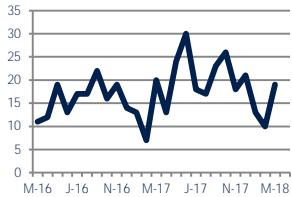
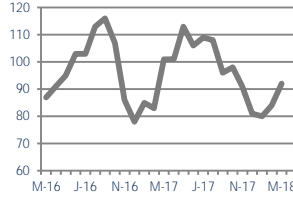


Units Sold 19



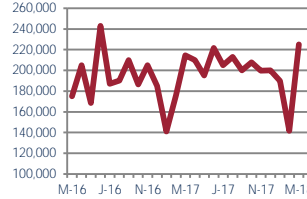
Down
Vs. Year Ago

Active Inventory 92



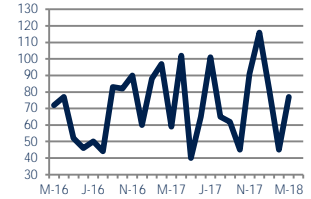
Down -9%
Vs. Year Ago

Median Sale Price \$225,000



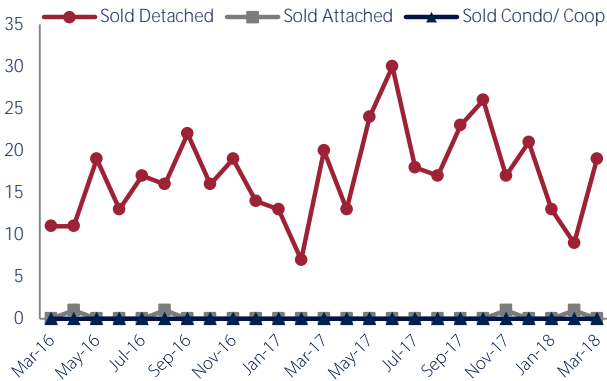
Up
Vs. Year Ago

Days On Market 77



Up 31%
Vs. Year Ago

Units Sold*



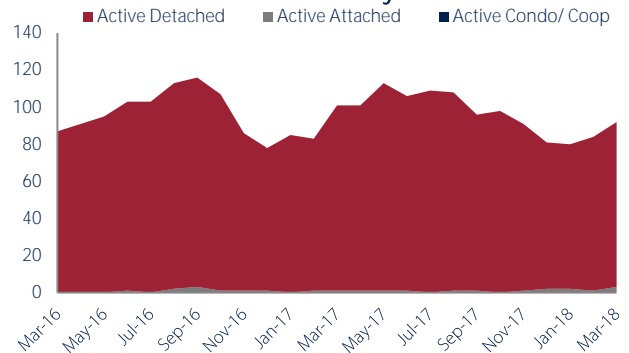
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 19 sold this month in Louisa County. This month's total units sold was lower than at this time last year, a decrease from March 2017.

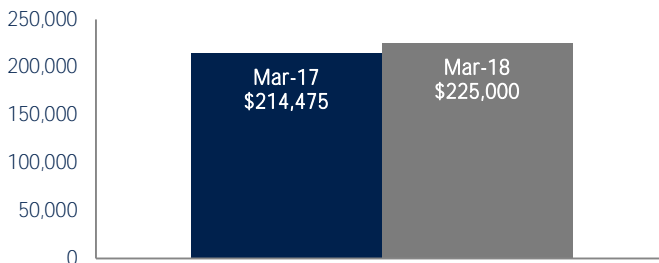
Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 9%. The total number of active inventory this March was 92 compared to 101 in March 2017. This month's total of 92 is higher than the previous month's total supply of available inventory of 84, an increase of 10%.

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 March, the median sale price for Louisa County Homes was \$214,475. This March, the median sale price was \$225,000, an increase of \$10,525 compared to last year. The current median sold price is higher than in February.

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.

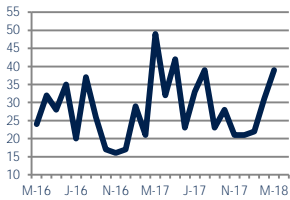
Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.





New Listings

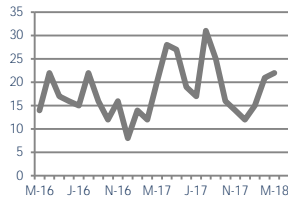
39



Down -20%
Vs. Year Ago

Current Contracts

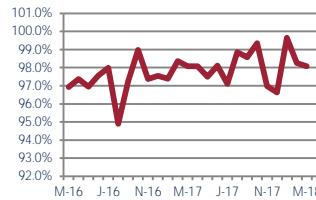
22



Up 10%
Vs. Year Ago

Sold Vs. List Price

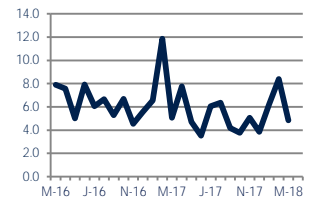
98.1%



No Change
Vs. Year Ago

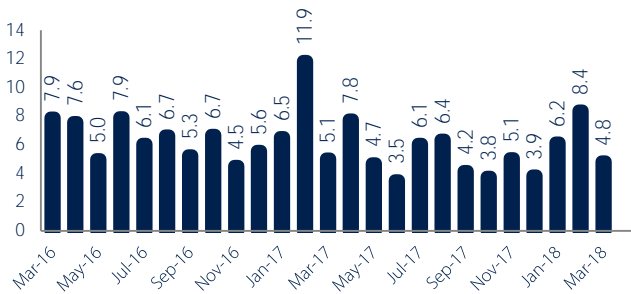
Months of Supply

4.8



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

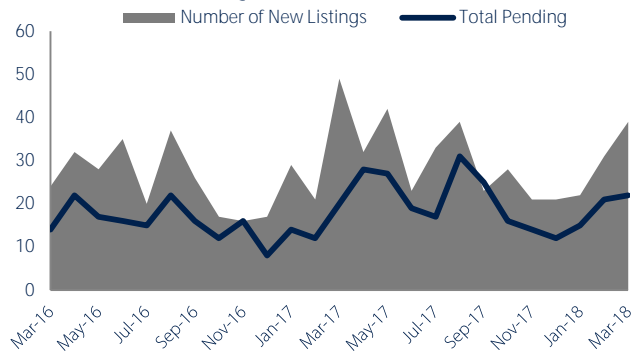
In March, there was 4.8 months of supply available in Louisa County, compared to 5.1 in March 2017. That is a decrease of 4% versus a year ago.

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.

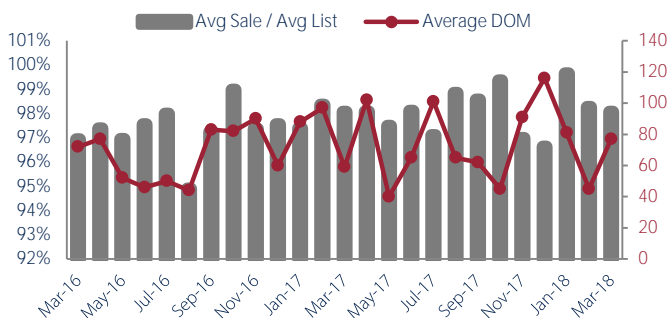
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Louisa County compared to 49 in March 2017, a decrease of 20%. There were 22 current contracts pending sale this March compared to 20 a year ago. The number of current contracts is 10% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Louisa County was 98.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 77, higher than the average last year, which was 59, an increase of 31%.



*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.

