

JULY
2025

LARLYNCHBURG

MARKET INDICATORS REPORT



CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: July 2025

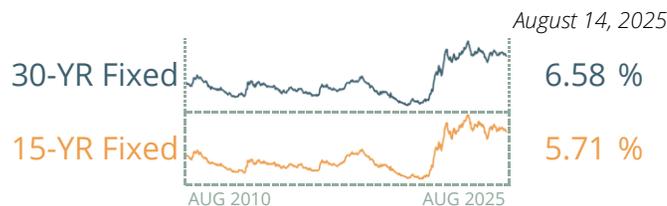
- Most areas of the LAR market saw home sales increase year-over-year. There were 379 transactions across the LAR region in July, which is 50 more than the previous year, reflecting a 15.2% increase. Campbell County reported 70 sales in July, up 16.7% or 10 more than last year. Both Bedford County (+36.1%) and Appomattox County (+46.2%) saw a significant increase in sales compared to last July. Meanwhile, Lynchburg recorded five fewer sales than a year ago, a 3.9% decrease.
- The LAR area saw an increase in pending sales. At 364, the number of pending sales increased by 5.2% compared to last July, which is 18 more than a year earlier. Bedford County had 121 pending transactions in July, 19 more than the prior year (+18.6%). In Lynchburg, there were 108 pending sales in July, which is down 15.6% or 20 fewer pending sales than the year before. Campbell County recorded 70 pending sales in July, unchanged from a year ago.
- The median cost of homes trended up slightly despite home prices declining in some areas. In July, the median sales price in the LAR region was \$315,000, a \$5,000 increase (+1.6%) from the previous year. Campbell County's median price reached \$333,700, up \$23,700 or 7.6% compared to last year. Amherst County saw its median sales price decrease to \$274,000, a 3.1% drop or \$8,650 from July of the previous year. Additionally, home prices fell year-over-year in Appomattox County (-2.9%), Lynchburg (-6.1%), and Bedford County (-3.4%).
- Housing supply continues to rise as more listings hit the LAR market. The LAR market had 926 active listings at the end of July, 130 more than last year, marking a 16.3% increase. Bedford County recorded 353 active listings at the end of the month, 41 more than the year before (+13.1%). Amherst County had two fewer active listings at the end of July, a 2.5% decrease.



LAR Market Dashboard

YoY Chg	Jul-25	Indicator
▲ 15.2%	379	Sales
▲ 5.2%	364	Pending Sales
▲ 18.6%	490	New Listings
▲ 3.2%	\$319,900	Median List Price
▲ 1.6%	\$315,000	Median Sales Price
▼ -2.8%	\$173	Median Price Per Square Foot
▲ 14.8%	\$136.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -9.9%	35	Average Days on Market
▲ 16.3%	926	Active Listings
▲ 9.4%	3.1	Months of Supply

INTEREST RATE TRACKER



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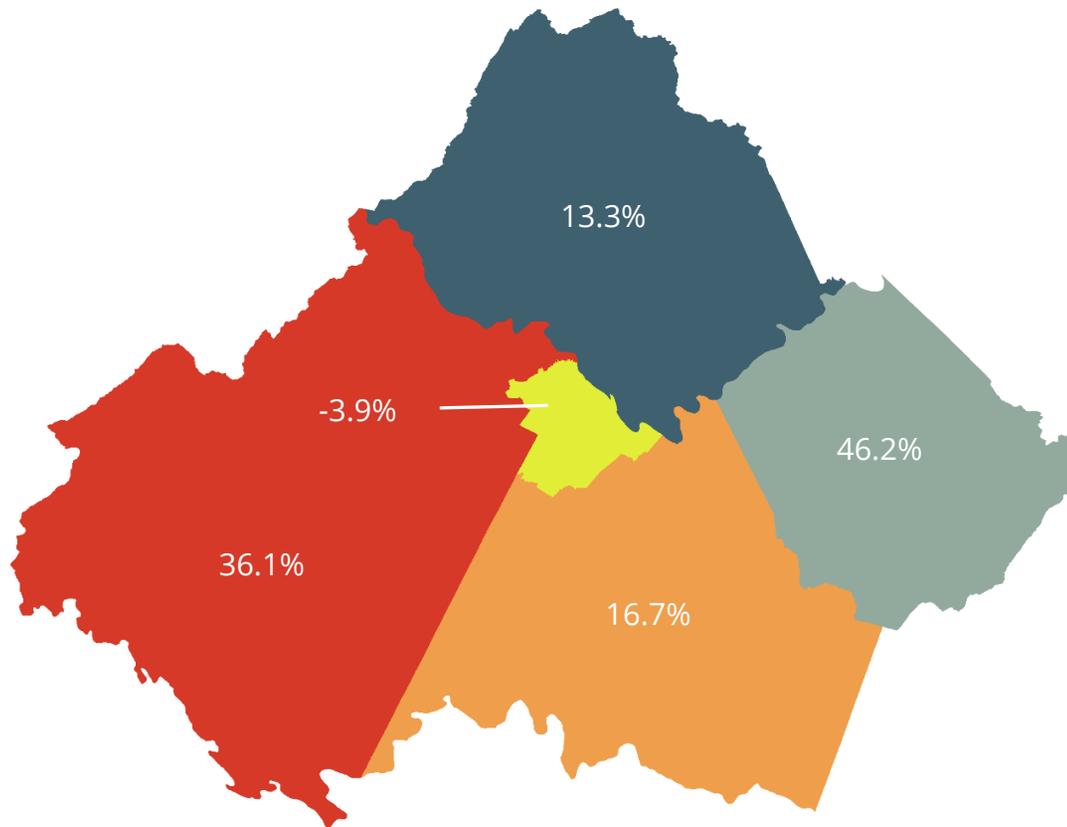
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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.

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Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jul-24	Jul-25	% Chg
Amherst County	30	34	13.3%
Appomattox County	13	19	46.2%
Bedford County	97	132	36.1%
Campbell County	60	70	16.7%
Lynchburg	129	124	-3.9%
LAR	329	379	15.2%

Total Market Overview



Key Metrics	2-year Trends		Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23	Jul-25						
Sales			329	379	15.2%	2,013	2,080	3.3%
Pending Sales			346	364	5.2%	2,404	2,407	0.1%
New Listings			413	490	18.6%	3,026	3,253	7.5%
Median List Price			\$309,900	\$319,900	3.2%	\$295,000	\$304,900	3.4%
Median Sales Price			\$310,000	\$315,000	1.6%	\$293,500	\$305,000	3.9%
Median Price Per Square Foot			\$178	\$173	-2.8%	\$170	\$173	2.2%
Sold Dollar Volume (in millions)			\$118.6	\$136.1	14.8%	\$673.0	\$759.1	12.8%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			39	35	-9.9%	38	41	7.8%
Active Listings			796	926	16.3%	n/a	n/a	n/a
Months of Supply			2.8	3.1	9.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23	Jul-25						
Sales			267	337	26.2%	1,641	1,833	11.7%
Pending Sales			298	326	9.4%	2,023	2,119	4.7%
New Listings			349	425	21.8%	2,555	2,806	9.8%
Median List Price			\$319,900	\$329,900	3.1%	\$299,900	\$320,000	6.7%
Median Sales Price			\$320,000	\$329,900	3.1%	\$300,000	\$318,000	6.0%
Median Price Per Square Foot			\$172	\$172	0.1%	\$165	\$173	4.9%
Sold Dollar Volume (in millions)			\$100.6	\$124.7	24.0%	\$569.0	\$691.0	21.5%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			40	34	-14.3%	39	39	1.2%
Active Listings			708	776	9.6%	n/a	n/a	n/a
Months of Supply			3.0	3.0	-1.8%	n/a	n/a	n/a

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

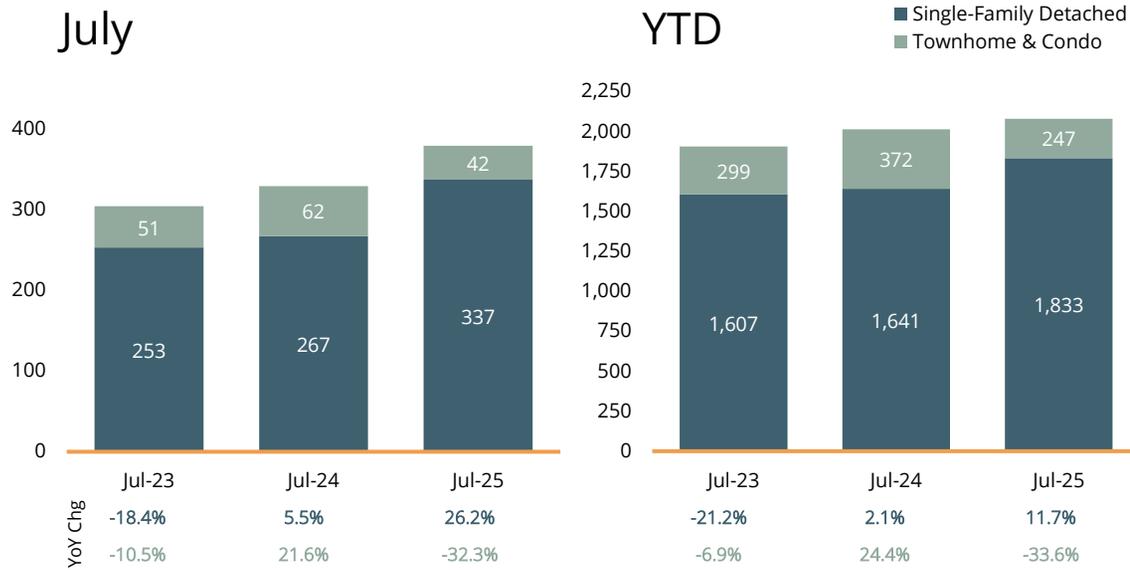
Townhome & Condo Market Overview



Key Metrics	2-year Trends			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25						
Sales				62	42	-32.3%	372	247	-33.6%
Pending Sales				48	38	-20.8%	381	288	-24.4%
New Listings				64	65	1.6%	471	447	-5.1%
Median List Price				\$290,950	\$272,500	-6.3%	\$284,450	\$265,000	-6.8%
Median Sales Price				\$288,450	\$269,950	-6.4%	\$282,750	\$262,000	-7.3%
Median Price Per Square Foot				\$186	\$178	-4.2%	\$181	\$178	-1.8%
Sold Dollar Volume (in millions)				\$18.0	\$11.4	-36.8%	\$104.0	\$68.1	-34.6%
Median Sold/Ask Price Ratio				100.0%	98.6%	-1.4%	100.0%	100.0%	0.0%
Average Days on Market				37	46	23.6%	33	51	54.8%
Active Listings				88	150	70.5%	n/a	n/a	n/a
Months of Supply				1.8	3.9	110.8%	n/a	n/a	n/a

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

Sales



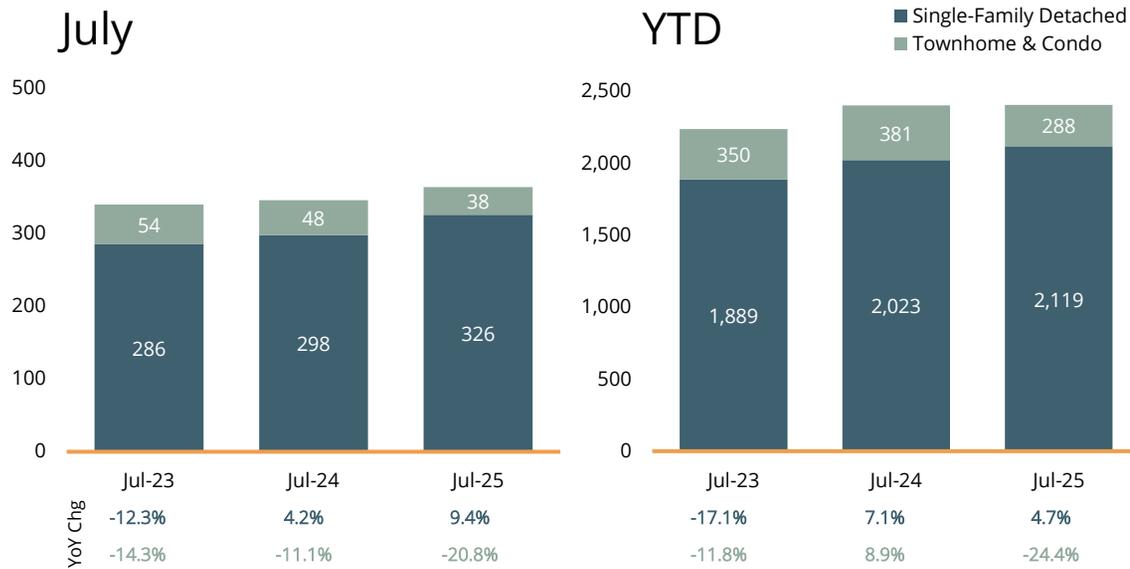
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	286	13.5%	48	-2.0%
Sep-24	225	-5.5%	46	15.0%
Oct-24	248	12.2%	39	-2.5%
Nov-24	248	29.8%	45	45.2%
Dec-24	221	7.3%	33	-13.2%
Jan-25	217	42.8%	25	-32.4%
Feb-25	182	-8.5%	20	-39.4%
Mar-25	212	1.4%	34	-24.4%
Apr-25	269	3.1%	28	-56.9%
May-25	297	3.8%	51	-28.2%
Jun-25	319	19.5%	47	-20.3%
Jul-25	337	26.2%	42	-32.3%
12-month Avg	255	11.3%	38	-100.0%

Historical Sales by Month



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

Pending Sales



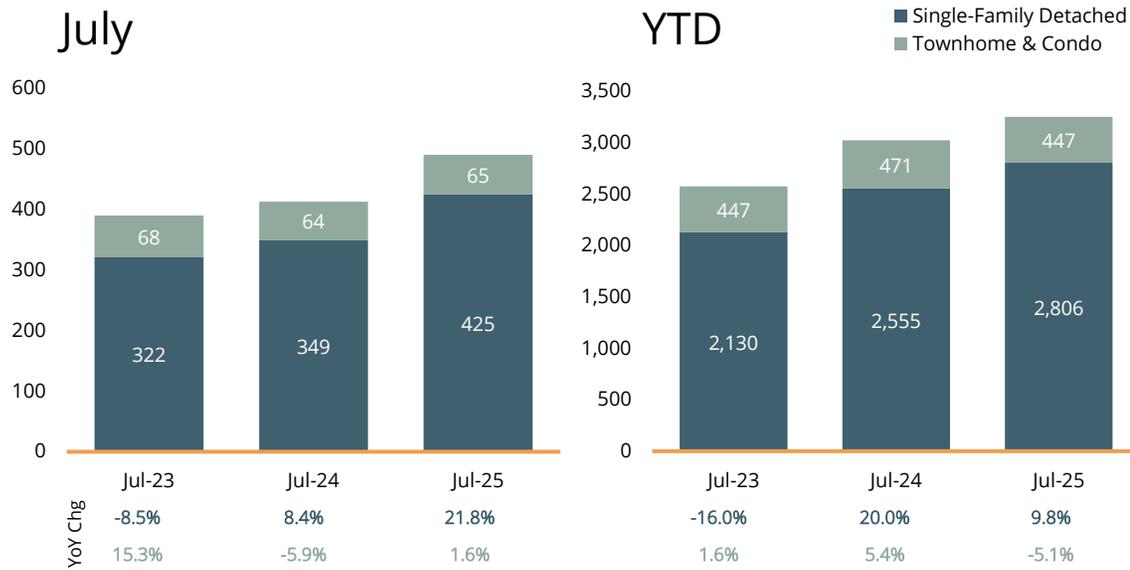
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	286	7.1%	43	10.3%
Sep-24	259	10.2%	44	-13.7%
Oct-24	281	24.9%	39	-15.2%
Nov-24	228	4.6%	36	20.0%
Dec-24	226	37.0%	31	-22.5%
Jan-25	221	-7.1%	24	-44.2%
Feb-25	233	-12.1%	36	-10.0%
Mar-25	337	15.8%	30	-60.0%
Apr-25	374	20.3%	67	-4.3%
May-25	329	4.1%	48	-20.0%
Jun-25	299	-1.6%	45	0.0%
Jul-25	326	9.4%	38	-20.8%
12-month Avg	283	8.5%	40	-100.0%

Historical Pending Sales by Month



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

New Listings



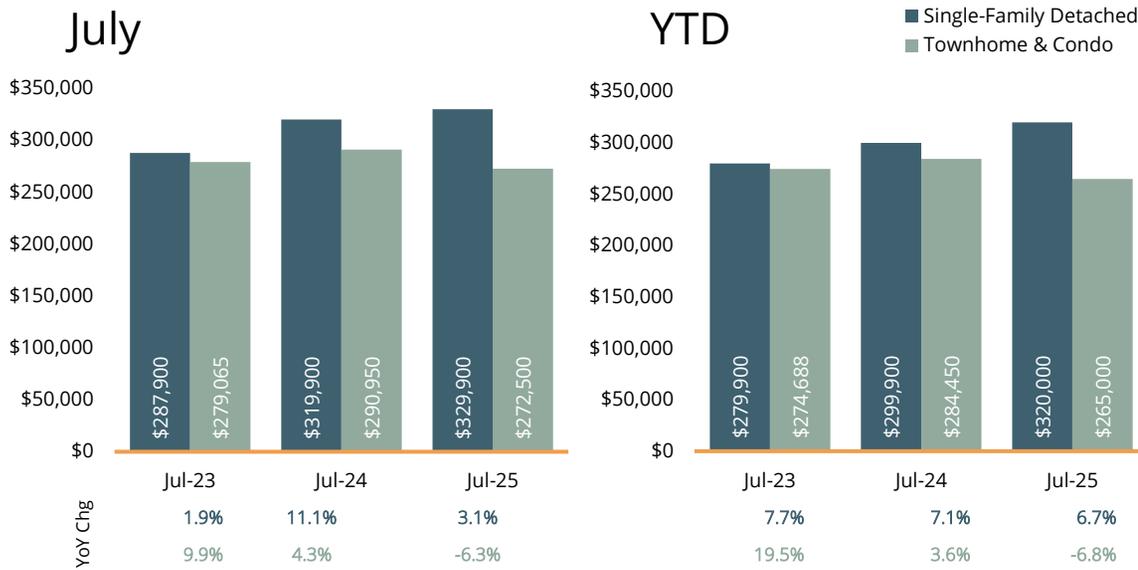
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	373	-1.3%	56	36.6%
Sep-24	332	8.5%	59	-3.3%
Oct-24	357	14.8%	35	-16.7%
Nov-24	312	16.4%	48	65.5%
Dec-24	226	22.2%	38	-17.4%
Jan-25	294	3.5%	46	-37.0%
Feb-25	324	8.0%	52	-13.3%
Mar-25	431	24.2%	62	-17.3%
Apr-25	488	12.4%	96	37.1%
May-25	440	0.0%	64	-19.0%
Jun-25	404	0.7%	62	24.0%
Jul-25	425	21.8%	65	1.6%
12-month Avg	367	10.1%	57	-100.0%

Historical New Listings by Month



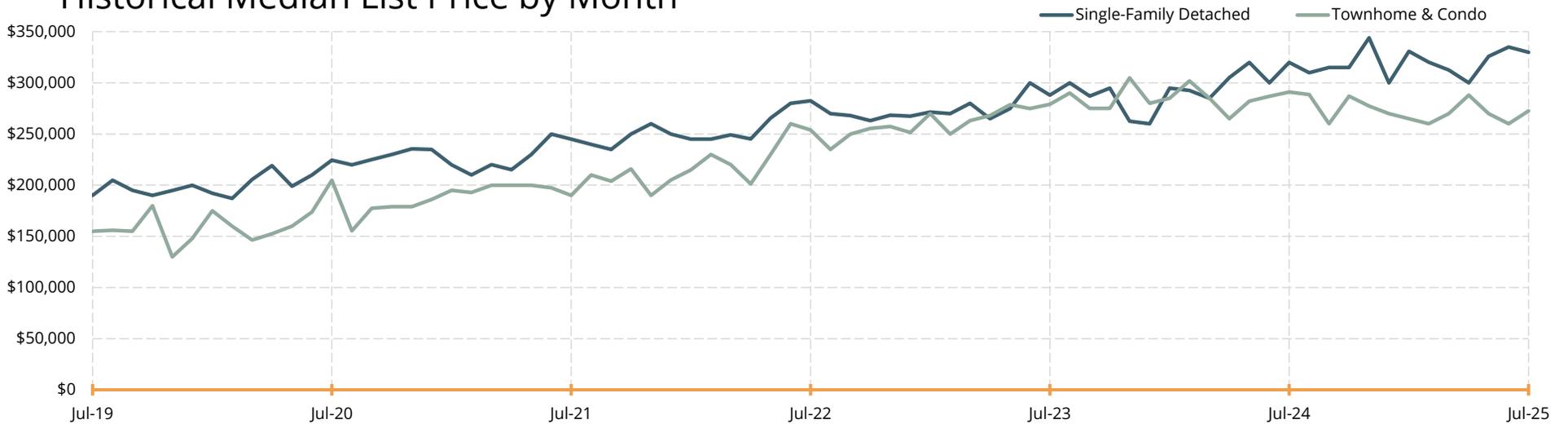
Sources: Virginia REALTORS®, data accessed August 15, 2025

Median List Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	\$329,900	3.1%	\$272,500	-6.3%
12-month Avg	\$319,818	9.0%	\$272,317	-100.0%

Historical Median List Price by Month



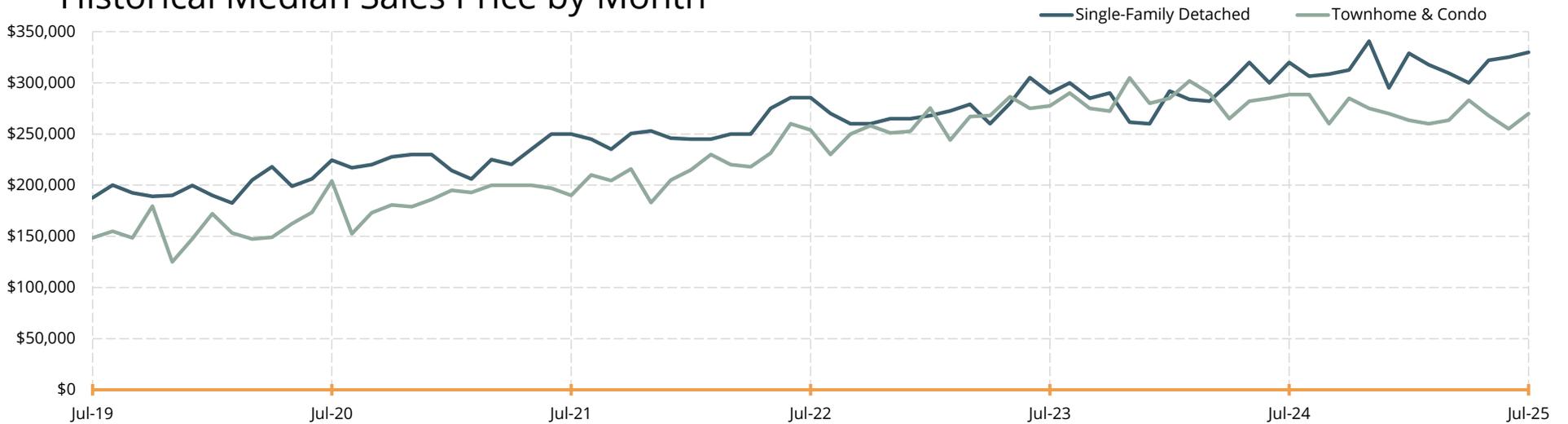
Sources: Virginia REALTORS®, data accessed August 15, 2025

Median Sales Price



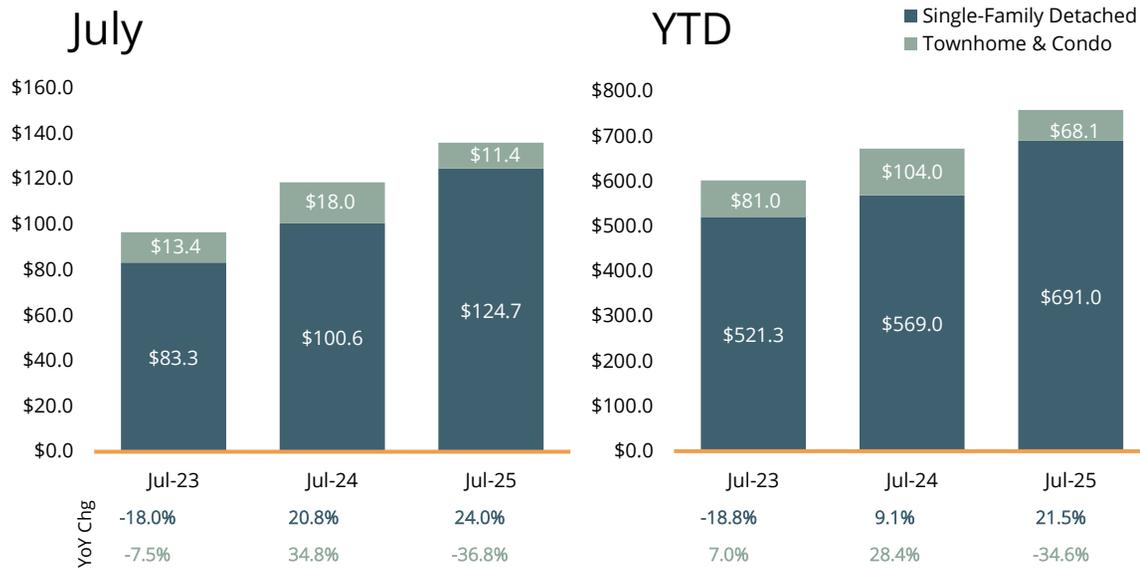
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	\$306,500	2.2%	\$288,500	-0.5%
Sep-24	\$308,500	8.2%	\$259,900	-5.5%
Oct-24	\$312,500	7.8%	\$285,000	4.6%
Nov-24	\$340,693	30.3%	\$275,000	-9.8%
Dec-24	\$295,000	13.5%	\$269,900	-3.6%
Jan-25	\$328,900	12.6%	\$263,500	-7.5%
Feb-25	\$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%
Jul-25	\$329,900	3.1%	\$269,950	-6.4%
12-month Avg	\$316,345	8.6%	\$270,088	-100.0%

Historical Median Sales Price by Month



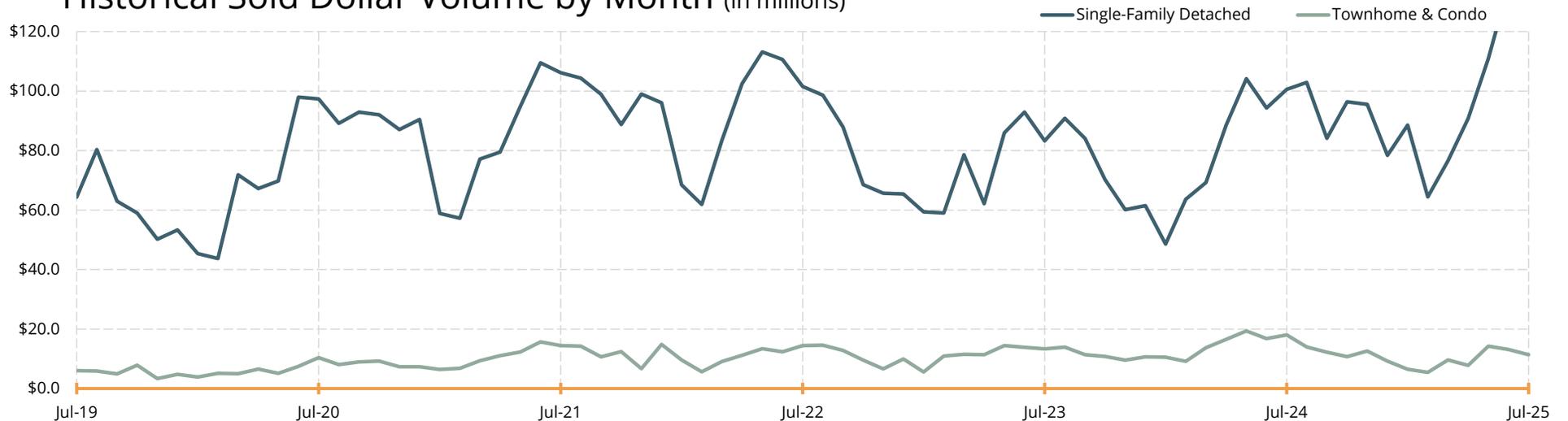
Sources: Virginia REALTORS®, data accessed August 15, 2025

Sold Dollar Volume (in millions)



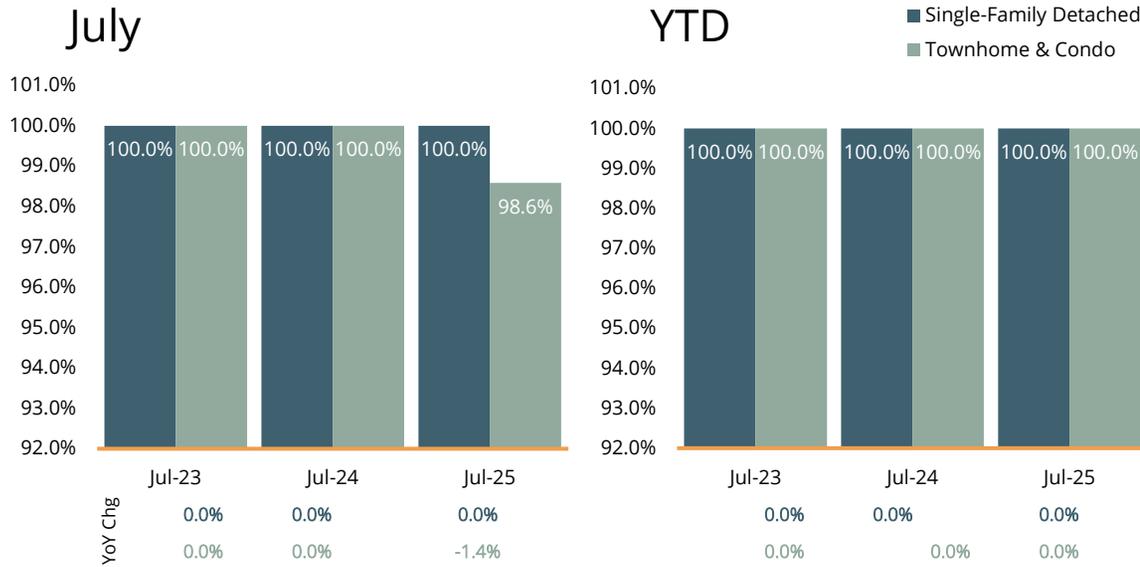
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	\$102.9	13.3%	\$14.0	0.3%
Sep-24	\$84.1	0.1%	\$12.2	7.7%
Oct-24	\$96.4	37.3%	\$10.7	-0.3%
Nov-24	\$95.5	59.0%	\$12.6	31.6%
Dec-24	\$78.4	27.5%	\$9.2	-13.2%
Jan-25	\$88.5	82.4%	\$6.5	-38.4%
Feb-25	\$64.4	1.3%	\$5.4	-40.6%
Mar-25	\$76.5	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%
Jul-25	\$124.7	24.0%	\$11.4	-36.8%
12-month Avg	\$95.7	22.7%	\$10.6	-100.0%

Historical Sold Dollar Volume by Month (in millions)



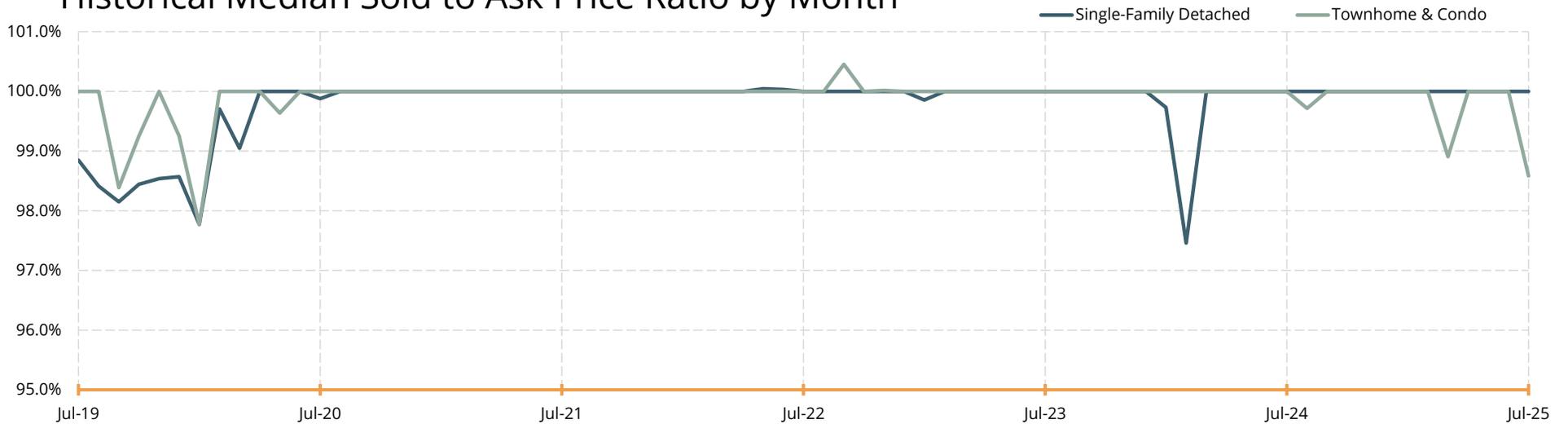
Sources: Virginia REALTORS®, data accessed August 15, 2025

Median Sold to Ask Price Ratio



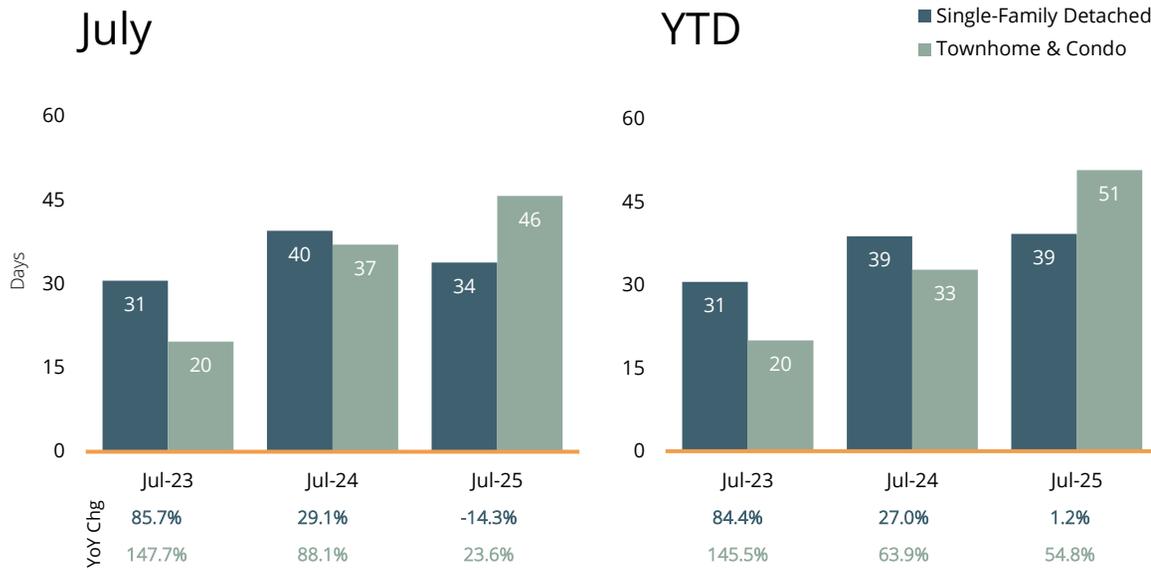
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	100.0%	0.0%	99.7%	-0.3%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	0.0%
Jan-25	100.0%	0.3%	100.0%	0.0%
Feb-25	100.0%	2.6%	100.0%	0.0%
Mar-25	100.0%	0.0%	98.9%	-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%
Jul-25	100.0%	0.0%	98.6%	-1.4%
12-month Avg	100.0%	0.2%	99.8%	-100.0%

Historical Median Sold to Ask Price Ratio by Month



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

Average Days on Market

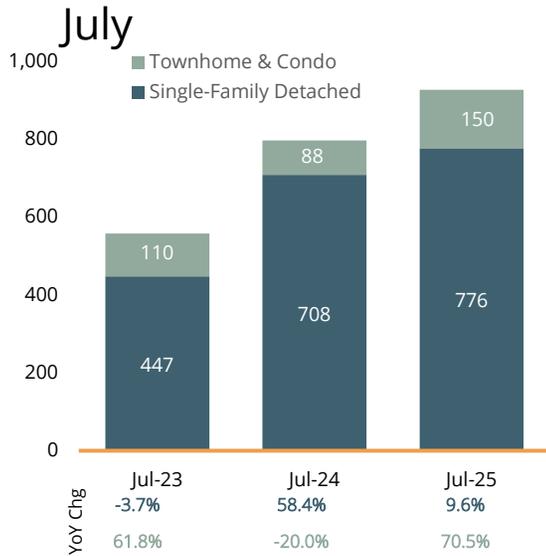


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Aug-24	38	54.2%	34	-5.9%
Sep-24	33	14.8%	49	123.7%
Oct-24	40	31.4%	33	5.6%
Nov-24	39	30.7%	48	171.4%
Dec-24	38	21.2%	41	88.7%
Jan-25	45	2.6%	87	66.1%
Feb-25	52	-24.1%	73	57.2%
Mar-25	48	0.2%	59	35.8%
Apr-25	45	21.7%	38	82.0%
May-25	32	-4.8%	47	189.6%
Jun-25	32	9.3%	35	-17.0%
Jul-25	34	-14.3%	46	23.6%
12-month Avg	40	7.1%	49	-100.0%

Historical Average Days on Market

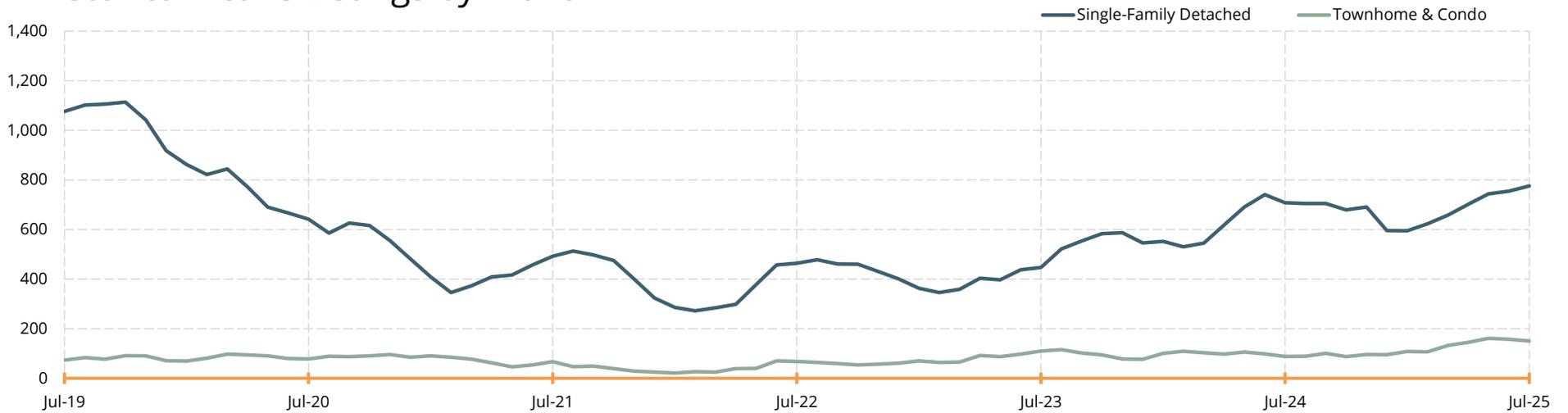


Active Listings



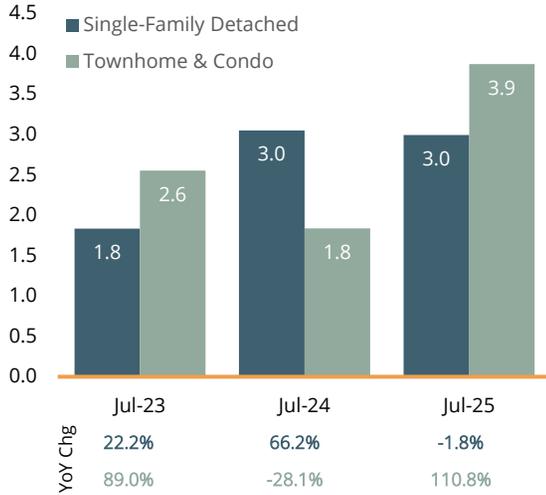
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	705	35.1%	89	-22.6%
Sep-24	705	27.3%	100	-2.0%
Oct-24	679	16.5%	87	-7.4%
Nov-24	691	17.7%	96	23.1%
Dec-24	596	9.2%	95	25.0%
Jan-25	595	7.8%	108	8.0%
Feb-25	623	17.5%	107	-1.8%
Mar-25	658	20.7%	132	28.2%
Apr-25	702	13.6%	145	49.5%
May-25	744	7.7%	161	51.9%
Jun-25	755	1.9%	157	60.2%
Jul-25	776	9.6%	150	70.5%
12-month Avg	686	14.7%	119	-100.0%

Historical Active Listings by Month



Months of Supply

July



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Jul-25	3.0	-1.8%	3.9	110.8%
12-month Avg	2.8	14.9%	2.6	-100.0%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	43	38	-11.6%	30	34	13.3%	\$282,650	\$274,000	-3.1%	81	79	-2.5%	3.1	3.0	-2.5%
Appomattox County	24	34	41.7%	13	19	46.2%	\$308,900	\$300,000	-2.9%	59	62	5.1%	3.9	3.9	-1.4%
Bedford County	131	168	28.2%	97	132	36.1%	\$403,925	\$390,000	-3.4%	312	353	13.1%	3.5	3.4	-1.0%
Campbell County	84	96	14.3%	60	70	16.7%	\$310,000	\$333,700	7.6%	156	191	22.4%	2.9	3.3	11.1%
Lynchburg	131	154	17.6%	129	124	-3.9%	\$293,000	\$275,000	-6.1%	188	241	28.2%	2.0	2.5	24.8%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	277	259	-6.5%	178	192	7.9%	\$282,550	\$255,000	-9.8%	81	79	-2.5%
Appomattox County	164	176	7.3%	102	112	9.8%	\$292,500	\$299,000	2.2%	59	62	5.1%
Bedford County	979	1,125	14.9%	633	691	9.2%	\$369,450	\$397,450	7.6%	312	353	13.1%
Campbell County	576	659	14.4%	368	405	10.1%	\$279,900	\$299,900	7.1%	156	191	22.4%
Lynchburg	1,030	1,034	0.4%	732	680	-7.1%	\$279,000	\$274,950	-1.5%	188	241	28.2%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	41	35	-14.6%	29	32	10.3%	\$284,000	\$279,250	-1.7%	80	77	-3.8%	3.1	3.0	-5.0%
Appomattox County	24	34	41.7%	13	19	46.2%	\$308,900	\$300,000	-2.9%	59	62	5.1%	3.9	3.9	-1.4%
Bedford County	115	151	31.3%	84	116	38.1%	\$435,000	\$420,000	-3.4%	293	311	6.1%	3.8	3.4	-10.6%
Campbell County	69	82	18.8%	49	64	30.6%	\$325,000	\$344,950	6.1%	118	136	15.3%	2.8	2.8	1.4%
Lynchburg	100	123	23.0%	92	106	15.2%	\$295,000	\$290,000	-1.7%	158	190	20.3%	2.2	2.4	5.7%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	268	254	-5.2%	173	189	9.2%	\$285,000	\$257,500	-9.6%	80	77	-3.8%
Appomattox County	164	176	7.3%	102	112	9.8%	\$292,500	\$299,000	2.2%	59	62	5.1%
Bedford County	871	1,000	14.8%	542	617	13.8%	\$380,000	\$411,000	8.2%	293	311	6.1%
Campbell County	466	517	10.9%	298	333	11.7%	\$291,500	\$324,900	11.5%	118	136	15.3%
Lynchburg	786	859	9.3%	526	582	10.6%	\$270,000	\$276,500	2.4%	158	190	20.3%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	2	3	50.0%	1	2	100.0%	\$170,600	\$172,950	1.4%	1	2	100.0%	1.5	6.0	300.0%
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	16	17	6.3%	13	16	23.1%	\$349,900	\$298,450	-14.7%	19	42	121.1%	1.5	3.7	145.1%
Campbell County	15	14	-6.7%	11	6	-45.5%	\$265,000	\$297,400	12.2%	38	55	44.7%	3.7	5.6	50.9%
Lynchburg	31	31	0.0%	37	18	-51.4%	\$286,900	\$223,750	-22.0%	30	51	70.0%	1.2	3.0	141.3%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Amherst County	9	5	-44.4%	5	3	-40.0%	\$163,500	\$170,900	4.5%	1	2	100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	108	125	15.7%	91	74	-18.7%	\$349,900	\$295,000	-15.7%	19	42	121.1%
Campbell County	110	142	29.1%	70	72	2.9%	\$269,900	\$259,900	-3.7%	38	55	44.7%
Lynchburg	244	175	-28.3%	206	98	-52.4%	\$284,900	\$255,500	-10.3%	30	51	70.0%



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.

All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

rspensieri@virginiarealtors.org

804-622-7954

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.