

LARLYNCHBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: May 2025

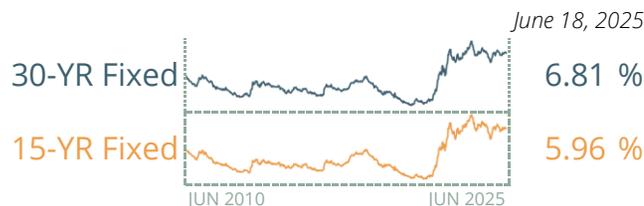
- › **The LAR region saw sales activity fall for four consecutive months year-over-year.** In May, the LAR market logged 348 home sales, reflecting a decrease of nine sales or 2.5% compared to the previous year. Amherst County reported 29 sales, amounting to 11 fewer sales than last May (-27.5%). Lynchburg also saw a reduction, with nine fewer sales, marking a 7.2% decline. Conversely, both Bedford County (+9.3%) and Campbell County (+11.7%) experienced an increase in sales compared to May of last year.
- › **Year-over-year pending sales rose slightly in the LAR area.** There were 377 pending sales in the LAR region in May, which is one more than the previous year (+0.3%). Bedford County experienced a 20.8% rise in pending sales activity compared to last May. Campbell County saw 76 pending sales in May, marking an increase of 13 sales from the same time last year (+20.6%). Conversely, Lynchburg (-19.0%), Amherst County (-27.8%), and Appomattox County (-5.0%) recorded a decline in pending transactions compared to the prior year.
- › **Although overall home prices rose, most areas in the LAR market saw a decrease compared to last year.** As of May, the median sales price stood at \$303,450 in the LAR footprint, an increase of \$4,450 or 1.5% compared to a year ago. At \$310,000, the median sales price in Campbell County increased by 6.9% from last May, translating to an additional \$20,100. Lynchburg's median sales price rose by 3.9%, or \$10,950, from the previous year. In Bedford County, the median sales price saw its first decline in a year, dropping by \$25,000 (-6.3%). The median sales price also decreased in Appomattox County (-18.5%) and Amherst County (-18.3%) compared to last May.
- › **Active listings rose in most parts of the LAR region.** At the end of May, the LAR area had 905 active listings, which is 108 more than the previous year, reflecting a 13.6% increase. Appomattox County had 55 active listings at the end of May, a decrease of eight from last year (-12.7%). In Bedford County, 353 active listings were recorded at the end of May, an increase of 40 listings compared to the previous year, resulting in a 12.8% rise.



LAR Market Dashboard

YoY Chg	May-25	Indicator
▼ -2.5%	348	Sales
▲ 0.3%	377	Pending Sales
▼ -2.9%	504	New Listings
— 0.0%	\$299,900	Median List Price
▲ 1.5%	\$303,450	Median Sales Price
▲ 3.7%	\$176	Median Price Per Square Foot
▲ 1.3%	\$125.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 13.6%	34	Average Days on Market
▲ 13.6%	905	Active Listings
▲ 9.4%	3.1	Months of Supply

INTEREST RATE TRACKER



Report Index



Market Activity - LAR Footprint -----	4
Total Market Overview -----	5
Single-Family Detached Market Overview -----	6
Townhome & Condo Market Overview -----	7
Sales -----	8
Pending Sales -----	9
New Listings -----	10
Median List Price -----	11
Median Sales Price -----	12
Sold Dollar Volume -----	13
Median Sold to Ask Price Ratio -----	14
Average Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview - Total Market -----	
Area Overview - Total Market YTD -----	19
Area Overview - Single-Family Detached Market -----	20
Area Overview - Single-Family Detached Market YTD -----	21
Area Overview - Townhome & Condo Market -----	22
Area Overview - Townhome & Condo Market YTD -----	23

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.

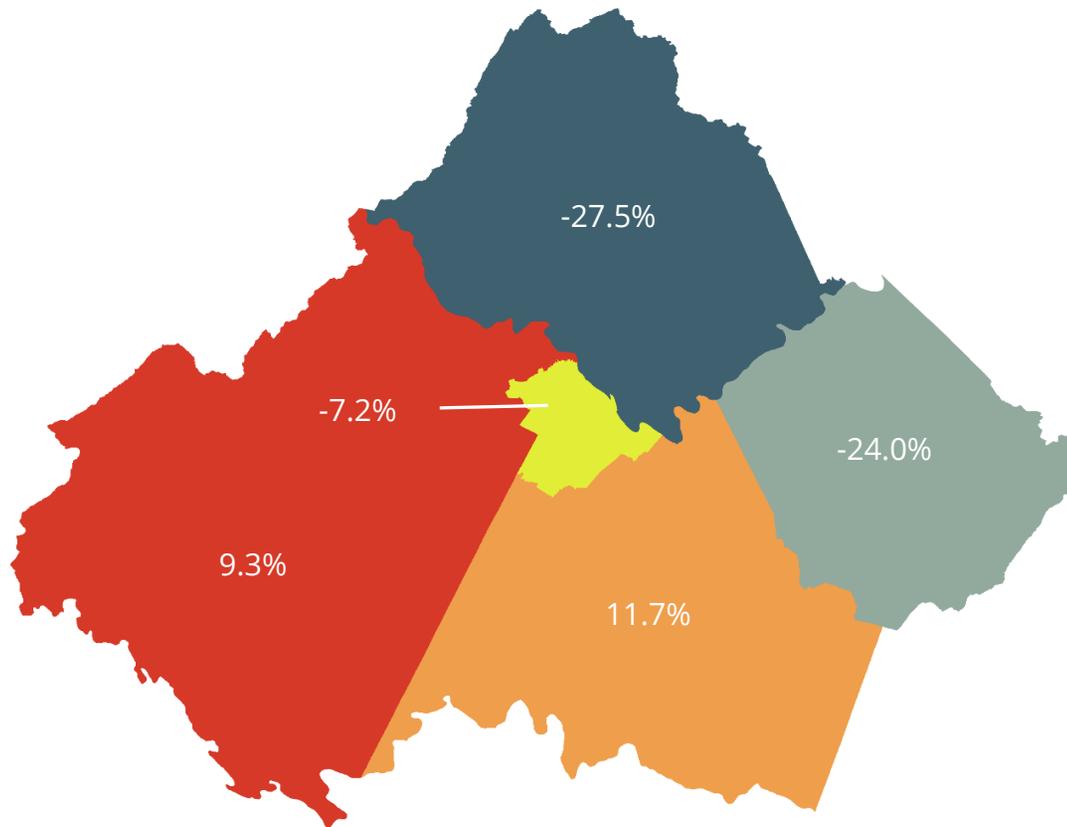
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	May-24	May-25	% Chg
Amherst County	40	29	-27.5%
Appomattox County	25	19	-24.0%
Bedford County	107	117	9.3%
Campbell County	60	67	11.7%
Lynchburg	125	116	-7.2%
LAR	357	348	-2.5%

Total Market Overview



Key Metrics	2-year Trends		May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-25						
Sales			357	348	-2.5%	1,358	1,335	-1.7%
Pending Sales			376	377	0.3%	1,709	1,699	-0.6%
New Listings			519	504	-2.9%	2,162	2,297	6.2%
Median List Price			\$299,900	\$299,900	0.0%	\$289,900	\$299,900	3.4%
Median Sales Price			\$299,000	\$303,450	1.5%	\$287,750	\$299,938	4.2%
Median Price Per Square Foot			\$170	\$176	3.7%	\$167	\$173	3.6%
Sold Dollar Volume (in millions)			\$123.5	\$125.1	1.3%	\$443.4	\$474.7	7.1%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			30	34	13.6%	39	45	15.7%
Active Listings			797	905	13.6%	n/a	n/a	n/a
Months of Supply			2.9	3.1	9.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-25						
Sales			286	297	3.8%	1,107	1,177	6.3%
Pending Sales			316	329	4.1%	1,421	1,494	5.1%
New Listings			440	440	0.0%	1,805	1,977	9.5%
Median List Price			\$319,900	\$325,900	1.9%	\$299,900	\$315,000	5.0%
Median Sales Price			\$319,950	\$322,000	0.6%	\$295,000	\$310,000	5.1%
Median Price Per Square Foot			\$165	\$176	6.4%	\$162	\$172	6.4%
Sold Dollar Volume (in millions)			\$104.2	\$110.9	6.5%	\$374.1	\$431.2	15.2%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			33	32	-4.8%	41	43	5.4%
Active Listings			691	744	7.7%	n/a	n/a	n/a
Months of Supply			3.0	3.0	0.8%	n/a	n/a	n/a

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

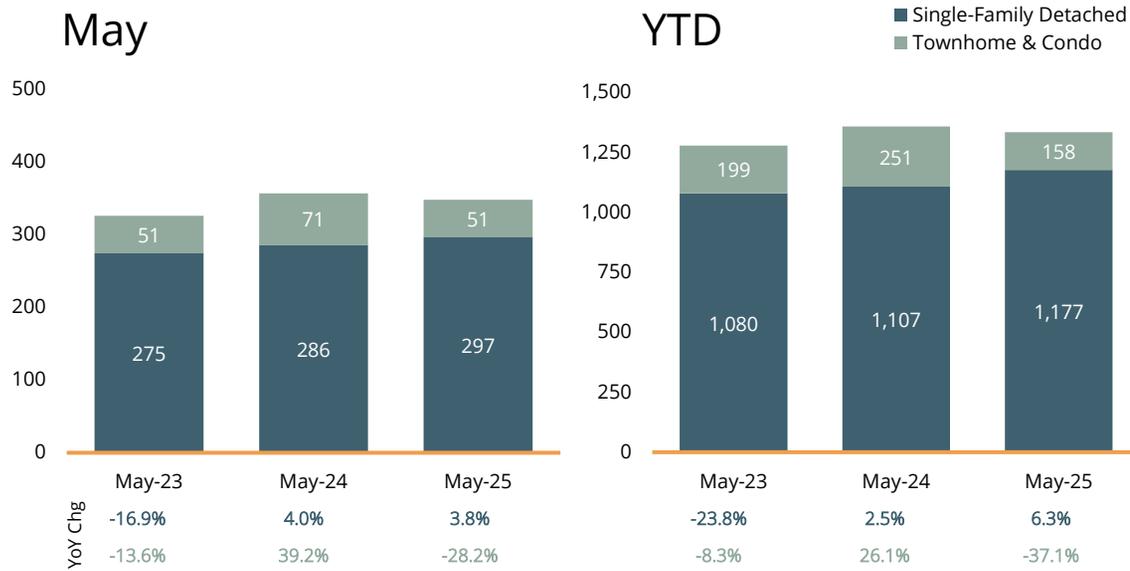
Townhome & Condo Market Overview



Key Metrics	2-year Trends		May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-25						
Sales			71	51	-28.2%	251	158	-37.1%
Pending Sales			60	48	-20.0%	288	205	-28.8%
New Listings			79	64	-19.0%	357	320	-10.4%
Median List Price			\$281,985	\$269,900	-4.3%	\$280,000	\$269,900	-3.6%
Median Sales Price			\$281,985	\$267,900	-5.0%	\$280,000	\$264,250	-5.6%
Median Price Per Square Foot			\$182	\$176	-2.9%	\$181	\$179	-0.7%
Sold Dollar Volume (in millions)			\$19.4	\$14.2	-26.5%	\$69.3	\$43.6	-37.1%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			16	47	189.6%	29	58	96.5%
Active Listings			106	161	51.9%	n/a	n/a	n/a
Months of Supply			2.3	3.9	71.3%	n/a	n/a	n/a

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

Sales

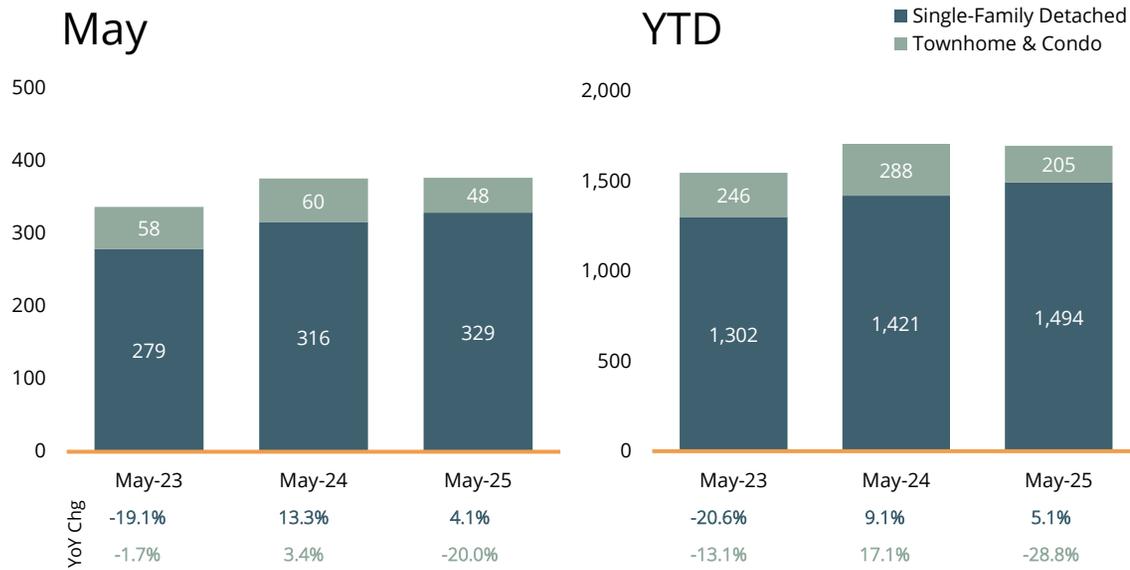


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	267	-2.6%	59	20.4%
Jul-24	267	5.5%	62	21.6%
Aug-24	286	13.5%	48	-2.0%
Sep-24	225	-5.5%	46	15.0%
Oct-24	248	12.2%	39	-2.5%
Nov-24	248	29.8%	45	45.2%
Dec-24	221	7.3%	33	-13.2%
Jan-25	217	42.8%	25	-32.4%
Feb-25	182	-8.5%	20	-39.4%
Mar-25	212	1.4%	34	-24.4%
Apr-25	269	3.1%	28	-56.9%
May-25	297	3.8%	51	-28.2%
12-month Avg	245	7.2%	41	-10.7%

Historical Sales by Month



Pending Sales



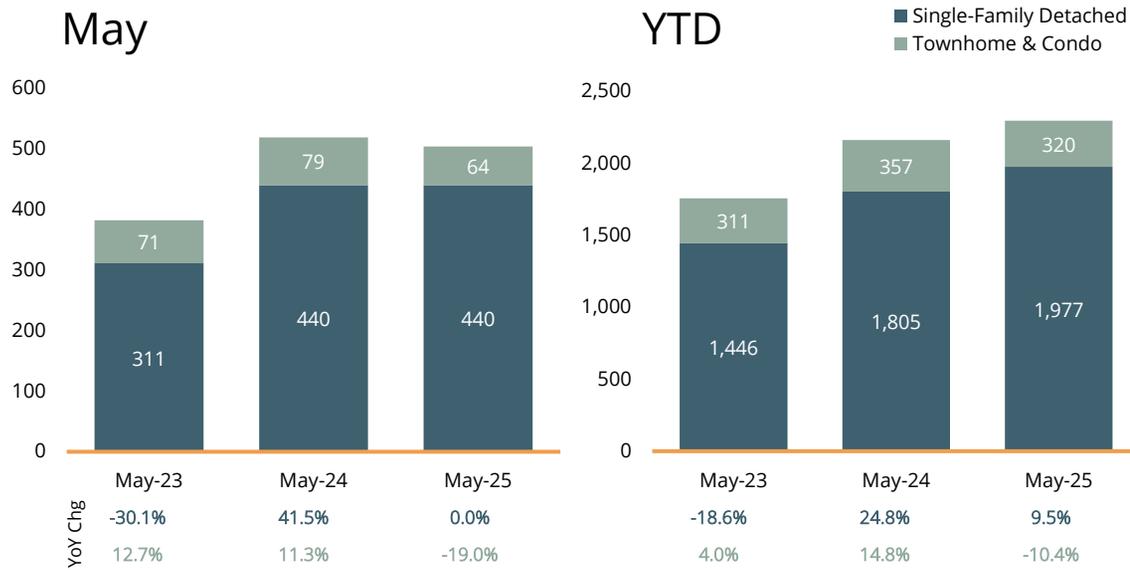
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	304	1.0%	45	-10.0%
Jul-24	298	4.2%	48	-11.1%
Aug-24	286	7.1%	43	10.3%
Sep-24	259	10.2%	44	-13.7%
Oct-24	281	24.9%	39	-15.2%
Nov-24	228	4.6%	36	20.0%
Dec-24	226	37.0%	31	-22.5%
Jan-25	221	-7.1%	24	-44.2%
Feb-25	233	-12.1%	36	-10.0%
Mar-25	337	15.8%	30	-60.0%
Apr-25	374	20.3%	67	-4.3%
May-25	329	4.1%	48	-20.0%
12-month Avg	281	8.3%	41	-17.9%

Historical Pending Sales by Month



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

New Listings

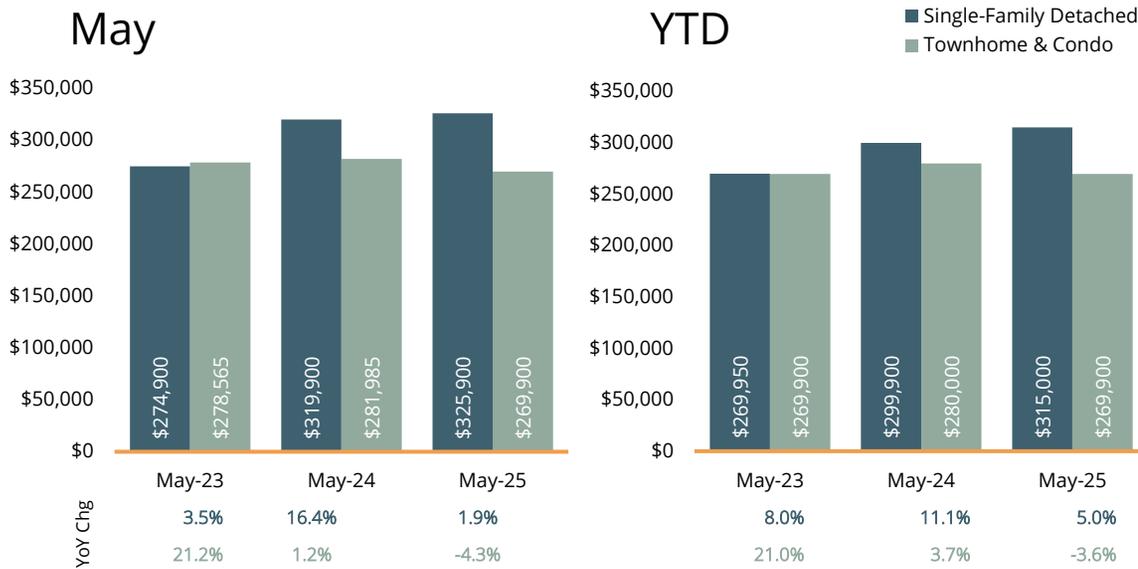


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	401	10.8%	50	-26.5%
Jul-24	349	8.4%	64	-5.9%
Aug-24	373	-1.3%	56	36.6%
Sep-24	332	8.5%	59	-3.3%
Oct-24	357	14.8%	35	-16.7%
Nov-24	312	16.4%	48	65.5%
Dec-24	226	22.2%	38	-17.4%
Jan-25	294	3.5%	46	-37.0%
Feb-25	324	8.0%	52	-13.3%
Mar-25	431	24.2%	62	-17.3%
Apr-25	488	12.4%	96	37.1%
May-25	440	0.0%	64	-19.0%
12-month Avg	361	9.9%	56	-5.9%

Historical New Listings by Month

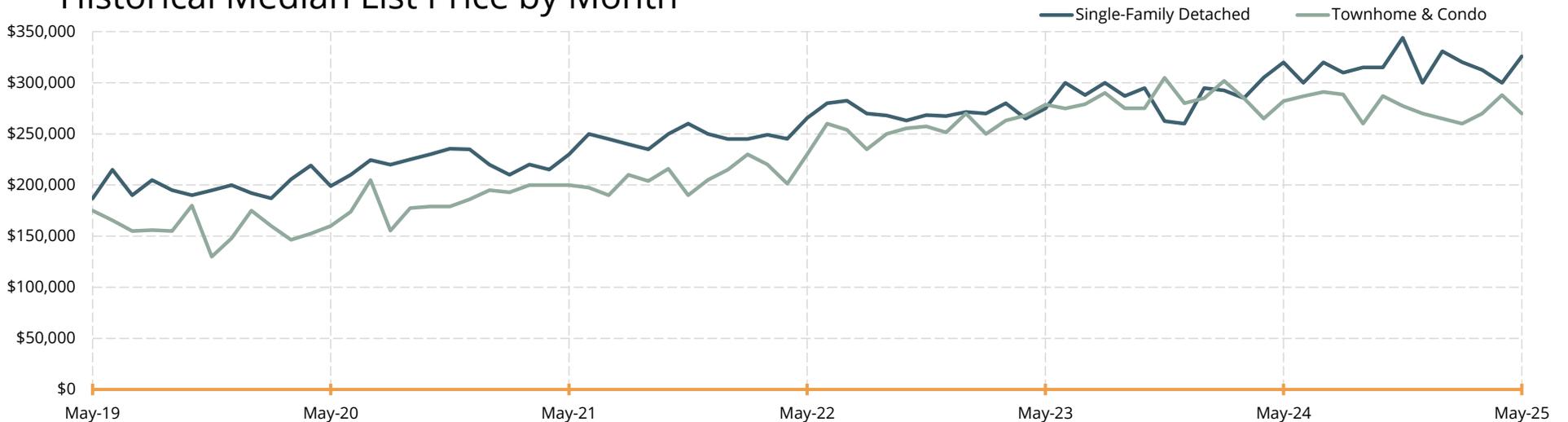


Median List Price



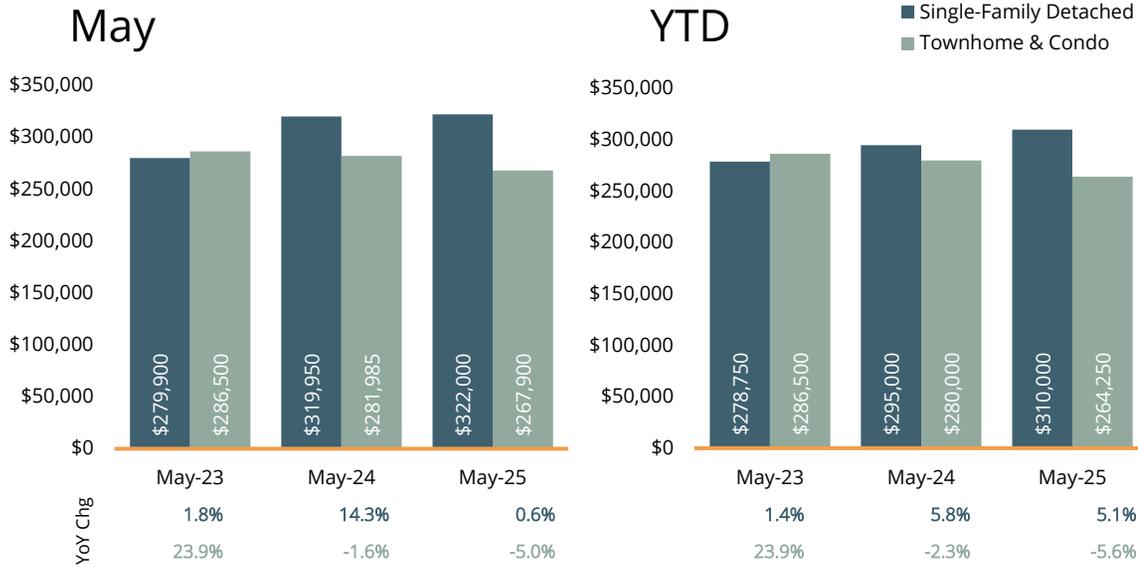
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	\$299,900	0.0%	\$286,900	4.4%
Jul-24	\$319,900	11.1%	\$290,950	4.3%
Aug-24	\$309,900	3.3%	\$288,500	-0.5%
Sep-24	\$314,990	9.8%	\$259,900	-5.5%
Oct-24	\$315,000	6.8%	\$287,000	4.4%
Nov-24	\$343,950	31.0%	\$277,400	-9.0%
Dec-24	\$299,950	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%
Apr-25	\$299,900	-1.7%	\$288,000	8.7%
May-25	\$325,900	1.9%	\$269,900	-4.3%
12-month Avg	\$316,068	8.7%	\$276,104	-2.5%

Historical Median List Price by Month



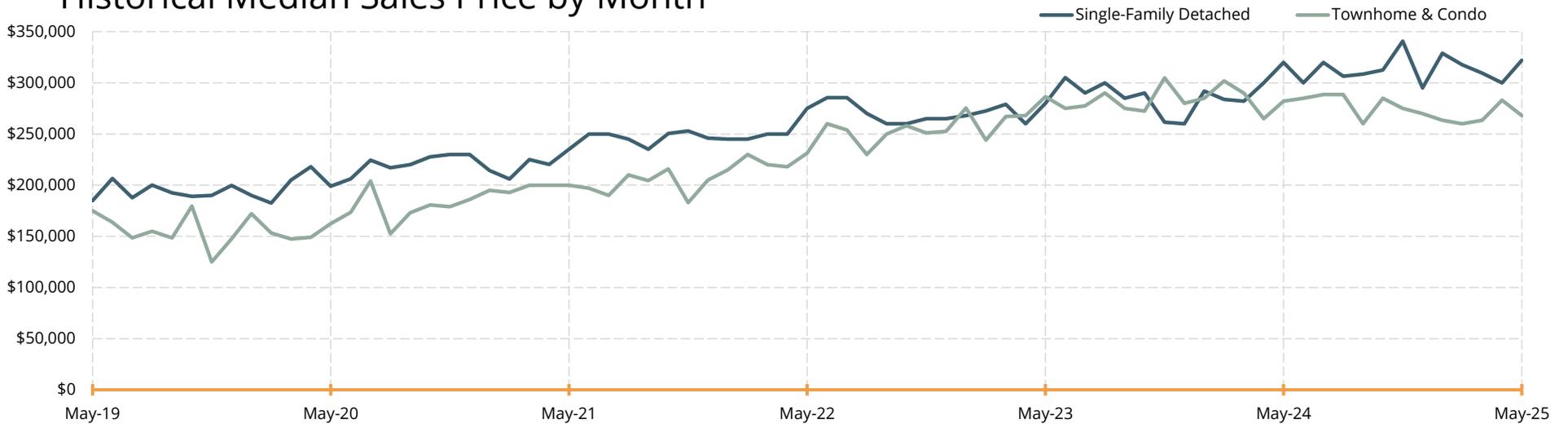
Sources: Virginia REALTORS®, data accessed June 15, 2025

Median Sales Price



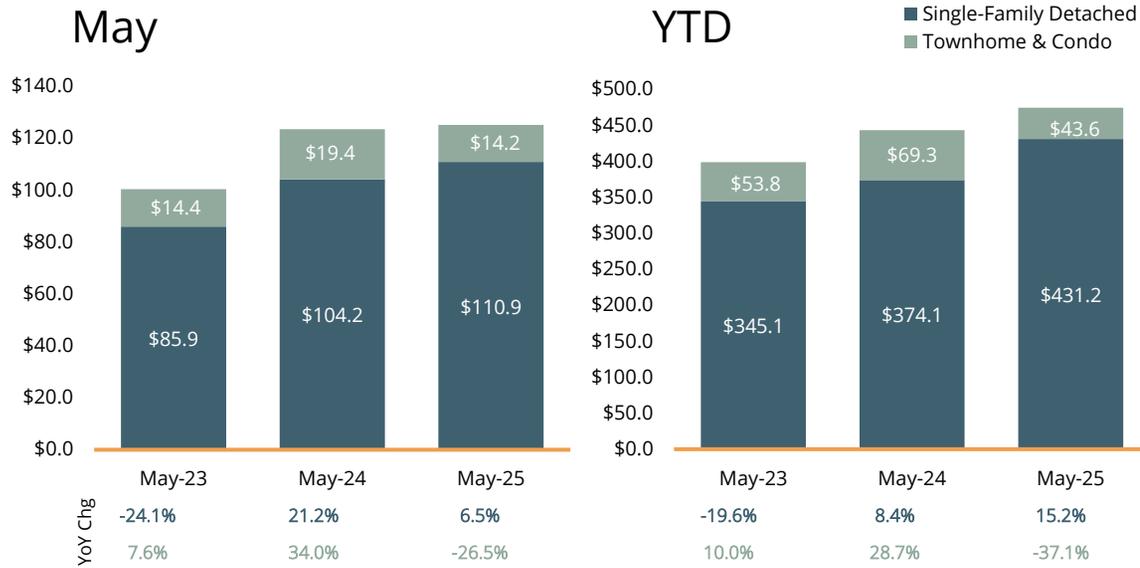
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	\$299,900	-1.7%	\$285,000	3.6%
Jul-24	\$320,000	10.3%	\$288,450	4.0%
Aug-24	\$306,500	2.2%	\$288,500	-0.5%
Sep-24	\$308,500	8.2%	\$259,900	-5.5%
Oct-24	\$312,500	7.8%	\$285,000	4.6%
Nov-24	\$340,693	30.3%	\$275,000	-9.8%
Dec-24	\$295,000	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%
Apr-25	\$299,900	0.0%	\$283,000	6.8%
May-25	\$322,000	0.6%	\$267,900	-5.0%
12-month Avg	\$313,428	8.4%	\$274,129	-3.2%

Historical Median Sales Price by Month



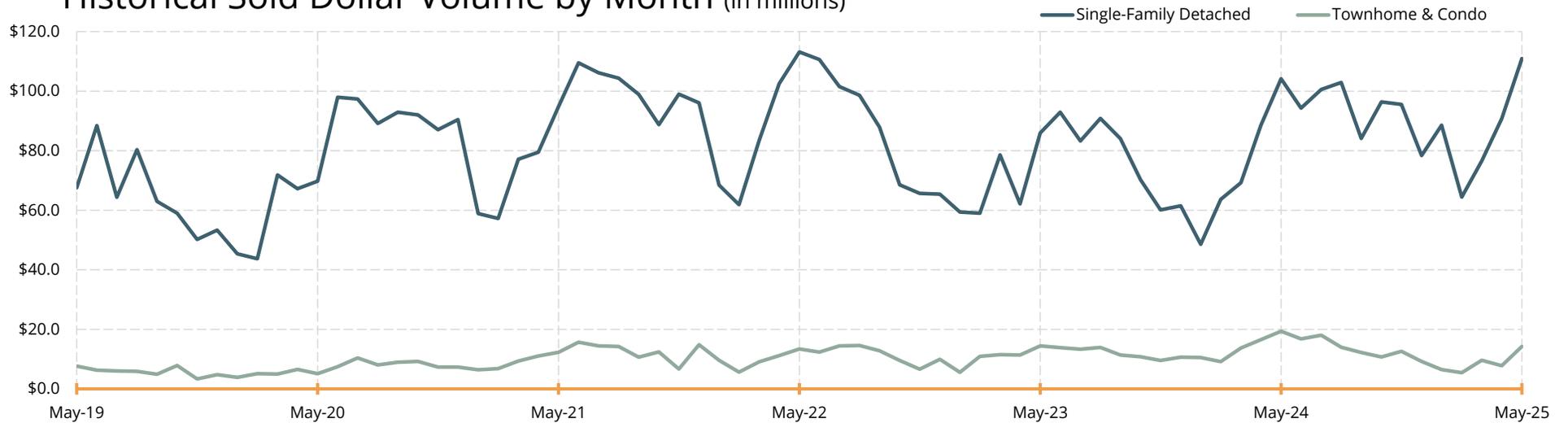
Sources: Virginia REALTORS®, data accessed June 15, 2025

Sold Dollar Volume (in millions)

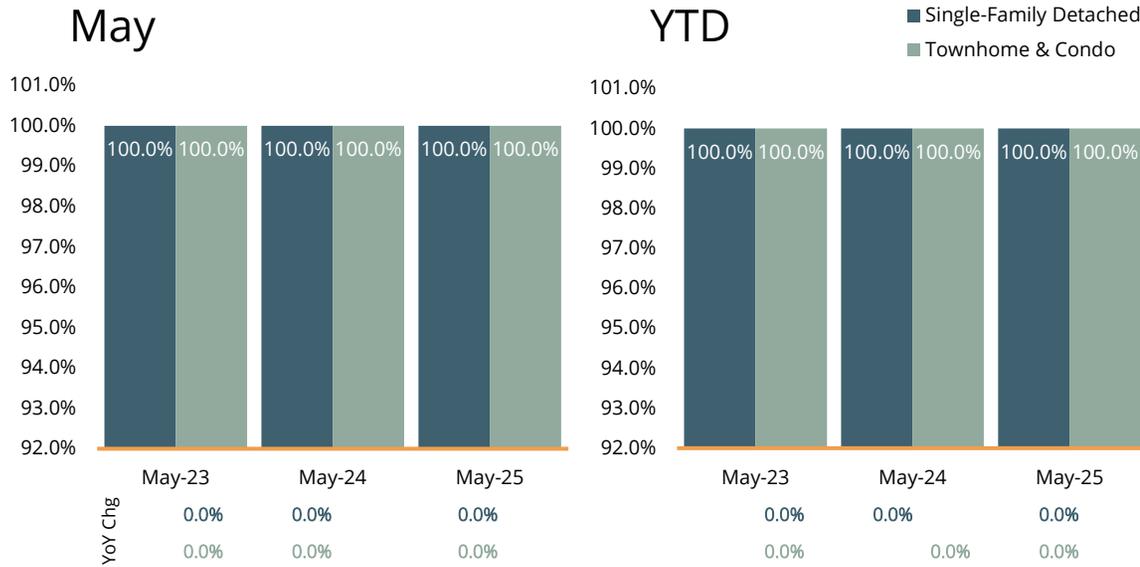


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	\$94.3	1.4%	\$16.8	21.1%
Jul-24	\$100.6	20.8%	\$18.0	34.8%
Aug-24	\$102.9	13.3%	\$14.0	0.3%
Sep-24	\$84.1	0.1%	\$12.2	7.7%
Oct-24	\$96.4	37.3%	\$10.7	-0.3%
Nov-24	\$95.5	59.0%	\$12.6	31.6%
Dec-24	\$78.4	27.5%	\$9.2	-13.2%
Jan-25	\$88.5	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%
Apr-25	\$90.8	2.5%	\$7.8	-52.8%
May-25	\$110.9	6.5%	\$14.2	-26.5%
12-month Avg	\$90.3	18.1%	\$11.4	-10.2%

Historical Sold Dollar Volume by Month (in millions)

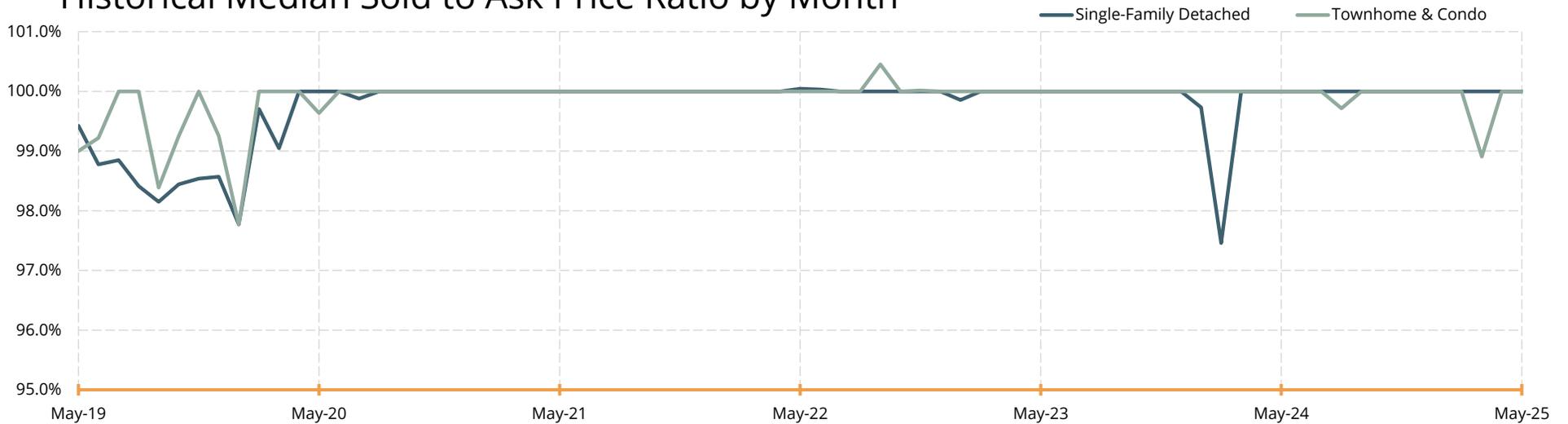


Median Sold to Ask Price Ratio

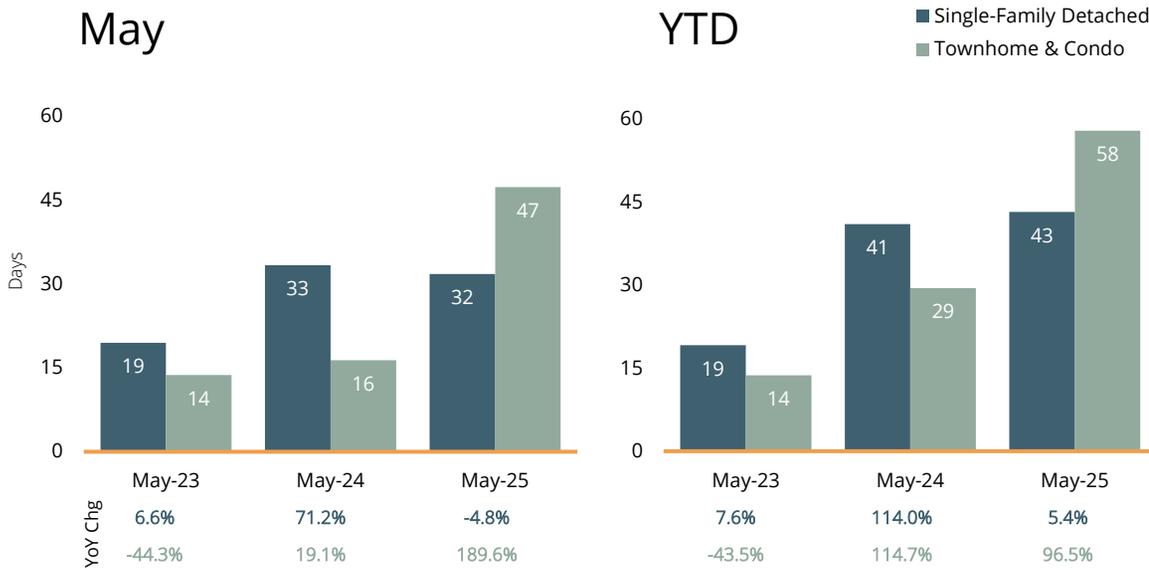


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	100.0%	0.0%	100.0%	0.0%
Jul-24	100.0%	0.0%	100.0%	0.0%
Aug-24	100.0%	0.0%	99.7%	-0.3%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	0.0%
Jan-25	100.0%	0.3%	100.0%	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%
May-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

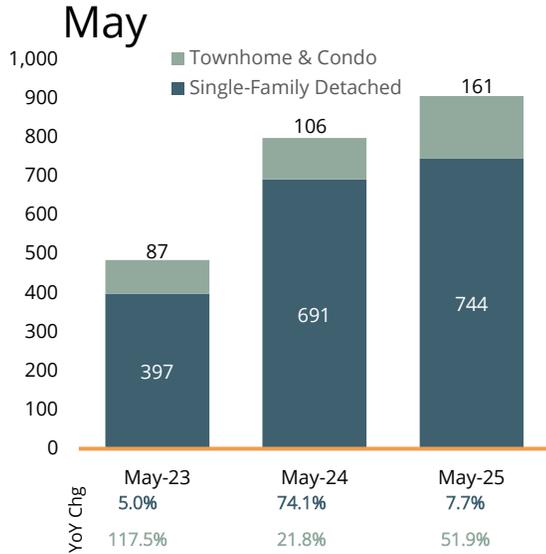


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-24	29	4.0%	42	161.7%
Jul-24	40	29.1%	37	88.1%
Aug-24	38	54.2%	34	-5.9%
Sep-24	33	14.8%	49	123.7%
Oct-24	40	31.4%	33	5.6%
Nov-24	39	30.7%	48	171.4%
Dec-24	38	21.2%	41	88.7%
Jan-25	45	2.6%	87	66.1%
Feb-25	52	-24.1%	73	57.2%
Mar-25	48	0.2%	59	35.8%
Apr-25	45	21.7%	38	82.0%
May-25	32	-4.8%	47	189.6%
12-month Avg	40	10.2%	49	71.1%

Historical Average Days on Market

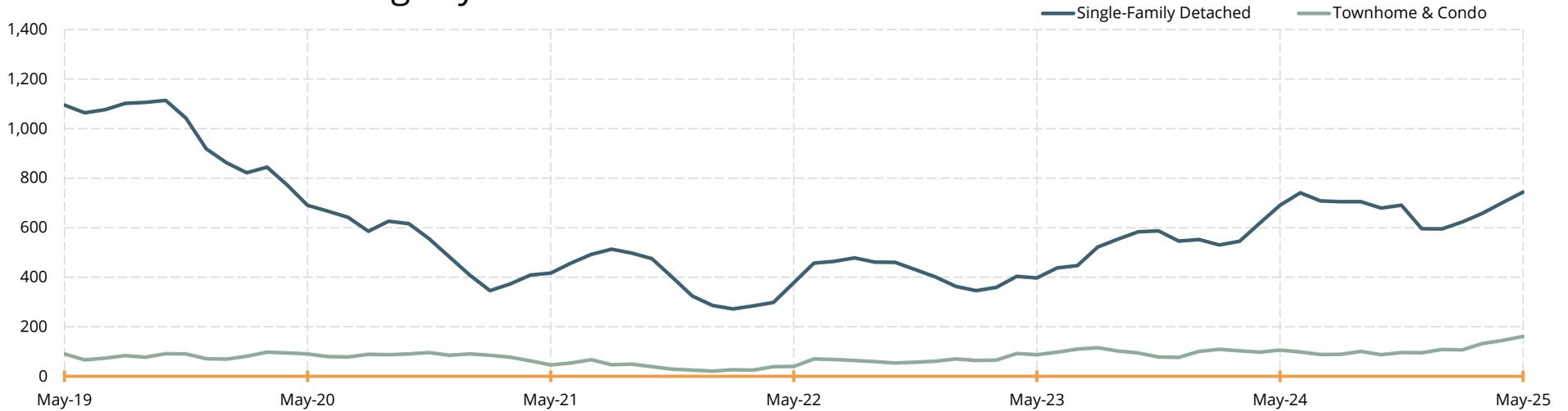


Active Listings



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-25	744	7.7%	161	51.9%
12-month Avg	679	23.2%	109	10.0%

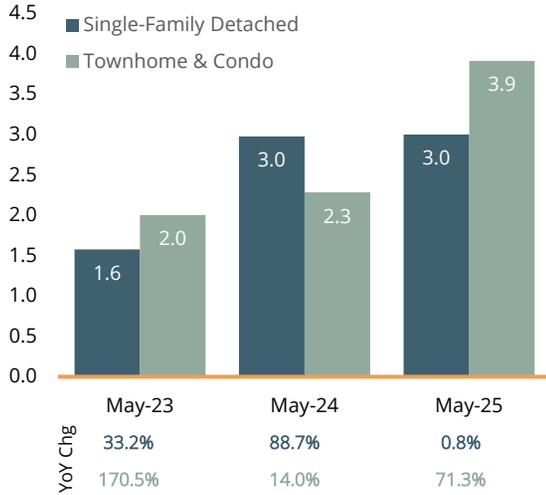
Historical Active Listings by Month



Months of Supply



May



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
May-25	3.0	0.8%	3.9	71.3%
12-month Avg	2.8	27.3%	2.4	13.0%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	48	40	-16.7%	40	29	-27.5%	\$311,950	\$255,000	-18.3%	61	81	32.8%	2.3	3.1	34.5%
Appomattox County	33	24	-27.3%	25	19	-24.0%	\$329,000	\$268,000	-18.5%	63	55	-12.7%	4.2	3.6	-16.0%
Bedford County	164	187	14.0%	107	117	9.3%	\$399,900	\$374,900	-6.3%	313	353	12.8%	3.4	3.7	9.2%
Campbell County	94	115	22.3%	60	67	11.7%	\$289,900	\$310,000	6.9%	167	182	9.0%	3.2	3.3	3.9%
Lynchburg	180	138	-23.3%	125	116	-7.2%	\$279,000	\$289,950	3.9%	193	234	21.2%	2.1	2.4	12.9%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	188	193	2.7%	121	131	8.3%	\$270,000	\$255,000	-5.6%	61	81	32.8%
Appomattox County	121	114	-5.8%	70	73	4.3%	\$293,500	\$283,000	-3.6%	63	55	-12.7%
Bedford County	712	805	13.1%	437	426	-2.5%	\$365,000	\$390,000	6.8%	313	353	12.8%
Campbell County	400	477	19.3%	254	262	3.1%	\$275,000	\$299,900	9.1%	167	182	9.0%
Lynchburg	741	708	-4.5%	476	443	-6.9%	\$274,950	\$269,000	-2.2%	193	234	21.2%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	46	40	-13.0%	38	29	-23.7%	\$326,950	\$255,000	-22.0%	60	81	35.0%	2.3	3.2	36.8%
Appomattox County	33	24	-27.3%	25	19	-24.0%	\$329,000	\$268,000	-18.5%	63	55	-12.7%	4.2	3.6	-16.0%
Bedford County	152	172	13.2%	91	99	8.8%	\$410,000	\$399,900	-2.5%	290	307	5.9%	3.6	3.6	-0.6%
Campbell County	67	88	31.3%	54	52	-3.7%	\$295,500	\$340,740	15.3%	114	121	6.1%	2.6	2.6	-0.2%
Lynchburg	142	116	-18.3%	78	98	25.6%	\$275,000	\$289,900	5.4%	164	180	9.8%	2.4	2.3	-4.4%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	182	193	6.0%	119	130	9.2%	\$270,000	\$255,000	-5.6%	60	81	35.0%
Appomattox County	121	114	-5.8%	70	73	4.3%	\$293,500	\$283,000	-3.6%	63	55	-12.7%
Bedford County	634	718	13.2%	376	380	1.1%	\$374,950	\$401,975	7.2%	290	307	5.9%
Campbell County	316	363	14.9%	206	214	3.9%	\$280,000	\$325,000	16.1%	114	121	6.1%
Lynchburg	552	589	6.7%	336	380	13.1%	\$264,450	\$269,250	1.8%	164	180	9.8%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	2	0	-100.0%	2	0	n/a	\$161,700	\$0	-100.0%	1	0	-100.0%	2.4	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	12	15	25.0%	16	18	12.5%	\$304,250	\$277,700	-8.7%	23	46	100.0%	1.7	4.0	130.4%
Campbell County	27	27	0.0%	6	15	150.0%	\$269,900	\$255,000	-5.5%	53	61	15.1%	5.4	6.4	17.1%
Lynchburg	38	22	-42.1%	47	18	-61.7%	\$284,900	\$290,000	1.8%	29	54	86.2%	1.3	2.8	118.7%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Amherst County	6	0	-100.0%	2	1	-50.0%	\$161,700	\$150,000	-7.2%	1	0	-100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	78	87	11.5%	61	46	-24.6%	\$345,900	\$289,450	-16.3%	23	46	100.0%
Campbell County	84	114	35.7%	48	48	0.0%	\$269,900	\$259,950	-3.7%	53	61	15.1%
Lynchburg	189	119	-37.0%	140	63	-55.0%	\$280,000	\$265,000	-5.4%	29	54	86.2%



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® Research Team

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.