

Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

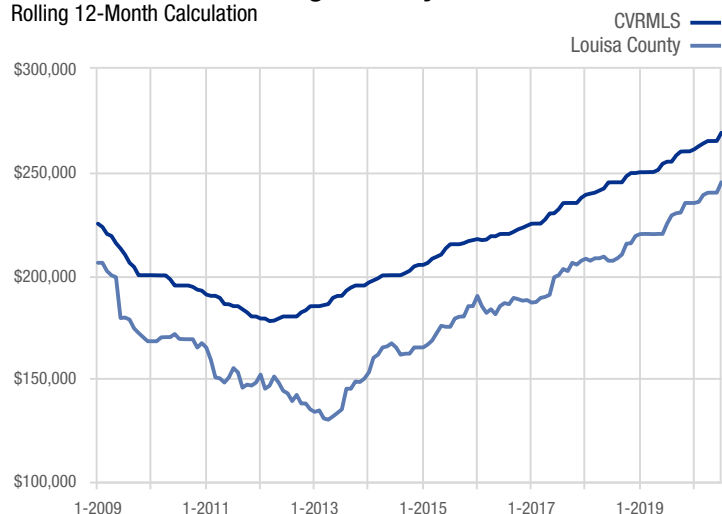
| Single Family | July | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 55 | 35 | - 36.4% | 288 | 233 | - 19.1% |
| Pending Sales | 38 | 38 | 0.0% | 191 | 205 | + 7.3% |
| Closed Sales | 27 | 37 | + 37.0% | 158 | 181 | + 14.6% |
| Days on Market Until Sale | 29 | 48 | + 65.5% | 51 | 65 | + 27.5% |
| Median Sales Price* | \$239,000 | \$270,000 | + 13.0% | \$227,975 | \$249,950 | + 9.6% |
| Average Sales Price* | \$269,285 | \$422,392 | + 56.9% | \$244,426 | \$312,983 | + 28.0% |
| Percent of Original List Price Received* | 97.1% | 97.2% | + 0.1% | 96.8% | 97.2% | + 0.4% |
| Inventory of Homes for Sale | 118 | 56 | - 52.5% | — | — | — |
| Months Supply of Inventory | 5.1 | 2.0 | - 60.8% | — | — | — |

| Condo/Town | July | | | Year to Date | | |
|--|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | 0.0% | 0 | 2 | — |
| Pending Sales | 0 | 0 | 0.0% | 0 | 2 | — |
| Closed Sales | 0 | 0 | 0.0% | 0 | 2 | — |
| Days on Market Until Sale | — | — | — | — | 60 | — |
| Median Sales Price* | — | — | — | — | \$320,000 | — |
| Average Sales Price* | — | — | — | — | \$320,000 | — |
| Percent of Original List Price Received* | — | — | — | — | 96.0% | — |
| Inventory of Homes for Sale | 0 | 0 | 0.0% | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

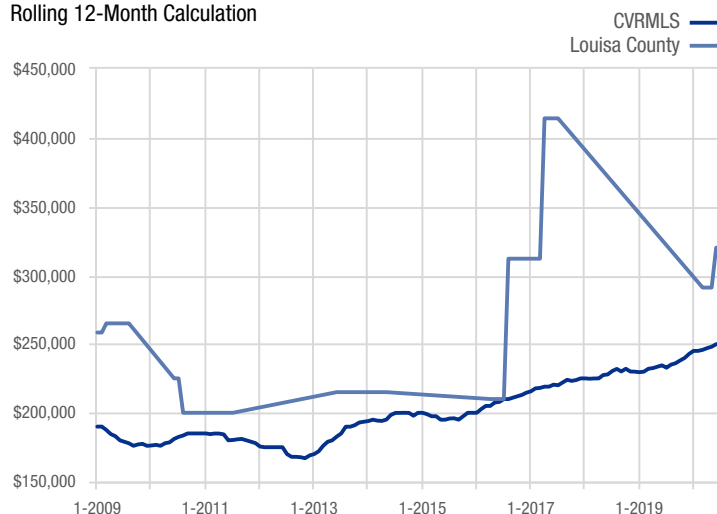
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Condo/Town

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.