



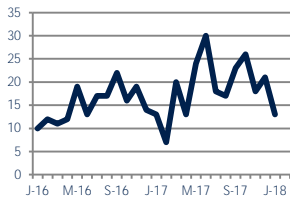
The Long & Foster Market Minute™

Focus On: Louisa County Housing Market

January 2018

Units Sold

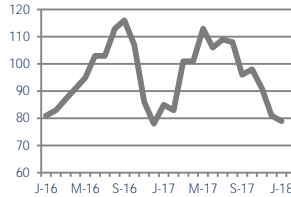
13



No Change
Vs. Year Ago

Active Inventory

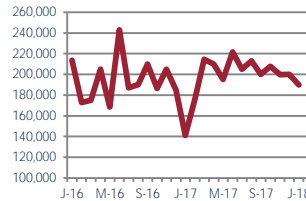
79



Down -7%
Vs. Year Ago

Median Sale Price

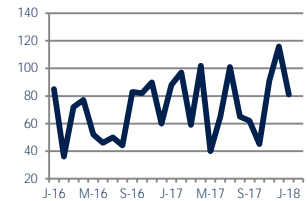
\$189,950



Up
Vs. Year Ago

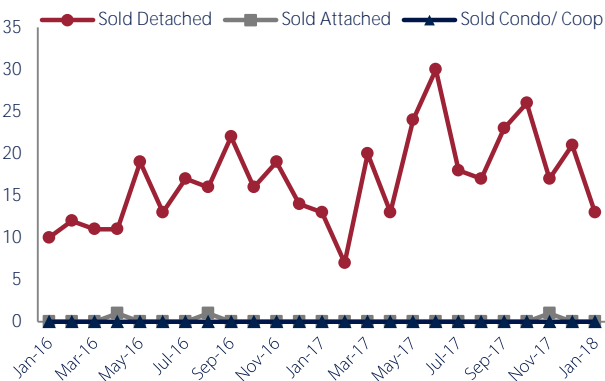
Days On Market

81



Down -8%
Vs. Year Ago

Units Sold*



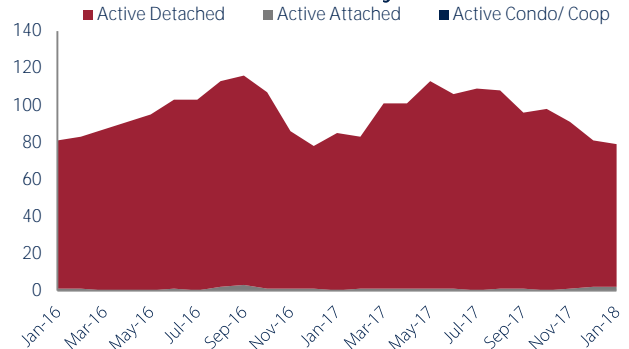
Units Sold

There was a decrease in total units sold in January, with 13 sold this month in Louisa County, a decrease of 38%. 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 6 units or 7%. The total number of active inventory this January was 79 compared to 85 in January 2017. This month's total of 79 is lower than the previous month's total supply of available inventory of 81, a decrease of 2%.

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 January, the median sale price for Louisa County Homes was \$141,000. This January, the median sale price was \$189,950, an increase of \$48,950 compared to last year. The current median sold price is lower than in December.

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.

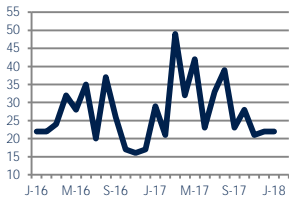
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New Listings

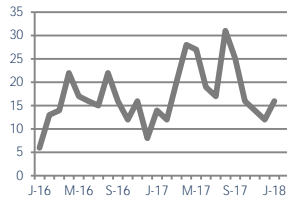
22



Down -24%
Vs. Year Ago

Current Contracts

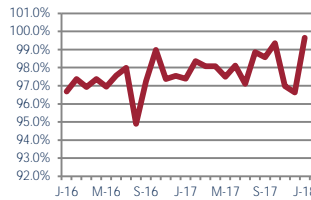
16



Up 14%
Vs. Year Ago

Sold Vs. List Price

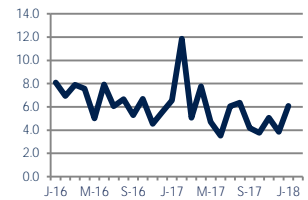
99.7%



Up 2.3%
Vs. Year Ago

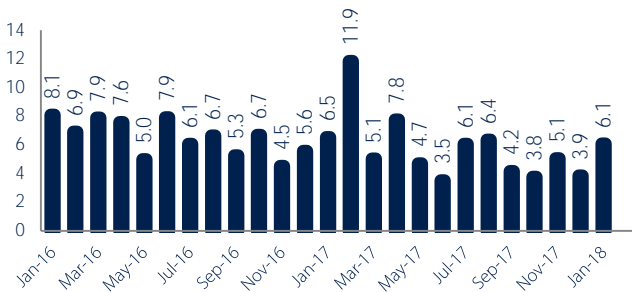
Months of Supply

6.1



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

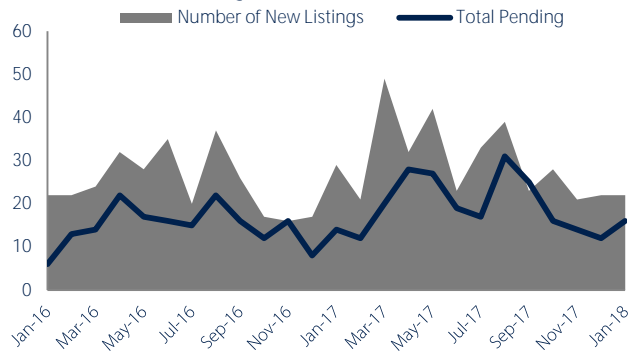
In January, there was 6.1 months of supply available in Louisa County, compared to 6.5 in January 2017. That is a decrease of 7% versus a year ago.

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.

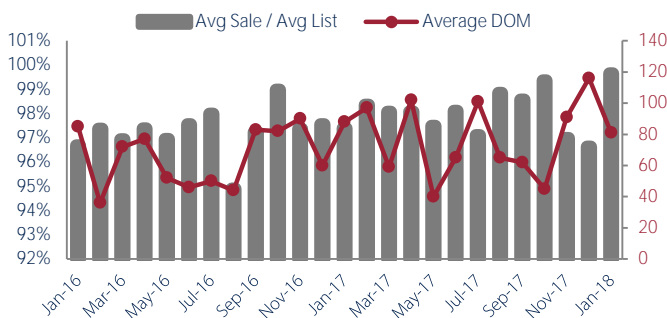
New Listings & Current Contracts

This month there were 22 homes newly listed for sale in Louisa County compared to 29 in January 2017, a decrease of 24%. There were 16 current contracts pending sale this January compared to 14 a year ago. The number of current contracts is 14% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Louisa County was 99.7% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 88, a decrease of 8%.



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