



Local Snapshot – *Louisa County*

Sales: There were 210 sales in Louisa County in the 2nd quarter, 10 more than a year ago, representing an increase of 5%. This is the highest 2nd quarter sales total for the County in more than 4 years.

Median Sales Price: Sales prices in Louisa County continue to be flat relative to last year. At \$235,000, the median sales price in the County during the 2nd quarter was essentially unchanged (-\$350) from a year ago. Prices have been flat or declining in the County for 3 consecutive quarters.

Sold Volume: After falling sharply in the 1st quarter, the sold dollar volume in Louisa County rose to \$62 million in the 2nd quarter, which is about \$3.7 million higher than a year ago. The volume gains were driven by an increase in both sales and median sales price in the County this quarter compared to last year.

Days on Market: Homes continue to sell faster in Louisa County. On average, homes that sold in the 2nd quarter were on the market for 55 days, which is 12 days faster than a year ago. This metric has been trending down in the County, and homes are now selling more than a month faster than they were 4 years ago (i.e., 2nd quarter 2015).

Inventory: There were 337 active listings at the end of the 2nd quarter in Louisa County, 6% fewer than last year, a drop of 20 active listings. The inventory of homes available for sale in the County is more than 200 listings below the supply level 4 years prior.