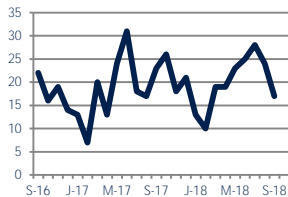


Units Sold

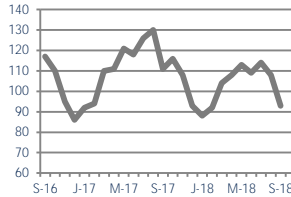
17



Down -26%
Vs. Year Ago

Active Inventory

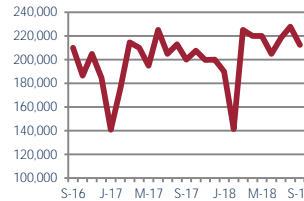
93



Down -16%
Vs. Year Ago

Median Sale Price

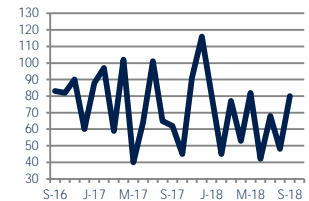
\$212,500



Up 6%
Vs. Year Ago

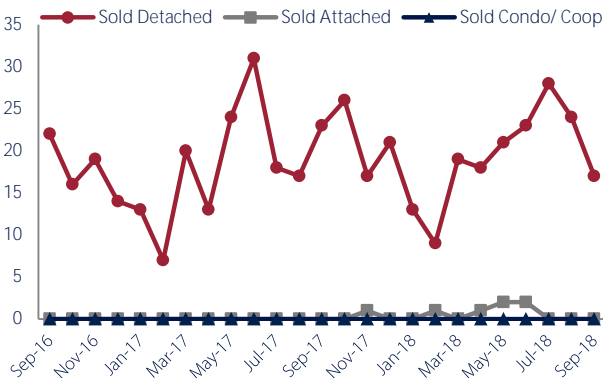
Days On Market

80



Up 29%
Vs. Year Ago

Units Sold*



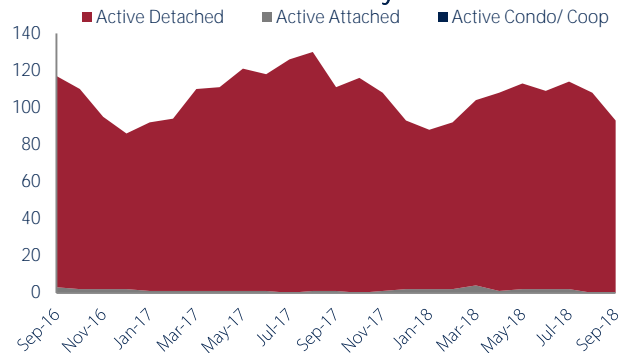
Units Sold

There was a decrease in total units sold in September, with 17 sold this month in Louisa County versus 24 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 26% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 16%. The total number of active inventory this September was 93 compared to 111 in September 2017. This month's total of 93 is lower than the previous month's total supply of available inventory of 108, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Louisa County Homes was \$199,950. This September, the median sale price was \$212,500, an increase of 6% or \$12,550 compared to last year. The current median sold price is 7% lower than in August.

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

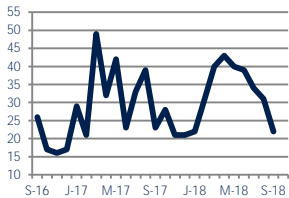


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

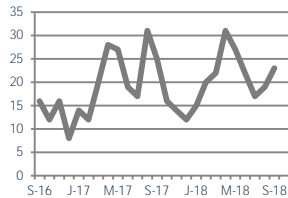
22



Down -4%
Vs. Year Ago

Current Contracts

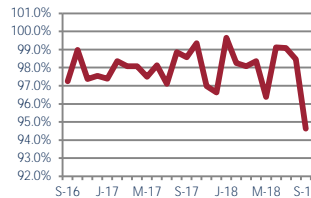
23



Down -8%
Vs. Year Ago

Sold Vs. List Price

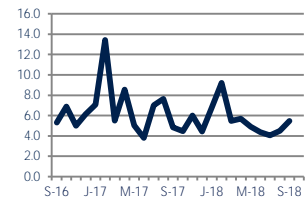
94.6%



Down -4%
Vs. Year Ago

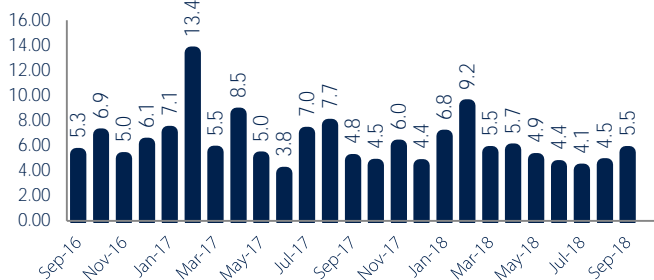
Months of Supply

5.5



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

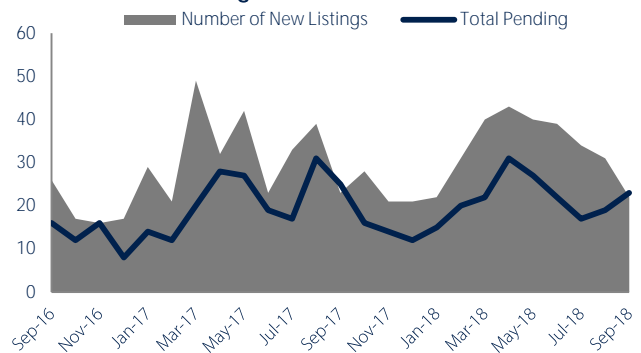
In September, there was 5.5 months of supply available in Louisa County, compared to 4.8 in September 2017. That is an increase of 13% versus a year ago.

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.

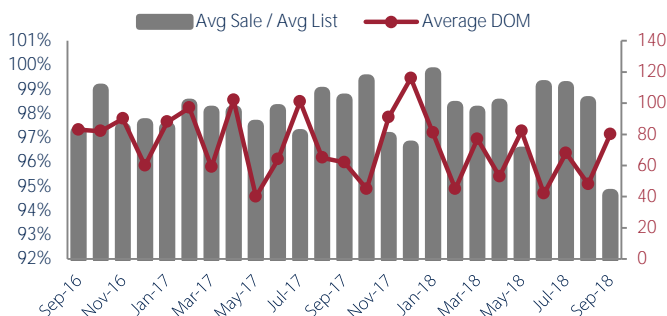
New Listings & Current Contracts

This month there were 22 homes newly listed for sale in Louisa County compared to 23 in September 2017, a decrease of 4%. There were 23 current contracts pending sale this September compared to 25 a year ago. The number of current contracts is 8% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Louisa County was 94.6% of the average list price, which is 3.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 80, higher than the average last year, which was 62, an increase of 29%.



*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.

