

Local Market Update – March 2021

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

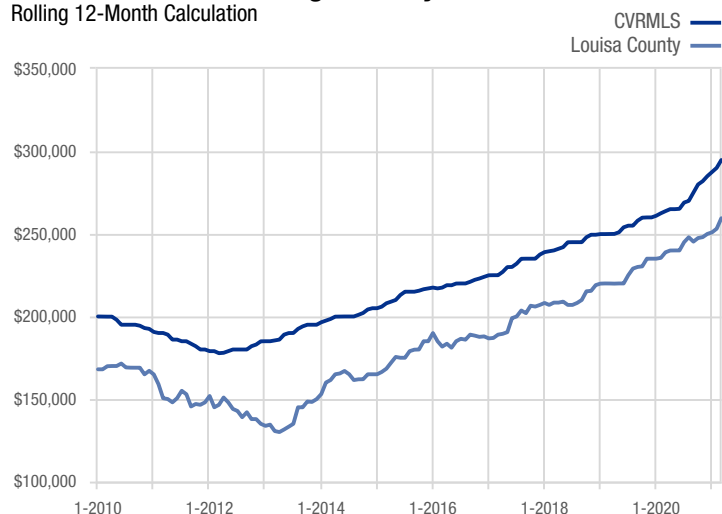
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	32	53	+ 65.6%	94	104	+ 10.6%
Pending Sales	25	46	+ 84.0%	70	106	+ 51.4%
Closed Sales	21	28	+ 33.3%	64	61	- 4.7%
Days on Market Until Sale	86	39	- 54.7%	79	34	- 57.0%
Median Sales Price*	\$244,900	\$272,000	+ 11.1%	\$245,648	\$270,000	+ 9.9%
Average Sales Price*	\$278,579	\$301,625	+ 8.3%	\$270,104	\$304,903	+ 12.9%
Percent of Original List Price Received*	101.0%	100.8%	- 0.2%	96.7%	99.9%	+ 3.3%
Inventory of Homes for Sale	80	27	- 66.3%	—	—	—
Months Supply of Inventory	3.0	0.8	- 73.3%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	0	0	0.0%	2	1	- 50.0%
Pending Sales	0	0	0.0%	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	2	—	—	2	1	- 50.0%
Median Sales Price*	\$291,000	—	—	\$291,000	\$395,000	+ 35.7%
Average Sales Price*	\$291,000	—	—	\$291,000	\$395,000	+ 35.7%
Percent of Original List Price Received*	97.3%	—	—	97.3%	116.5%	+ 19.7%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

* 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.

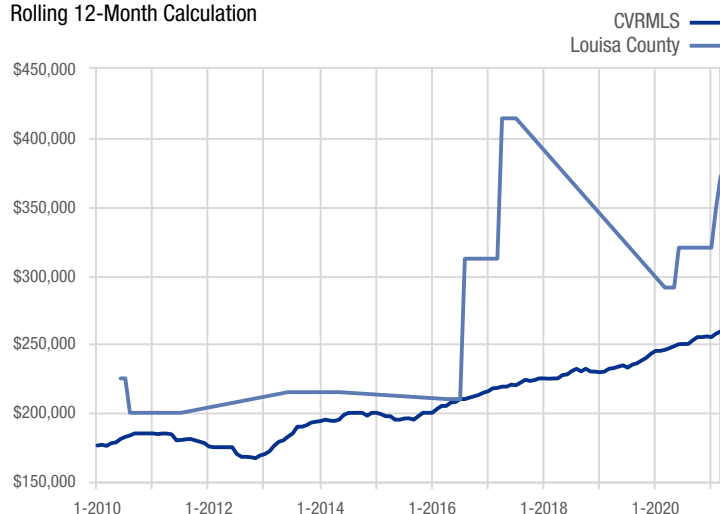
Median Sales Price - Single-Family

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.