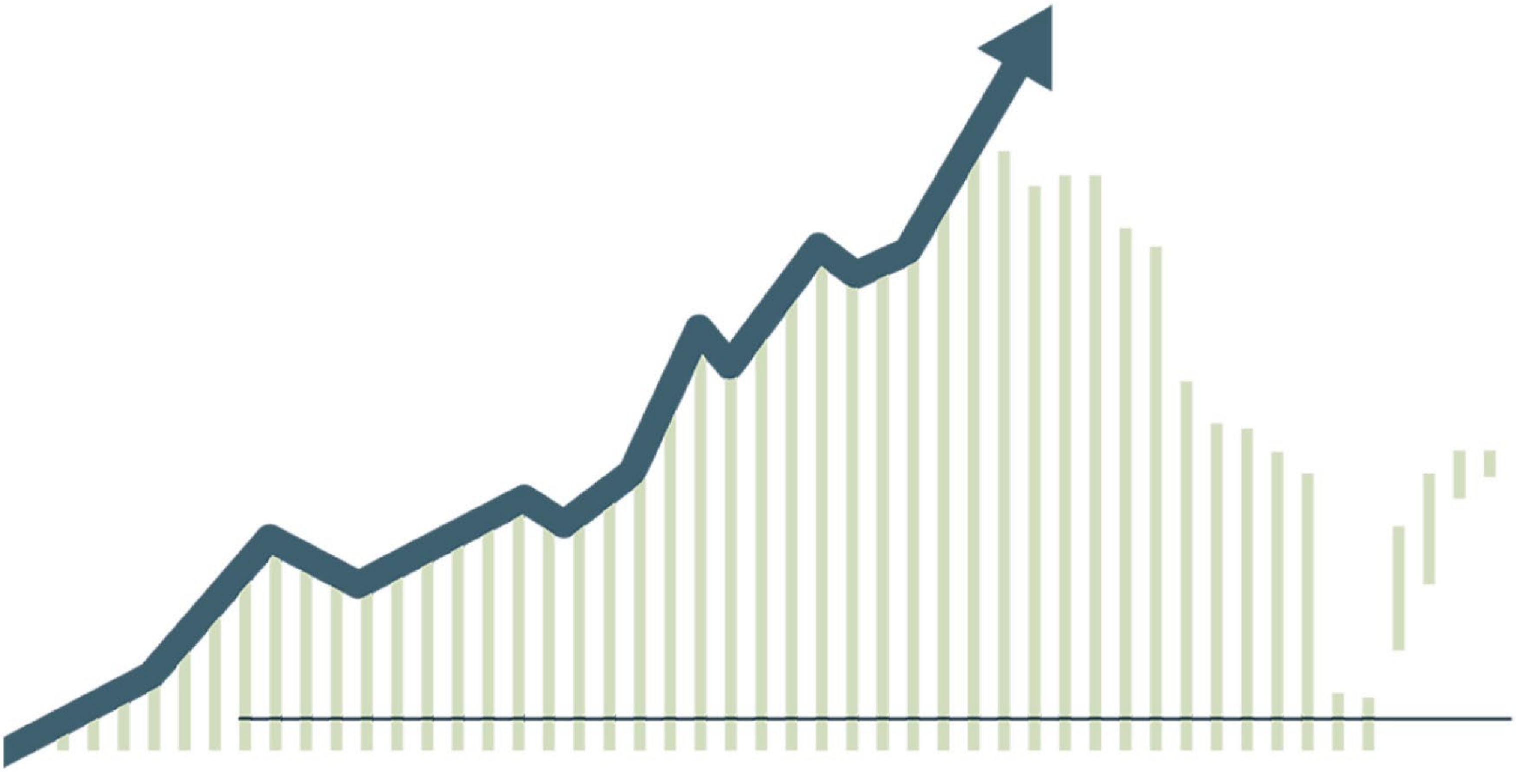
Virginia REALTORS®

Lynchburg Association of REALTORS® | Est. 1913



LAR LYNCHBURG
HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Home Sales Report

Fourth Quarter 2025

Lynchburg Association of REALTORS®

Market Report Key Takeaways

Economic Conditions

- There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals, but down about 800 jobs from the start of 2025.

- The unemployment rate in Virginia jumped to 3.9% in November (not seasonally adjusted), up 2.9% last November. In the LAR footprint, the unemployment rate was 4.1%, up from 3.3% last November.

- Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022.

Housing Market Conditions

- Home sales in the LAR region increased in the fourth quarter. There were 869 sales regionwide, 35 more than a year ago, a 4% gain.

- The median price in the LAR footprint climbed again this quarter. The regionwide median price was $309,900 in the fourth quarter, up $9,900 from a year ago (+3%).

- Inventory continues to expand in the LAR housing market. There were 799 active listings in the LAR area at the end of the fourth quarter, a 16% increase from last year.

Key Trends Dashboard, LAR

Economy

▲	**4.1%**	Is the Nov-2025 **unemployment rate** in the LAR footprint, which up from Nov-2024
▼	**6.06%**	Is the **30-year fixed-rate mortgage rate** during the second week of January 2026, which is down from 7.04% a year ago

Housing Market

▲	**35**	More **home sales** in the LAR footprint in Q4-2025 compared to last year.
▲	**3%**	Percent change in **median sales price** in the LAR region in Q4-2025 compared to a year ago.
▲	**$13.9**	Million dollars more in total **sold volume** in the LAR footprint in Q4-2025 compared to last year.
▲	**16%**	Percent change in **active listings** at the end of Q4-2025 in the LAR market compared to a year ago
▲	**2.7**	**Months of supply** in the LAR footprint in Q4-2025, which is up from a year ago

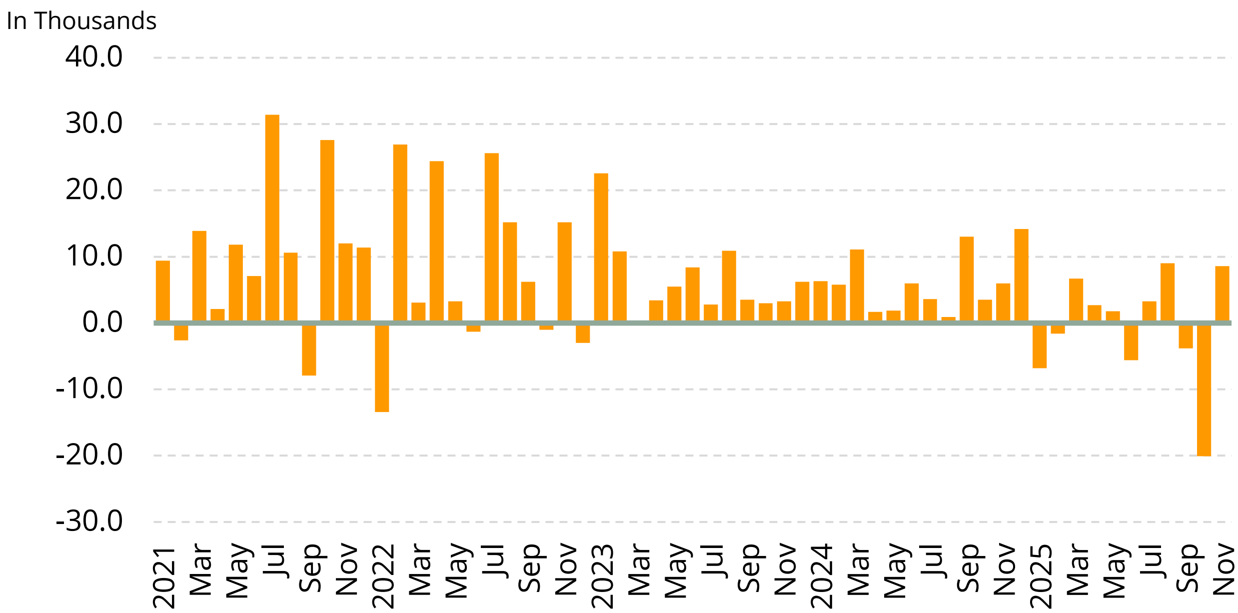
Economic Overview

The job market continues to show signs of slowing down nationally and here in Virginia the scope of the federal cuts are coming more into focus as the data comes in. The unemployment rate is creeping up slowly and inflation remains above the target level. Mortgage rates continue to drift down and reached a new 3+ year low to start 2026.

Jobs

There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals. There was a big drop in October 2025, about 20,000 fewer jobs than September 2025, and much of this likely reflects the deferred resignations in the federal government sector going into effect October 1st. The sectors with the largest gains in November were Transportation & Warehousing (+2,500 jobs), Professional & Technical Services (+2,400 jobs), and Administrative & Waste Services (+2,000 jobs). Private Education Services shed about 600 jobs, and the Federal Government sector had about 200 fewer jobs in November compared to October 2025. Most of the additional jobs were in Northern Virginia (+5,900 jobs, +0.4%). The Roanoke region (+500 jobs, +0.3%), and the Charlottesville area (+300 jobs, +0.2%) also had some growth. Hampton Roads (-500 jobs, -0.1%), and the Staunton region (-100 jobs, -0.1%), were the only metro areas to shed jobs in November.

Figure 1
Virginia Month-to-Month Change in Jobs

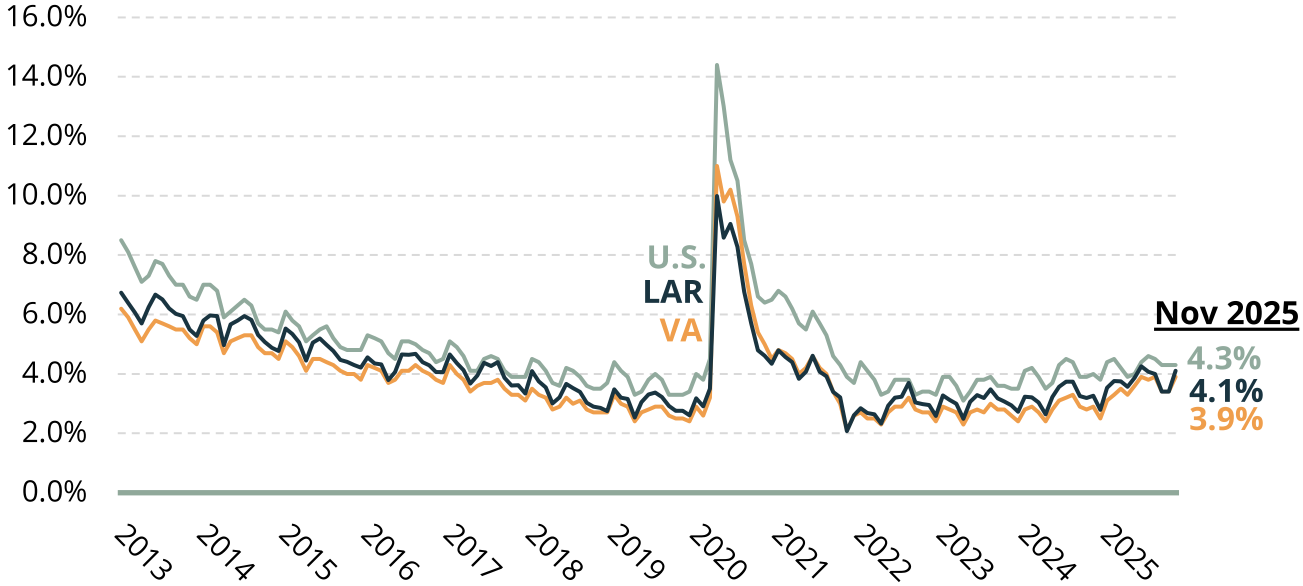


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

Unemployment levels continue to rise. In November the statewide unemployment rate was 3.9%. This time last year it was 2.9%. Nationwide, the unemployment rate was 4.3% in November, up from 4.0%. In the LAR footprint, the unemployment rate was 4.1%, up from 3.3% last November.

Figure 2
Unemployment Rate

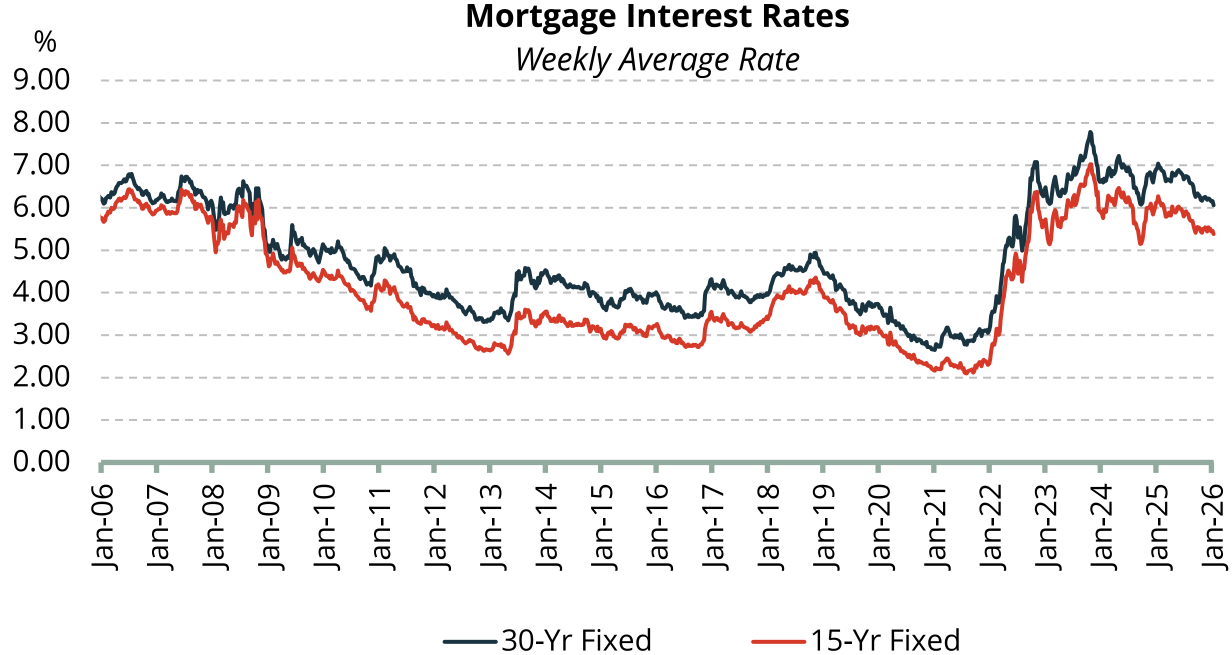


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022. At this time last year, the average rate hit 7%, so the 1 percentage point drop-in mortgage rates from the start of last year will likely lead to more activity in the housing market as the 2026 market gets underway.

Figure 3
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

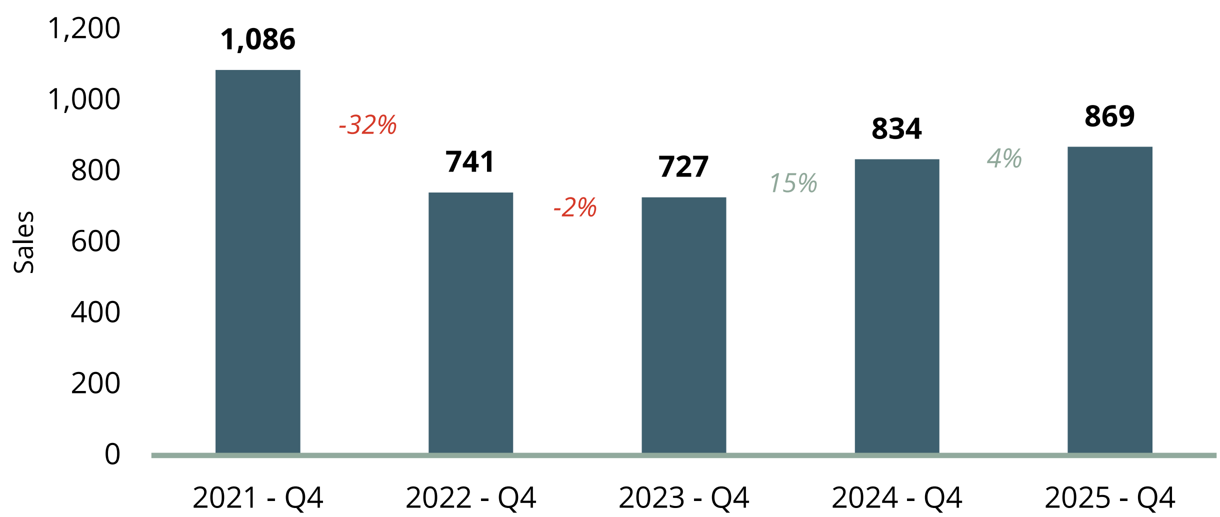
Housing Market Overview

The LAR housing market had a relatively solid fourth quarter. Both prices and home sales grew this quarter, which led to more sold dollar volume. The days on market continued to climb as more listings came on to the market. Listings activity continued to expand.

Sales

For the seventh consecutive quarter, sales activity went up in the LAR area. There were 869 home sales in the fourth quarter, increasing by 4%, which is 35 additional transactions. Sales grew in October, decreased in November and jumped again in December of this year compared to the previous year. After rising in the last two quarters, activity fell in Bedford County. Virginia home sales inched up 2% from the fourth quarter of 2024 to 2025.

Figure 4
Fourth Quarter Home Sales, LAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Local Snapshot – *Total Home Sales*

Amherst County: In the fourth quarter, there were 78 transactions in the county, seven more than the prior year, up 10%.

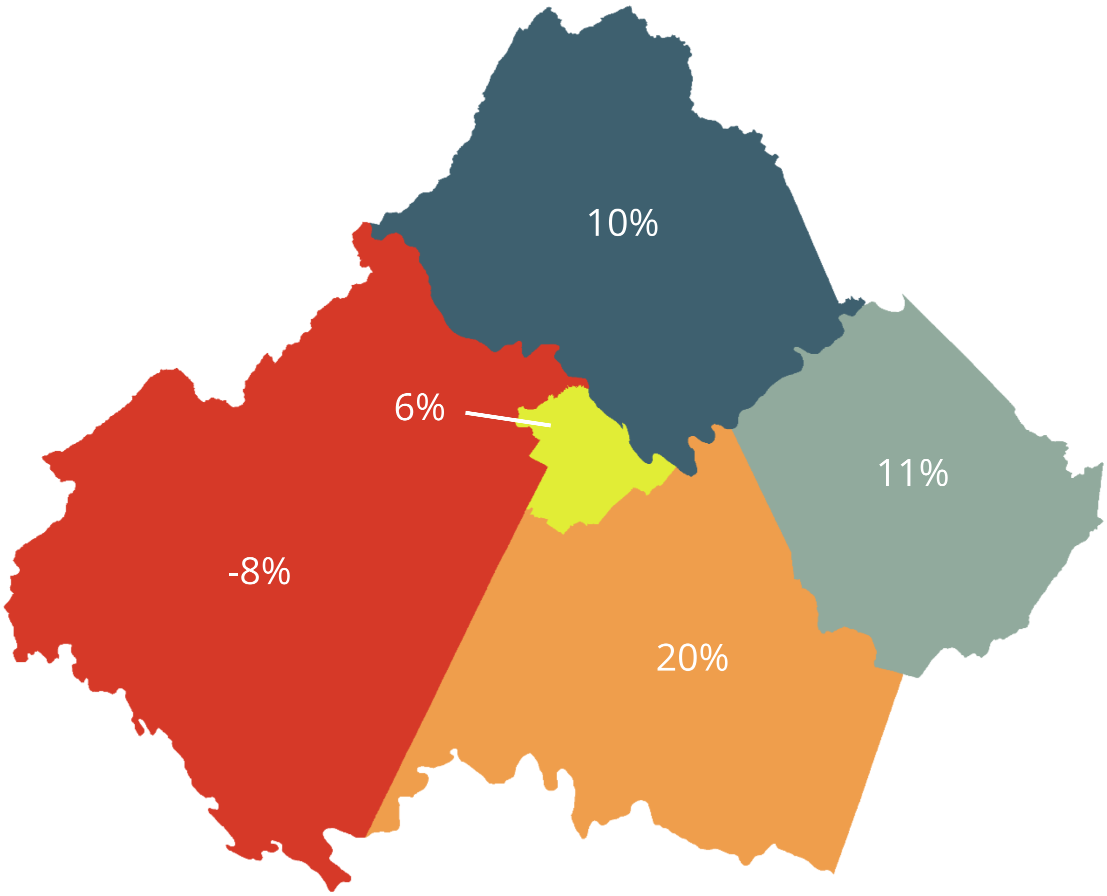
Appomattox County: Appomattox County recorded 59 sales in the fourth quarter, rising 11% year-over-year, translating to six more sales.

Bedford County: There were 268 home sales in Bedford County in the fourth quarter, down 8% or 23 fewer sales than the year before.

Campbell County: Campbell County completed 183 in the fourth quarter, which is thirty more than a year ago (+20%).

Lynchburg: The total number of sales in Lynchburg reached 281 in the fourth quarter, a 6% increase compared to the previous year, which is an additional 15 sales.

Figure 5
Change in Sales by Jurisdiction
LAR
Fourth Quarter 2024 to Fourth Quarter 2025



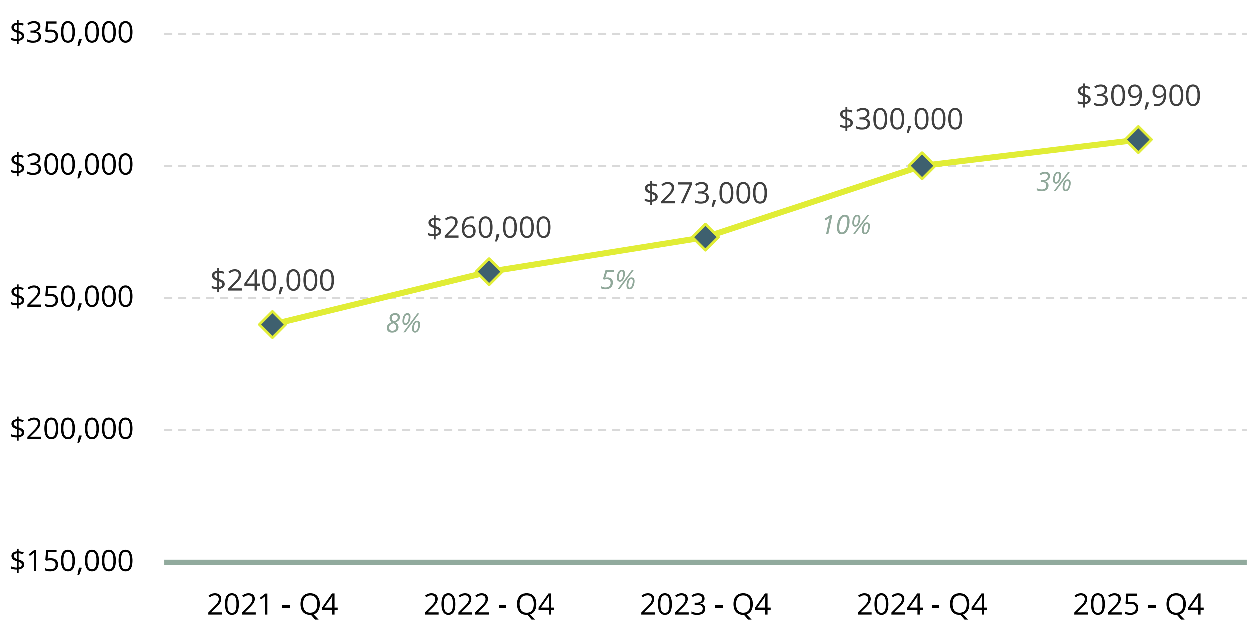
Jurisdiction	*2024 - Q4*	*2025 - Q4*	*% Change*
Amherst County	71	78	10%
Appomattox County	53	59	11%
Bedford County	291	268	-8%
Campbell County	153	183	20%
Lynchburg	266	281	6%

Source: Virginia REALTORS®, data accessed January 15, 2026

Sales Prices

Home prices continue to rise in the LAR footprint. The fourth quarter median home price was $309,900 in the area, up 3% from last year, a $9,900 price increase. Prices were on the rise in Campbell County and Lynchburg this quarter. Appomattox County saw a decrease in home price after growing in the previous quarter. At $425,000, the median sales price in Virginia was 2.4% higher compared to the year before.

Figure 6
Fourth Quarter Median Sales Price, LAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Local Snapshot – *Median Sales Price*

Amherst County: The median cost of a home in Amherst County was $289,900 in the fourth quarter, up $4,900 from the year before (+2%).

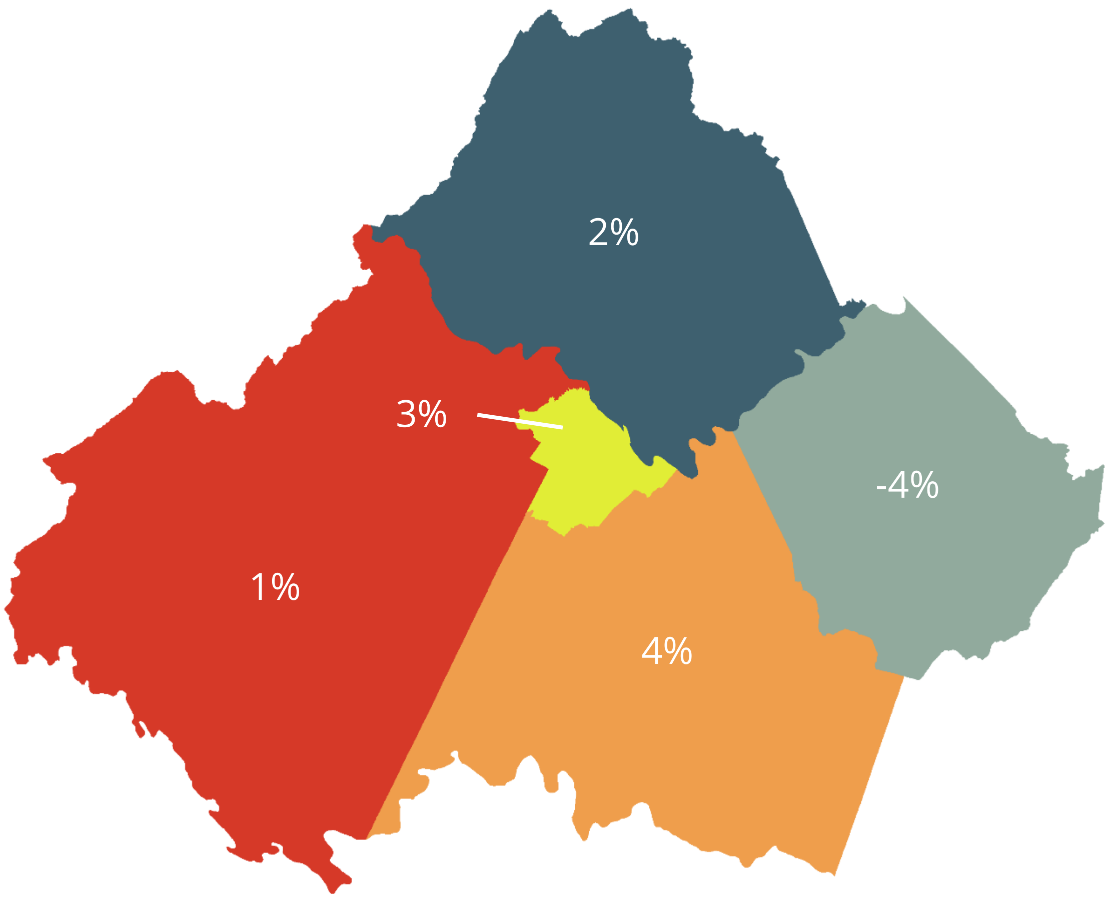
Appomattox County: Homes in Appomattox County sold for a median of $278,250 in the fourth quarter, which is $11,700 lower than a year earlier, marking a 4% decrease.

Bedford County: Bedford County's median sales price stood at $400,000 in the fourth quarter, a $ 5,000 price jump compared to last year (+1%).

Campbell County: In Campbell County, the median sales price was $295,000 in the fourth quarter, $10,050 higher than the previous year, showing a 4% increase.

Lynchburg: The median sales price in Lynchburg was $281,200 during the fourth quarter, up 3% or $7,250 from a year ago.

Figure 7
Change in Median Sales Price by Jurisdiction
LAR
Fourth Quarter 2024 to Fourth Quarter 2025



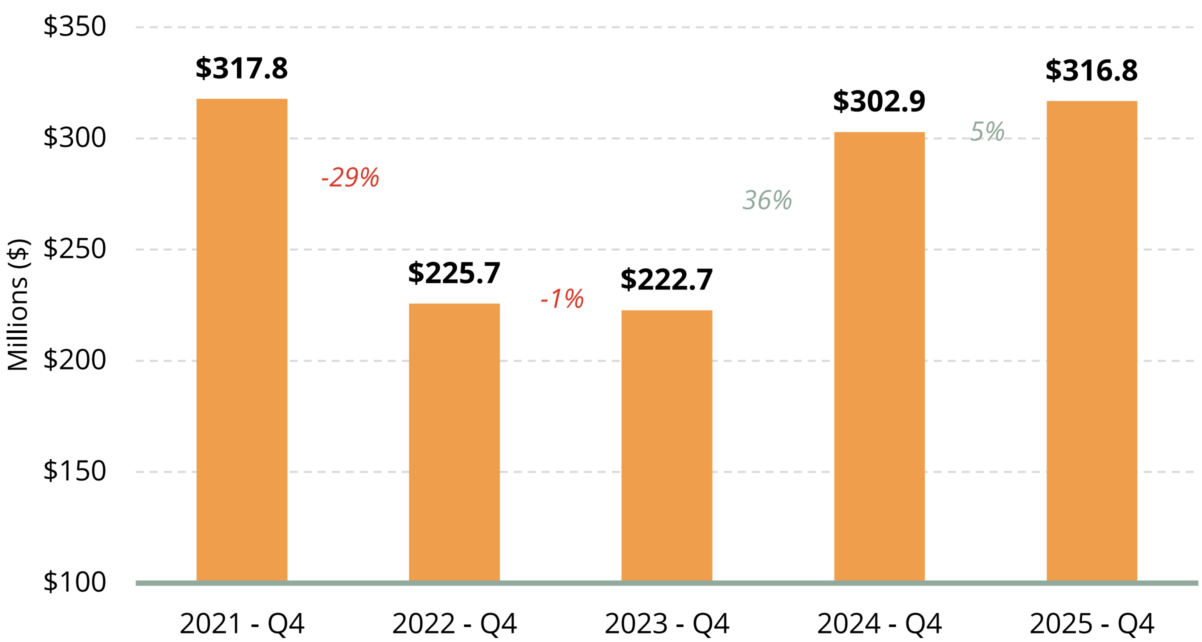
Jurisdiction	*2024 - Q4*	*2025 - Q4*	*% Change*
Amherst County	$285,000	$289,900	2%
Appomattox County	$289,950	$278,250	-4%
Bedford County	$395,000	$400,000	1%
Campbell County	$284,950	$295,000	4%
Lynchburg	$273,950	$281,200	3%

Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Volume

The combination of higher sales activity and rising home prices led to more sold dollar volume in the LAR market. There was $316.8 million of sold volume in the fourth quarter, 5% more than the previous year, an influx of $13.9 million. Sold dollar volume levels declined in Bedford County and surged in Lynchburg and Campbell County. Statewide, sold volume grew 4.7%, bringing the total amount to $13.3 billion in the fourth quarter.

Figure 8
Fourth Quarter Sold Dollar Volume (Millions), LAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Local Snapshot – *Sold Dollar Volume*

Amherst County: Higher home sales and prices drove up the sold volume in Amherst County. There was about $26.3 million in sold volume in the county, up 21% compared to the fourth quarter of last year, a $4.5 million gain.

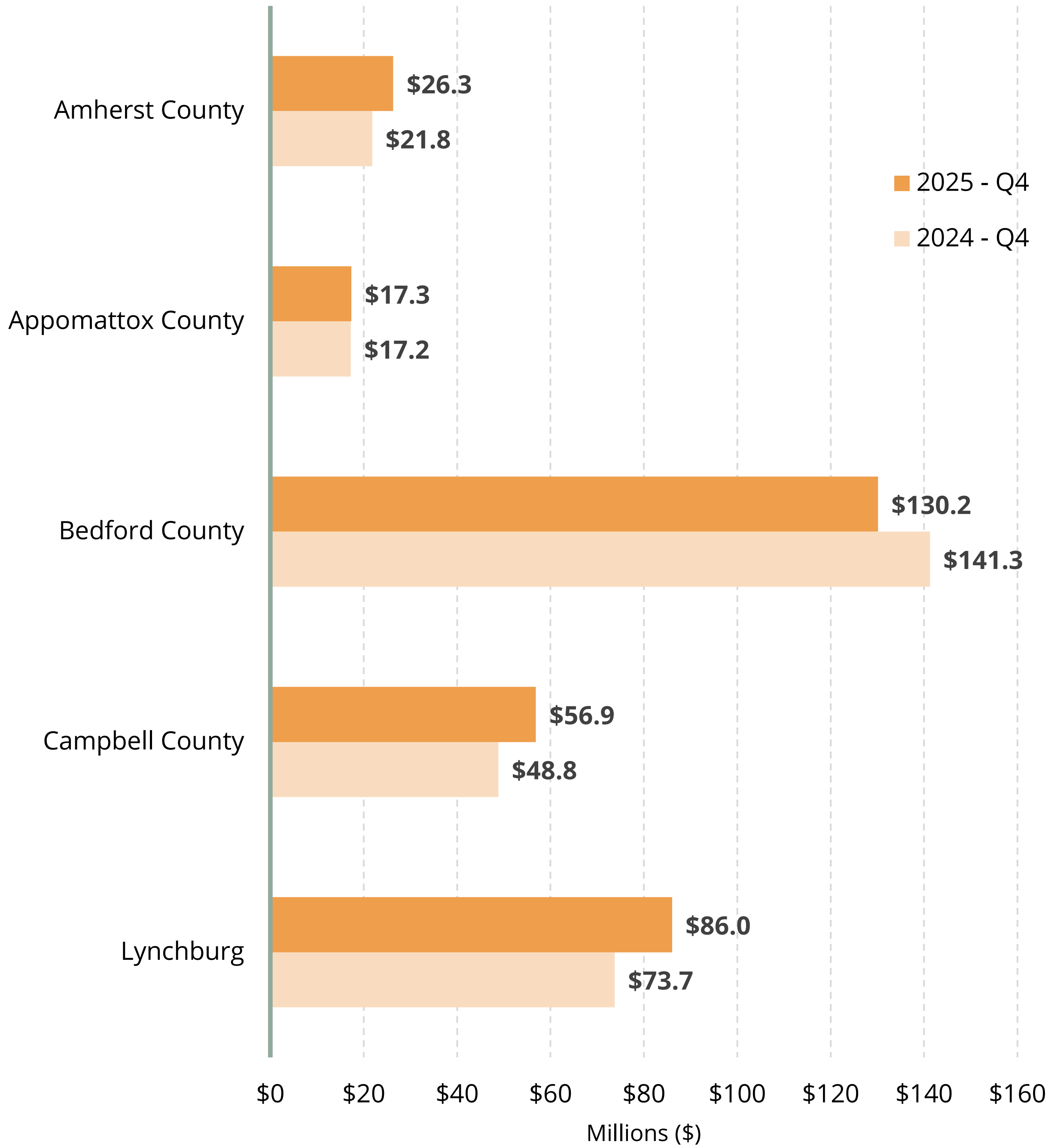
Appomattox County: Sold volume levels in Appomattox County continue to rise year-over-year due to higher sales activity. The county accumulated about $17.3 million from sales in the fourth quarter, up $120,000 from a year ago (+1%).

Bedford County: Despite higher prices, lower sales activity led to a decrease in sold volume. In the fourth quarter, there was roughly $130.2 million in sold volume in Bedford County, an $11.1 million difference from the prior year, reflecting an 8% decrease.

Campbell County: A sharp increase in sales and home prices caused sold volume levels to rise year-over-year. Campbell County gained $56.9 million in sold volume in the fourth quarter, an $8 million increase compared to the year before, up 16%.

Lynchburg: The city experienced a rise in sold volume as prices and sales activity rose year-over-year. In Lynchburg, roughly $86 million was collected from sales in the fourth quarter, up 17% or $12.3 million from the year prior.

Figure 9
Fourth Quarter Sold Dollar Volume, LAR Jurisdictions
2024 and 2025

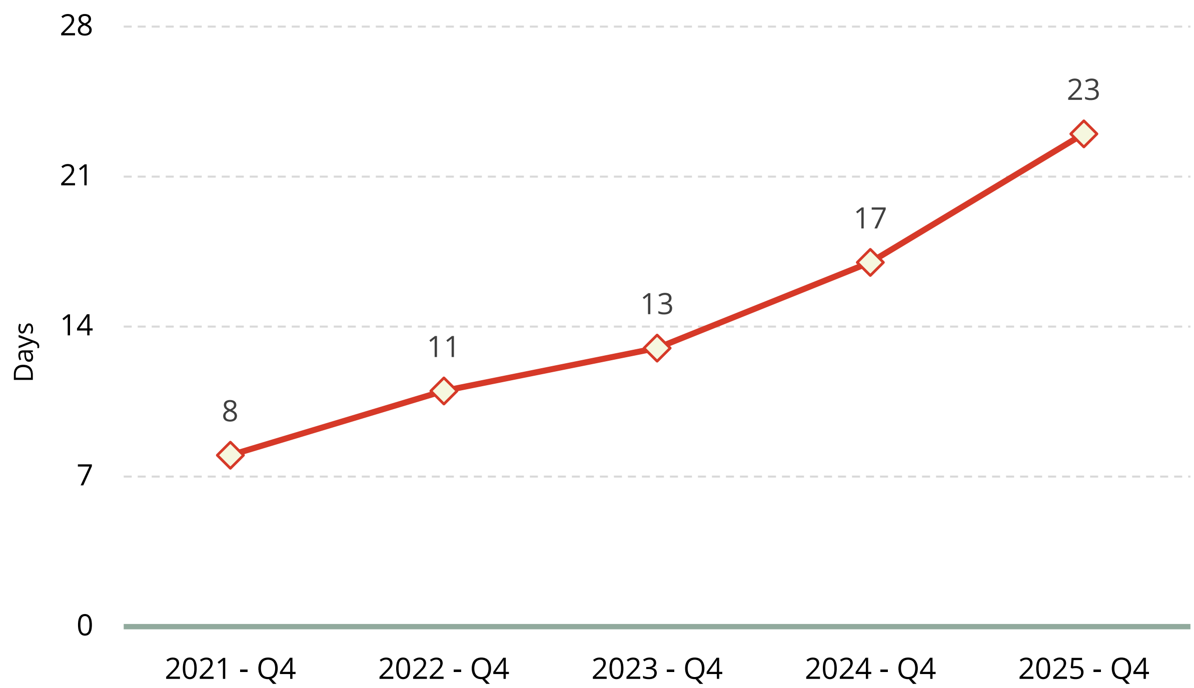


Source: Virginia REALTORS®, data accessed January 15, 2026

Days on Market

The days on market increased in the final quarter of the year. Regionwide, homes took six days longer to sell with the median days on market at 23 days this quarter in the LAR region. Appomattox County saw homes sit on the market for nearly a month (28 days). Lynchburg had the shortest days on market in the fourth quarter (16 days). Virginia's median days on market was 21 days in the fourth quarter, five days longer than a year ago.

Figure 10
Fourth Quarter Median Days on Market, LAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Local Snapshot – *Median Days on Market*

Amherst County: The median number of days it took for a home to sell in the fourth quarter was nearly three weeks (20 days), six days longer than a year ago.

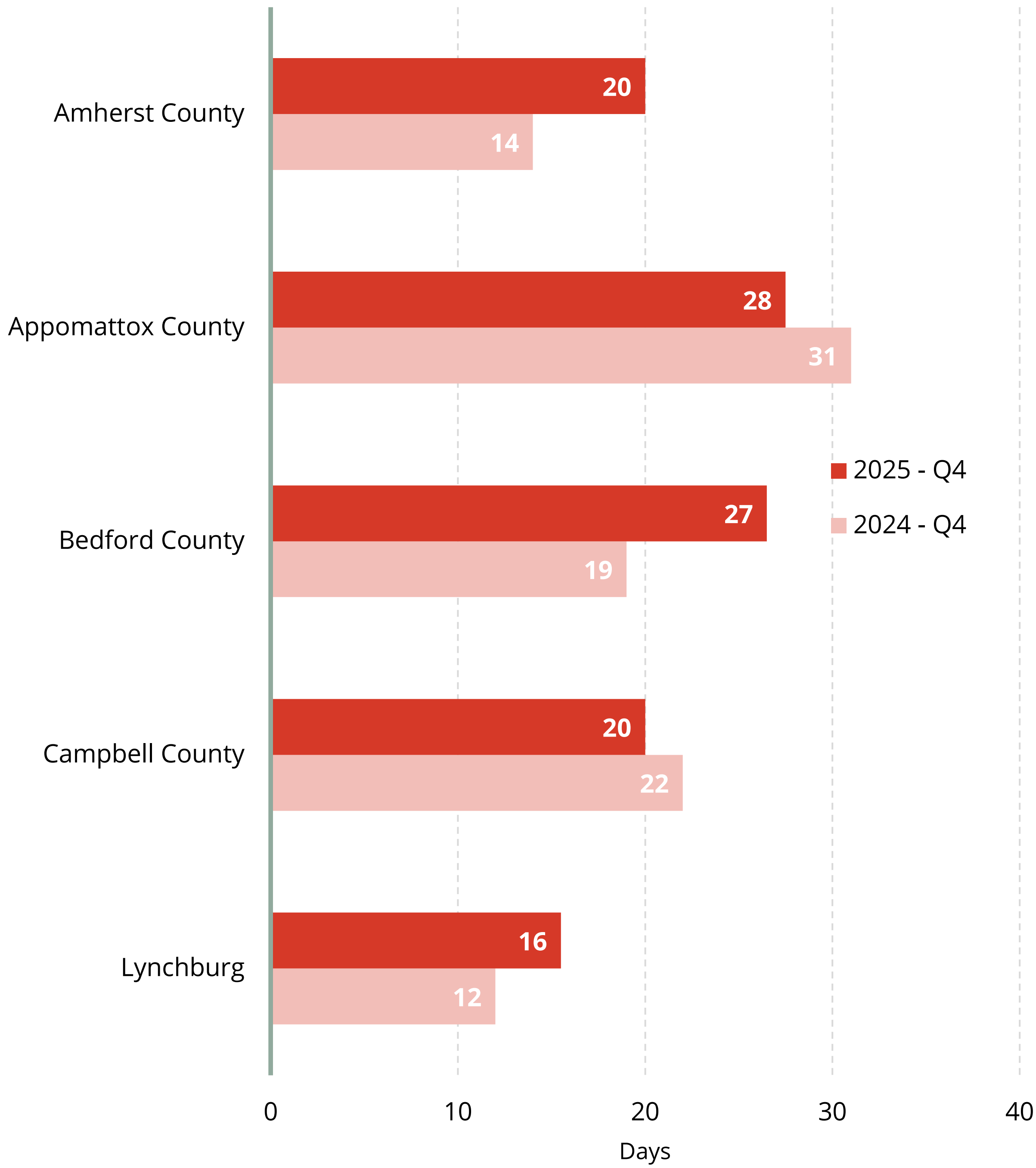
Appomattox County: Homes continue to sell faster than last year, with the county seeing listings close four days sooner, which is less than a month (28 days).

Bedford County: It took listings a median of 27 days to sell in the fourth quarter, eight days longer than the prior year.

Campbell County: Campbell County saw homes stay on the market for a median of 20 days in the fourth quarter, two days quicker than the previous year.

Lynchburg: At 16 days, homes in Lynchburg took four days longer to sell within the fourth quarter.

Figure 11
Fourth Quarter Median Days on Market, LAR Jurisdictions
2024 and 2025



Source: Virginia REALTORS®, data accessed January 15, 2026

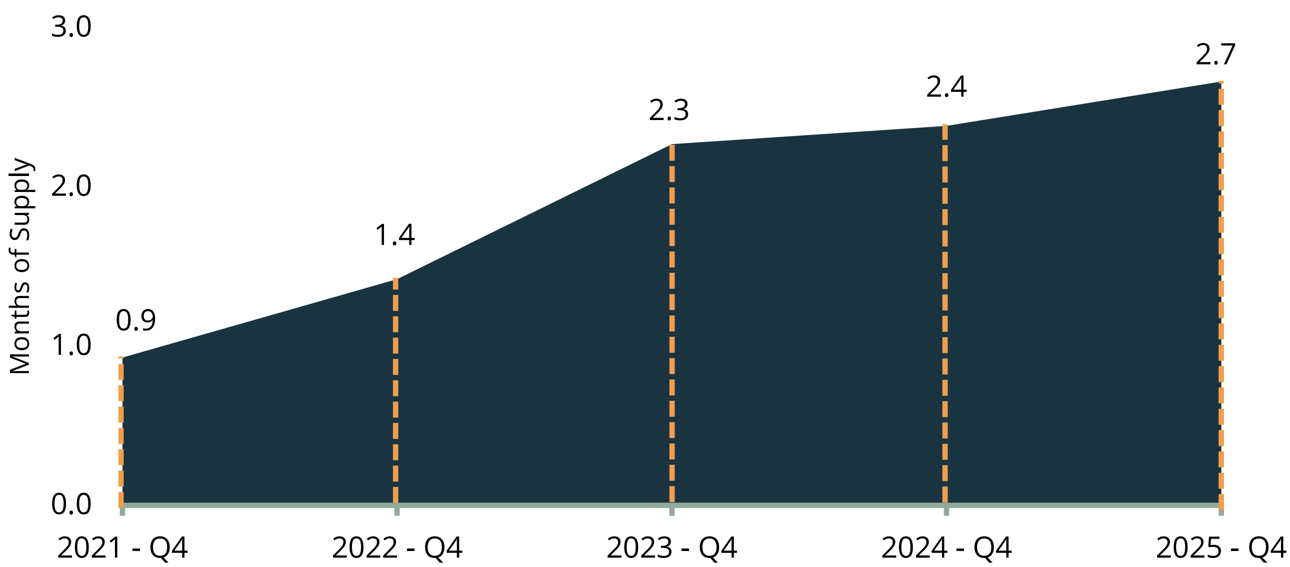
Inventory

Listing activity continued to climb in the LAR area. At the end of the fourth quarter, there were 108 more listings on the market, resulting in 799 total listings in the region, a 16% increase in activity. Most of the listing growth this quarter came from Bedford County. Campbell County and Amherst County experienced a decrease in listings.

The fourth quarter ended with 19,631 listings in Virginia, 2,450 more than the previous year, rising 14.3%.

The LAR footprint had 2.7 months in the final quarter of the year, up from 2.4 months the year before. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. State supply went from 2.0 months to 2.2 months at the end of 2025.

Figure 12
End of Fourth Quarter Months Supply, LAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Local Snapshot – *Active Listings*

Amherst County: By the end of the fourth quarter, there were 62 active listings in Amherst County, eight fewer than last year, an 11% decrease.

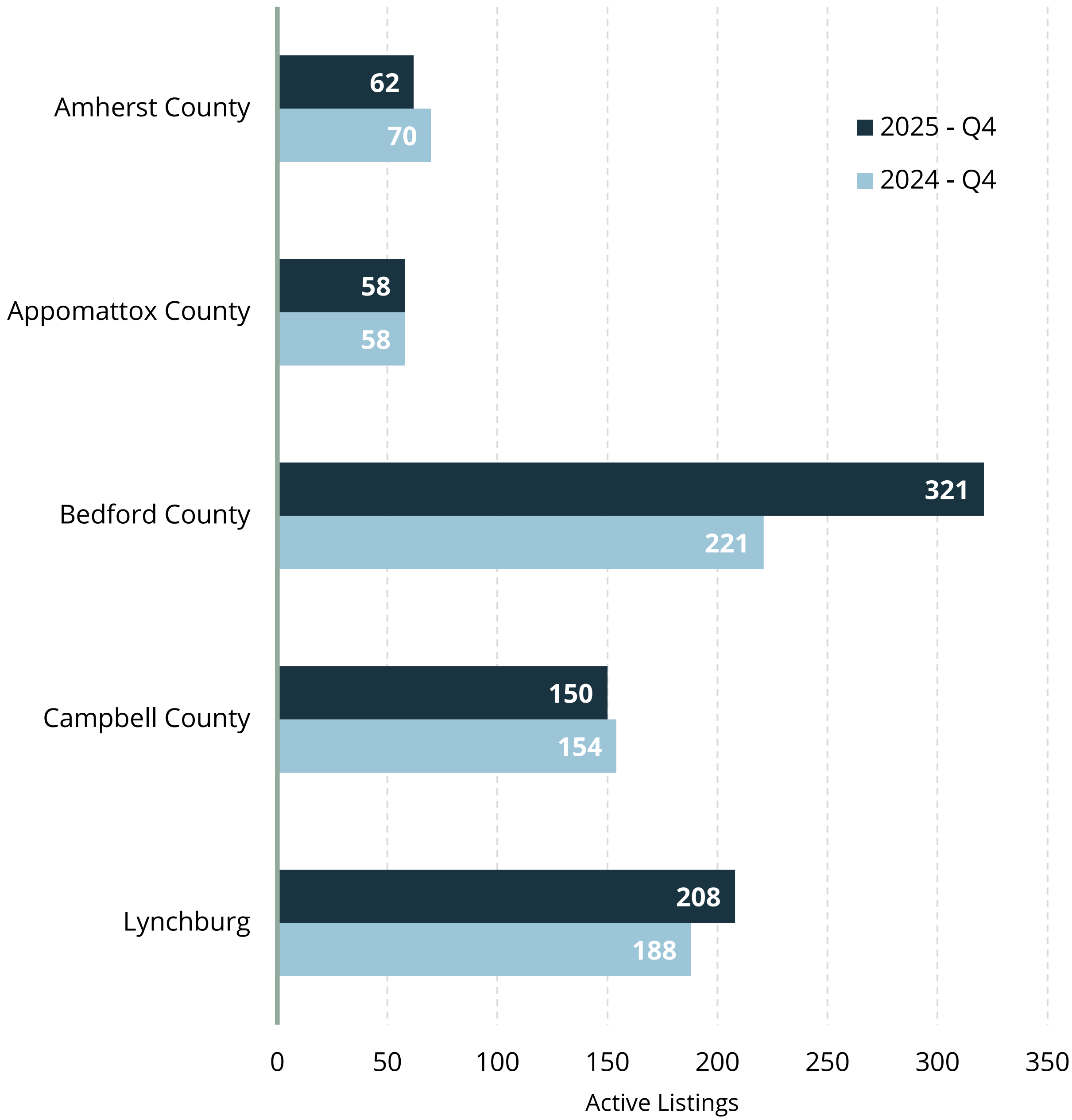
Appomattox County: At a total of 58 listings, inventory remained stagnant in Appomattox County compared to the end of the fourth quarter last year.

Bedford County: Bedford County had 321 active listings at the end of the quarter, up 100 listings or 45% from the prior year.

Campbell County: There were 150 active listings in Campbell County at the end of the fourth quarter, which is four fewer than the previous year (-3%).

Lynchburg: At 208, the number of listings in Lynchburg rose 11% compared to last year, an additional 20 listings.

Figure 13
End of Fourth Quarter Active Listings, LAR Jurisdictions
2024 and 2025



Source: Virginia REALTORS®, data accessed January 15, 2026

Virginia REALTORS®

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 the Virginia REALTORS® Research Team:

Ryan Price
Virginia REALTORS® Chief Economist
rprice@virginiarealtors.org

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.