

Local Market Update – November 2023

A Research Tool Provided by Central Virginia Regional MLS.



Louisa County

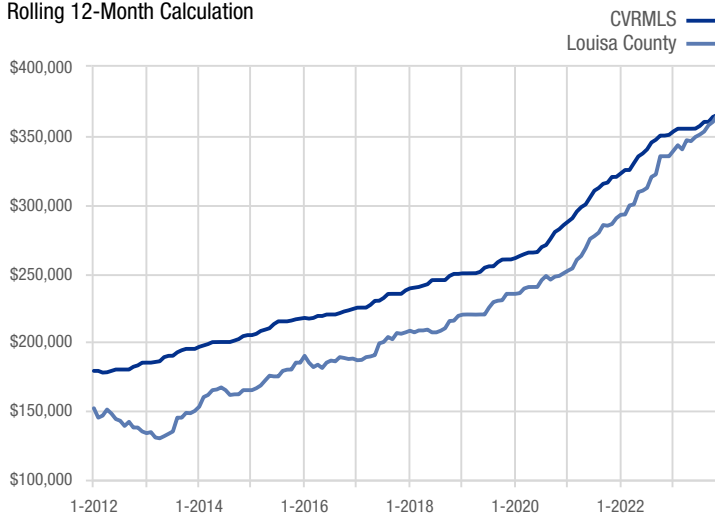
Single Family	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	23	36	+ 56.5%	366	401	+ 9.6%
Pending Sales	15	28	+ 86.7%	293	301	+ 2.7%
Closed Sales	21	23	+ 9.5%	297	278	- 6.4%
Days on Market Until Sale	31	98	+ 216.1%	23	46	+ 100.0%
Median Sales Price*	\$322,125	\$374,900	+ 16.4%	\$339,475	\$365,000	+ 7.5%
Average Sales Price*	\$347,030	\$431,654	+ 24.4%	\$376,994	\$438,426	+ 16.3%
Percent of Original List Price Received*	97.3%	97.5%	+ 0.2%	99.8%	98.4%	- 1.4%
Inventory of Homes for Sale	64	86	+ 34.4%	—	—	—
Months Supply of Inventory	2.5	3.3	+ 32.0%	—	—	—

Condo/Town	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% 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.

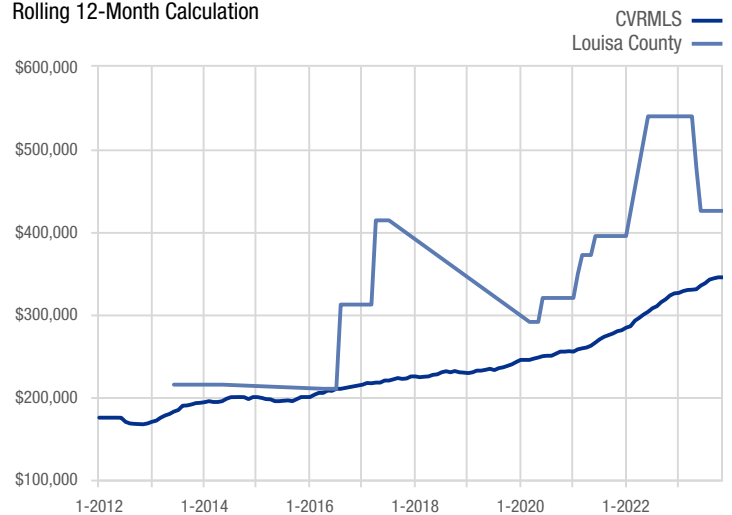
Median Sales Price - Single-Family

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.