Smith Mountain Lake Waterfront 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	**52**	**$557,982**	**92%**	**160**
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

103 Lots on the market as of 11/2/2026
1.6 years supply based on 2025 sales
5 Lots under contract (Pending) as of 11/2/2026

LOTS LISTED 200K to 299K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**9**	**$214,272**	**92%**	**110**
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

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

LOTS LISTED UNDER 100K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**5**	**$29,700**	**77%**	**462**
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

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

LOTS LISTED 300K to 499K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**11**	**$390,455**	**93%**	**111**
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

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

LOTS LISTED 100K to 199K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**9**	**$136,444**	**89%**	**135**
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

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

LOTS LISTED OVER 500K

Year	# Sold	Avg Sales Price	Sold/Listing Price %	Avg DOM
2026	**18**	**$1,189,728**	**96%**	**143**
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

35 Lots on the market as of 11/2/2026
2.3 years supply based on 2025 sales
2 Lots 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).