

LARLYNCHBURG

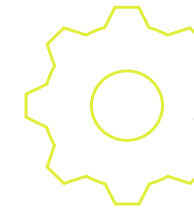
MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report

Key Market Trends: January 2026

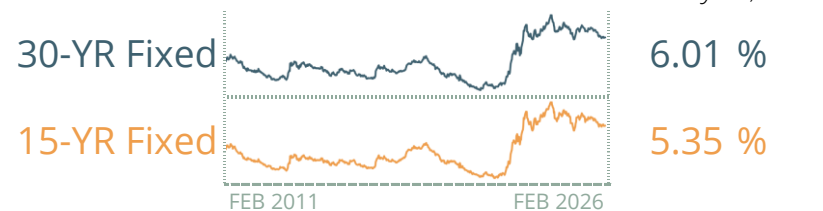
- Most areas in the LAR region saw a dip in sales activity.** In January, there were 212 home sales across the LAR market, 30 fewer than last year, reflecting a 12.4% decrease. Campbell County had 38 sales in January, a 17.4% decrease from the previous year, which is eight fewer sales. The most notable decline in sales occurred in Lynchburg (-18.6%) and Appomattox County (-64.7%) compared to last January. Meanwhile, Amherst County (+8.7%) and Bedford County (+4.3%) added more sales than the year before.
- Pending sales rose year over year in most areas of the LAR footprint.** There were 287 pending sales in the LAR region in January, 42 more than last year, up 17.1%. Appomattox reported 111 pending sales, a 28.6% rise from the previous year. Lynchburg experienced a 20.5% increase, and Bedford County saw a 48.0% rise in pending sales. Conversely, Campbell County had a 17.5% decrease, and Amherst County an 11.5% decline in pending sales compared to last year.
- Overall median sales price inched down slightly compared to last January.** The LAR footprint had a median sales price of \$301,400, which is \$800 lower than the year prior (-0.3%). Campbell County's median sales price stood at \$279,500 in January, down 9.8% or \$30,475. Appomattox County (-16.8%) and Bedford County (-16.4%) saw a similar decline in prices from a year ago. At \$329,900, Amherst County saw home prices rise for two consecutive months, up \$59,900 from last January (+22.2%).
- Inventory rose slightly in the LAR footprint.** There were 758 active listings in the LAR region at the end of January, 55 more than last year, marking a 7.8% increase. Listing levels continue to increase year over year in Bedford County (+25.8%) and Lynchburg (+6.5%), where most of the listing growth is located. Campbell County (-8.5%) and Amherst County (-19.1%) saw a decline in listings from the end of last January.



LAR Market Dashboard

YoY Chg	Jan-26	Indicator
▼ -12.4%	212	Sales
▲ 17.1%	287	Pending Sales
▲ 9.7%	373	New Listings
▼ -5.4%	\$299,950	Median List Price
▼ -0.3%	\$301,400	Median Sales Price
▼ -3.6%	\$169	Median Price Per Square Foot
▼ -21.3%	\$74.7	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -5.2%	47	Average Days on Market
▲ 7.8%	758	Active Listings
▲ 6.8%	2.5	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.

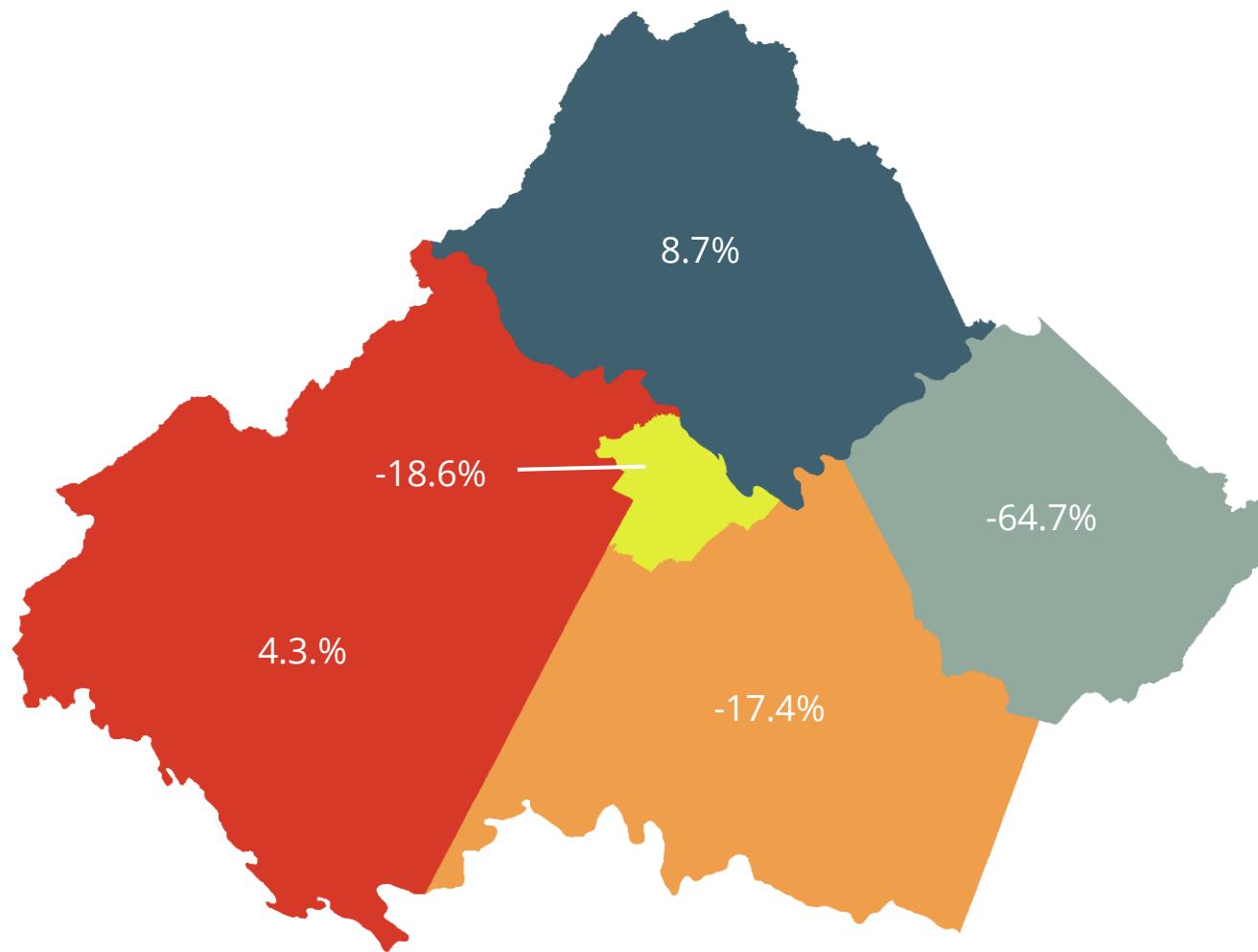
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jan-25	Jan-26	% Chg
Amherst County	23	25	8.7%
Appomattox County	17	6	-64.7%
Bedford County	70	73	4.3%
Campbell County	46	38	-17.4%
Lynchburg	86	70	-18.6%
LAR	242	212	-12.4%

Total Market Overview



Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			242	212	-12.4%	242	212	-12.4%
Pending Sales			245	287	17.1%	245	287	17.1%
New Listings			340	373	9.7%	340	373	9.7%
Median List Price			\$317,000	\$299,950	-5.4%	\$319,450	\$299,950	-6.1%
Median Sales Price			\$302,200	\$301,400	-0.3%	\$306,200	\$301,400	-1.6%
Median Price Per Square Foot			\$175	\$169	-3.6%	\$175	\$169	-3.6%
Sold Dollar Volume (in millions)			\$95.0	\$74.7	-21.3%	\$95.0	\$74.7	-21.3%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			50	47	-5.2%	50	47	-5.9%
Active Listings			703	758	7.8%	n/a	n/a	n/a
Months of Supply			2.4	2.5	6.8%	n/a	n/a	n/a

Single-Family Detached Market Overview



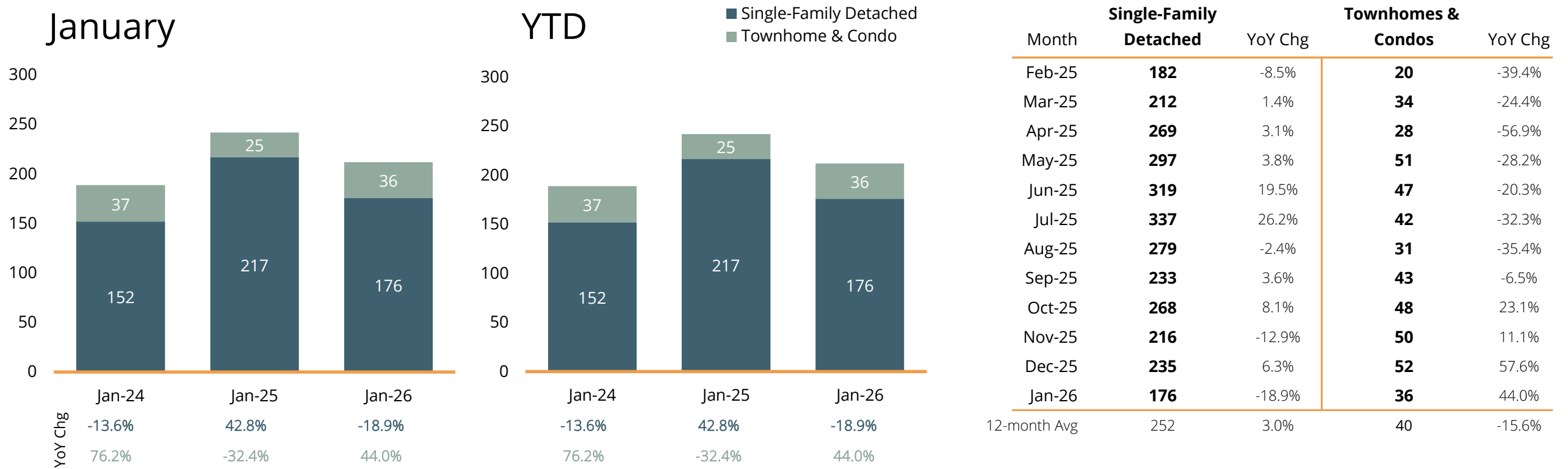
Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			217	176	-18.9%	217	176	-18.9%
Pending Sales			221	246	11.3%	221	246	11.3%
New Listings			294	317	7.8%	294	317	7.8%
Median List Price			\$330,785	\$330,993	0.1%	\$334,000	\$330,993	-0.9%
Median Sales Price			\$328,900	\$329,950	0.3%	\$329,900	\$329,950	0.0%
Median Price Per Square Foot			\$174	\$170	-2.4%	\$174	\$170	-2.4%
Sold Dollar Volume (in millions)			\$88.5	\$64.9	-26.7%	\$88.5	\$64.9	-26.7%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			45	49	8.0%	46	49	6.8%
Active Listings			595	640	7.6%	n/a	n/a	n/a
Months of Supply			2.4	2.5	3.3%	n/a	n/a	n/a

Townhome & Condo Market Overview

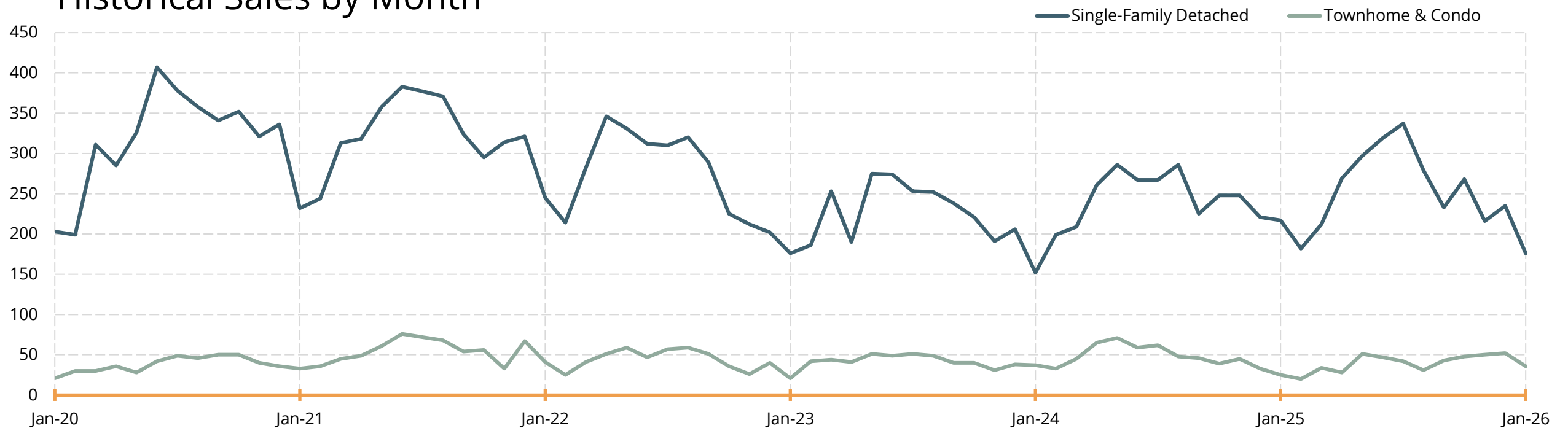


Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			25	36	44.0%	25	36	44.0%
Pending Sales			24	41	70.8%	24	41	70.8%
New Listings			46	56	21.7%	46	56	21.7%
Median List Price			\$265,000	\$254,900	-3.8%	\$265,000	\$254,900	-3.8%
Median Sales Price			\$263,500	\$254,900	-3.3%	\$263,500	\$254,900	-3.3%
Median Price Per Square Foot			\$182	\$165	-9.5%	\$182	\$165	-9.5%
Sold Dollar Volume (in millions)			\$6.5	\$9.9	52.1%	\$6.5	\$9.9	52.1%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			87	38	-56.4%	87	38	-56.4%
Active Listings			108	118	9.3%	n/a	n/a	n/a
Months of Supply			2.3	2.9	28.7%	n/a	n/a	n/a

Sales

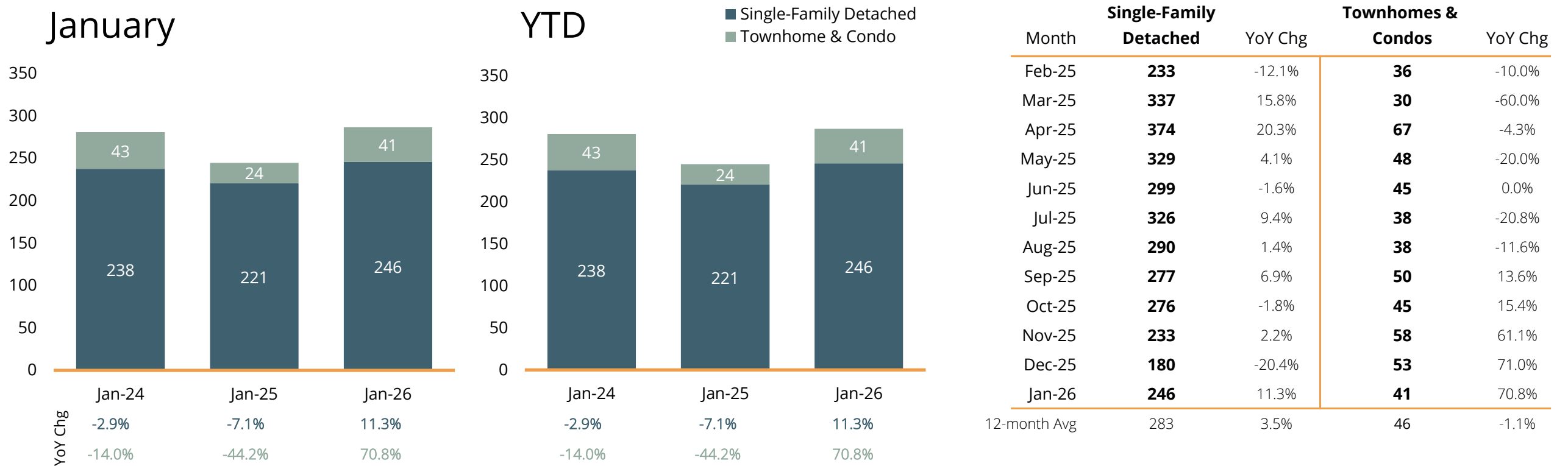


Historical Sales by Month

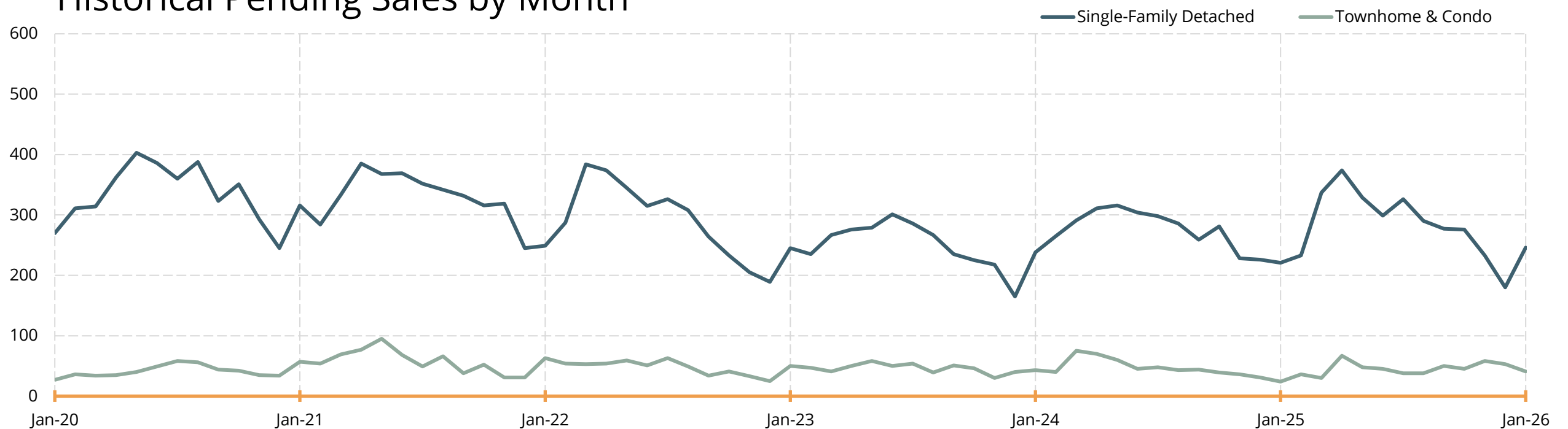


Source: Virginia REALTORS®, data accessed February 15, 2026

Pending Sales

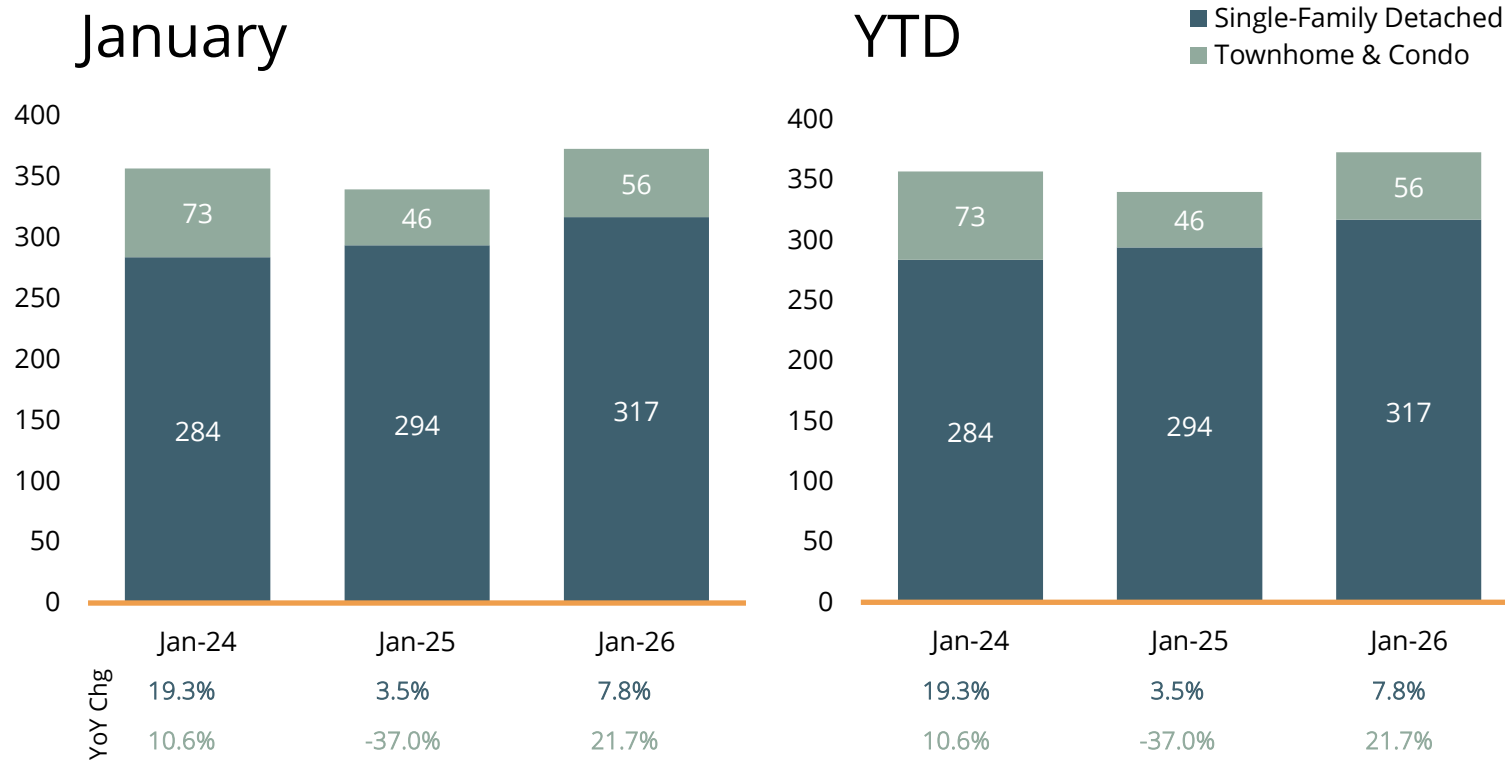


Historical Pending Sales by Month



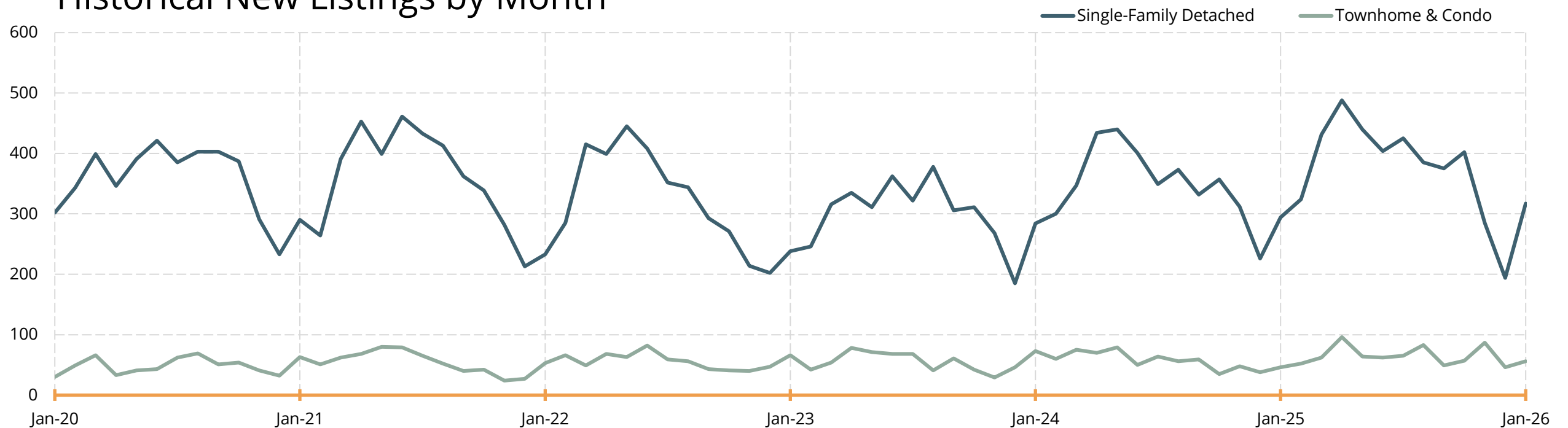
Source: Virginia REALTORS®, data accessed February 15, 2026

New Listings



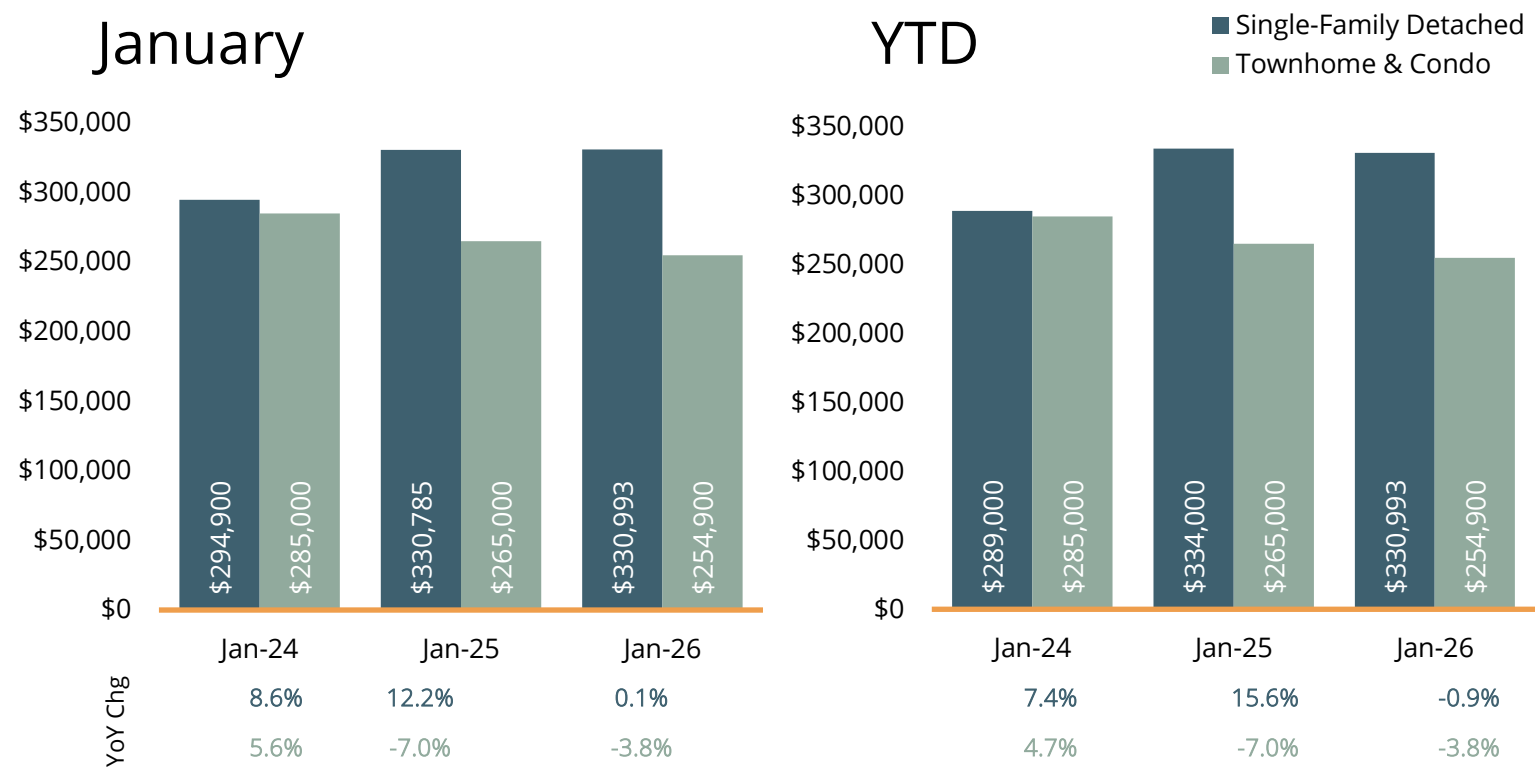
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	324	8.0%	52	-13.3%
Mar-25	431	24.2%	62	-17.3%
Apr-25	488	12.4%	96	37.1%
May-25	440	0.0%	64	-19.0%
Jun-25	404	0.7%	62	24.0%
Jul-25	425	21.8%	65	1.6%
Aug-25	385	3.2%	83	48.2%
Sep-25	375	13.0%	49	-16.9%
Oct-25	402	12.6%	57	62.9%
Nov-25	285	-8.7%	87	81.3%
Dec-25	194	-14.2%	46	21.1%
Jan-26	317	7.8%	56	21.7%
12-month Avg	373	7.3%	65	14.6%

Historical New Listings by Month



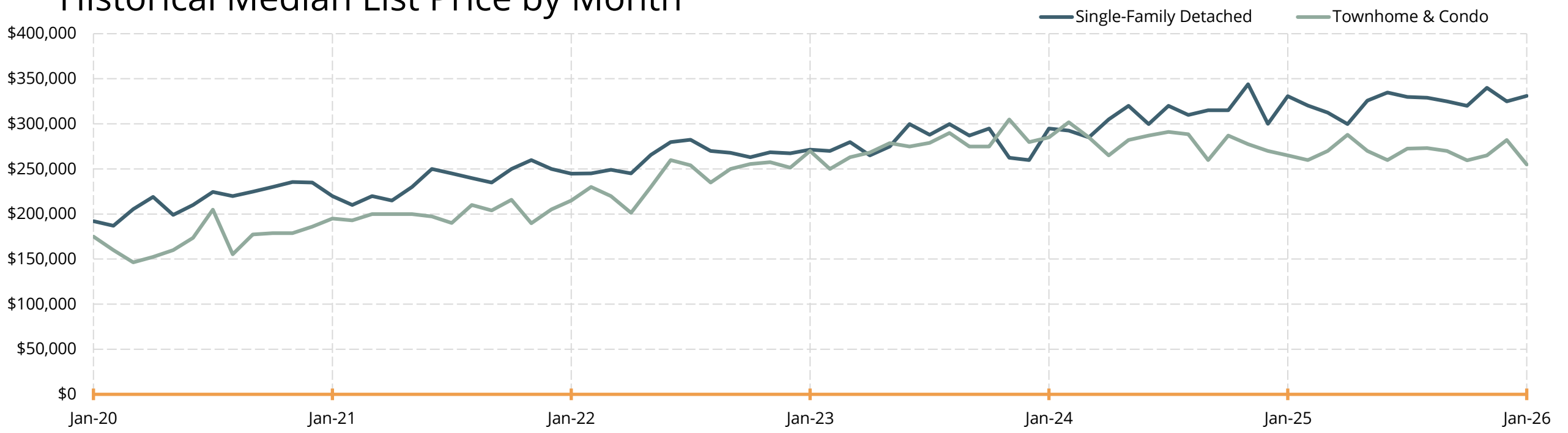
Source: Virginia REALTORS®, data accessed February 15, 2026

Median List Price



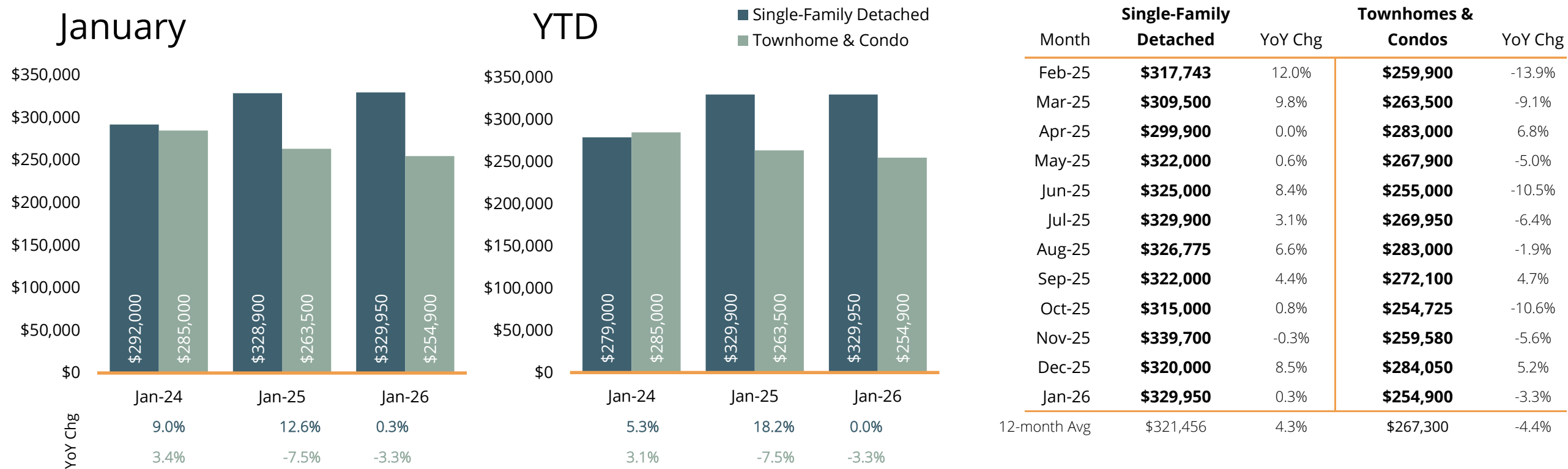
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	\$320,193	9.5%	\$259,900	-13.9%
Mar-25	\$312,450	9.6%	\$269,900	-5.3%
Apr-25	\$299,900	-1.7%	\$288,000	8.7%
May-25	\$325,900	1.9%	\$269,900	-4.3%
Jun-25	\$334,900	11.7%	\$259,900	-9.4%
Jul-25	\$329,900	3.1%	\$272,500	-6.3%
Aug-25	\$329,000	6.2%	\$273,000	-5.4%
Sep-25	\$325,000	3.2%	\$269,900	3.8%
Oct-25	\$319,900	1.6%	\$259,450	-9.6%
Nov-25	\$339,950	-1.2%	\$264,950	-4.5%
Dec-25	\$325,000	8.4%	\$282,200	4.6%
Jan-26	\$330,993	0.1%	\$254,900	-3.8%
12-month Avg	\$324,424	4.2%	\$268,708	-4.0%

Historical Median List Price by Month

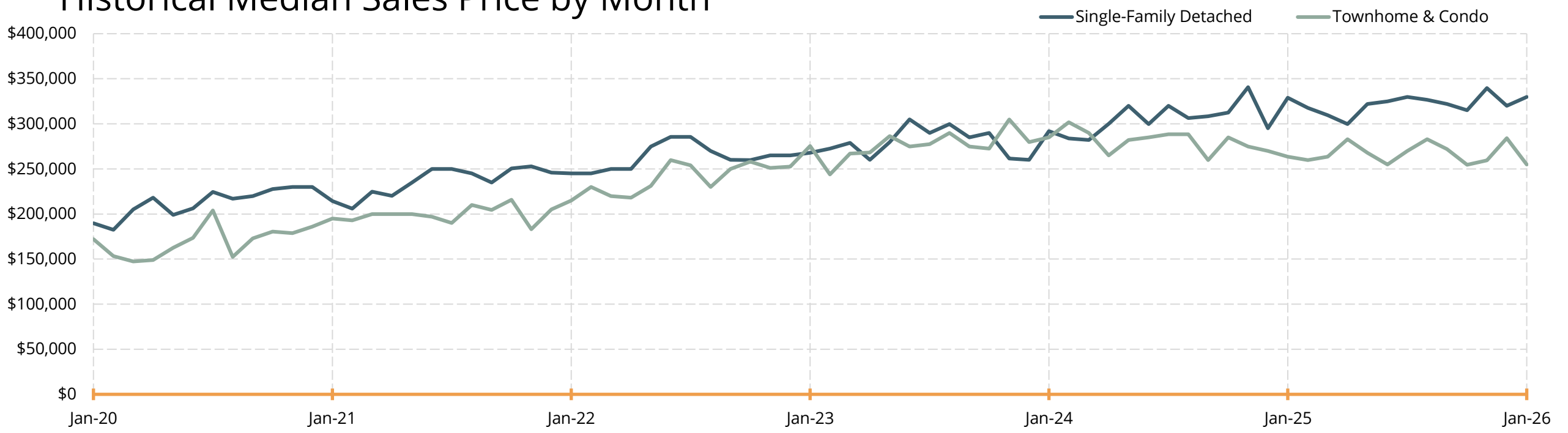


Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sales Price

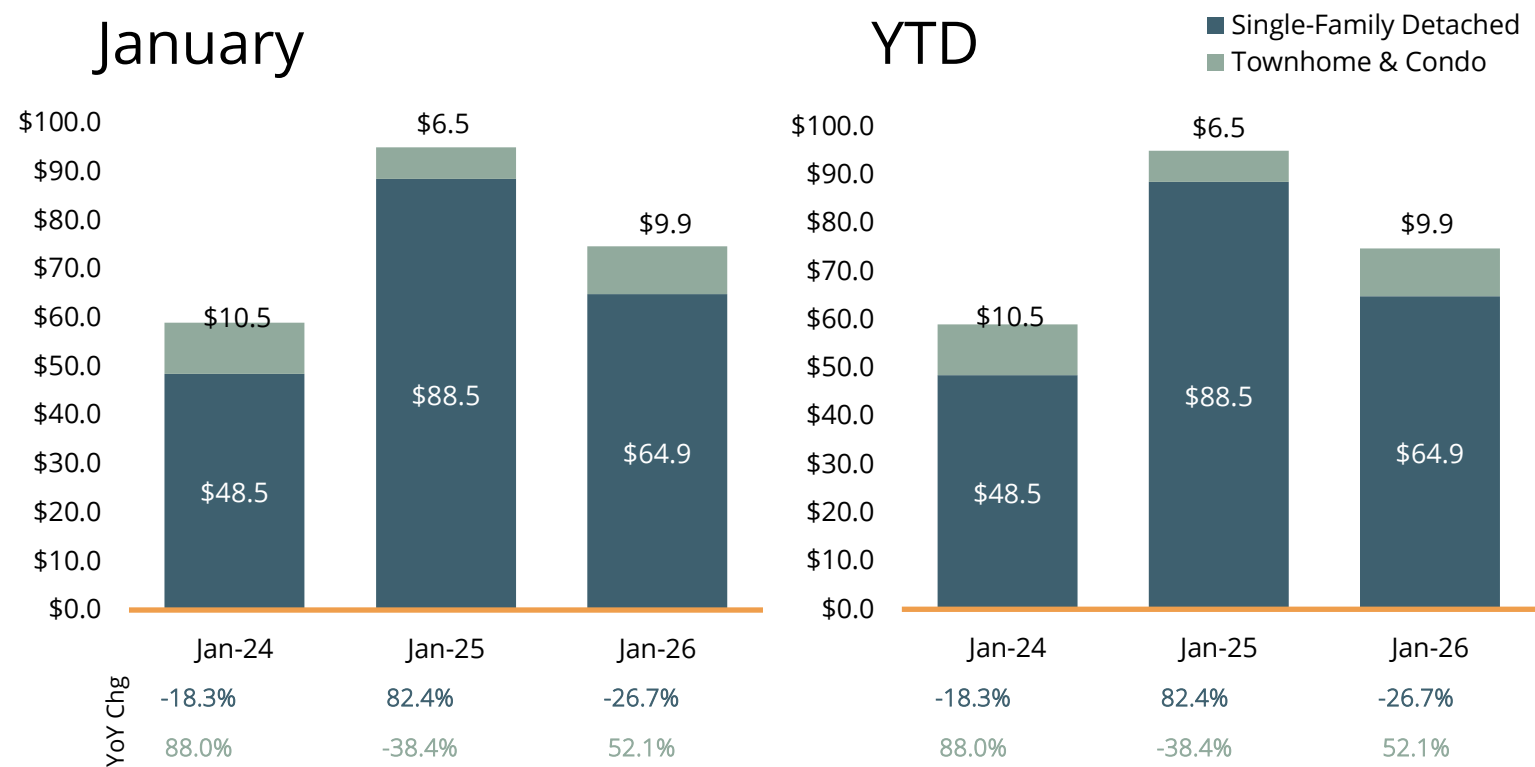


Historical Median Sales Price by Month



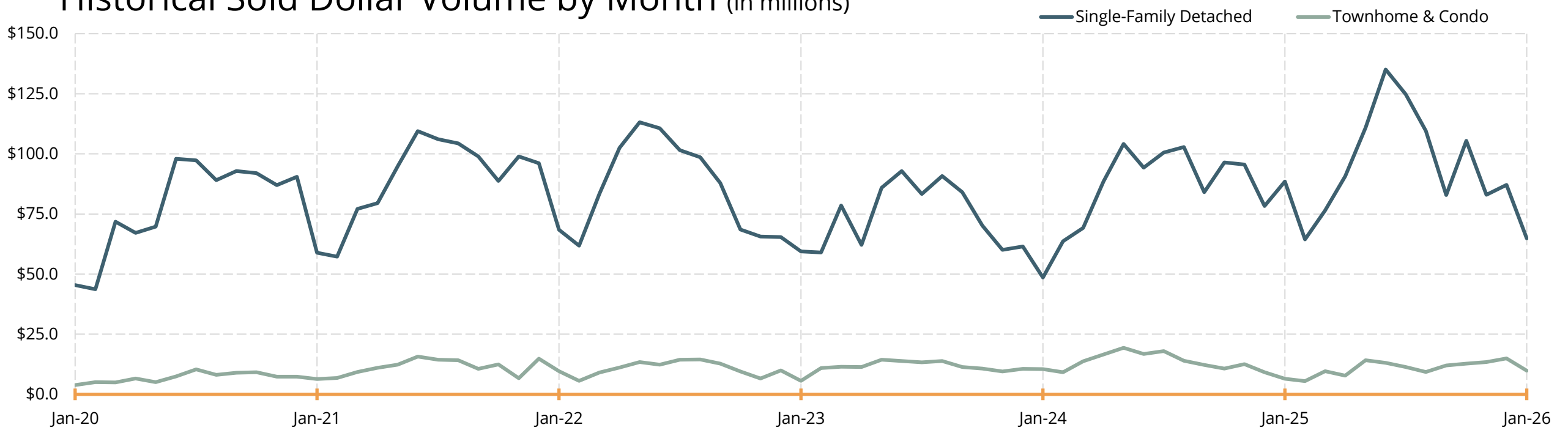
Source: Virginia REALTORS®, data accessed February 15, 2026

Sold Dollar Volume (in millions)



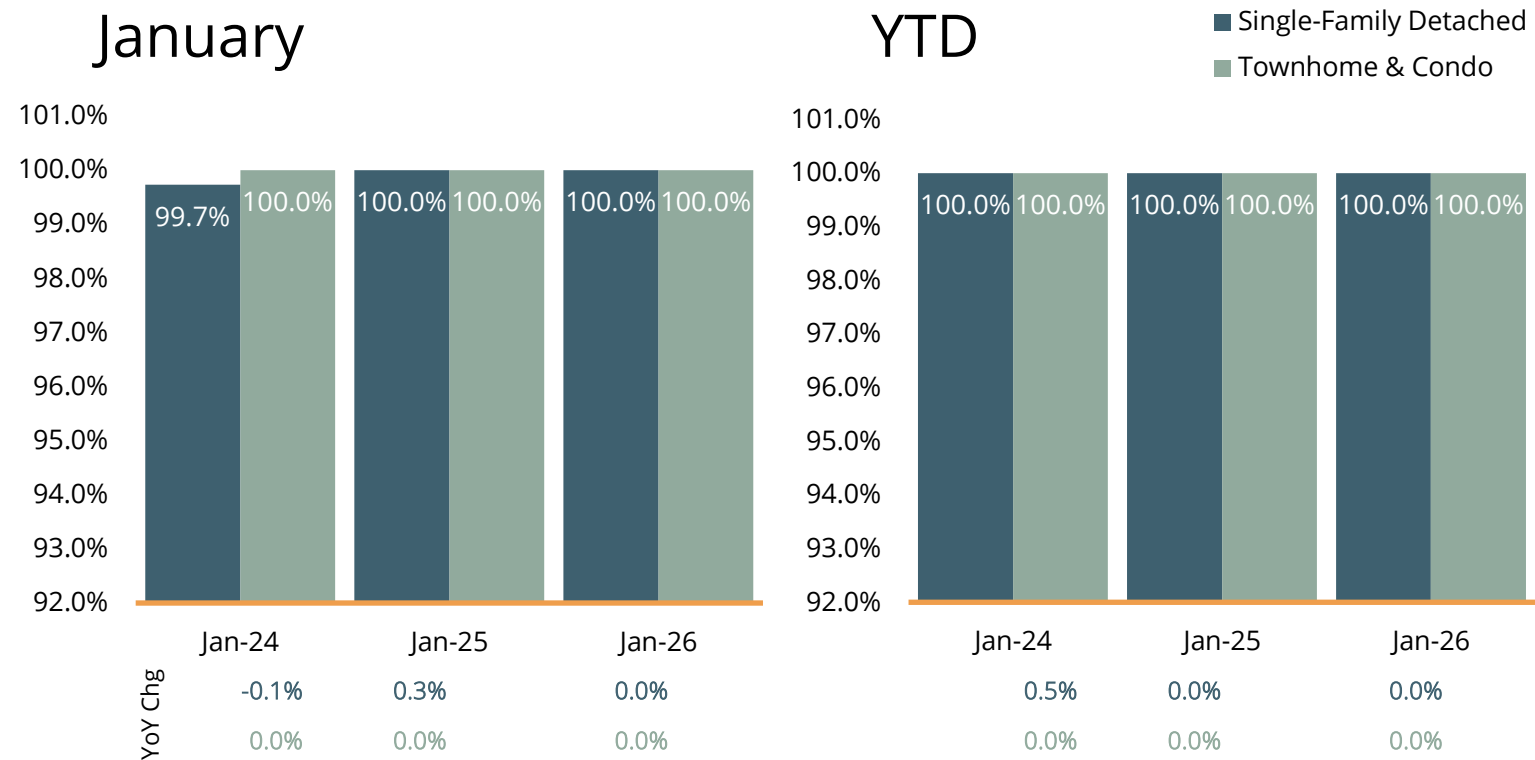
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	\$64.4	1.3%	\$5.4	-40.6%
Mar-25	\$76.5	10.5%	\$9.6	-30.0%
Apr-25	\$90.8	2.5%	\$7.8	-52.8%
May-25	\$110.9	6.5%	\$14.2	-26.5%
Jun-25	\$135.1	43.3%	\$13.1	-21.5%
Jul-25	\$124.7	24.0%	\$11.4	-36.8%
Aug-25	\$109.6	6.6%	\$9.3	-33.2%
Sep-25	\$82.9	-1.4%	\$12.1	-1.5%
Oct-25	\$105.4	9.4%	\$12.8	19.5%
Nov-25	\$83.0	-13.1%	\$13.4	6.7%
Dec-25	\$87.1	11.1%	\$14.9	61.6%
Jan-26	\$64.9	-26.7%	\$9.9	52.1%
12-month Avg	\$94.6	6.5%	\$11.2	-15.6%

Historical Sold Dollar Volume by Month (in millions)



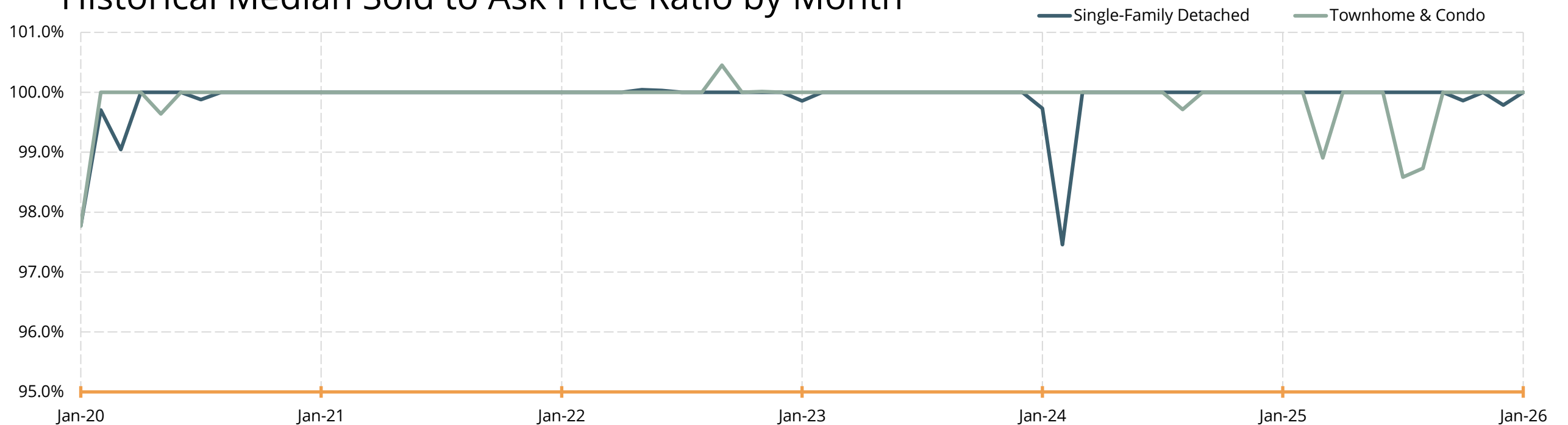
Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sold to Ask Price Ratio

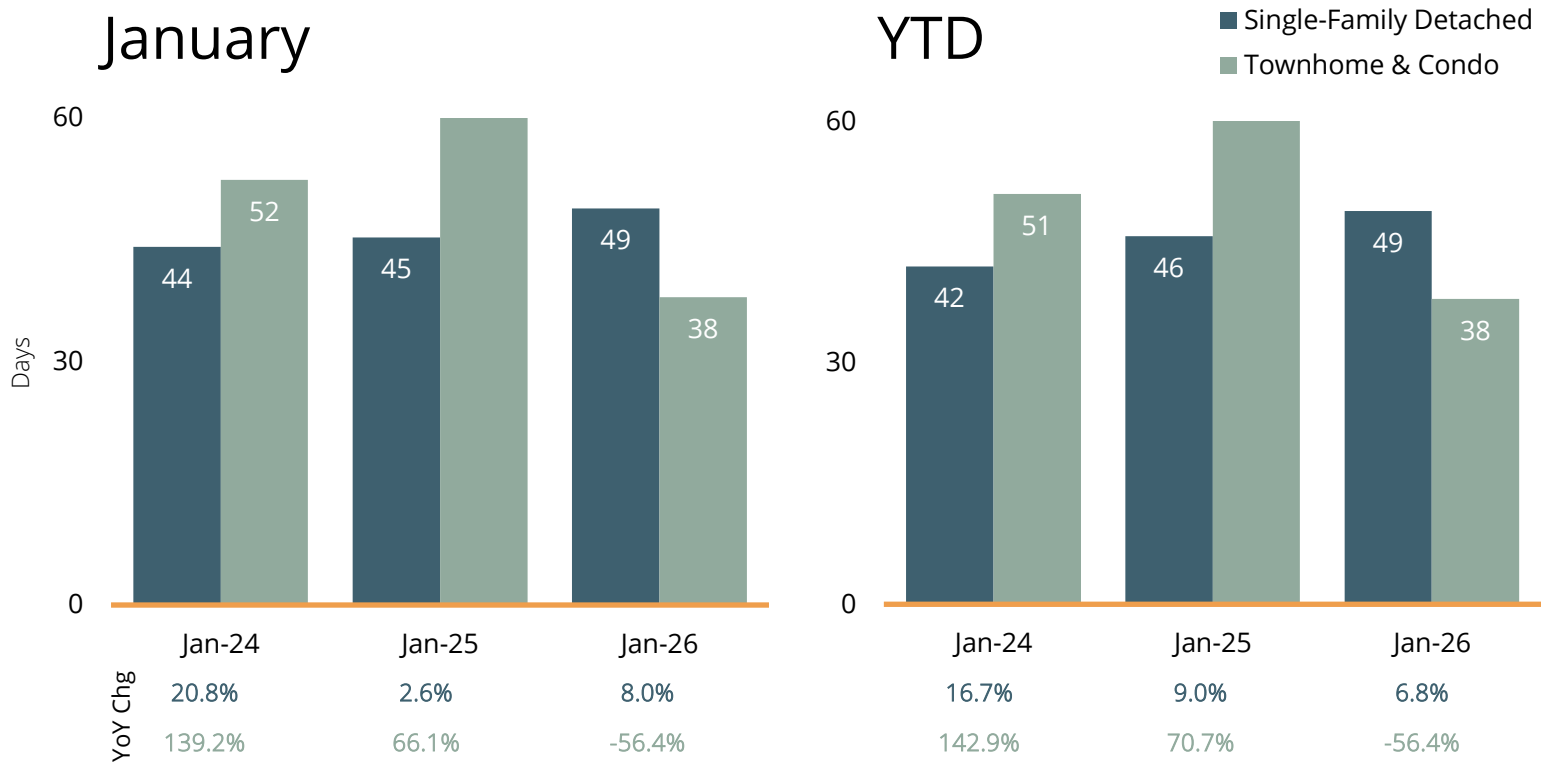


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	100.0%	2.6%	100.0%	0.0%
Mar-25	100.0%	0.0%	98.9%	-1.1%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	100.0%	0.0%
Jul-25	100.0%	0.0%	98.6%	-1.4%
Aug-25	100.0%	0.0%	98.7%	-1.0%
Sep-25	100.0%	0.0%	100.0%	0.0%
Oct-25	99.9%	-0.1%	100.0%	0.0%
Nov-25	100.0%	0.0%	100.0%	0.0%
Dec-25	99.8%	-0.2%	100.0%	0.0%
Jan-26	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	0.2%	99.7%	-0.3%

Historical Median Sold to Ask Price Ratio by Month

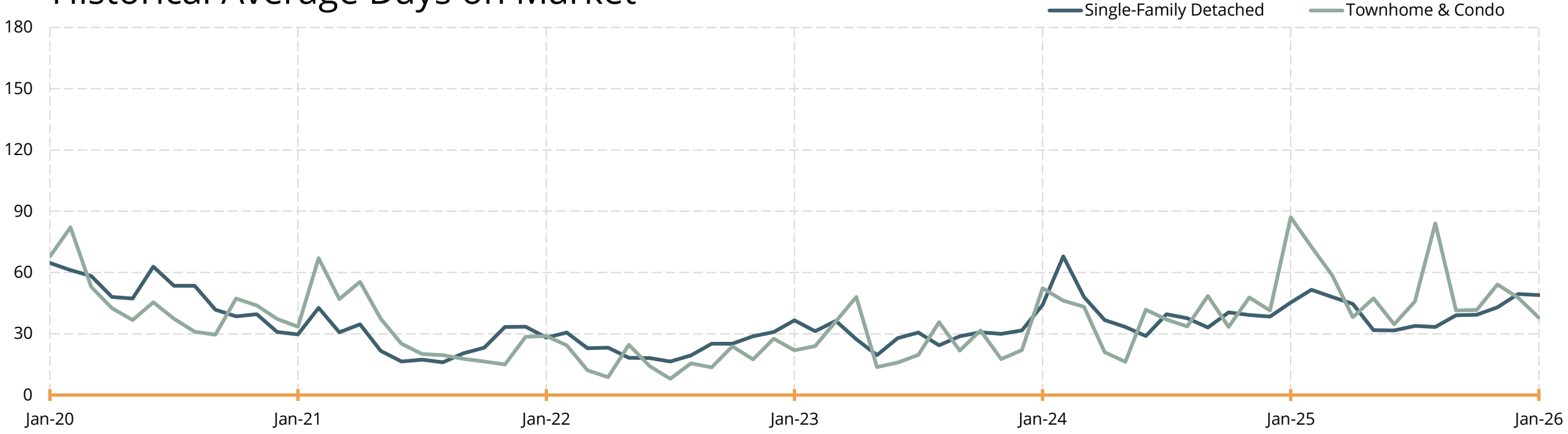


Average Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	39	18.0%	41	-14.7%
Oct-25	39	-2.7%	42	24.9%
Nov-25	43	9.8%	54	13.4%
Dec-25	49	29.1%	48	14.8%
Jan-26	49	8.0%	38	-56.4%
12-month Avg	41	1.3%	50	21.5%

Historical Average Days on Market

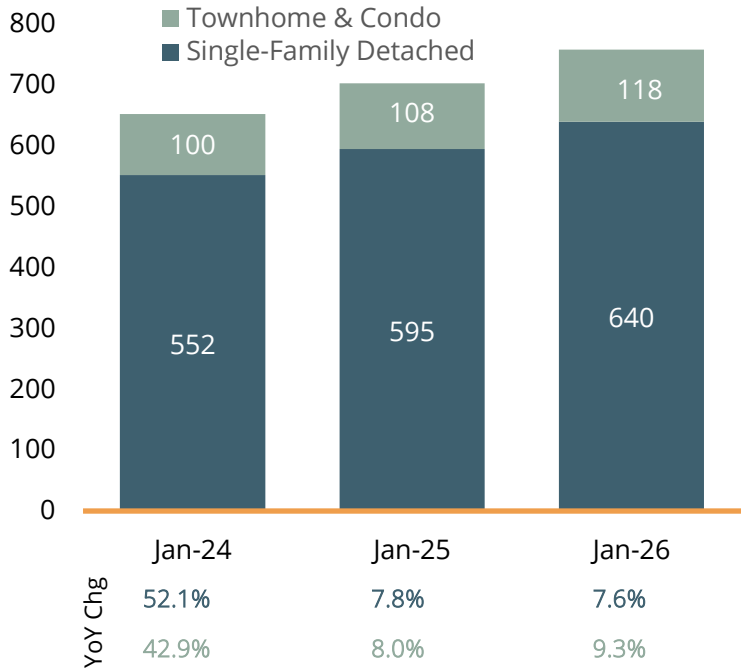


Source: Virginia REALTORS®, data accessed February 15, 2026

Active Listings

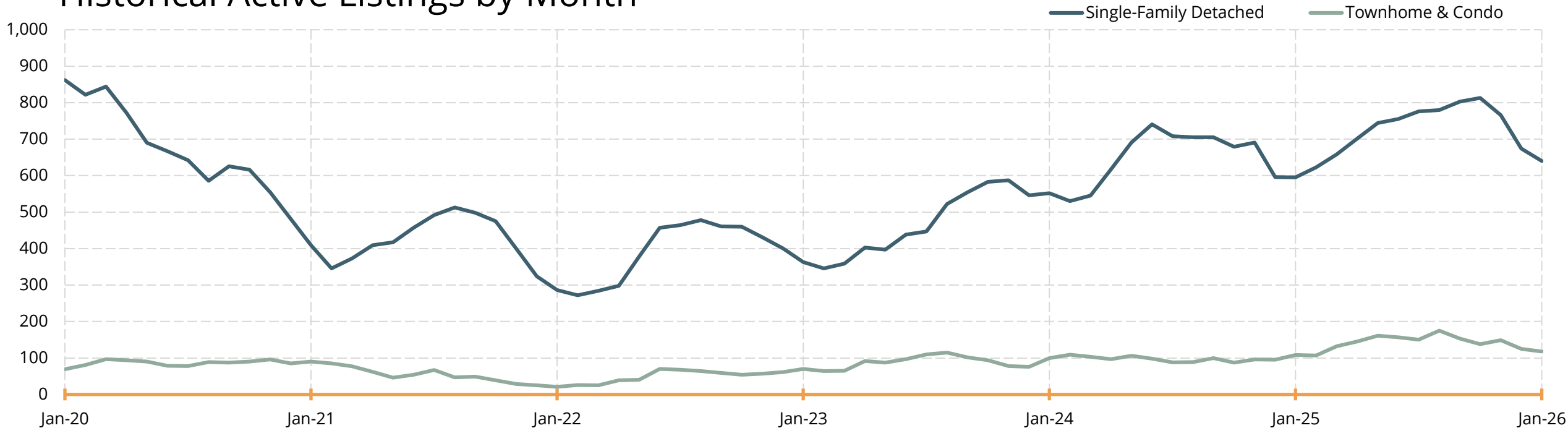


January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	803	13.9%	153	53.0%
Oct-25	813	19.7%	138	58.6%
Nov-25	766	10.9%	149	55.2%
Dec-25	674	13.1%	125	31.6%
Jan-26	640	7.6%	118	9.3%
12-month Avg	728	11.9%	143	45.4%

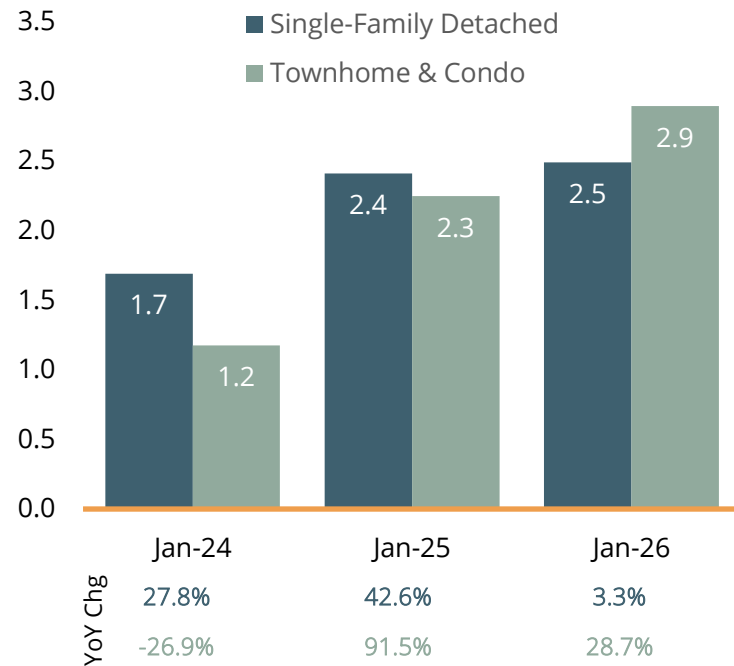
Historical Active Listings by Month



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

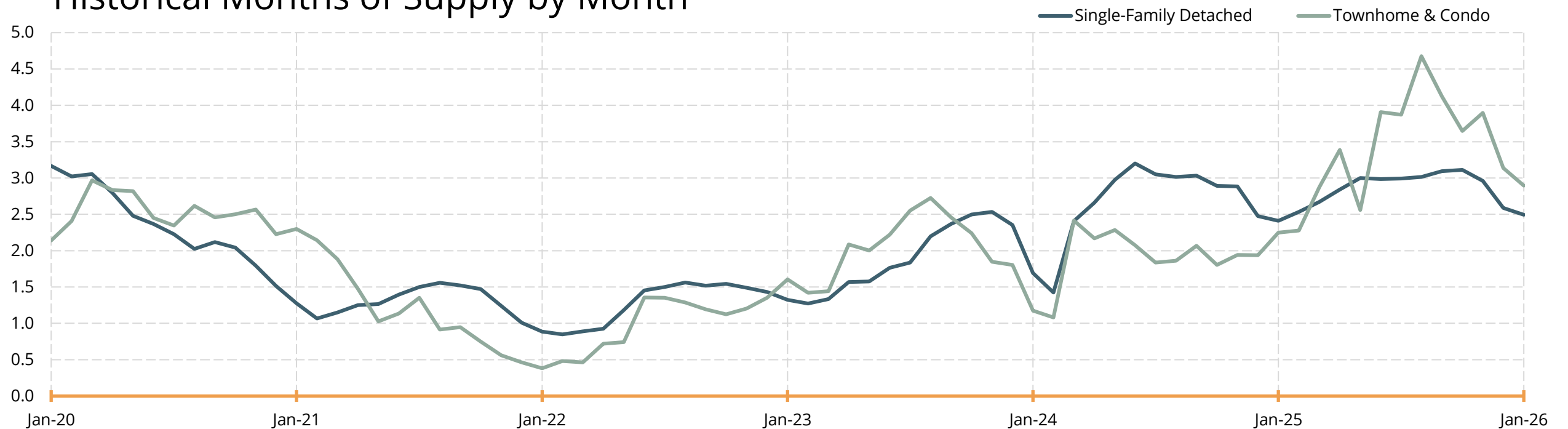
Months of Supply

January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	3.1	2.0%	4.1	99.4%
Oct-25	3.1	7.7%	3.6	102.3%
Nov-25	3.0	2.5%	3.9	100.5%
Dec-25	2.6	4.7%	3.1	61.9%
Jan-26	2.5	3.3%	2.9	28.7%
12-month Avg	2.9	5.7%	3.4	73.9%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	32	27	-15.6%	23	25	8.7%	\$270,000	\$329,900	22.2%	68	55	-19.1%	2.6	2.0	-22.4%
Appomattox County	13	20	53.8%	17	6	-64.7%	\$310,000	\$258,000	-16.8%	46	53	15.2%	3.0	3.2	6.0%
Bedford County	109	130	19.3%	70	73	4.3%	\$445,000	\$372,000	-16.4%	236	297	25.8%	2.4	2.9	19.9%
Campbell County	81	60	-25.9%	46	38	-17.4%	\$309,975	\$279,500	-9.8%	153	140	-8.5%	2.8	2.4	-14.6%
Lynchburg	105	136	29.5%	86	70	-18.6%	\$255,950	\$254,900	-0.4%	200	213	6.5%	1.9	2.2	15.3%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	32	27	-15.6%	23	25	8.7%	\$270,000	\$329,900	22.2%	68	55	-19.1%
Appomattox County	21	20	-4.8%	17	6	-64.7%	\$310,000	\$258,000	-16.8%	46	53	15.2%
Bedford County	132	130	-1.5%	70	73	4.3%	\$445,000	\$372,000	-16.4%	236	297	25.8%
Campbell County	63	60	-4.8%	46	38	-17.4%	\$297,950	\$279,500	-6.2%	153	140	-8.5%
Lynchburg	128	136	6.3%	86	70	-18.6%	\$255,950	\$254,900	-0.4%	200	213	6.5%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	32	27	-15.6%	23	25	8.7%	\$270,000	\$329,900	22.2%	67	54	-19.4%	2.6	2.0	-22.7%
Appomattox County	13	20	53.8%	17	6	-64.7%	\$310,000	\$258,000	-16.8%	46	53	15.2%	3.0	3.2	6.5%
Bedford County	96	108	12.5%	64	61	-4.7%	\$492,950	\$406,000	-17.6%	209	259	23.9%	2.5	2.9	16.0%
Campbell County	65	56	-13.8%	38	33	-13.2%	\$330,450	\$299,000	-9.5%	105	111	5.7%	2.3	2.3	-1.0%
Lynchburg	88	106	20.5%	75	51	-32.0%	\$252,000	\$290,000	15.1%	168	163	-3.0%	2.2	2.1	-1.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	32	27	-15.6%	23	25	8.7%	\$270,000	\$329,900	22.2%	67	54	-19.4%
Appomattox County	13	20	53.8%	17	6	-64.7%	\$310,000	\$258,000	-16.8%	46	53	15.2%
Bedford County	96	108	12.5%	64	61	-4.7%	\$482,000	\$406,000	-15.8%	209	259	23.9%
Campbell County	65	56	-13.8%	38	33	-13.2%	\$328,900	\$299,000	-9.1%	105	111	5.7%
Lynchburg	88	106	20.5%	75	51	-32.0%	\$252,000	\$290,000	15.1%	168	163	-3.0%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	0	0	n/a	0	0	n/a	\$0	\$0	N/A	1	1	0.0%	2.0	2.0	0.0%
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	13	22	69.2%	6	12	100.0%	\$249,450	\$307,000	23.1%	27	38	40.7%	2.1	3.2	49.8%
Campbell County	16	4	-75.0%	8	5	-37.5%	\$255,700	\$255,000	-0.3%	48	29	-39.6%	5.0	2.8	-44.4%
Lynchburg	17	30	76.5%	11	19	72.7%	\$287,000	\$254,600	-11.3%	32	50	56.3%	1.3	2.8	117.0%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Amherst County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	1	1	0.0%
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	13	22	69.2%	6	12	100.0%	\$249,450	\$307,000	23.1%	27	38	40.7%
Campbell County	16	4	-75.0%	8	5	-37.5%	\$255,700	\$255,000	-0.3%	48	29	-39.6%
Lynchburg	17	30	76.5%	11	19	72.7%	\$287,000	\$254,600	-11.3%	32	50	56.3%



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.