

Local Market Update – September 2023

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

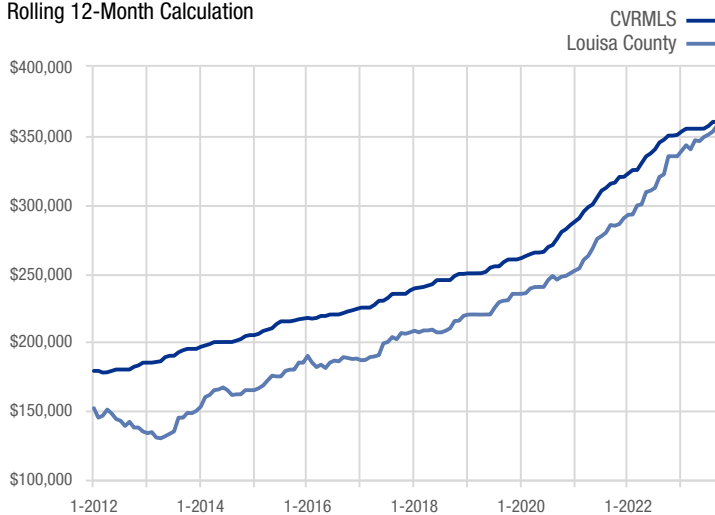
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	39	40	+ 2.6%	319	326	+ 2.2%
Pending Sales	29	33	+ 13.8%	255	245	- 3.9%
Closed Sales	31	26	- 16.1%	250	216	- 13.6%
Days on Market Until Sale	28	34	+ 21.4%	21	40	+ 90.5%
Median Sales Price*	\$331,500	\$404,315	+ 22.0%	\$341,500	\$365,000	+ 6.9%
Average Sales Price*	\$348,817	\$443,706	+ 27.2%	\$380,546	\$428,147	+ 12.5%
Percent of Original List Price Received*	98.8%	99.0%	+ 0.2%	100.3%	98.6%	- 1.7%
Inventory of Homes for Sale	66	76	+ 15.2%	—	—	—
Months Supply of Inventory	2.5	3.1	+ 24.0%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	0	0	0.0%	1	2	+ 100.0%
Pending Sales	0	0	0.0%	1	2	+ 100.0%
Closed Sales	0	0	0.0%	1	2	+ 100.0%
Days on Market Until Sale	—	—	—	12	21	+ 75.0%
Median Sales Price*	—	—	—	\$540,000	\$425,490	- 21.2%
Average Sales Price*	—	—	—	\$540,000	\$425,490	- 21.2%
Percent of Original List Price Received*	—	—	—	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.

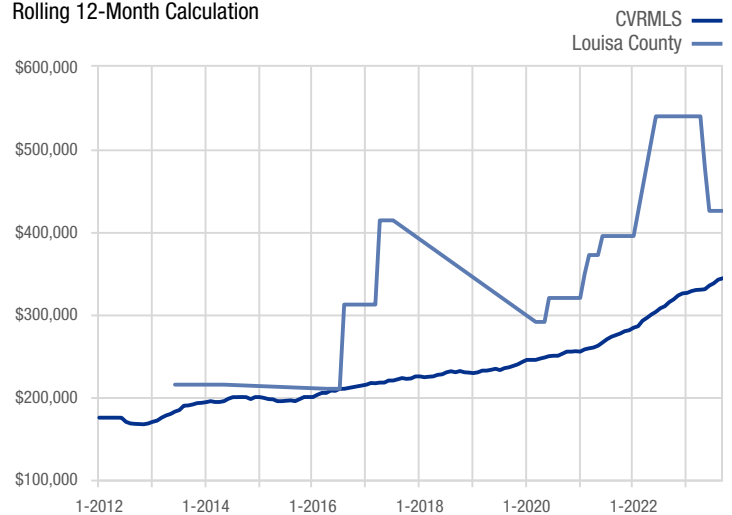
Median Sales Price - Single-Family

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.