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Market Report for Louisa County

September 2026 numbers, compared with September 2025

October 2026
SINGLE-FAMILY
PAGE 1

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$390,825	$432,283	106	52	30	5.0
▲ 5.6% vs Sep '25	▲ 19.0% vs Sep '25	▲ 32.5% vs Sep '25	▲ 40.5% vs Sep '25	▲ 50.0% vs Sep '25	▲ 72.4% vs Sep '25
YTD $399,925 ▲ 2.6%	YTD $450,497 ▲ 3.0%	80 a year ago	YTD 52 ▲ 15.6%	YTD 189 ▼ 24.7%	2.9 a year ago

804-Michael's Take on Louisa County

Louisa is a balanced market this month. With 30 sales in September, a few sales can swing the month, so I lean on the year to date: 189 homes have sold since January, down from 251 last year, at a median of $399,925, up 2.6%. Homes for sale rose to 106 from 80 a year ago, a 5-month supply, up from 2.9 months: at the current pace of sales, that is how long the homes for sale would last.

September's median sales price was $390,825, up 5.6% from last September, and the average rose 19% to $432,283. Sellers received 98.1% of their original asking price, up from 96%, and 98.2% for the year, the same as last year.

Homes are taking longer to sell: 52 days, against 37 last September, while pending sales held at 22 and new listings were nearly flat at 30. With sales usually slowing in the fall, next month's test is whether the larger supply of homes for sale starts to press prices. The SimpleMarket Scale calls Louisa a balanced market, and the SimpleMarket Momentum says it is steady.

Strategy in This Market

Sellers, price with the supply in mind; there are more homes for sale than a year ago and they are taking longer to sell. **Buyers**, you have more choice than a year ago and some room to negotiate, so compare carefully and have your financing lined up for the home you like.

Averages hide a lot. If your home isn't getting the showings you expected, or you aren't sure what to offer on the one you like, call **804-Michael**. Let's talk about it.

SimpleMarket Read

BALANCED MARKET

→ Steady

Seller | Balanced (-1) | Buyer



Single-Family Detail

	Sep 2025	Sep 2026	Change	YTD 2025	YTD 2026	Change
New listings	31	**30**	▼ 3.2%	343	**350**	▲ 2.0%
Pending sales	22	**22**	0.0%	257	**204**	▼ 20.6%
Closed sales	20	**30**	▲ 50.0%	251	**189**	▼ 24.7%
Days on market	37	**52**	▲ 40.5%	45	**52**	▲ 15.6%
Median sales price	$370,000	**$390,825**	▲ 5.6%	$389,950	**$399,925**	▲ 2.6%
Average sales price	$363,120	**$432,283**	▲ 19.0%	$437,241	**$450,497**	▲ 3.0%
% of original list price	96.0%	**98.1%**	▲ 2.2%	98.2%	**98.2%**	0.0%
Homes for sale	80	**106**	▲ 32.5%	-	**-**	-
Months of supply	2.9	**5.0**	▲ 72.4%	-	**-**	-

SimpleMarket Scale

	SUPPLY	LIST PRICE	DAYS	INVENTORY	PENDING	PRICES	TOTAL
Sellers	0	1	0	0	0	1	2
Buyers	0	0	1	2	0	0	3

Buyer Activity

	Sep 2026	vs Sep 2025
Showings	**190**	▲ 57.0%
Per listing	**1.7**	▲ 12.0%
Listings shown	**115**	▲ 40.2%

Every showing booked through ShowingTime, all property types.



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Market Reports for 13 areas at 804re.com
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Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 2026. Deemed reliable but not guaranteed. Median prices, average prices, and percent of list price do not account for seller concessions or down payment assistance. Percent changes use rounded figures and can swing widely where there are few sales or listings. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

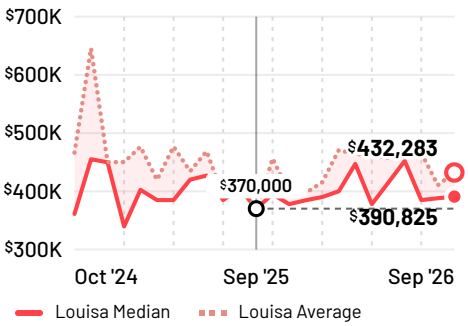
A SimpleMarket Report, developed by Michael Hottman

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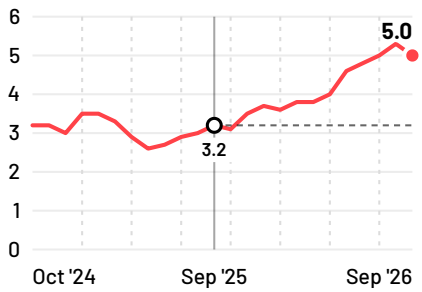
Market Report for Louisa County

September 2026 numbers, month by month

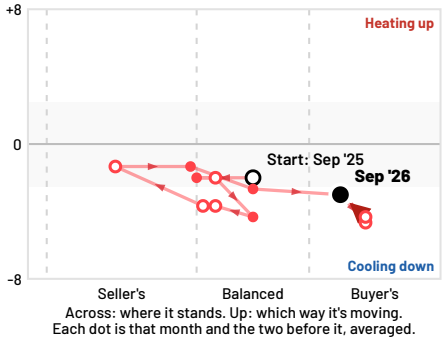
Median and Average Price



Months of Supply

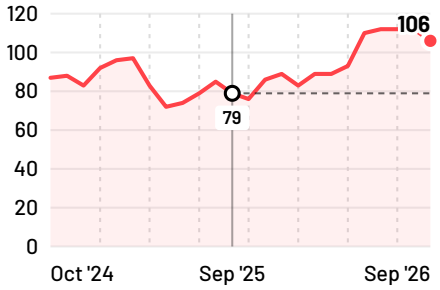


SimpleMarket Trail (1 year)

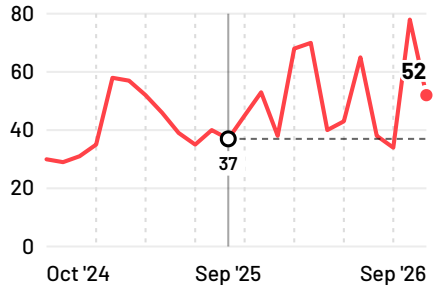


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

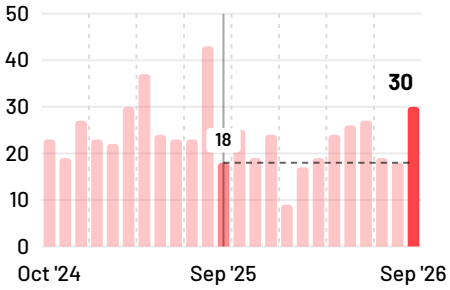
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: September 2026 vs September 2025

Louisa County

September 2026
Single-family homes

Sellers Moving toward **Buyers**

5 ◀ **4**

Maximum total score = 12

Louisa	Favors · points
New listings	Sellers +1
Homes under contract	Sellers +1
Months of supply	Buyers +2
Median Sales price	Sellers +1
Average % of original list	Sellers +2
Average Days on market	Buyers +2
Total	**Sellers 5 · Buyers 4**

How the SimpleMarket Momentum and the SimpleMarket Carpet are figured: 804re.com/market-report

SimpleMarket Carpet (4 months)

Measure	2026 Jun	Jul	Aug	Sep
Months of supply	2	2	2	2
New listings	N	1	N	1
Homes under contract	2	1	1	1
Median sales price	1	N	N	1
% of list price	N	N	N	2
Days on market	N	1	2	2
Sellers	1	0	0	5
Buyers	4	5	5	4
Which way	▼	▼	▼	·

2 1 Sellers · 1 2 Buyers · N Neither

▲ heating up ▼ cooling

See five years of the SimpleMarket Carpet for every area at 804re.com/market-report, or scan the code below.

About These Numbers

30 closed sales of single-family homes in September 2026. A modest data set: read these numbers as a direction more than an exact figure. For a broader view, see the Richmond Metro report.

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Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of October 10, 2026. Based on information from CVR MLS for the period October 1, 2024 through September 30, 2026. Deemed reliable but not guaranteed. Median prices, average prices, and percent of list price do not account for seller concessions or down payment assistance. Percent changes use rounded figures and can swing widely where there are few sales or listings. SimpleMarket Scale: six signals, each worth up to 2 points toward sellers or buyers. Map: US Census Bureau.

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