

A line graph with a dark blue line showing an overall upward trend, set against a background of light green vertical bars of varying heights. The line starts at the bottom left and ends with a large arrowhead pointing towards the top right.

AUGUST
2025

LARLYNCHBURG

MARKET INDICATORS REPORT



CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: August 2025

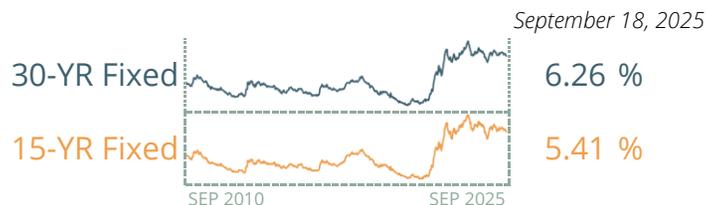
- Most areas of the LAR market experienced a decline in home sales year-over-year.** In August, there were 310 sales across the LAR region, which is 24 fewer than the previous year, a decrease of 7.2%. Lynchburg had 93 sales in August, down 17.7%, or 20 fewer sales than last year. There were 62 transactions in Campbell County in August, six fewer compared to a year ago (-8.8%). Both Appomattox County (+11.1%) and Bedford County (+1.9%) had two more sales than last August.
- Pending sales dipped slightly in some areas of the LAR region.** There were 328 pending sales across the LAR market in August, one less than a year ago. Lynchburg recorded 91 pending sales in August, an 18.0% decline from last year (-20 pending sales). However, pending sales activity rose year-over-year in Campbell County (+15.7%), Appomattox County (+20.0%), and Amherst County (+30.4%).
- The cost of homes trended up slightly despite home prices declining in most areas.** Homes in the LAR footprint sold for a median of \$319,500 in August, marking a 6.5% rise from last year, which is an additional \$19,500. Amherst County's median sales price reached \$315,000 in August, a \$100,000 increase from a year earlier (+46.5%). Home prices also rose in Appomattox County (+23.1%) and Lynchburg (+3.2%) compared to last August. Despite this trend, the median sales price decreased in Bedford County (-2.9%) and Campbell County (-8.2%) compared to the previous year.
- Inventory continues to rise as the LAR market adds more listings to the market.** At the end of August, the LAR area had 955 active listings, which is 161 more than last year, a 20.3% increase. The number of active listings in Bedford County reached 369, up by 58 listings from the previous year, reflecting an 18.6% rise. Meanwhile, Amherst County saw a decline with 10 fewer active listings, representing a 11.6% decrease.



LAR Market Dashboard

YoY Chg	Aug-25	Indicator
▼ -7.2%	310	Sales
▼ -0.3%	328	Pending Sales
▲ 9.1%	468	New Listings
▲ 8.0%	\$323,950	Median List Price
▲ 6.5%	\$319,500	Median Sales Price
▲ 5.1%	\$178	Median Price Per Square Foot
▲ 1.8%	\$118.9	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 3.7%	38	Average Days on Market
▲ 20.3%	955	Active Listings
▲ 14.4%	3.2	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

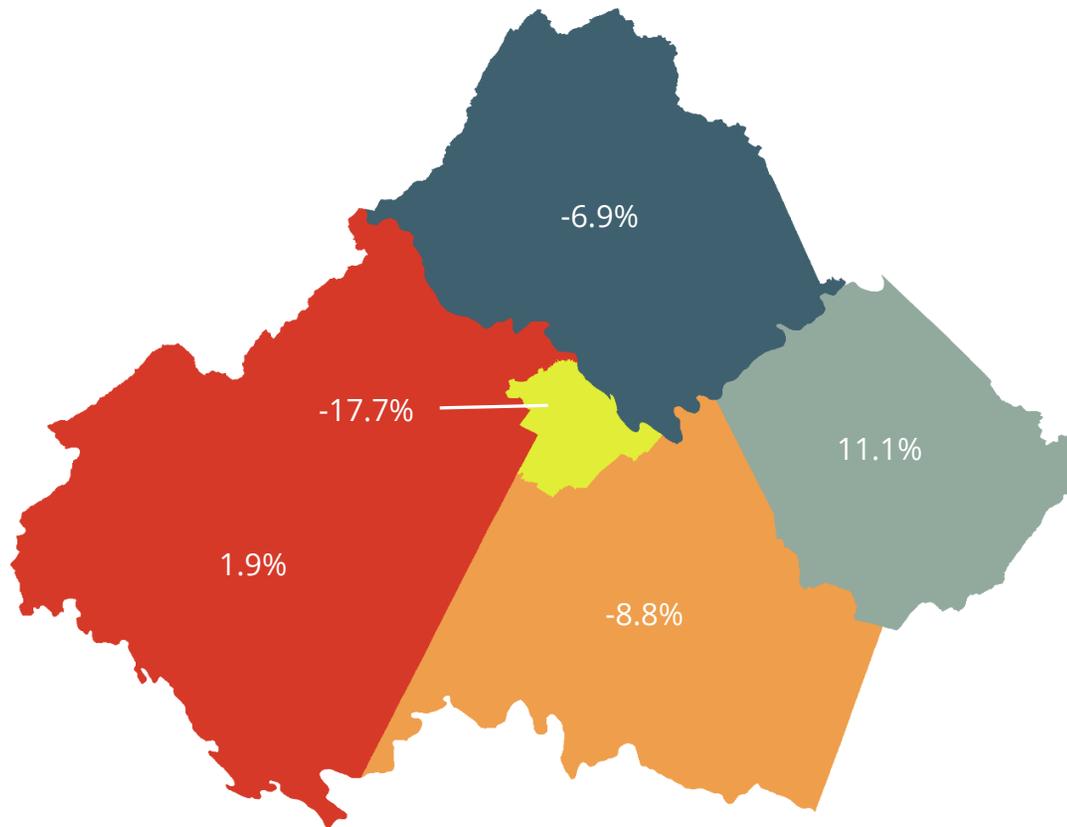
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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.

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Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Aug-24	Aug-25	% Chg
Amherst County	29	27	-6.9%
Appomattox County	18	20	11.1%
Bedford County	106	108	1.9%
Campbell County	68	62	-8.8%
Lynchburg	113	93	-17.7%
LAR	334	310	-7.2%

Total Market Overview



Key Metrics	2-year Trends		Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23	Aug-25						
Sales			334	310	-7.2%	2,347	2,390	1.8%
Pending Sales			329	328	-0.3%	2,733	2,735	0.1%
New Listings			429	468	9.1%	3,455	3,721	7.7%
Median List Price			\$299,900	\$323,950	8.0%	\$295,250	\$309,900	5.0%
Median Sales Price			\$299,900	\$319,500	6.5%	\$295,000	\$308,385	4.5%
Median Price Per Square Foot			\$169	\$178	5.1%	\$170	\$174	2.6%
Sold Dollar Volume (in millions)			\$116.8	\$118.9	1.8%	\$789.8	\$878.0	11.2%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			37	38	3.7%	38	40	7.5%
Active Listings			794	955	20.3%	n/a	n/a	n/a
Months of Supply			2.8	3.2	14.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23	Aug-25						
Sales			286	279	-2.4%	1,927	2,112	9.6%
Pending Sales			286	290	1.4%	2,309	2,409	4.3%
New Listings			373	385	3.2%	2,928	3,191	9.0%
Median List Price			\$309,900	\$329,000	6.2%	\$300,000	\$323,000	7.7%
Median Sales Price			\$306,500	\$326,775	6.6%	\$300,000	\$319,000	6.3%
Median Price Per Square Foot			\$168	\$178	6.2%	\$165	\$173	5.0%
Sold Dollar Volume (in millions)			\$102.9	\$109.6	6.6%	\$671.8	\$800.7	19.2%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			38	33	-11.4%	39	39	-0.2%
Active Listings			705	780	10.6%	n/a	n/a	n/a
Months of Supply			3.0	3.0	0.0%	n/a	n/a	n/a

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

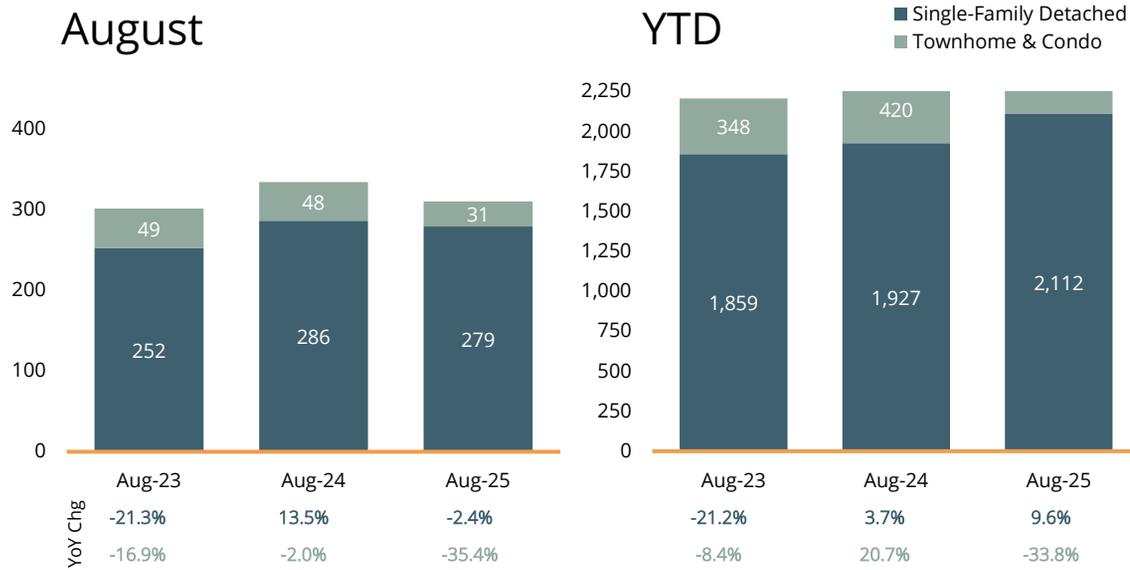
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23	Aug-25						
Sales			48	31	-35.4%	420	278	-33.8%
Pending Sales			43	38	-11.6%	424	326	-23.1%
New Listings			56	83	48.2%	527	530	0.6%
Median List Price			\$288,500	\$273,000	-5.4%	\$284,900	\$269,900	-5.3%
Median Sales Price			\$288,500	\$283,000	-1.9%	\$284,900	\$262,500	-7.9%
Median Price Per Square Foot			\$182	\$174	-4.0%	\$181	\$178	-1.8%
Sold Dollar Volume (in millions)			\$14.0	\$9.3	-33.2%	\$118.0	\$77.4	-34.4%
Median Sold/Ask Price Ratio			99.7%	98.7%	-1.0%	100.0%	100.0%	0.0%
Average Days on Market			34	84	150.5%	33	54	65.5%
Active Listings			89	175	96.6%	n/a	n/a	n/a
Months of Supply			1.9	4.7	151.4%	n/a	n/a	n/a

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

Sales



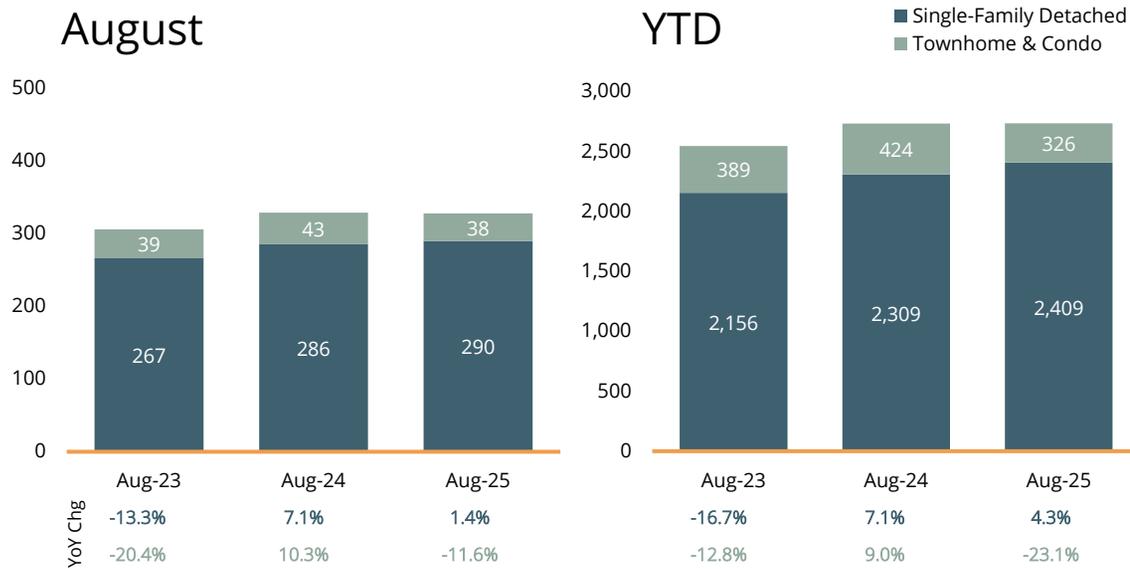
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	225	-5.5%	46	15.0%
Oct-24	248	12.2%	39	-2.5%
Nov-24	248	29.8%	45	45.2%
Dec-24	221	7.3%	33	-13.2%
Jan-25	217	42.8%	25	-32.4%
Feb-25	182	-8.5%	20	-39.4%
Mar-25	212	1.4%	34	-24.4%
Apr-25	269	3.1%	28	-56.9%
May-25	297	3.8%	51	-28.2%
Jun-25	319	19.5%	47	-20.3%
Jul-25	337	26.2%	42	-32.3%
Aug-25	279	-2.4%	31	-35.4%
12-month Avg	255	9.7%	37	-100.0%

Historical Sales by Month



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

Pending Sales



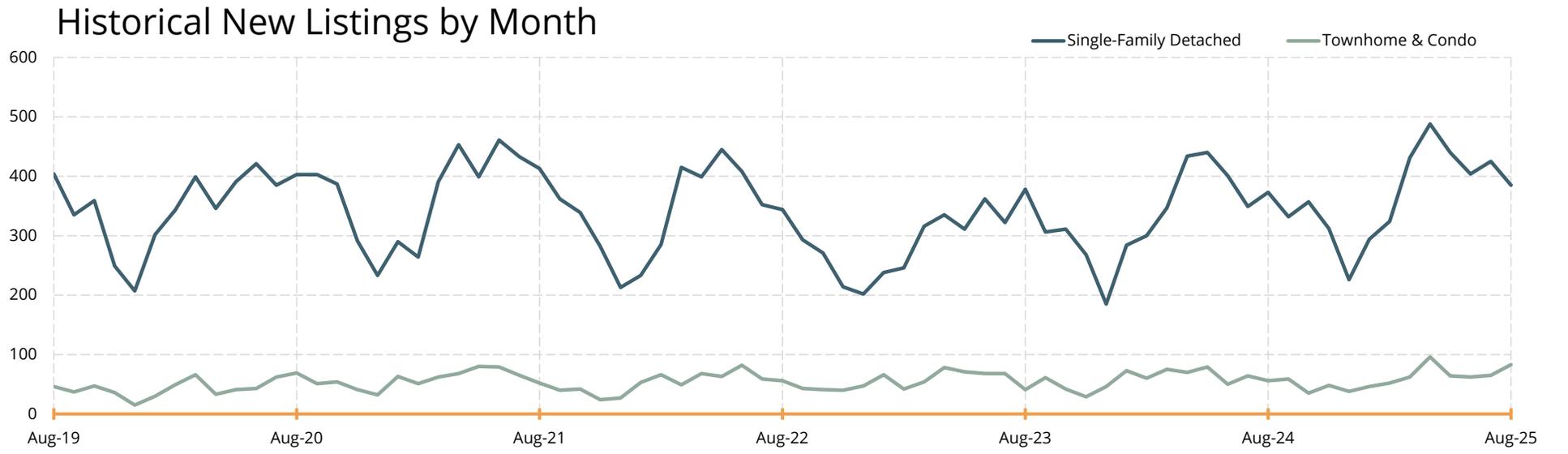
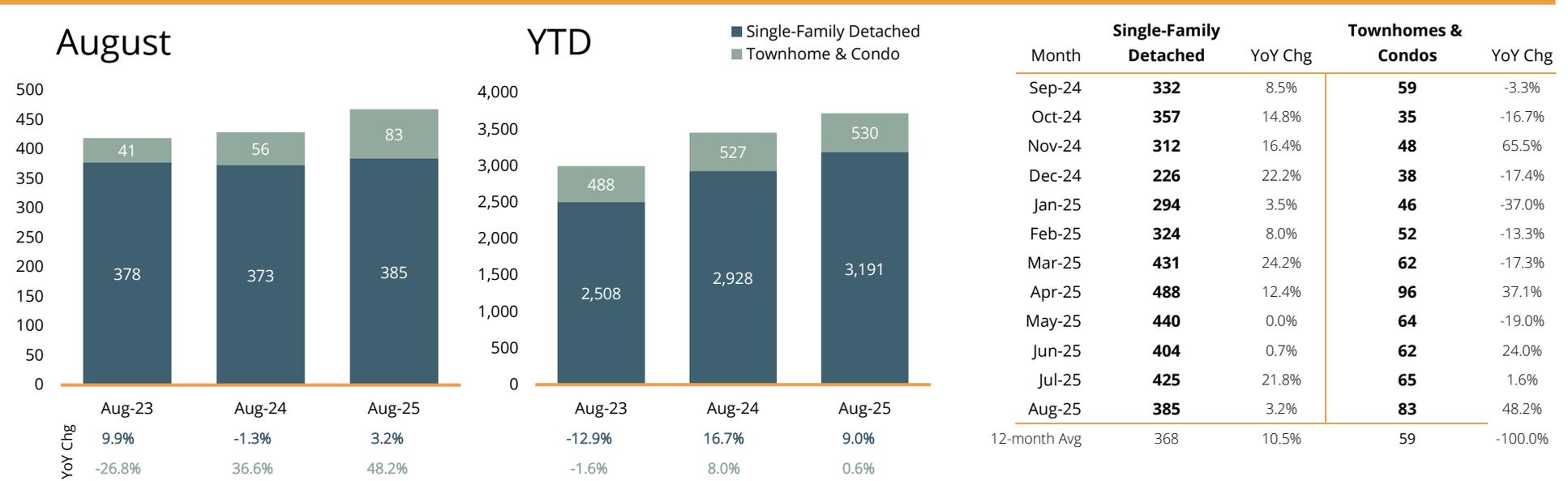
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	259	10.2%	44	-13.7%
Oct-24	281	24.9%	39	-15.2%
Nov-24	228	4.6%	36	20.0%
Dec-24	226	37.0%	31	-22.5%
Jan-25	221	-7.1%	24	-44.2%
Feb-25	233	-12.1%	36	-10.0%
Mar-25	337	15.8%	30	-60.0%
Apr-25	374	20.3%	67	-4.3%
May-25	329	4.1%	48	-20.0%
Jun-25	299	-1.6%	45	0.0%
Jul-25	326	9.4%	38	-20.8%
Aug-25	290	1.4%	38	-11.6%
12-month Avg	284	8.0%	40	-100.0%

Historical Pending Sales by Month



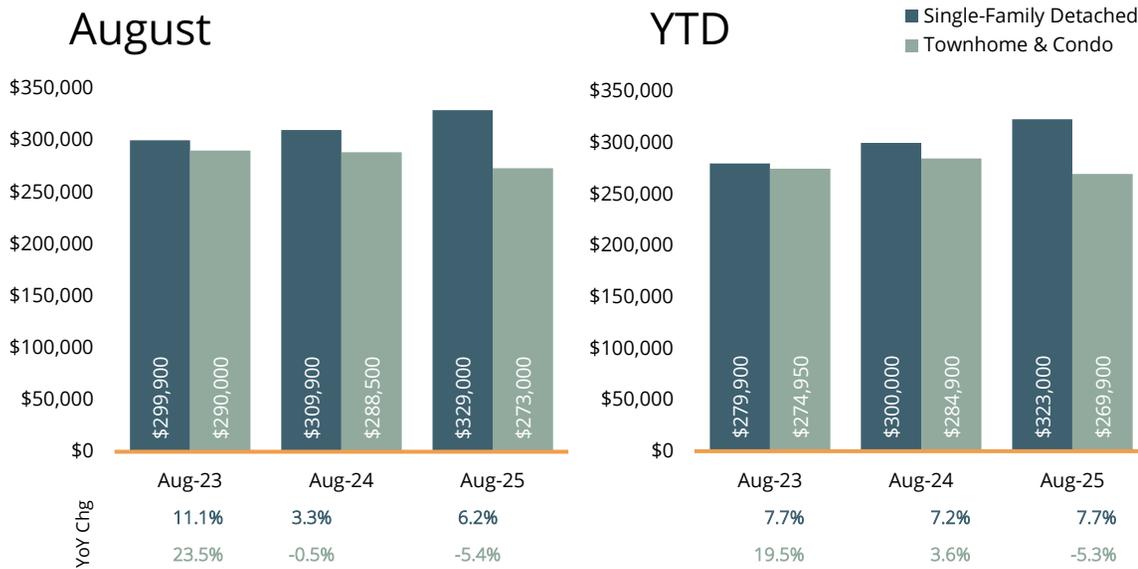
Sources: Virginia REALTORS®, data accessed September 15, 2025

New Listings



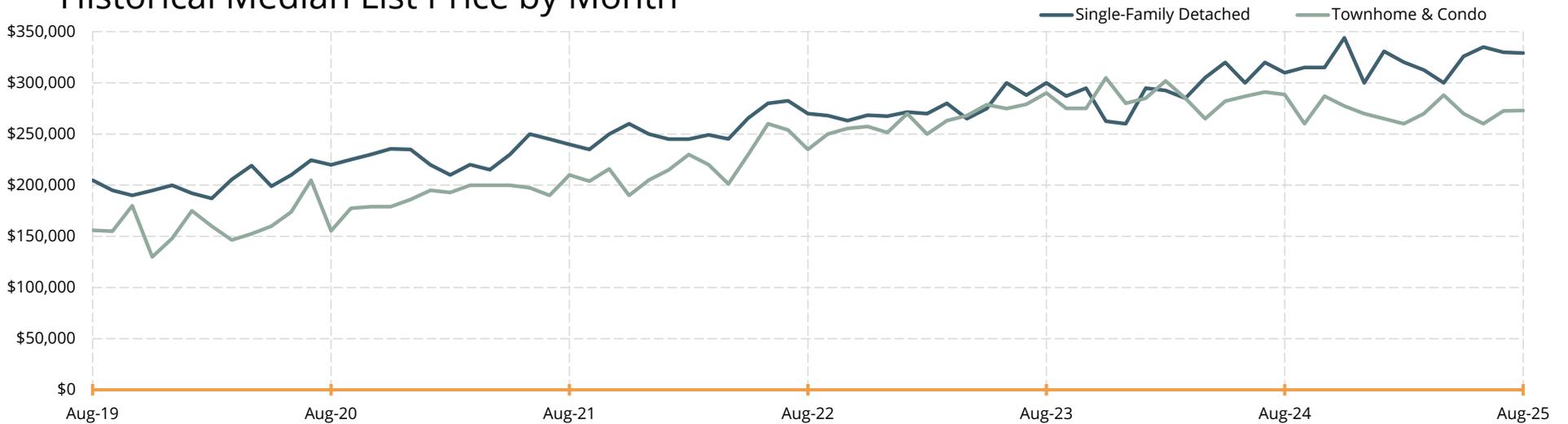
Sources: Virginia REALTORS®, data accessed September 15, 2025

Median List Price



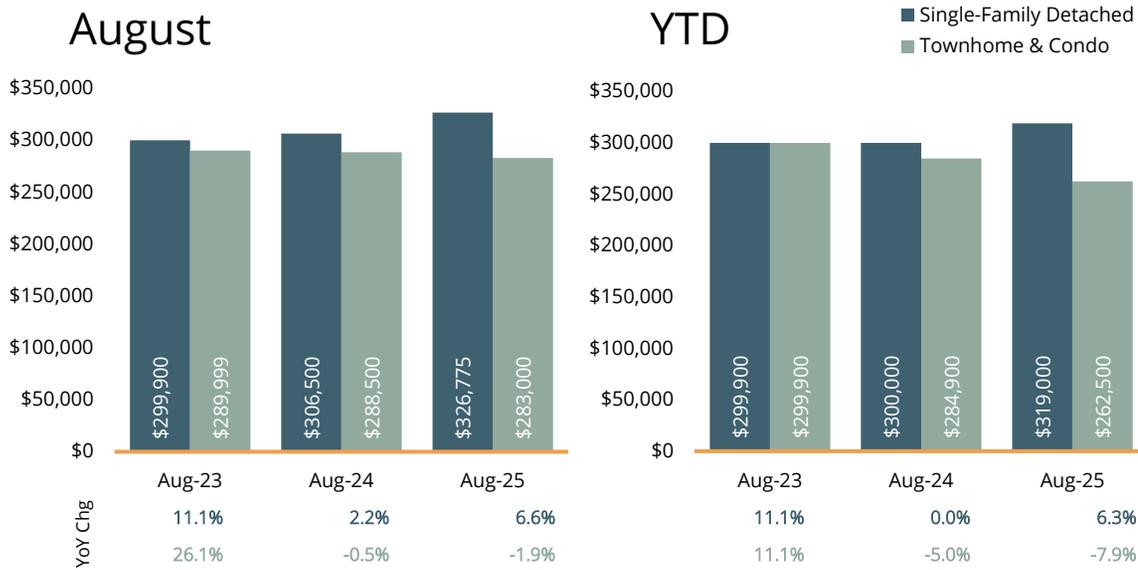
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	\$314,990	9.8%	\$259,900	-5.5%
Oct-24	\$315,000	6.8%	\$287,000	4.4%
Nov-24	\$343,950	31.0%	\$277,400	-9.0%
Dec-24	\$299,950	15.4%	\$269,900	-3.6%
Jan-25	\$330,785	12.2%	\$265,000	-7.0%
Feb-25	\$320,193	9.5%	\$259,900	-13.9%
Mar-25	\$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%
Aug-25	\$329,000	6.2%	\$273,000	-5.4%
12-month Avg	\$321,410	9.2%	\$271,025	-100.0%

Historical Median List Price by Month



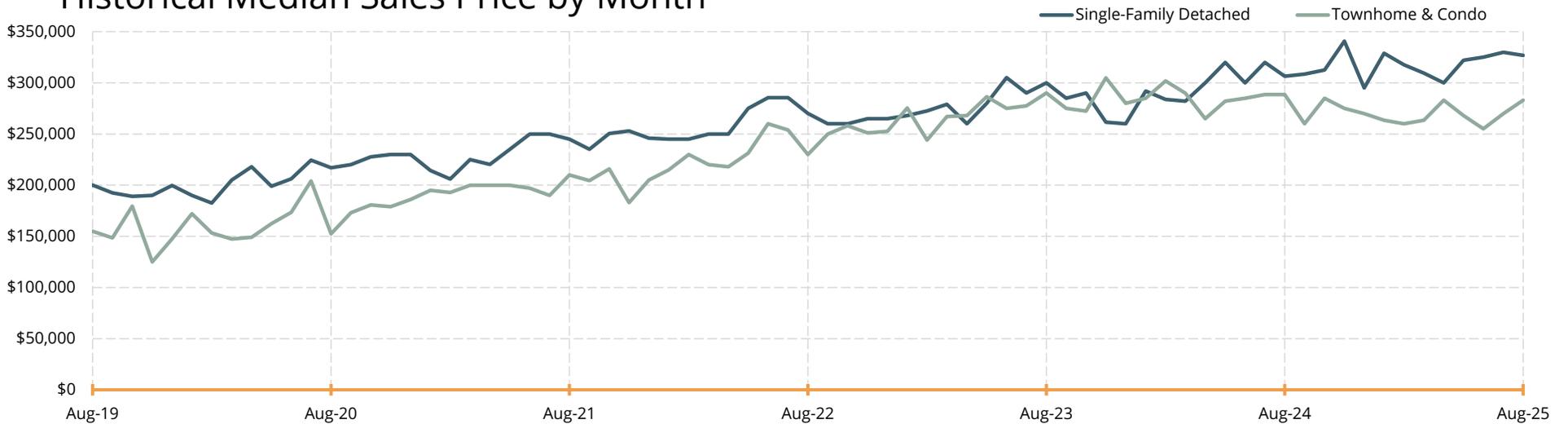
Sources: Virginia REALTORS®, data accessed September 15, 2025

Median Sales Price

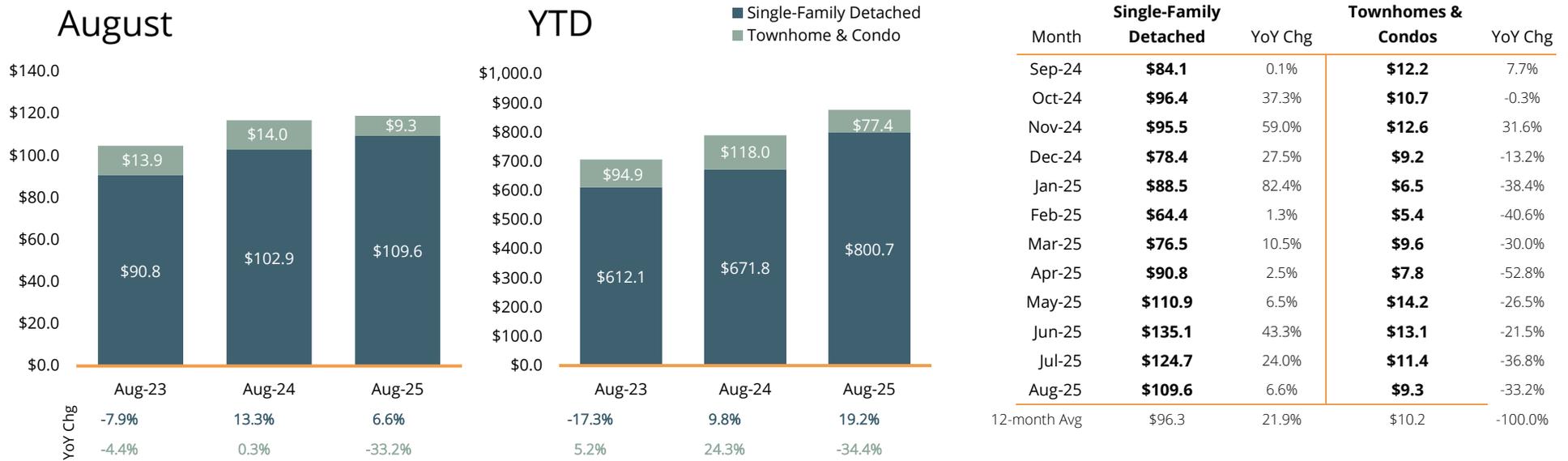


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	\$308,500	8.2%	\$259,900	-5.5%
Oct-24	\$312,500	7.8%	\$285,000	4.6%
Nov-24	\$340,693	30.3%	\$275,000	-9.8%
Dec-24	\$295,000	13.5%	\$269,900	-3.6%
Jan-25	\$328,900	12.6%	\$263,500	-7.5%
Feb-25	\$317,743	12.0%	\$259,900	-13.9%
Mar-25	\$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%
Aug-25	\$326,775	6.6%	\$283,000	-1.9%
12-month Avg	\$318,034	9.0%	\$269,629	-100.0%

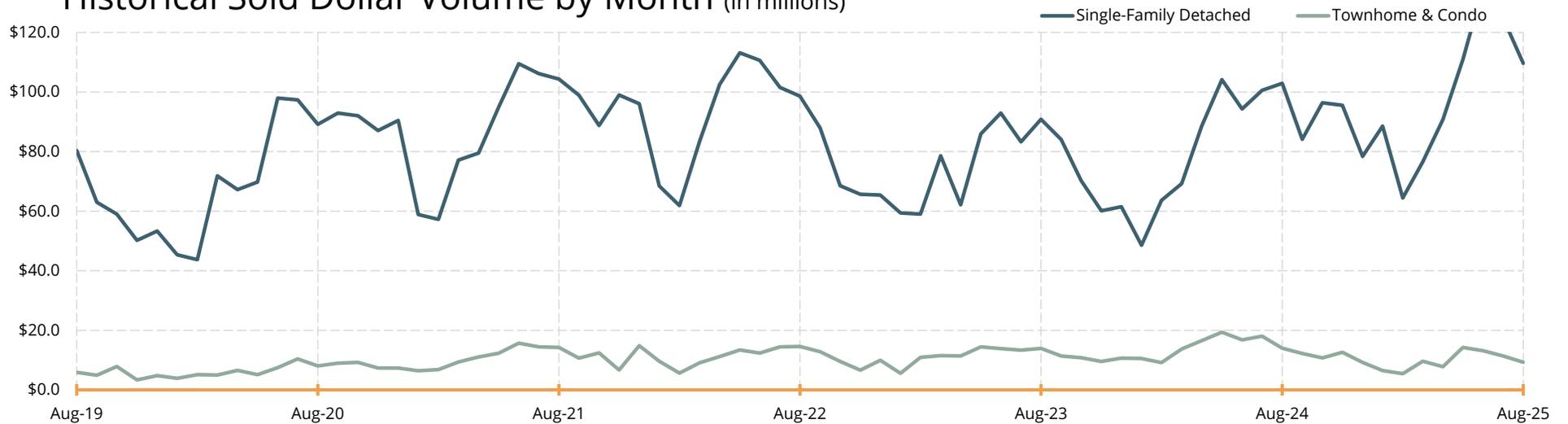
Historical Median Sales Price by Month



Sold Dollar Volume (in millions)

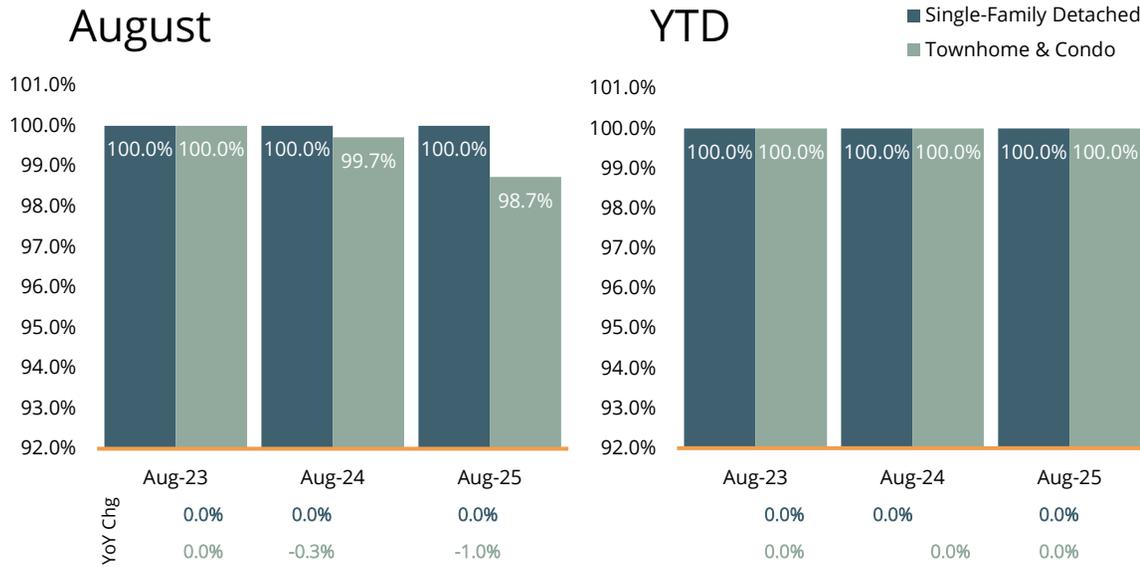


Historical Sold Dollar Volume by Month (in millions)



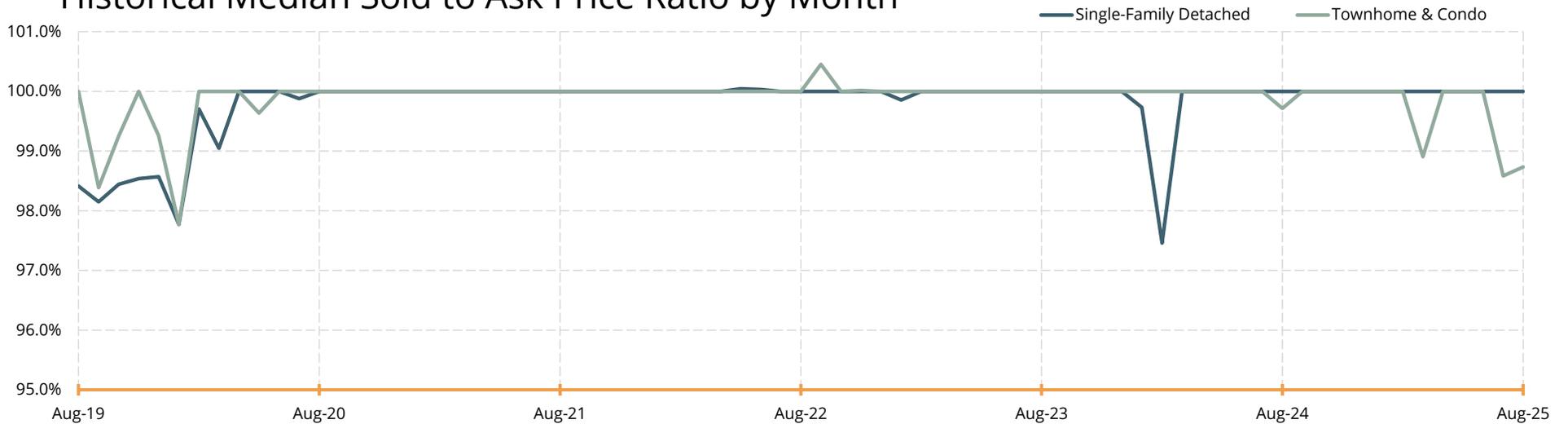
Sources: Virginia REALTORS®, data accessed September 15, 2025

Median Sold to Ask Price Ratio



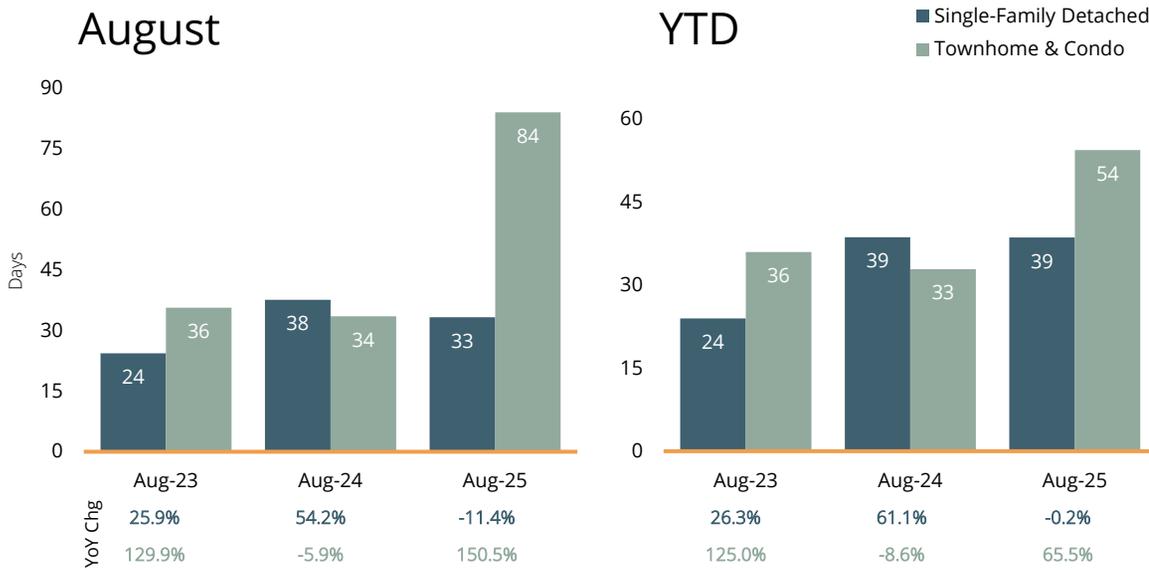
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.0%
Dec-24	100.0%	0.0%	100.0%	0.0%
Jan-25	100.0%	0.3%	100.0%	0.0%
Feb-25	100.0%	2.6%	100.0%	0.0%
Mar-25	100.0%	0.0%	98.9%	-1.1%
Apr-25	100.0%	0.0%	100.0%	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%
Aug-25	100.0%	0.0%	98.7%	-1.0%
12-month Avg	100.0%	0.2%	99.7%	-100.0%

Historical Median Sold to Ask Price Ratio by Month



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

Average Days on Market

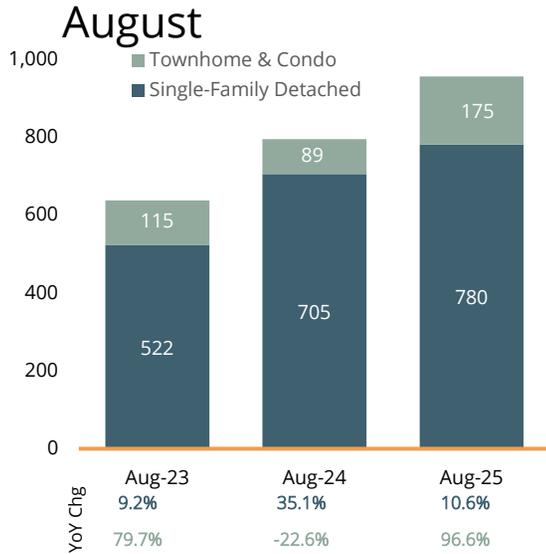


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	33	14.8%	49	123.7%
Oct-24	40	31.4%	33	5.6%
Nov-24	39	30.7%	48	171.4%
Dec-24	38	21.2%	41	88.7%
Jan-25	45	2.6%	87	66.1%
Feb-25	52	-24.1%	73	57.2%
Mar-25	48	0.2%	59	35.8%
Apr-25	45	21.7%	38	82.0%
May-25	32	-4.8%	47	189.6%
Jun-25	32	9.3%	35	-17.0%
Jul-25	34	-14.3%	46	23.6%
Aug-25	33	-11.4%	84	150.5%
12-month Avg	39	3.0%	53	-100.0%

Historical Average Days on Market

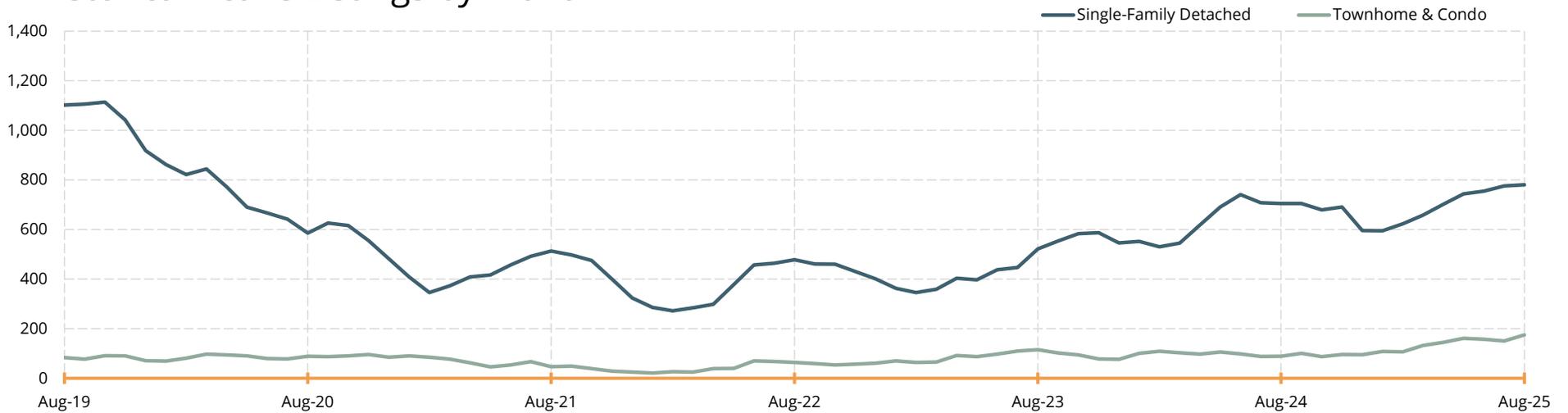


Active Listings



Month	Single-Family Detached		Townhomes & Condos	
	Count	YoY Chg	Count	YoY Chg
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%
Aug-25	780	10.6%	175	96.6%
12-month Avg	692	12.8%	126	-100.0%

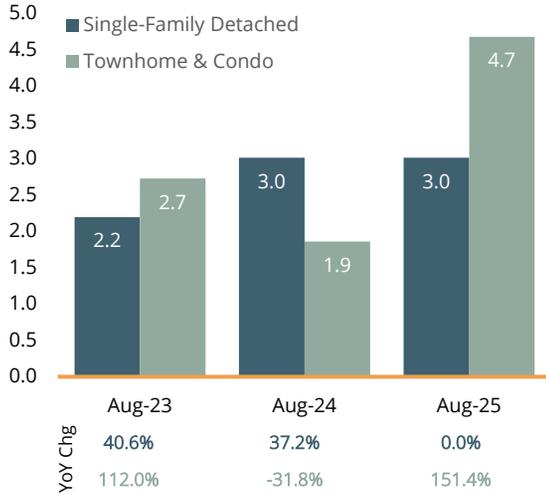
Historical Active Listings by Month



Months of Supply



August



Month	Single-Family Detached		Townhomes & Condos	
	Months	YoY Chg	Months	YoY Chg
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%
Aug-25	3.0	0.0%	4.7	151.4%
12-month Avg	2.8	11.8%	2.8	-100.0%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	38	38	0.0%	29	27	-6.9%	\$215,000	\$315,000	46.5%	86	76	-11.6%	3.2	2.9	-9.1%
Appomattox County	18	23	27.8%	18	20	11.1%	\$257,500	\$317,000	23.1%	49	70	42.9%	3.2	4.3	32.6%
Bedford County	146	164	12.3%	106	108	1.9%	\$400,000	\$388,500	-2.9%	311	369	18.6%	3.5	3.6	3.6%
Campbell County	82	99	20.7%	68	62	-8.8%	\$299,450	\$275,000	-8.2%	152	190	25.0%	2.8	3.3	15.6%
Lynchburg	145	144	-0.7%	113	93	-17.7%	\$281,000	\$290,000	3.2%	196	250	27.6%	2.0	2.6	28.1%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	315	297	-5.7%	207	219	5.8%	\$275,000	\$258,200	-6.1%	86	76	-11.6%
Appomattox County	182	199	9.3%	120	132	10.0%	\$289,700	\$300,000	3.6%	49	70	42.9%
Bedford County	1,125	1,289	14.6%	739	799	8.1%	\$375,000	\$394,500	5.2%	311	369	18.6%
Campbell County	658	758	15.2%	436	467	7.1%	\$279,950	\$298,425	6.6%	152	190	25.0%
Lynchburg	1,175	1,178	0.3%	845	773	-8.5%	\$279,000	\$279,900	0.3%	196	250	27.6%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	38	37	-2.6%	29	26	-10.3%	\$215,000	\$315,000	46.5%	85	74	-12.9%	3.3	2.9	-11.2%
Appomattox County	18	23	27.8%	18	20	11.1%	\$257,500	\$317,000	23.1%	49	70	42.9%	3.2	4.3	32.6%
Bedford County	125	142	13.6%	95	97	2.1%	\$405,720	\$395,000	-2.6%	286	319	11.5%	3.7	3.5	-5.8%
Campbell County	72	76	5.6%	62	51	-17.7%	\$305,450	\$279,900	-8.4%	117	128	9.4%	2.7	2.7	1.0%
Lynchburg	120	107	-10.8%	82	85	3.7%	\$275,950	\$290,000	5.1%	168	189	12.5%	2.4	2.3	-0.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	306	291	-4.9%	202	215	6.4%	\$277,500	\$260,000	-6.3%	85	74	-12.9%
Appomattox County	182	199	9.3%	120	132	10.0%	\$289,700	\$300,000	3.6%	49	70	42.9%
Bedford County	996	1,142	14.7%	637	714	12.1%	\$385,900	\$410,500	6.4%	286	319	11.5%
Campbell County	538	593	10.2%	360	384	6.7%	\$294,450	\$323,000	9.7%	117	128	9.4%
Lynchburg	906	966	6.6%	608	667	9.7%	\$270,450	\$280,000	3.5%	168	189	12.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	0	1	n/a	0	1	n/a	\$0	\$165,250	#DIV/0!	1	2	100.0%	1.5	4.8	220.0%
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	21	22	4.8%	11	11	0.0%	\$349,900	\$320,000	-8.5%	25	50	100.0%	2.0	4.3	113.0%
Campbell County	10	23	130.0%	6	11	83.3%	\$267,450	\$259,900	-2.8%	35	62	77.1%	3.7	6.0	65.6%
Lynchburg	25	37	48.0%	31	8	-74.2%	\$287,000	\$292,750	2.0%	28	61	117.9%	1.1	4.0	261.9%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Amherst County	9	6	-33.3%	5	4	-20.0%	\$163,500	\$168,075	2.8%	1	2	100.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	129	147	14.0%	102	85	-16.7%	\$349,900	\$297,900	-14.9%	25	50	100.0%
Campbell County	120	165	37.5%	76	83	9.2%	\$269,900	\$259,900	-3.7%	35	62	77.1%
Lynchburg	269	212	-21.2%	237	106	-55.3%	\$284,950	\$257,000	-9.8%	28	61	117.9%



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.