804 Michael 642-4235

Market Report for Louisa County

October 2026 numbers, compared with October 2025

November 2026

SINGLE-FAMILY

Median sales price	Average sales price	Homes for sale	Days on market	Closed sales	Months of supply
$402,500	$514,277	101	47	26	4.7
▲ 1.9% vs Oct '25	▲ 12.7% vs Oct '25	▲ 29.5% vs Oct '25	▲ 4.4% vs Oct '25	▼ 13.3% vs Oct '25	▲ 67.9% vs Oct '25
YTD $399,925 ▲ 2.2%	YTD $458,319 ▲ 4.4%	78 a year ago	YTD 52 ▲ 15.6%	YTD 216 ▼ 23.1%	2.8 a year ago

804-Michael's Take on Louisa County

Louisa is a balanced market this month, with supply on the loose side. October ended with 101 single-family homes for sale, 30% more than a year ago. That is a 4.7-month supply: at the current pace of sales, that is how long the homes for sale would last, up from 2.8 last October.

October's median sales price was $402,500, up 1.9% from last October, and the year-to-date median, $399,925, is up 2.2%. The average rose 12.7% to $514,277, but a few expensive homes can pull an average up, so the median is the better guide to a typical Louisa home. Sellers received 96.7% of their original asking price, down from 97.9% last October.

Homes took 47 days to sell, two more than last October, and 26 sold, down from 30, while pending sales rose 4% to 24 and new listings fell 24% to 28. Sales usually slow into winter, so I'm watching whether pending sales keep pace with a bigger supply of homes for sale. The SimpleMarket Scale calls it a balanced market, and the SimpleMarket Momentum says it is holding steady.

Strategy in This Market

Sellers, price with the competition in mind; with more homes for sale than a year ago and buyers negotiating, a price above recent sales will sit. **Buyers**, you have more choice than a year ago and time to decide, so compare carefully and expect room to negotiate.

Markets can shift quickly, and every street is different. If your home is sitting without offers, or you keep missing out on your top picks, these numbers may not be your whole story. Call **804-Michael** for a look at your situation.

SimpleMarket Read

BALANCED MARKET

→ Steady

Seller | 0 Balanced | Buyer



Single-Family Detail

	Oct 2025	Oct 2026	Change	YTD 2025	YTD 2026	Change
New listings	37	**28**	▼ 24.3%	380	**380**	**0.0%**
Pending sales	23	**24**	▲ 4.3%	280	**229**	▼ 18.2%
Closed sales	30	**26**	▼ 13.3%	281	**216**	▼ 23.1%
Days on market	45	**47**	▲ 4.4%	45	**52**	▲ 15.6%
Median sales price	$394,990	**$402,500**	▲ 1.9%	$391,200	**$399,925**	▲ 2.2%
Average sales price	$456,422	**$514,277**	▲ 12.7%	$439,175	**$458,319**	▲ 4.4%
% of original list price	97.9%	**96.7%**	▼ 1.2%	98.2%	**98.0%**	▼ 0.2%
Homes for sale	78	**101**	▲ 29.5%	-	**-**	**-**
Months of supply	2.8	**4.7**	▲ 67.9%	-	**-**	**-**

SimpleMarket Scale

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

Buyer Activity

	Oct 2026	vs Oct 2025
Showings	**189**	▲ 53.7%
Per listing	**1.8**	▲ 22.1%
Listings shown	**107**	▲ 25.9%

Every showing booked through ShowingTime, all property types.



Michael Hottman

Call 804-Michael or Text 804-642-4235

Market Reports for 13 areas at 804re.com

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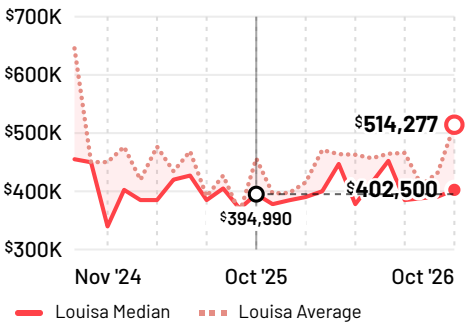
Scan for reports

Source: Central Virginia Regional MLS via ShowingTime Plus FastStats, current as of November 10, 2026. Based on information from CVR MLS for the period November 1, 2024 through October 31, 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.

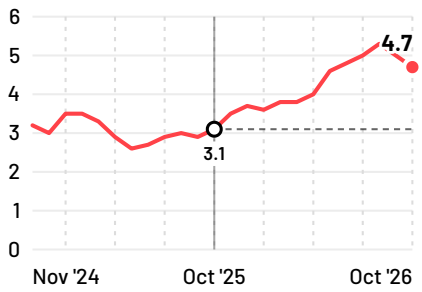
Market Report for Louisa County

October 2026 numbers, month by month

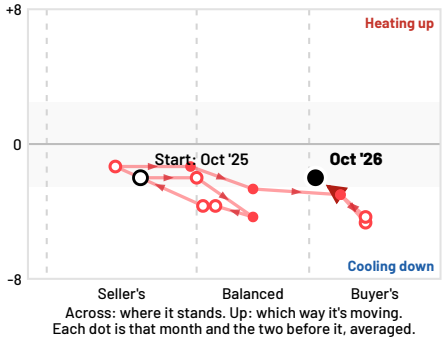
Median and Average Price



Months of Supply

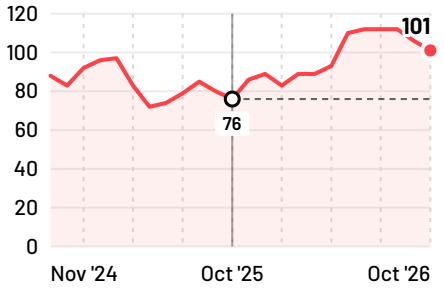


SimpleMarket Trail (1 year)

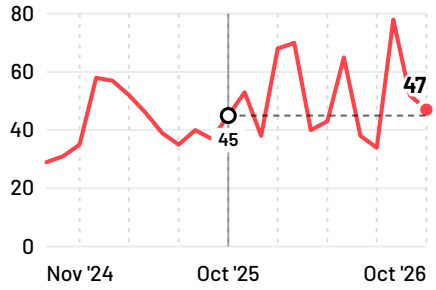


Across: where it stands. Up: which way it's moving.
Each dot is that month and the two before it, averaged.

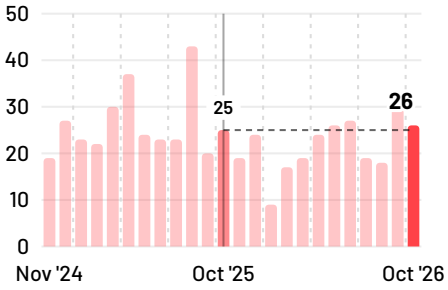
Homes for Sale



Days on Market



Closed Sales



SimpleMarket Momentum: October 2026 vs October 2025

Louisa County

October 2026
Single-family homes

Sellers Moving toward **Buyers**

2 ⇨ **4**

Maximum total score = 12

Louisa	Favors · points
New listings	Sellers +2
Homes under contract	Neither
Months of supply	Buyers +2
Median Sales price	Neither
Average % of original list	Buyers +1
Average Days on market	Buyers +1
Total	**Sellers 2 · Buyers 4**

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

SimpleMarket Carpet (4 months)

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

26 closed sales of single-family homes in October 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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A SimpleMarket Report, developed by Michael Hottman