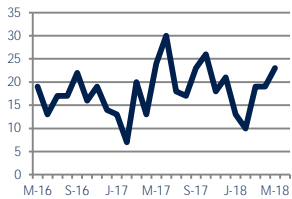




Units Sold

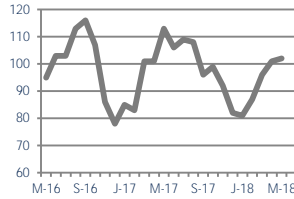
23



Down -4%
Vs. Year Ago

Active Inventory

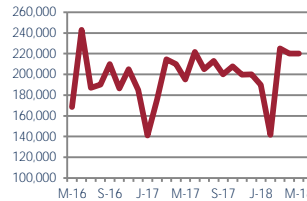
102



Down -10%
Vs. Year Ago

Median Sale Price

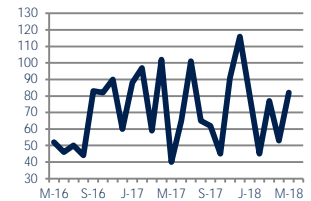
\$220,000



Up 13%
Vs. Year Ago

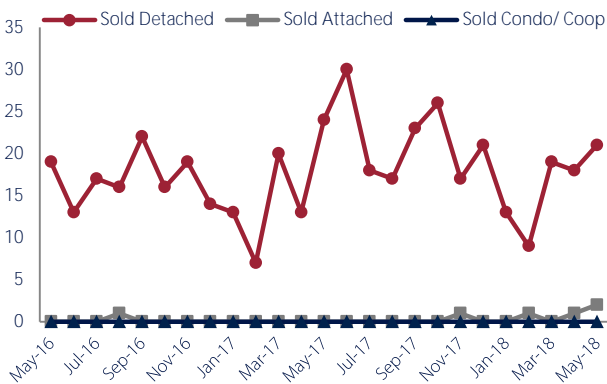
Days On Market

82



Up
Vs. Year Ago

Units Sold*



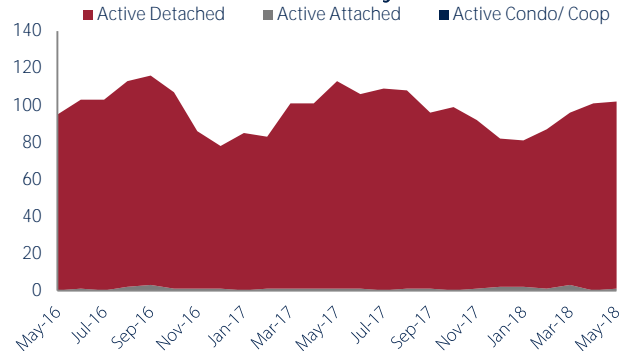
Units Sold

There was an increase in total units sold in May, with 23 sold this month in Louisa County versus 19 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 10%. The total number of active inventory this May was 102 compared to 113 in May 2017. This month's total of 102 is higher than the previous month's total supply of available inventory of 101, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Louisa County Homes was \$195,000. This May, the median sale price was \$220,000, an increase of 13% or \$25,000 compared to last year. The current median sold price is approximately the same as the median price in April.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



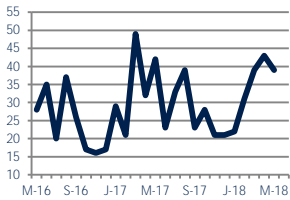
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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

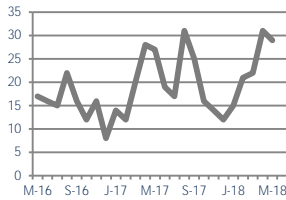
39



Down -7%
Vs. Year Ago

Current Contracts

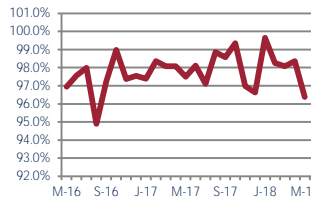
29



Up 7%
Vs. Year Ago

Sold Vs. List Price

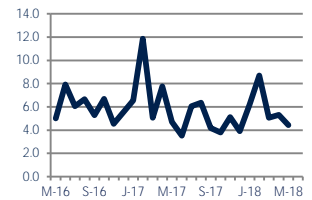
96.4%



Down -1.1%
Vs. Year Ago

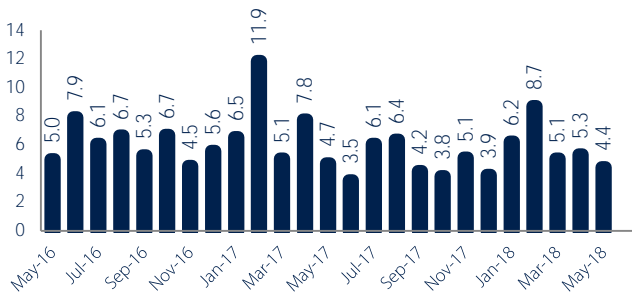
Months of Supply

4.4



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

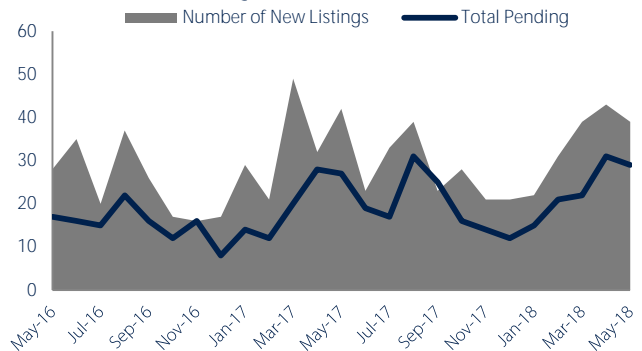
In May, there was 4.4 months of supply available in Louisa County, compared to 4.7 in May 2017. That is a decrease of 6% versus a year ago.

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.

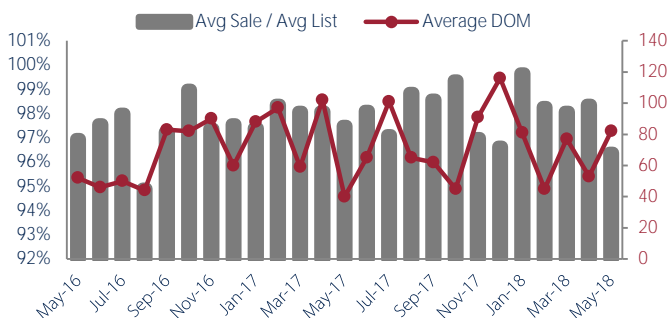
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Louisa County compared to 42 in May 2017, a decrease of 7%. There were 29 current contracts pending sale this May compared to 27 a year ago. The number of current contracts is 7% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Louisa County was 96.4% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 82, higher than the average last year, which was 40. This increase was impacted by the limited number of sales.



*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.

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