

Local Market Update – June 2023

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

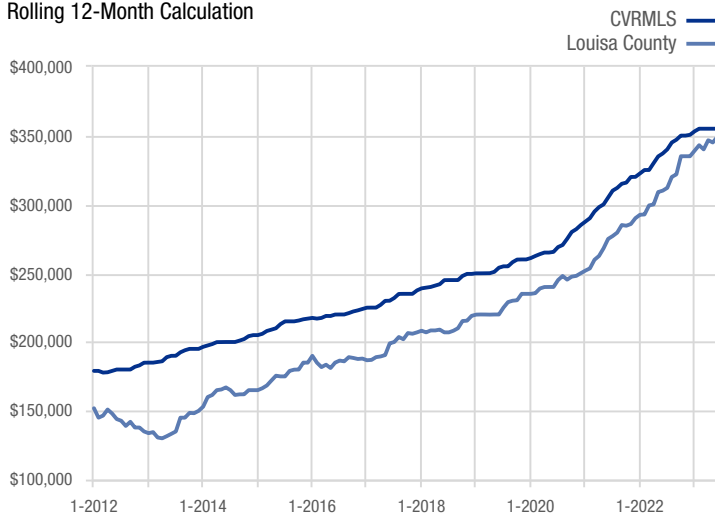
| Single Family | June | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 6-2022 | Thru 6-2023 | % Change |
| New Listings | 36 | 30 | - 16.7% | 217 | 196 | - 9.7% |
| Pending Sales | 24 | 23 | - 4.2% | 182 | 161 | - 11.5% |
| Closed Sales | 31 | 31 | 0.0% | 165 | 137 | - 17.0% |
| Days on Market Until Sale | 14 | 48 | + 242.9% | 20 | 41 | + 105.0% |
| Median Sales Price* | \$376,000 | \$398,000 | + 5.9% | \$345,073 | \$353,950 | + 2.6% |
| Average Sales Price* | \$393,061 | \$473,605 | + 20.5% | \$397,925 | \$419,735 | + 5.5% |
| Percent of Original List Price Received* | 102.2% | 97.5% | - 4.6% | 101.1% | 98.5% | - 2.6% |
| Inventory of Homes for Sale | 49 | 67 | + 36.7% | — | — | — |
| Months Supply of Inventory | 1.8 | 2.8 | + 55.6% | — | — | — |

| Condo/Town | June | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 6-2022 | Thru 6-2023 | % Change |
| New Listings | 0 | 0 | 0.0% | 1 | 2 | + 100.0% |
| Pending Sales | 0 | 0 | 0.0% | 1 | 2 | + 100.0% |
| Closed Sales | 1 | 1 | 0.0% | 1 | 2 | + 100.0% |
| Days on Market Until Sale | 12 | 36 | + 200.0% | 12 | 21 | + 75.0% |
| Median Sales Price* | \$540,000 | \$434,990 | - 19.4% | \$540,000 | \$425,490 | - 21.2% |
| Average Sales Price* | \$540,000 | \$434,990 | - 19.4% | \$540,000 | \$425,490 | - 21.2% |
| Percent of Original List Price Received* | 102.9% | 96.7% | - 6.0% | 102.9% | 97.9% | - 4.9% |
| 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.

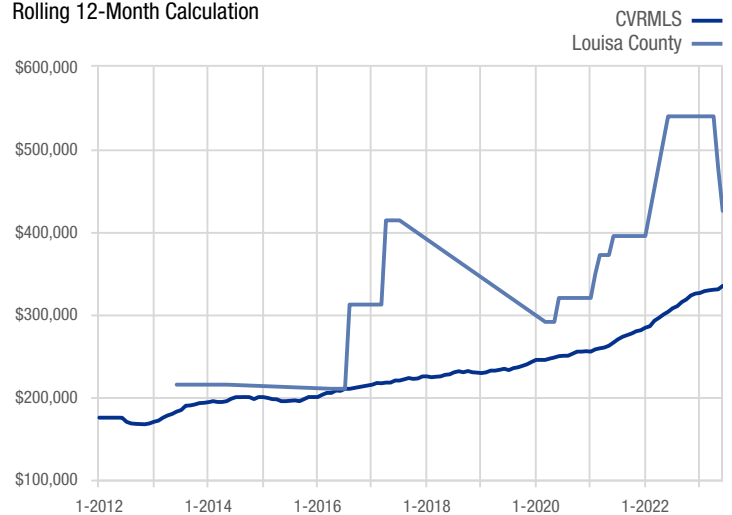
Median Sales Price - Single-Family

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.