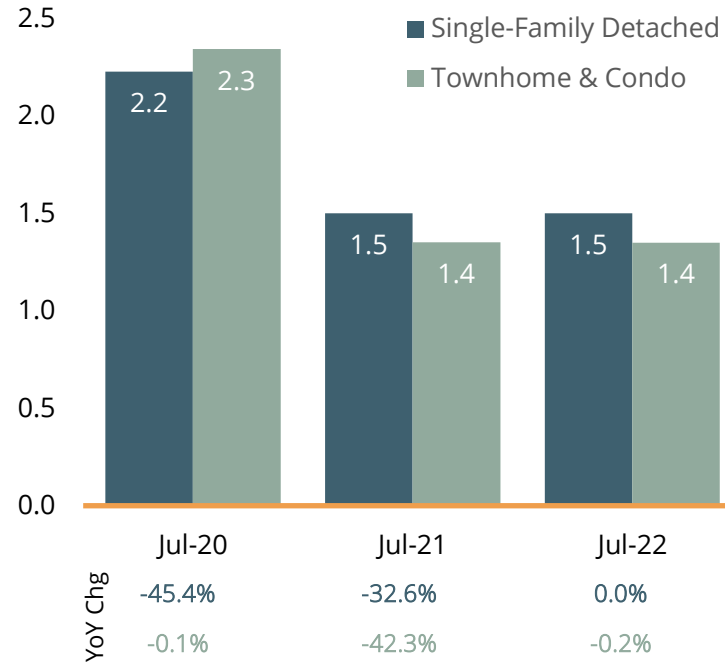


Source: Virginia REALTORS®, data accessed August 15, 2022

Months of Supply

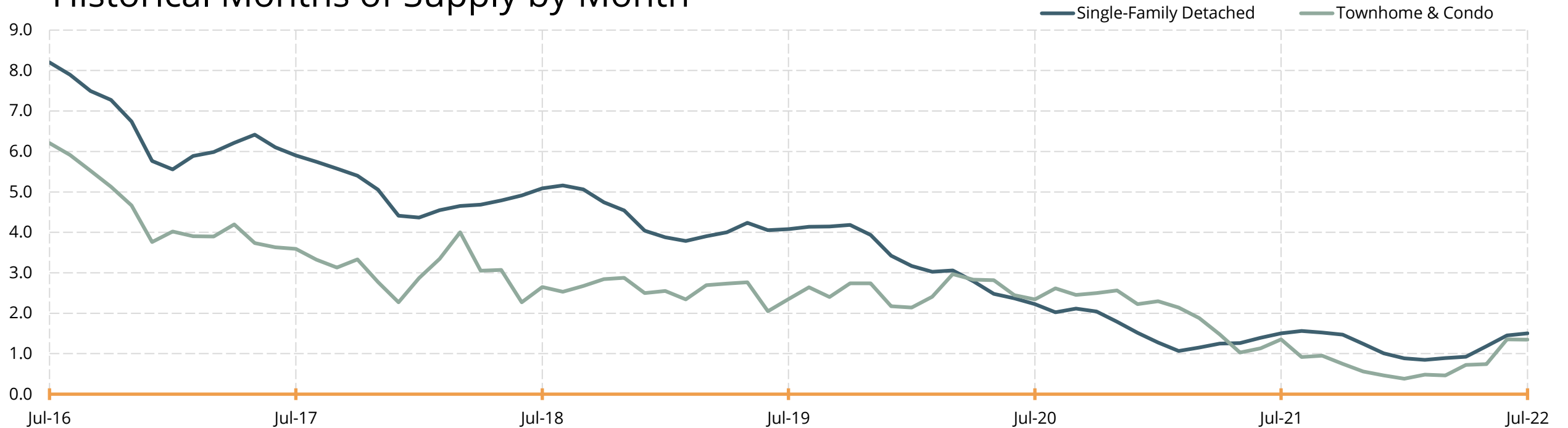


July



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
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%
12-month Avg	1.2	-21.2%	0.8	-61.4%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	36	32	-11.1%	28	31	10.7%	\$209,500	\$246,000	17.4%	52	37	-28.8%	1.4	1.1	-23.7%
Appomattox County	23	16	-30.4%	30	16	-46.7%	\$218,825	\$272,500	24.5%	37	46	24.3%	1.8	2.5	37.4%
Bedford County	172	161	-6.4%	164	143	-12.8%	\$295,000	\$339,950	15.2%	202	218	7.9%	1.5	1.6	8.4%
Campbell County	102	61	-40.2%	115	71	-38.3%	\$224,900	\$265,000	17.8%	114	99	-13.2%	1.6	1.4	-10.2%
Lynchburg	165	141	-14.5%	112	106	-5.4%	\$203,500	\$241,100	18.5%	154	132	-14.3%	1.4	1.3	-7.7%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	292	263	-9.9%	243	231	-4.9%	\$199,900	\$219,900	10.0%	52	37	-28.8%
Appomattox County	157	132	-15.9%	137	110	-19.7%	\$202,500	\$245,950	21.5%	37	46	24.3%
Bedford County	1,130	1,123	-0.6%	905	866	-4.3%	\$289,950	\$335,000	15.5%	202	218	7.9%
Campbell County	663	555	-16.3%	531	467	-12.1%	\$209,900	\$245,000	16.7%	114	99	-13.2%
Lynchburg	917	904	-1.4%	781	687	-12.0%	\$189,900	\$219,900	15.8%	154	132	-14.3%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	36	32	-11.1%	28	30	7.1%	\$209,500	\$246,750	17.8%	51	37	-27.5%	1.4	1.1	-22.5%
Appomattox County	23	16	-30.4%	30	16	-46.7%	\$218,825	\$272,500	24.5%	37	46	24.3%	1.9	2.5	35.7%
Bedford County	155	142	-8.4%	130	122	-6.2%	\$326,900	\$349,900	7.0%	167	202	21.0%	1.4	1.7	23.9%
Campbell County	77	53	-31.2%	95	51	-46.3%	\$245,000	\$289,900	18.3%	99	71	-28.3%	1.8	1.3	-23.7%
Lynchburg	142	109	-23.2%	94	91	-3.2%	\$219,000	\$250,000	14.2%	138	108	-21.7%	1.5	1.2	-15.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	286	261	-8.7%	237	228	-3.8%	\$202,500	\$219,950	8.6%	51	37	-27.5%
Appomattox County	157	132	-15.9%	135	110	-18.5%	\$204,900	\$245,950	20.0%	37	46	24.3%
Bedford County	950	992	4.4%	790	768	-2.8%	\$295,000	\$345,000	16.9%	167	202	21.0%
Campbell County	520	398	-23.5%	403	351	-12.9%	\$223,000	\$270,000	21.1%	99	71	-28.3%
Lynchburg	778	754	-3.1%	660	583	-11.7%	\$196,750	\$226,000	14.9%	138	108	-21.7%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	0	0	N/A	0	1	N/A	\$0	\$194,900	N/A	1	0	-100.0%	1.7	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	17	19	11.8%	34	21	-38.2%	\$189,999	\$319,000	67.9%	35	16	-54.3%	2.2	0.9	-58.7%
Campbell County	25	8	-68.0%	20	20	0.0%	\$208,675	\$257,250	23.3%	15	28	86.7%	1.0	1.7	75.4%
Lynchburg	23	32	39.1%	18	15	-16.7%	\$157,500	\$211,000	34.0%	16	24	50.0%	0.9	1.5	63.1%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Amherst County	6	2	-66.7%	6	3	-50.0%	\$172,450	\$180,000	4.4%	1	0	-100.0%
Appomattox County	0	0	N/A	2	0	-100.0%	\$97,250	\$0	-100.0%	0	0	N/A
Bedford County	180	131	-27.2%	115	98	-14.8%	\$259,900	\$310,500	19.5%	35	16	-54.3%
Campbell County	143	157	9.8%	128	116	-9.4%	\$199,900	\$230,600	15.4%	15	28	86.7%
Lynchburg	139	150	7.9%	121	104	-14.0%	\$149,900	\$194,900	30.0%	16	24	50.0%



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.