



MARCH  
**2025**

# LARLYNCHBURG

## MARKET INDICATORS REPORT



CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# LAR Market Indicators Report

## Key Market Trends: March 2025

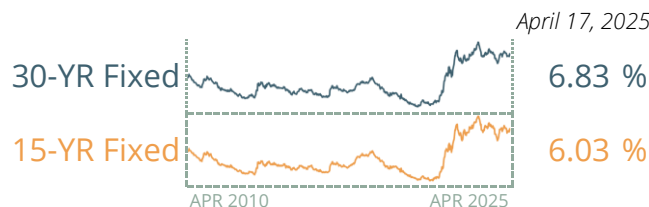
- Sales activity fell for two consecutive months in the LAR market compared to last year.** The LAR area reported 246 sales in March, eight fewer than last year, marking a 3.1% decline. Lynchburg had 75 sales in March, a 12.8% decrease from a year ago (-11 sales). There were 55 sales in Campbell County, unchanged from last March. However, Appomattox County (+7 sales) and Amherst County (+5 sales) completed more transactions than this time last year.
- Pending sales rose slightly in the LAR area.** In March, there were 367 pending sales across the LAR market, one more than the prior year (+0.3%). Appomattox County recorded 21 pending sales in March, a 90.9% increase, reflecting 10 additional pending transactions. Both Lynchburg (+1.2%) and Amherst County (+18.2%) also saw a rise in pending sales activity from last March. However, in March, there were fewer pending sales in Bedford County (-7.5%) and Campbell County (-11.4%) than the year before.
- Home prices continue to grow year-over-year in most parts of the LAR market.** As of March, the median sales price in the LAR footprint was \$299,100, a \$14,100 increase from last year, reflecting a 4.9% increase. In Amherst County, the median sales price was \$267,450 in March, which is \$42,450 higher than the previous year (+18.9%). Despite the price growth in the area, Lynchburg (-2.9%) and Appomattox County (-16.9%) saw home prices dip compared to last March.
- Listing levels rose in most parts of the LAR area at the end of the month.** At the end of March, there were 790 active listings throughout the LAR region, 142 more than last year, a 21.9% increase. Bedford County reported 282 active listings at the end of March, 36 more than the prior year (+14.6%). Appomattox County had 61 active listings at the end of the month, unchanged from last March.



LAR Market Dashboard

YoY Chg	Mar-25	Indicator
▼ -3.1%	246	Sales
▲ 0.3%	367	Pending Sales
▲ 16.8%	493	New Listings
▲ 5.2%	\$299,900	Median List Price
▲ 4.9%	\$299,100	Median Sales Price
▲ 8.2%	\$179	Median Price Per Square Foot
▲ 3.8%	\$86.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 5.1%	50	Average Days on Market
▲ 21.9%	790	Active Listings
▲ 12.2%	2.7	Months of Supply

INTEREST RATE  
TRACKER



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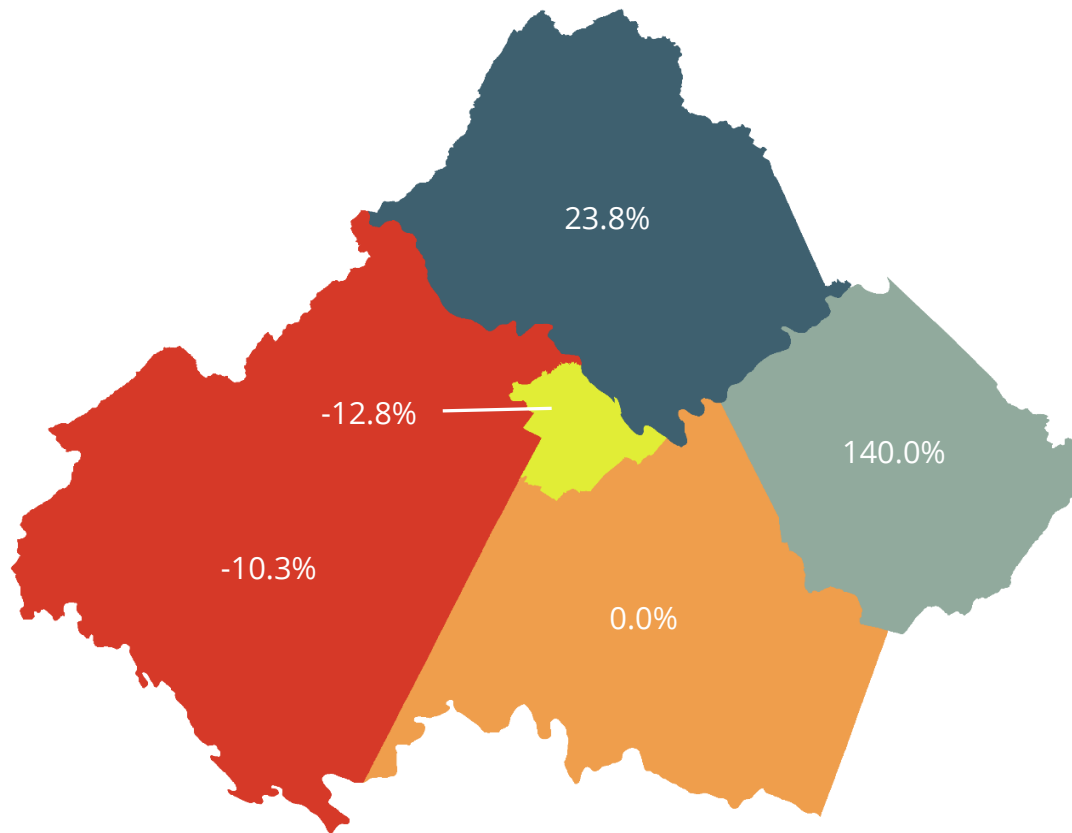
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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		
	Mar-24	Mar-25	% Chg
Amherst County	21	26	23.8%
Appomattox County	5	12	140.0%
Bedford County	87	78	-10.3%
Campbell County	55	55	0.0%
Lynchburg	86	75	-12.8%
LAR	254	246	-3.1%

# Total Market Overview



Key Metrics	2-year Trends	Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23						
Sales		254	<b>246</b>	-3.1%	675	<b>690</b>	2.2%
Pending Sales		366	<b>367</b>	0.3%	952	<b>881</b>	-7.5%
New Listings		422	<b>493</b>	16.8%	1,139	<b>1,209</b>	6.1%
Median List Price		\$285,000	<b>\$299,900</b>	5.2%	\$284,750	<b>\$299,925</b>	5.3%
Median Sales Price		\$285,000	<b>\$299,100</b>	4.9%	\$281,000	<b>\$300,000</b>	6.8%
Median Price Per Square Foot		\$165	<b>\$179</b>	8.2%	\$167	<b>\$175</b>	4.7%
Sold Dollar Volume (in millions)		\$83.0	<b>\$86.1</b>	3.8%	\$214.8	<b>\$251.0</b>	16.9%
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		47	<b>50</b>	5.1%	46	<b>51</b>	10.3%
Active Listings		648	<b>790</b>	21.9%	n/a	<b>n/a</b>	n/a
Months of Supply		2.4	<b>2.7</b>	12.2%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23	Mar-25						
Sales			209	<b>212</b>	1.4%	560	<b>611</b>	9.1%
Pending Sales			291	<b>337</b>	15.8%	794	<b>791</b>	-0.4%
New Listings			347	<b>431</b>	24.2%	931	<b>1,049</b>	12.7%
Median List Price			\$285,000	<b>\$312,450</b>	9.6%	\$279,900	<b>\$321,485</b>	14.9%
Median Sales Price			\$282,000	<b>\$309,500</b>	9.8%	\$279,450	<b>\$319,000</b>	14.2%
Median Price Per Square Foot			\$159	<b>\$176</b>	10.8%	\$160	<b>\$173</b>	8.4%
Sold Dollar Volume (in millions)			\$69.2	<b>\$76.5</b>	10.5%	\$181.4	<b>\$229.5</b>	26.5%
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			48	<b>48</b>	0.2%	47	<b>48</b>	2.8%
Active Listings			545	<b>658</b>	20.7%	n/a	<b>n/a</b>	n/a
Months of Supply			2.4	<b>2.7</b>	11.0%	n/a	<b>n/a</b>	n/a

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

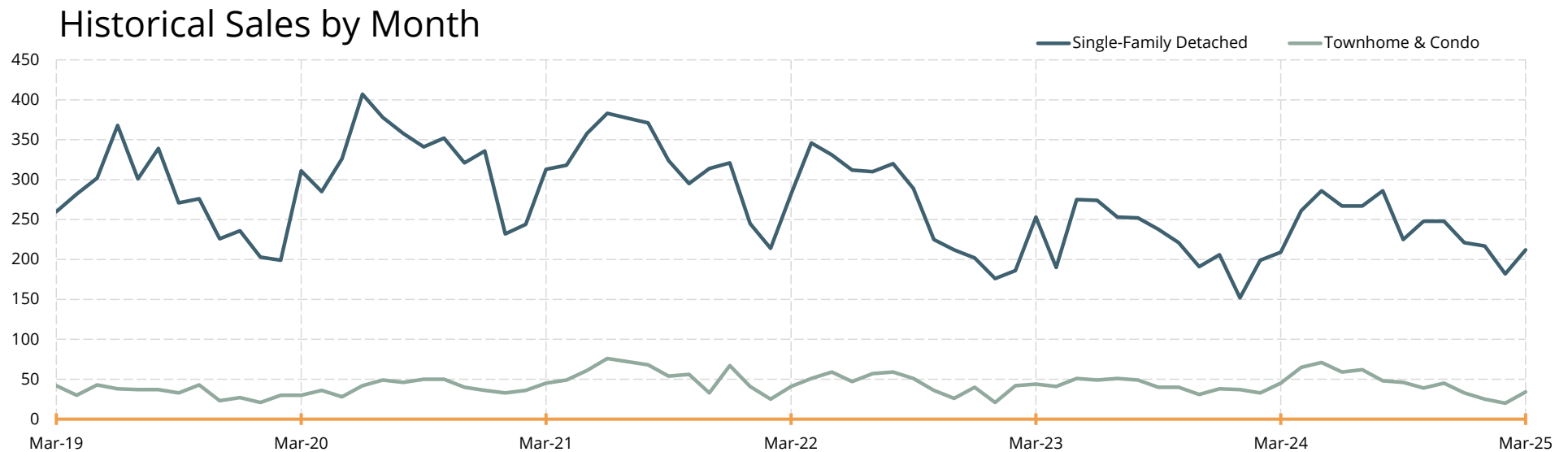
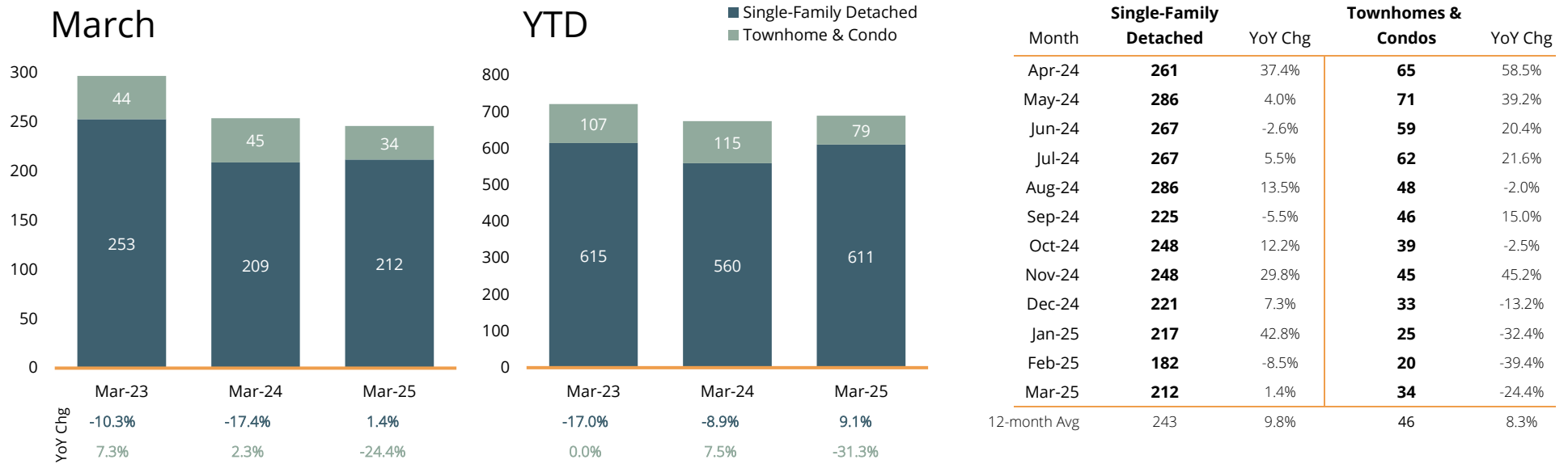
# Townhome & Condo Market Overview



Key Metrics	2-year Trends	Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23						
Sales		45	<b>34</b>	-24.4%	115	<b>79</b>	-31.3%
Pending Sales		75	<b>30</b>	-60.0%	158	<b>90</b>	-43.0%
New Listings		75	<b>62</b>	-17.3%	208	<b>160</b>	-23.1%
Median List Price		\$285,000	<b>\$269,900</b>	-5.3%	\$285,000	<b>\$265,000</b>	-7.0%
Median Sales Price		\$289,860	<b>\$263,500</b>	-9.1%	\$285,000	<b>\$260,000</b>	-8.8%
Median Price Per Square Foot		\$181	<b>\$192</b>	6.0%	\$181	<b>\$183</b>	1.1%
Sold Dollar Volume (in millions)		\$13.7	<b>\$9.6</b>	-30.0%	\$33.4	<b>\$21.5</b>	-35.5%
Median Sold/Ask Price Ratio		100.0%	<b>98.9%</b>	-1.1%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market		43	<b>59</b>	35.8%	42	<b>71</b>	69.0%
Active Listings		103	<b>132</b>	28.2%	n/a	<b>n/a</b>	n/a
Months of Supply		2.4	<b>2.9</b>	19.1%	n/a	<b>n/a</b>	n/a

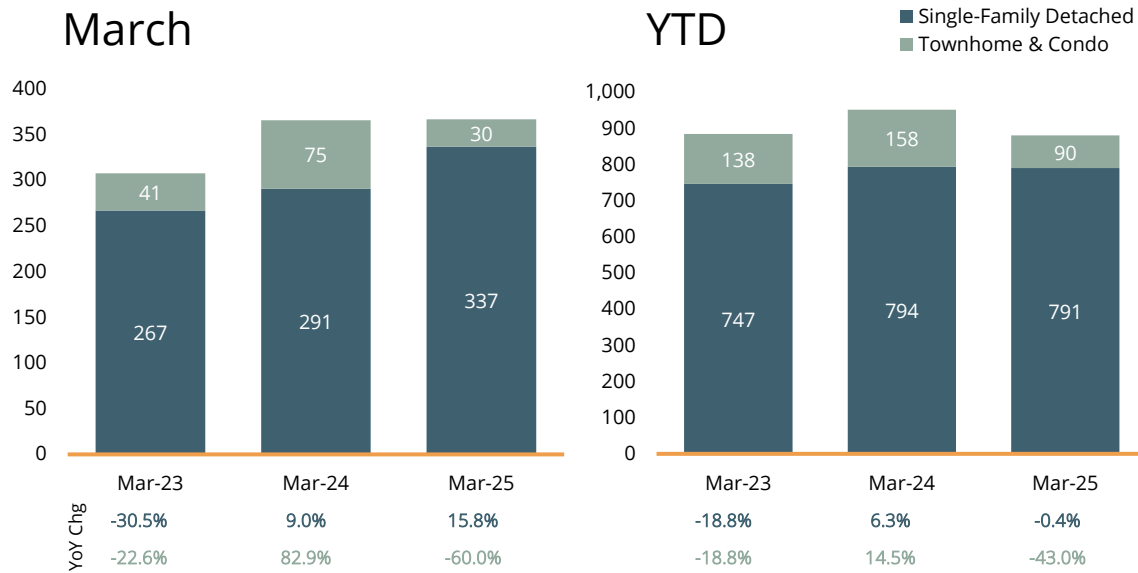
Sources: Virginia REALTORS®, data accessed April 15, 2025

# Sales

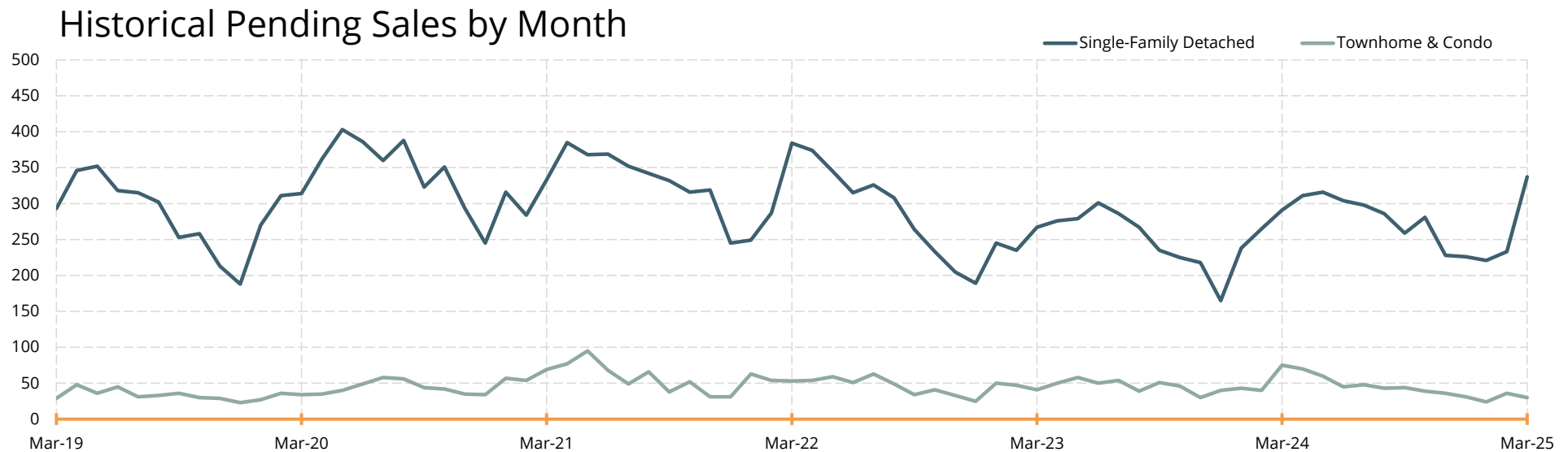




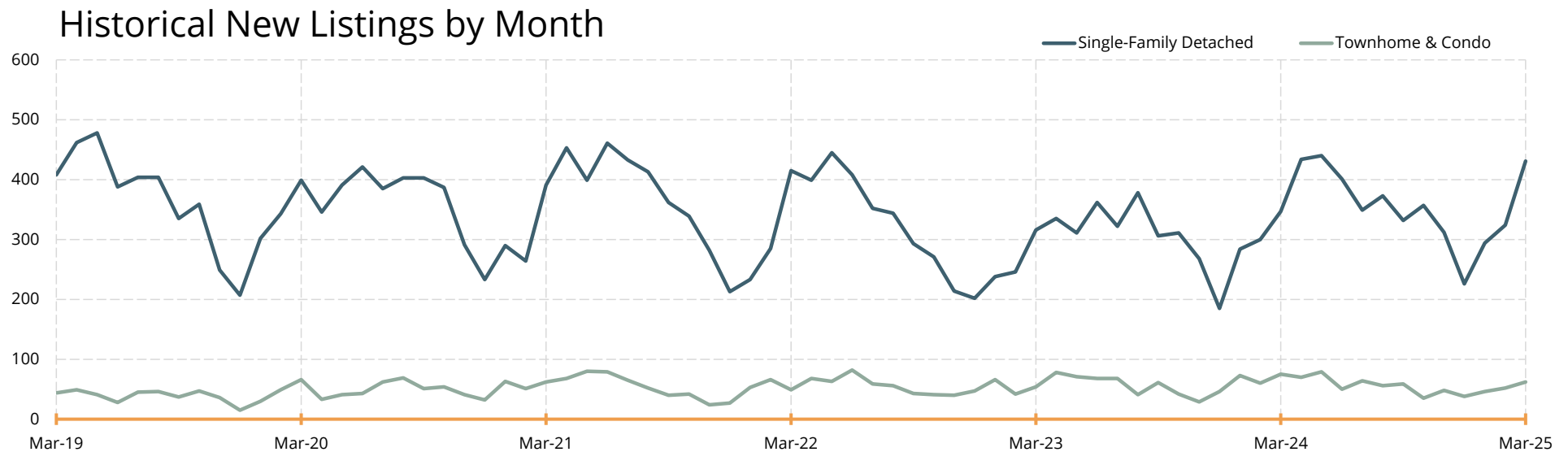
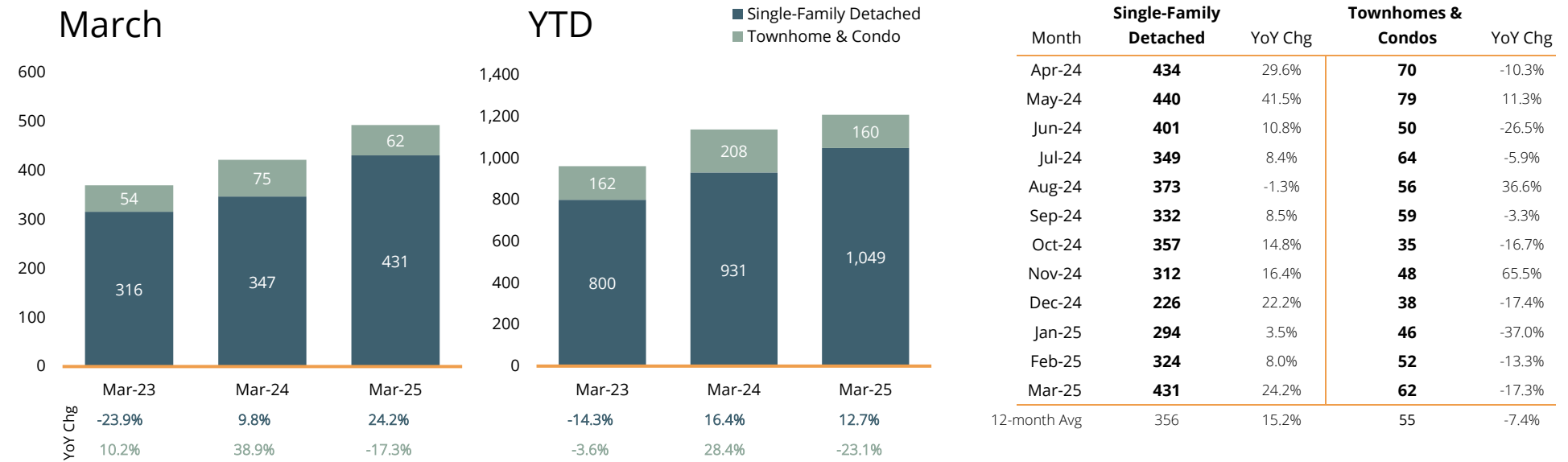
# Pending Sales



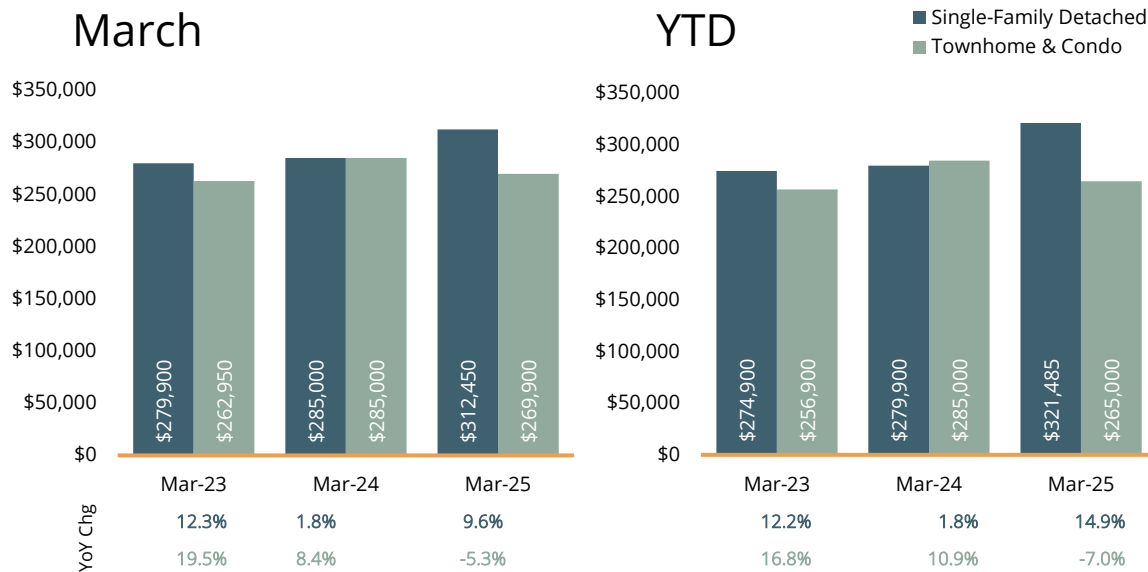
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-24	311	12.7%	70	40.0%
May-24	316	13.3%	60	3.4%
Jun-24	304	1.0%	45	-10.0%
Jul-24	298	4.2%	48	-11.1%
Aug-24	286	7.1%	43	10.3%
Sep-24	259	10.2%	44	-13.7%
Oct-24	281	24.9%	39	-15.2%
Nov-24	228	4.6%	36	20.0%
Dec-24	226	37.0%	31	-22.5%
Jan-25	221	-7.1%	24	-44.2%
Feb-25	233	-12.1%	36	-10.0%
Mar-25	337	15.8%	30	-60.0%
12-month Avg	275	8.3%	42	-12.2%



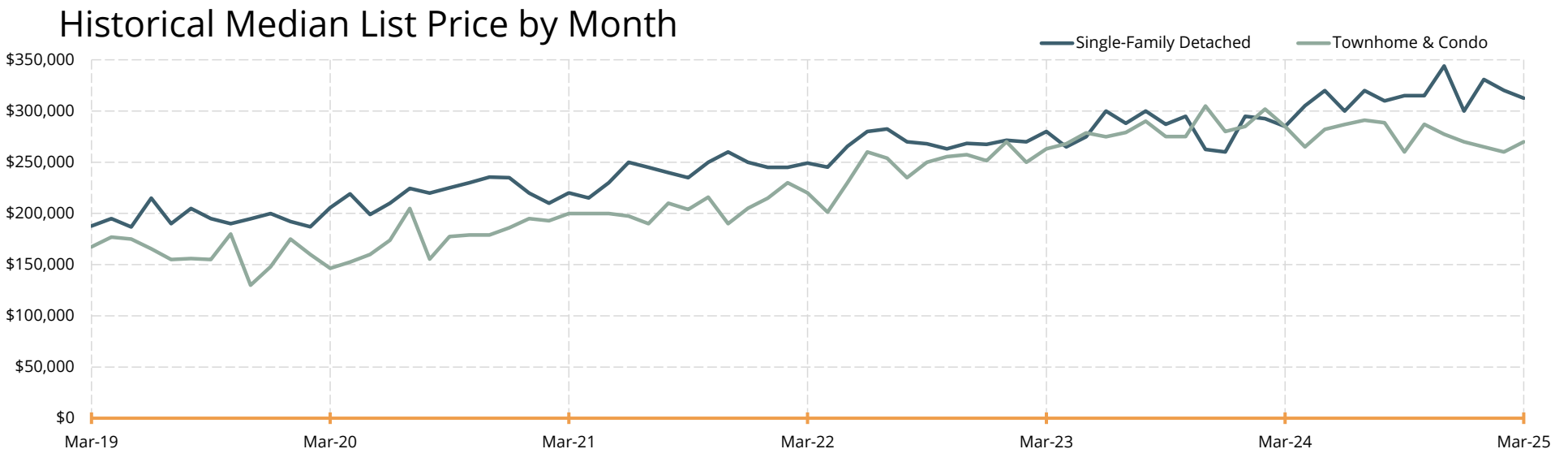
# New Listings



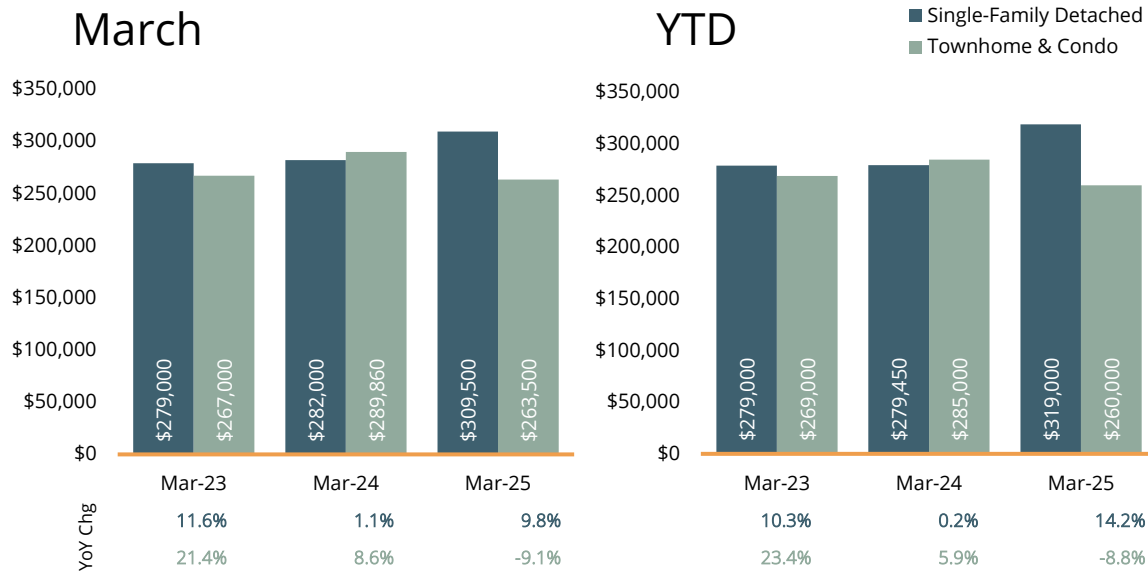
# Median List Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-25	\$312,450	9.6%	\$269,900	-5.3%
12-month Avg	\$315,993	11.4%	\$275,195	-2.8%

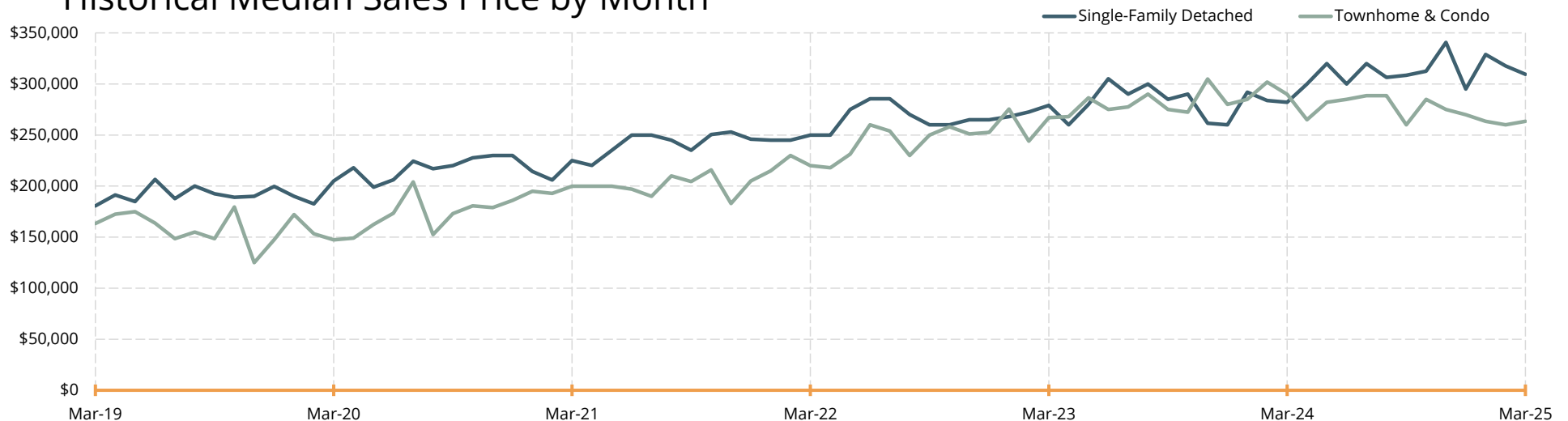


# Median Sales Price

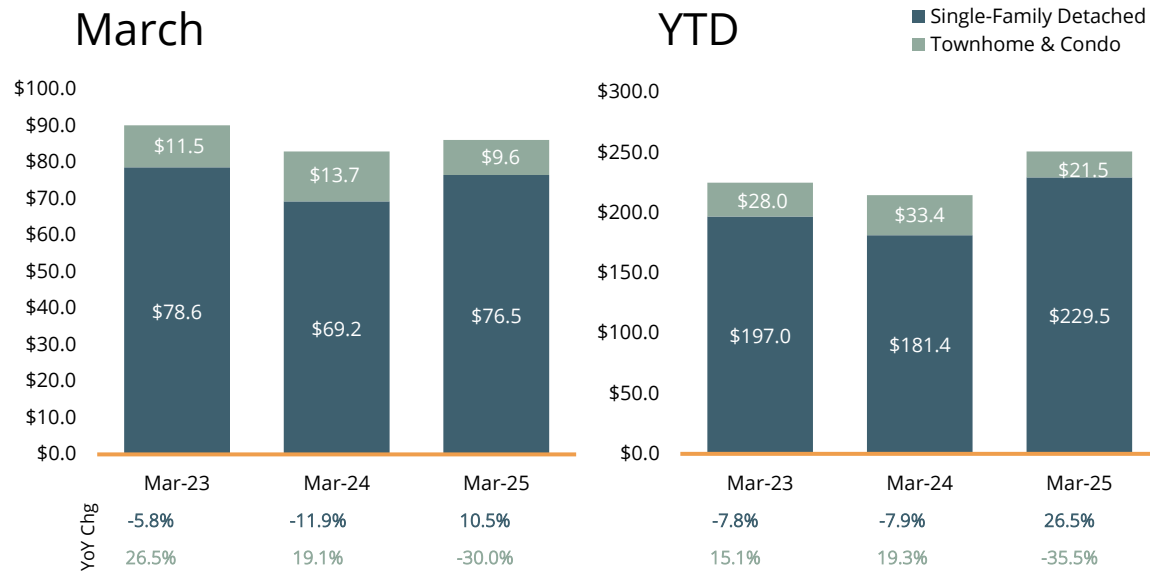


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-24	\$300,000	15.4%	\$265,000	-1.1%
May-24	\$319,950	14.3%	\$281,985	-1.6%
Jun-24	\$299,900	-1.7%	\$285,000	3.6%
Jul-24	\$320,000	10.3%	\$288,450	4.0%
Aug-24	\$306,500	2.2%	\$288,500	-0.5%
Sep-24	\$308,500	8.2%	\$259,900	-5.5%
Oct-24	\$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%
Mar-25	\$309,500	9.8%	\$263,500	-9.1%
12-month Avg	\$313,265	10.9%	\$273,803	-3.5%

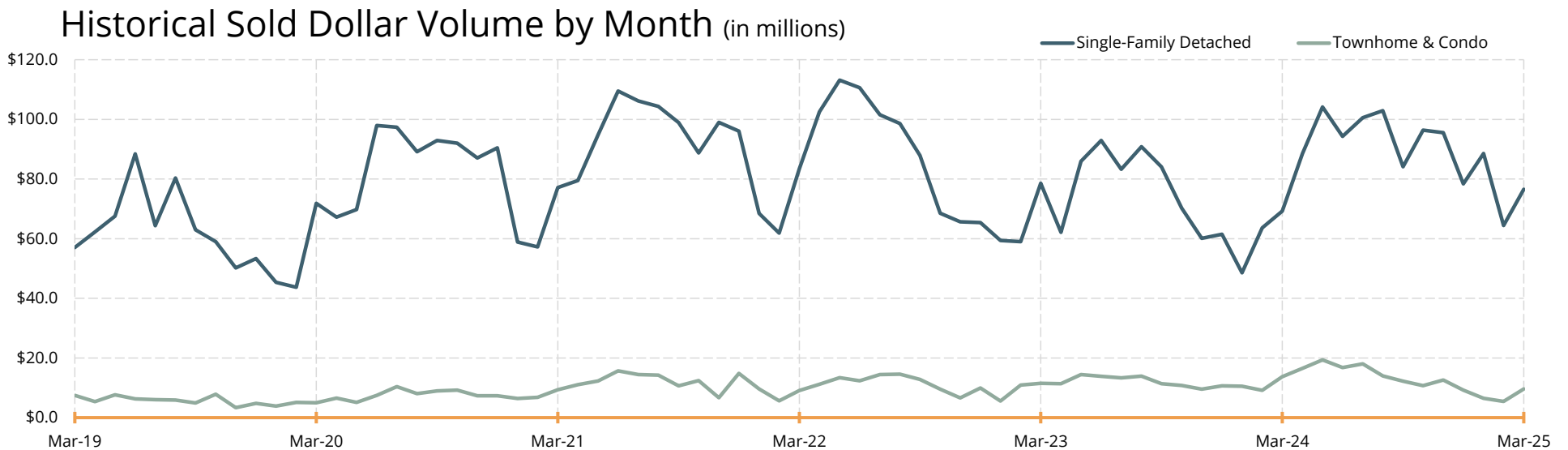
## Historical Median Sales Price by Month



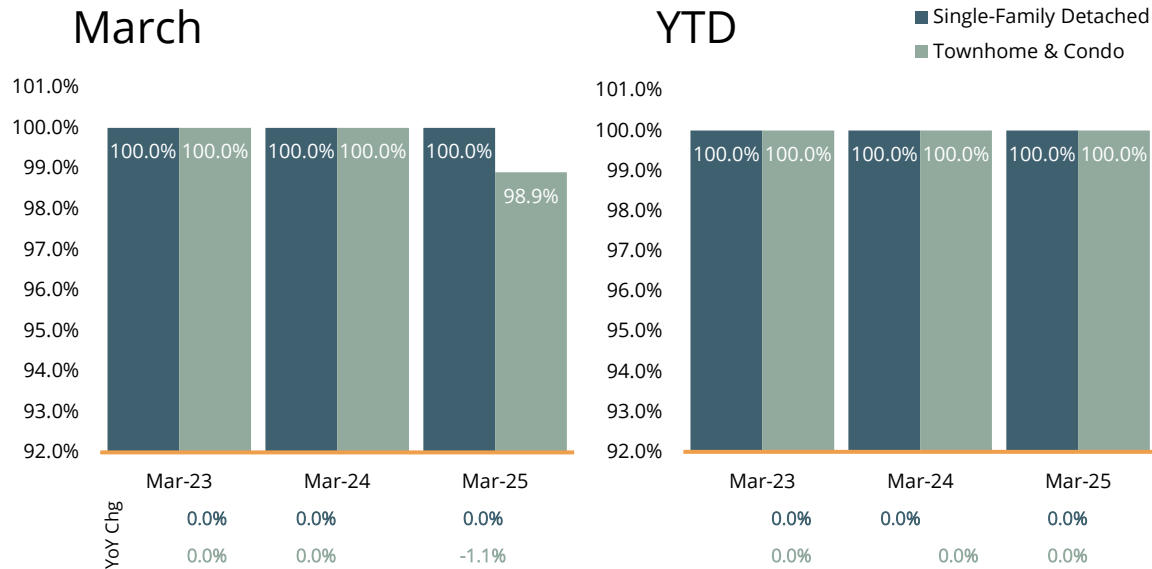
# Sold Dollar Volume (in millions)



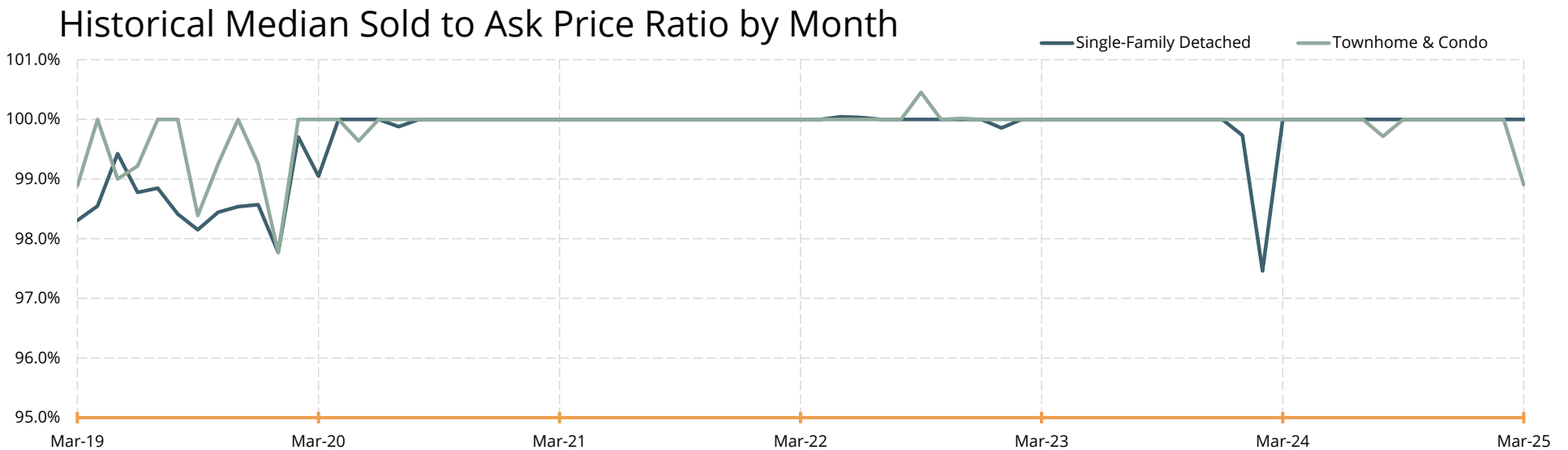
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-24	\$88.5	42.5%	\$16.5	45.2%
May-24	\$104.2	21.2%	\$19.4	34.0%
Jun-24	\$94.3	1.4%	\$16.8	21.1%
Jul-24	\$100.6	20.8%	\$18.0	34.8%
Aug-24	\$102.9	13.3%	\$14.0	0.3%
Sep-24	\$84.1	0.1%	\$12.2	7.7%
Oct-24	\$96.4	37.3%	\$10.7	-0.3%
Nov-24	\$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%
Mar-25	\$76.5	10.5%	\$9.6	-30.0%
12-month Avg	\$89.5	23.2%	\$12.6	5.8%



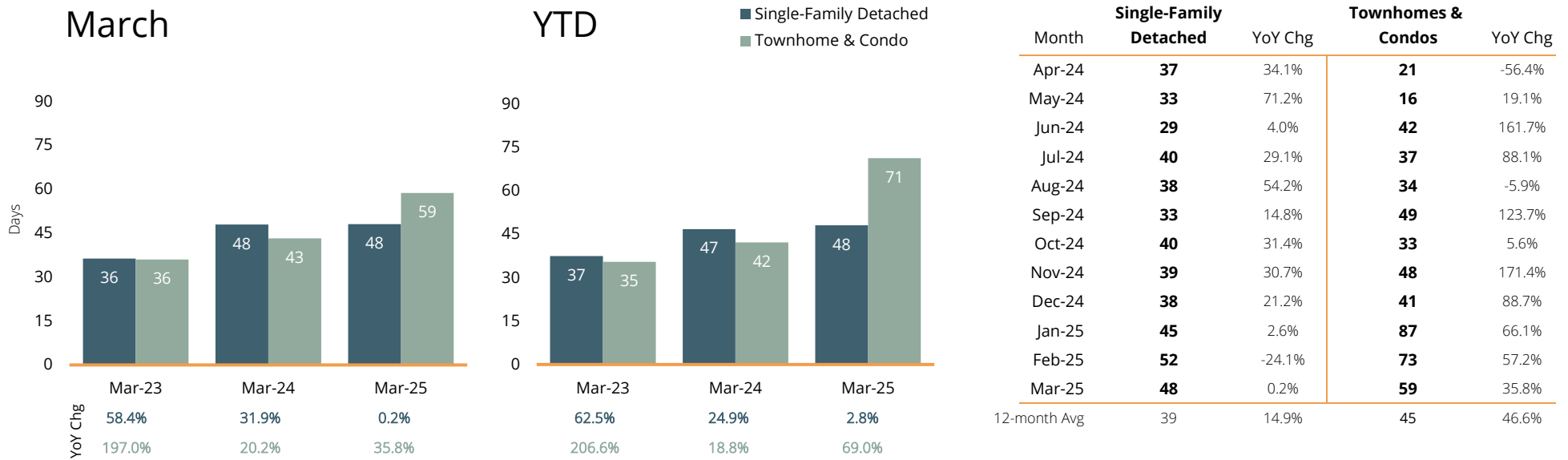
# Median Sold to Ask Price Ratio



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-25	100.0%	0.0%	98.9%	-1.1%
12-month Avg	100.0%	0.2%	99.9%	-0.1%



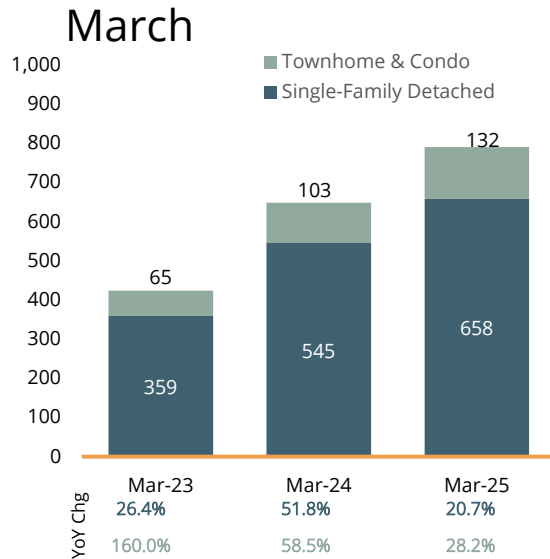
# Average Days on Market



## Historical Average Days on Market

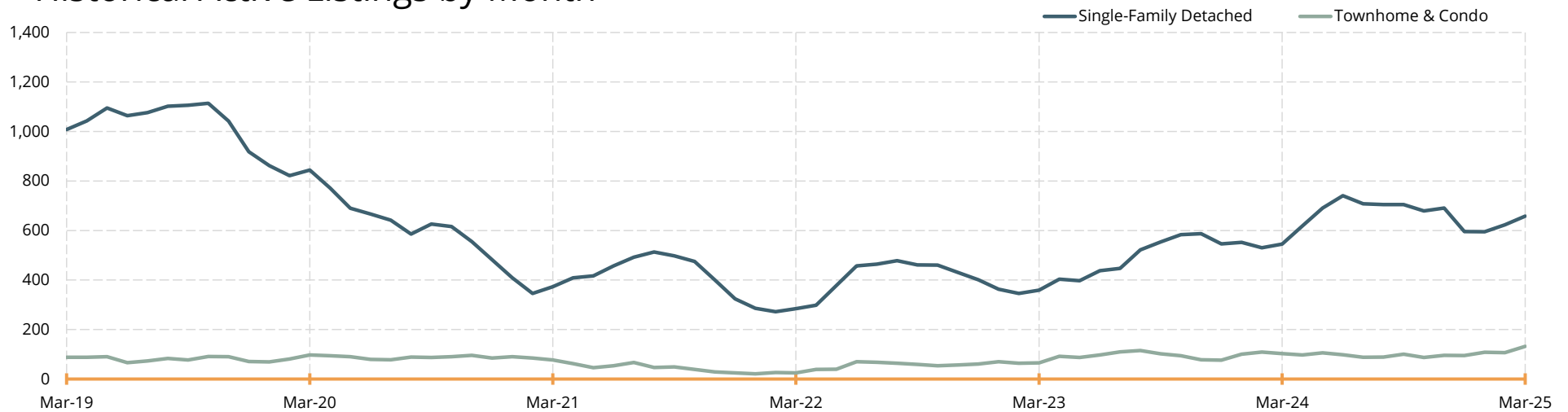


# Active Listings



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg		YoY Chg	
Apr-24	618	53.3%	97	5.4%
May-24	691	74.1%	106	21.8%
Jun-24	741	69.2%	98	1.0%
Jul-24	708	58.4%	88	-20.0%
Aug-24	705	35.1%	89	-22.6%
Sep-24	705	27.3%	100	-2.0%
Oct-24	679	16.5%	87	-7.4%
Nov-24	691	17.7%	96	23.1%
Dec-24	596	9.2%	95	25.0%
Jan-25	595	7.8%	108	8.0%
Feb-25	623	17.5%	107	-1.8%
Mar-25	658	20.7%	132	28.2%
12-month Avg	668	31.2%	100	3.4%

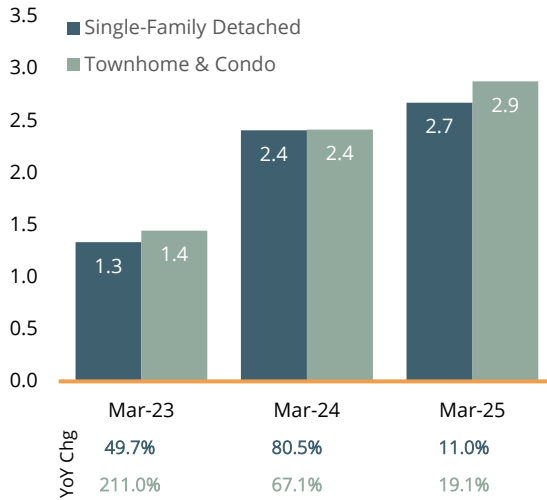
## Historical Active Listings by Month





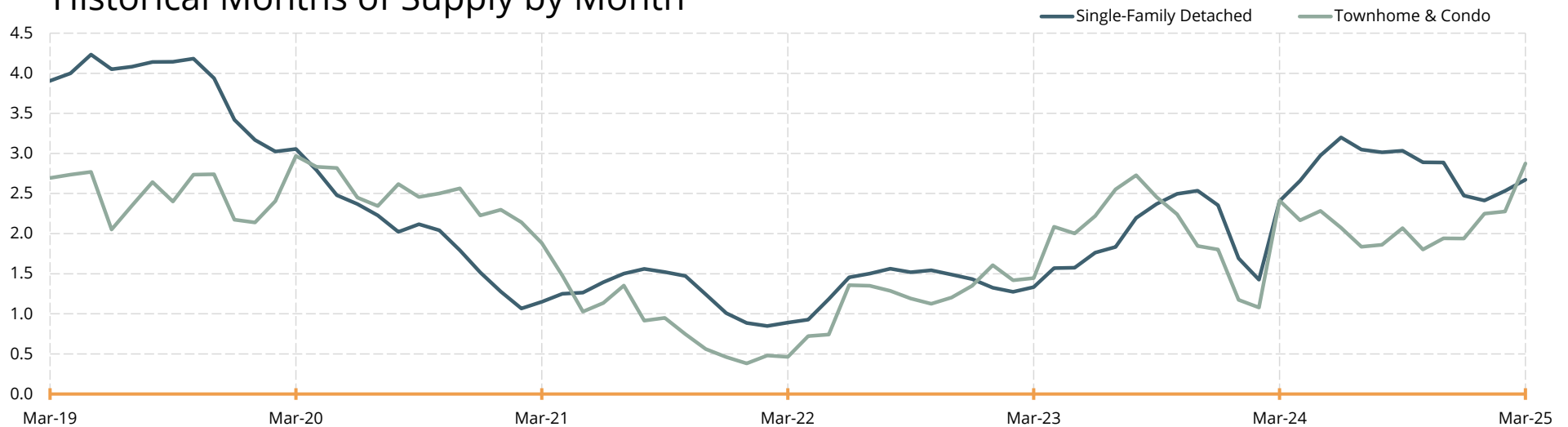
# Months of Supply

## March



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-25	2.7	11.0%	2.9	19.1%
12-month Avg	2.8	39.6%	2.1	3.1%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	31	<b>49</b>	58.1%	21	<b>26</b>	23.8%	\$225,000	<b>\$267,450</b>	18.9%	48	<b>74</b>	54.2%	2.0	<b>2.8</b>	37.8%
Appomattox County	17	<b>29</b>	70.6%	5	<b>12</b>	140.0%	\$249,000	<b>\$207,000</b>	-16.9%	61	<b>61</b>	0.0%	4.4	<b>3.8</b>	-12.6%
Bedford County	142	<b>151</b>	6.3%	87	<b>78</b>	-10.3%	\$340,000	<b>\$366,500</b>	7.8%	246	<b>282</b>	14.6%	2.7	<b>2.9</b>	9.0%
Campbell County	71	<b>105</b>	47.9%	55	<b>55</b>	0.0%	\$289,900	<b>\$325,000</b>	12.1%	145	<b>160</b>	10.3%	2.7	<b>2.9</b>	6.4%
Lynchburg	161	<b>159</b>	-1.2%	86	<b>75</b>	-12.8%	\$280,000	<b>\$272,000</b>	-2.9%	148	<b>213</b>	43.9%	1.7	<b>2.1</b>	27.2%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	86	<b>113</b>	31.4%	51	<b>72</b>	41.2%	\$237,450	<b>\$265,000</b>	11.6%	48	<b>74</b>	54.2%
Appomattox County	66	<b>63</b>	-4.5%	30	<b>41</b>	36.7%	\$293,700	<b>\$305,000</b>	3.8%	61	<b>61</b>	0.0%
Bedford County	382	<b>392</b>	2.6%	220	<b>218</b>	-0.9%	\$365,500	<b>\$400,000</b>	9.4%	246	<b>282</b>	14.6%
Campbell County	221	<b>249</b>	12.7%	129	<b>138</b>	7.0%	\$275,000	<b>\$314,950</b>	14.5%	145	<b>160</b>	10.3%
Lynchburg	384	<b>392</b>	2.1%	245	<b>221</b>	-9.8%	\$268,000	<b>\$265,000</b>	-1.1%	148	<b>213</b>	43.9%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	30	<b>49</b>	63.3%	21	<b>25</b>	19.0%	\$225,000	<b>\$274,900</b>	22.2%	47	<b>74</b>	57.4%	2.0	<b>2.8</b>	41.9%
Appomattox County	17	<b>29</b>	70.6%	5	<b>12</b>	140.0%	\$249,000	<b>\$207,000</b>	-16.9%	61	<b>61</b>	0.0%	4.4	<b>3.8</b>	-12.6%
Bedford County	126	<b>135</b>	7.1%	75	<b>70</b>	-6.7%	\$350,000	<b>\$377,500</b>	7.9%	222	<b>248</b>	11.7%	2.8	<b>2.9</b>	4.6%
Campbell County	59	<b>76</b>	28.8%	42	<b>43</b>	2.4%	\$297,450	<b>\$345,000</b>	16.0%	95	<b>97</b>	2.1%	2.2	<b>2.1</b>	-3.6%
Lynchburg	115	<b>142</b>	23.5%	66	<b>62</b>	-6.1%	\$255,000	<b>\$273,500</b>	7.3%	120	<b>178</b>	48.3%	1.8	<b>2.3</b>	33.5%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	85	<b>113</b>	32.9%	51	<b>71</b>	39.2%	\$237,450	<b>\$270,000</b>	13.7%	47	<b>74</b>	57.4%
Appomattox County	66	<b>63</b>	-4.5%	30	<b>41</b>	36.7%	\$293,700	<b>\$305,000</b>	3.8%	61	<b>61</b>	0.0%
Bedford County	338	<b>352</b>	4.1%	193	<b>199</b>	3.1%	\$369,000	<b>\$412,079</b>	11.7%	222	<b>248</b>	11.7%
Campbell County	169	<b>185</b>	9.5%	101	<b>110</b>	8.9%	\$275,000	<b>\$340,000</b>	23.6%	95	<b>97</b>	2.1%
Lynchburg	273	<b>336</b>	23.1%	185	<b>190</b>	2.7%	\$242,000	<b>\$266,000</b>	9.9%	120	<b>178</b>	48.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	1	<b>0</b>	-100.0%	0	<b>1</b>	n/a	\$0	<b>\$150,000</b>	n/a	1	<b>0</b>	-100.0%	3.0	<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	16	<b>16</b>	0.0%	12	<b>8</b>	-33.3%	\$312,750	<b>\$323,000</b>	3.3%	24	<b>34</b>	41.7%	1.9	<b>2.8</b>	46.5%
Campbell County	12	<b>29</b>	141.7%	13	<b>12</b>	-7.7%	\$282,000	<b>\$260,950</b>	-7.5%	50	<b>63</b>	26.0%	4.9	<b>6.5</b>	33.6%
Lynchburg	46	<b>17</b>	-63.0%	20	<b>13</b>	-35.0%	\$287,430	<b>\$265,000</b>	-7.8%	28	<b>35</b>	25.0%	1.4	<b>1.5</b>	4.1%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Amherst County	1	<b>0</b>	-100.0%	0	<b>1</b>	n/a	\$0	<b>\$150,000</b>	n/a	1	<b>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
Bedford County	44	<b>40</b>	-9.1%	27	<b>19</b>	-29.6%	\$361,000	<b>\$286,000</b>	-20.8%	24	<b>34</b>	41.7%
Campbell County	52	<b>64</b>	23.1%	28	<b>28</b>	0.0%	\$279,900	<b>\$261,000</b>	-6.8%	50	<b>63</b>	26.0%
Lynchburg	111	<b>56</b>	-49.5%	60	<b>31</b>	-48.3%	\$285,000	<b>\$253,500</b>	-11.1%	28	<b>35</b>	25.0%



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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.