

OCTOBER  
**2022**

# LARLYNCHBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# LAR Market Indicators Report

## Key Market Trends: **October 2022**

- > **Home sales continue to fall throughout the entire LAR market.** In October there were 261 in the LAR area, 90 fewer sales than last year, which is a 25.6% decline. This is the biggest decline in sales in 2022 in the LAR footprint. Sales fell the sharpest in Appomattox County (-52.2%) and Campbell County (-34.8%) in October. There were 105 sales in Bedford County in October, which is 30 fewer sales than last year, representing a 22.2% decline.
- > **Pending sales declined throughout the entire LAR region.** There were 274 pending sales across the LAR housing market in October, 94 fewer pending sales than a year ago, which is a 25.5% decrease. Pending sales increased for the first time in five consecutive months in Appomattox County (+5.9%). Bedford County had a 27.6% drop in pending sales, and Lynchburg had 25.4% fewer pending sales than last October.
- > **Home price growth remains strong in most parts of the LAR market.** The median sales price in the LAR region was \$259,900, which is \$19,900 more than a year ago (+8.3%). The median sales price in Bedford County inched down for the first time in almost year to \$325,000, which is \$8,075 less than last year. In October, prices grew sharply in Appomattox County (+34.6%) and Campbell County (+18.2%).
- > **Inventory levels remained flat in the LAR footprint at the end of October.** At the end of October there were 514 active listings, unchanged compared to this time a year ago. Active listings grew in Bedford County (+5.3%), Campbell County (+3.7%), and Lynchburg (+5.8%) at the end of October. Both Amherst County and Appomattox County had 47 active listings at the end of the month, down 26.6% and 6.0%, respectively, from last October.



LAR Market Dashboard

YoY Chg	Oct-22	Indicator
▼ -25.6%	261	Sales
▼ -25.5%	274	Pending Sales
▼ -18.1%	312	New Listings
▲ 8.3%	\$259,900	Median List Price
▲ 8.3%	\$259,900	Median Sales Price
▲ 7.3%	\$142	Median Price Per Square Foot
▼ -22.8%	\$78.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 12.6%	25	Average Days on Market
— 0.0%	514	Active Listings
▲ 8.3%	1.5	Months of Supply

INTEREST RATE TRACKER



November 10, 2022

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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.**

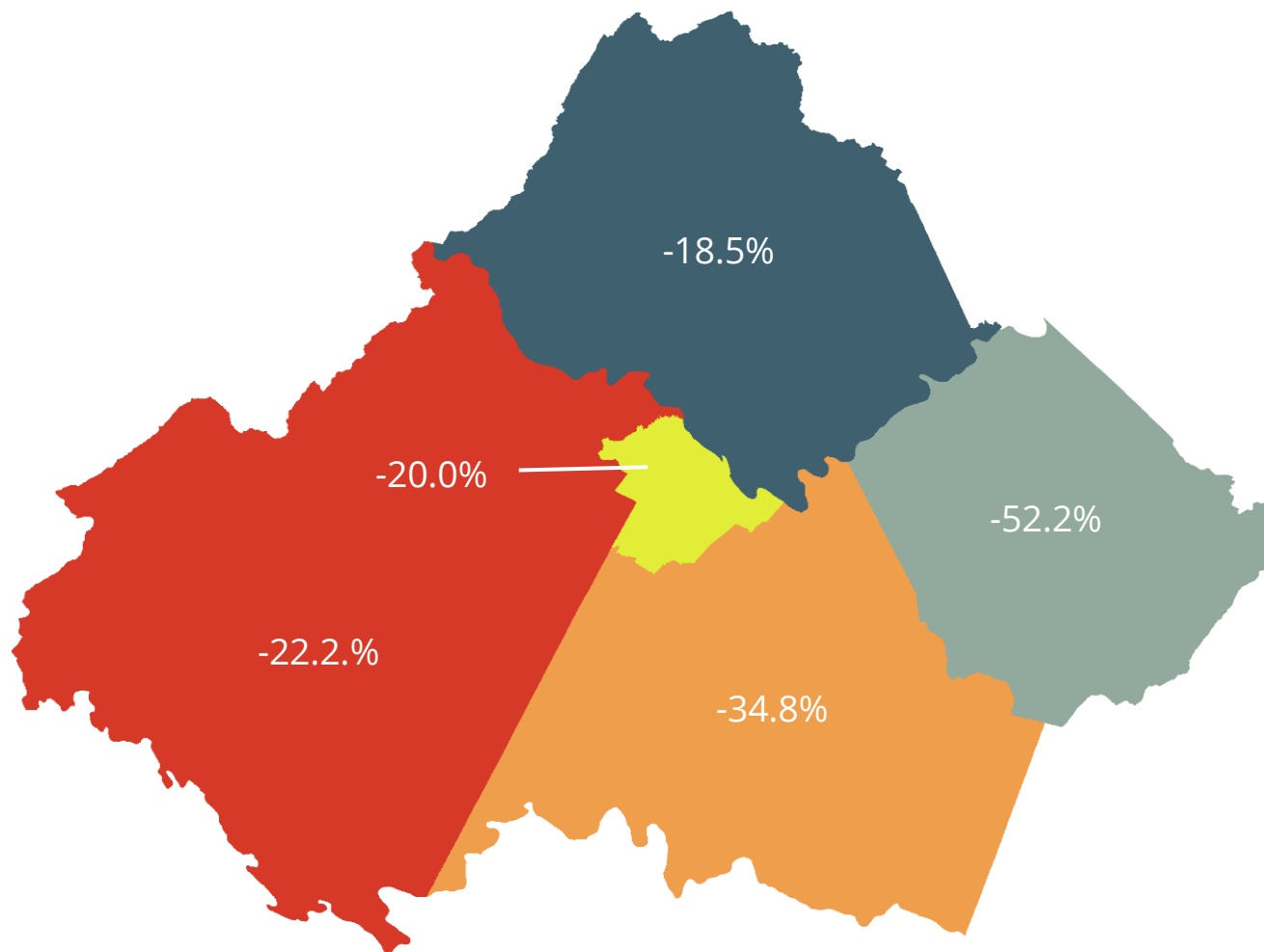
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## **Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



# Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Oct-21	Oct-22	% Chg
Amherst County	27	22	-18.5%
Appomattox County	23	11	-52.2%
Bedford County	135	105	-22.2%
Campbell County	66	43	-34.8%
Lynchburg	100	80	-20.0%
<b>LAR</b>	<b>351</b>	<b>261</b>	<b>-25.6%</b>

# Total Market Overview



Key Metrics	2-year Trends		Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20	Oct-22						
Sales			351	<b>261</b>	-25.6%	3,765	<b>3,341</b>	-11.3%
Pending Sales			368	<b>274</b>	-25.5%	4,022	<b>3,606</b>	-10.3%
New Listings			381	<b>312</b>	-18.1%	4,407	<b>4,025</b>	-8.7%
Median List Price			\$239,900	<b>\$259,900</b>	8.3%	\$224,900	<b>\$250,000</b>	11.2%
Median Sales Price			\$240,000	<b>\$259,900</b>	8.3%	\$224,900	<b>\$255,200</b>	13.5%
Median Price Per Square Foot			\$133	<b>\$142</b>	7.3%	\$126	<b>\$145</b>	15.5%
Sold Dollar Volume (in millions)			\$101.2	<b>\$78.1</b>	-22.8%	\$988.5	<b>\$1,009.2</b>	2.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			22	<b>25</b>	12.6%	25	<b>21</b>	-15.6%
Active Listings			514	<b>514</b>	0.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.5</b>	8.3%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



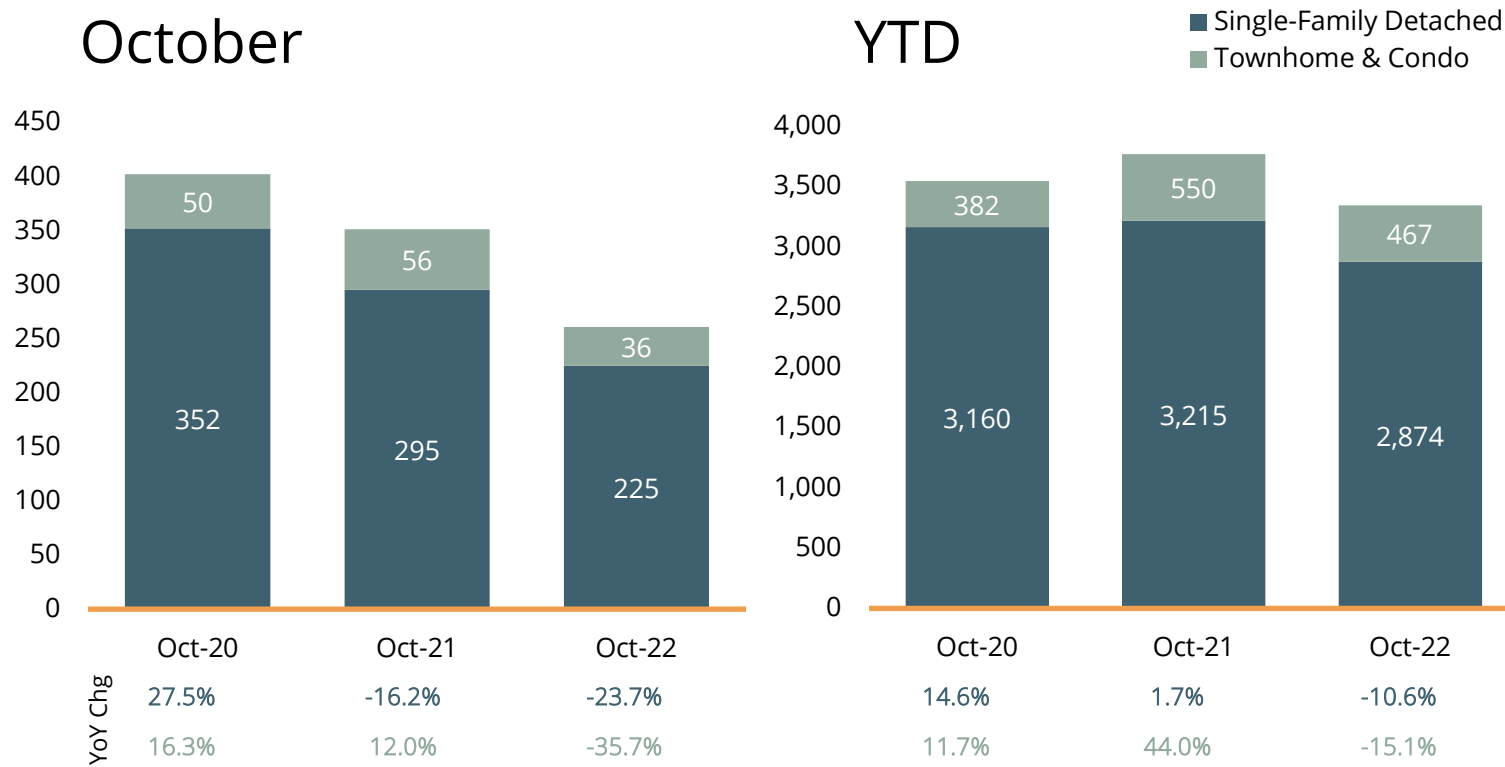
Key Metrics	2-year Trends		Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20	Oct-22						
Sales			295	<b>225</b>	-23.7%	3,215	<b>2,874</b>	-10.6%
Pending Sales			316	<b>233</b>	-26.3%	3,397	<b>3,085</b>	-9.2%
New Listings			339	<b>271</b>	-20.1%	3,805	<b>3,445</b>	-9.5%
Median List Price			\$249,900	<b>\$263,000</b>	5.2%	\$229,995	<b>\$259,950</b>	13.0%
Median Sales Price			\$250,500	<b>\$259,900</b>	3.8%	\$233,000	<b>\$265,000</b>	13.7%
Median Price Per Square Foot			\$132	<b>\$138</b>	4.4%	\$123	<b>\$143</b>	16.2%
Sold Dollar Volume (in millions)			\$88.7	<b>\$68.5</b>	-22.8%	\$875.2	<b>\$896.7</b>	2.5%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			23	<b>25</b>	8.1%	24	<b>22</b>	-8.8%
Active Listings			475	<b>460</b>	-3.2%	n/a	<b>n/a</b>	n/a
Months of Supply			1.5	<b>1.5</b>	4.8%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview



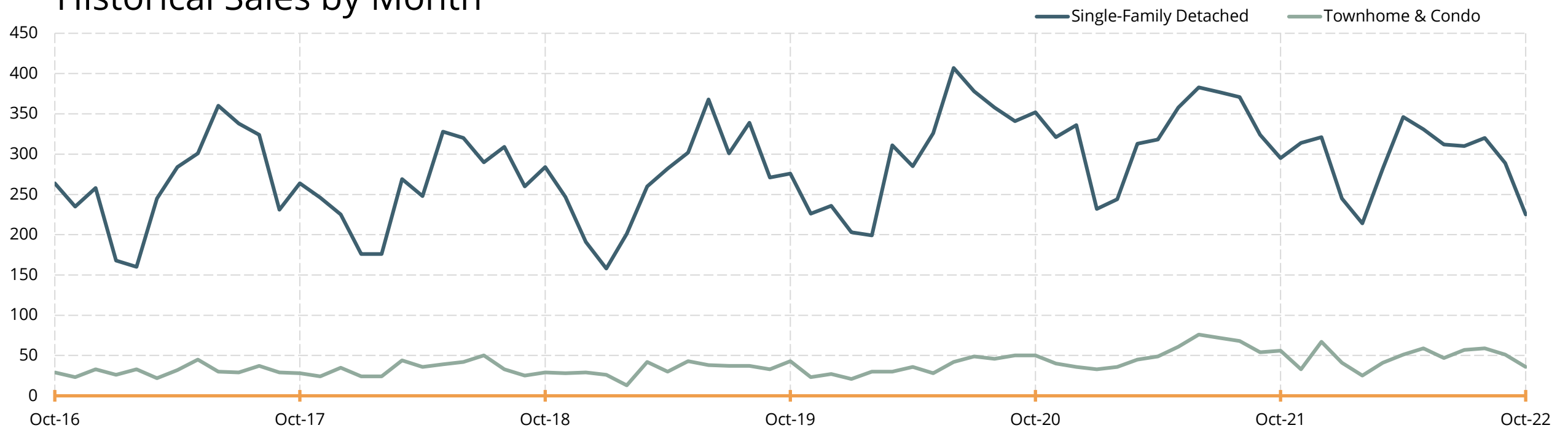
Key Metrics	2-year Trends		Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20	Oct-22						
Sales			56	<b>36</b>	-35.7%	550	<b>467</b>	-15.1%
Pending Sales			52	<b>41</b>	-21.2%	625	<b>521</b>	-16.6%
New Listings			42	<b>41</b>	-2.4%	602	<b>580</b>	-3.7%
Median List Price			\$215,900	<b>\$255,450</b>	18.3%	\$199,900	<b>\$231,950</b>	16.0%
Median Sales Price			\$215,900	<b>\$258,000</b>	19.5%	\$199,900	<b>\$232,100</b>	16.1%
Median Price Per Square Foot			\$147	<b>\$175</b>	19.3%	\$137	<b>\$159</b>	16.0%
Sold Dollar Volume (in millions)			\$12.4	<b>\$9.5</b>	-23.2%	\$113.3	<b>\$112.6</b>	-0.6%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			16	<b>24</b>	44.8%	31	<b>17</b>	-47.2%
Active Listings			39	<b>54</b>	38.5%	n/a	<b>n/a</b>	n/a
Months of Supply			0.7	<b>1.1</b>	50.5%	n/a	<b>n/a</b>	n/a

# Sales



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-22	320	-13.7%	59	-13.2%
Sep-22	289	-10.8%	51	-5.6%
Oct-22	225	-23.7%	36	-35.7%
12-month Avg	292	-9.4%	47	-9.4%

## Historical Sales by Month



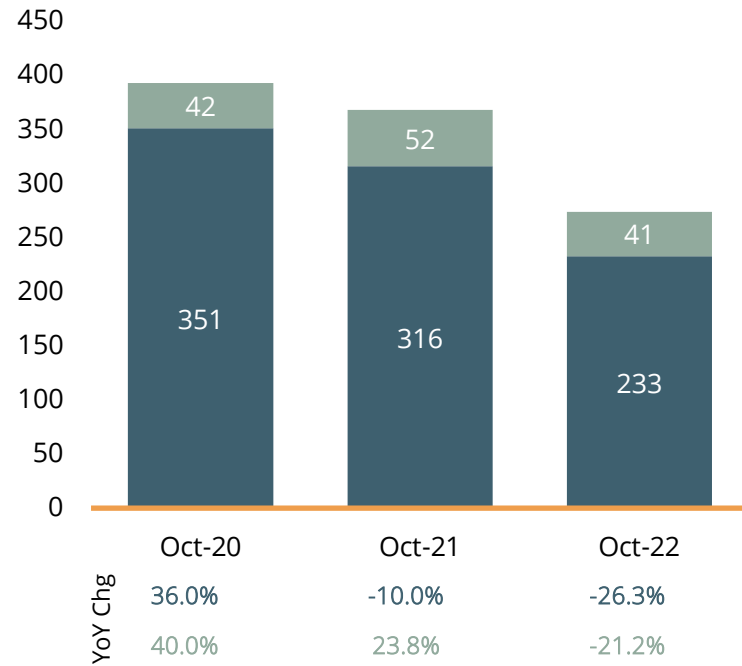
Source: Virginia REALTORS®, data accessed November 15, 2022



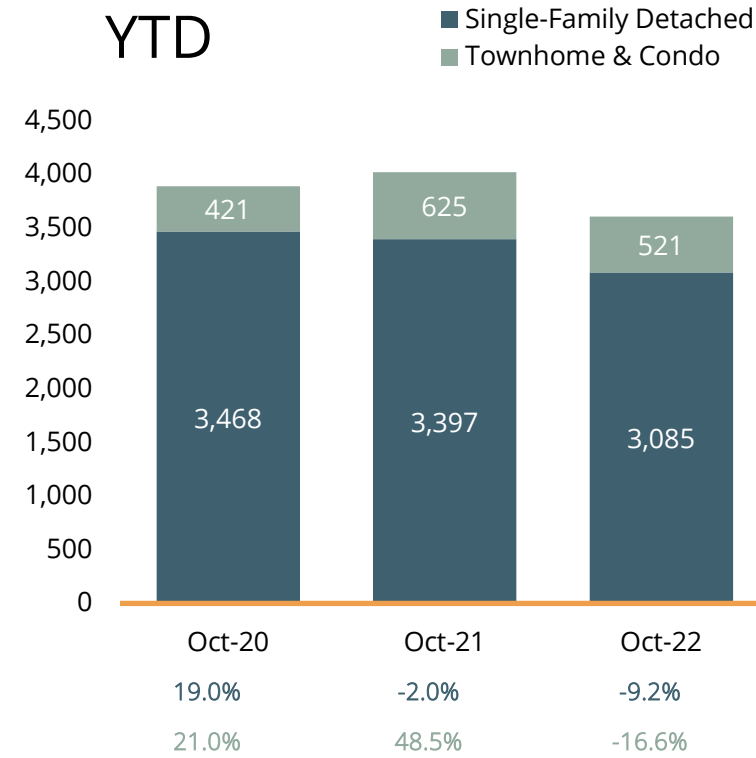
# Pending Sales



## October

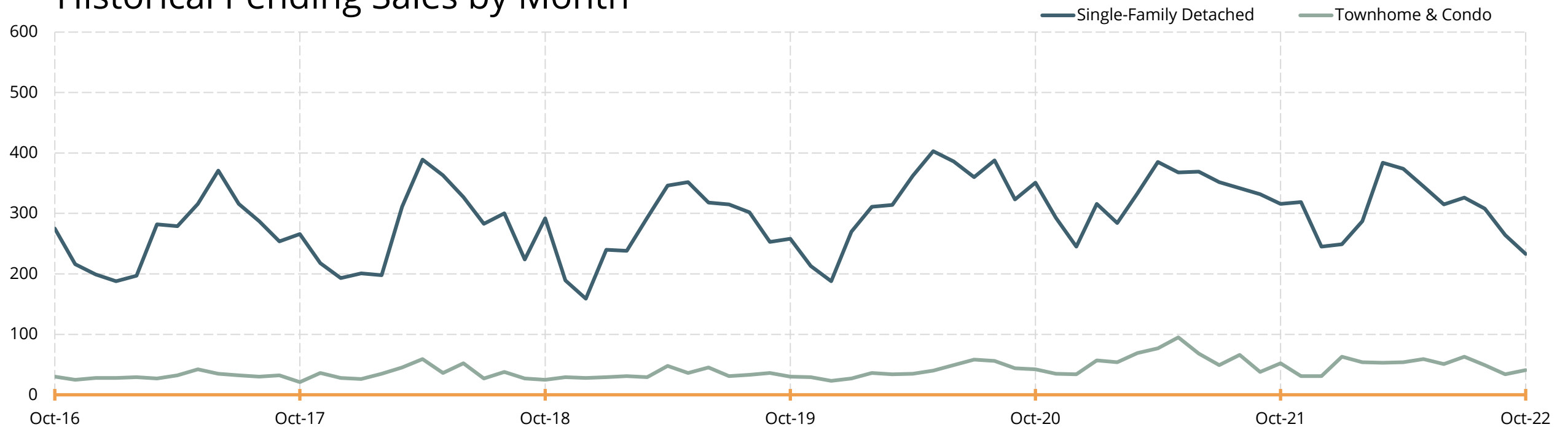


## YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	319	8.9%	31	-11.4%
Dec-21	245	0.0%	31	-8.8%
Jan-22	249	-21.2%	63	10.5%
Feb-22	287	1.1%	54	0.0%
Mar-22	384	15.3%	53	-23.2%
Apr-22	374	-2.9%	54	-29.9%
May-22	345	-6.3%	59	-37.9%
Jun-22	315	-14.6%	51	-25.0%
Jul-22	326	-7.4%	63	28.6%
Aug-22	308	-9.9%	49	-25.8%
Sep-22	264	-20.5%	34	-10.5%
Oct-22	233	-26.3%	41	-21.2%
12-month Avg	304	-7.3%	49	-16.0%

## Historical Pending Sales by Month

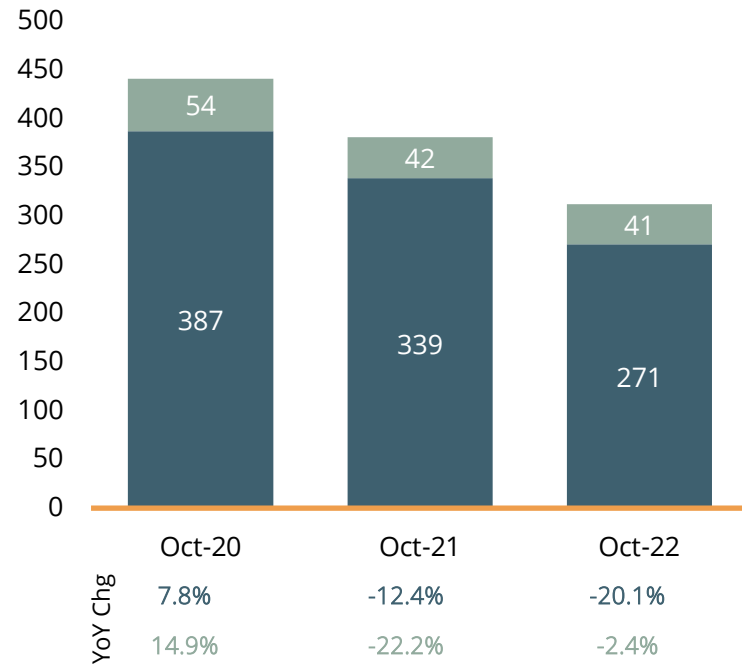


Source: Virginia REALTORS®, data accessed November 15, 2022

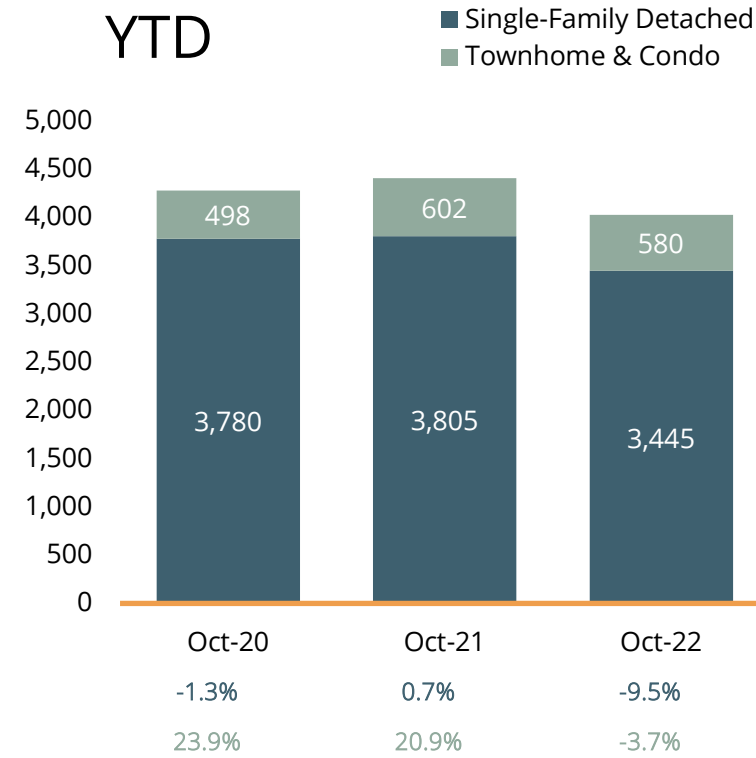
# New Listings



## October



## YTD



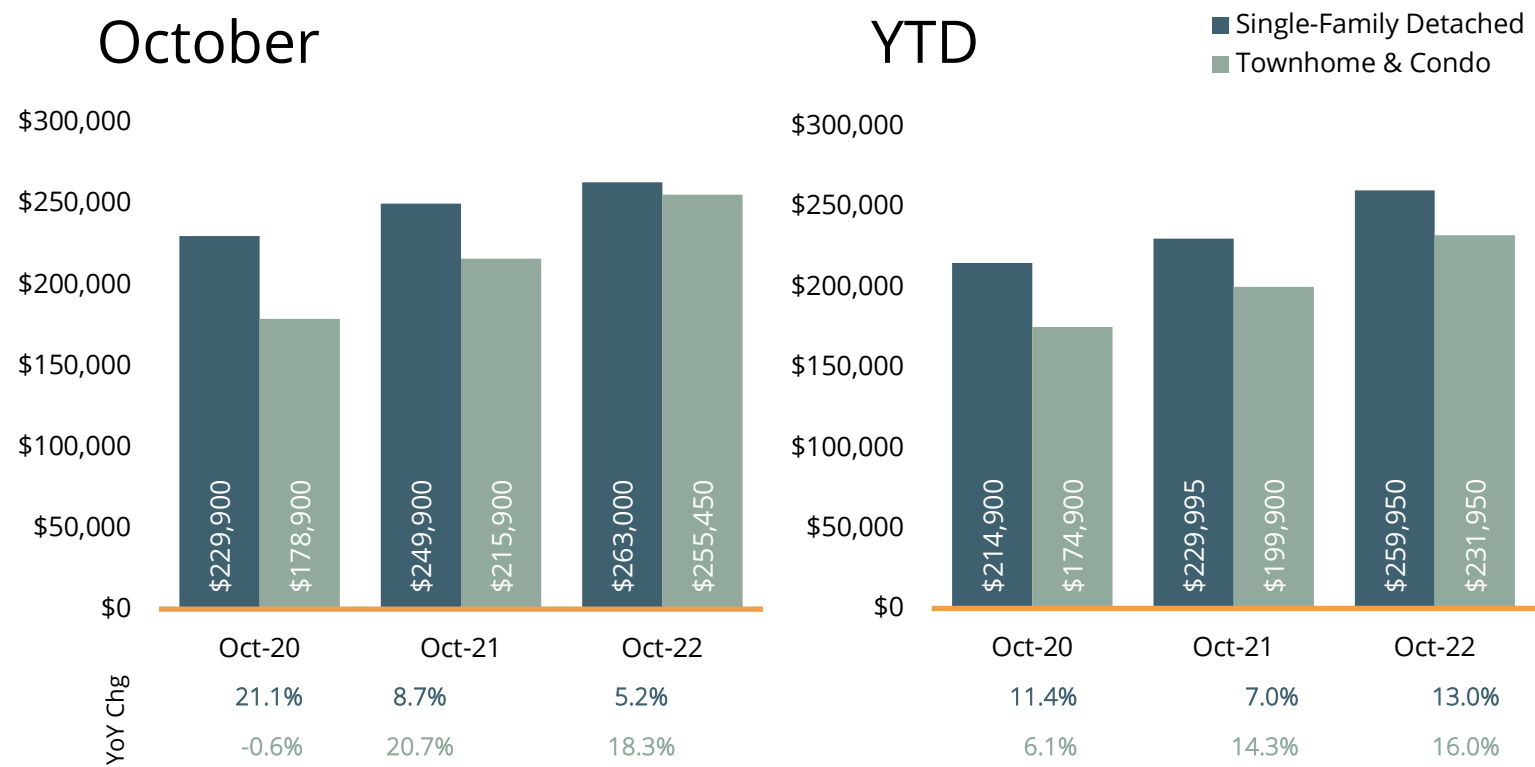
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	282	-3.1%	24	-41.5%
Dec-21	213	-8.6%	27	-15.6%
Jan-22	233	-19.7%	53	-15.9%
Feb-22	285	8.0%	66	29.4%
Mar-22	415	6.1%	49	-21.0%
Apr-22	399	-11.9%	68	0.0%
May-22	445	11.5%	63	-21.3%
Jun-22	408	-11.5%	82	3.8%
Jul-22	352	-18.7%	59	-9.2%
Aug-22	344	-16.7%	56	7.7%
Sep-22	293	-19.1%	43	7.5%
Oct-22	271	-20.1%	41	-2.4%
12-month Avg	328	-9.0%	53	-6.5%

## Historical New Listings by Month



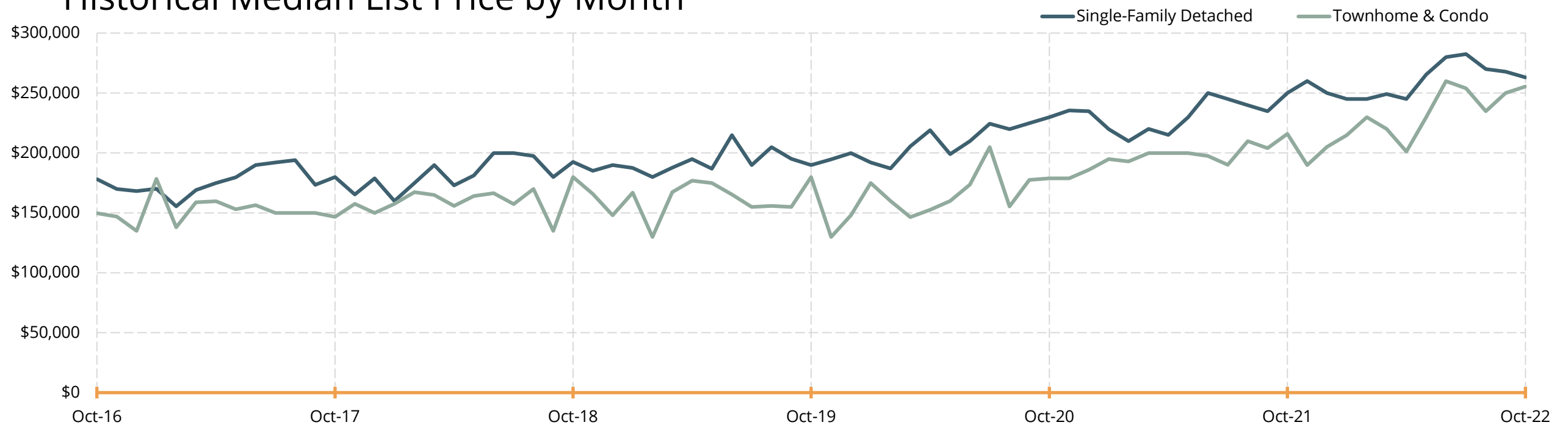
Source: Virginia REALTORS®, data accessed November 15, 2022

# Median List Price



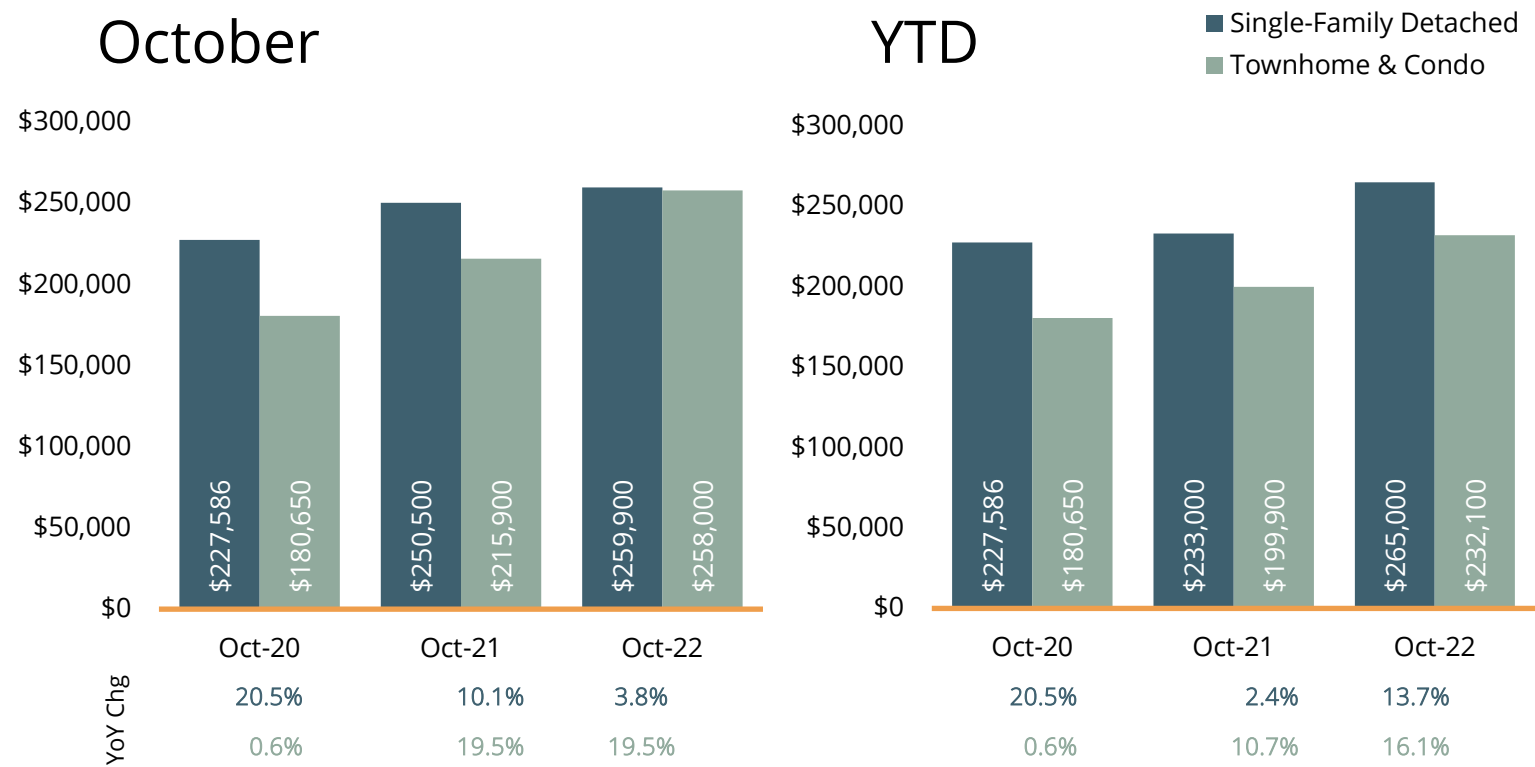
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	\$259,900	10.4%	\$189,900	6.1%
Dec-21	\$249,900	6.4%	\$204,999	10.3%
Jan-22	\$244,900	11.4%	\$214,900	10.3%
Feb-22	\$245,000	16.7%	\$229,900	19.2%
Mar-22	\$249,200	13.3%	\$220,000	10.1%
Apr-22	\$245,100	13.9%	\$201,250	0.7%
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%
Sep-22	\$267,900	14.0%	\$249,900	22.6%
Oct-22	\$263,000	5.2%	\$255,450	18.3%
12-month Avg	\$260,223	12.1%	\$228,750	15.9%

## Historical Median List Price by Month



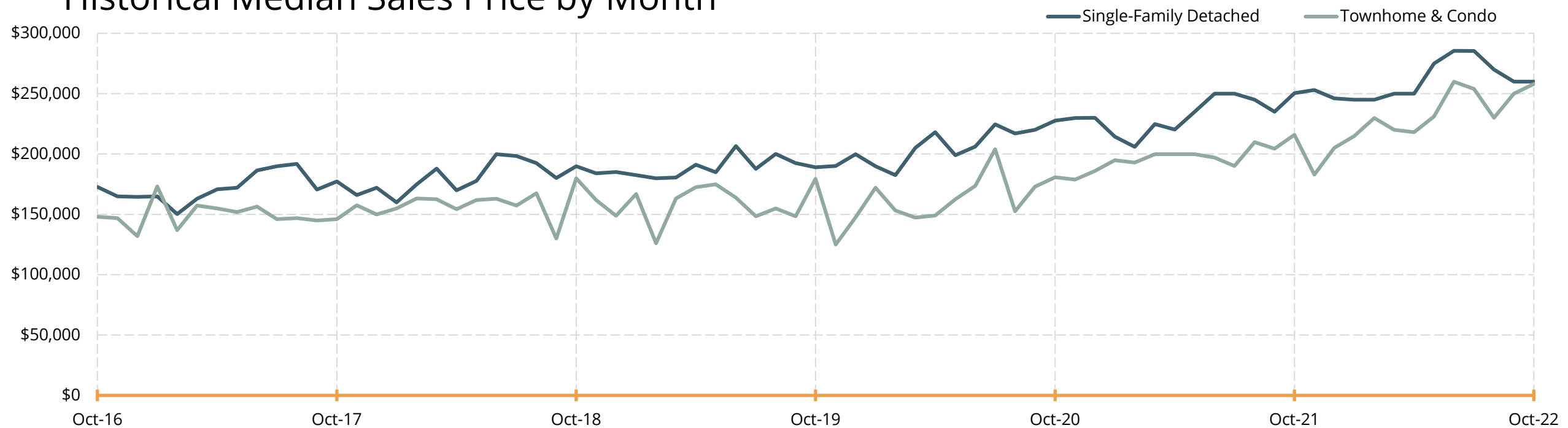
Source: Virginia REALTORS®, data accessed November 15, 2022

# Median Sales Price



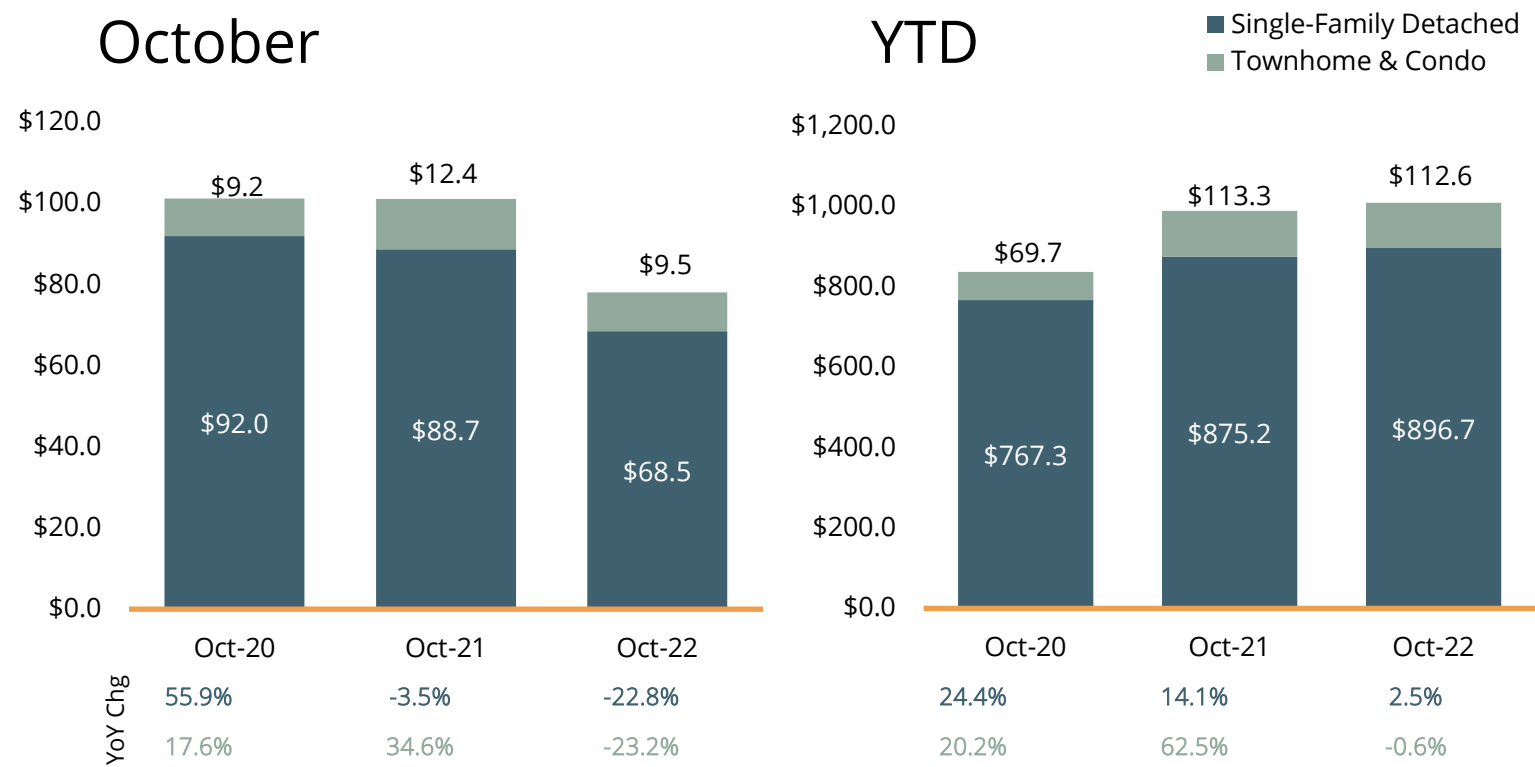
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	\$252,950	10.0%	\$183,000	2.3%
Dec-21	\$246,000	7.0%	\$205,000	10.3%
Jan-22	\$245,000	14.3%	\$214,900	10.3%
Feb-22	\$245,000	18.9%	\$229,900	19.2%
Mar-22	\$250,000	11.2%	\$220,000	10.1%
Apr-22	\$250,000	13.5%	\$218,000	9.1%
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%
Sep-22	\$260,000	10.6%	\$250,000	22.3%
Oct-22	\$259,900	3.8%	\$258,000	19.5%
12-month Avg	\$260,400	12.0%	\$229,492	16.2%

## Historical Median Sales Price by Month



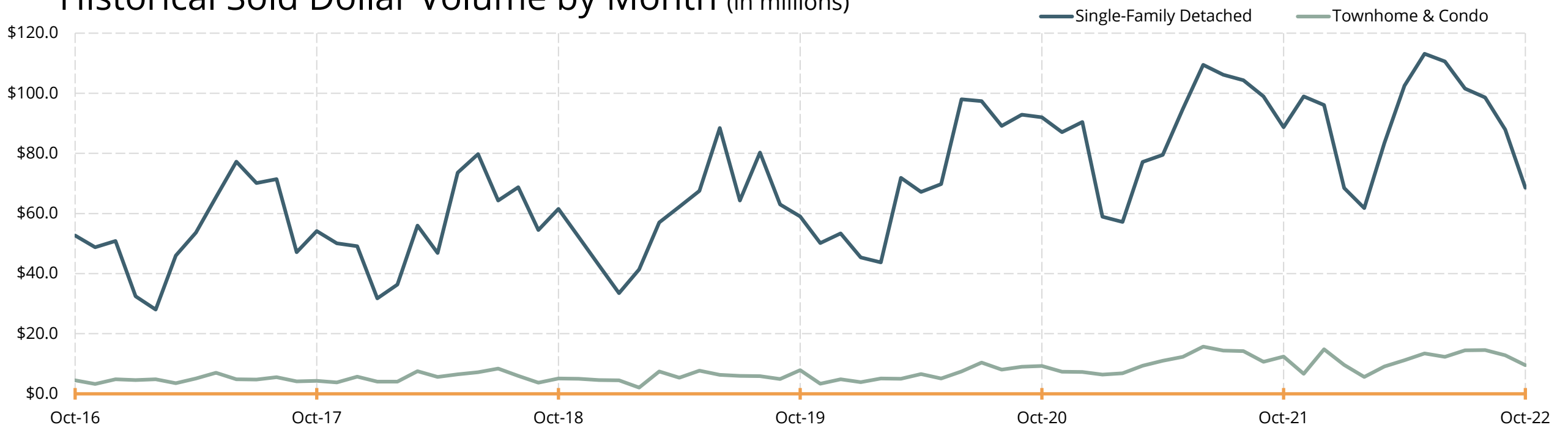
Source: Virginia REALTORS®, data accessed November 15, 2022

# Sold Dollar Volume (in millions)



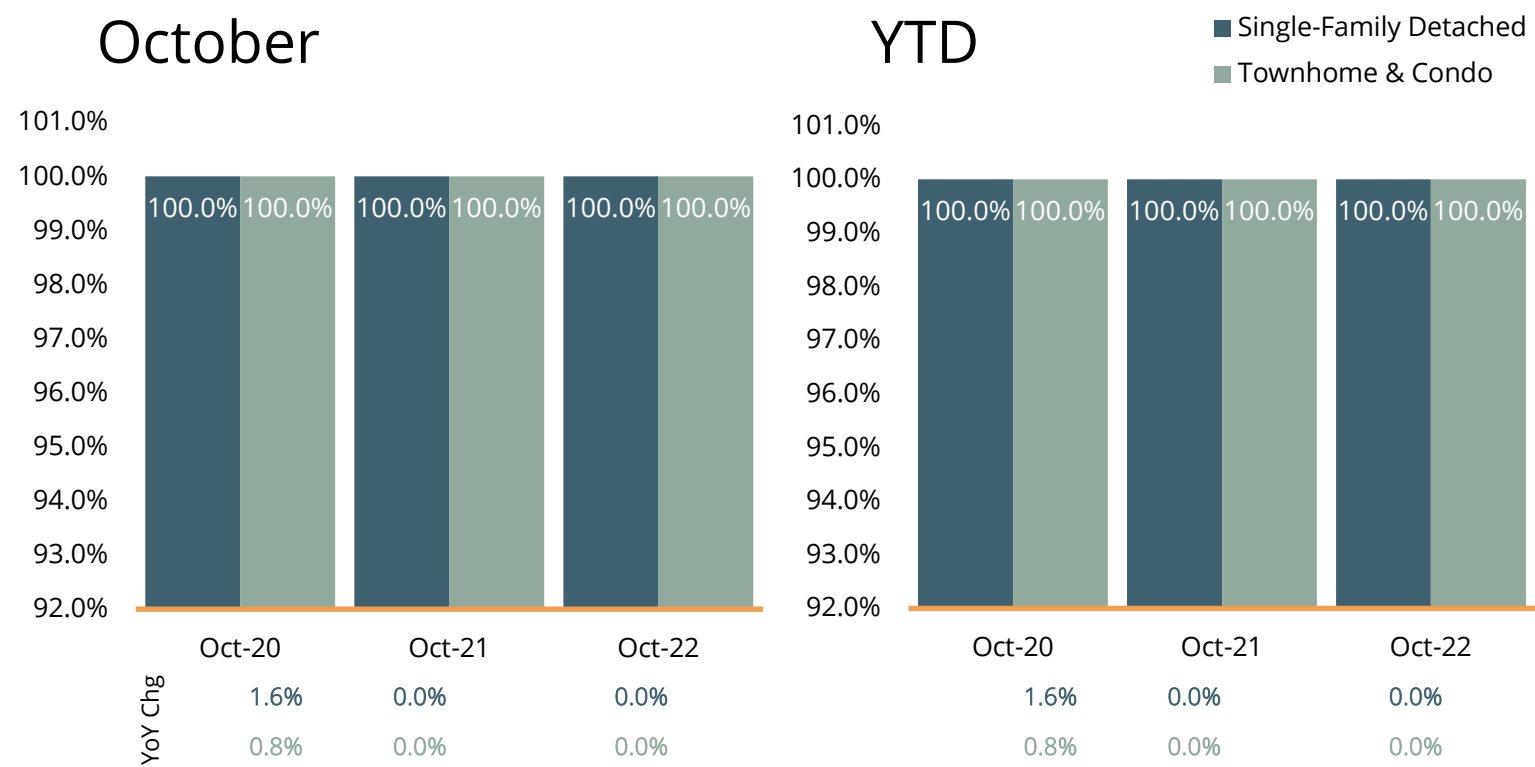
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	\$99.0	13.7%	\$6.7	-8.5%
Dec-21	\$96.1	6.2%	\$14.8	103.2%
Jan-22	\$68.5	16.3%	\$9.6	49.9%
Feb-22	\$61.8	8.1%	\$5.6	-17.1%
Mar-22	\$83.4	8.2%	\$9.1	-2.7%
Apr-22	\$102.5	29.0%	\$11.2	1.1%
May-22	\$113.1	19.3%	\$13.4	9.0%
Jun-22	\$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%
Sep-22	\$87.9	-11.1%	\$12.8	20.4%
Oct-22	\$68.5	-22.8%	\$9.5	-23.2%
12-month Avg	\$91.0	3.7%	\$11.2	4.8%

## Historical Sold Dollar Volume by Month (in millions)

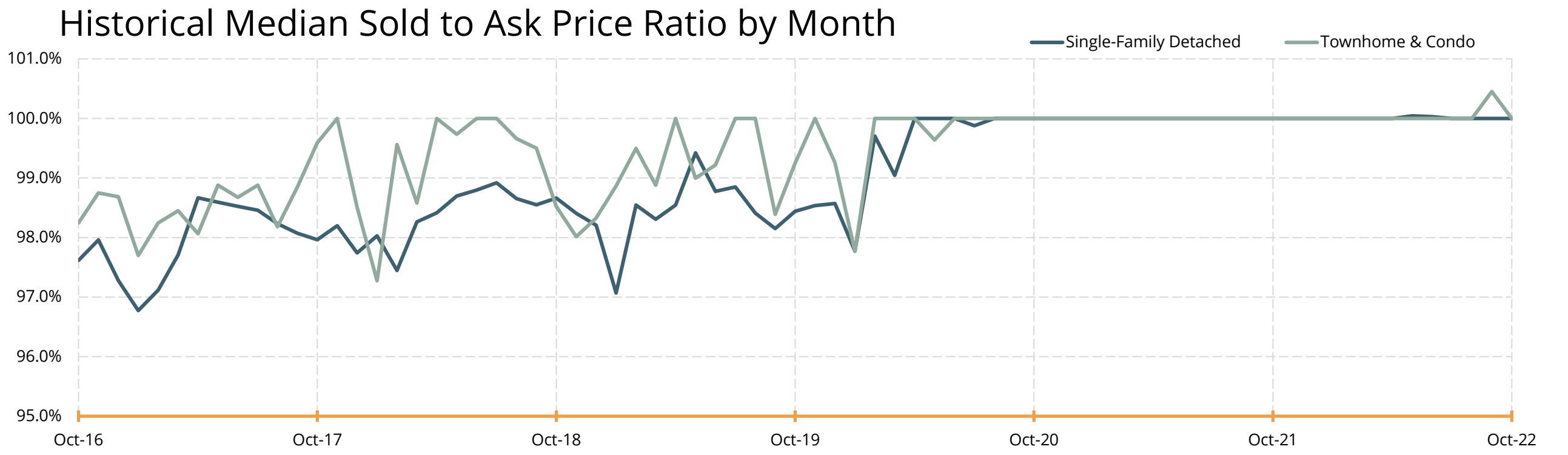


Source: Virginia REALTORS®, data accessed November 15, 2022

# Median Sold to Ask Price Ratio

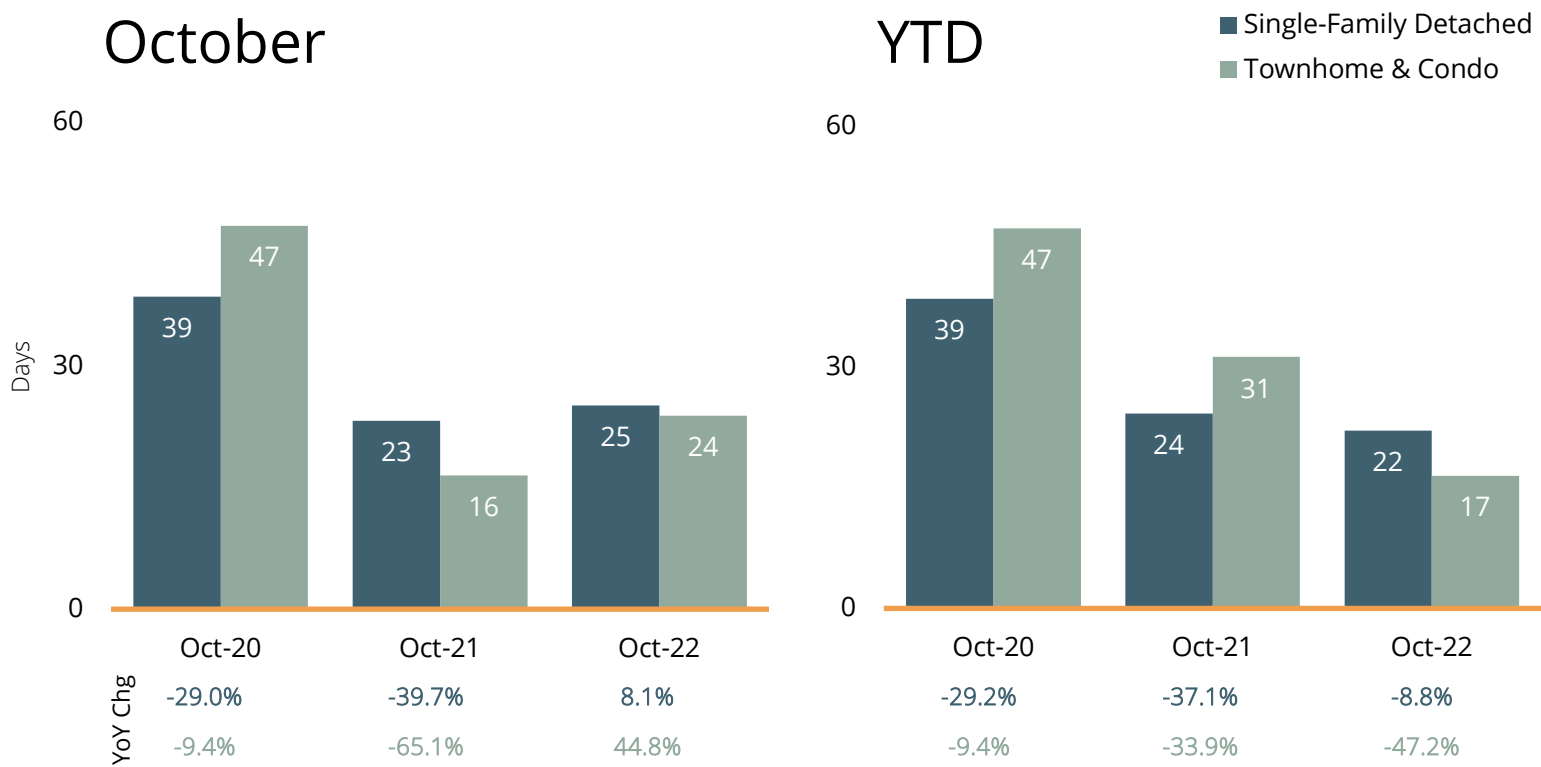


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	100.0%	0.0%	100.0%	0.0%
Dec-21	100.0%	0.0%	100.0%	0.0%
Jan-22	100.0%	0.0%	100.0%	0.0%
Feb-22	100.0%	0.0%	100.0%	0.0%
Mar-22	100.0%	0.0%	100.0%	0.0%
Apr-22	100.0%	0.0%	100.0%	0.0%
May-22	100.0%	0.0%	100.0%	0.0%
Jun-22	100.0%	0.0%	100.0%	0.0%
Jul-22	100.0%	0.0%	100.0%	0.0%
Aug-22	100.0%	0.0%	100.0%	0.0%
Sep-22	100.0%	0.0%	100.5%	0.5%
Oct-22	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	0.0%	100.0%	0.0%



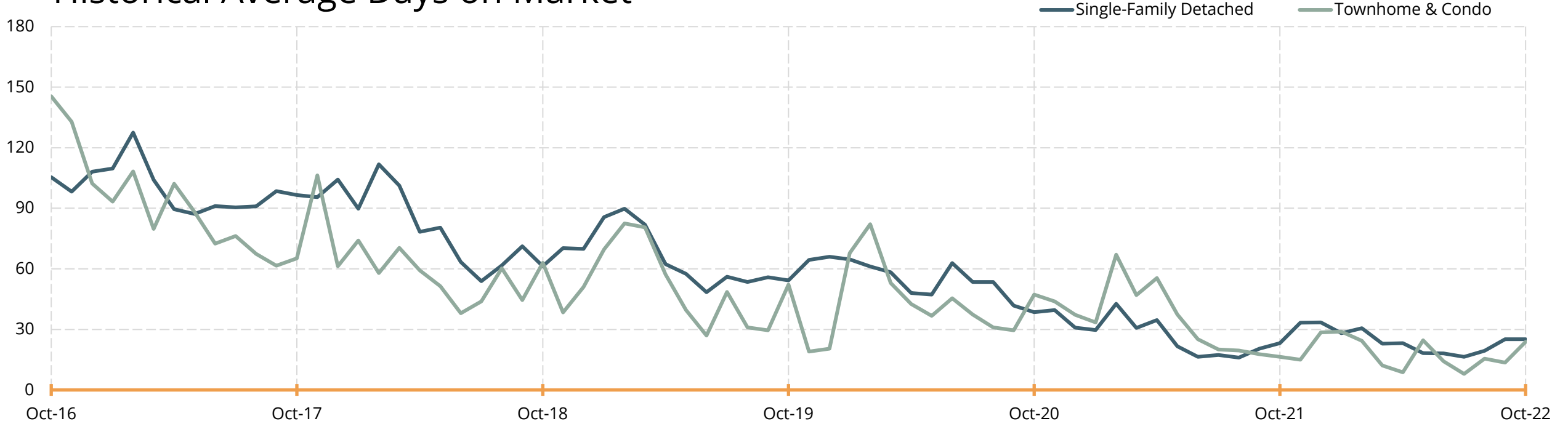
Source: Virginia REALTORS®, data accessed November 15, 2022

# Average Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	25	23.1%	14	-23.4%
Oct-22	25	8.1%	24	44.8%
12-month Avg	25	-9.0%	18	-48.3%

## Historical Average Days on Market

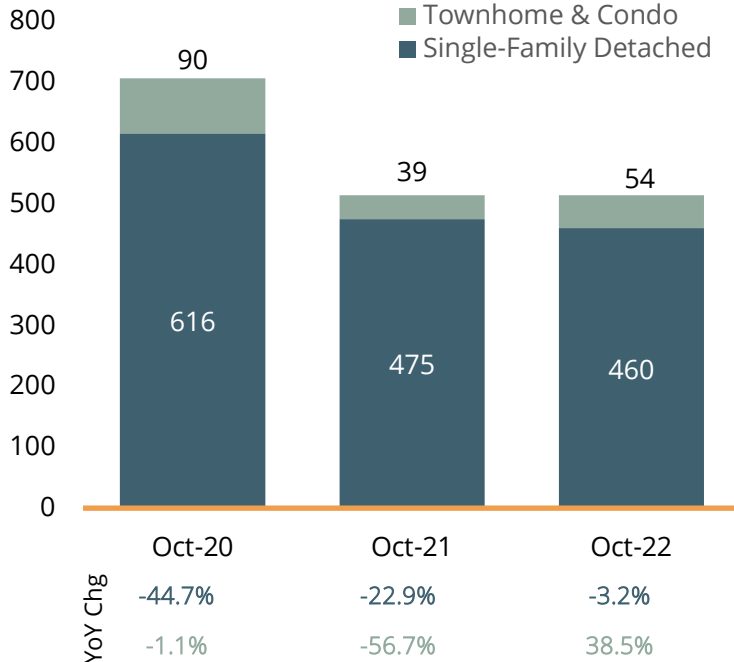


Source: Virginia REALTORS®, data accessed November 15, 2022

# Active Listings

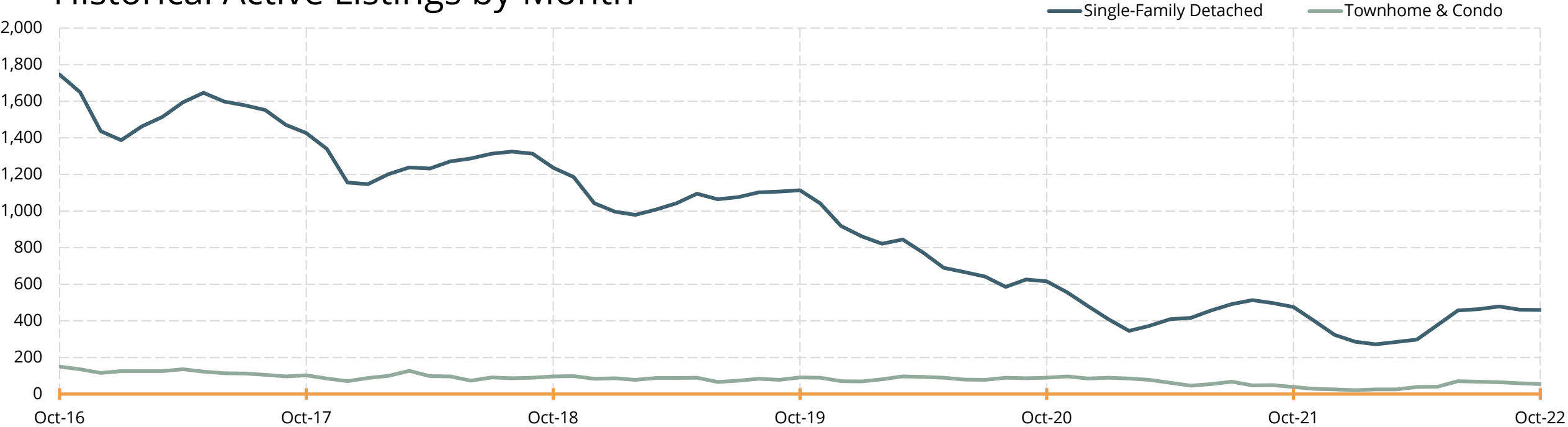


## October



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	461	-7.4%	59	20.4%
Oct-22	460	-3.2%	54	38.5%
12-month Avg	380	-15.9%	43	-34.8%

## Historical Active Listings by Month



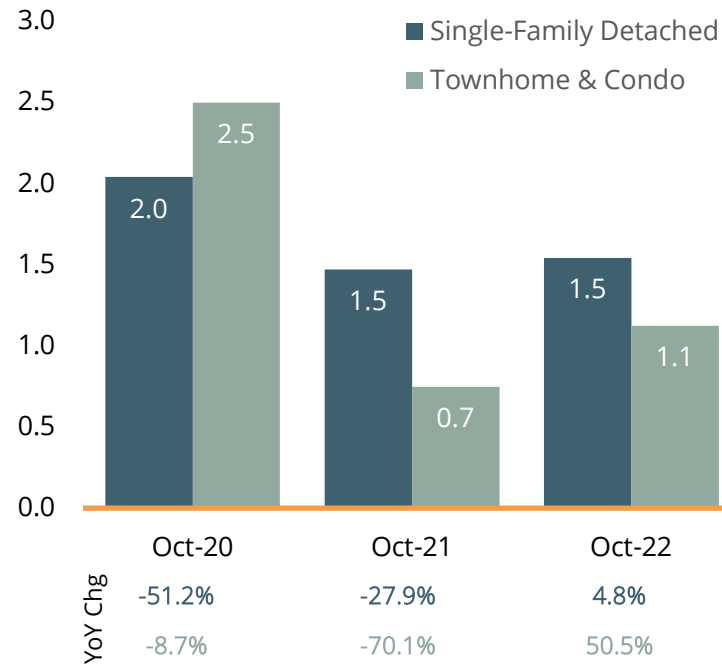
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# Months of Supply

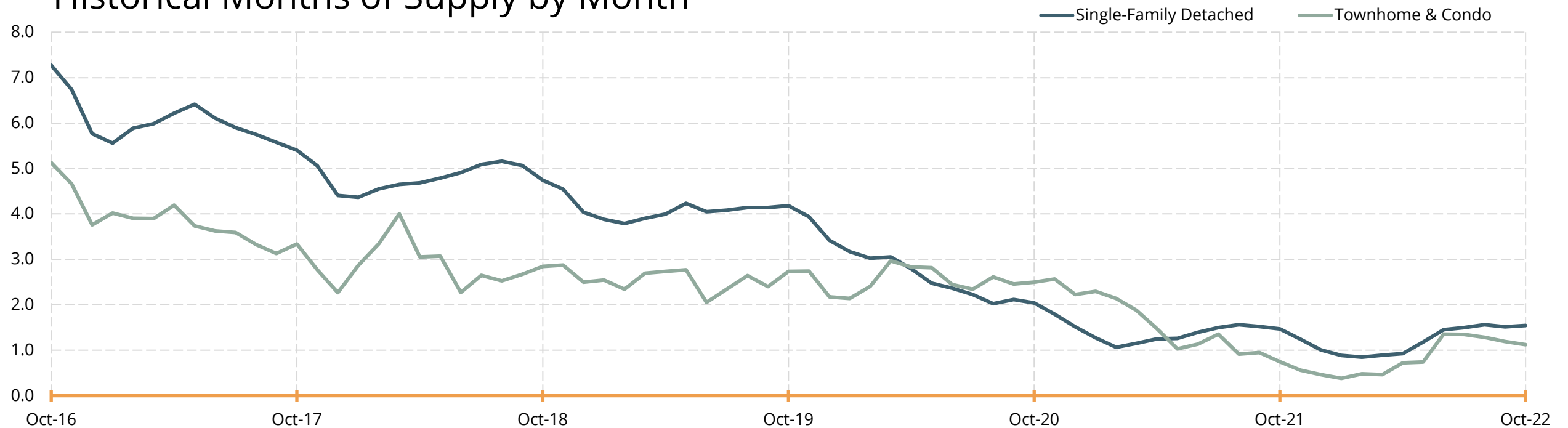


## October



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	<b>1.2</b>	-30.7%	<b>0.6</b>	-78.1%
Dec-21	<b>1.0</b>	-33.5%	<b>0.5</b>	-79.3%
Jan-22	<b>0.9</b>	-30.6%	<b>0.4</b>	-83.4%
Feb-22	<b>0.8</b>	-20.5%	<b>0.5</b>	-77.6%
Mar-22	<b>0.9</b>	-22.5%	<b>0.5</b>	-75.3%
Apr-22	<b>0.9</b>	-25.8%	<b>0.7</b>	-51.2%
May-22	<b>1.2</b>	-6.4%	<b>0.7</b>	-27.9%
Jun-22	<b>1.5</b>	4.4%	<b>1.4</b>	19.6%
Jul-22	<b>1.5</b>	0.0%	<b>1.4</b>	-0.2%
Aug-22	<b>1.6</b>	0.1%	<b>1.3</b>	40.5%
Sep-22	<b>1.5</b>	-0.2%	<b>1.2</b>	25.7%
Oct-22	<b>1.5</b>	4.8%	<b>1.1</b>	50.5%
12-month Avg	1.2	-13.1%	0.8	-45.9%

## Historical Months of Supply by Month



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

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	50	<b>26</b>	-48.0%	27	<b>22</b>	-18.5%	\$187,900	<b>\$207,400</b>	10.4%	64	<b>47</b>	-26.6%	1.9	<b>1.4</b>	-22.1%
Appomattox County	27	<b>18</b>	-33.3%	23	<b>11</b>	-52.2%	\$185,000	<b>\$249,000</b>	34.6%	50	<b>47</b>	-6.0%	2.5	<b>2.9</b>	16.4%
Bedford County	132	<b>94</b>	-28.8%	135	<b>105</b>	-22.2%	\$333,075	<b>\$325,000</b>	-2.4%	189	<b>199</b>	5.3%	1.4	<b>1.6</b>	11.7%
Campbell County	72	<b>66</b>	-8.3%	66	<b>43</b>	-34.8%	\$224,120	<b>\$265,000</b>	18.2%	108	<b>112</b>	3.7%	1.5	<b>1.7</b>	13.9%
Lynchburg	100	<b>108</b>	8.0%	100	<b>80</b>	-20.0%	\$195,000	<b>\$216,500</b>	11.0%	103	<b>109</b>	5.8%	0.9	<b>1.1</b>	16.6%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	391	<b>360</b>	-7.9%	348	<b>319</b>	-8.3%	\$205,000	<b>\$220,850</b>	7.7%	64	<b>47</b>	-26.6%
Appomattox County	221	<b>183</b>	-17.2%	202	<b>151</b>	-25.2%	\$202,500	<b>\$249,250</b>	23.1%	49	<b>47</b>	-4.1%
Bedford County	1,536	<b>1,485</b>	-3.3%	1,334	<b>1,208</b>	-9.4%	\$295,500	<b>\$335,000</b>	13.4%	199	<b>199</b>	0.0%
Campbell County	883	<b>731</b>	-17.2%	758	<b>674</b>	-11.1%	\$210,400	<b>\$251,000</b>	19.3%	113	<b>112</b>	-0.9%
Lynchburg	1,260	<b>1,194</b>	-5.2%	1,123	<b>989</b>	-11.9%	\$190,000	<b>\$220,000</b>	15.8%	106	<b>109</b>	2.8%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	49	<b>26</b>	-46.9%	26	<b>22</b>	-15.4%	\$193,950	<b>\$207,400</b>	6.9%	63	<b>47</b>	-25.4%	1.9	<b>1.5</b>	-21.3%
Appomattox County	27	<b>18</b>	-33.3%	23	<b>11</b>	-52.2%	\$185,000	<b>\$249,000</b>	34.6%	50	<b>47</b>	-6.0%	2.5	<b>2.9</b>	14.9%
Bedford County	118	<b>84</b>	-28.8%	119	<b>91</b>	-23.5%	\$347,450	<b>\$330,000</b>	-5.0%	173	<b>187</b>	8.1%	1.5	<b>1.7</b>	15.4%
Campbell County	56	<b>65</b>	16.1%	49	<b>34</b>	-30.6%	\$252,000	<b>\$262,500</b>	4.2%	93	<b>90</b>	-3.2%	1.6	<b>1.7</b>	6.5%
Lynchburg	89	<b>78</b>	-12.4%	78	<b>67</b>	-14.1%	\$200,000	<b>\$215,000</b>	7.5%	96	<b>89</b>	-7.3%	1.0	<b>1.0</b>	1.9%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	411	<b>357</b>	-13.1%	341	<b>316</b>	-7.3%	\$206,463	<b>\$222,900</b>	8.0%	63	<b>47</b>	-25.4%
Appomattox County	235	<b>190</b>	-19.1%	200	<b>151</b>	-24.5%	\$204,900	<b>\$249,250</b>	21.6%	50	<b>47</b>	-6.0%
Bedford County	1,359	<b>1,311</b>	-3.5%	1,160	<b>1,067</b>	-8.0%	\$303,375	<b>\$345,000</b>	13.7%	173	<b>187</b>	8.1%
Campbell County	715	<b>578</b>	-19.2%	571	<b>504</b>	-11.7%	\$225,000	<b>\$269,900</b>	20.0%	93	<b>90</b>	-3.2%
Lynchburg	1,085	<b>1,009</b>	-7.0%	943	<b>836</b>	-11.3%	\$199,450	<b>\$226,500</b>	13.6%	96	<b>89</b>	-7.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%	\$179,900	<b>\$0</b>	N/A	1	<b>0</b>	-100.0%	1.7	<b>0.0</b>	-100.0%
Appomattox County	0	<b>0</b>	N/A	0	<b>0</b>	N/A	\$0	<b>\$0</b>	N/A	0	<b>0</b>	N/A	0.0	<b>0.0</b>	N/A
Bedford County	14	<b>10</b>	-28.6%	16	<b>14</b>	-12.5%	\$245,800	<b>\$254,950</b>	3.7%	16	<b>12</b>	-25.0%	1.0	<b>0.8</b>	-23.4%
Campbell County	16	<b>1</b>	-93.8%	17	<b>9</b>	-47.1%	\$215,900	<b>\$265,900</b>	23.2%	15	<b>22</b>	46.7%	0.9	<b>1.4</b>	60.3%
Lynchburg	11	<b>30</b>	172.7%	22	<b>13</b>	-40.9%	\$175,000	<b>\$247,000</b>	41.1%	7	<b>20</b>	185.7%	0.4	<b>1.3</b>	219.3%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Amherst County	8	<b>2</b>	-75.0%	7	<b>3</b>	-57.1%	\$175,000	<b>\$180,000</b>	2.9%	1	<b>0</b>	-100.0%
Appomattox County	0	<b>0</b>	N/A	2	<b>0</b>	-100.0%	\$97,250	<b>\$0</b>	-100.0%	0	<b>0</b>	N/A
Bedford County	224	<b>176</b>	-21.4%	174	<b>141</b>	-19.0%	\$249,950	<b>\$309,900</b>	24.0%	16	<b>12</b>	-25.0%
Campbell County	183	<b>170</b>	-7.1%	187	<b>170</b>	-9.1%	\$203,000	<b>\$231,200</b>	13.9%	15	<b>22</b>	46.7%
Lynchburg	187	<b>232</b>	24.1%	180	<b>153</b>	-15.0%	\$149,950	<b>\$199,000</b>	32.7%	7	<b>20</b>	185.7%



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.

All inquiries regarding this report may be directed to:  
Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)  
804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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.