

JUNE
2025

LARLYNCHBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: June 2025

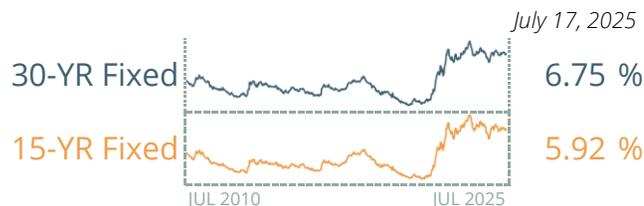
- Home sales rose for the second time in the LAR market this year.** In June, there were 366 home sales in the LAR market, 40 more than last year, reflecting a 12.3% increase. Campbell County reported 73 closed sales in June, 19 more than last year (+35.2%). Bedford County (+34.3%) and Appomattox County (+5.3%) also experienced an increase in sales activity compared to last June. However, Lynchburg reported 14 fewer sales than this time last year, marking an 11% decline.
- Pending sales activity in the LAR area decreased slightly from the previous year.** In June, the LAR region recorded 344 pending sales, five fewer than the previous year, marking a 1.4% decline. Lynchburg had 110 pending sales, an 8.3% decrease or 10 fewer transactions compared to the previous year. Pending sales decreased in Amherst County by 22.9% and in Campbell County by 17.4% from a year ago. In contrast, Appomattox County experienced a 25.0% increase, while Bedford County's pending sales rose by 19.3% compared to June of last year.
- Home prices continue to rise year-over-year in most parts of the LAR footprint.** The median sales price in the LAR area was \$315,000 in June, which is \$20,100 more than a year ago, a 6.8% increase. Appomattox County's median sales price was \$302,000 in June, reflecting a 9.5% rise from the previous year. In Bedford County, the median sales price reached \$435,000, an 18.8% rise from last June, which is an additional \$68,750. Despite this upward trend, home prices in Amherst County decreased by 21.9% compared to the year before.
- Inventory increased in most areas of the LAR market.** There were 912 active listings at the end of June across the LAR region, representing an 8.7% increase from last year, which adds up to 73 more listings. Bedford County had 335 active listings at the end of the month, an increase of 21 listings compared to last year (+6.7%). In Appomattox County, there were 59 active listings at the end of June, two fewer than a year earlier, marking a 3.3% decrease.



LAR Market Dashboard

YoY Chg	Jun-25	Indicator
▲ 12.3%	366	Sales
▼ -1.4%	344	Pending Sales
▲ 3.3%	466	New Listings
▲ 9.1%	\$321,950	Median List Price
▲ 6.8%	\$315,000	Median Sales Price
▲ 3.5%	\$176	Median Price Per Square Foot
▲ 33.6%	\$148.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 2.5%	32	Average Days on Market
▲ 8.7%	912	Active Listings
▲ 3.4%	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.

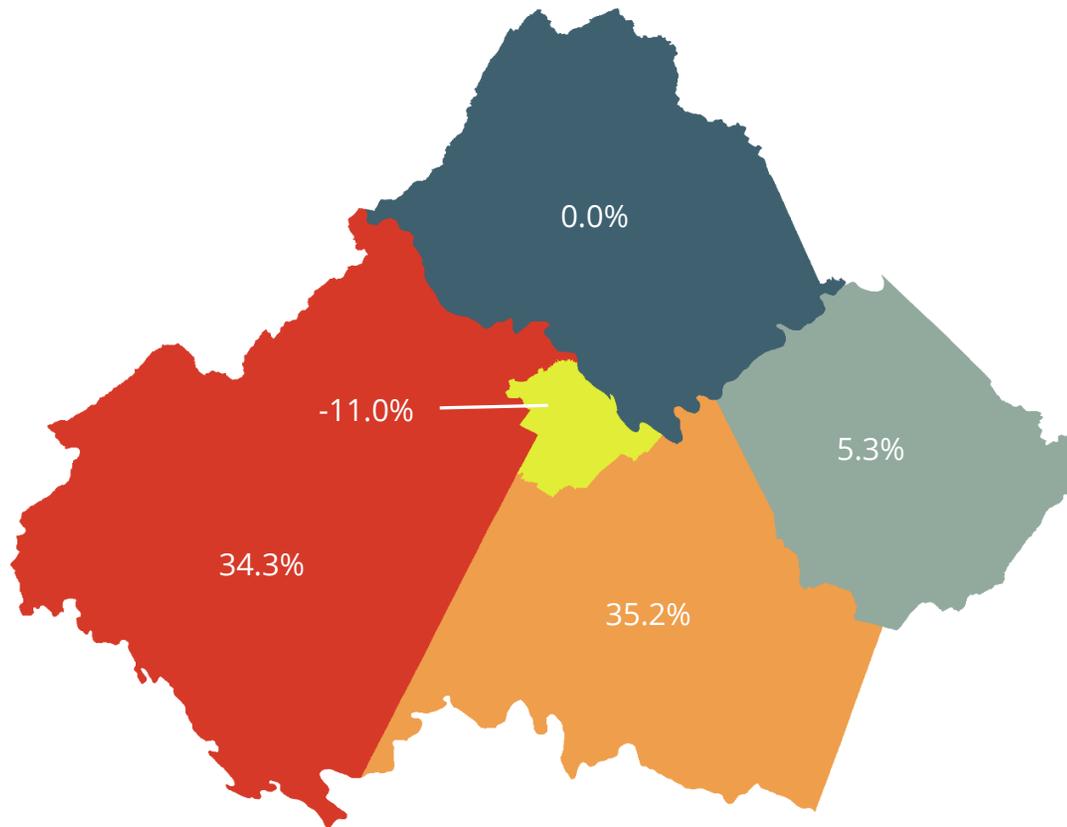
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jun-24	Jun-25	% Chg
Amherst County	27	27	0.0%
Appomattox County	19	20	5.3%
Bedford County	99	133	34.3%
Campbell County	54	73	35.2%
Lynchburg	127	113	-11.0%
LAR	326	366	12.3%

Total Market Overview



Key Metrics	2-year Trends		Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-25						
Sales			326	366	12.3%	1,684	1,701	1.0%
Pending Sales			349	344	-1.4%	2,058	2,043	-0.7%
New Listings			451	466	3.3%	2,613	2,763	5.7%
Median List Price			\$295,000	\$321,950	9.1%	\$290,000	\$299,950	3.4%
Median Sales Price			\$294,900	\$315,000	6.8%	\$289,900	\$302,000	4.2%
Median Price Per Square Foot			\$170	\$176	3.5%	\$168	\$174	3.3%
Sold Dollar Volume (in millions)			\$111.0	\$148.3	33.6%	\$554.4	\$623.0	12.4%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			31	32	2.5%	37	42	12.3%
Active Listings			839	912	8.7%	n/a	n/a	n/a
Months of Supply			3.0	3.1	3.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-25						
Sales			267	319	19.5%	1,374	1,496	8.9%
Pending Sales			304	299	-1.6%	1,725	1,793	3.9%
New Listings			401	404	0.7%	2,206	2,381	7.9%
Median List Price			\$299,900	\$334,900	11.7%	\$299,900	\$319,900	6.7%
Median Sales Price			\$299,900	\$325,000	8.4%	\$297,900	\$315,000	5.7%
Median Price Per Square Foot			\$162	\$177	9.3%	\$162	\$173	6.8%
Sold Dollar Volume (in millions)			\$94.3	\$135.1	43.3%	\$468.4	\$566.3	20.9%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			29	32	9.3%	39	41	5.0%
Active Listings			741	755	1.9%	n/a	n/a	n/a
Months of Supply			3.2	3.0	-6.7%	n/a	n/a	n/a

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

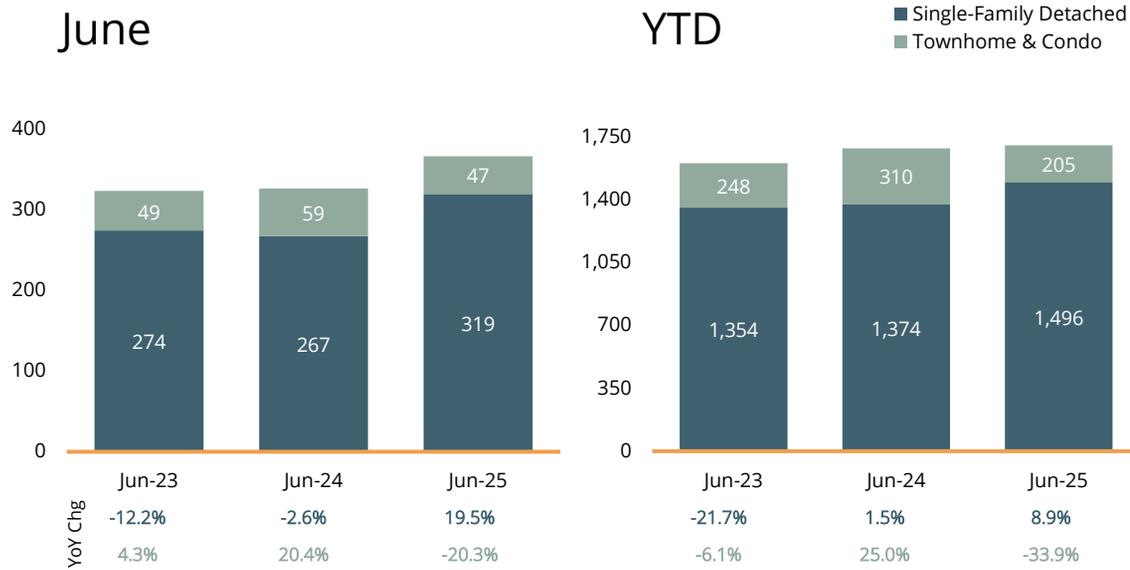
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-25						
Sales			59	47	-20.3%	310	205	-33.9%
Pending Sales			45	45	0.0%	333	250	-24.9%
New Listings			50	62	24.0%	407	382	-6.1%
Median List Price			\$286,900	\$259,900	-9.4%	\$280,000	\$267,450	-4.5%
Median Sales Price			\$285,000	\$255,000	-10.5%	\$281,993	\$262,250	-7.0%
Median Price Per Square Foot			\$182	\$171	-6.0%	\$181	\$177	-2.0%
Sold Dollar Volume (in millions)			\$16.8	\$13.1	-21.5%	\$86.0	\$56.7	-34.1%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			42	35	-17.0%	32	52	63.9%
Active Listings			98	157	60.2%	n/a	n/a	n/a
Months of Supply			2.1	3.9	88.5%	n/a	n/a	n/a

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

Sales

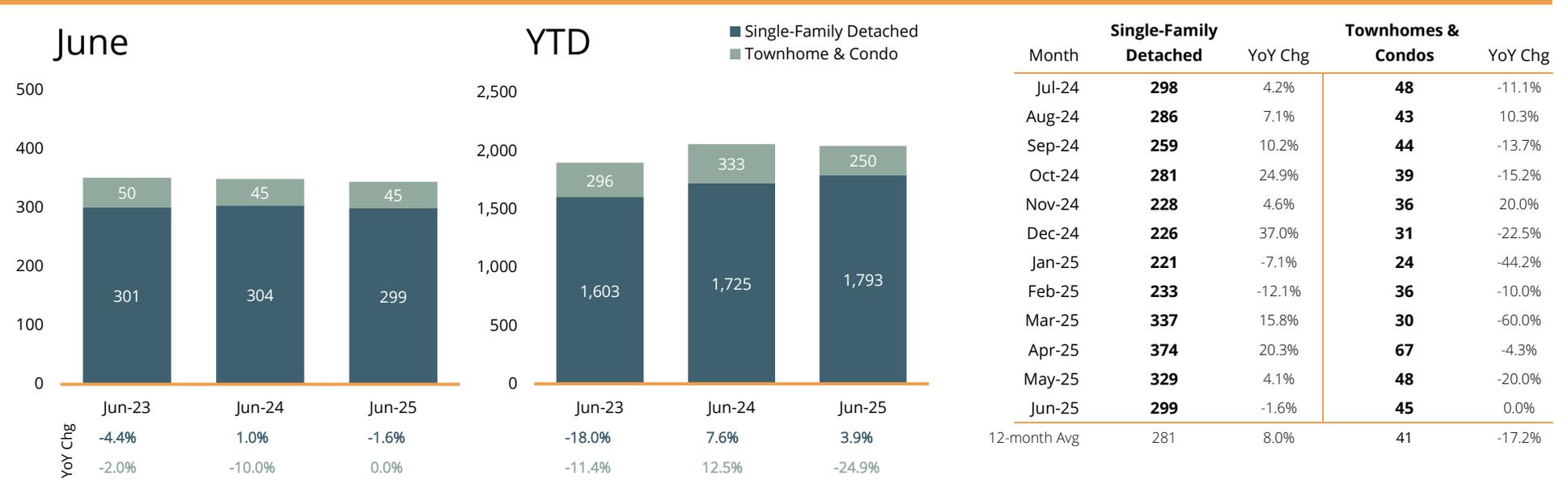


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	267	5.5%	62	21.6%
Aug-24	286	13.5%	48	-2.0%
Sep-24	225	-5.5%	46	15.0%
Oct-24	248	12.2%	39	-2.5%
Nov-24	248	29.8%	45	45.2%
Dec-24	221	7.3%	33	-13.2%
Jan-25	217	42.8%	25	-32.4%
Feb-25	182	-8.5%	20	-39.4%
Mar-25	212	1.4%	34	-24.4%
Apr-25	269	3.1%	28	-56.9%
May-25	297	3.8%	51	-28.2%
Jun-25	319	19.5%	47	-20.3%
12-month Avg	249	9.4%	40	-14.5%

Historical Sales by Month



Pending Sales

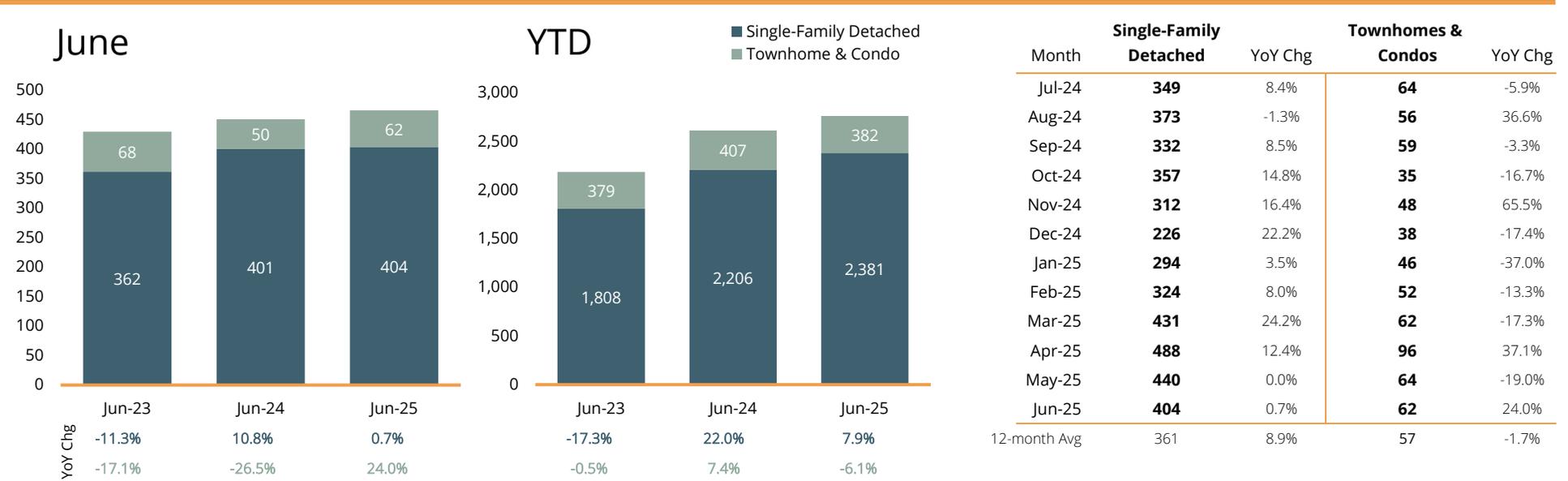


Historical Pending Sales by Month



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

New Listings



Historical New Listings by Month



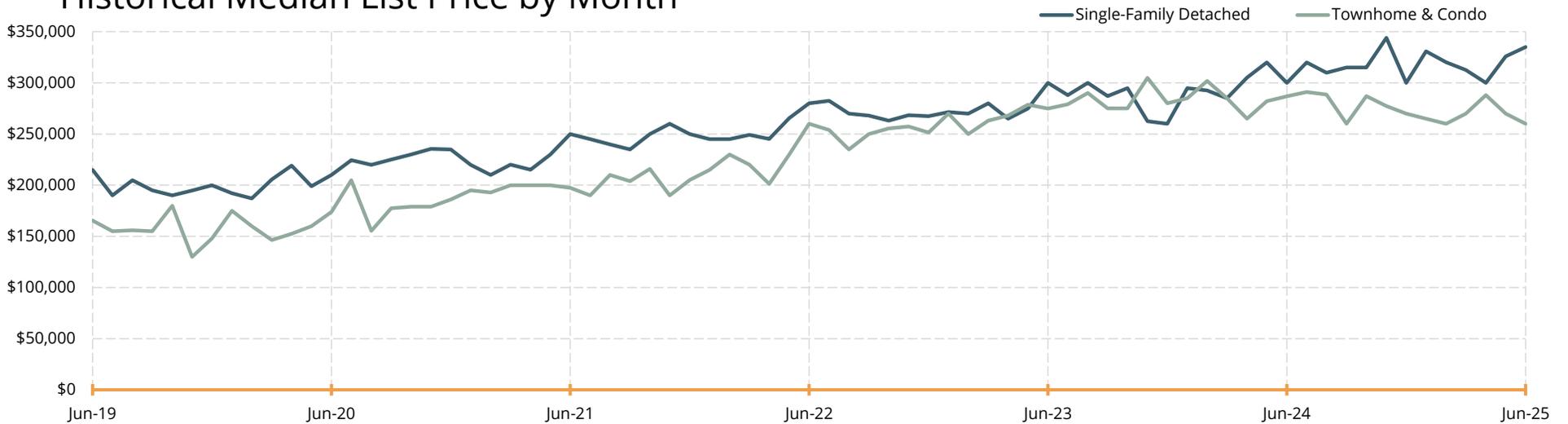
Sources: Virginia REALTORS®, data accessed July 15, 2025

Median List Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-25	\$334,900	11.7%	\$259,900	-9.4%
12-month Avg	\$318,985	9.7%	\$273,854	-3.6%

Historical Median List Price by Month



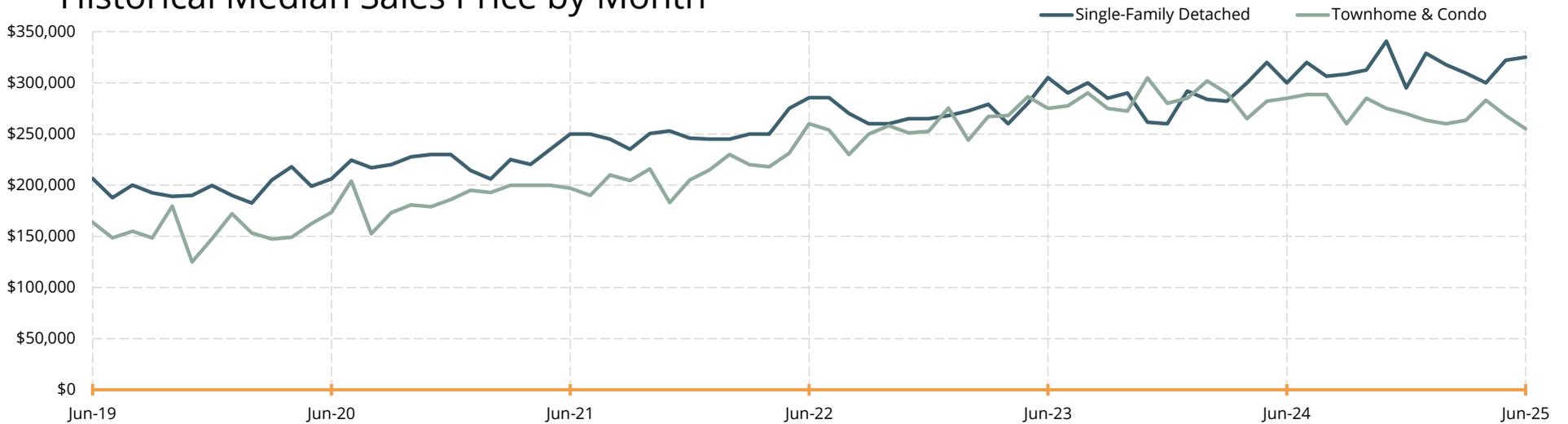
Sources: Virginia REALTORS®, data accessed July 15, 2025

Median Sales Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-25	\$325,000	8.4%	\$255,000	-10.5%
12-month Avg	\$315,520	9.3%	\$271,629	-4.4%

Historical Median Sales Price by Month

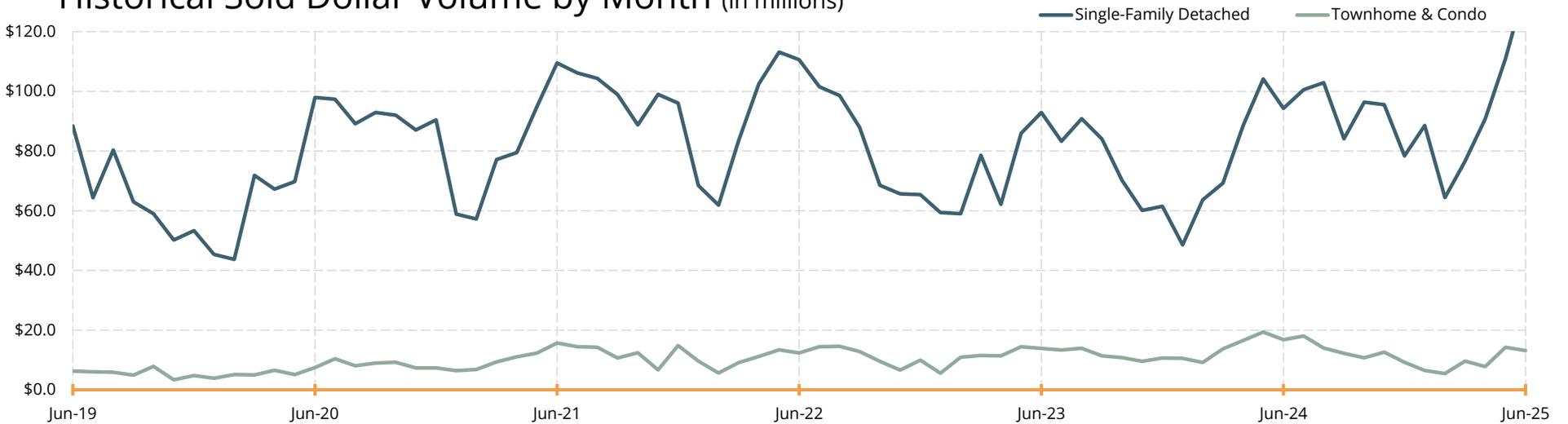


Sold Dollar Volume (in millions)



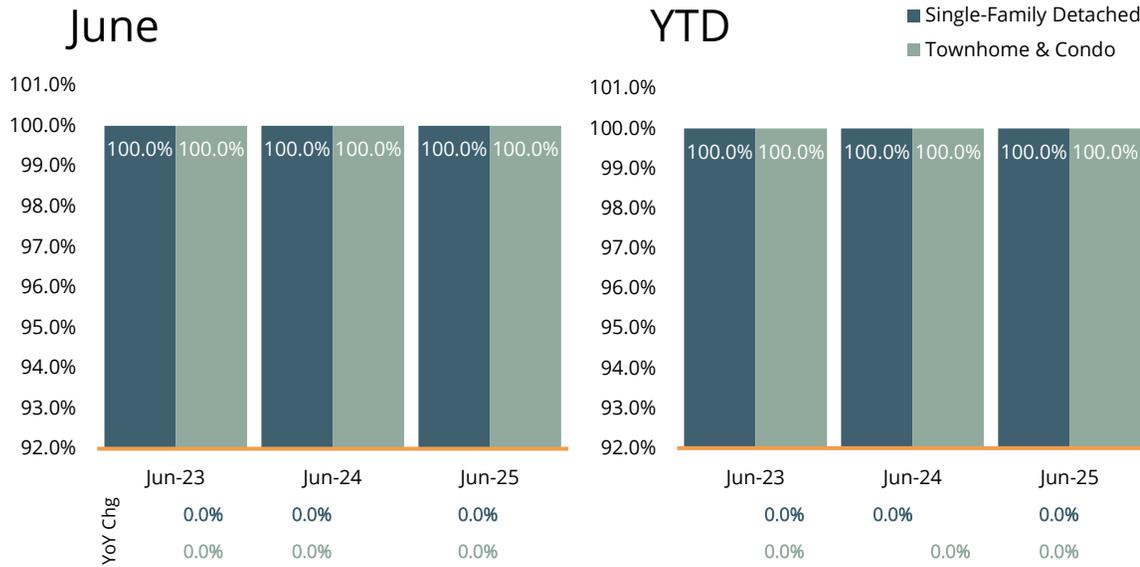
Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Jul-24	\$100.6	20.8%	\$18.0	34.8%
Aug-24	\$102.9	13.3%	\$14.0	0.3%
Sep-24	\$84.1	0.1%	\$12.2	7.7%
Oct-24	\$96.4	37.3%	\$10.7	-0.3%
Nov-24	\$95.5	59.0%	\$12.6	31.6%
Dec-24	\$78.4	27.5%	\$9.2	-13.2%
Jan-25	\$88.5	82.4%	\$6.5	-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%
Jun-25	\$135.1	43.3%	\$13.1	-21.5%
12-month Avg	\$93.7	22.4%	\$11.1	-14.2%

Historical Sold Dollar Volume by Month (in millions)



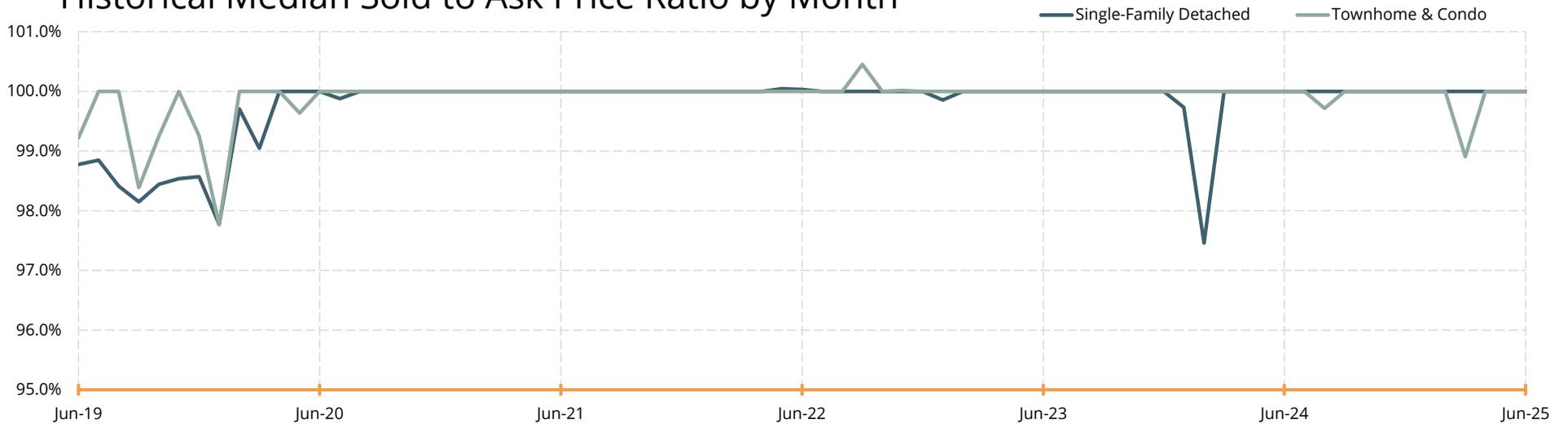
Sources: Virginia REALTORS®, data accessed July 15, 2025

Median Sold to Ask Price Ratio



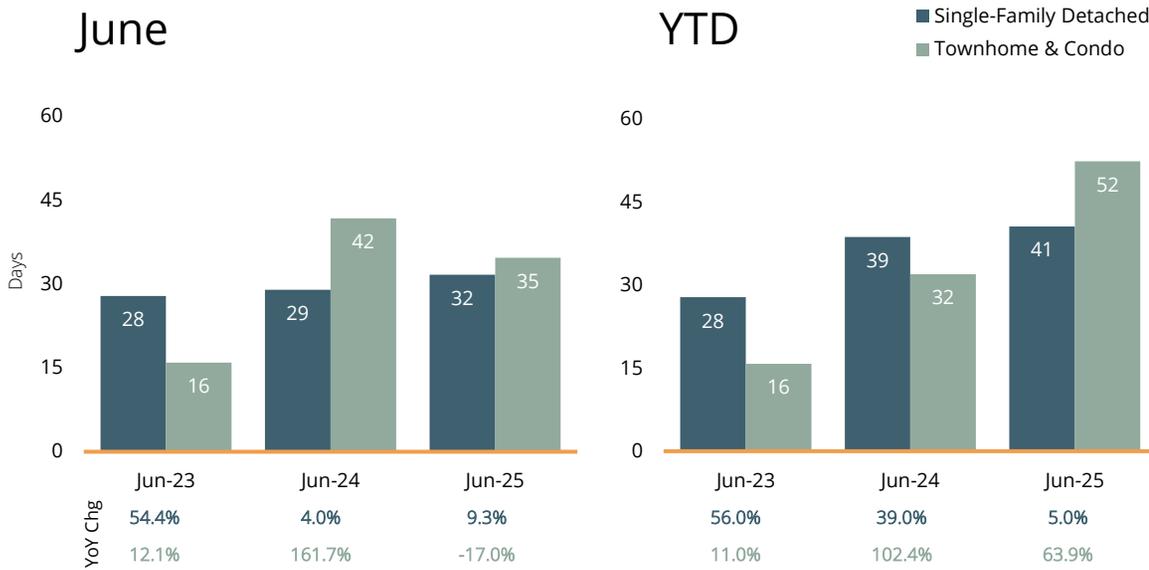
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	100.0%	0.0%	100.0%	0.0%
Aug-24	100.0%	0.0%	99.7%	-0.3%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	0.0%
Jan-25	100.0%	0.3%	100.0%	0.0%
Feb-25	100.0%	2.6%	100.0%	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%
Jun-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



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

Average Days on Market



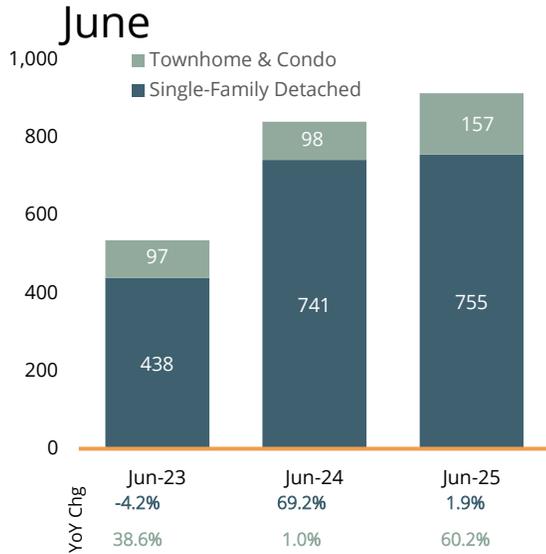
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	40	29.1%	37	88.1%
Aug-24	38	54.2%	34	-5.9%
Sep-24	33	14.8%	49	123.7%
Oct-24	40	31.4%	33	5.6%
Nov-24	39	30.7%	48	171.4%
Dec-24	38	21.2%	41	88.7%
Jan-25	45	2.6%	87	66.1%
Feb-25	52	-24.1%	73	57.2%
Mar-25	48	0.2%	59	35.8%
Apr-25	45	21.7%	38	82.0%
May-25	32	-4.8%	47	189.6%
Jun-25	32	9.3%	35	-17.0%
12-month Avg	40	10.5%	48	57.2%

Historical Average Days on Market



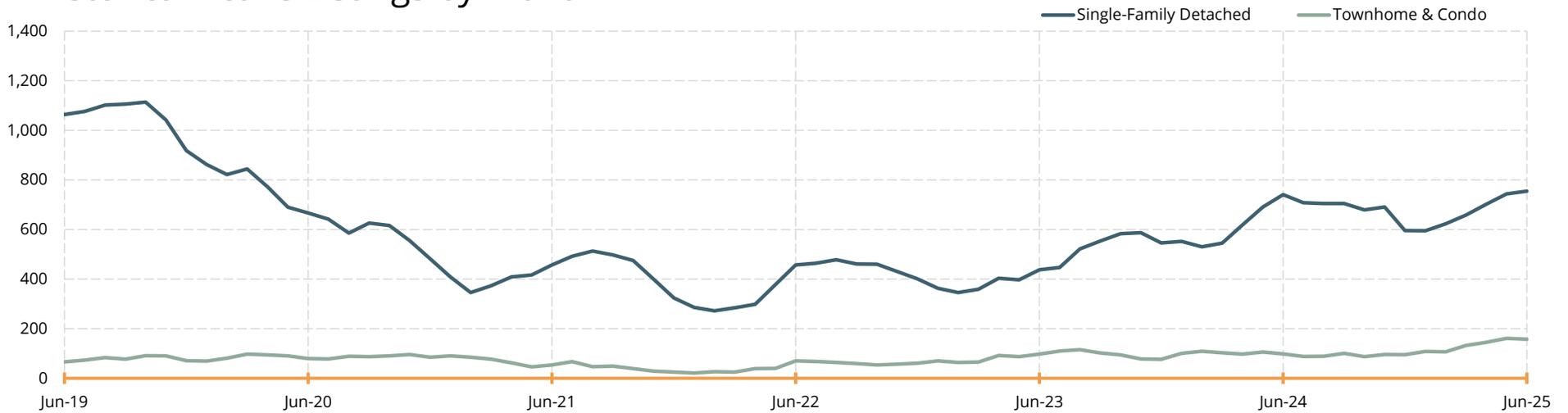
Sources: Virginia REALTORS®, data accessed July 15, 2025

Active Listings



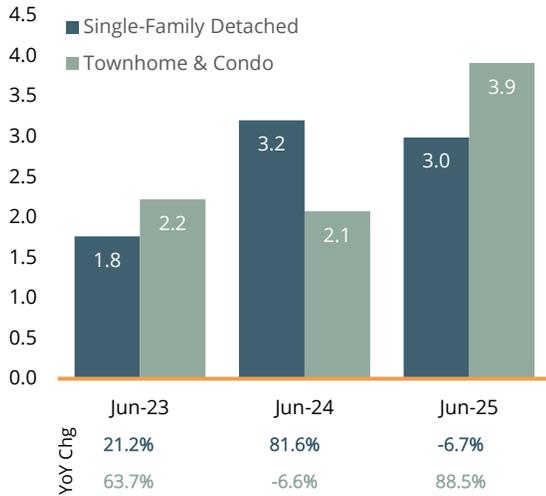
Month	Single-Family Detached		Townhomes & Condos	
	Count	YoY Chg	Count	YoY Chg
Jul-24	708	58.4%	88	-20.0%
Aug-24	705	35.1%	89	-22.6%
Sep-24	705	27.3%	100	-2.0%
Oct-24	679	16.5%	87	-7.4%
Nov-24	691	17.7%	96	23.1%
Dec-24	596	9.2%	95	25.0%
Jan-25	595	7.8%	108	8.0%
Feb-25	623	17.5%	107	-1.8%
Mar-25	658	20.7%	132	28.2%
Apr-25	702	13.6%	145	49.5%
May-25	744	7.7%	161	51.9%
Jun-25	755	1.9%	157	60.2%
12-month Avg	680	18.0%	114	14.9%

Historical Active Listings by Month



Months of Supply

June



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%	2.6	12.0%
Jun-25	3.0	-6.7%	3.9	88.5%
12-month Avg	2.8	20.1%	2.4	15.6%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	46	28	-39.1%	27	27	0.0%	\$319,900	\$250,000	-21.9%	71	81	14.1%	2.7	3.1	15.2%
Appomattox County	19	28	47.4%	19	20	5.3%	\$275,900	\$302,000	9.5%	61	59	-3.3%	4.0	3.8	-5.9%
Bedford County	136	152	11.8%	99	133	34.3%	\$366,250	\$435,000	18.8%	314	335	6.7%	3.4	3.4	-1.4%
Campbell County	92	86	-6.5%	54	73	35.2%	\$273,000	\$274,400	0.5%	180	193	7.2%	3.4	3.4	-1.2%
Lynchburg	158	172	8.9%	127	113	-11.0%	\$280,000	\$303,500	8.4%	213	244	14.6%	2.3	2.5	9.1%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	234	221	-5.6%	148	158	6.8%	\$281,900	\$255,000	-9.5%	71	81	14.1%
Appomattox County	140	142	1.4%	89	93	4.5%	\$292,000	\$298,250	2.1%	61	59	-3.3%
Bedford County	848	957	12.9%	536	559	4.3%	\$365,000	\$399,900	9.6%	314	335	6.7%
Campbell County	492	563	14.4%	308	335	8.8%	\$275,000	\$292,000	6.2%	180	193	7.2%
Lynchburg	899	880	-2.1%	603	556	-7.8%	\$275,000	\$272,000	-1.1%	213	244	14.6%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	45	26	-42.2%	25	27	8.0%	\$326,000	\$250,000	-23.3%	70	79	12.9%	2.8	3.1	12.5%
Appomattox County	19	28	47.4%	19	20	5.3%	\$275,900	\$302,000	9.5%	61	59	-3.3%	4.0	3.8	-5.9%
Bedford County	122	131	7.4%	82	121	47.6%	\$375,000	\$450,000	20.0%	297	292	-1.7%	3.8	3.3	-12.9%
Campbell County	81	72	-11.1%	43	55	27.9%	\$282,000	\$285,000	1.1%	129	135	4.7%	3.0	2.9	-5.7%
Lynchburg	134	147	9.7%	98	96	-2.0%	\$273,225	\$311,260	13.9%	184	190	3.3%	2.6	2.4	-8.7%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	227	219	-3.5%	144	157	9.0%	\$286,250	\$255,000	-10.9%	70	79	12.9%
Appomattox County	140	142	1.4%	89	93	4.5%	\$292,000	\$298,250	2.1%	61	59	-3.3%
Bedford County	756	849	12.3%	458	501	9.4%	\$375,000	\$411,000	9.6%	297	292	-1.7%
Campbell County	397	435	9.6%	249	269	8.0%	\$281,000	\$322,000	14.6%	129	135	4.7%
Lynchburg	686	736	7.3%	434	476	9.7%	\$265,250	\$274,950	3.7%	184	190	3.3%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	1	2	100.0%	2	0	n/a	\$163,400	\$0	-100.0%	1	2	100.0%	1.7	8.0	366.7%
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	14	21	50.0%	17	12	-29.4%	\$349,900	\$347,750	-0.6%	17	43	152.9%	1.3	3.9	200.1%
Campbell County	11	14	27.3%	11	18	63.6%	\$269,900	\$245,000	-9.2%	51	58	13.7%	4.9	5.7	15.6%
Lynchburg	24	25	4.2%	29	17	-41.4%	\$286,900	\$275,000	-4.1%	29	54	86.2%	1.3	2.9	131.3%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Amherst County	7	2	-71.4%	4	1	-75.0%	\$163,200	\$150,000	-8.1%	1	2	100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	92	108	17.4%	78	58	-25.6%	\$345,950	\$293,950	-15.0%	17	43	152.9%
Campbell County	95	128	34.7%	59	66	11.9%	\$269,900	\$259,900	-3.7%	51	58	13.7%
Lynchburg	213	144	-32.4%	169	80	-52.7%	\$282,743	\$265,000	-6.3%	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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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.