

APRIL  
2025

# LARLYNCHBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®



# LAR Market Indicators Report

## Key Market Trends: April 2025

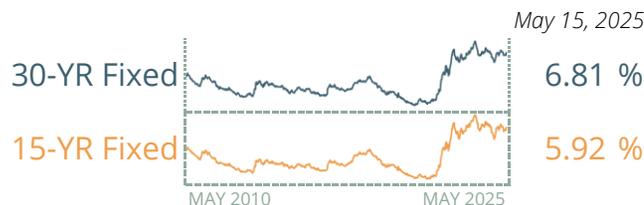
- › **Sales activity decreased in most areas of the LAR region compared to last April.** The LAR area recorded 297 home sales in April, 8.9% lower than the previous year, which is 29 fewer sales. Campbell County had 57 sales in April, eight fewer than last year (-12.3%). Sales activity in Amherst County (30 sales) and Lynchburg (106 sales) remained stagnant from last April.
- › **Most areas of the LAR market experienced an increase in pending sales compared to last year.** There were 441 pending sales throughout the LAR region in April, 60 more than last year, a 15.7% increase. Lynchburg recorded 147 pending sales in April, up 16.7% or 21 more than the previous year. Bedford County (+20.9%) and Campbell (+26.8%) also experienced an increase in pending sales activity compared to last April. However, the number of pending sales decreased year-over-year in Amherst County (-7.1%) and Appomattox County (-3.7%).
- › **Home prices were higher than last April in most parts of the LAR footprint.** In April, the median sales price in the LAR area was \$295,000, up 2.6% or \$7,550 from the prior year. Appomattox County's median sales price in April was \$283,000, a \$58,100 increase from last year (+25.8%). In Amherst County, the median sales price stood at \$247,450, a 12.2% difference from last April.
- › **The number of active listings continues to rise year-over-year.** There were 847 active listings at the end of April, 132 more than last year, signifying an 18.5% increase. Bedford County reported 342 active listings at the end of the month, which is 65 more than the previous year (+23.5%). At the end of April, Appomattox County had one more active listing than at the end of last April.



LAR Market Dashboard

YoY Chg	Apr-25	Indicator
▼ -8.9%	297	Sales
▲ 15.7%	441	Pending Sales
▲ 15.9%	584	New Listings
▲ 3.3%	\$299,500	Median List Price
▲ 2.6%	\$295,000	Median Sales Price
▲ 1.0%	\$168	Median Price Per Square Foot
▼ -6.2%	\$98.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 31.3%	44	Average Days on Market
▲ 18.5%	847	Active Listings
▲ 13.2%	2.9	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.

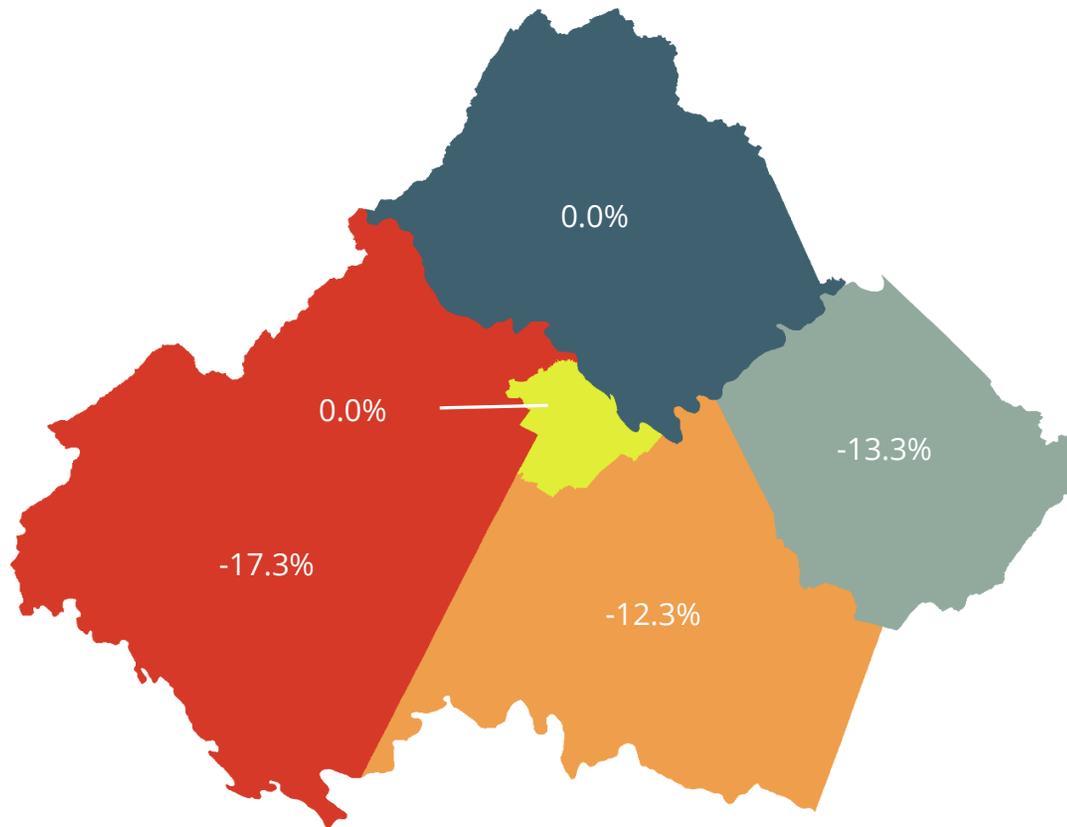
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - LAR Footprint



Jurisdiction	Total Sales		
	Apr-24	Apr-25	% Chg
Amherst County	30	30	0.0%
Appomattox County	15	13	-13.3%
Bedford County	110	91	-17.3%
Campbell County	65	57	-12.3%
Lynchburg	106	106	0.0%
<b>LAR</b>	<b>326</b>	<b>297</b>	<b>-8.9%</b>

# Total Market Overview



Key Metrics	2-year Trends		Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Apr-25						
Sales			326	<b>297</b>	-8.9%	1,001	<b>987</b>	-1.4%
Pending Sales			381	<b>441</b>	15.7%	1,333	<b>1,322</b>	-0.8%
New Listings			504	<b>584</b>	15.9%	1,643	<b>1,793</b>	9.1%
Median List Price			\$289,900	<b>\$299,500</b>	3.3%	\$285,000	<b>\$299,900</b>	5.2%
Median Sales Price			\$287,450	<b>\$295,000</b>	2.6%	\$285,000	<b>\$299,900</b>	5.2%
Median Price Per Square Foot			\$166	<b>\$168</b>	1.0%	\$167	<b>\$173</b>	3.5%
Sold Dollar Volume (in millions)			\$105.1	<b>\$98.5</b>	-6.2%	\$319.9	<b>\$349.6</b>	9.3%
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			34	<b>44</b>	31.3%	42	<b>49</b>	15.6%
Active Listings			715	<b>847</b>	18.5%	n/a	<b>n/a</b>	n/a
Months of Supply			2.6	<b>2.9</b>	13.2%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Apr-25						
Sales			261	<b>269</b>	3.1%	821	<b>880</b>	7.2%
Pending Sales			311	<b>374</b>	20.3%	1,105	<b>1,165</b>	5.4%
New Listings			434	<b>488</b>	12.4%	1,365	<b>1,537</b>	12.6%
Median List Price			\$305,000	<b>\$299,900</b>	-1.7%	\$289,950	<b>\$312,000</b>	7.6%
Median Sales Price			\$300,000	<b>\$299,900</b>	0.0%	\$287,500	<b>\$309,950</b>	7.8%
Median Price Per Square Foot			\$164	<b>\$167</b>	1.9%	\$161	<b>\$171</b>	6.3%
Sold Dollar Volume (in millions)			\$88.5	<b>\$90.8</b>	2.5%	\$270.0	<b>\$320.2</b>	18.6%
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			37	<b>45</b>	21.7%	44	<b>47</b>	7.4%
Active Listings			618	<b>702</b>	13.6%	n/a	<b>n/a</b>	n/a
Months of Supply			2.7	<b>2.8</b>	6.8%	n/a	<b>n/a</b>	n/a

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

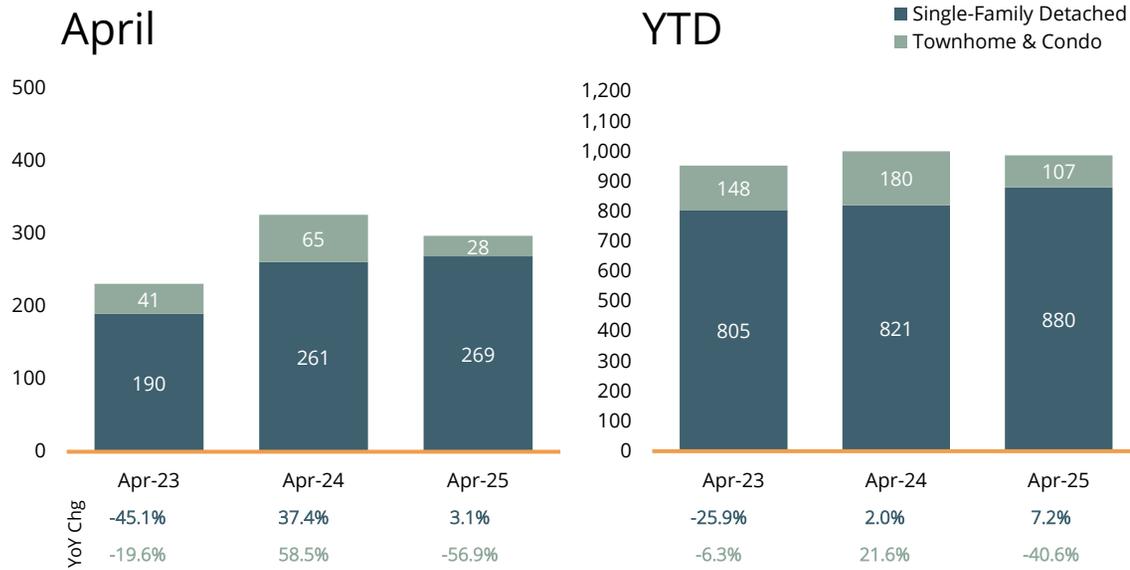
# Townhome & Condo Market Overview



Key Metrics	2-year Trends		Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Apr-25						
Sales			65	<b>28</b>	-56.9%	180	<b>107</b>	-40.6%
Pending Sales			70	<b>67</b>	-4.3%	228	<b>157</b>	-31.1%
New Listings			70	<b>96</b>	37.1%	278	<b>256</b>	-7.9%
Median List Price			\$265,000	<b>\$288,000</b>	8.7%	\$280,000	<b>\$269,900</b>	-3.6%
Median Sales Price			\$265,000	<b>\$283,000</b>	6.8%	\$280,000	<b>\$265,000</b>	-5.4%
Median Price Per Square Foot			\$172	<b>\$168</b>	-2.5%	\$181	<b>\$182</b>	1.0%
Sold Dollar Volume (in millions)			\$16.5	<b>\$7.8</b>	-52.8%	\$49.9	<b>\$29.3</b>	-41.3%
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			21	<b>38</b>	82.0%	35	<b>63</b>	81.2%
Active Listings			97	<b>145</b>	49.5%	n/a	<b>n/a</b>	n/a
Months of Supply			2.2	<b>3.4</b>	56.2%	n/a	<b>n/a</b>	n/a

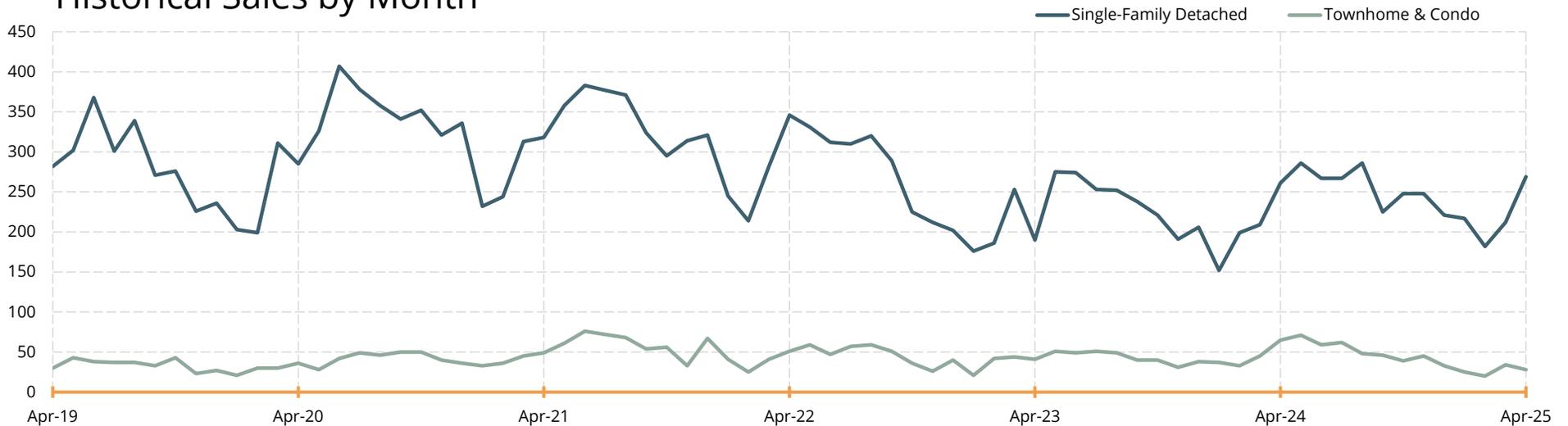
Sources: Virginia REALTORS®, data accessed May 15, 2025

# Sales

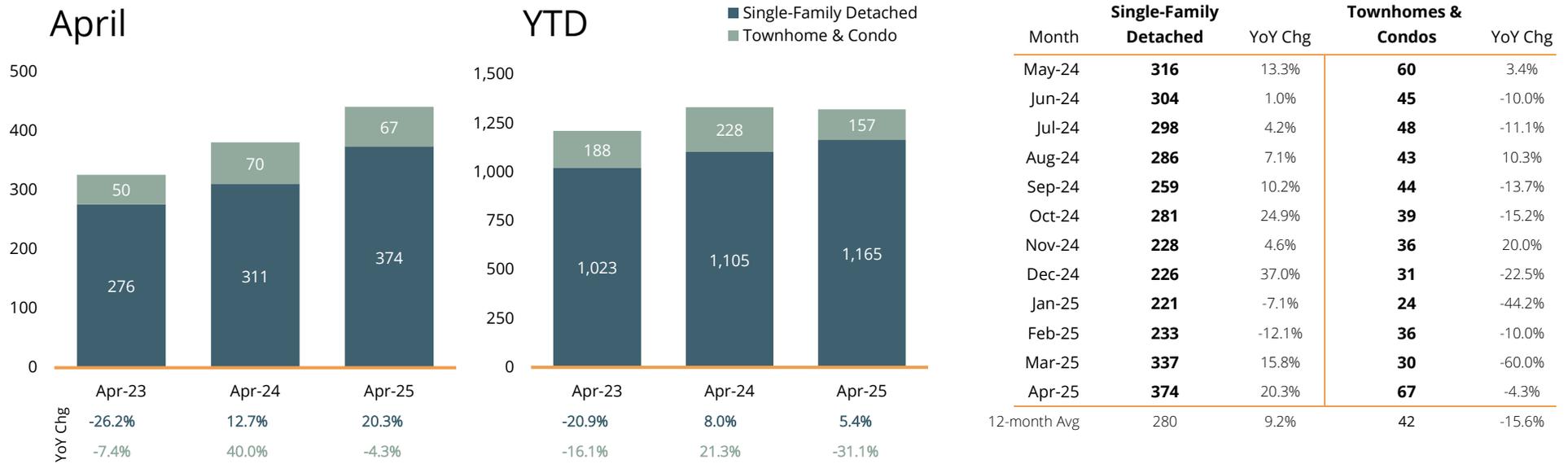


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-24	286	4.0%	71	39.2%
Jun-24	267	-2.6%	59	20.4%
Jul-24	267	5.5%	62	21.6%
Aug-24	286	13.5%	48	-2.0%
Sep-24	225	-5.5%	46	15.0%
Oct-24	248	12.2%	39	-2.5%
Nov-24	248	29.8%	45	45.2%
Dec-24	221	7.3%	33	-13.2%
Jan-25	217	42.8%	25	-32.4%
Feb-25	182	-8.5%	20	-39.4%
Mar-25	212	1.4%	34	-24.4%
Apr-25	269	3.1%	28	-56.9%
12-month Avg	244	7.2%	43	-3.6%

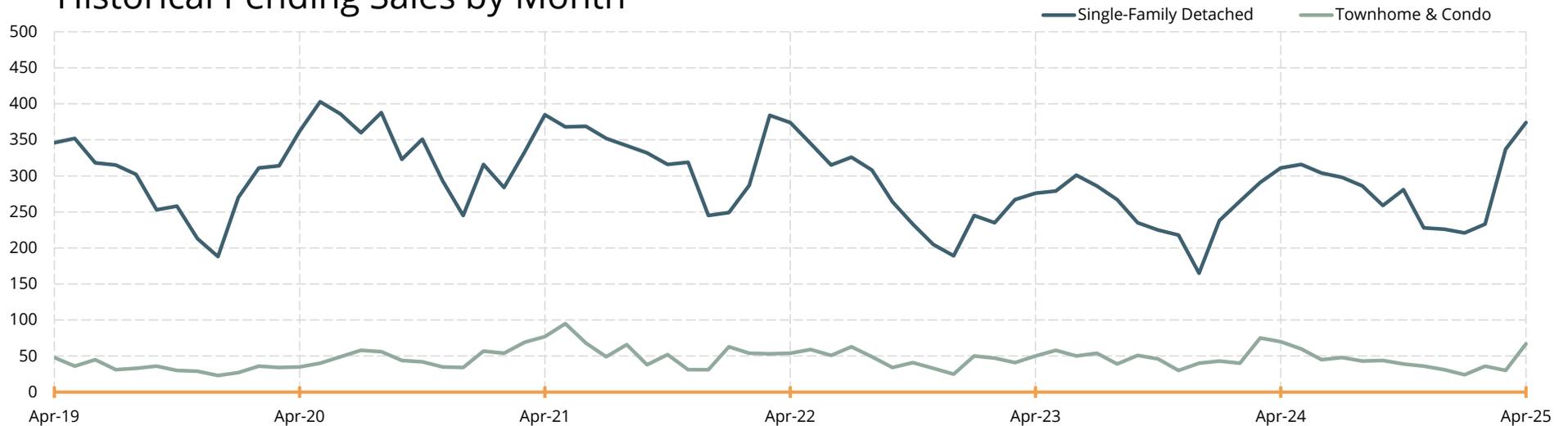
## Historical Sales by Month



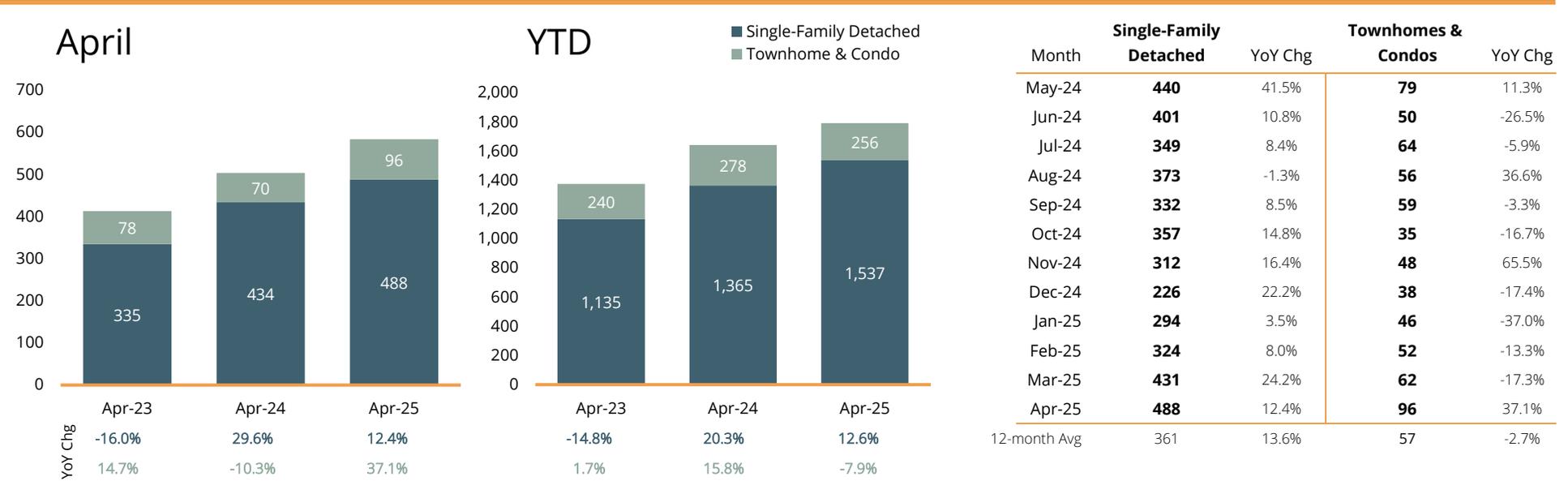
# Pending Sales



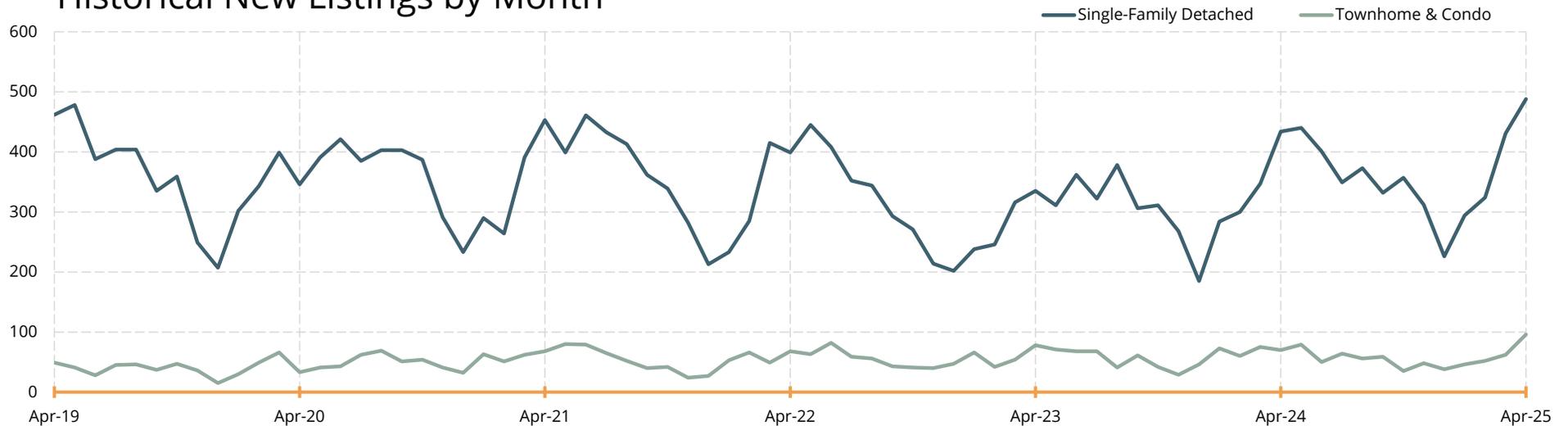
## Historical Pending Sales by Month



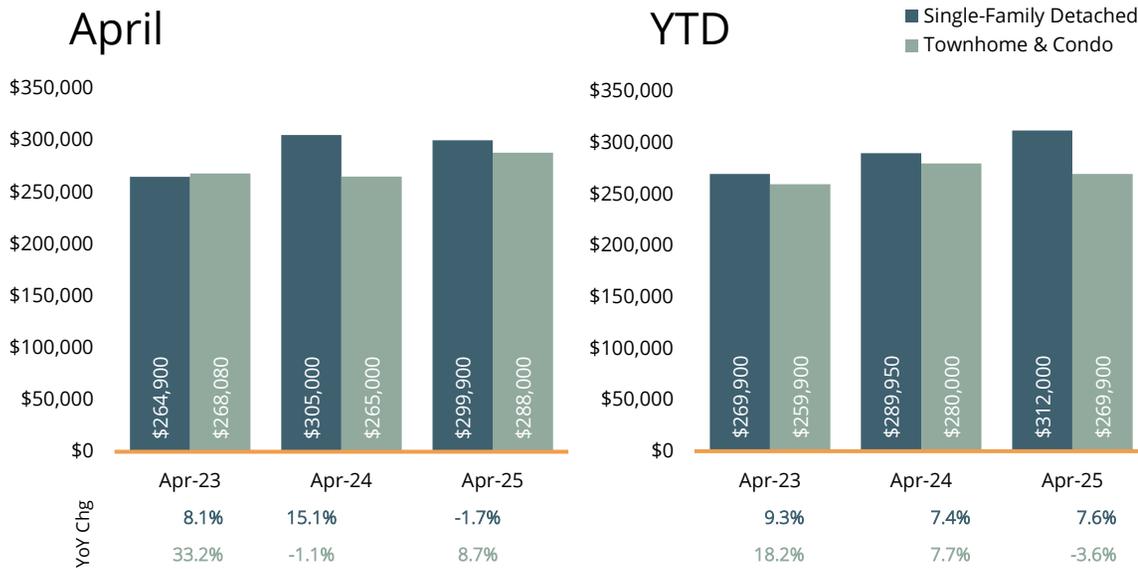
# New Listings



## Historical New Listings by Month

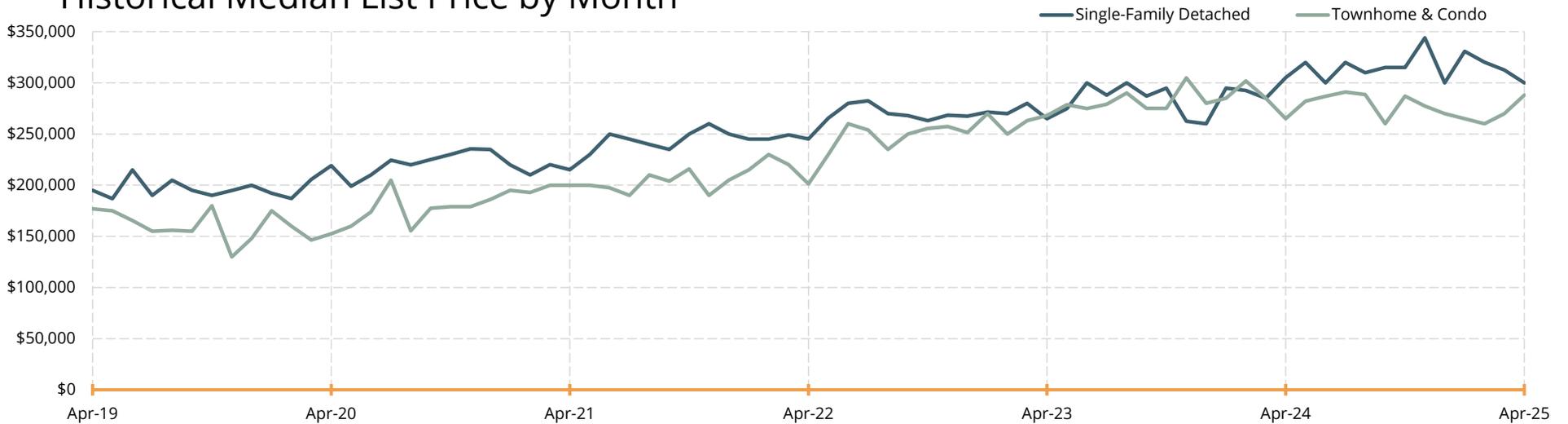


# Median List Price



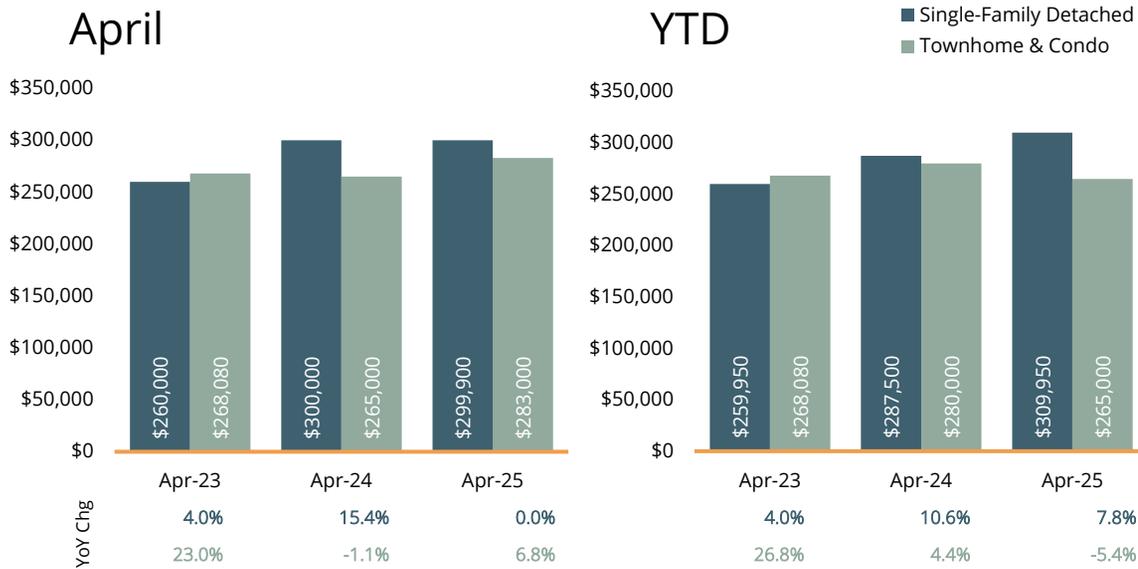
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-24	<b>\$319,900</b>	16.4%	<b>\$281,985</b>	1.2%
Jun-24	<b>\$299,900</b>	0.0%	<b>\$286,900</b>	4.4%
Jul-24	<b>\$319,900</b>	11.1%	<b>\$290,950</b>	4.3%
Aug-24	<b>\$309,900</b>	3.3%	<b>\$288,500</b>	-0.5%
Sep-24	<b>\$314,990</b>	9.8%	<b>\$259,900</b>	-5.5%
Oct-24	<b>\$315,000</b>	6.8%	<b>\$287,000</b>	4.4%
Nov-24	<b>\$343,950</b>	31.0%	<b>\$277,400</b>	-9.0%
Dec-24	<b>\$299,950</b>	15.4%	<b>\$269,900</b>	-3.6%
Jan-25	<b>\$330,785</b>	12.2%	<b>\$265,000</b>	-7.0%
Feb-25	<b>\$320,193</b>	9.5%	<b>\$259,900</b>	-13.9%
Mar-25	<b>\$312,450</b>	9.6%	<b>\$269,900</b>	-5.3%
Apr-25	<b>\$299,900</b>	-1.7%	<b>\$288,000</b>	8.7%
12-month Avg	\$315,568	9.9%	\$277,111	-2.0%

## Historical Median List Price by Month



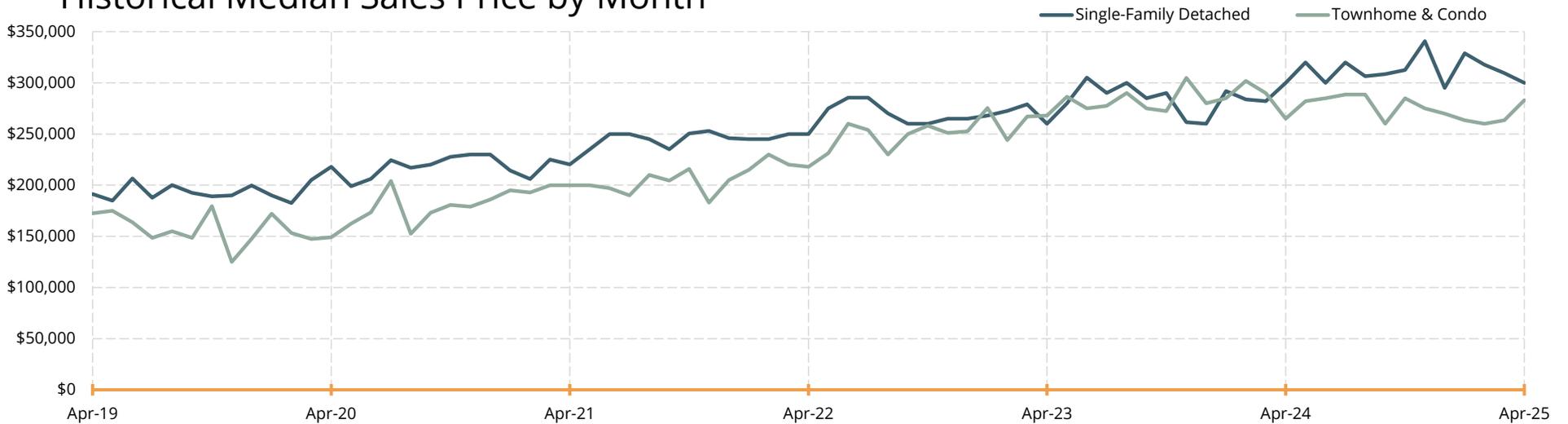
Sources: Virginia REALTORS®, data accessed May 15, 2025

# Median Sales Price



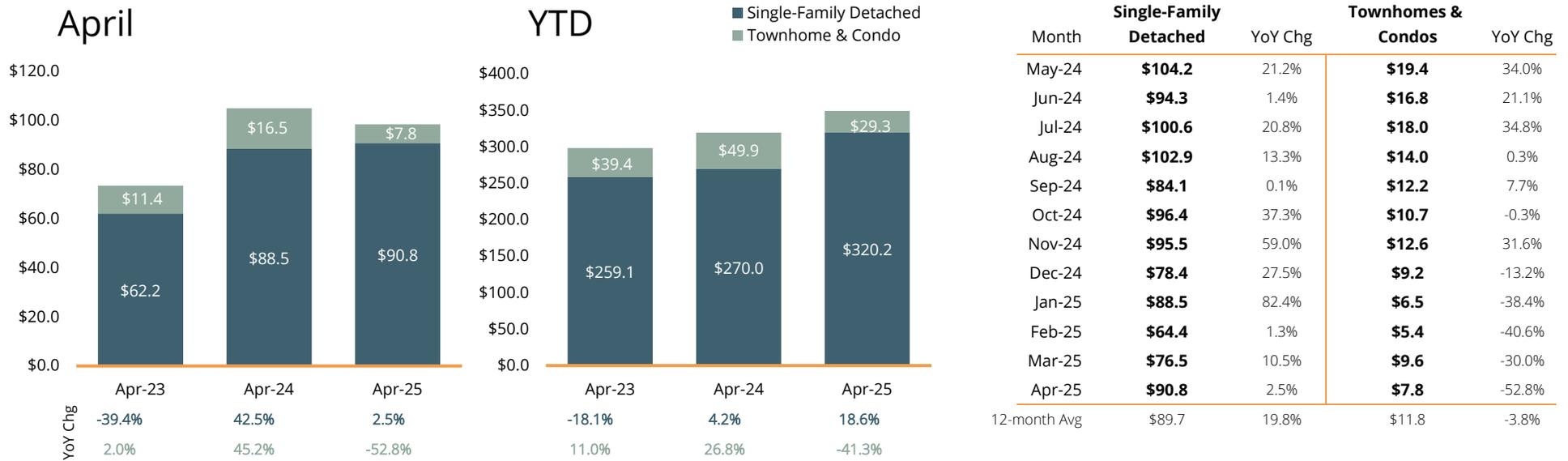
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-24	<b>\$319,950</b>	14.3%	<b>\$281,985</b>	-1.6%
Jun-24	<b>\$299,900</b>	-1.7%	<b>\$285,000</b>	3.6%
Jul-24	<b>\$320,000</b>	10.3%	<b>\$288,450</b>	4.0%
Aug-24	<b>\$306,500</b>	2.2%	<b>\$288,500</b>	-0.5%
Sep-24	<b>\$308,500</b>	8.2%	<b>\$259,900</b>	-5.5%
Oct-24	<b>\$312,500</b>	7.8%	<b>\$285,000</b>	4.6%
Nov-24	<b>\$340,693</b>	30.3%	<b>\$275,000</b>	-9.8%
Dec-24	<b>\$295,000</b>	13.5%	<b>\$269,900</b>	-3.6%
Jan-25	<b>\$328,900</b>	12.6%	<b>\$263,500</b>	-7.5%
Feb-25	<b>\$317,743</b>	12.0%	<b>\$259,900</b>	-13.9%
Mar-25	<b>\$309,500</b>	9.8%	<b>\$263,500</b>	-9.1%
Apr-25	<b>\$299,900</b>	0.0%	<b>\$283,000</b>	6.8%
12-month Avg	\$313,257	9.6%	\$275,303	-2.9%

## Historical Median Sales Price by Month

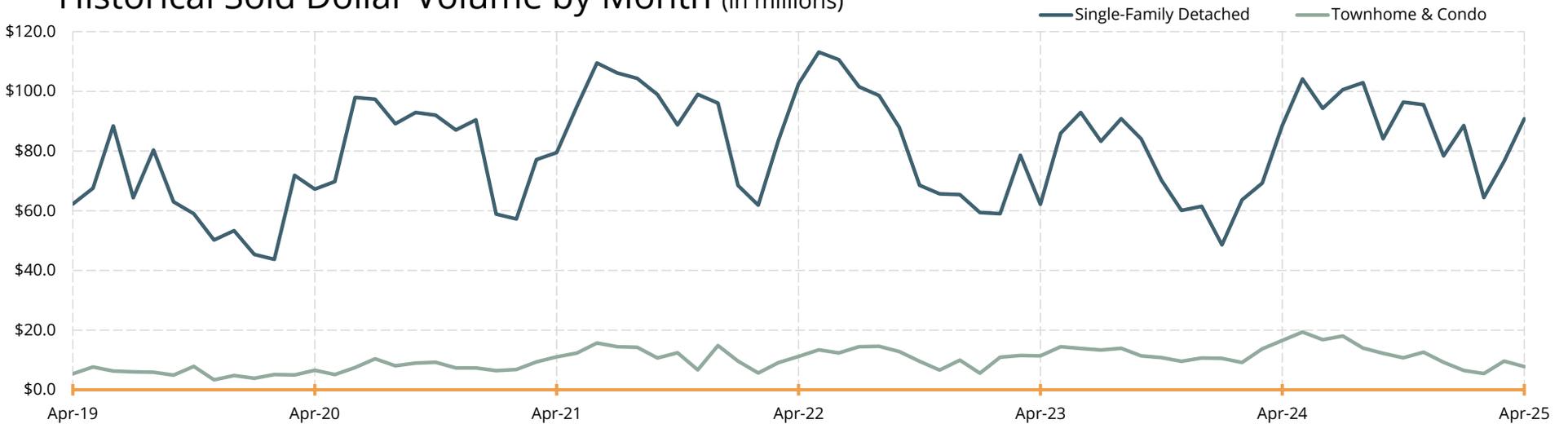


Sources: Virginia REALTORS®, data accessed May 15, 2025

# Sold Dollar Volume (in millions)

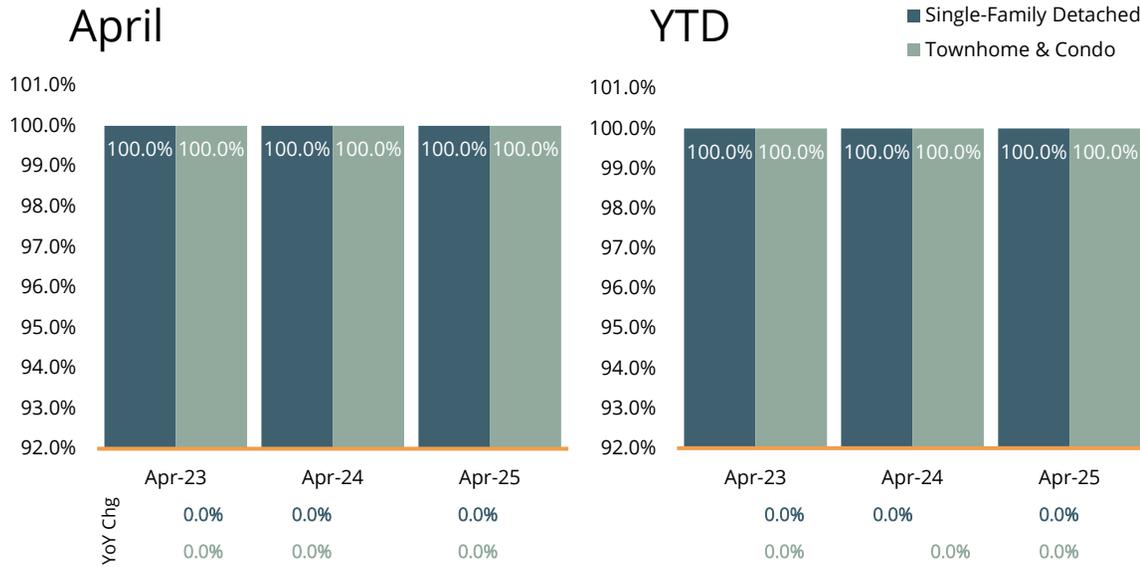


## Historical Sold Dollar Volume by Month (in millions)



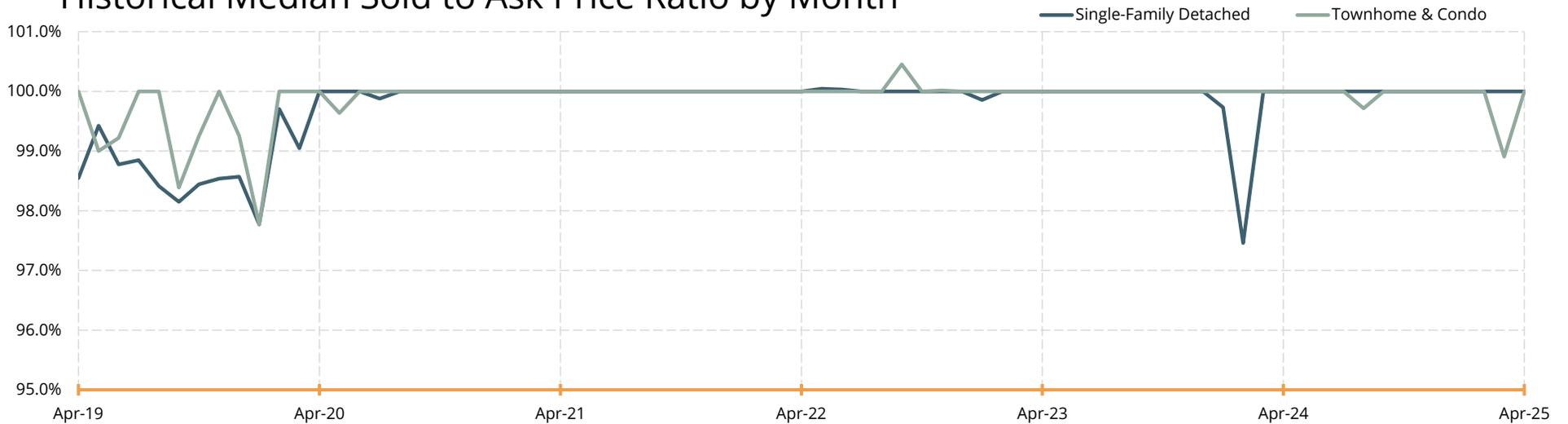
Sources: Virginia REALTORS®, data accessed May 15, 2025

# Median Sold to Ask Price Ratio

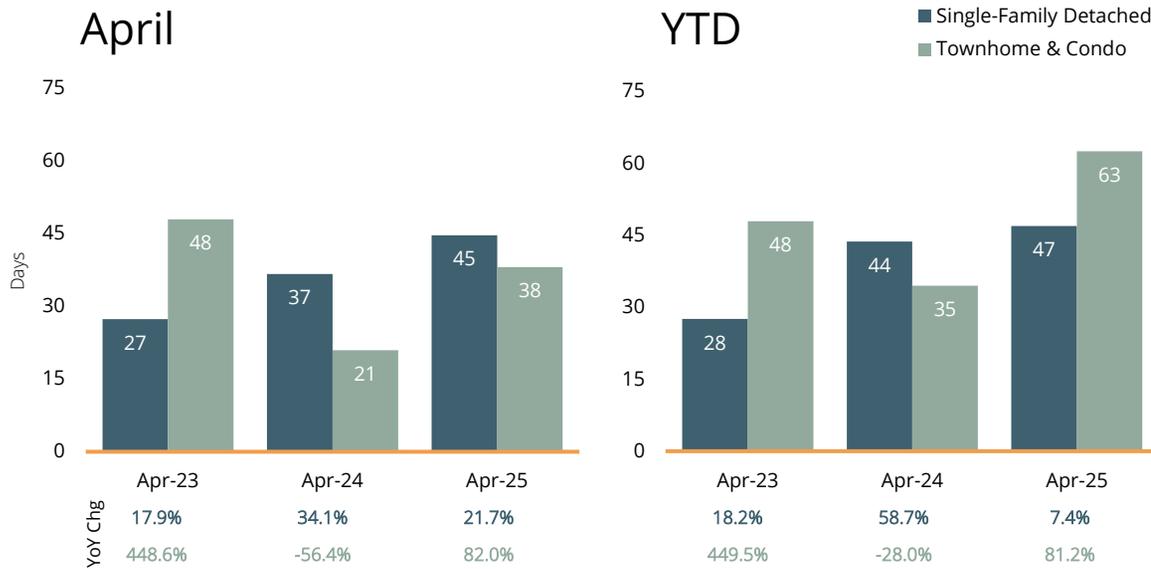


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-24	100.0%	0.0%	100.0%	0.0%
Jun-24	100.0%	0.0%	100.0%	0.0%
Jul-24	100.0%	0.0%	100.0%	0.0%
Aug-24	100.0%	0.0%	99.7%	-0.3%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	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%
Apr-25	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	0.2%	99.9%	-0.1%

## Historical Median Sold to Ask Price Ratio by Month



# Average Days on Market

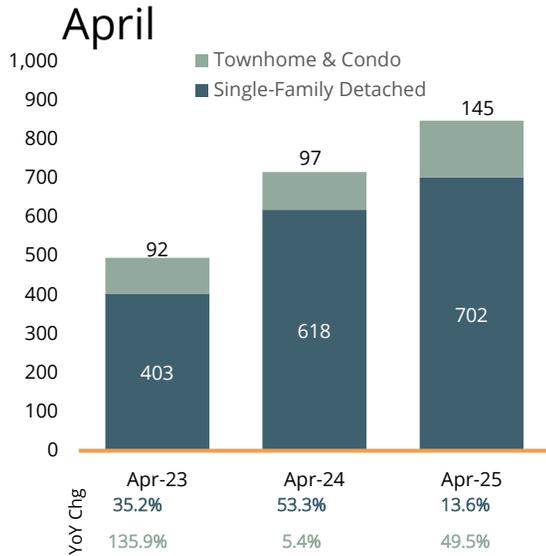


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-24	33	71.2%	16	19.1%
Jun-24	29	4.0%	42	161.7%
Jul-24	40	29.1%	37	88.1%
Aug-24	38	54.2%	34	-5.9%
Sep-24	33	14.8%	49	123.7%
Oct-24	40	31.4%	33	5.6%
Nov-24	39	30.7%	48	171.4%
Dec-24	38	21.2%	41	88.7%
Jan-25	45	2.6%	87	66.1%
Feb-25	52	-24.1%	73	57.2%
Mar-25	48	0.2%	59	35.8%
Apr-25	45	21.7%	38	82.0%
12-month Avg	40	14.2%	46	63.3%

## Historical Average Days on Market

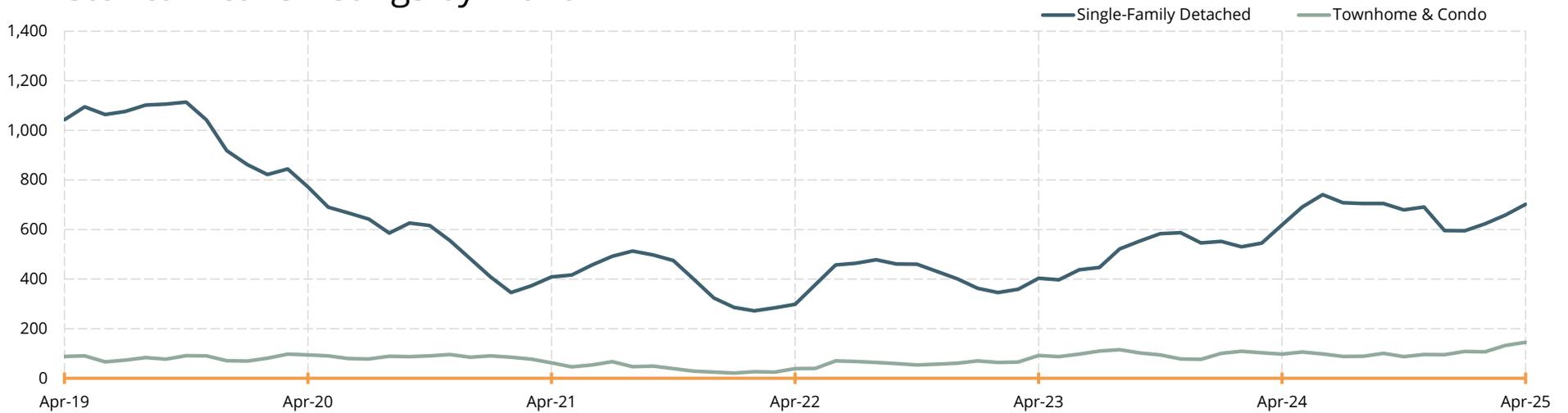


# Active Listings



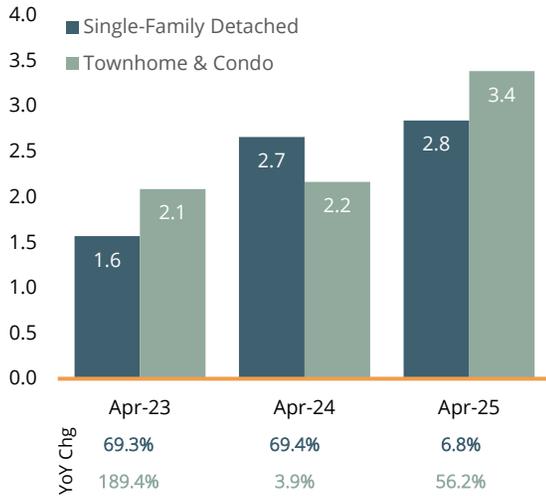
Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
May-24	691	74.1%	106	21.8%
Jun-24	741	69.2%	98	1.0%
Jul-24	708	58.4%	88	-20.0%
Aug-24	705	35.1%	89	-22.6%
Sep-24	705	27.3%	100	-2.0%
Oct-24	679	16.5%	87	-7.4%
Nov-24	691	17.7%	96	23.1%
Dec-24	596	9.2%	95	25.0%
Jan-25	595	7.8%	108	8.0%
Feb-25	623	17.5%	107	-1.8%
Mar-25	658	20.7%	132	28.2%
Apr-25	702	13.6%	145	49.5%
12-month Avg	675	28.1%	104	7.1%

## Historical Active Listings by Month



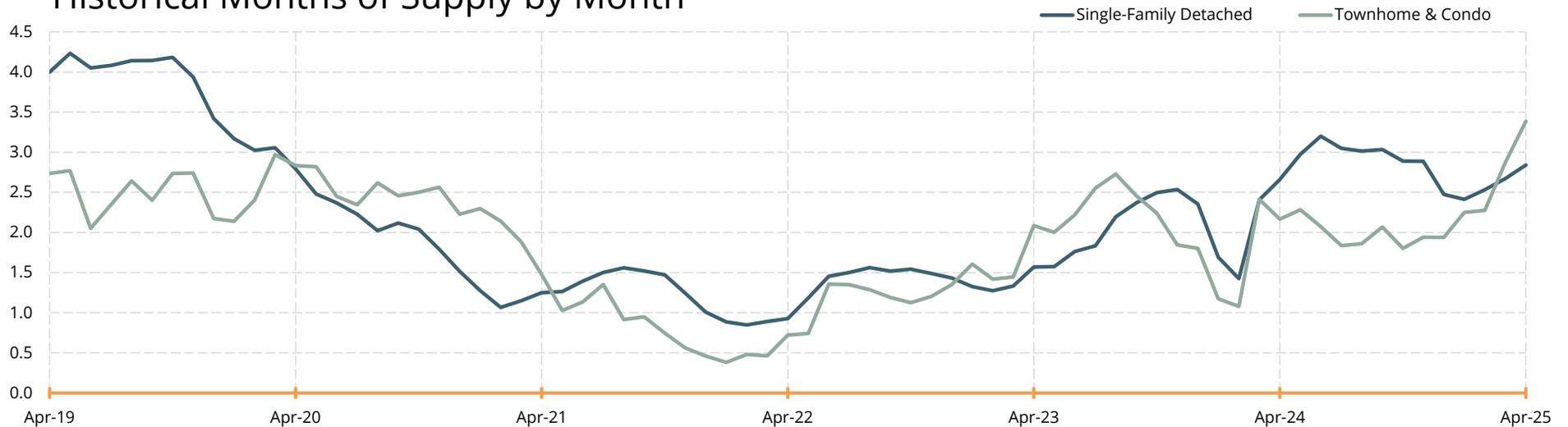
# Months of Supply

## April



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Apr-25	2.8	6.8%	3.4	56.2%
12-month Avg	2.8	34.3%	2.2	7.7%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	54	<b>40</b>	-25.9%	30	<b>30</b>	0.0%	\$281,900	<b>\$247,450</b>	-12.2%	61	<b>69</b>	13.1%	2.4	<b>2.6</b>	7.1%
Appomattox County	22	<b>27</b>	22.7%	15	<b>13</b>	-13.3%	\$224,900	<b>\$283,000</b>	25.8%	55	<b>56</b>	1.8%	3.9	<b>3.5</b>	-8.9%
Bedford County	166	<b>226</b>	36.1%	110	<b>91</b>	-17.3%	\$350,000	<b>\$379,900</b>	8.5%	277	<b>342</b>	23.5%	2.9	<b>3.6</b>	22.8%
Campbell County	85	<b>113</b>	32.9%	65	<b>57</b>	-12.3%	\$270,000	<b>\$286,000</b>	5.9%	148	<b>163</b>	10.1%	2.7	<b>3.0</b>	9.1%
Lynchburg	177	<b>178</b>	0.6%	106	<b>106</b>	0.0%	\$258,000	<b>\$257,700</b>	-0.1%	174	<b>217</b>	24.7%	1.9	<b>2.2</b>	13.4%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	140	<b>153</b>	9.3%	81	<b>102</b>	25.9%	\$255,000	<b>\$258,250</b>	1.3%	61	<b>69</b>	13.1%
Appomattox County	88	<b>90</b>	2.3%	45	<b>54</b>	20.0%	\$279,900	<b>\$299,000</b>	6.8%	55	<b>56</b>	1.8%
Bedford County	548	<b>618</b>	12.8%	330	<b>309</b>	-6.4%	\$363,000	<b>\$392,500</b>	8.1%	277	<b>342</b>	23.5%
Campbell County	306	<b>362</b>	18.3%	194	<b>195</b>	0.5%	\$275,000	<b>\$299,000</b>	8.7%	148	<b>163</b>	10.1%
Lynchburg	561	<b>570</b>	1.6%	351	<b>327</b>	-6.8%	\$266,500	<b>\$260,000</b>	-2.4%	174	<b>217</b>	24.7%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	51	<b>40</b>	-21.6%	30	<b>30</b>	0.0%	\$281,900	<b>\$247,450</b>	-12.2%	60	<b>69</b>	15.0%	2.4	<b>2.7</b>	9.8%
Appomattox County	22	<b>27</b>	22.7%	15	<b>13</b>	-13.3%	\$224,900	<b>\$283,000</b>	25.8%	55	<b>56</b>	1.8%	3.9	<b>3.5</b>	-8.9%
Bedford County	144	<b>194</b>	34.7%	92	<b>82</b>	-10.9%	\$374,900	<b>\$387,500</b>	3.4%	251	<b>293</b>	16.7%	3.1	<b>3.5</b>	12.9%
Campbell County	80	<b>90</b>	12.5%	51	<b>52</b>	2.0%	\$287,400	<b>\$288,950</b>	0.5%	100	<b>113</b>	13.0%	2.3	<b>2.4</b>	7.7%
Lynchburg	137	<b>137</b>	0.0%	73	<b>92</b>	26.0%	\$280,000	<b>\$255,250</b>	-8.8%	152	<b>171</b>	12.5%	2.2	<b>2.2</b>	1.1%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	136	<b>153</b>	12.5%	81	<b>101</b>	24.7%	\$255,000	<b>\$259,000</b>	1.6%	60	<b>69</b>	15.0%
Appomattox County	88	<b>90</b>	2.3%	45	<b>54</b>	20.0%	\$279,900	<b>\$299,000</b>	6.8%	55	<b>56</b>	1.8%
Bedford County	482	<b>546</b>	13.3%	285	<b>281</b>	-1.4%	\$370,000	<b>\$402,500</b>	8.8%	251	<b>293</b>	16.7%
Campbell County	249	<b>275</b>	10.4%	152	<b>162</b>	6.6%	\$279,900	<b>\$324,900</b>	16.1%	100	<b>113</b>	13.0%
Lynchburg	410	<b>473</b>	15.4%	258	<b>282</b>	9.3%	\$252,000	<b>\$260,000</b>	3.2%	152	<b>171</b>	12.5%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	3	<b>0</b>	-100.0%	0	<b>0</b>	n/a	\$0	<b>\$0</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	22	<b>32</b>	45.5%	18	<b>9</b>	-50.0%	\$342,450	<b>\$340,000</b>	-0.7%	26	<b>49</b>	88.5%	2.0	<b>4.3</b>	117.3%
Campbell County	5	<b>23</b>	360.0%	14	<b>5</b>	-64.3%	\$266,500	<b>\$273,000</b>	2.4%	48	<b>50</b>	4.2%	4.5	<b>5.6</b>	23.6%
Lynchburg	40	<b>41</b>	2.5%	33	<b>14</b>	-57.6%	\$211,000	<b>\$283,500</b>	34.4%	22	<b>46</b>	109.1%	1.1	<b>2.1</b>	97.9%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Amherst County	4	<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	66	<b>72</b>	9.1%	45	<b>28</b>	-37.8%	\$349,900	<b>\$290,500</b>	-17.0%	26	<b>49</b>	88.5%
Campbell County	57	<b>87</b>	52.6%	42	<b>33</b>	-21.4%	\$269,900	<b>\$262,000</b>	-2.9%	48	<b>50</b>	4.2%
Lynchburg	151	<b>97</b>	-35.8%	93	<b>45</b>	-51.6%	\$280,000	<b>\$257,000</b>	-8.2%	22	<b>46</b>	109.1%



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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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