

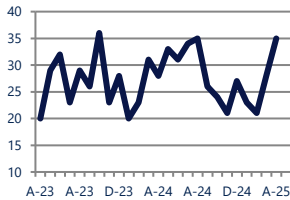
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LOUISA COUNTY HOUSING MARKET**

APRIL 2025

Units Sold

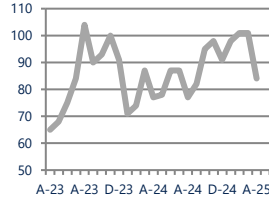
35



Up 25%
Vs. Year Ago

Active Inventory

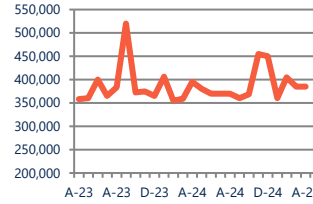
84



Up 9%
Vs. Year Ago

Median Sale Price

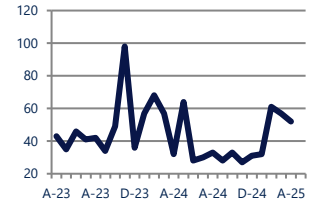
\$385,000



Down -3%
Vs. Year Ago

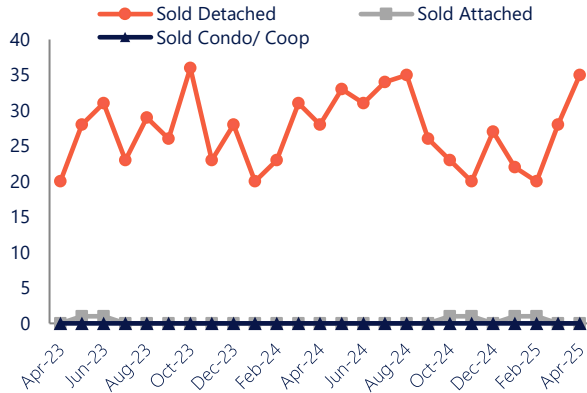
Days On Market

52



Up
Vs. Year Ago

Units Sold*



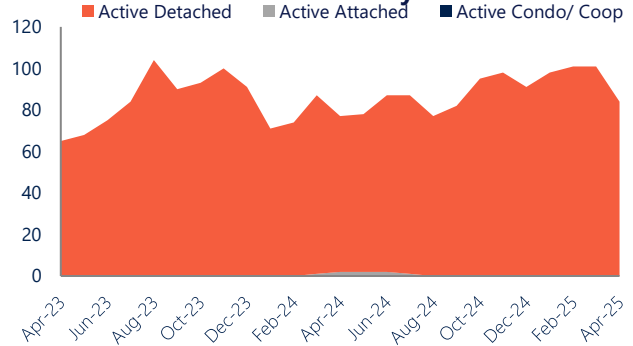
Units Sold

There was an increase in total units sold in April, with 35 sold this month in Louisa County versus 28 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 25% versus April 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 9%. The total number of active inventory this April was 84 compared to 77 in April 2024. This month's total of 84 is lower than the previous month's total supply of available inventory of 101, a decrease of 17%.

Active Inventory*



Median Sale Price

Last April, the median sale price for Louisa County Homes was \$395,000. This April, the median sale price was \$385,000, a decrease of 3% or \$10,000 compared to last year. The current median sold price is approximately the same as the median price in March.

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

Median Sale Price



*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.

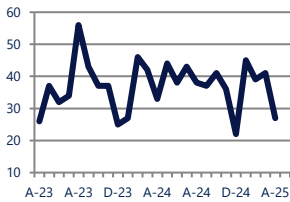
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FOCUS ON: **LOUISA COUNTY HOUSING MARKET**

APRIL 2025

New Listings

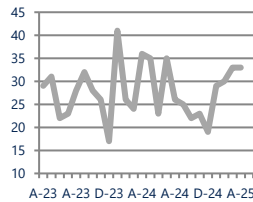
27



Down -18%
Vs. Year Ago

Current Contracts

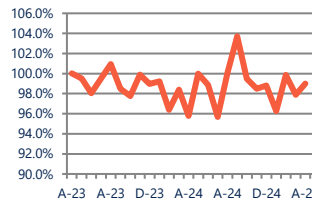
33



Down -8%
Vs. Year Ago

Sold Vs. List Price

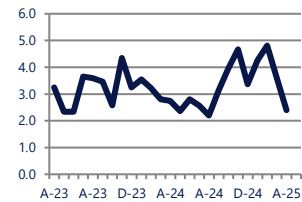
99.0%



Up 3.4%
Vs. Year Ago

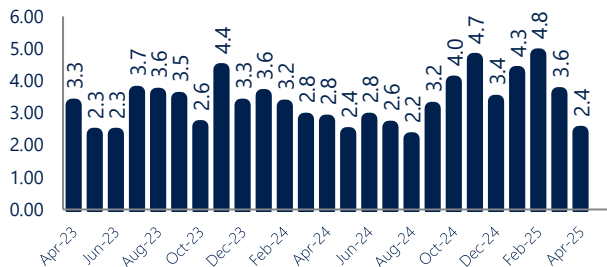
Months of Supply

2.4



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

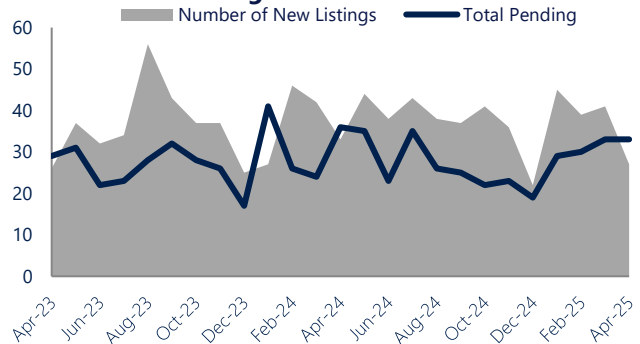
In April, there was 2.4 months of supply available in Louisa County, compared to 2.8 in April 2024. That is a decrease of 13% versus a year ago.

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.

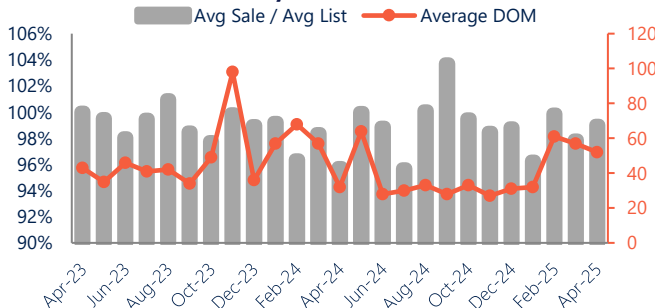
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Louisa County compared to 33 in April 2024, a decrease of 18%. There were 33 current contracts pending sale this April compared to 36 a year ago. The number of current contracts remained stable as compared to last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Louisa County was 99.0% of the average list price, which is 3.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 52, higher than the average last year, which was 32. This increase was impacted by the limited number of sales.