

# Local Market Update – October 2023

A Research Tool Provided by Central Virginia Regional MLS.



## Louisa County

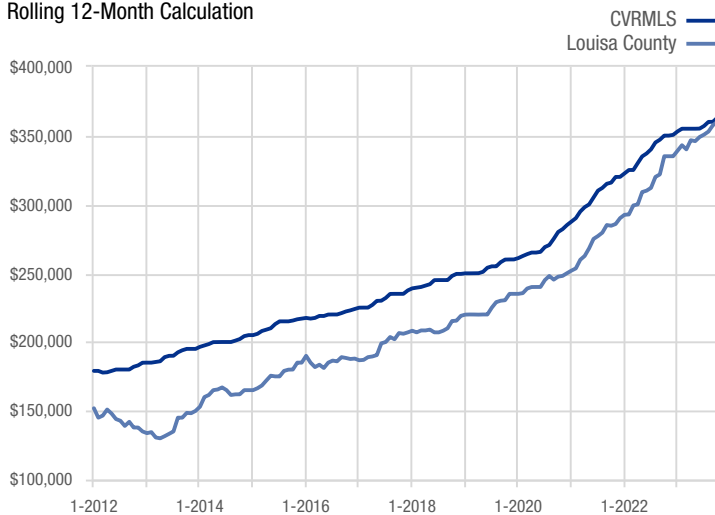
Single Family	October			Year to Date		
Key Metrics	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	24	37	+ 54.2%	343	365	+ 6.4%
Pending Sales	22	28	+ 27.3%	277	271	- 2.2%
Closed Sales	26	35	+ 34.6%	276	251	- 9.1%
Days on Market Until Sale	31	50	+ 61.3%	22	41	+ 86.4%
Median Sales Price*	\$325,000	<b>\$379,900</b>	+ 16.9%	\$339,975	<b>\$365,000</b>	+ 7.4%
Average Sales Price*	\$367,254	<b>\$508,901</b>	+ 38.6%	\$379,247	<b>\$439,544</b>	+ 15.9%
Percent of Original List Price Received*	97.5%	<b>97.9%</b>	+ 0.4%	100.0%	<b>98.5%</b>	- 1.5%
Inventory of Homes for Sale	64	80	+ 25.0%	—	—	—
Months Supply of Inventory	2.4	3.2	+ 33.3%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% 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	<b>\$425,490</b>	- 21.2%
Average Sales Price*	—	—	—	\$540,000	<b>\$425,490</b>	- 21.2%
Percent of Original List Price Received*	—	—	—	102.9%	<b>97.9%</b>	- 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.

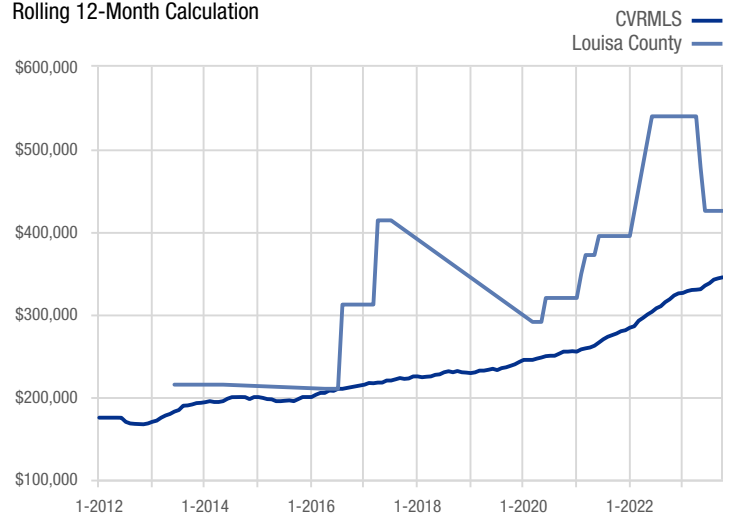
### Median Sales Price - Single-Family

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.