



FEBRUARY
2025

LARLYNCHBURG

MARKET INDICATORS REPORT



CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: February 2025

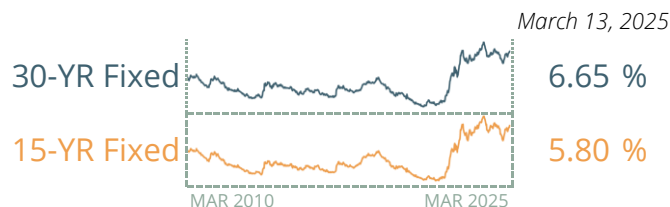
- Home sales dipped in some parts of the LAR footprint compared to last February. There were 202 sales in the LAR region in February, 30 less than last year, showing a 12.9% decline. In February, sales activity fell in Bedford County (-14.6%) and Lynchburg (-34.8%). However, Campbell County (+23.3%), Appomattox County (+20.0%), and Amherst County (+27.8%) saw a growth in sales from last February.
- Pending sales activity declined for a second consecutive month compared to last year. As of February, there were 269 pending sales in the LAR market, 36 less than the prior year, reflecting an 11.8% decline. Lynchburg had 81 pending sales in February, 29 fewer than a year ago (-26.4%). Campbell County recorded 57 pending sales in February, unchanged from the previous year. Amherst County saw two more pending sales than last February (+8.0%).
- The median sales price rose slightly from a year ago. The LAR market recorded a median sales price of \$299,938 in February, which is 1.9% higher or a \$5,705 increase from the prior year. Appomattox County's median sales price was \$362,500 in February, marking a \$40,500 rise compared to last year (+12.6%). In February, Bedford County (+20.6%) and Campbell County (+24.0%) had the sharpest rise in home prices from a year before. However, the median sales price in Amherst County dipped 6.2% or \$16,450 compared to this time last year.
- In specific regions of the LAR area, active listings are rising annually. There were 730 active listings throughout the LAR region at the end of February, 91 more than last year (+14.2%). Both Lynchburg (+81%) and Bedford County (+5.2%) saw a jump in active listings compared to the end of last February. In contrast, Campbell County (-15.8%) and Appomattox County (-13.8%) experienced a decline in listings from a year ago.



LAR Market Dashboard

YoY Chg	Feb-25	Indicator
▼ -12.9%	202	Sales
▼ -11.8%	269	Pending Sales
▲ 4.4%	376	New Listings
▲ 1.0%	\$299,900	Median List Price
▲ 1.9%	\$299,938	Median Sales Price
▼ -0.1%	\$165	Median Price Per Square Foot
▼ -4.0%	\$69.9	Sold Dollar Volume (in millions)
▲ 2.1%	100.0%	Median Sold/Ask Price Ratio
▼ -17.4%	54	Average Days on Market
▲ 14.2%	730	Active Listings
▲ 81.7%	2.5	Months of Supply

INTEREST RATE TRACKER



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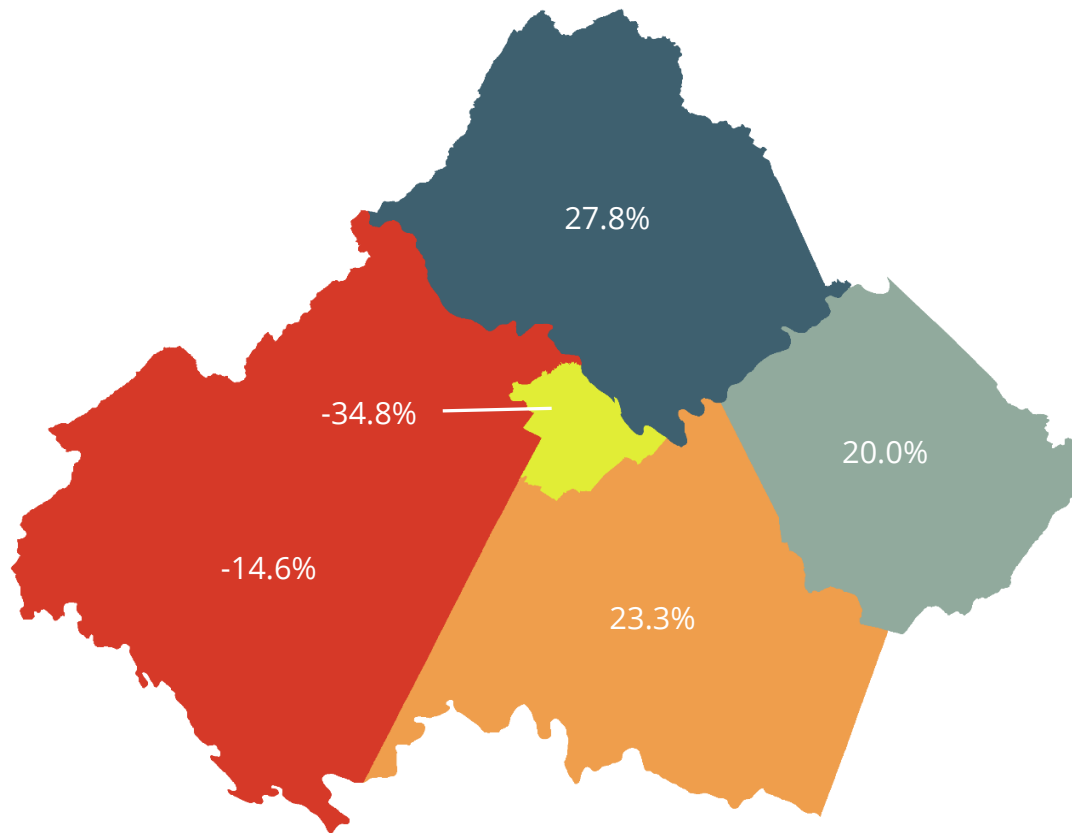
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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



Jurisdiction	Total Sales		
	Feb-24	Feb-25	% Chg
Amherst County	18	23	27.8%
Appomattox County	10	12	20.0%
Bedford County	82	70	-14.6%
Campbell County	30	37	23.3%
Lynchburg	92	60	-34.8%
LAR	232	202	-12.9%

Total Market Overview



Key Metrics	Feb-23	2-year Trends	Feb-25	Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				232	202	-12.9%	421	444	5.5%
Pending Sales				305	269	-11.8%	586	514	-12.3%
New Listings				360	376	4.4%	717	716	-0.1%
Median List Price				\$297,000	\$299,900	1.0%	\$280,000	\$304,950	8.9%
Median Sales Price				\$294,233	\$299,938	1.9%	\$280,000	\$301,000	7.5%
Median Price Per Square Foot				\$165	\$165	-0.1%	\$168	\$172	2.5%
Sold Dollar Volume (in millions)				\$72.8	\$69.9	-4.0%	\$131.9	\$164.9	25.1%
Median Sold/Ask Price Ratio				98.0%	100.0%	2.1%	100.0%	100.0%	0.0%
Average Days on Market				65	54	-17.4%	45	51	13.8%
Active Listings				639	730	14.2%	n/a	n/a	n/a
Months of Supply				1.4	2.5	81.7%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed March 15, 2025

Single-Family Detached Market Overview



Key Metrics	Feb-23	2-year Trends	Feb-25	Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				199	182	-8.5%	351	399	13.7%
Pending Sales				265	233	-12.1%	503	454	-9.7%
New Listings				300	324	8.0%	584	618	5.8%
Median List Price				\$292,450	\$320,193	9.5%	\$279,900	\$325,000	16.1%
Median Sales Price				\$283,700	\$317,743	12.0%	\$277,500	\$325,000	17.1%
Median Price Per Square Foot				\$152	\$163	7.0%	\$161	\$169	5.1%
Sold Dollar Volume (in millions)				\$63.6	\$64.4	1.3%	\$112.2	\$153.0	36.4%
Median Sold/Ask Price Ratio				97.5%	100.0%	2.6%	100.0%	100.0%	0.0%
Average Days on Market				68	52	-24.1%	46	48	4.8%
Active Listings				530	623	17.5%	n/a	n/a	n/a
Months of Supply				1.4	2.5	77.7%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed March 15, 2025

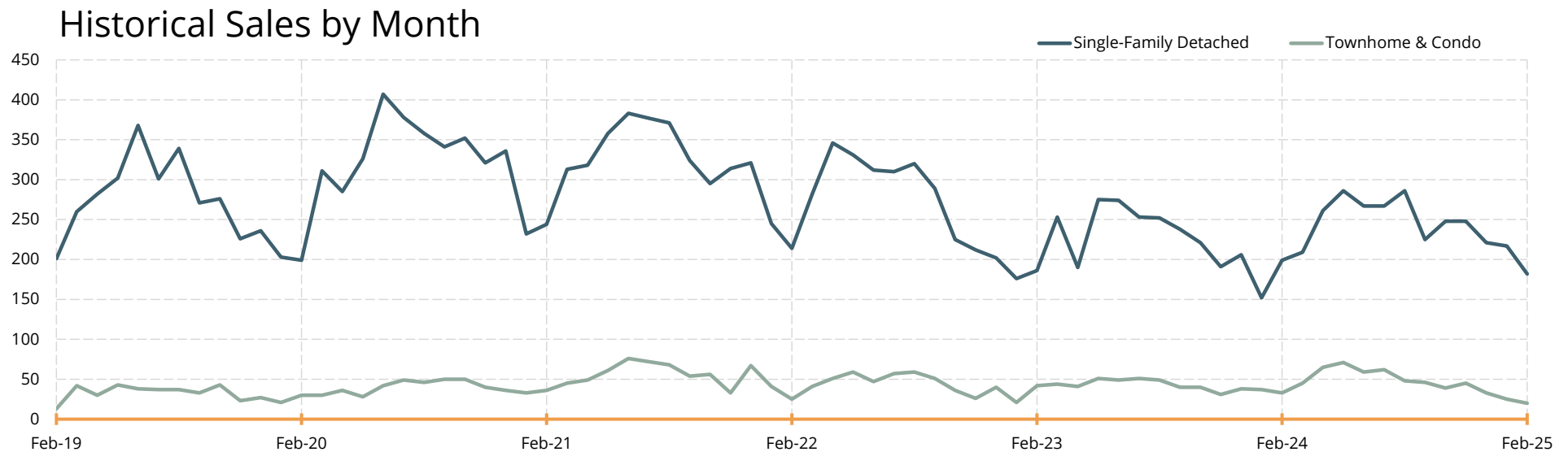
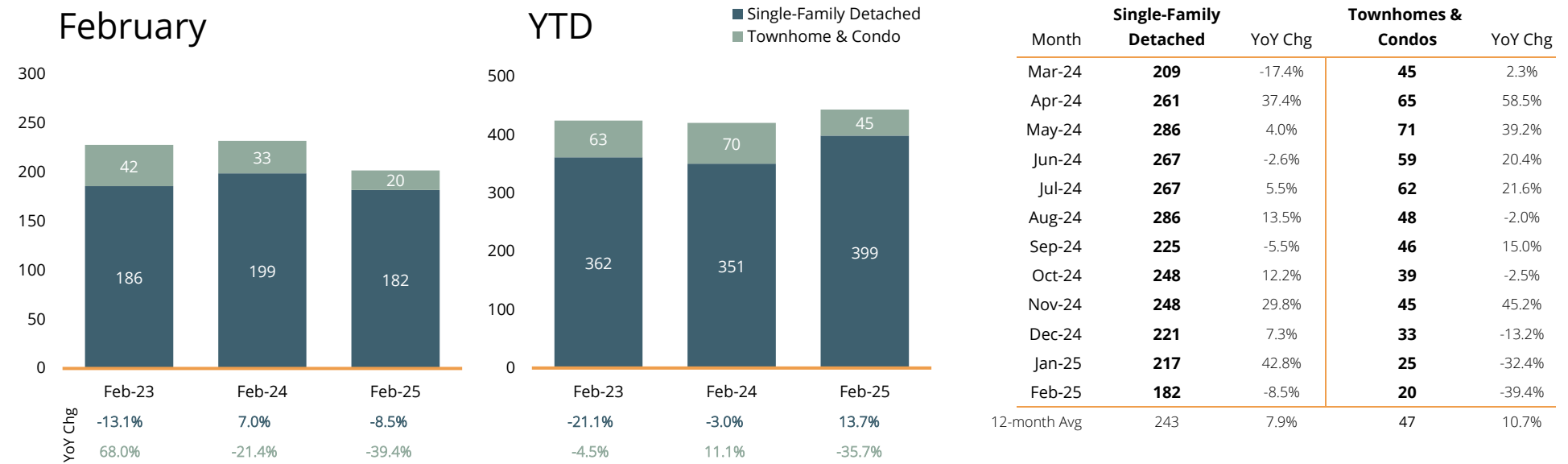
Townhome & Condo Market Overview



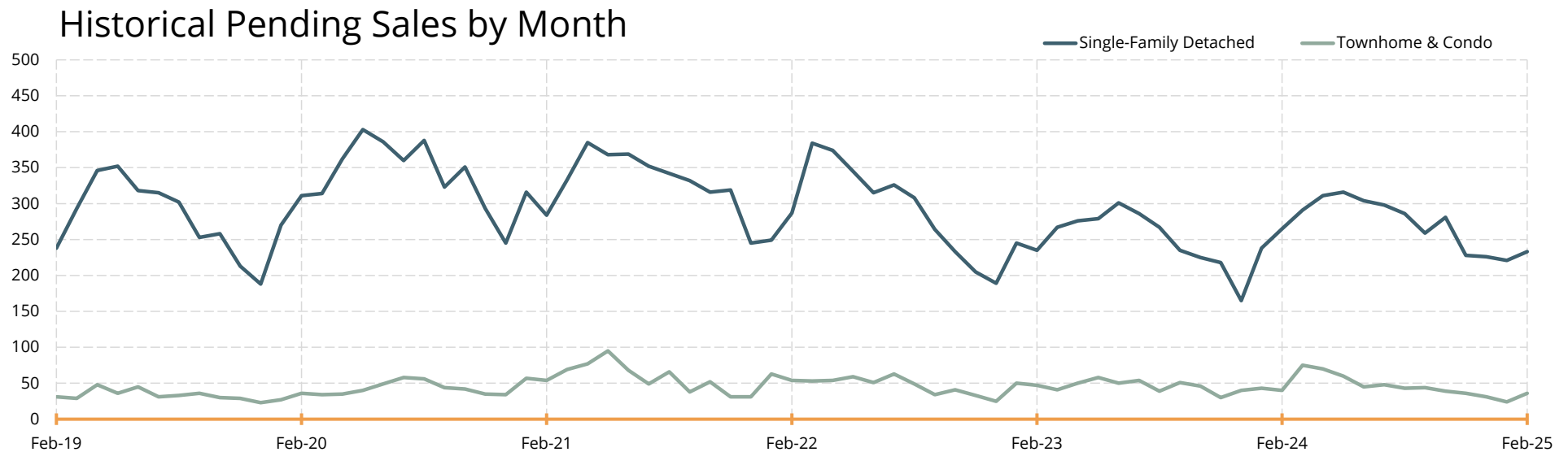
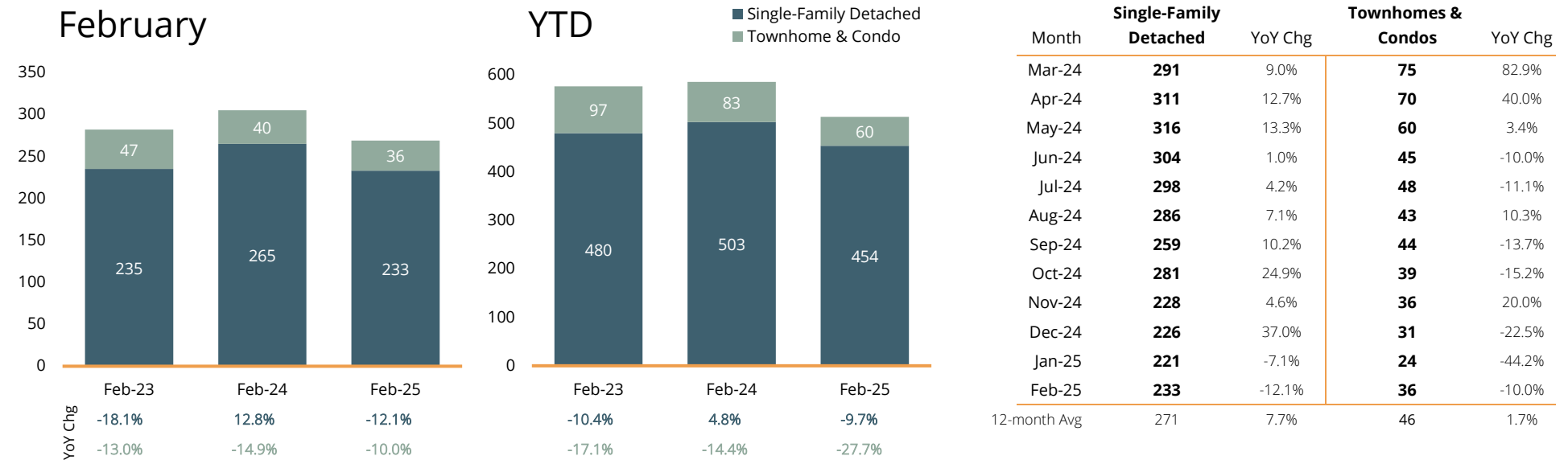
Key Metrics	2-year Trends		Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Feb-23	Feb-25						
Sales			33	20	-39.4%	70	45	-35.7%
Pending Sales			40	36	-10.0%	83	60	-27.7%
New Listings			60	52	-13.3%	133	98	-26.3%
Median List Price			\$301,850	\$259,900	-13.9%	\$285,000	\$259,900	-8.8%
Median Sales Price			\$301,850	\$259,900	-13.9%	\$285,000	\$259,900	-8.8%
Median Price Per Square Foot			\$182	\$174	-4.4%	\$181	\$180	-0.6%
Sold Dollar Volume (in millions)			\$9.2	\$5.4	-40.6%	\$19.7	\$11.9	-39.4%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			46	73	57.2%	42	81	94.2%
Active Listings			109	107	-1.8%	n/a	n/a	n/a
Months of Supply			1.1	2.3	110.8%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed March 15, 2025

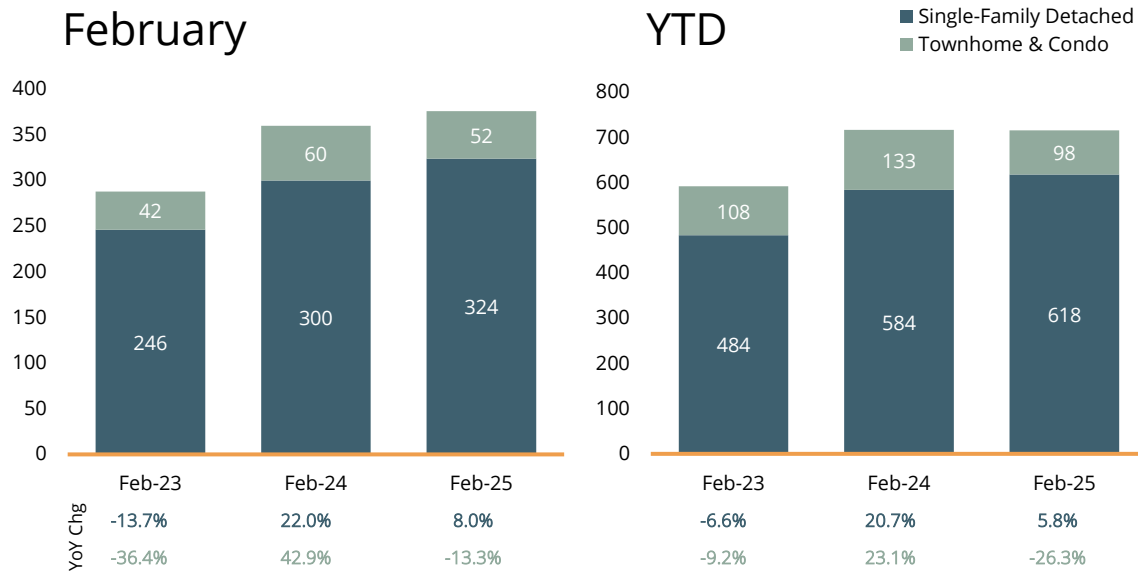
Sales



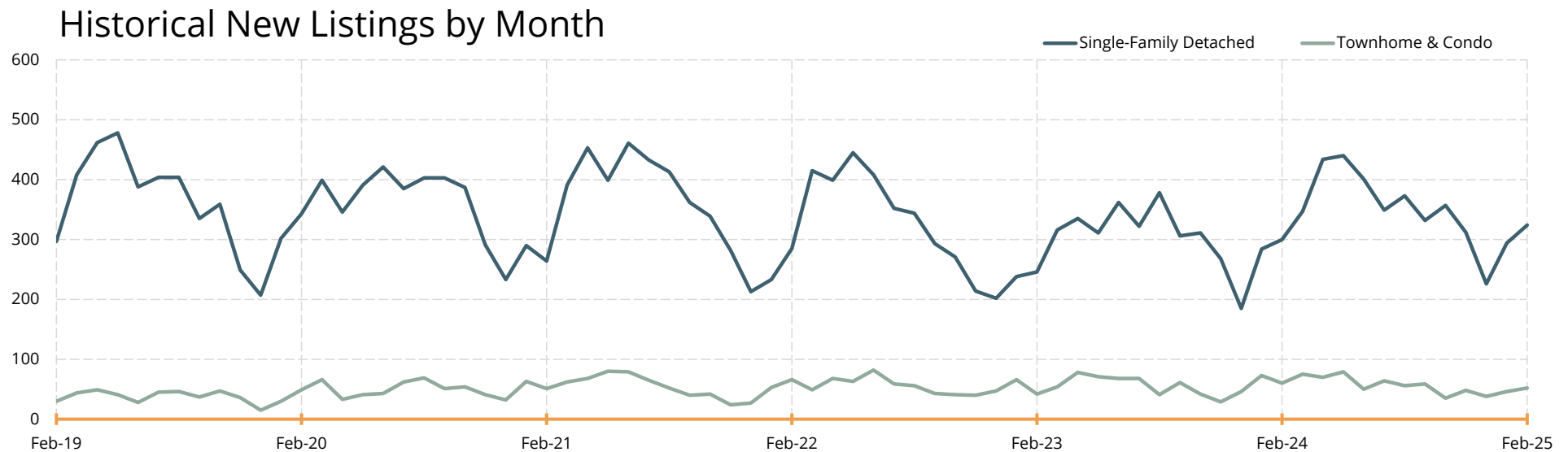
Pending Sales



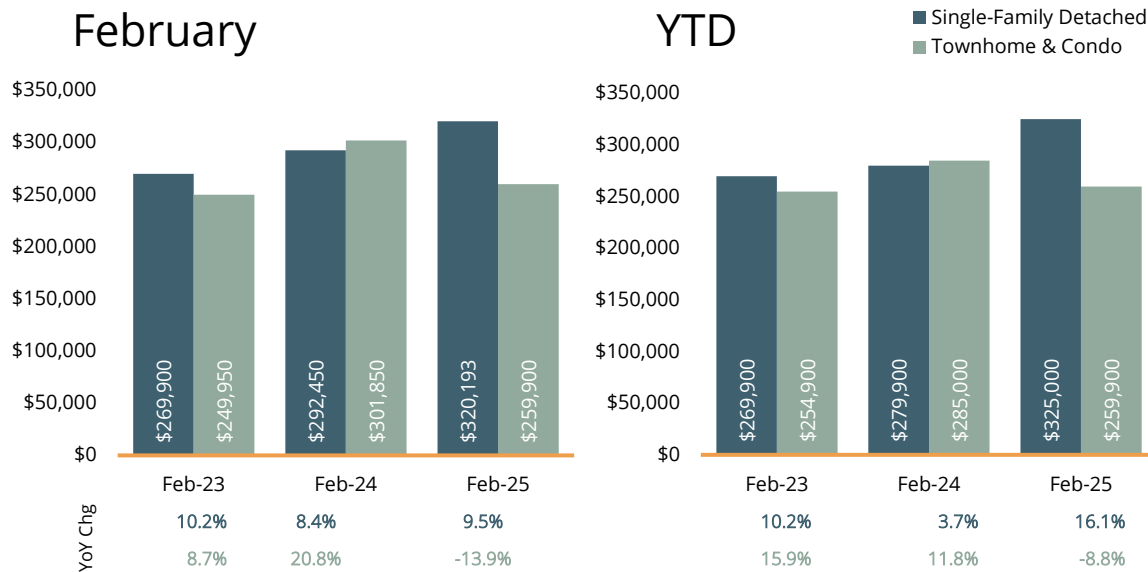
New Listings



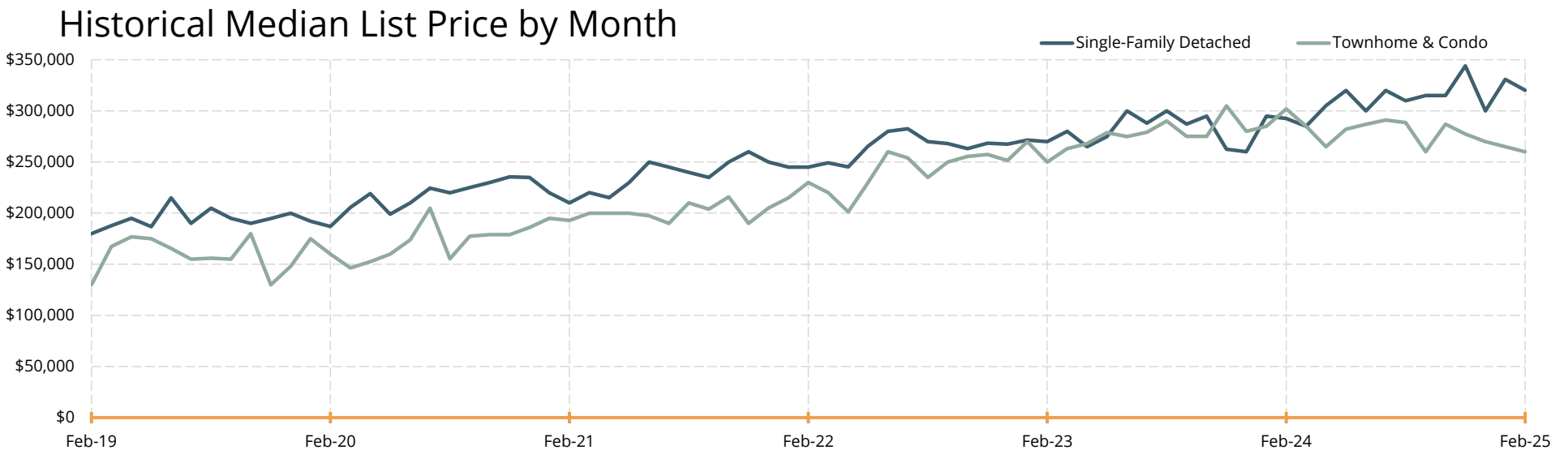
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	347	9.8%	75	38.9%
Apr-24	434	29.6%	70	-10.3%
May-24	440	41.5%	79	11.3%
Jun-24	401	10.8%	50	-26.5%
Jul-24	349	8.4%	64	-5.9%
Aug-24	373	-1.3%	56	36.6%
Sep-24	332	8.5%	59	-3.3%
Oct-24	357	14.8%	35	-16.7%
Nov-24	312	16.4%	48	65.5%
Dec-24	226	22.2%	38	-17.4%
Jan-25	294	3.5%	46	-37.0%
Feb-25	324	8.0%	52	-13.3%
12-month Avg	349	13.9%	56	-2.7%



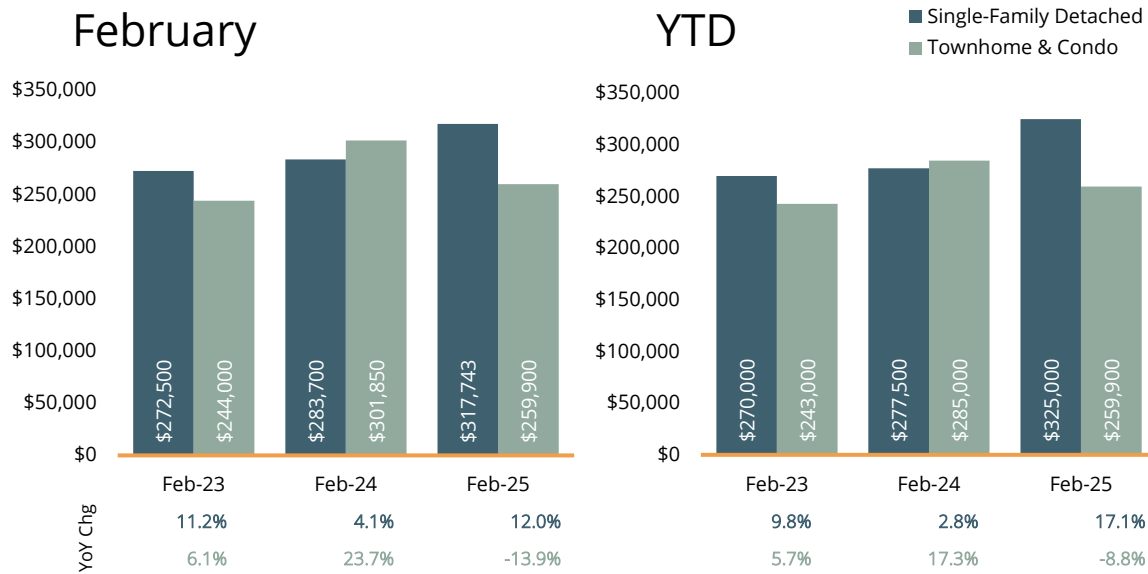
Median List Price



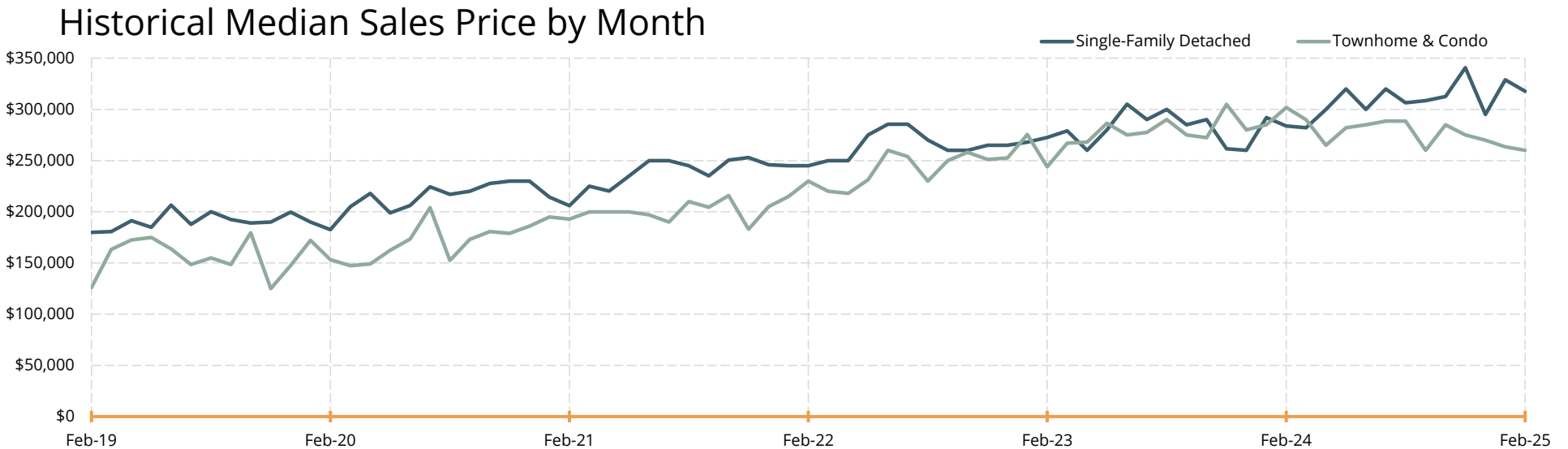
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	\$285,000	1.8%	\$285,000	8.4%
Apr-24	\$305,000	15.1%	\$265,000	-1.1%
May-24	\$319,900	16.4%	\$281,985	1.2%
Jun-24	\$299,900	0.0%	\$286,900	4.4%
Jul-24	\$319,900	11.1%	\$290,950	4.3%
Aug-24	\$309,900	3.3%	\$288,500	-0.5%
Sep-24	\$314,990	9.8%	\$259,900	-5.5%
Oct-24	\$315,000	6.8%	\$287,000	4.4%
Nov-24	\$343,950	31.0%	\$277,400	-9.0%
Dec-24	\$299,950	15.4%	\$269,900	-3.6%
Jan-25	\$330,785	12.2%	\$265,000	-7.0%
Feb-25	\$320,193	9.5%	\$259,900	-13.9%
12-month Avg	\$313,706	10.8%	\$276,453	-1.7%



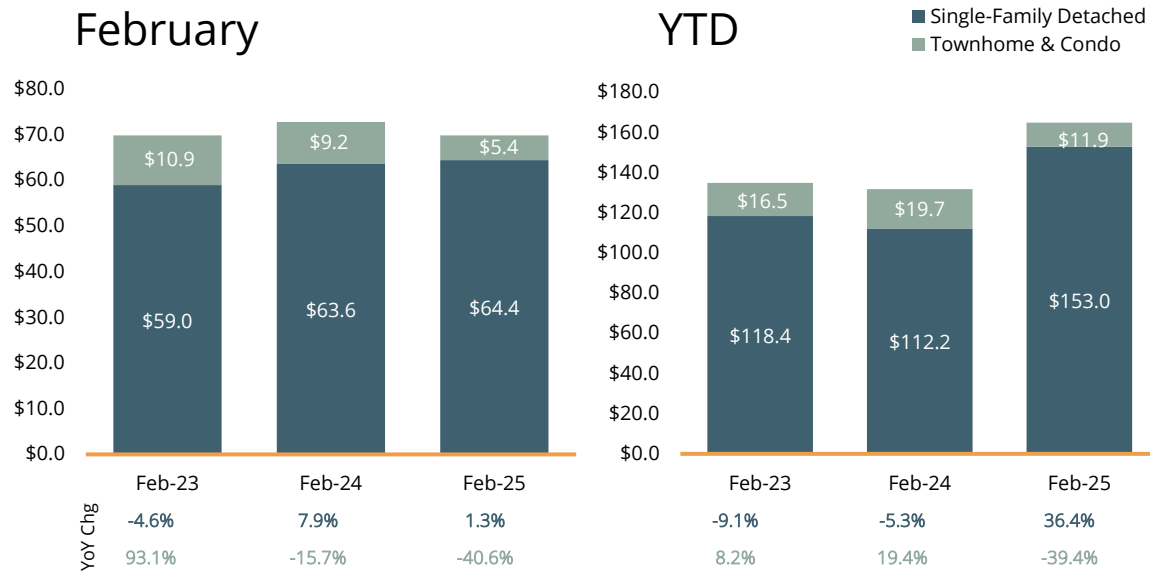
Median Sales Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	\$282,000	1.1%	\$289,860	8.6%
Apr-24	\$300,000	15.4%	\$265,000	-1.1%
May-24	\$319,950	14.3%	\$281,985	-1.6%
Jun-24	\$299,900	-1.7%	\$285,000	3.6%
Jul-24	\$320,000	10.3%	\$288,450	4.0%
Aug-24	\$306,500	2.2%	\$288,500	-0.5%
Sep-24	\$308,500	8.2%	\$259,900	-5.5%
Oct-24	\$312,500	7.8%	\$285,000	4.6%
Nov-24	\$340,693	30.3%	\$275,000	-9.8%
Dec-24	\$295,000	13.5%	\$269,900	-3.6%
Jan-25	\$328,900	12.6%	\$263,500	-7.5%
Feb-25	\$317,743	12.0%	\$259,900	-13.9%
12-month Avg	\$310,974	10.2%	\$276,000	-2.1%

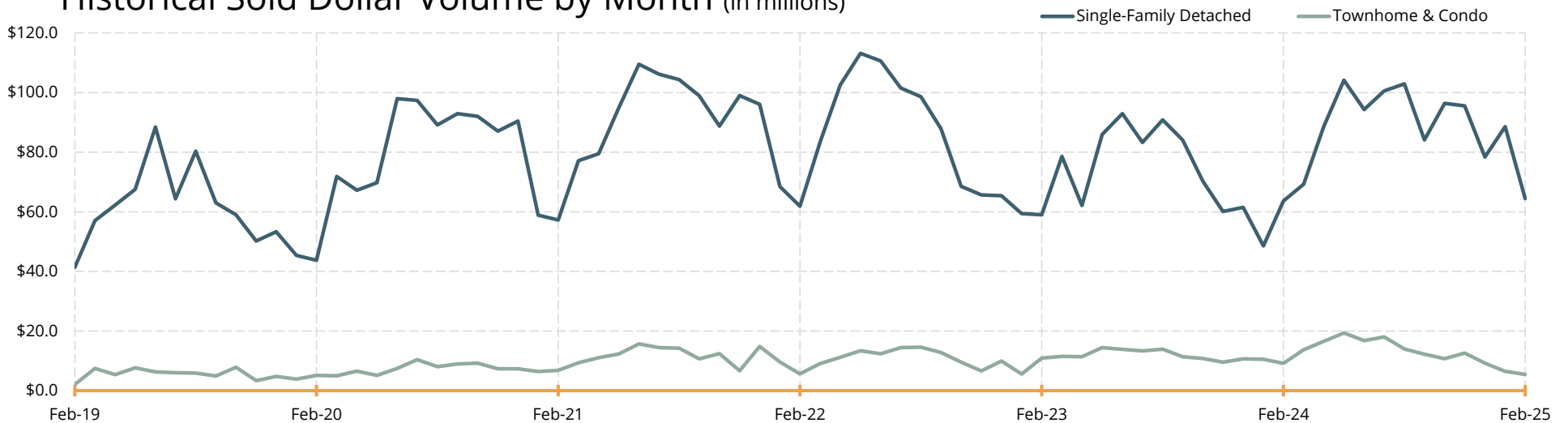


Sold Dollar Volume (in millions)

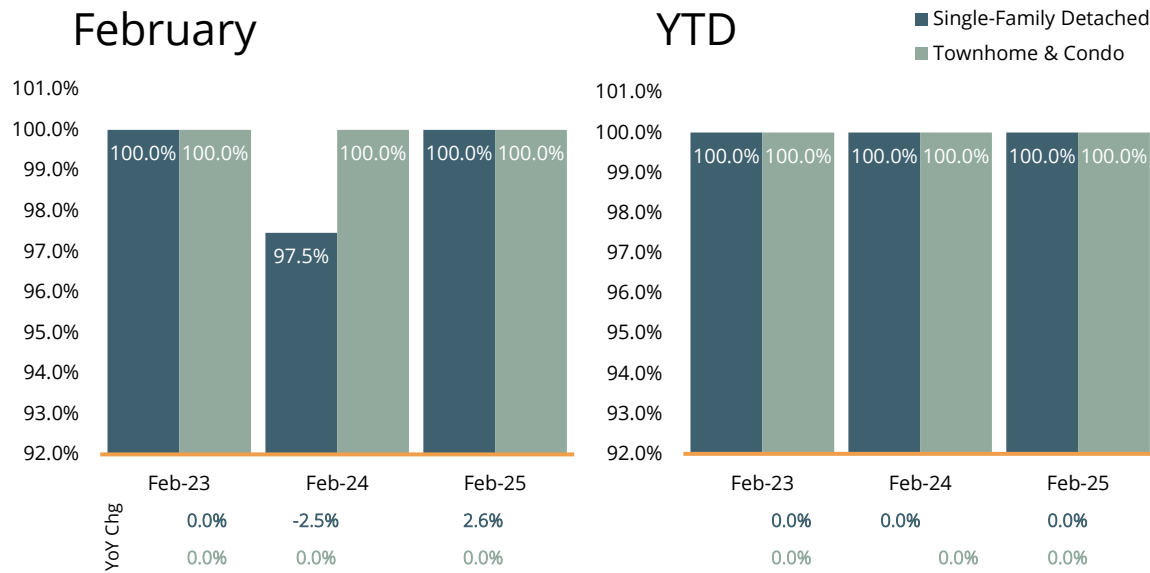


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	\$69.2	-11.9%	\$13.7	19.1%
Apr-24	\$88.5	42.5%	\$16.5	45.2%
May-24	\$104.2	21.2%	\$19.4	34.0%
Jun-24	\$94.3	1.4%	\$16.8	21.1%
Jul-24	\$100.6	20.8%	\$18.0	34.8%
Aug-24	\$102.9	13.3%	\$14.0	0.3%
Sep-24	\$84.1	0.1%	\$12.2	7.7%
Oct-24	\$96.4	37.3%	\$10.7	-0.3%
Nov-24	\$95.5	59.0%	\$12.6	31.6%
Dec-24	\$78.4	27.5%	\$9.2	-13.2%
Jan-25	\$88.5	82.4%	\$6.5	-38.4%
Feb-25	\$64.4	1.3%	\$5.4	-40.6%
12-month Avg	\$88.9	21.0%	\$12.9	10.4%

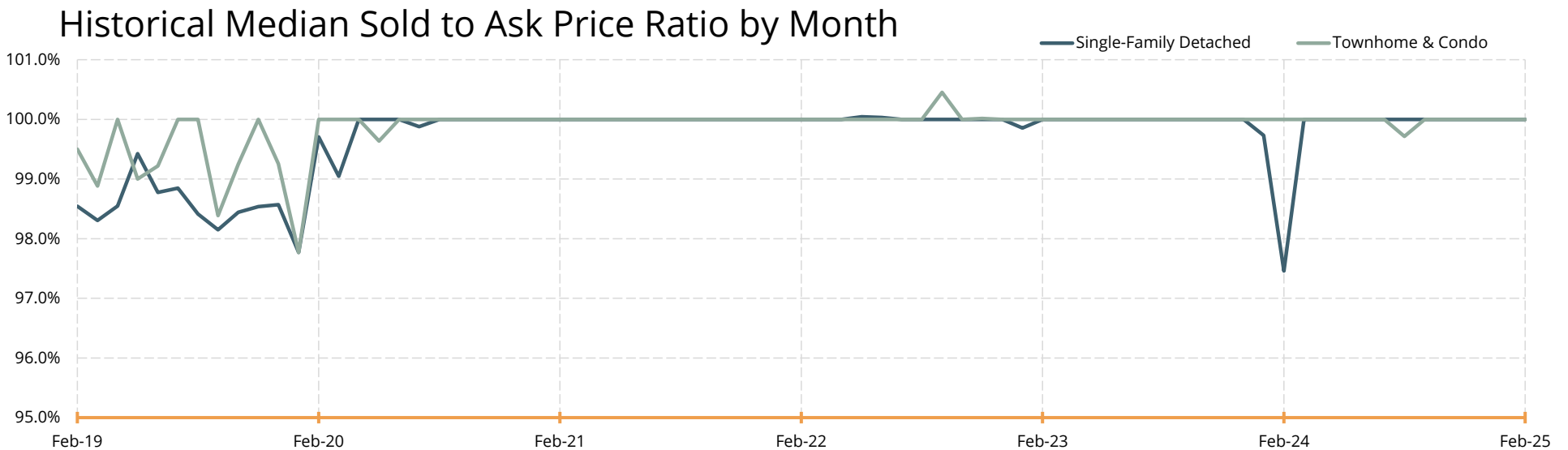
Historical Sold Dollar Volume by Month (in millions)



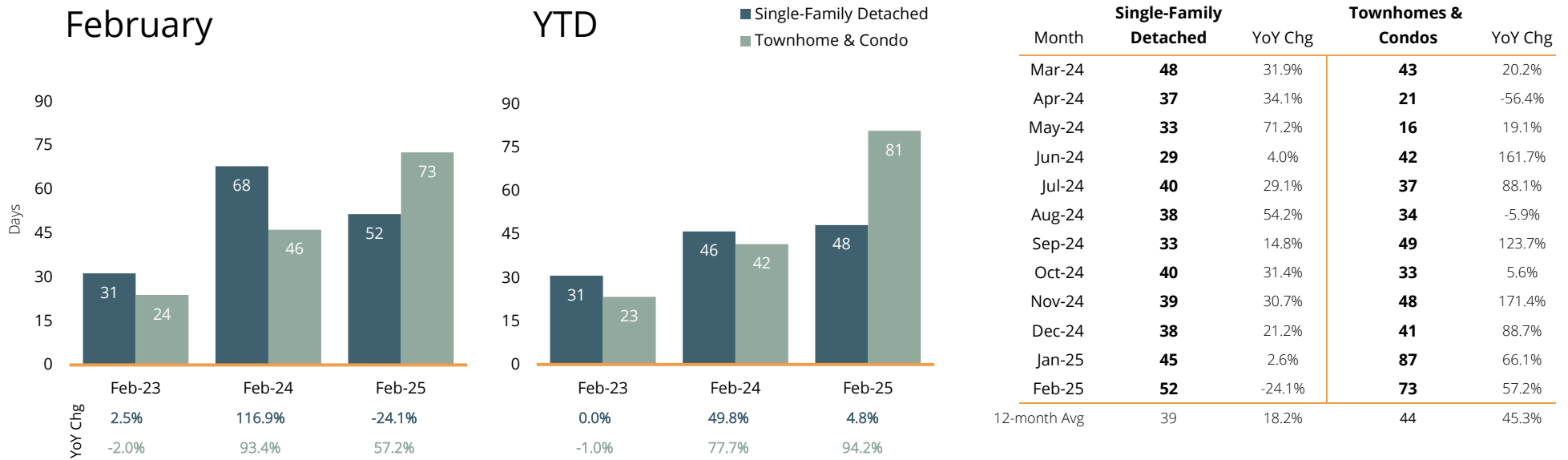
Median Sold to Ask Price Ratio



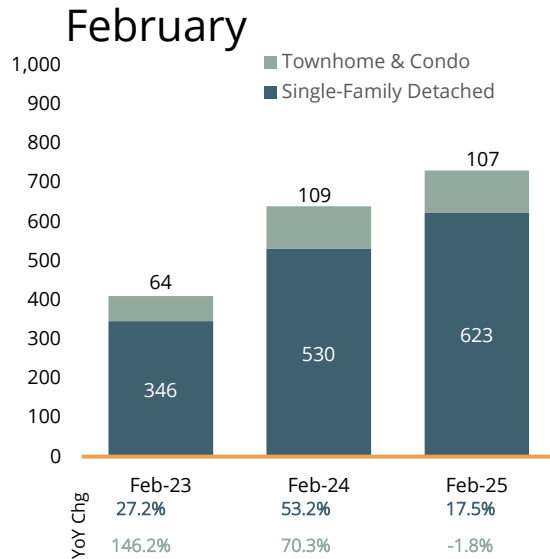
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	100.0%	0.0%	100.0%	0.0%
Apr-24	100.0%	0.0%	100.0%	0.0%
May-24	100.0%	0.0%	100.0%	0.0%
Jun-24	100.0%	0.0%	100.0%	0.0%
Jul-24	100.0%	0.0%	100.0%	0.0%
Aug-24	100.0%	0.0%	99.7%	-0.3%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	0.0%
Jan-25	100.0%	0.3%	100.0%	0.0%
Feb-25	100.0%	2.6%	100.0%	0.0%
12-month Avg	100.0%	0.2%	100.0%	0.0%



Average Days on Market

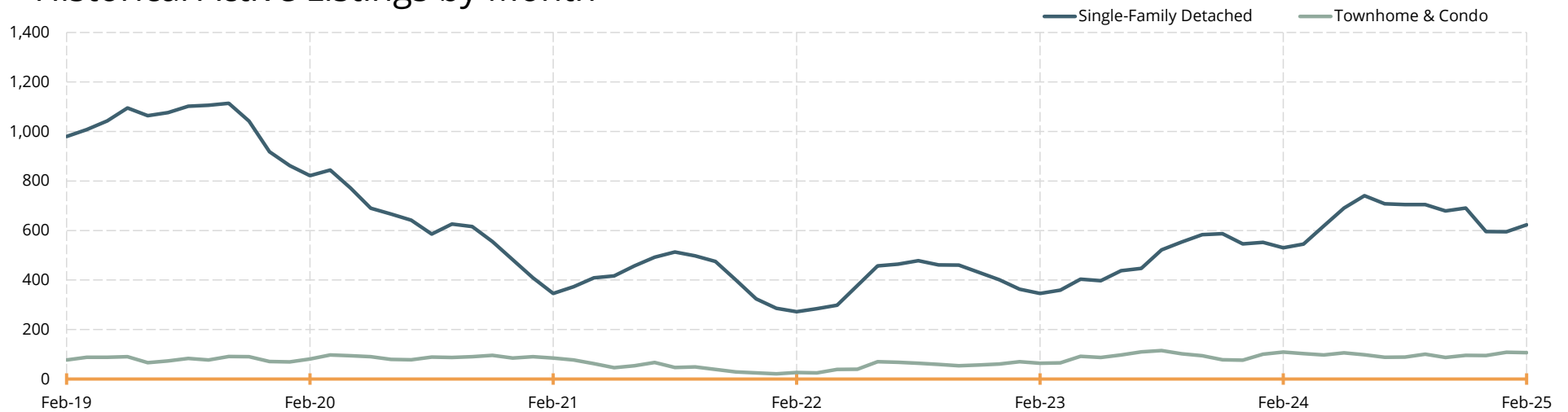


Active Listings



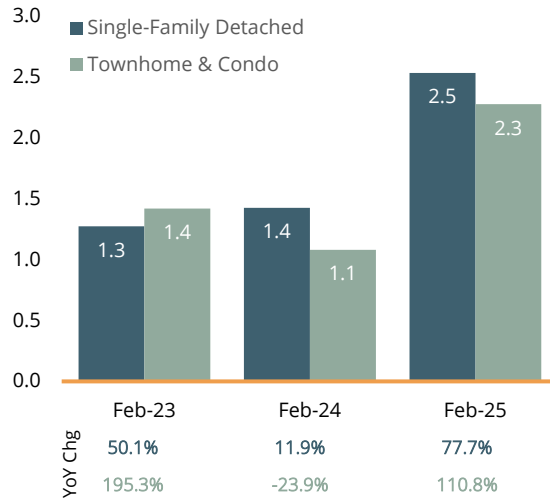
Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg		YoY Chg	
Mar-24	51.8%	545	58.5%	103
Apr-24	53.3%	618	5.4%	97
May-24	74.1%	691	21.8%	106
Jun-24	69.2%	741	1.0%	98
Jul-24	58.4%	708	-20.0%	88
Aug-24	35.1%	705	-22.6%	89
Sep-24	27.3%	705	-2.0%	100
Oct-24	16.5%	679	-7.4%	87
Nov-24	17.7%	691	23.1%	96
Dec-24	9.2%	596	25.0%	95
Jan-25	7.8%	595	8.0%	108
Feb-25	17.5%	623	-1.8%	107
12-month Avg	33.4%	658	4.4%	98

Historical Active Listings by Month



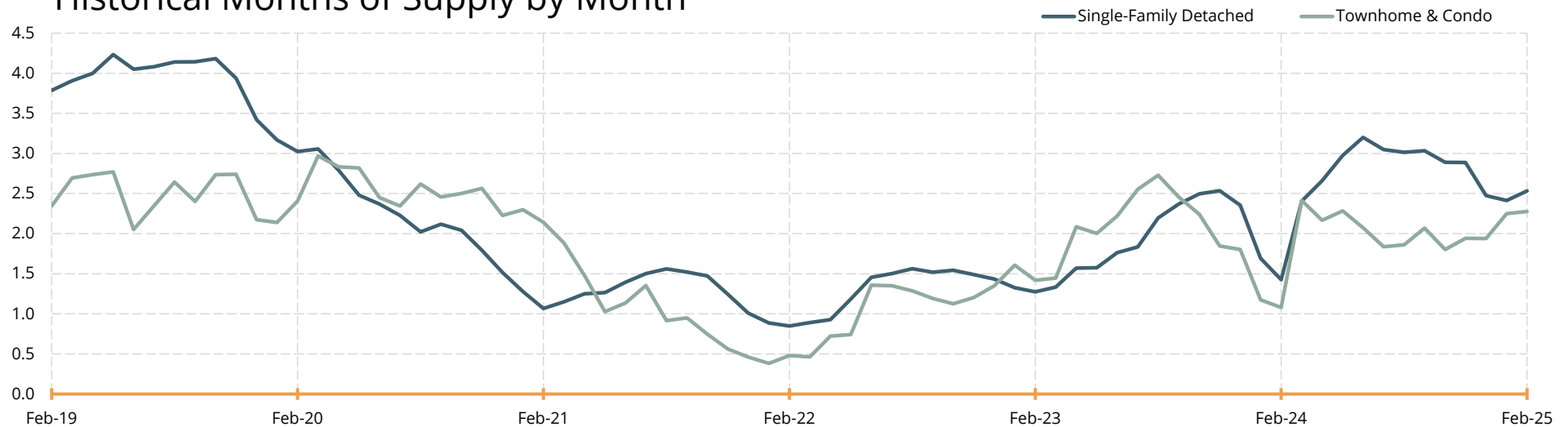
Months of Supply

February



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-24	2.4	80.5%	2.4	67.1%
Apr-24	2.7	69.4%	2.2	3.9%
May-24	3.0	88.7%	2.3	14.0%
Jun-24	3.2	81.6%	2.1	-6.6%
Jul-24	3.0	66.2%	1.8	-28.1%
Aug-24	3.0	37.2%	1.9	-31.8%
Sep-24	3.0	28.1%	2.1	-15.8%
Oct-24	2.9	15.8%	1.8	-19.6%
Nov-24	2.9	13.8%	1.9	5.2%
Dec-24	2.5	5.1%	1.9	7.6%
Jan-25	2.4	42.6%	2.3	91.5%
Feb-25	2.5	77.7%	2.3	110.8%
12-month Avg	2.8	44.9%	2.1	5.4%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	33	32	-3.0%	18	23	27.8%	\$266,450	\$250,000	-6.2%	59	71	20.3%	1.5	2.7	83.0%
Appomattox County	25	21	-16.0%	10	12	20.0%	\$322,000	\$362,500	12.6%	58	50	-13.8%	2.5	3.2	30.6%
Bedford County	124	132	6.5%	82	70	-14.6%	\$331,500	\$399,925	20.6%	249	262	5.2%	1.9	2.8	47.2%
Campbell County	67	63	-6.0%	30	37	23.3%	\$245,000	\$303,700	24.0%	152	128	-15.8%	1.4	2.3	63.8%
Lynchburg	111	128	15.3%	92	60	-34.8%	\$239,500	\$258,450	7.9%	121	219	81.0%	0.6	2.2	288.2%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	55	64	16.4%	30	46	53.3%	\$262,900	\$262,500	-0.2%	59	71	20.3%
Appomattox County	49	34	-30.6%	25	29	16.0%	\$316,700	\$336,000	6.1%	58	50	-13.8%
Bedford County	240	241	0.4%	133	140	5.3%	\$369,450	\$416,500	12.7%	249	262	5.2%
Campbell County	150	144	-4.0%	74	83	12.2%	\$272,450	\$303,700	11.5%	152	128	-15.8%
Lynchburg	223	233	4.5%	159	146	-8.2%	\$262,000	\$258,450	-1.4%	121	219	81.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	33	32	-3.0%	18	23	27.8%	\$266,450	\$250,000	-6.2%	59	71	20.3%	1.5	2.7	83.9%
Appomattox County	25	21	-16.0%	10	12	20.0%	\$322,000	\$362,500	12.6%	58	50	-13.8%	2.5	3.2	30.6%
Bedford County	106	121	14.2%	74	65	-12.2%	\$315,000	\$399,950	27.0%	220	235	6.8%	2.0	2.9	39.8%
Campbell County	58	44	-24.1%	24	29	20.8%	\$224,900	\$350,000	55.6%	92	89	-3.3%	1.1	1.9	83.0%
Lynchburg	78	106	35.9%	73	53	-27.4%	\$205,000	\$260,000	26.8%	101	178	76.2%	0.6	2.3	268.3%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	55	64	16.4%	30	46	53.3%	\$262,900	\$262,500	-0.2%	59	71	20.3%
Appomattox County	49	34	-30.6%	25	29	16.0%	\$316,700	\$336,000	6.1%	58	50	-13.8%
Bedford County	212	217	2.4%	118	129	9.3%	\$369,450	\$430,000	16.4%	220	235	6.8%
Campbell County	110	109	-0.9%	59	67	13.6%	\$259,900	\$332,000	27.7%	92	89	-3.3%
Lynchburg	158	194	22.8%	119	128	7.6%	\$235,500	\$259,950	10.4%	101	178	76.2%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	0	0	n/a	0	0	n/a	\$0	\$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	18	11	-38.9%	8	5	-37.5%	\$365,000	\$295,000	-19.2%	29	27	-6.9%	0.9	2.1	143.8%
Campbell County	9	19	111.1%	6	8	33.3%	\$279,900	\$264,950	-5.3%	60	39	-35.0%	2.9	4.0	35.7%
Lynchburg	33	22	-33.3%	19	7	-63.2%	\$293,465	\$184,900	-37.0%	20	41	105.0%	0.3	1.7	448.1%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Amherst County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	28	24	-14.3%	15	11	-26.7%	\$367,500	\$269,900	-26.6%	29	27	-6.9%
Campbell County	40	35	-12.5%	15	16	6.7%	\$275,000	\$261,750	-4.8%	60	39	-35.0%
Lynchburg	65	39	-40.0%	40	18	-55.0%	\$285,000	\$194,950	-31.6%	20	41	105.0%



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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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.