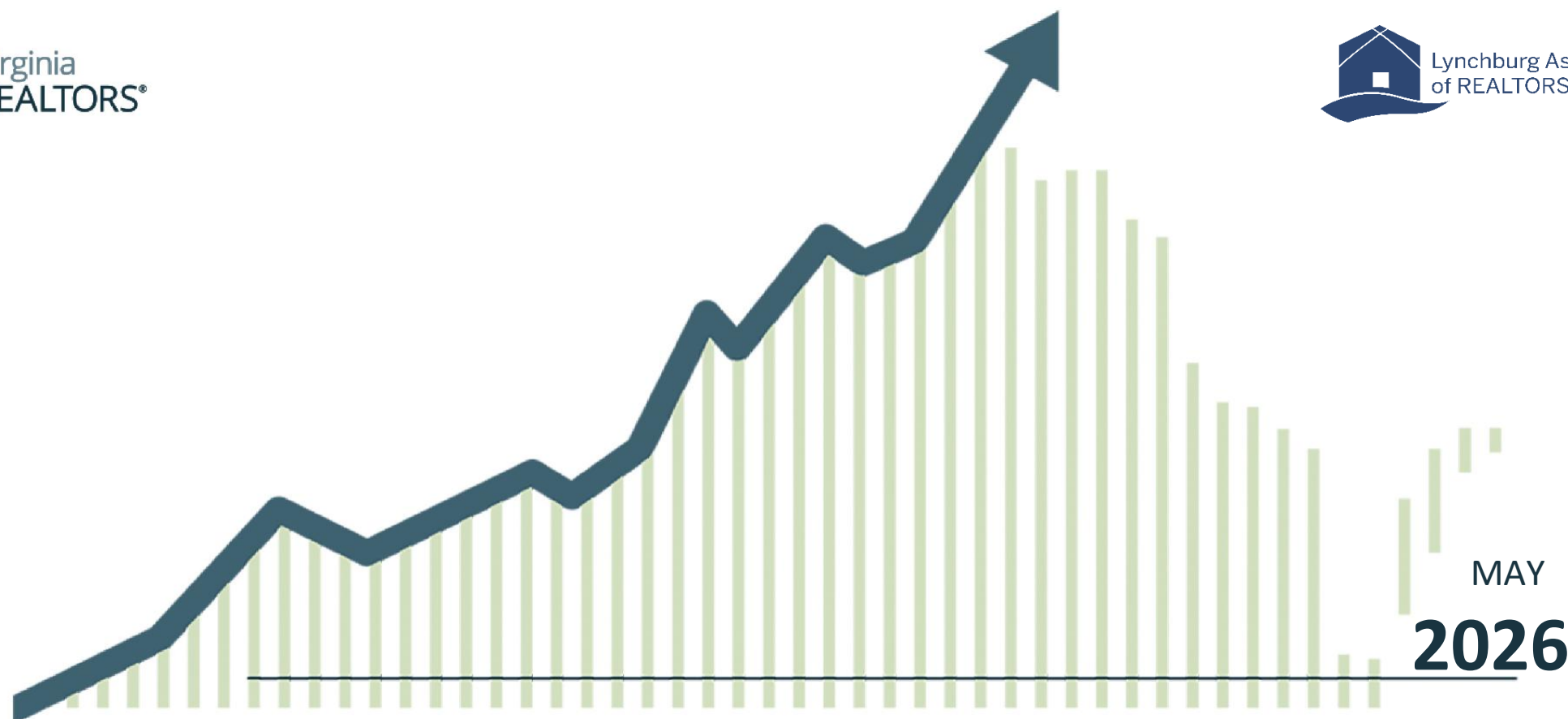




LARLYNCHBURG

MARKET INDICATORS REPORT

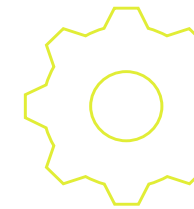
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

LAR Market Indicators Report



Key Market Trends: May 2026

- After three months of growth, sales activity in the LAR market took a turn from a year ago.** In May, there were 323 closed sales throughout the region, down 7.2% compared to last year, which is 25 fewer sales. Lynchburg completed 90 sales in May, 26 fewer than the previous year (-22.4%). Activity also declined in Bedford County, recording a 12.8% drop compared to last May (-15 sales). Sales rose notably year-over-year by 17.9% in Campbell County, adding 12 more sales from the year prior.
- Pending sales increased in most local markets compared to last year.** The LAR market reported 388 pending sales in May, up 2.9% or 11 more than the previous year. The number of pending sales rose year-over-year in Bedford County (+11.7%), Appomattox County (+31.6%), and Amherst County (+26.9%). Despite this trend, Lynchburg (-3.6%) and Campbell County (-19.7%) continue to see a decline in pending sales activity.
- Most markets saw a considerable rise in home prices from the previous year.** As of May, homes in the LAR region sold for a median of \$305,000, which is \$1,550 higher than last year (+0.5%). Bedford County's median sales price reached \$399,500 in May, up 6.6% or \$24,600 from the year prior. Both Amherst County (+12.3%) and Appomattox County (+19.4%) saw the largest year-over-year price gains. Meanwhile, Campbell County (-4.9%) and Lynchburg (-8.6%) continue to see home prices dip from last May.
- The LAR footprint saw an uptick in new listings, driving up the total number of active listings.** There were 1,013 active listings throughout the region at the end of May, marking 108 more listings than the previous year (+11.9%). Bedford County continues to record the biggest increases in listings compared to a year ago, adding 81 more listings than at the end of last May (+22.9%). Inventory levels have declined for six straight months in Campbell County, with 180 active listings at the end of May, two fewer than the previous year (-1.1%).



LAR Market Dashboard

YoY Chg	May-26	Indicator
▼ -7.2%	323	Sales
▲ 2.9%	388	Pending Sales
▲ 13.7%	573	New Listings
▲ 3.3%	\$309,900	Median List Price
▲ 0.5%	\$305,000	Median Sales Price
▲ 2.2%	\$180	Median Price Per Square Foot
▼ -4.8%	\$119.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 42.5%	49	Average Days on Market
▲ 11.9%	1,013	Active Listings
▲ 6.2%	3.3	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	18
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.

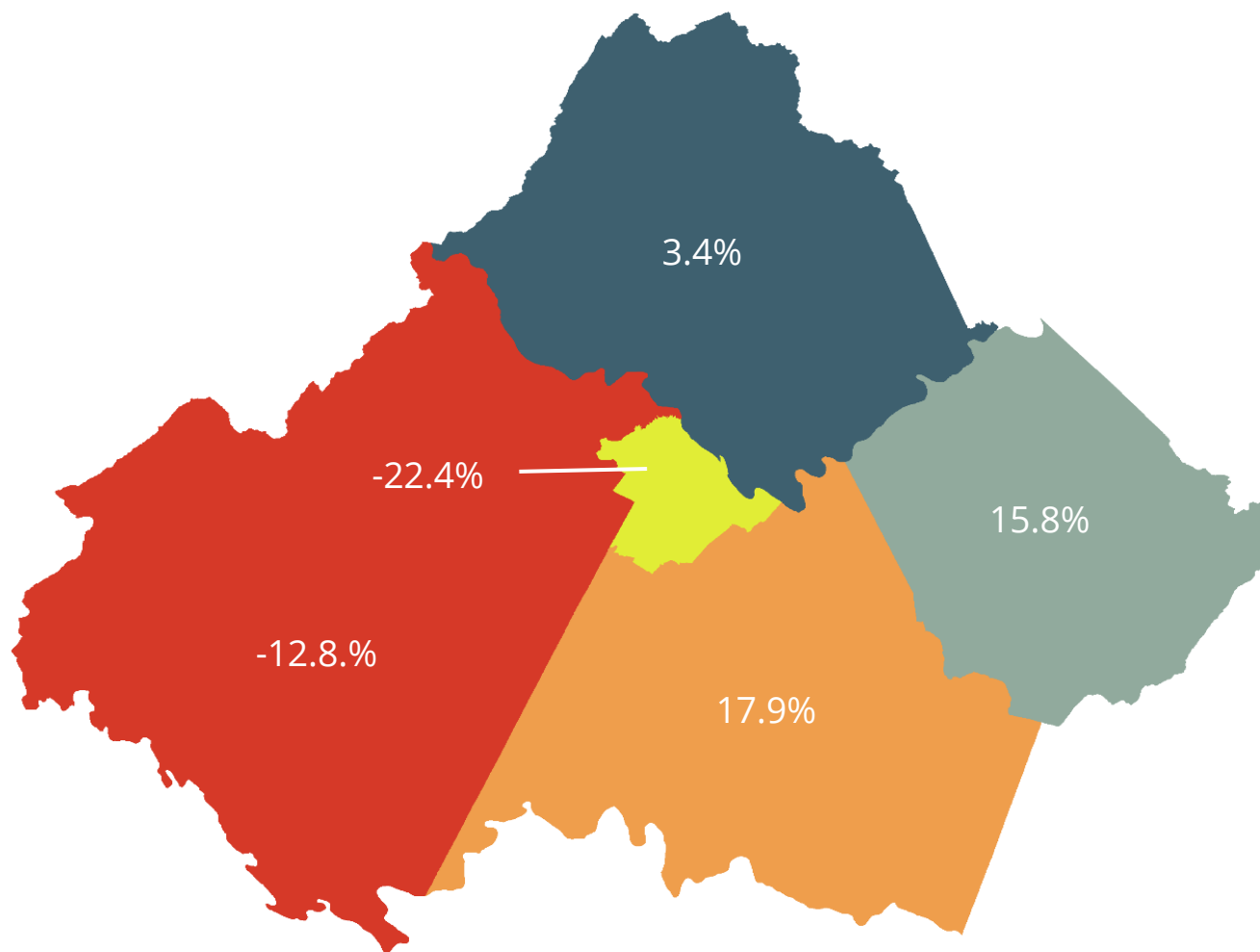
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - LAR Footprint



Jurisdiction	Total Sales		
	May-25	May-26	% Chg
Amherst County	29	30	3.4%
Appomattox County	19	22	15.8%
Bedford County	117	102	-12.8%
Campbell County	67	79	17.9%
Lynchburg	116	90	-22.4%
LAR	348	323	-7.2%

Total Market Overview



Key Metrics	May-24	2-year Trends	May-26	May-25	May-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
Sales				348	323	-7.2%	1,335	1,373	2.8%
Pending Sales				377	388	2.9%	1,699	1,740	2.4%
New Listings				504	573	13.7%	2,297	2,406	4.7%
Median List Price				\$299,900	\$309,900	3.3%	\$299,900	\$304,950	1.7%
Median Sales Price				\$303,450	\$305,000	0.5%	\$299,900	\$304,900	1.7%
Median Price Per Square Foot				\$176	\$180	2.2%	\$173	\$172	-0.9%
Sold Dollar Volume (in millions)				\$125.1	\$119.1	-4.8%	\$474.7	\$486.1	2.4%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				34	49	42.5%	44	51	15.6%
Active Listings				905	1,013	11.9%	n/a	n/a	n/a
Months of Supply				3.1	3.3	6.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends			May-25	May-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	May-24		May-26						
Sales				297	264	-11.1%	1,177	1,142	-3.0%
Pending Sales				329	328	-0.3%	1,494	1,470	-1.6%
New Listings				440	490	11.4%	1,977	2,053	3.8%
Median List Price				\$325,900	\$319,950	-1.8%	\$310,000	\$319,900	3.2%
Median Sales Price				\$322,000	\$319,450	-0.8%	\$310,000	\$316,000	1.9%
Median Price Per Square Foot				\$176	\$178	1.5%	\$172	\$172	-0.4%
Sold Dollar Volume (in millions)				\$110.9	\$102.4	-7.7%	\$431.2	\$419.4	-2.7%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				32	46	44.0%	42	48	14.2%
Active Listings				744	877	17.9%	n/a	n/a	n/a
Months of Supply				3.0	3.4	12.9%	n/a	n/a	n/a

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

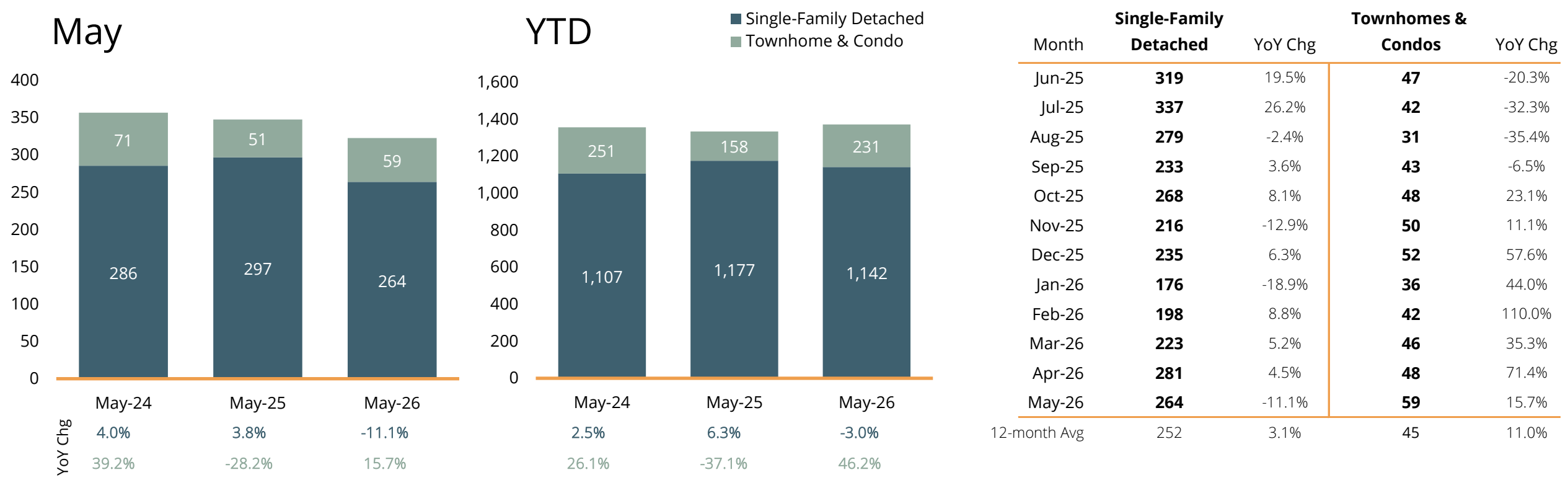
Townhome & Condo Market Overview



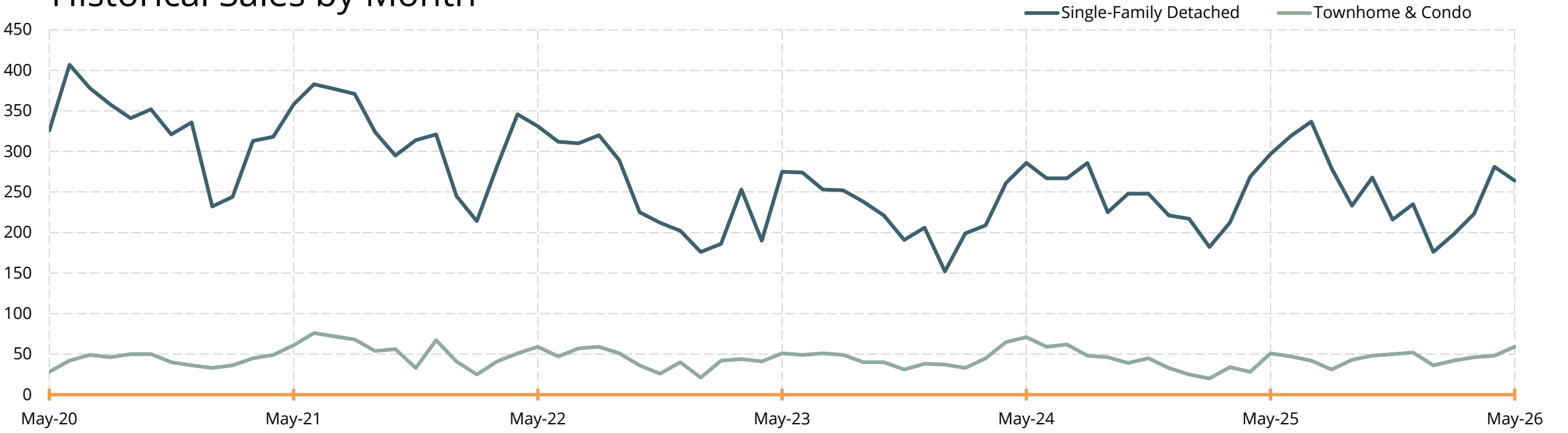
Key Metrics	2-year Trends			May-25	May-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	May-24		May-26						
Sales				51	59	15.7%	158	231	46.2%
Pending Sales				48	60	25.0%	205	270	31.7%
New Listings				64	83	29.7%	320	353	10.3%
Median List Price				\$269,900	\$284,900	5.6%	\$269,900	\$265,000	-1.8%
Median Sales Price				\$267,900	\$275,000	2.7%	\$264,250	\$264,900	0.2%
Median Price Per Square Foot				\$176	\$181	2.6%	\$179	\$171	-4.6%
Sold Dollar Volume (in millions)				\$14.2	\$16.7	17.5%	\$43.6	\$66.7	53.2%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market				47	61	28.7%	57	64	11.6%
Active Listings				161	136	-15.5%	n/a	n/a	n/a
Months of Supply				2.6	3.0	15.8%	n/a	n/a	n/a

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

Sales

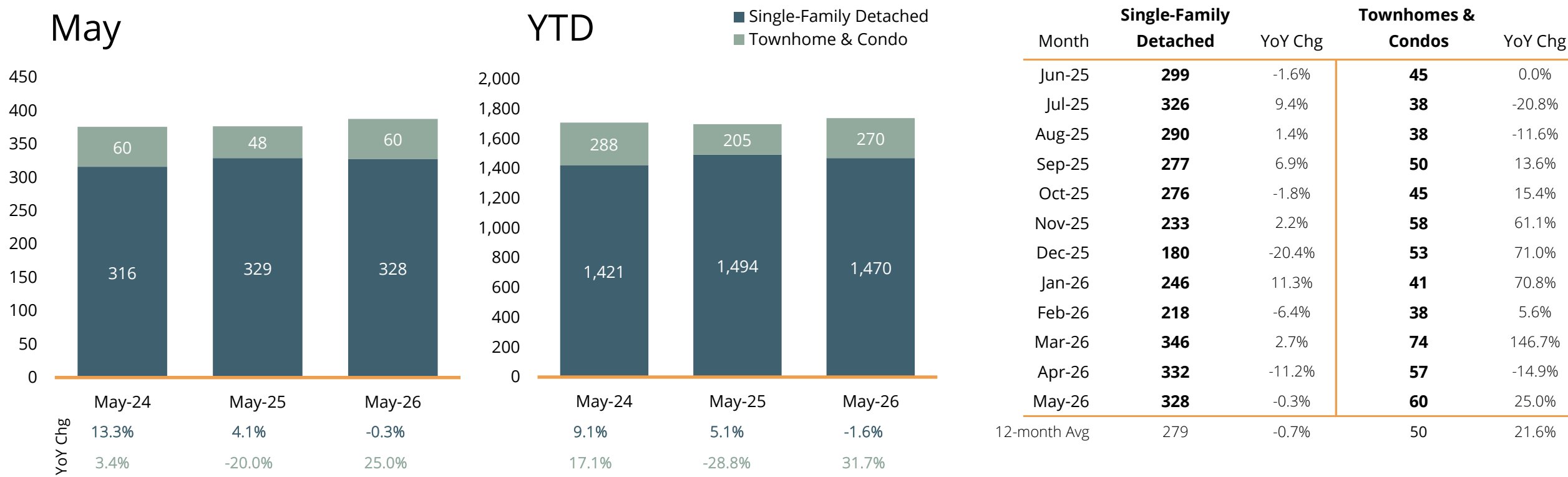


Historical Sales by Month

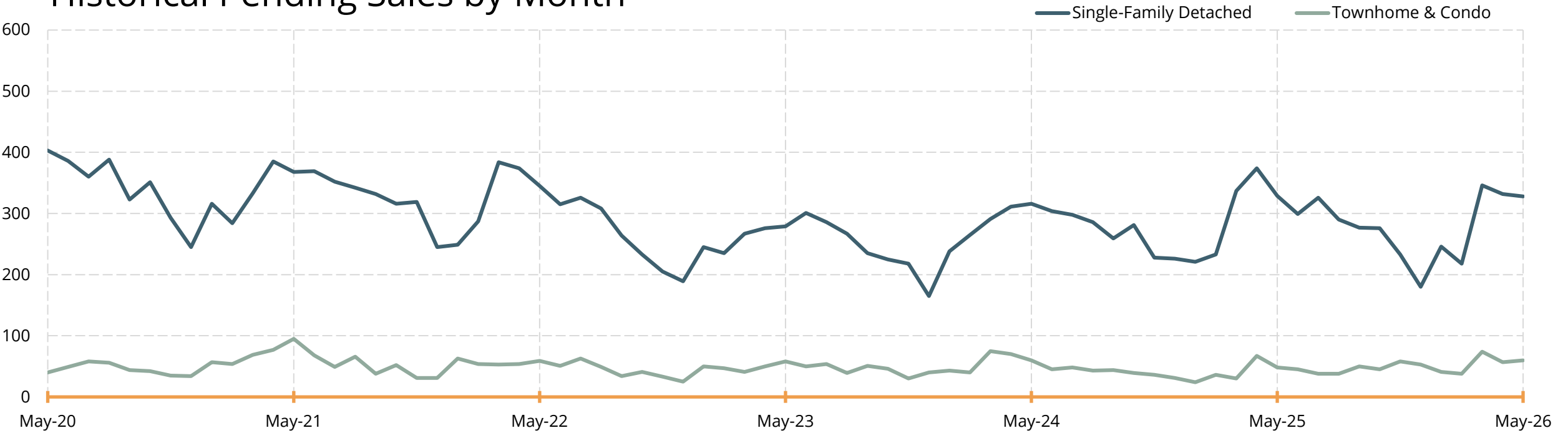


Source: Virginia REALTORS®, data accessed June 15, 2026

Pending Sales

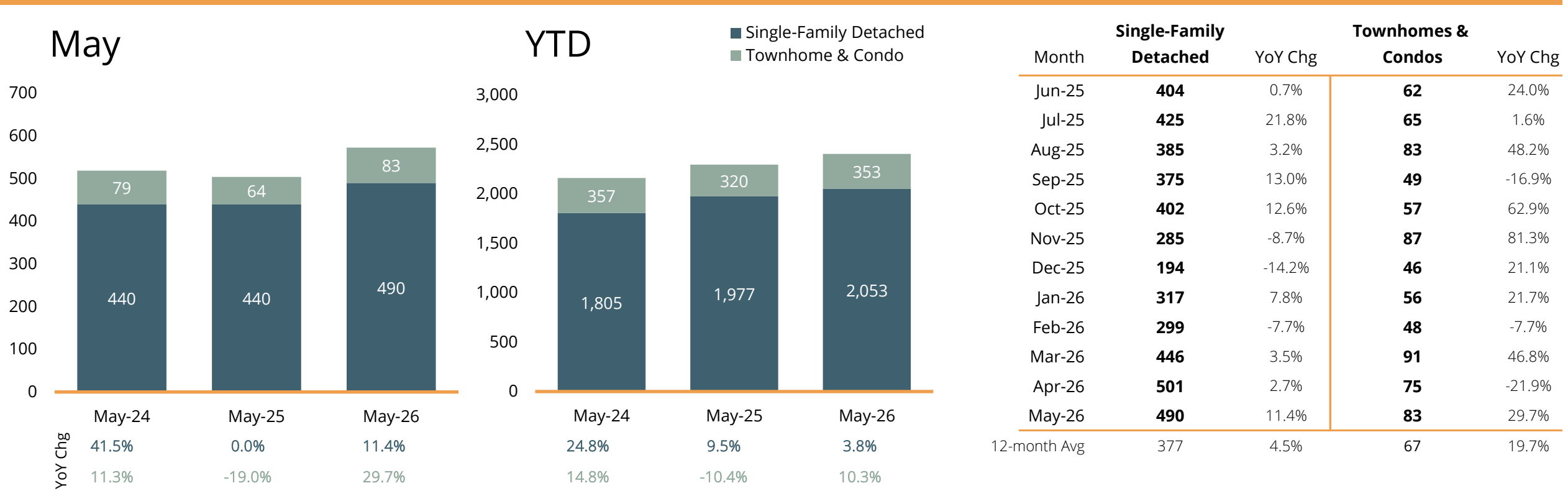


Historical Pending Sales by Month

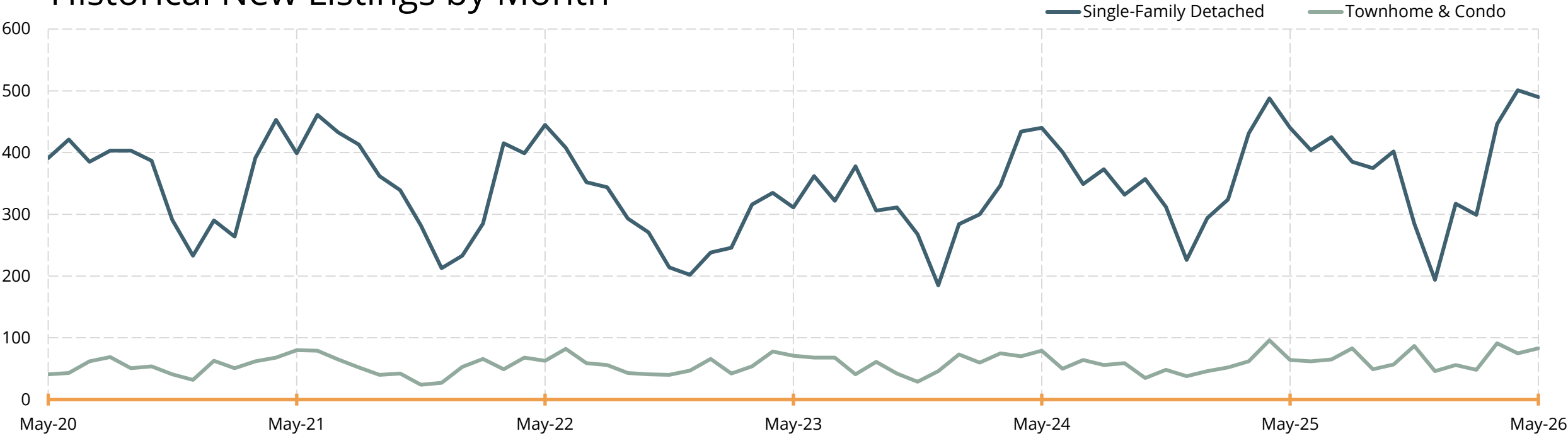


Source: Virginia REALTORS®, data accessed June 15, 2026

New Listings

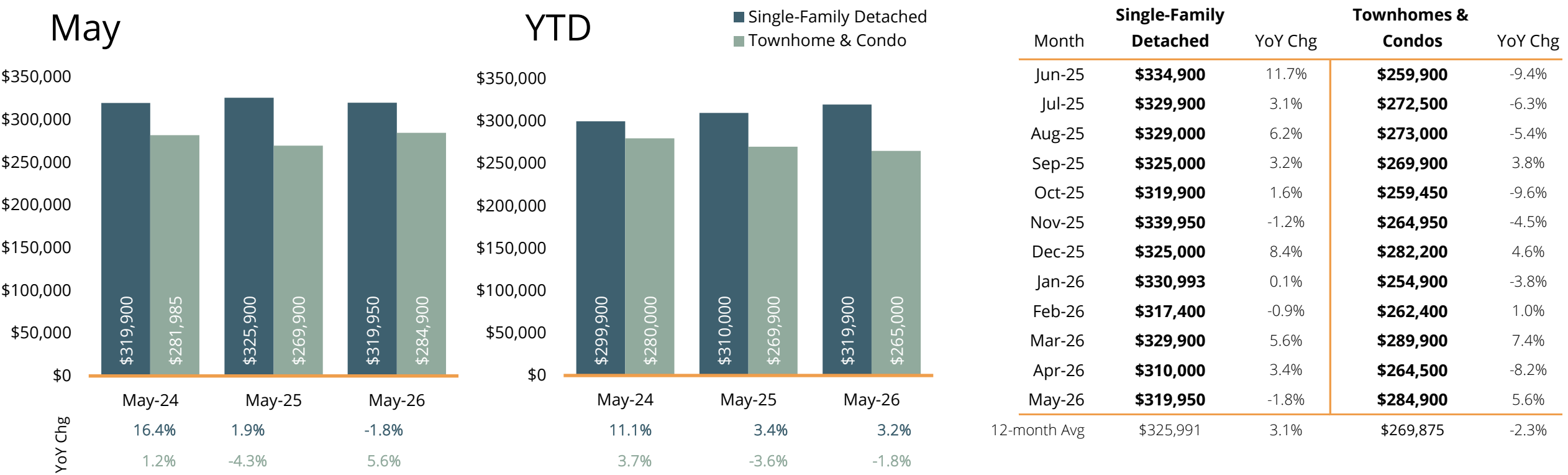


Historical New Listings by Month

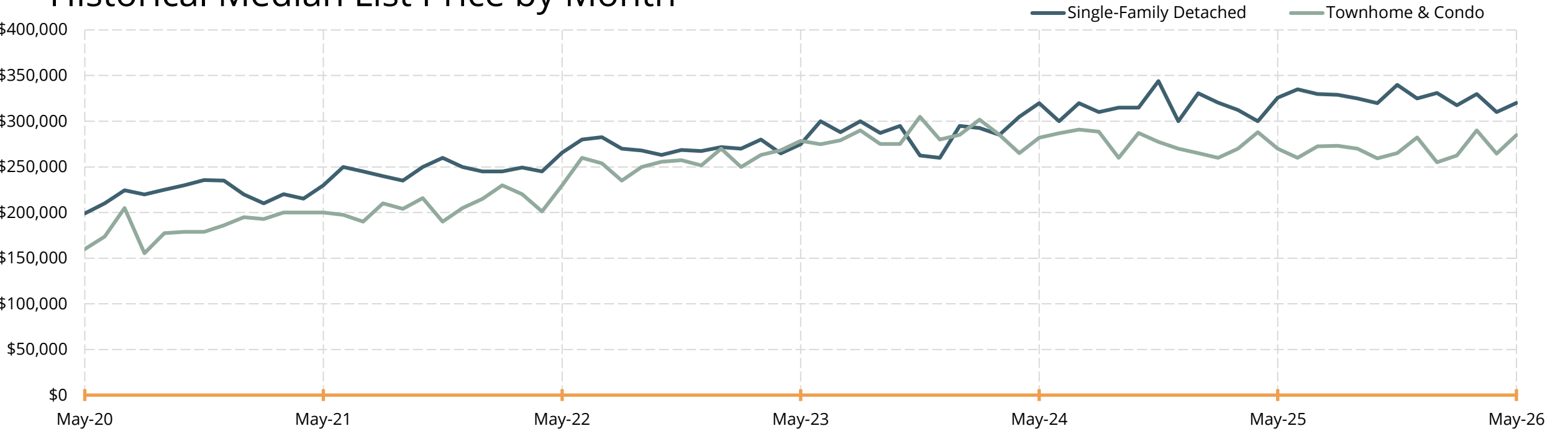


Source: Virginia REALTORS®, data accessed June 15, 2026

Median List Price

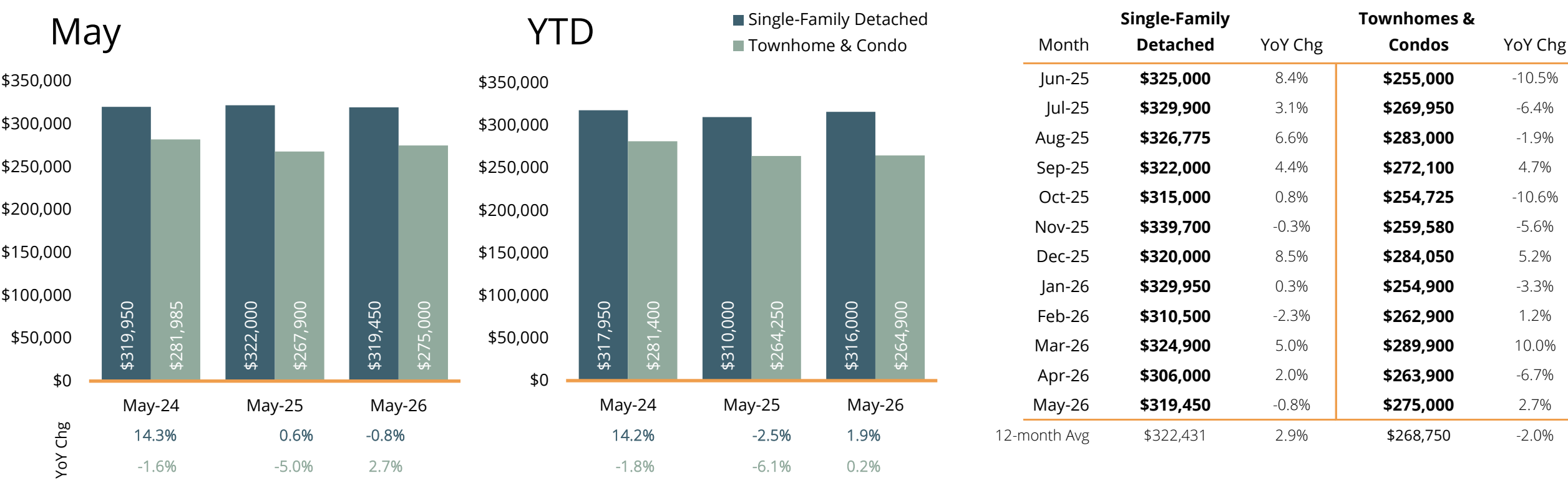


Historical Median List Price by Month

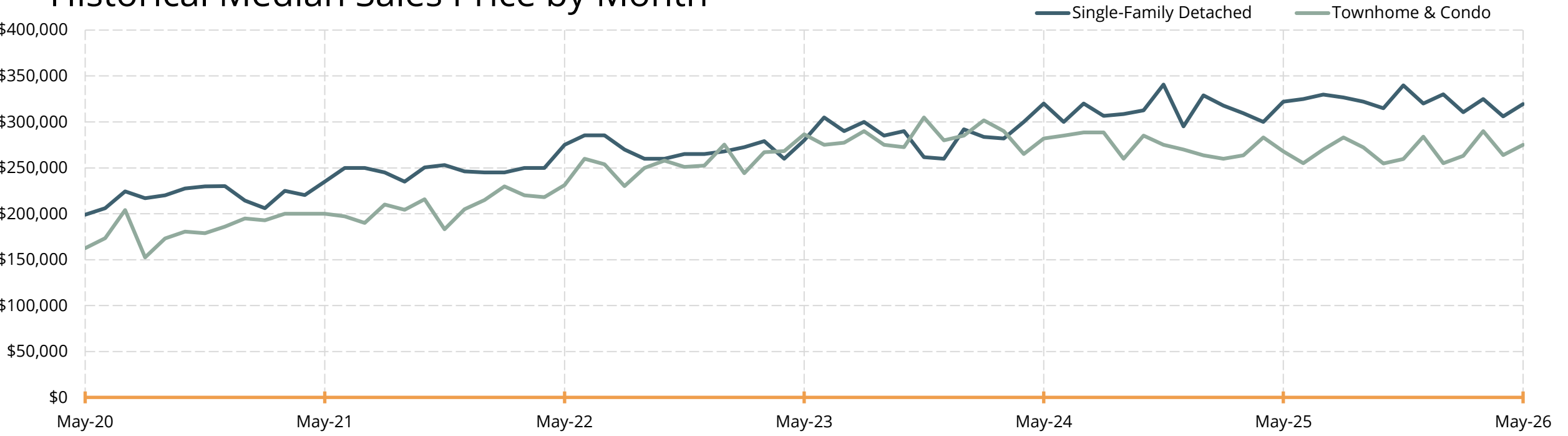


Source: Virginia REALTORS®, data accessed June 15, 2026

Median Sales Price

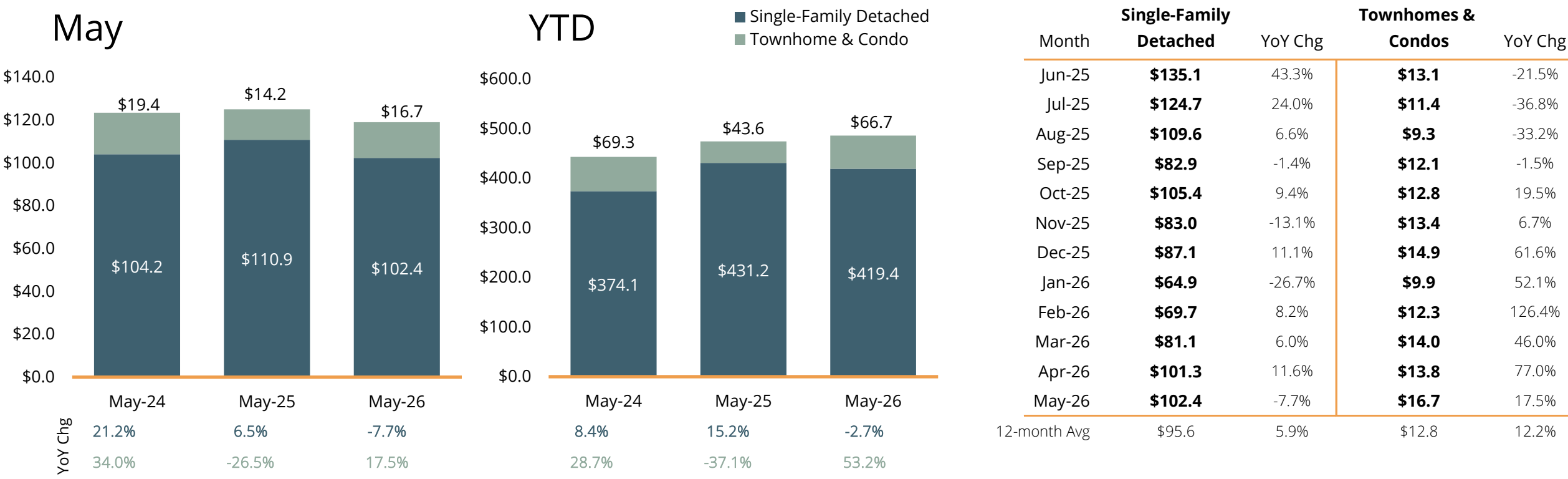


Historical Median Sales Price by Month

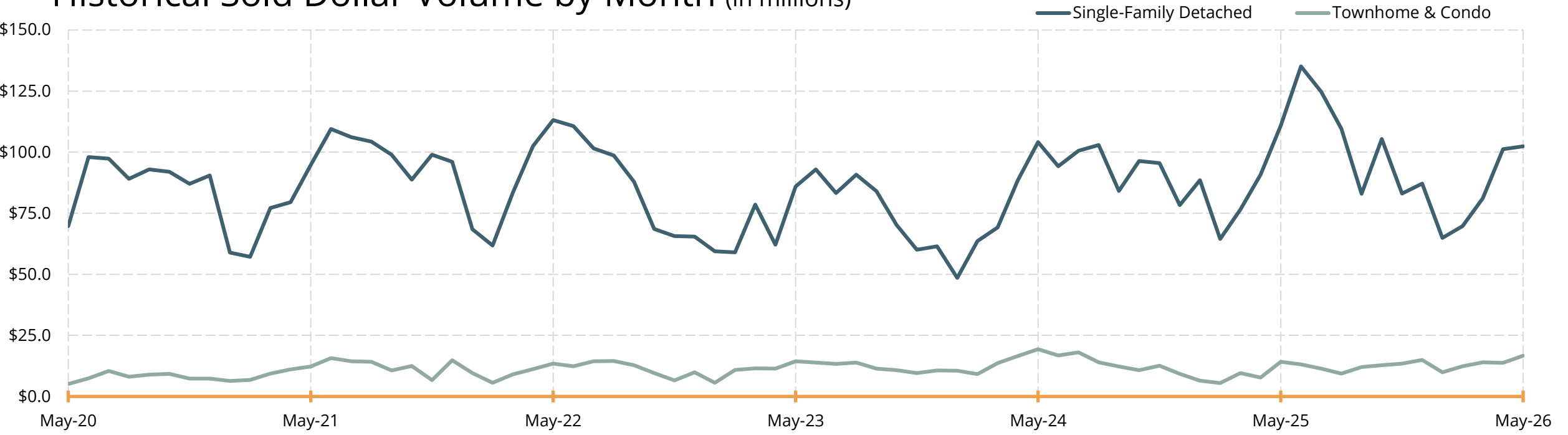


Source: Virginia REALTORS®, data accessed June 15, 2026

Sold Dollar Volume (in millions)

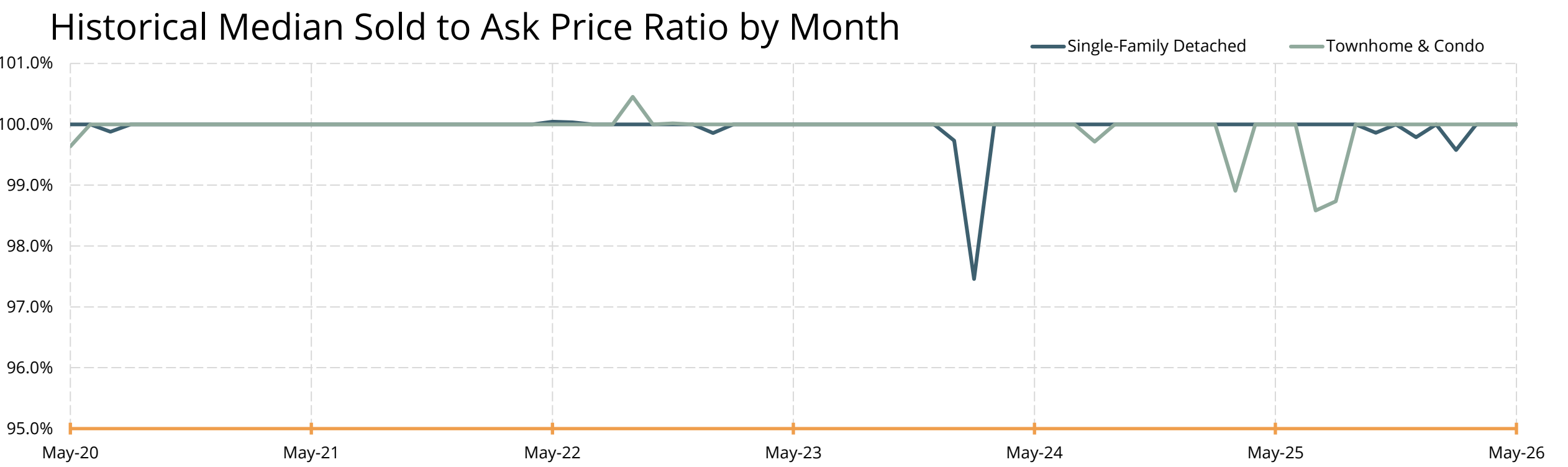
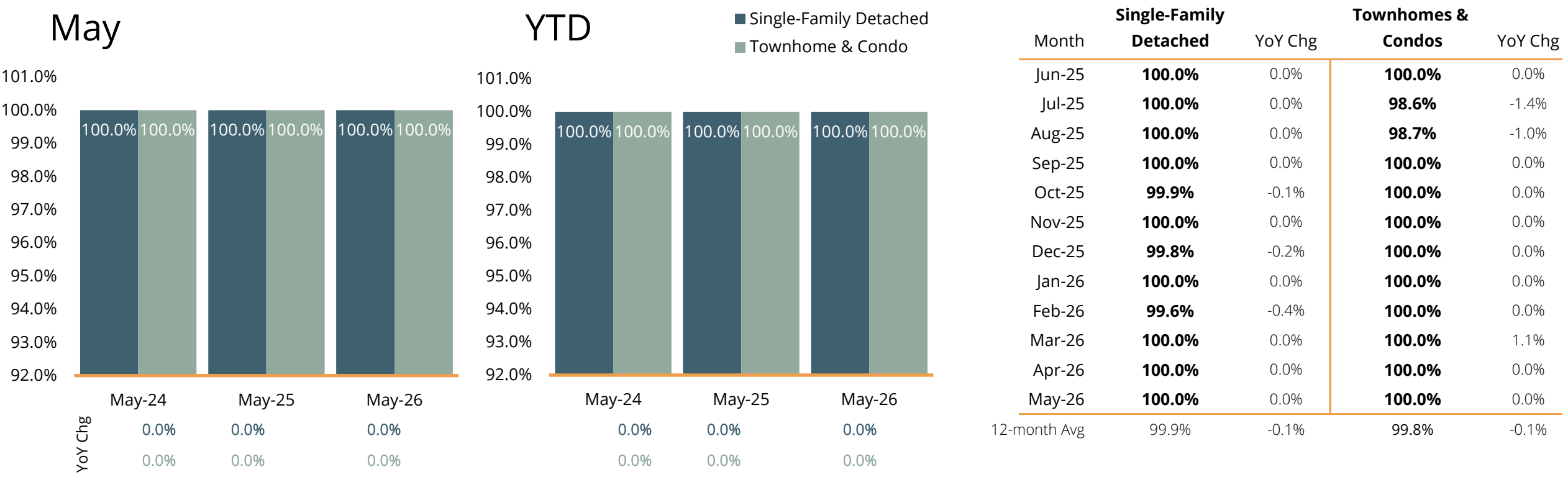


Historical Sold Dollar Volume by Month (in millions)



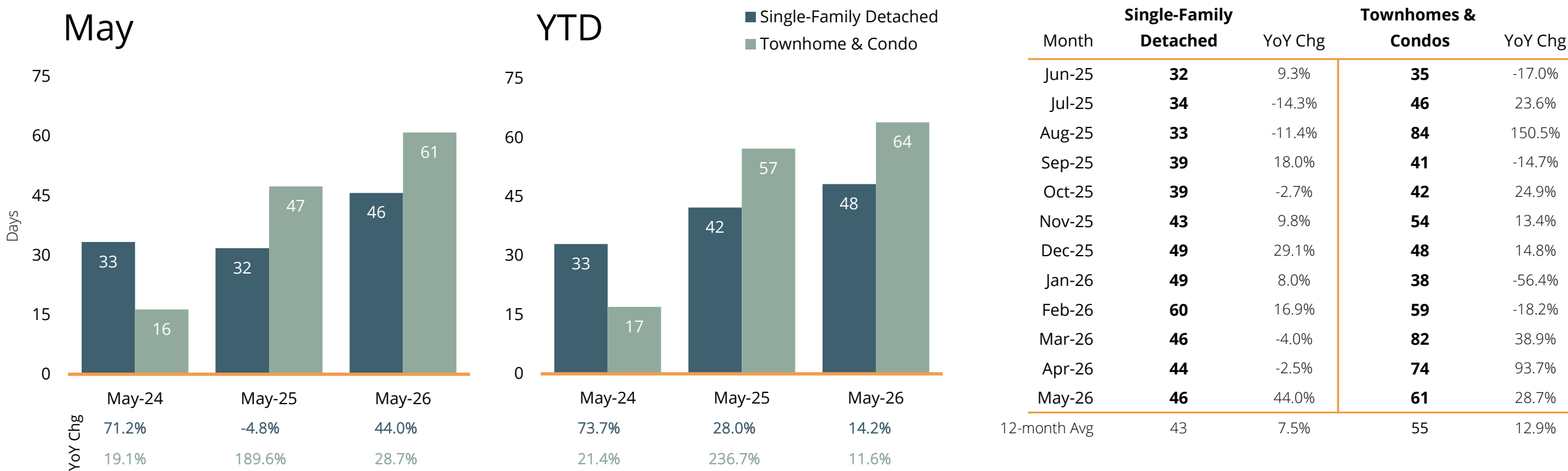
Source: Virginia REALTORS®, data accessed June 15, 2026

Median Sold to Ask Price Ratio

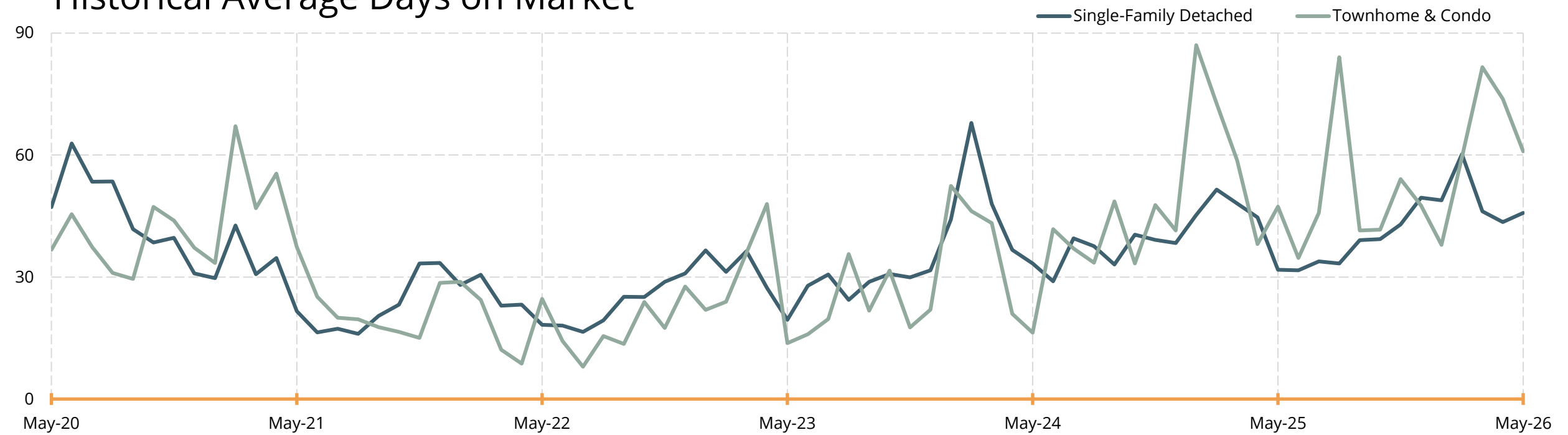


Source: Virginia REALTORS®, data accessed June 15, 2026

Average Days on Market

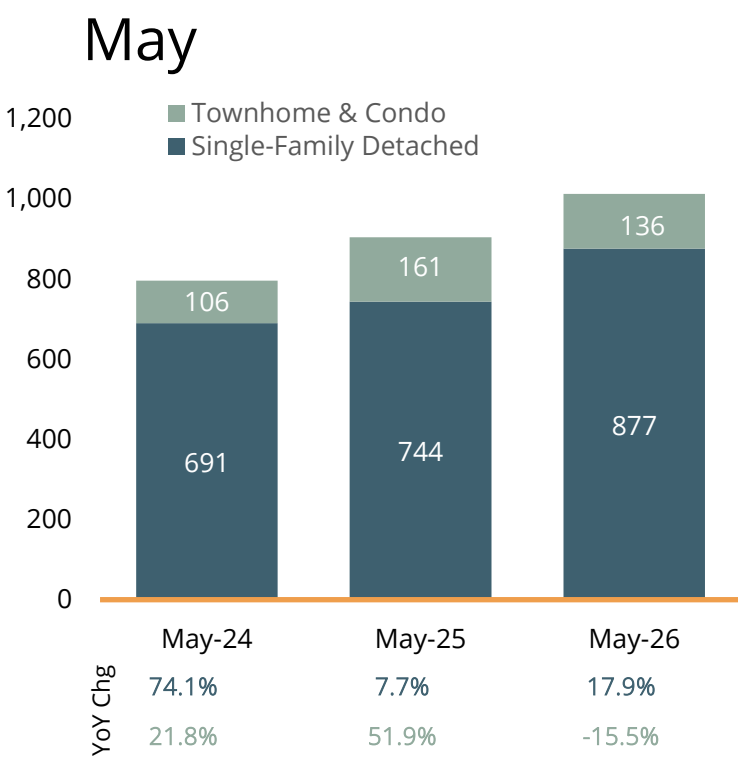


Historical Average Days on Market

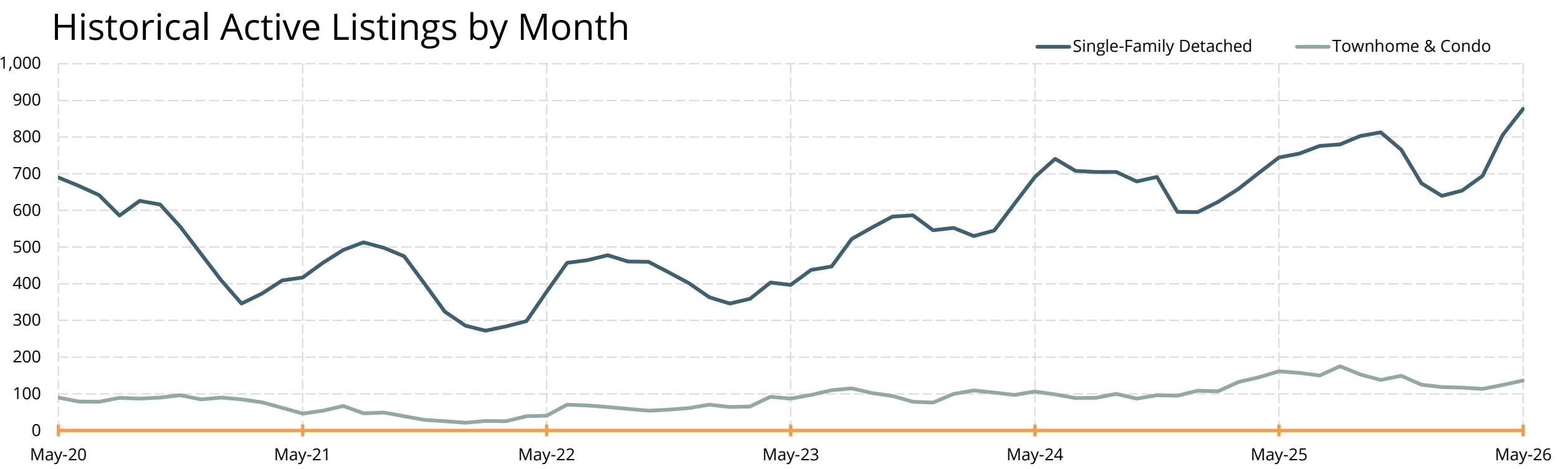


Source: Virginia REALTORS®, data accessed June 15, 2026

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-26	654	5.0%	117	9.3%
Mar-26	694	5.5%	113	-14.4%
Apr-26	806	14.8%	124	-14.5%
May-26	877	17.9%	136	-15.5%
12-month Avg	753	10.9%	138	26.7%

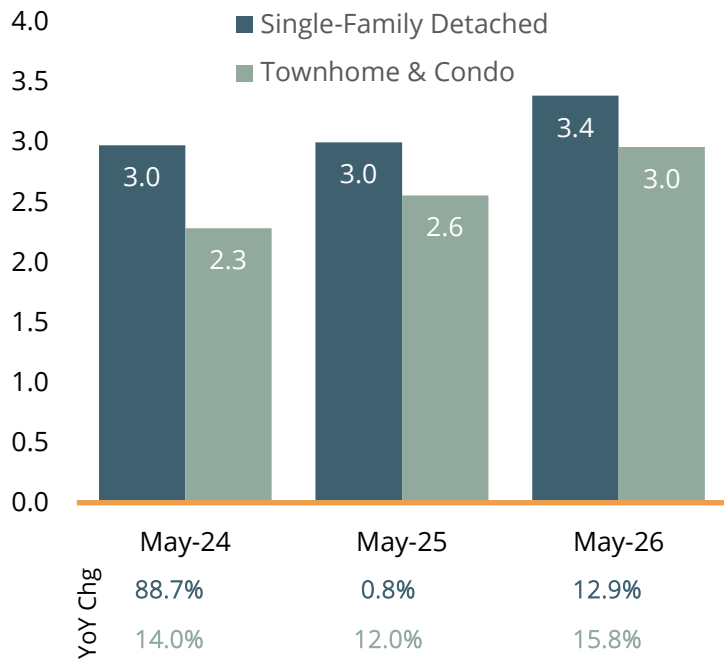


Source: Virginia REALTORS®, data accessed June 15, 2026

Months of Supply

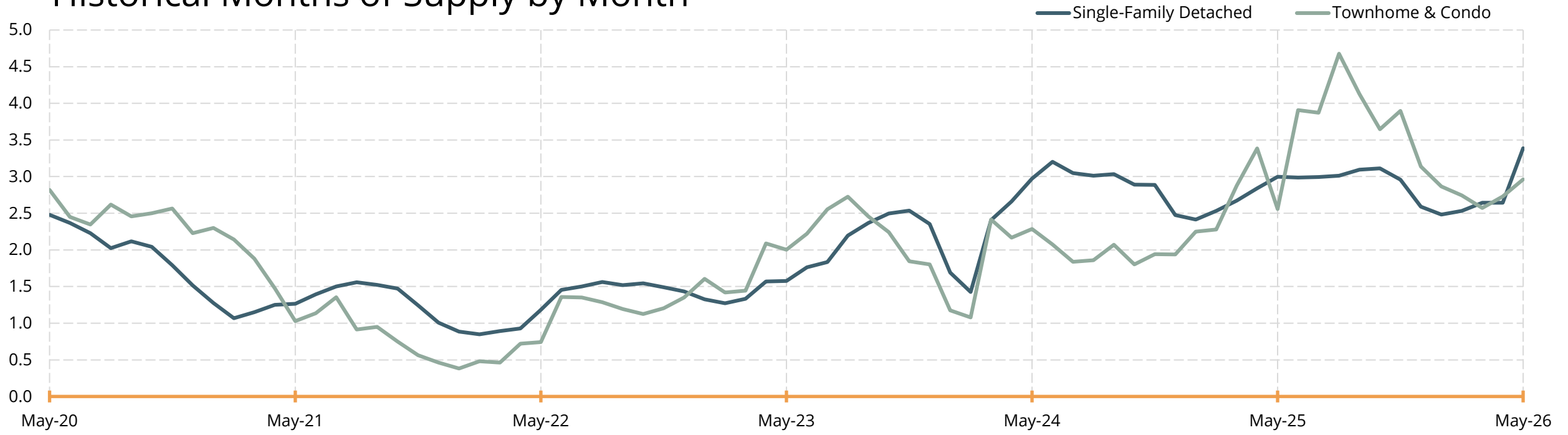


May



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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	2.8%	2.9	27.3%
Feb-26	2.5	0.0%	2.7	20.5%
Mar-26	2.6	-1.1%	2.6	-10.5%
Apr-26	2.6	-7.0%	2.7	-19.3%
May-26	3.4	12.9%	3.0	15.8%
12-month Avg	2.9	1.3%	3.4	53.1%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	40	53	32.5%	29	30	3.4%	\$255,000	\$286,250	12.3%	81	87	7.4%	3.1	3.2	2.8%
Appomattox County	24	32	33.3%	19	22	15.8%	\$268,000	\$320,000	19.4%	55	48	-12.7%	3.6	2.6	-27.6%
Bedford County	187	226	20.9%	117	102	-12.8%	\$374,900	\$399,500	6.6%	353	434	22.9%	3.7	4.2	15.4%
Campbell County	115	106	-7.8%	67	79	17.9%	\$310,000	\$294,900	-4.9%	182	180	-1.1%	3.3	2.9	-10.9%
Lynchburg	138	156	13.0%	116	90	-22.4%	\$289,950	\$265,000	-8.6%	234	264	12.8%	2.4	2.8	17.4%

Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	189	231	22.2%	131	131	0.0%	\$255,000	\$296,500	16.3%	81	87	7.4%
Appomattox County	129	134	3.9%	73	85	16.4%	\$283,125	\$290,000	2.4%	55	48	-12.7%
Bedford County	848	1,040	22.6%	426	458	7.5%	\$388,500	\$391,001	0.6%	353	434	22.9%
Campbell County	482	456	-5.4%	262	277	5.7%	\$299,900	\$289,985	-3.3%	182	180	-1.1%
Lynchburg	775	709	-8.5%	443	422	-4.7%	\$266,000	\$261,250	-1.8%	234	264	12.8%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	40	53	32.5%	29	30	3.4%	\$255,000	\$286,250	12.3%	81	86	6.2%	3.2	3.2	1.5%
Appomattox County	24	32	33.3%	19	22	15.8%	\$268,000	\$320,000	19.4%	55	48	-12.7%	3.6	2.6	-27.3%
Bedford County	172	197	14.5%	99	84	-15.2%	\$399,900	\$439,900	10.0%	307	386	25.7%	3.6	4.3	19.8%
Campbell County	88	78	-11.4%	52	62	19.2%	\$340,740	\$300,500	-11.8%	121	142	17.4%	2.6	2.8	6.7%
Lynchburg	116	130	12.1%	98	66	-32.7%	\$289,900	\$265,000	-8.6%	180	215	19.4%	2.3	2.9	28.1%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	193	206	6.7%	130	131	0.8%	\$255,000	\$296,500	16.3%	81	86	6.2%
Appomattox County	114	127	11.4%	73	85	16.4%	\$283,125	\$290,000	2.4%	55	48	-12.7%
Bedford County	718	826	15.0%	380	388	2.1%	\$400,000	\$406,000	1.5%	307	386	25.7%
Campbell County	363	327	-9.9%	214	226	5.6%	\$325,000	\$299,250	-7.9%	121	142	17.4%
Lynchburg	589	567	-3.7%	380	312	-17.9%	\$268,000	\$269,000	0.4%	180	215	19.4%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	1	n/a	0.0	2.4	n/a
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	15	29	93.3%	18	18	0.0%	\$277,700	\$278,750	0.4%	46	48	4.3%	0.0	3.6	n/a
Campbell County	27	28	3.7%	15	17	13.3%	\$255,000	\$289,985	13.7%	61	38	-37.7%	0.0	3.4	n/a
Lynchburg	22	26	18.2%	18	24	33.3%	\$290,000	\$264,950	-8.6%	54	49	-9.3%	0.0	2.3	n/a

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg	May-25	May-26	% chg
Amherst County	0	2	n/a	1	0	-100.0%	\$150,000	\$0	n/a	0	1	n/a
Appomattox County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Bedford County	87	123	41.4%	46	70	52.2%	\$289,450	\$330,750	14.3%	46	48	4.3%
Campbell County	114	91	-20.2%	48	51	6.3%	\$260,000	\$255,000	-1.9%	61	38	-37.7%
Lynchburg	119	137	15.1%	63	110	74.6%	\$261,000	\$258,450	-1.0%	54	49	-9.3%



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.

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.