Smith Mountain Lake Water Access Lot Sales OCTOBER 2026

Deb Beran Properties Monthly Market Analysis

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ALL LOTS

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**57**	**$38,992**	**86%**	**209**
2025	63	$42,994	87%	191
2024	85	$47,027	86%	230
2023	118	$56,109	85%	374
2022	101	$32,947	91%	456
2021	136	$29,912	81%	755
2020	75	$27,634	78%	1039
2019	50	$21,337	79%	1182
2018	49	$35,932	87%	1710
2017	31	$25,245	83%	604
2016	25	$18,018	77%	536

118 Active Lots on the market as of 11/2/2026
1.9 years supply based on 2025 sales
2 Lots under contract (Pending) as of 11/2/2026

LOTS LISTED 30K to 40K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**8**	**$30,644**	**87%**	**71**
2025	7	$26,881	77%	294
2024	12	$31,775	88%	170
2023	21	$30,405	84%	425
2022	15	$28,467	81%	660
2021	37	$28,315	80%	1326
2020	9	$33,333	95%	2829
2019	9	$29,861	86%	3103
2018	16	$27,697	80%	2159
2017	3	$30,333	82%	889
2016	3	$24,367	75%	421

20 Active Lots on the market as of 11/2/2026
2.9 years supply based on 2025 sales
0 Lot under contract (Pending) as of 11/2/2026

LOTS LISTED UNDER 20K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**15**	**$11,440**	**84%**	**226**
2025	15	$10,228	83%	269
2024	12	$11,467	83%	200
2023	30	$11,408	84%	171
2022	37	$13,155	95%	444
2021	40	$11,028	82%	481
2020	26	$6,412	73%	786
2019	20	$8,788	76%	561
2018	9	$8,844	91%	375
2017	13	$12,512	82%	495
2016	15	$9,667	79%	440

11 Active Lots on the market as of 11/2/2026
0.7 years supply based on 2025 sales
1 Lots under contract (Pending) as of 11/2/2026

LOTS LISTED 40K to 60K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**15**	**$40,267**	**82%**	**409**
2025	18	$48,189	91%	174
2024	17	$44,054	89%	270
2023	29	$46,478	90%	631
2022	7	$44,929	90%	959
2021	27	$39,214	79%	727
2020	15	$34,493	70%	1151
2019	7	$37,190	73%	928
2018	12	$43,500	87%	3187
2017	3	$36,667	80%	963
2016	2	$37,000	67%	237

34 Active Lots on the market as of 11/2/2026
1.9 years supply based on 2025 sales
1 Lots under contract (Pending) as of 11/2/2026

LOTS LISTED 20K to 30K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**8**	**$22,688**	**89%**	**47**
2025	8	$22,479	87%	84
2024	21	$19,357	81%	319
2023	18	$18,712	75%	249
2022	26	$21,806	91%	336
2021	19	$18,347	74%	337
2020	12	$20,583	82%	584
2019	12	$21,000	83%	778
2018	7	$26,000	94%	953
2017	9	$20,228	82%	517
2016	4	$19,837	78%	846

16 Active Lots on the market as of 11/2/2026
2 years supply based on 2025 sales
0 Lot under contract (Pending) as of 11/2/2026

LOTS LISTED OVER 60K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**11**	**$92,755**	**91%**	**130**
2025	15	$87,986	92%	142
2024	23	$101,000	88%	165
2023	20	$197,770	90%	365
2022	16	$95,781	91%	268
2021	13	$90,150	96%	642
2020	13	$64,727	84%	594
2019	2	$55,000	62%	2059
2018	5	$106,780	92%	189
2017	3	$78,967	96%	697
2016	1	$79,000	80%	1701

37 Active Lots on the market as of 11/2/2026
2.5 years supply based on 2025 sales
0 Lot under contract (Pending) as of 11/2/2026

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