

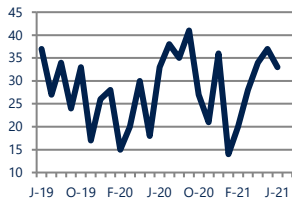


Focus On: **Louisa County Housing Market**

June 2021

Units Sold

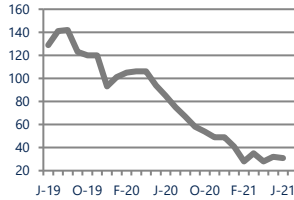
33



No Change
Vs. Year Ago

Active Inventory

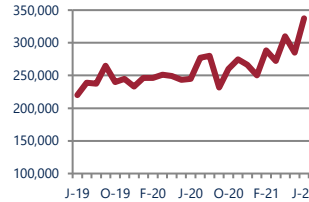
31



Down -64%
Vs. Year Ago

Median Sale Price

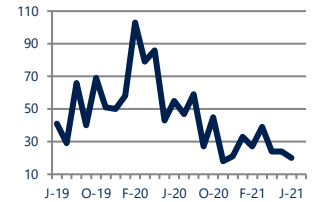
\$337,450



Up
Vs. Year Ago

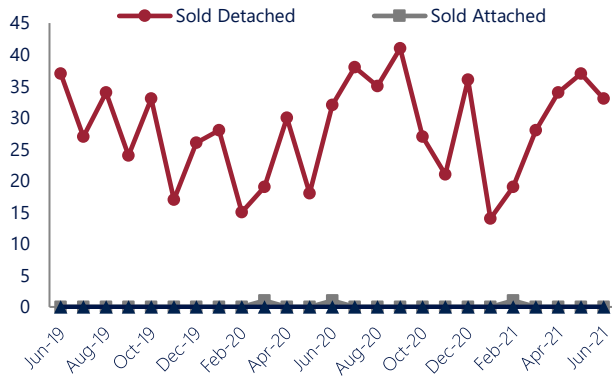
Days On Market

20



Down
Vs. Year Ago

Units Sold*



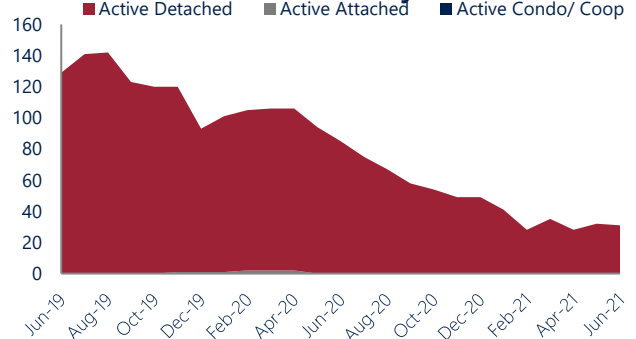
Units Sold

There was a decrease in total units sold in June, with 33 sold this month in Louisa County, a decrease of 11%. This month's total units sold is similar compared to a year ago.

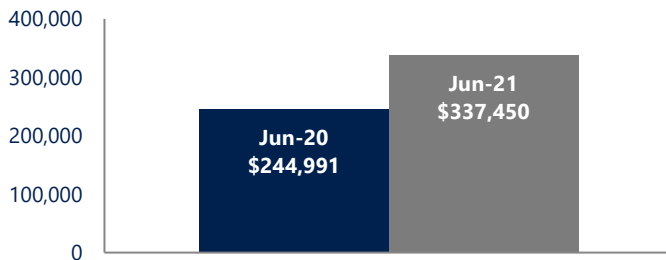
Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 64%. The total number of active inventory this June was 31 compared to 85 in June 2020. This month's total of 31 is lower than the previous month's total supply of available inventory of 32, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last June, the median sale price for Louisa County Homes was \$244,991. This June, the median sale price was \$337,450, an increase of \$92,459 compared to last year. The current median sold price is higher than in May. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



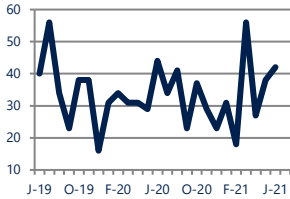
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.





New Listings

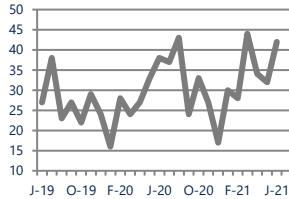
42



Down -5%
Vs. Year Ago

Current Contracts

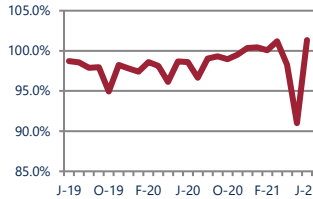
42



Up 11%
Vs. Year Ago

Sold Vs. List Price

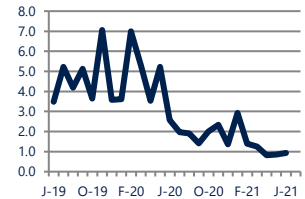
101.3%



Up 2.8%
Vs. Year Ago

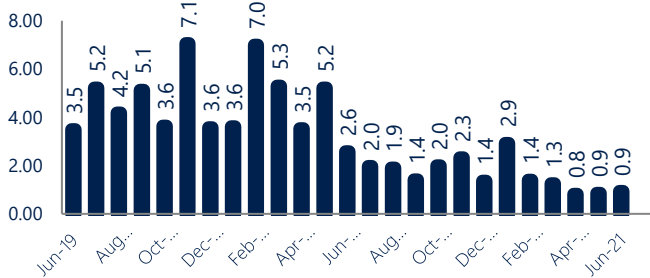
Months of Supply

0.9



Down -64%
Vs. Year Ago

Months of Supply



Months of Supply

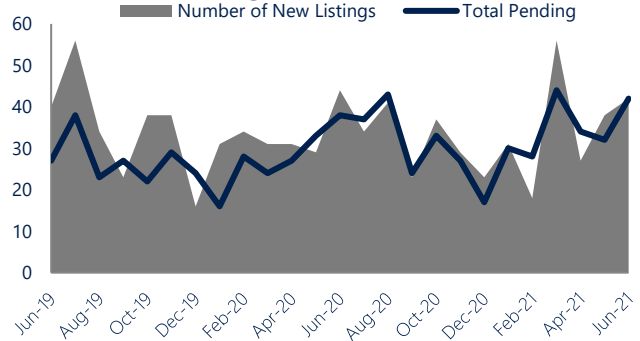
In June, there was 0.9 months of supply available in Louisa County, compared to 2.6 in June 2020. That is a decrease of 64% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

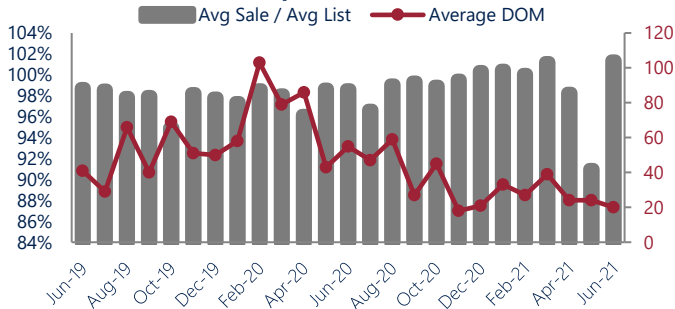
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Louisa County compared to 44 in June 2020, a decrease of 5%. There were 42 current contracts pending sale this June compared to 38 a year ago. The number of current contracts is 11% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Louisa County was 101.3% of the average list price, which is 2.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 55. This decrease was impacted by the limited number of sales.



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