

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

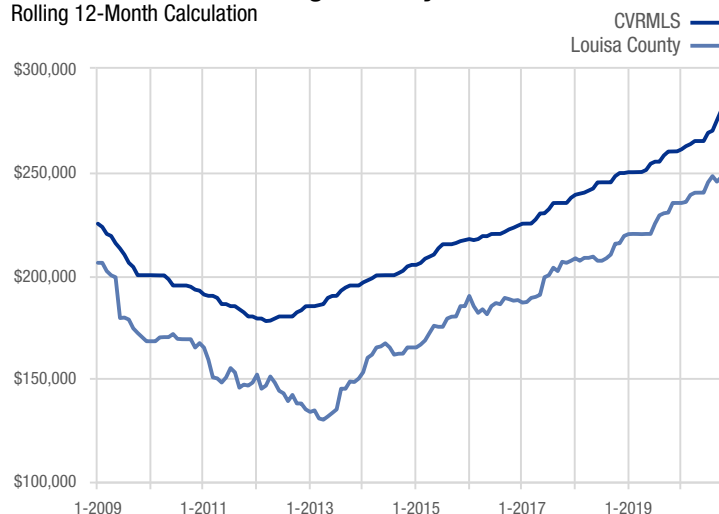
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	37	35	- 5.4%	383	331	- 13.6%
Pending Sales	23	34	+ 47.8%	264	303	+ 14.8%
Closed Sales	33	27	- 18.2%	250	285	+ 14.0%
Days on Market Until Sale	71	47	- 33.8%	55	57	+ 3.6%
Median Sales Price*	\$239,325	\$255,000	+ 6.5%	\$234,967	\$249,975	+ 6.4%
Average Sales Price*	\$263,664	\$325,128	+ 23.3%	\$256,221	\$312,656	+ 22.0%
Percent of Original List Price Received*	92.2%	98.1%	+ 6.4%	96.1%	97.7%	+ 1.7%
Inventory of Homes for Sale	95	38	- 60.0%	—	—	—
Months Supply of Inventory	4.0	1.3	- 67.5%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% 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.

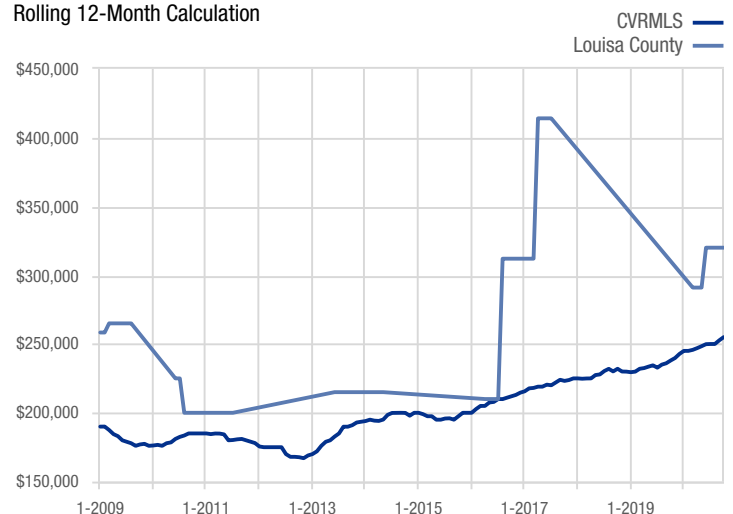
Median Sales Price - Single-Family

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.