

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

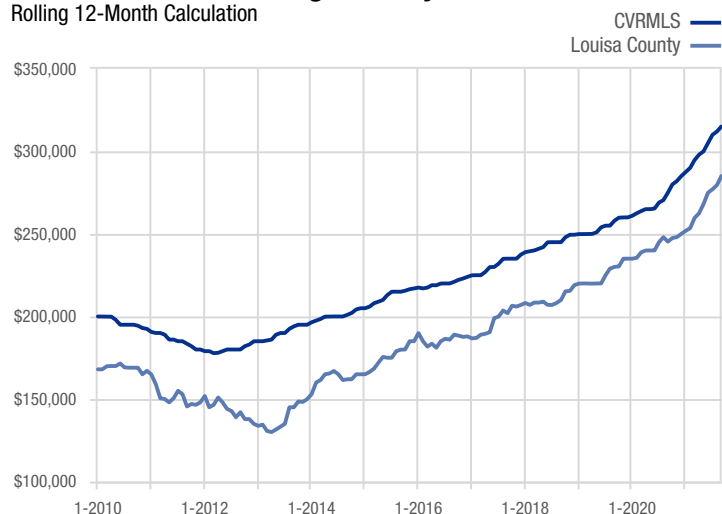
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	23	32	+ 39.1%	296	313	+ 5.7%
Pending Sales	25	32	+ 28.0%	272	289	+ 6.3%
Closed Sales	41	25	- 39.0%	260	259	- 0.4%
Days on Market Until Sale	27	16	- 40.7%	58	24	- 58.6%
Median Sales Price*	\$231,750	\$285,000	+ 23.0%	\$249,029	\$289,900	+ 16.4%
Average Sales Price*	\$242,684	\$334,066	+ 37.7%	\$311,399	\$347,562	+ 11.6%
Percent of Original List Price Received*	99.3%	100.0%	+ 0.7%	97.7%	101.0%	+ 3.4%
Inventory of Homes for Sale	39	33	- 15.4%	—	—	—
Months Supply of Inventory	1.3	1.1	- 15.4%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	2	1	- 50.0%
Pending Sales	0	0	0.0%	2	1	- 50.0%
Closed Sales	0	0	0.0%	2	1	- 50.0%
Days on Market Until Sale	—	—	—	60	1	- 98.3%
Median Sales Price*	—	—	—	\$320,000	\$395,000	+ 23.4%
Average Sales Price*	—	—	—	\$320,000	\$395,000	+ 23.4%
Percent of Original List Price Received*	—	—	—	96.0%	116.5%	+ 21.4%
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.

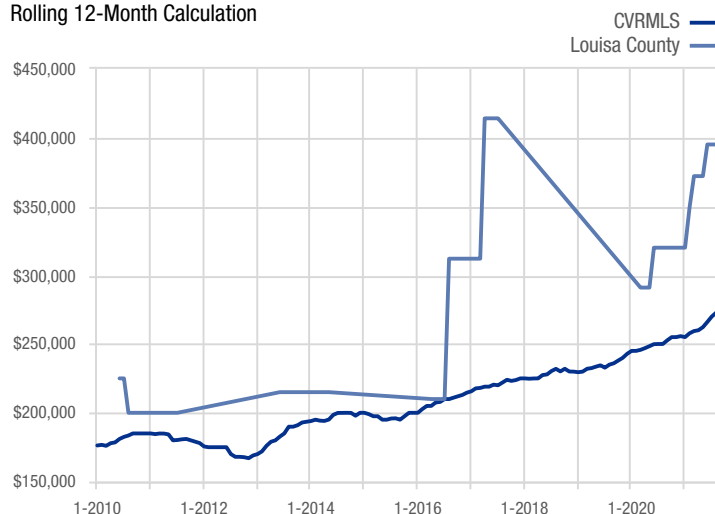
Median Sales Price - Single-Family

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.