

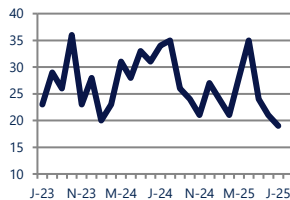
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LOUISA COUNTY HOUSING MARKET**

JULY 2025

Units Sold

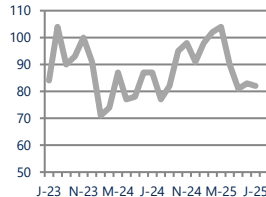
19



Down
Vs. Year Ago

Active Inventory

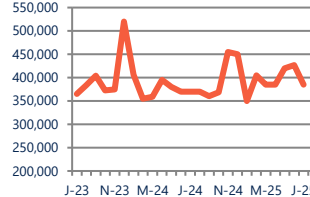
82



Down -6%
Vs. Year Ago

Median Sale Price

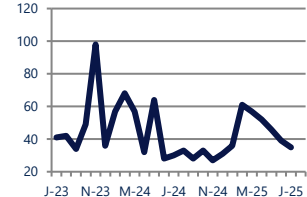
\$385,000



Up 4%
Vs. Year Ago

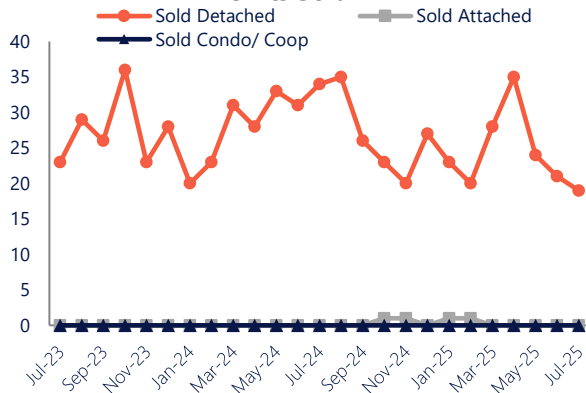
Days On Market

35



Up 17%
Vs. Year Ago

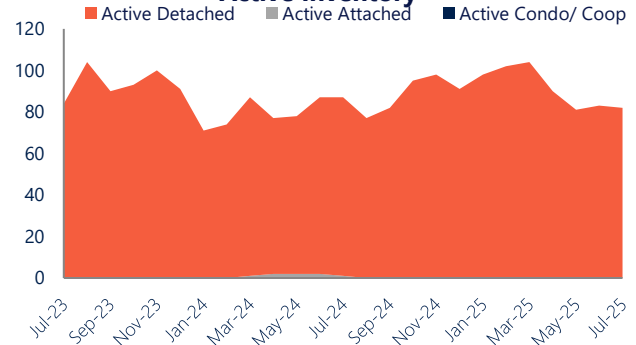
Units Sold*



Units Sold

With relatively few transactions, there was a decrease in total units sold in July, 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 July 2024.

Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 6%. The total number of active inventory this July was 82 compared to 87 in July 2024. This month's total of 82 is lower than the previous month's total supply of available inventory of 83, a decrease of 1%.

Median Sale Price



Median Sale Price

Last July, the median sale price for Louisa County Homes was \$369,950. This July, the median sale price was \$385,000, an increase of 4% or \$15,050 compared to last year. The current median sold price is 10% lower than in June.

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

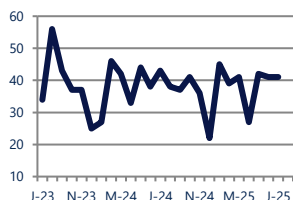
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LOUISA COUNTY HOUSING MARKET**

JULY 2025

New Listings

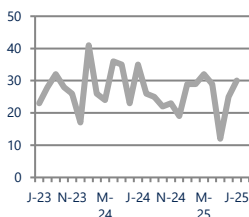
41



Down -5%
Vs. Year Ago

Current Contracts

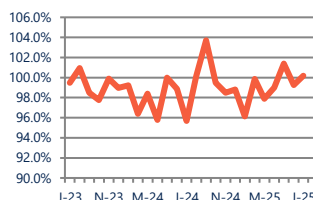
30



Down -14%
Vs. Year Ago

Sold Vs. List Price

100.2%



Up 4.7%
Vs. Year Ago

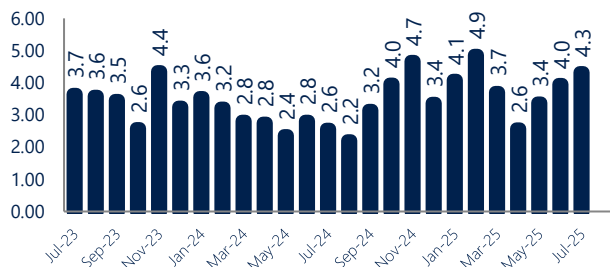
Months of Supply

4.3



Up 69%
Vs. Year Ago

Months Of Supply



Months of Supply

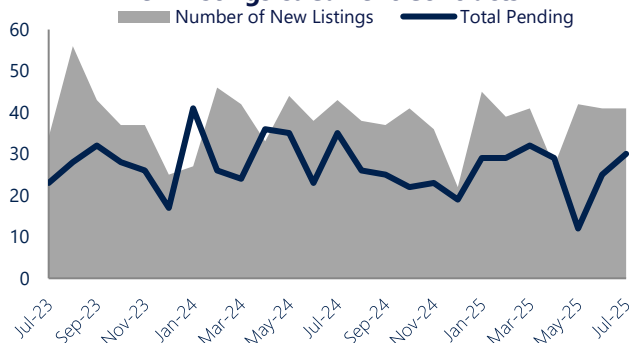
In July, there was 4.3 months of supply available in Louisa County, compared to 2.6 in July 2024. That is an increase of 69% versus a year ago.

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.

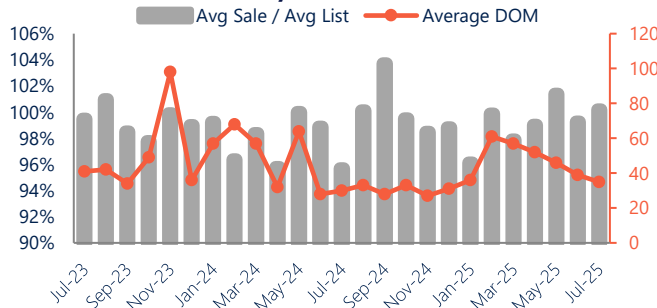
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Louisa County compared to 43 in July 2024, a decrease of 5%. There were 30 current contracts pending sale this July compared to 35 a year ago. The number of current contracts is 14% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Louisa County was 100.2% of the average list price, which is 4.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 30, an increase of 17%.