

Smith Mountain Lake Waterfront Lot Sales MARCH 2026



Deb Beran Properties Monthly Market Analysis

Office: 540-721-1488 Cell: 540-529-4229 Email: Deb@DebBeranProperties.com

ALL LOTS				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	9	\$398,322	91%	67
2025	64	\$380,569	96%	296
2024	96	\$360,486	92%	284
2023	110	\$307,984	92%	255
2022	112	\$272,384	92%	415
2021	185	\$253,770	89%	609
2020	169	\$227,660	91%	720
2019	68	\$213,512	88%	880
2018	70	\$182,724	89%	726
2017	72	\$244,296	85%	654
2016	52	\$197,642	87%	513

109 Lots on the market as of 4/6/2026

1.70 years supply based on 2025 sales

4 Lots under contract (Pending) as of 4/6/2026

LOTS LISTED 200K to 299K				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	1	\$200,000	95%	221
2025	8	\$258,300	95%	189
2024	19	\$226,868	90%	206
2023	19	\$228,442	89%	330
2022	32	\$237,578	94%	335
2021	50	\$239,022	91%	535
2020	44	\$237,253	91%	1021
2019	17	\$239,612	92%	948
2018	19	\$232,545	93%	1086
2017	16	\$218,750	84%	703
2016	16	\$221,594	88%	646

13 Lots on the market as of 4/6/2026

1.63 years supply based on 2025 sales

0 Lots under contract (Pending) as of 4/6/2026

LOTS LISTED UNDER 100K				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	0	N/A	N/A	N/A
2025	10	\$59,050	91%	253
2024	7	\$47,214	79%	403
2023	17	\$55,335	87%	306
2022	12	\$51,575	81%	347
2021	24	\$58,406	82%	569
2020	29	\$59,969	88%	293
2019	16	\$54,956	84%	664
2018	14	\$54,568	82%	456
2017	8	\$52,269	72%	964
2016	8	\$61,050	87%	347

17 Lots on the market as of 4/6/2026

1.7 years supply based on 2025 sales

0 Lots under contract (Pending) as of 4/6/2026

LOTS LISTED 300K to 499K				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	4	\$398,750	93%	55
2025	23	\$382,507	97%	312
2024	22	\$401,055	97%	177
2023	37	\$381,819	97%	125
2022	29	\$363,307	94%	408
2021	39	\$358,659	91%	653
2020	42	\$339,423	90%	653
2019	8	\$323,938	90%	817
2018	4	\$348,750	90%	448
2017	16	\$379,775	89%	650
2016	3	\$370,000	92%	568

30 Lots on the market as of 4/6/2026

1.30 years supply based on 2025 sales

1 Lots under contract (Pending) as of 4/6/2026

LOTS LISTED 100K to 199K				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	2	\$120,000	77%	82
2025	8	\$138,806	94%	366
2024	21	\$128,643	91%	652
2023	20	\$128,920	89%	500
2022	29	\$146,271	92%	607
2021	57	\$140,248	88%	725
2020	46	\$152,198	93%	705
2019	22	\$144,007	86%	996
2018	30	\$144,580	88%	730
2017	24	\$131,244	84%	686
2016	21	\$139,214	85%	501

24 Lots on the market as of 4/6/2026

3 years supply based on 2025 sales

1 Lots under contract (Pending) as of 4/6/2026

LOTS LISTED OVER 500K				
Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	2	\$774,950	102%	2
2025	15	\$786,093	98%	321
2024	27	\$683,000	94%	109
2023	17	\$699,494	97%	117
2022	10	\$750,790	94%	219
2021	15	\$774,187	95%	367
2020	8	\$629,875	91%	1044
2019	5	\$761,300	92%	935
2018	3	\$625,333	96%	26
2017	8	\$555,612	92%	155
2016	4	\$552,500	84%	333

25 Lots on the market as of 4/6/2026

1.67 years supply based on 2025 sales

2 Lots under contract (Pending) as of 4/6/2026

Information is deemed to be reliable but is not guaranteed. This data was gathered from RVAR (MLS).