

SEPTEMBER  
**2023**

# **CAAR** CHARLOTTESVILLE AREA CORRECTED MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# Corrected CAAR Market Indicators Report



## Key Market Trends: September 2023

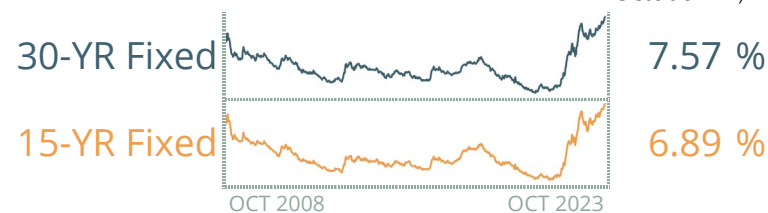
- Sales activity remains sluggish in the CAAR region through September.** There were 266 homes sold in September, 79 fewer sales than the year before, falling by 22.9%. All local markets saw a drop off in sales activity this month. In Albemarle County, there were 30 fewer sales than last year, (-22.7%) while Louisa County had 12 fewer sales (-17.9%). There were 19 homes sold in Charlottesville, 11 fewer than last September (-36.7%).
- Pending sales continued to moderate in the CAAR footprint.** This month, there were 293 pending sales in the area, down 15.1% from a year ago, which is 52 fewer pending sales. The biggest decline in pending sales happened in Albemarle County with 25 fewer pending sales than the previous year, a 17.6% reduction. Pending sales also fell in Nelson County with 12 fewer pending sales than the year before, a 34.3% decrease. The Charlottesville housing market had 28 pending sales in September, five fewer than a year ago (-15.2%).
- Home prices are climbing in the CAAR market even as the market cools.** At \$439,950, the median price of a home in the region grew by 11% compared to last year, increasing the price by \$43,680. In Charlottesville, the median sales price was \$450,000 this month, jumping up 20% from a year earlier, a gain of \$75,000. The median sales price in the Albemarle County market surged up to \$516,113, a gain of over \$69,000 from last September (+15.5%). The median sales price dropped to \$335,000 in Nelson County, 29.6% lower than last year, a decrease of \$141,103.
- Inventory is tightening across much of the CAAR area.** There were 737 listings on the market at the end of September, 92 fewer listings than the year before, an 11.1% decrease. New listings were also down in the region, falling 18.3% from last September, or 93 fewer listings.



### CAAR Market Dashboard

YoY Chg	Sep-23	Indicator
▼ -22.9%	266	Sales
▼ -15.1%	293	Pending Sales
▼ -18.3%	414	New Listings
▲ 8.9%	\$435,450	Median List Price
▲ 11.0%	\$439,950	Median Sales Price
▲ 4.9%	\$238	Median Price Per Square Foot
▼ -20.2%	\$131.8	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 21.4%	32	Average Days on Market
▼ -11.1%	737	Active Listings
▲ 12.0%	2.4	Months of Supply
▼ -5.7%	66	New Construction Sales

### INTEREST RATE TRACKER



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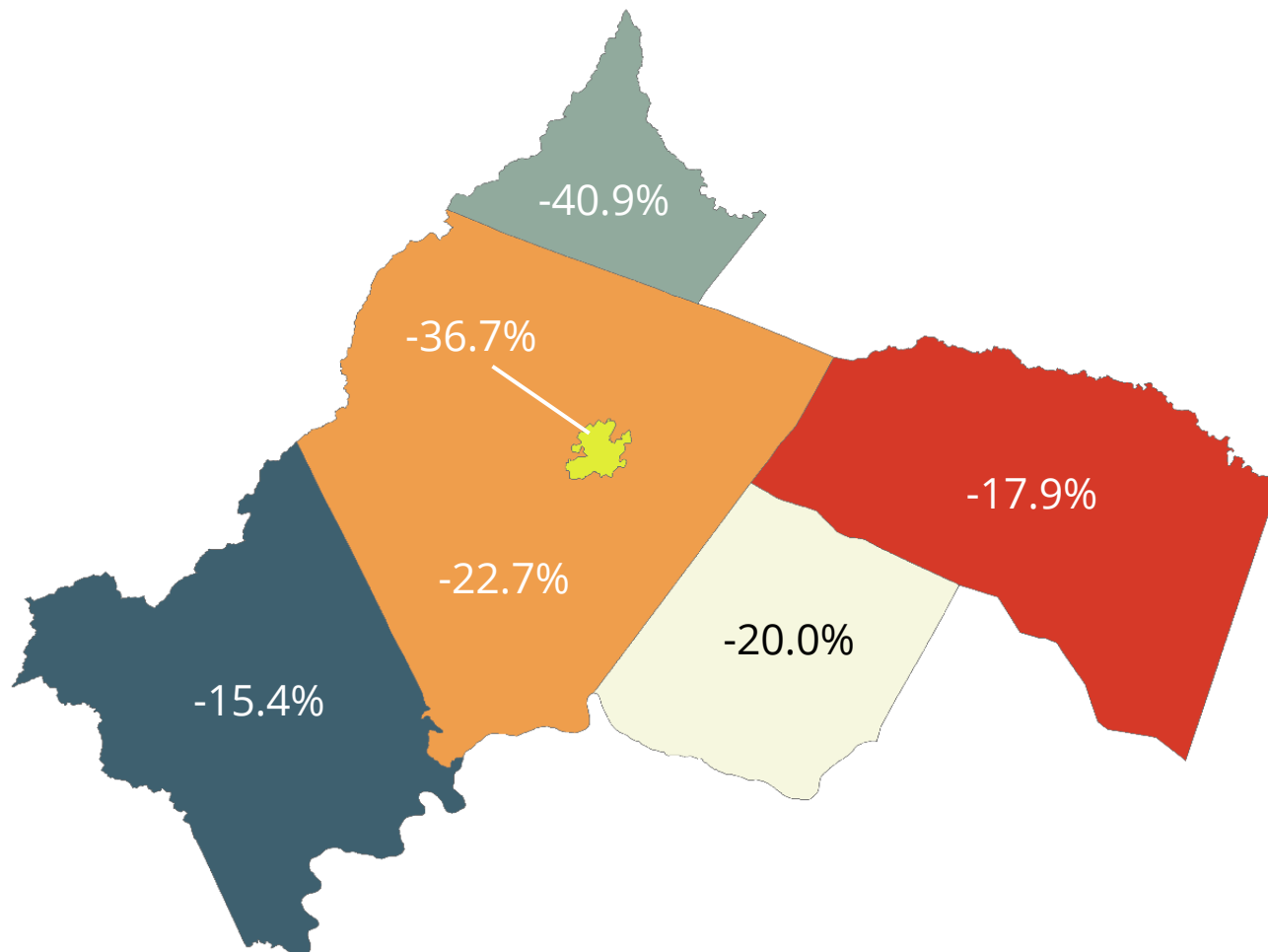
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**Are You Ready to Buy or Sell Real Estate?**  
Contact an experienced REALTOR®.

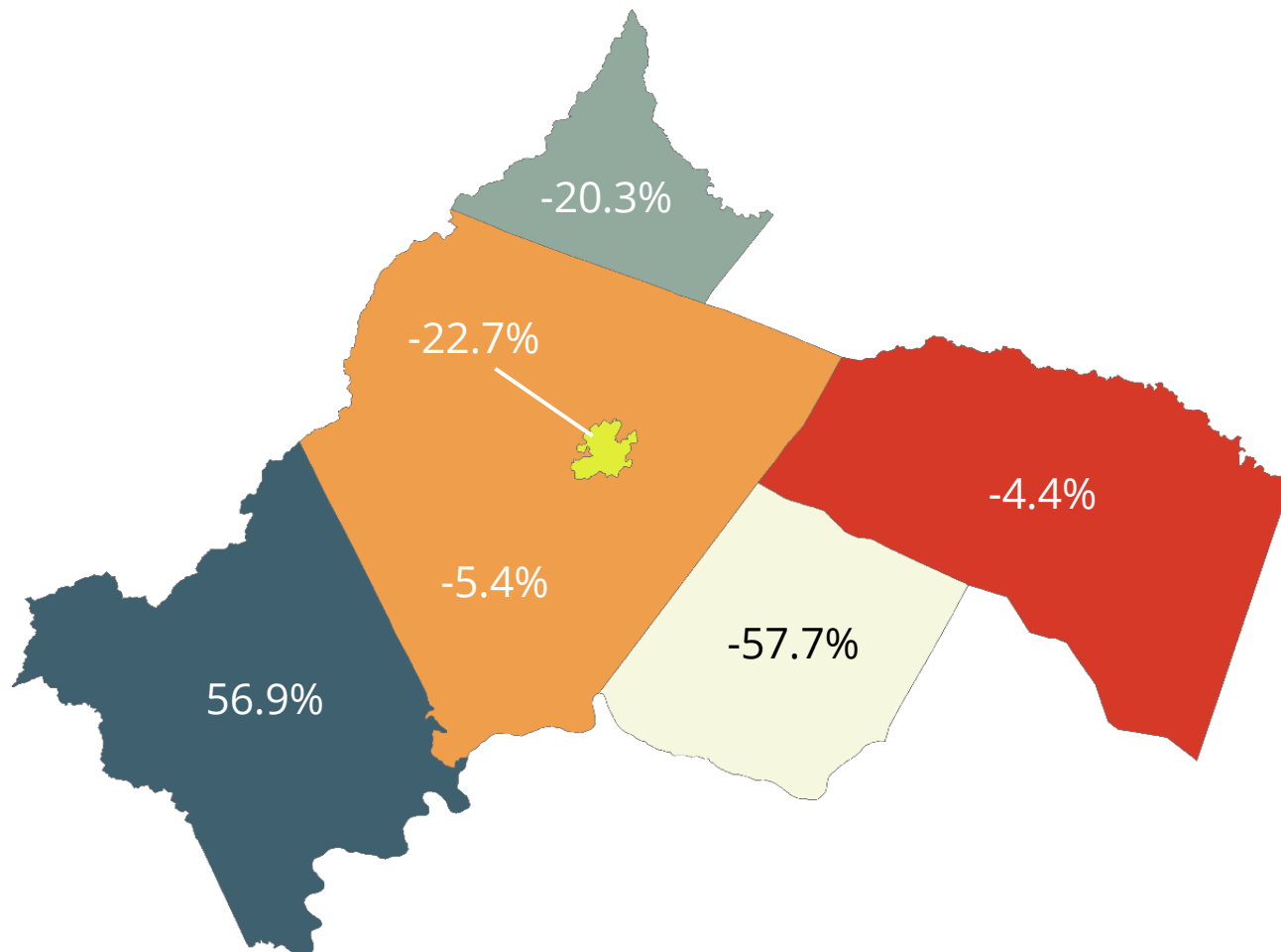


# Market Activity - CAAR Footprint



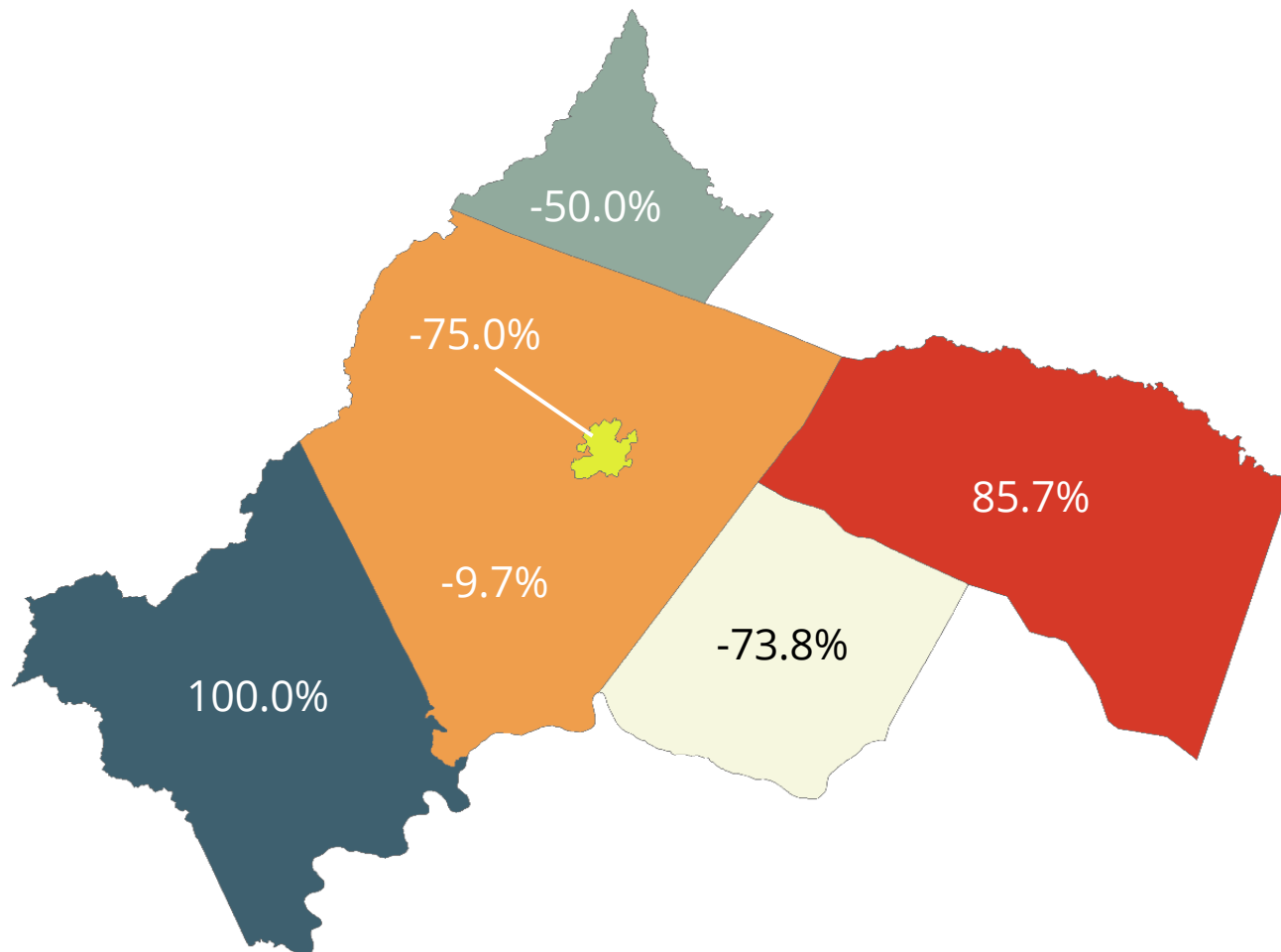
Jurisdiction	Total Sales		
	Sep-22	Sep-23	% Chg
Albemarle County	132	102	-22.7%
Charlottesville	30	19	-36.7%
Fluvanna County	55	44	-20.0%
Greene County	22	13	-40.9%
Louisa County	67	55	-17.9%
Nelson County	39	33	-15.4%
<b>CAAR</b>	<b>345</b>	<b>266</b>	<b>-22.9%</b>

# Active Listings: Total Inventory (includes proposed listings)



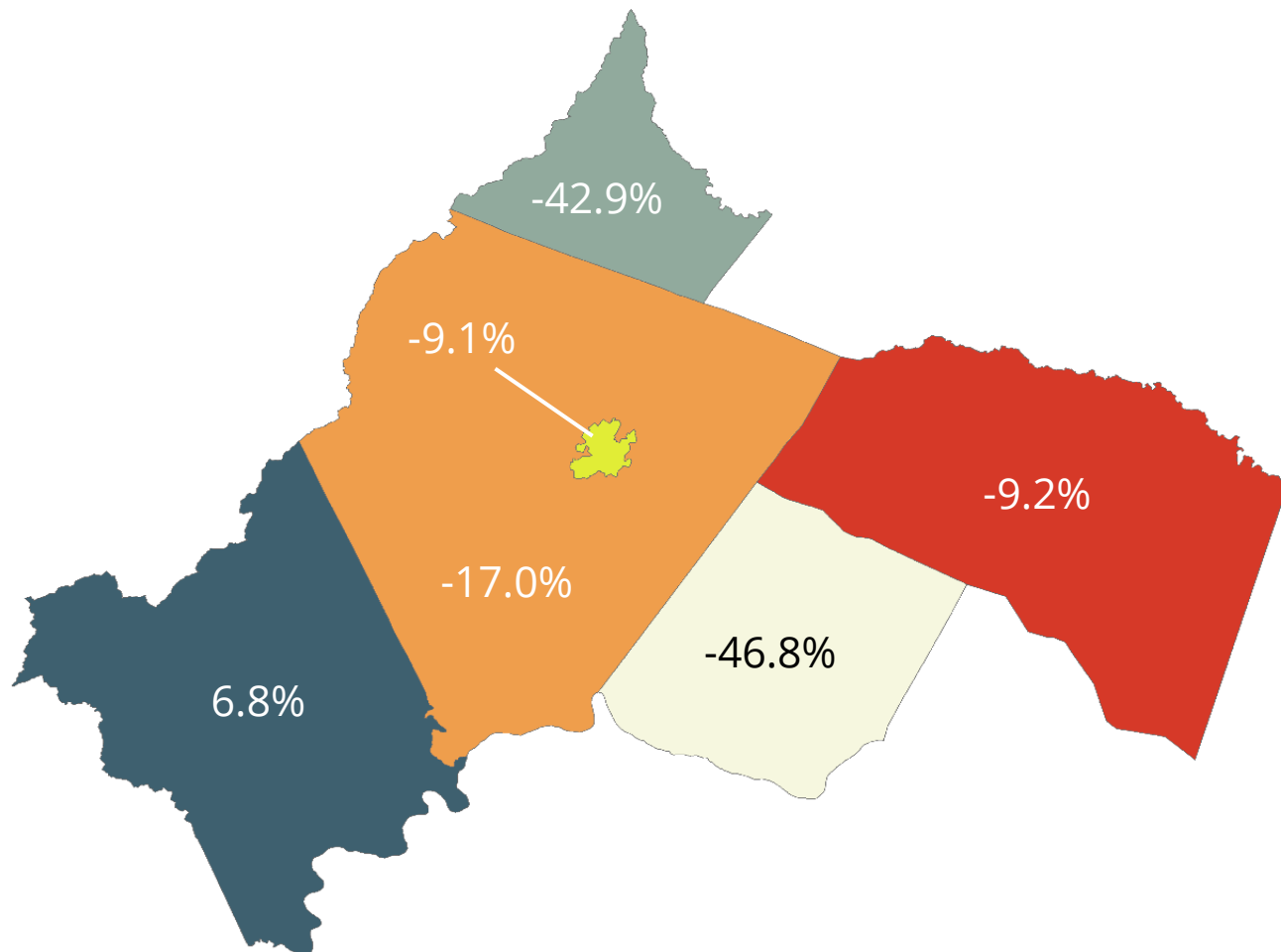
Jurisdiction	Active Listings		% Chg
	Sep-22	Sep-23	
Albemarle County	315	298	-5.4%
Charlottesville	66	51	-22.7%
Fluvanna County	123	52	-57.7%
Greene County	64	51	-20.3%
Louisa County	203	194	-4.4%
Nelson County	58	91	56.9%
<b>CAAR</b>	<b>829</b>	<b>737</b>	<b>-11.1%</b>

# Active Listings: Proposed Listings



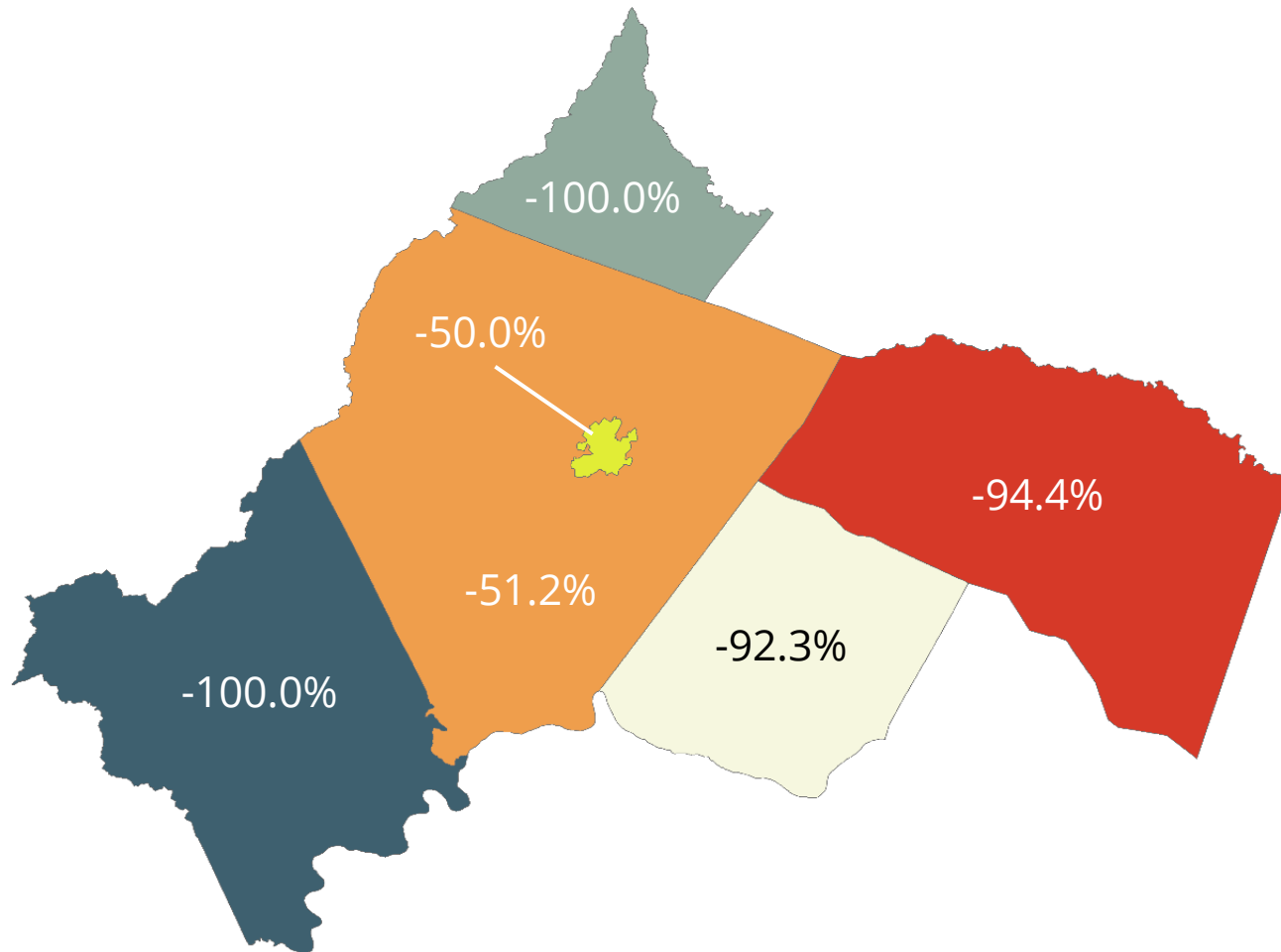
Jurisdiction	Active Listings		% Chg
	Sep-22	Sep-23	
Albemarle County	93	84	-9.7%
Charlottesville	4	1	-75.0%
Fluvanna County	42	11	-73.8%
Greene County	14	7	-50.0%
Louisa County	7	13	85.7%
Nelson County	1	2	100.0%
<b>CAAR</b>	<b>161</b>	<b>118</b>	<b>-26.7%</b>

# New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Sep-22	Sep-23	
Albemarle County	206	171	-17.0%
Charlottesville	44	40	-9.1%
Fluvanna County	62	33	-46.8%
Greene County	42	24	-42.9%
Louisa County	109	99	-9.2%
Nelson County	44	47	6.8%
<b>CAAR</b>	<b>507</b>	<b>414</b>	<b>-18.3%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

<i>Jurisdiction</i>	Sep-22	Sep-23	% Chg
Albemarle County	41	20	-51.2%
Charlottesville	2	1	-50.0%
Fluvanna County	13	1	-92.3%
Greene County	5	0	-100.0%
Louisa County	18	1	-94.4%
Nelson County	4	0	-100.0%
<b>CAAR</b>	<b>83</b>	<b>23</b>	<b>-72.3%</b>



# Total Market Overview



Key Metrics	2-year Trends		Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21	Sep-23						
Sales			345	<b>266</b>	-22.9%	3,129	<b>2,816</b>	-10.0%
Pending Sales			345	<b>293</b>	-15.1%	3,330	<b>3,178</b>	-4.6%
New Listings			507	<b>414</b>	-18.3%	4,283	<b>4,051</b>	-5.4%
Median List Price			\$399,900	<b>\$435,450</b>	8.9%	\$399,900	<b>\$429,990</b>	7.5%
Median Sales Price			\$396,270	<b>\$439,950</b>	11.0%	\$406,368	<b>\$430,000</b>	5.8%
Median Price Per Square Foot			\$227	<b>\$238</b>	4.9%	\$237	<b>\$239</b>	1.2%
Sold Dollar Volume (in millions)			\$165.2	<b>\$131.8</b>	-20.2%	\$1,591.3	<b>\$1,509.9</b>	-5.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			26	<b>32</b>	21.4%	21	<b>34</b>	61.7%
Active Listings			829	<b>737</b>	-11.1%	n/a	<b>n/a</b>	n/a
Months of Supply			2.1	<b>2.4</b>	12.0%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



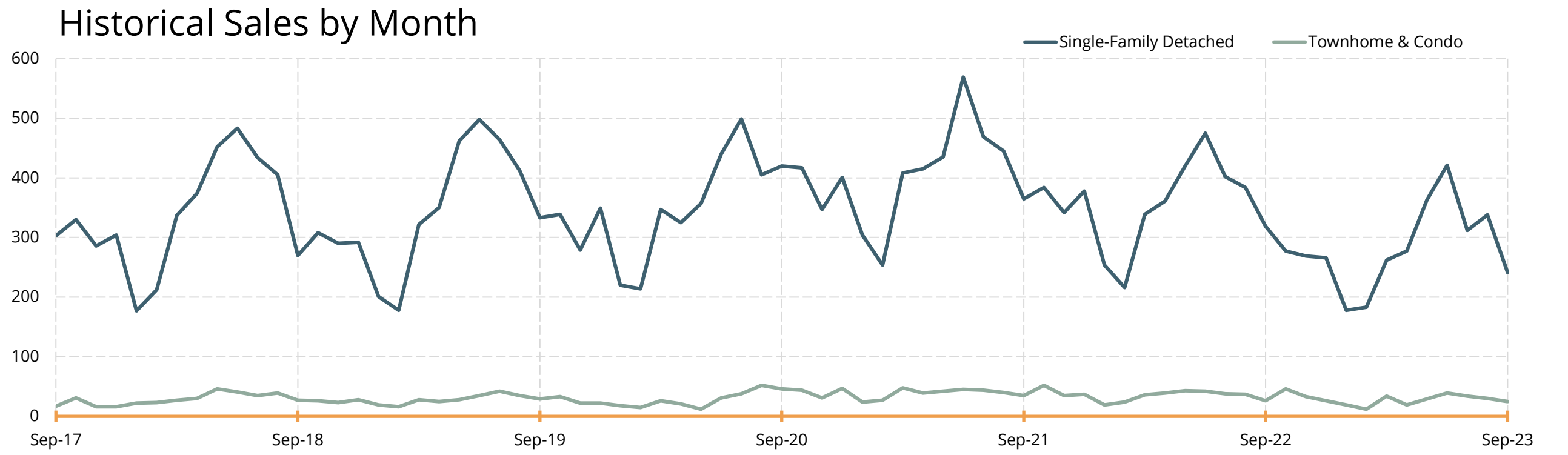
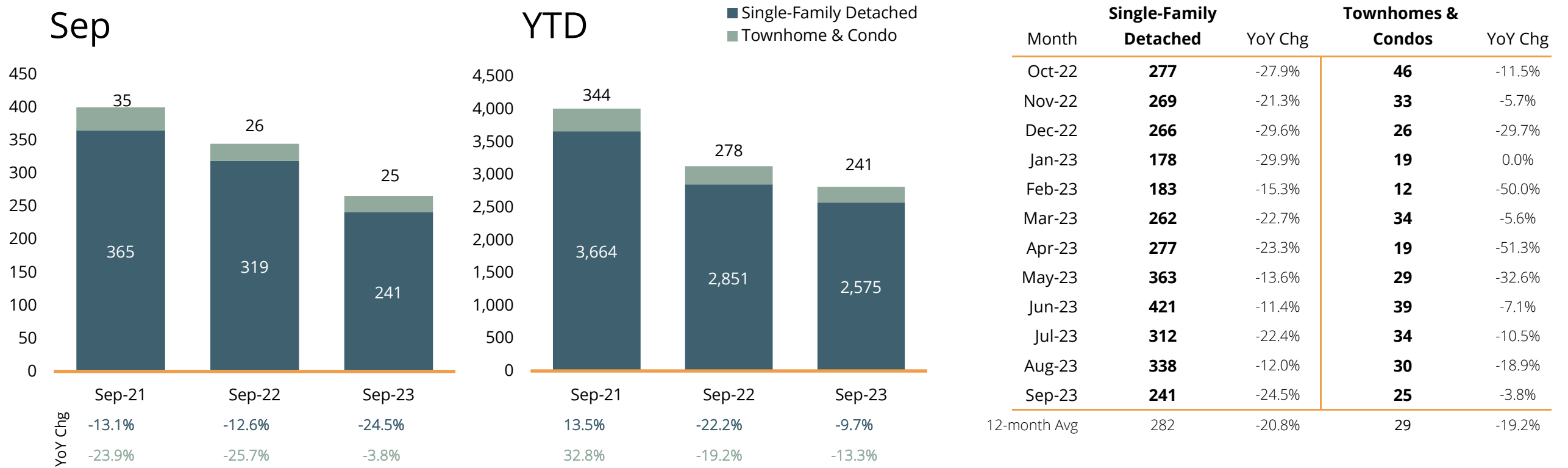
Key Metrics	2-year Trends		Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21	Sep-23						
Sales			319	<b>241</b>	-24.5%	2,851	<b>2,575</b>	-9.7%
Pending Sales			311	<b>278</b>	-10.6%	3,016	<b>2,918</b>	-3.2%
New Listings			479	<b>389</b>	-18.8%	3,885	<b>3,745</b>	-3.6%
Median List Price			\$410,000	<b>\$449,950</b>	9.7%	\$415,000	<b>\$445,000</b>	7.2%
Median Sales Price			\$405,000	<b>\$450,000</b>	11.1%	\$420,000	<b>\$448,500</b>	6.8%
Median Price Per Square Foot			\$226	<b>\$237</b>	4.6%	\$236	<b>\$239</b>	1.3%
Sold Dollar Volume (in millions)			\$157.9	<b>\$122.2</b>	-22.6%	\$1,502.5	<b>\$1,426.4</b>	-5.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			26	<b>30</b>	18.4%	22	<b>35</b>	57.3%
Active Listings			787	<b>684</b>	-13.1%	n/a	<b>n/a</b>	n/a
Months of Supply			2.2	<b>2.4</b>	9.7%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview



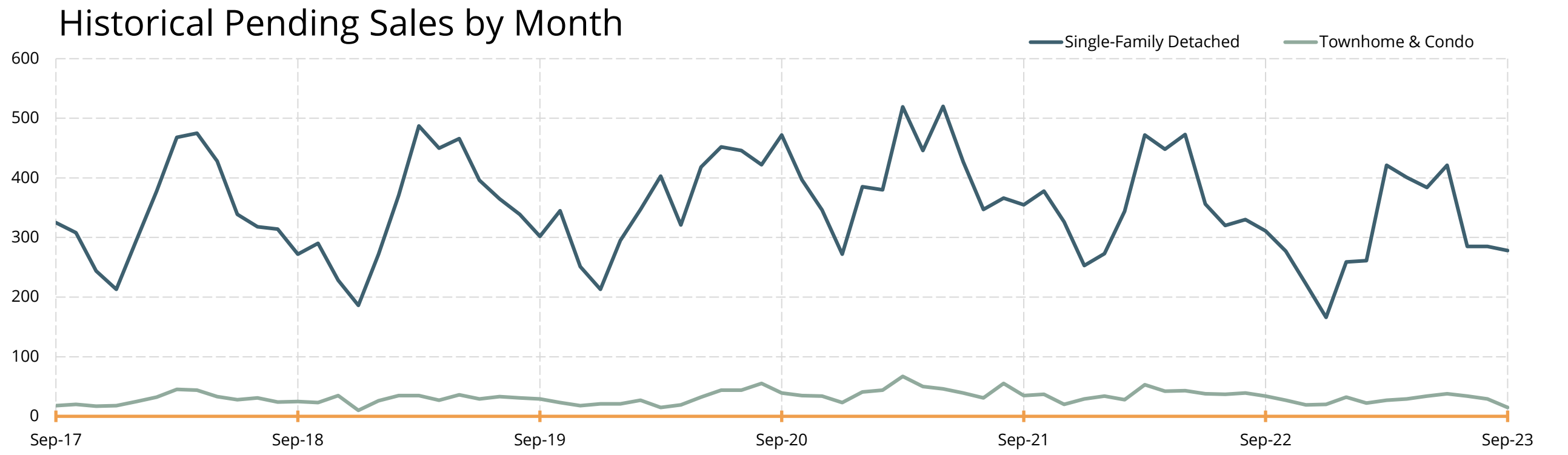
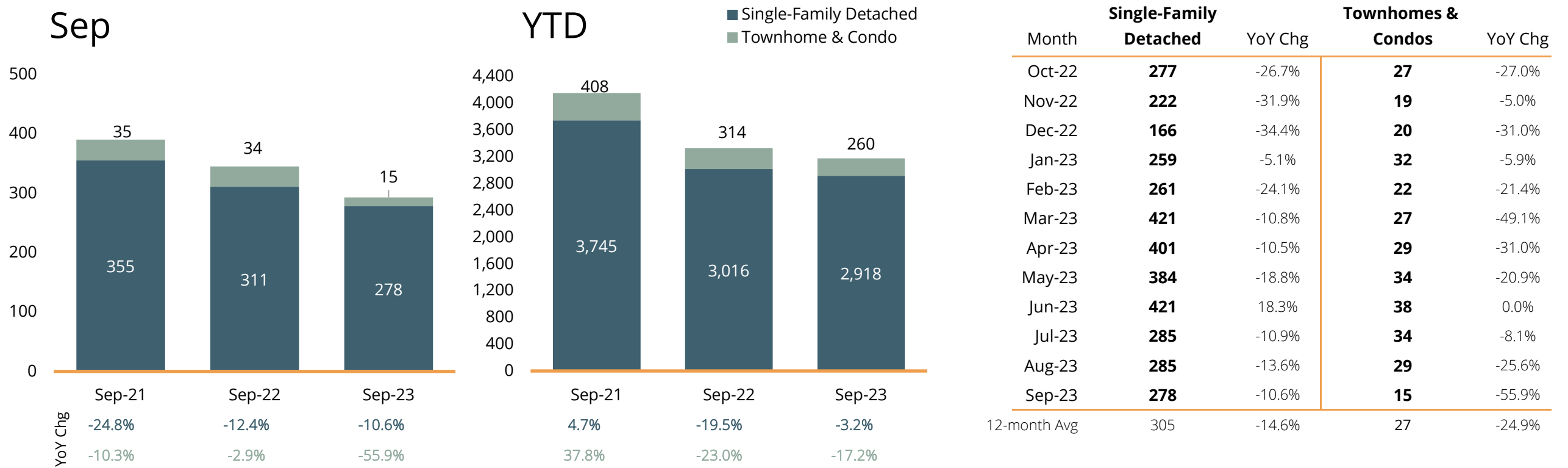
Key Metrics	2-year Trends		Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21	Sep-23						
Sales			26	<b>25</b>	-3.8%	278	<b>241</b>	-13.3%
Pending Sales			34	<b>15</b>	-55.9%	314	<b>260</b>	-17.2%
New Listings			28	<b>25</b>	-10.7%	398	<b>306</b>	-23.1%
Median List Price			\$275,000	<b>\$295,000</b>	7.3%	\$265,000	<b>\$278,500</b>	5.1%
Median Sales Price			\$270,000	<b>\$295,000</b>	9.3%	\$265,500	<b>\$280,000</b>	5.5%
Median Price Per Square Foot			\$258	<b>\$267</b>	3.8%	\$244	<b>\$243</b>	-0.5%
Sold Dollar Volume (in millions)			\$7.3	<b>\$9.6</b>	32.7%	\$88.9	<b>\$83.5</b>	-6.0%
Median Sold/Ask Price Ratio			99.5%	<b>100.0%</b>	0.5%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			33	<b>45</b>	38.3%	13	<b>32</b>	136.5%
Active Listings			42	<b>53</b>	26.2%	n/a	<b>n/a</b>	n/a
Months of Supply			1.2	<b>1.8</b>	55.9%	n/a	<b>n/a</b>	n/a

# Sales



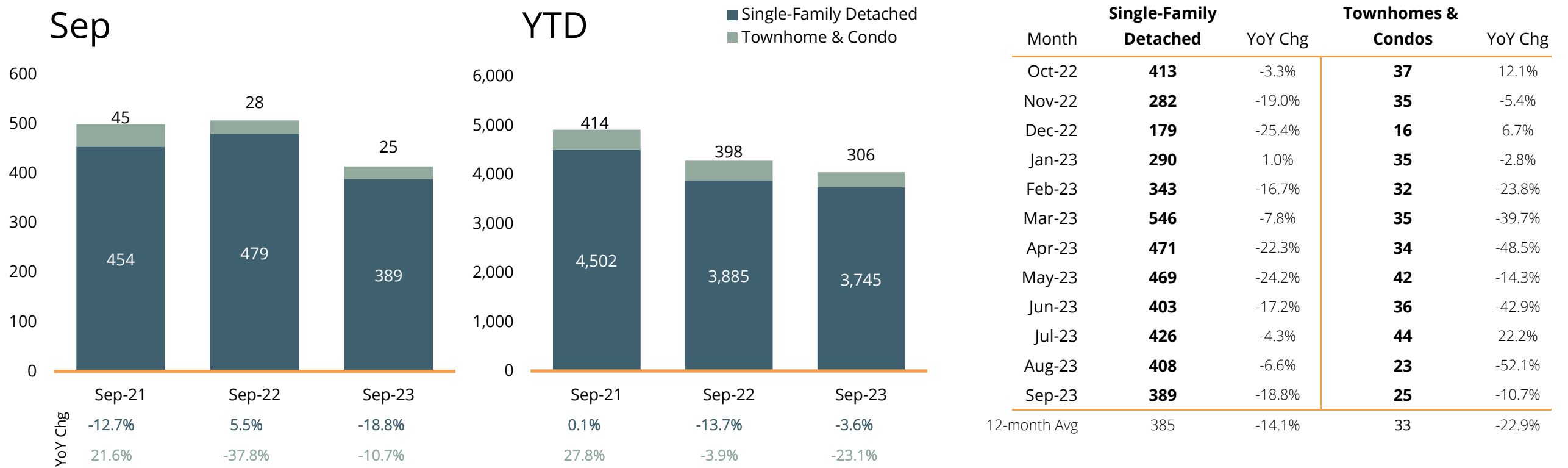
Source: Virginia REALTORS®, data accessed October 15, 2023

# Pending Sales

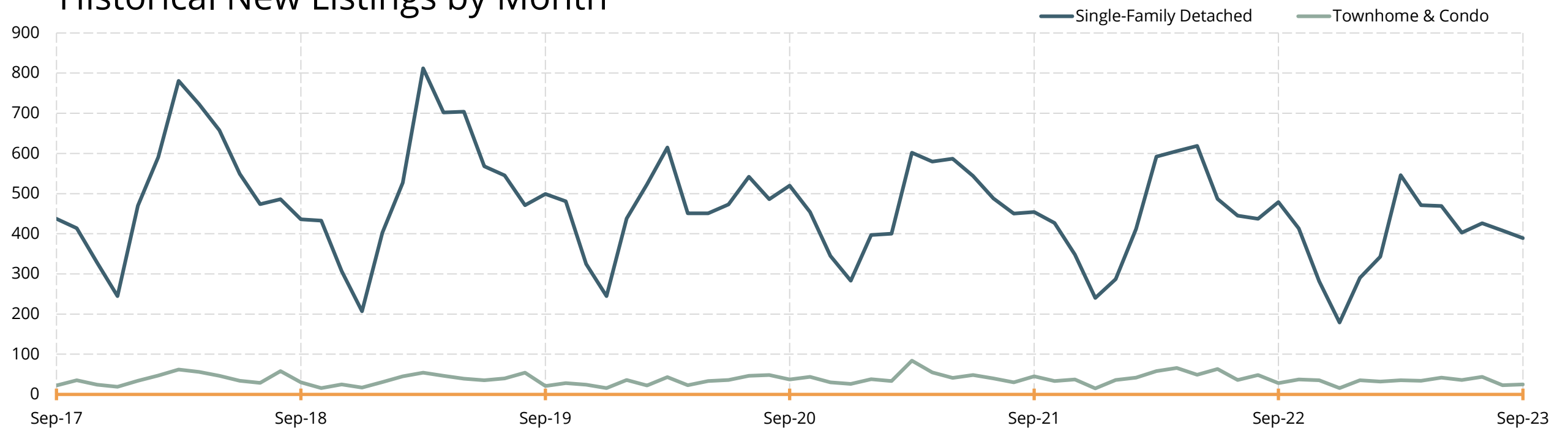


Source: Virginia REALTORS®, data accessed October 15, 2023

# New Listings

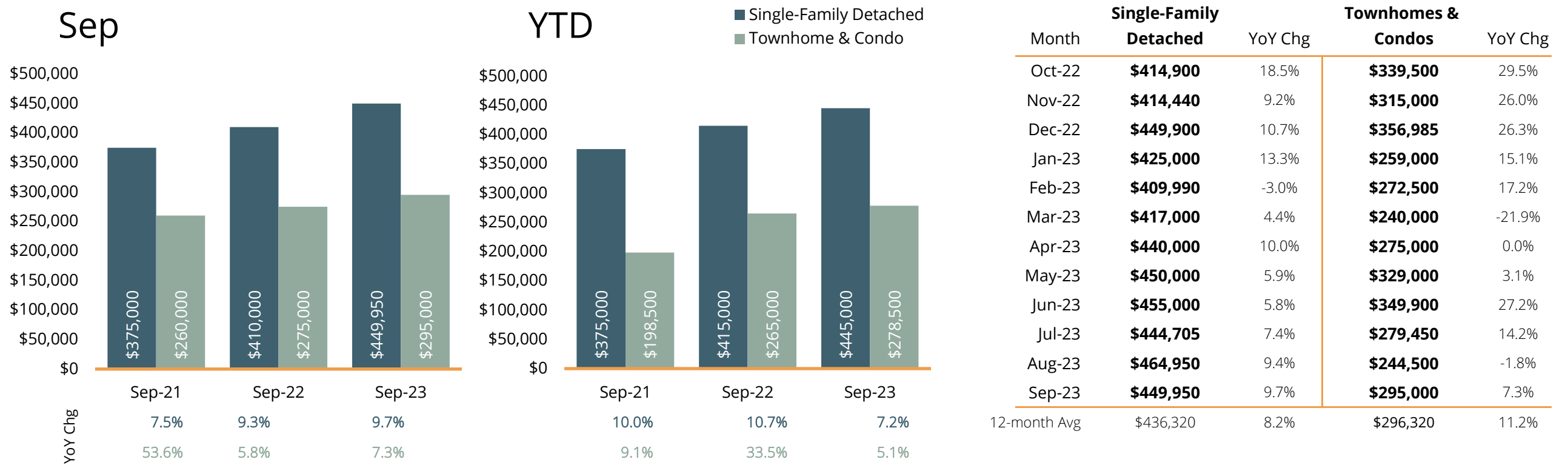


## Historical New Listings by Month

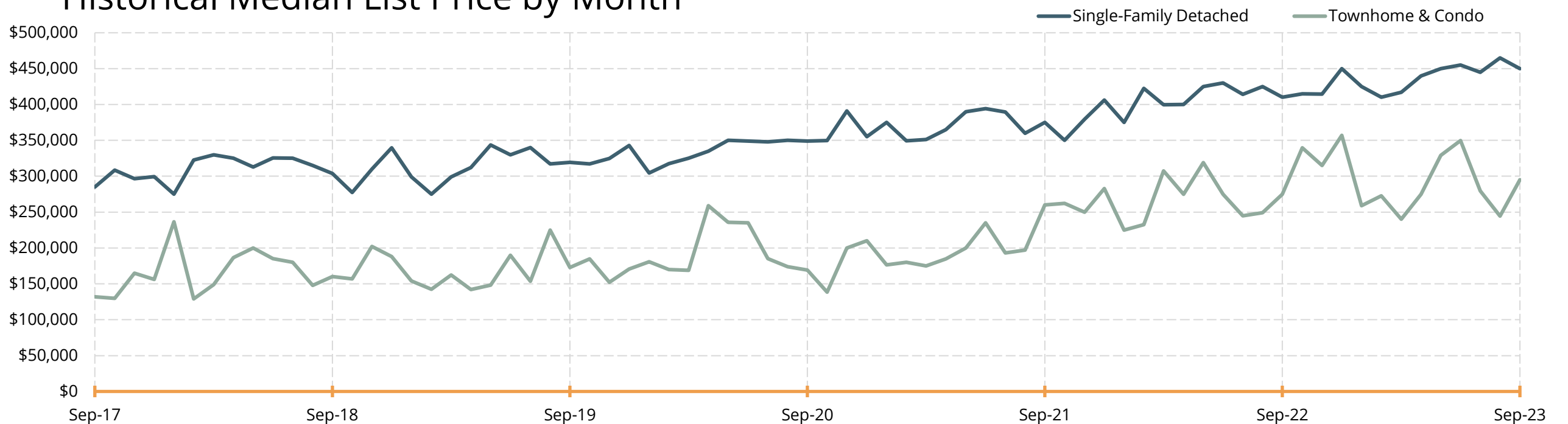


Source: Virginia REALTORS®, data accessed October 15, 2023

# Median List Price

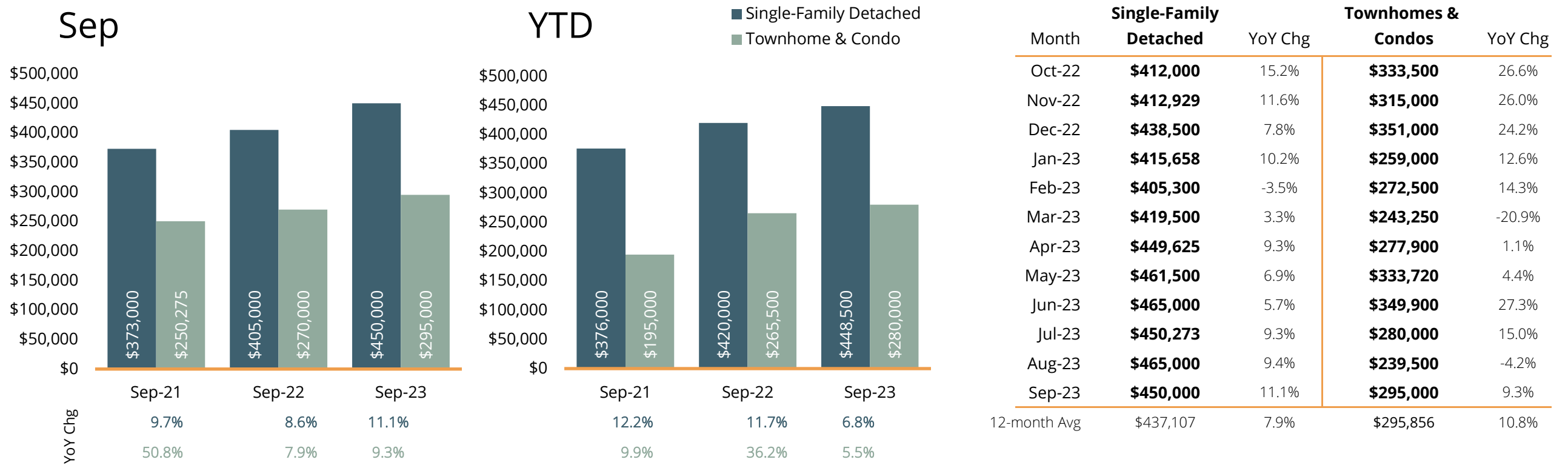


## Historical Median List Price by Month

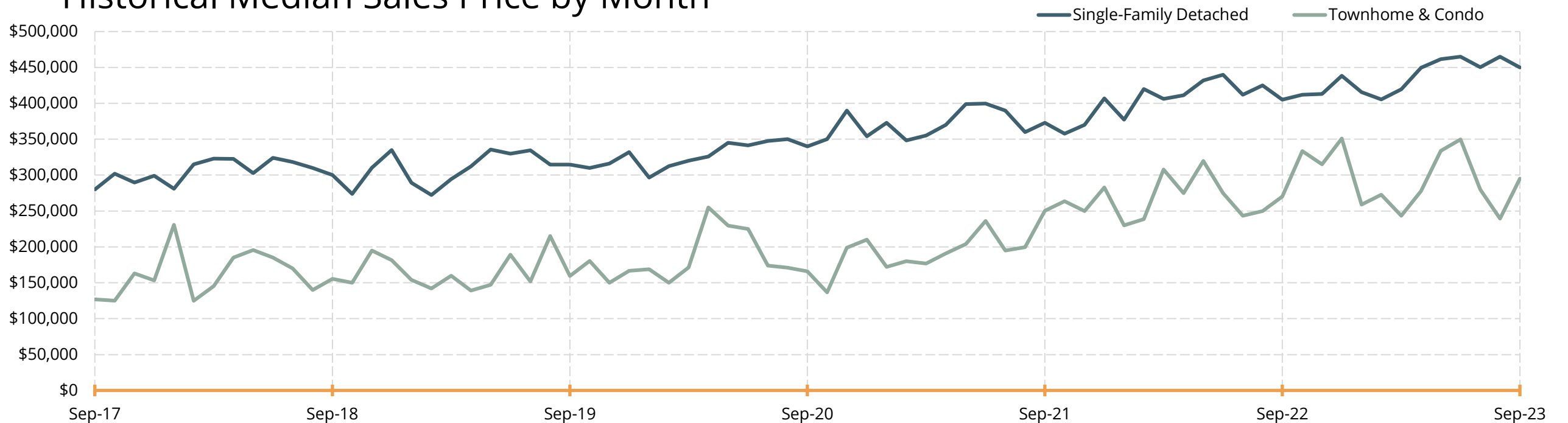


Source: Virginia REALTORS®, data accessed October 15, 2023

# Median Sales Price



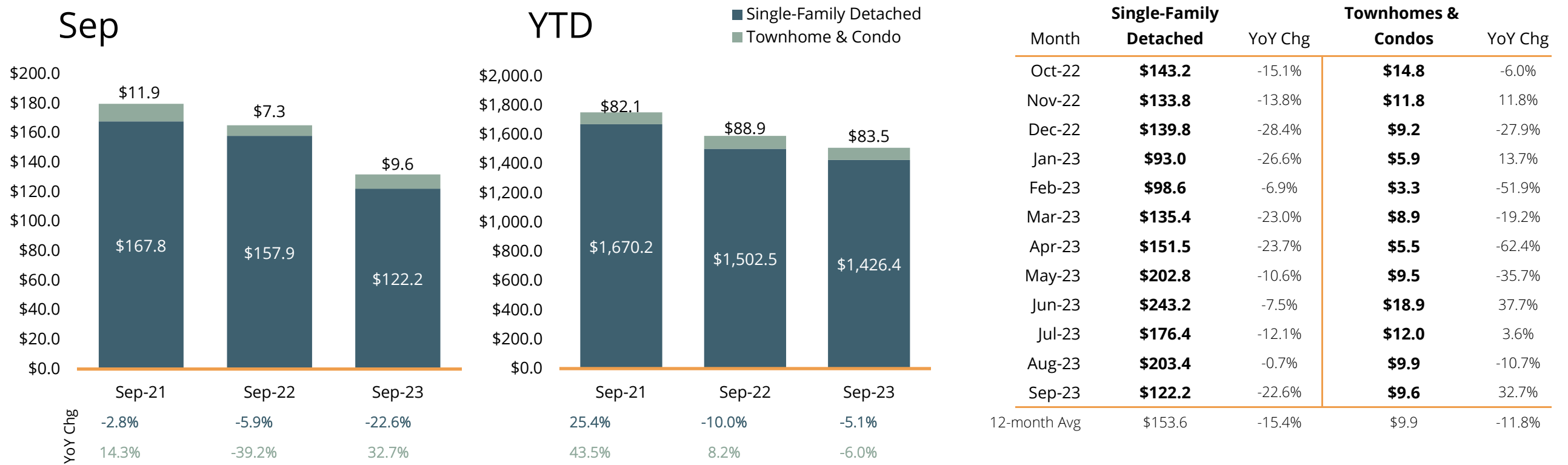
## Historical Median Sales Price by Month



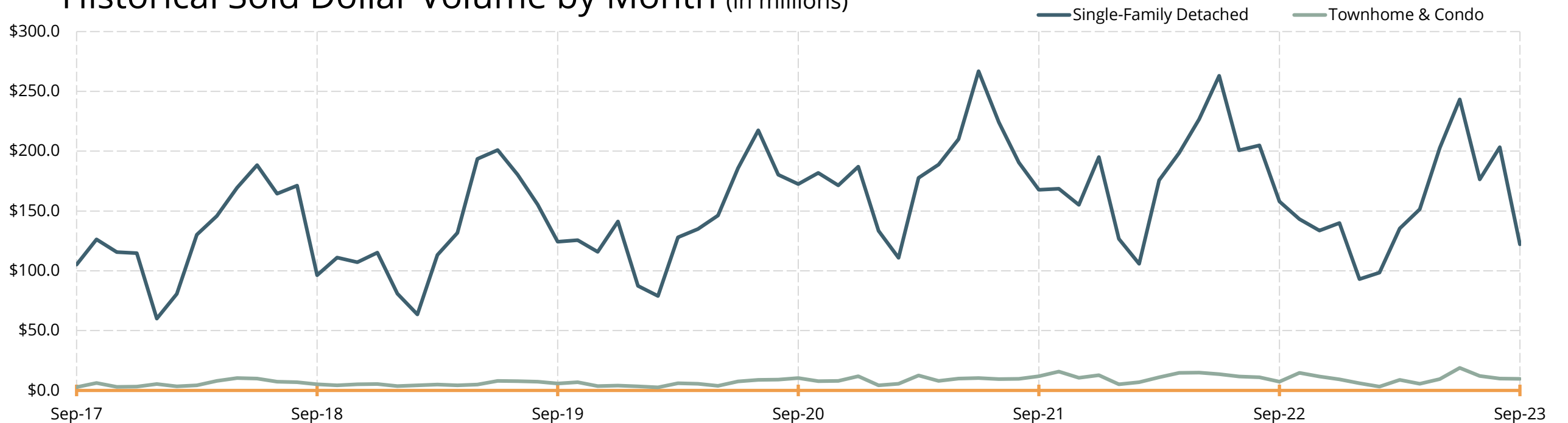
Source: Virginia REALTORS®, data accessed October 15, 2023



# Sold Dollar Volume (in millions)

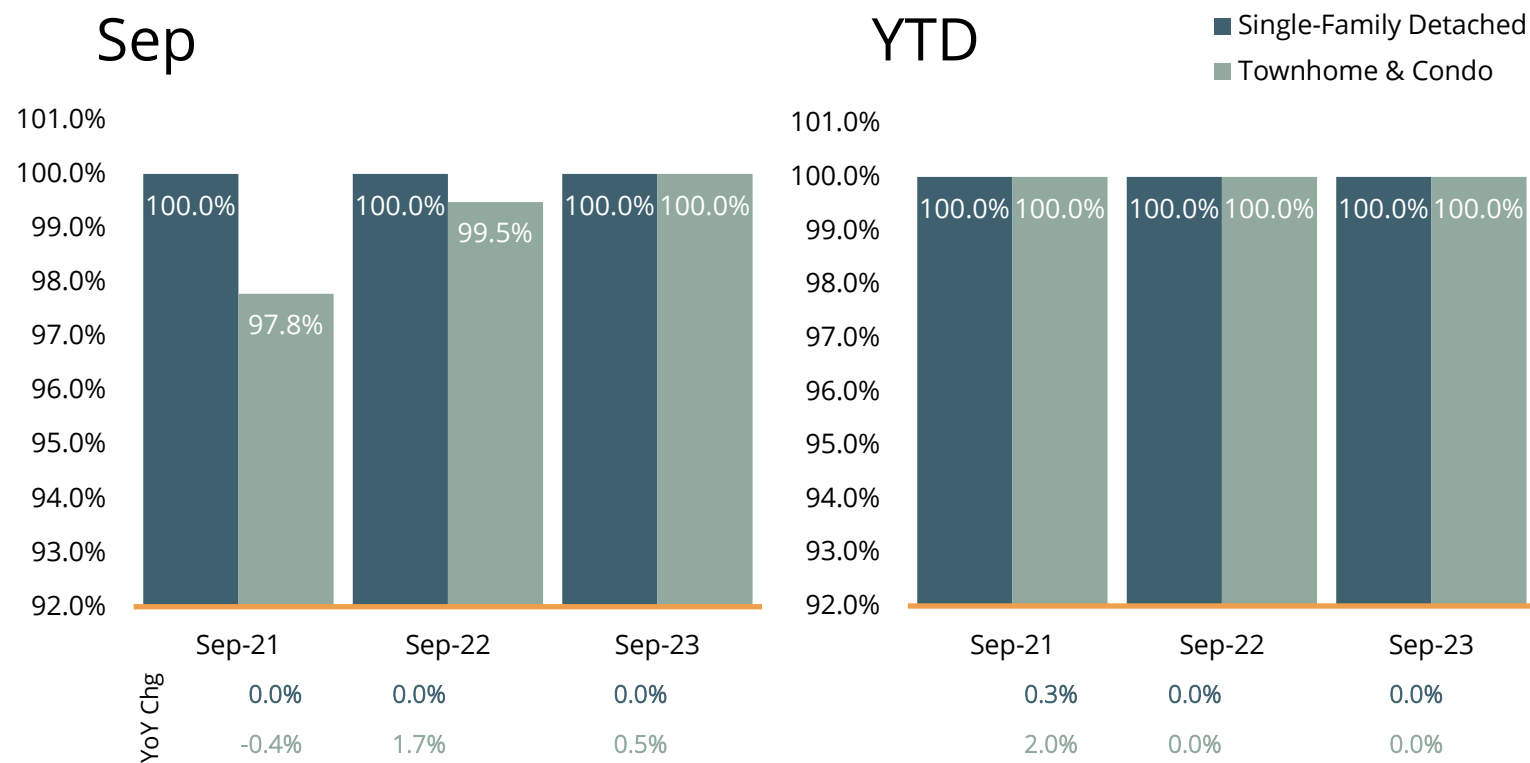


## Historical Sold Dollar Volume by Month (in millions)



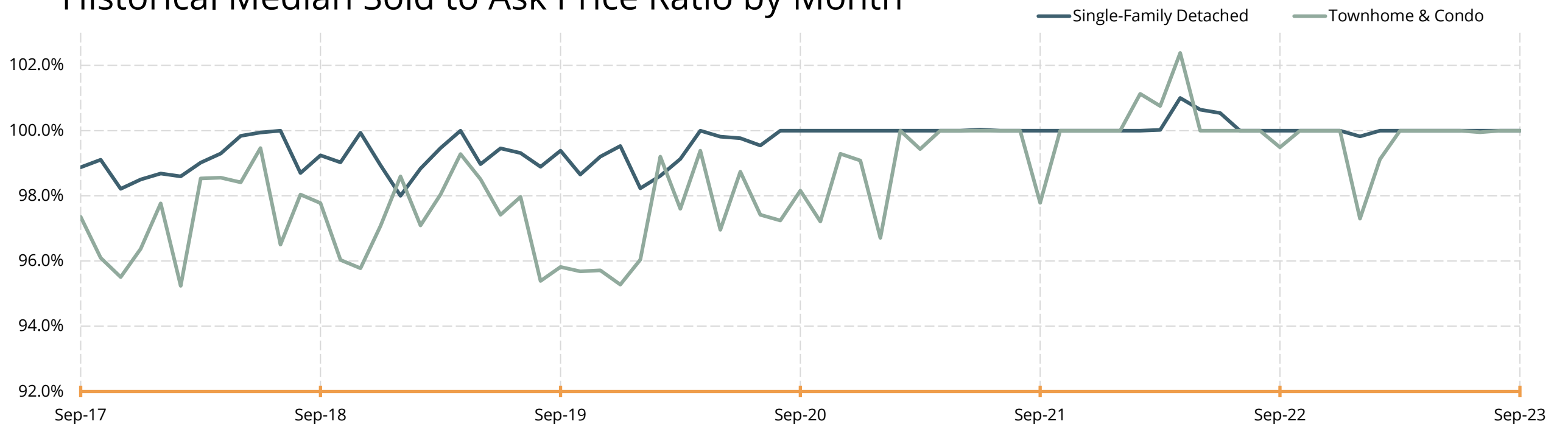
Source: Virginia REALTORS®, data accessed October 15, 2023

# Median Sold to Ask Price Ratio

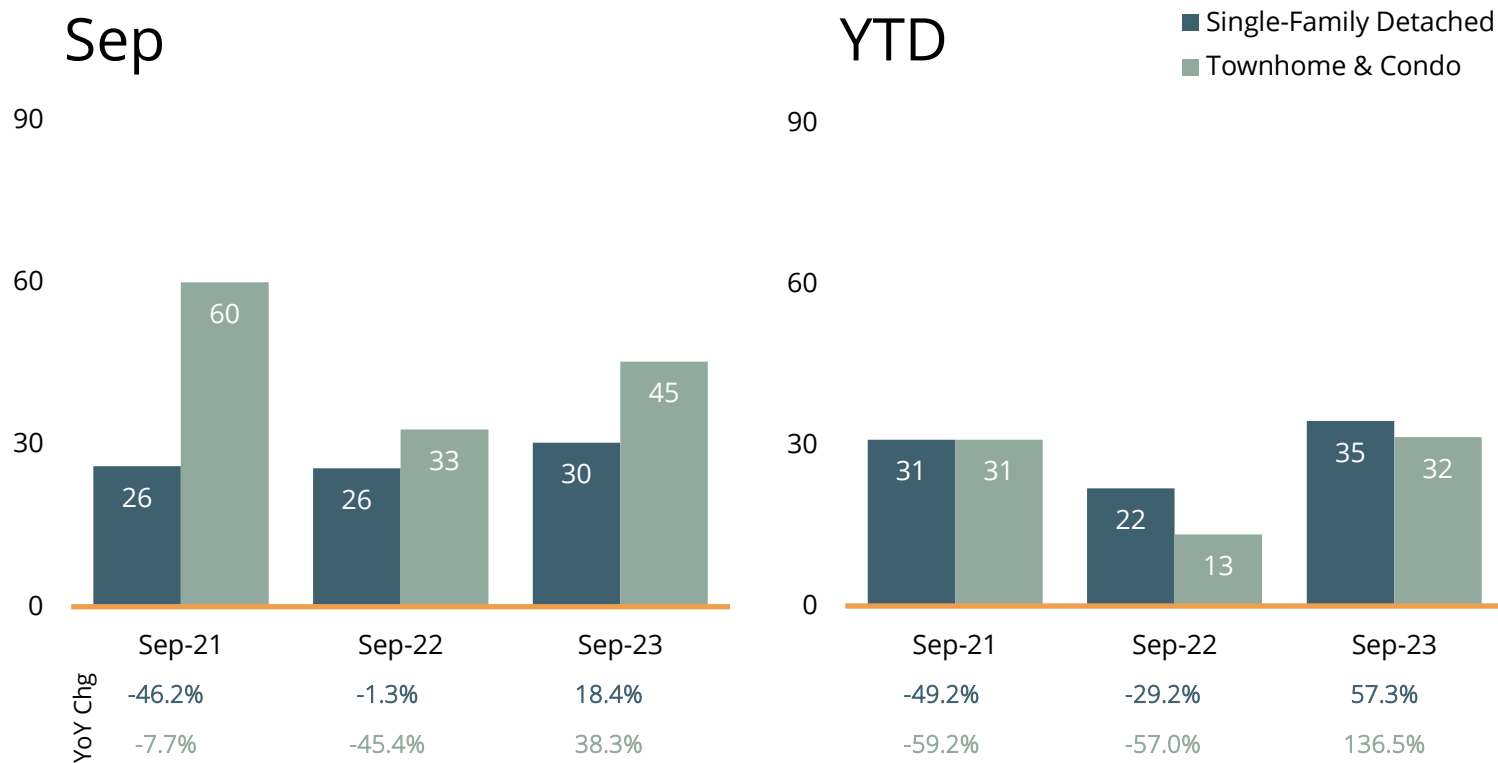


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	100.0%	0.0%	100.0%	0.0%
Nov-22	100.0%	0.0%	100.0%	0.0%
Dec-22	100.0%	0.0%	100.0%	0.0%
Jan-23	99.8%	-0.2%	97.3%	-2.7%
Feb-23	100.0%	0.0%	99.1%	-2.0%
Mar-23	100.0%	0.0%	100.0%	-0.8%
Apr-23	100.0%	-1.0%	100.0%	-2.3%
May-23	100.0%	-0.6%	100.0%	0.0%
Jun-23	100.0%	-0.5%	100.0%	0.0%
Jul-23	100.0%	0.0%	99.9%	-0.1%
Aug-23	100.0%	0.0%	100.0%	0.0%
Sep-23	100.0%	0.0%	100.0%	0.5%
12-month Avg	100.0%	-0.2%	99.7%	-0.6%

## Historical Median Sold to Ask Price Ratio by Month

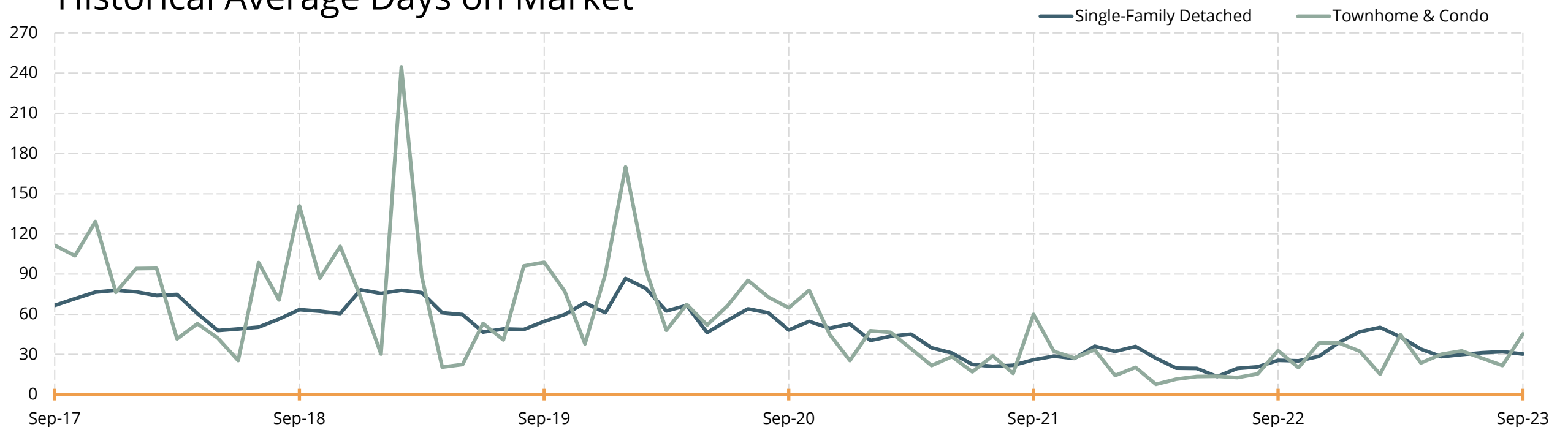


# Average Days on Market



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	25	-12.1%	20	-37.5%
Nov-22	29	5.6%	38	40.2%
Dec-22	39	8.1%	38	15.0%
Jan-23	47	45.2%	32	126.5%
Feb-23	50	39.1%	15	-25.3%
Mar-23	43	58.1%	45	480.1%
Apr-23	34	72.6%	24	103.9%
May-23	28	45.8%	30	121.4%
Jun-23	30	121.5%	33	137.0%
Jul-23	31	59.9%	27	115.1%
Aug-23	32	54.8%	22	41.5%
Sep-23	30	18.4%	45	38.3%
12-month Avg	35	36.9%	31	57.4%

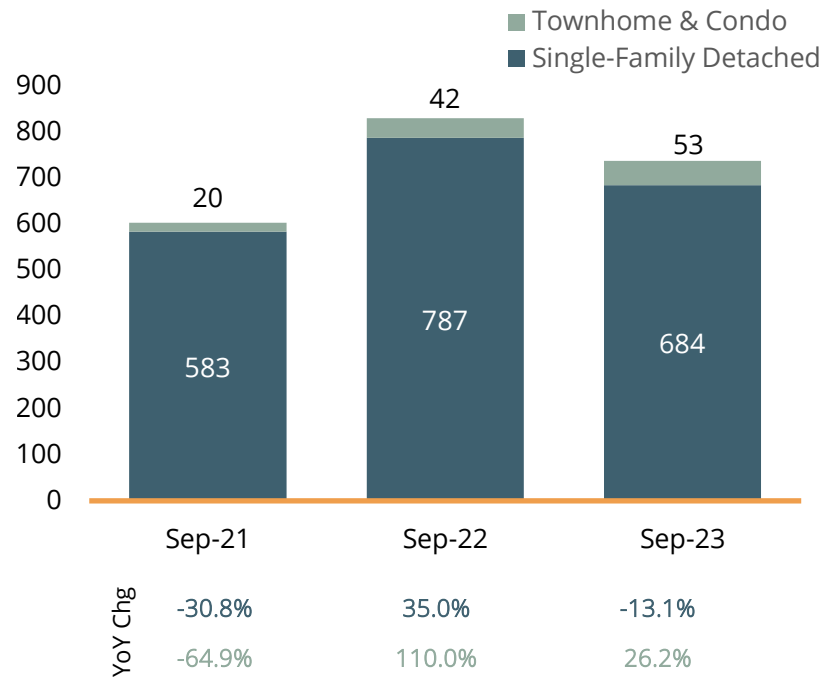
## Historical Average Days on Market



# Active Listings

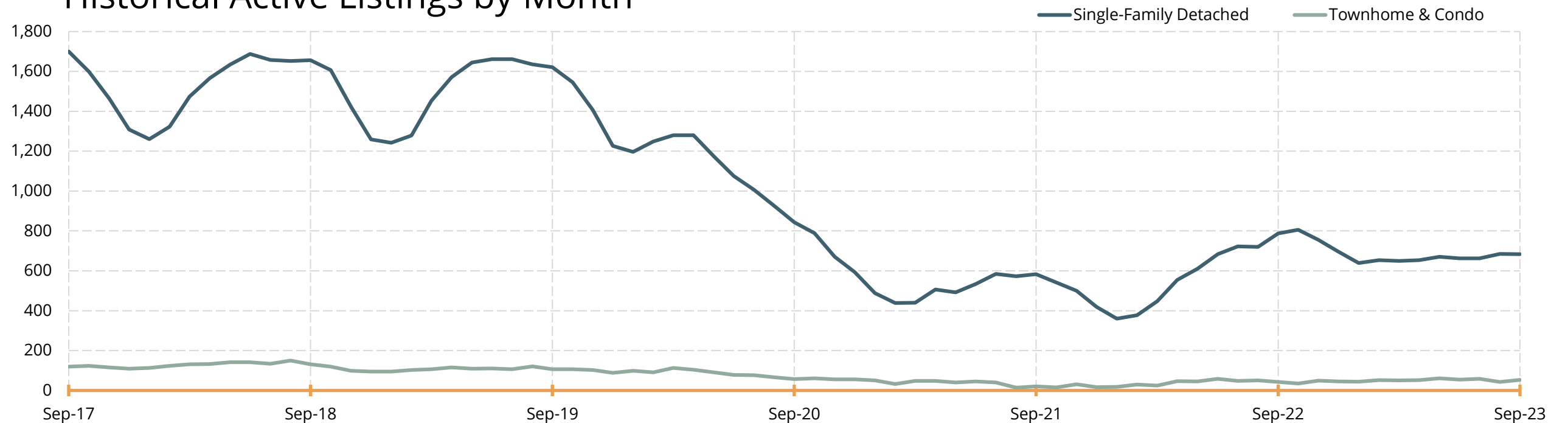


Sep



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	806	49.0%	35	133.3%
Nov-22	755	51.0%	49	58.1%
Dec-22	695	65.9%	45	164.7%
Jan-23	639	77.5%	44	144.4%
Feb-23	654	73.5%	52	79.3%
Mar-23	650	45.4%	50	100.0%
Apr-23	654	18.1%	52	13.0%
May-23	671	10.0%	61	35.6%
Jun-23	663	-2.9%	54	-6.9%
Jul-23	662	-8.3%	58	20.8%
Aug-23	685	-4.9%	43	-14.0%
Sep-23	684	-13.1%	53	26.2%
12-month Avg	685	22.3%	50	40.6%

## Historical Active Listings by Month

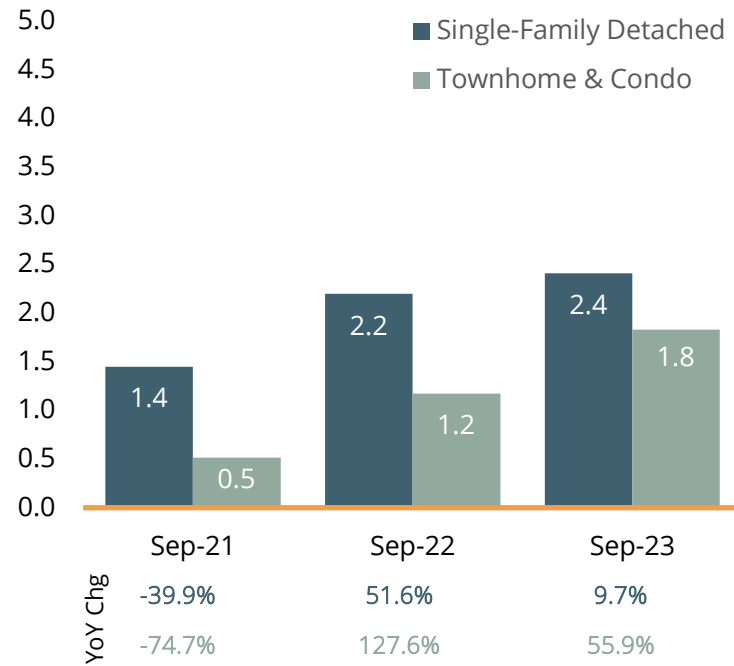


Source: Virginia REALTORS®, data accessed October 15, 2023

# Months of Supply

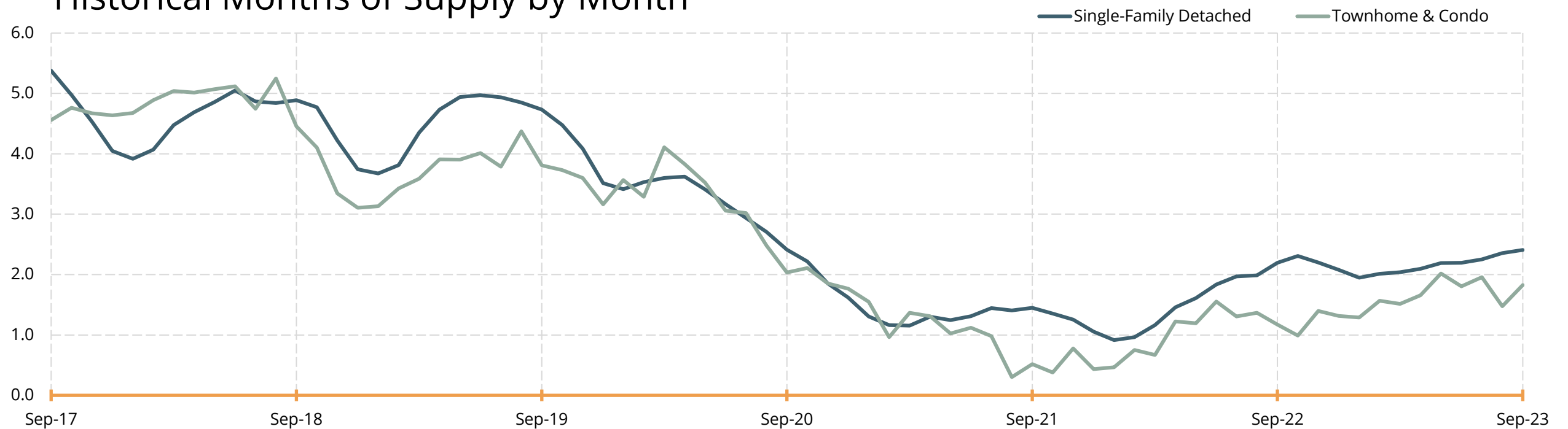


## Sep



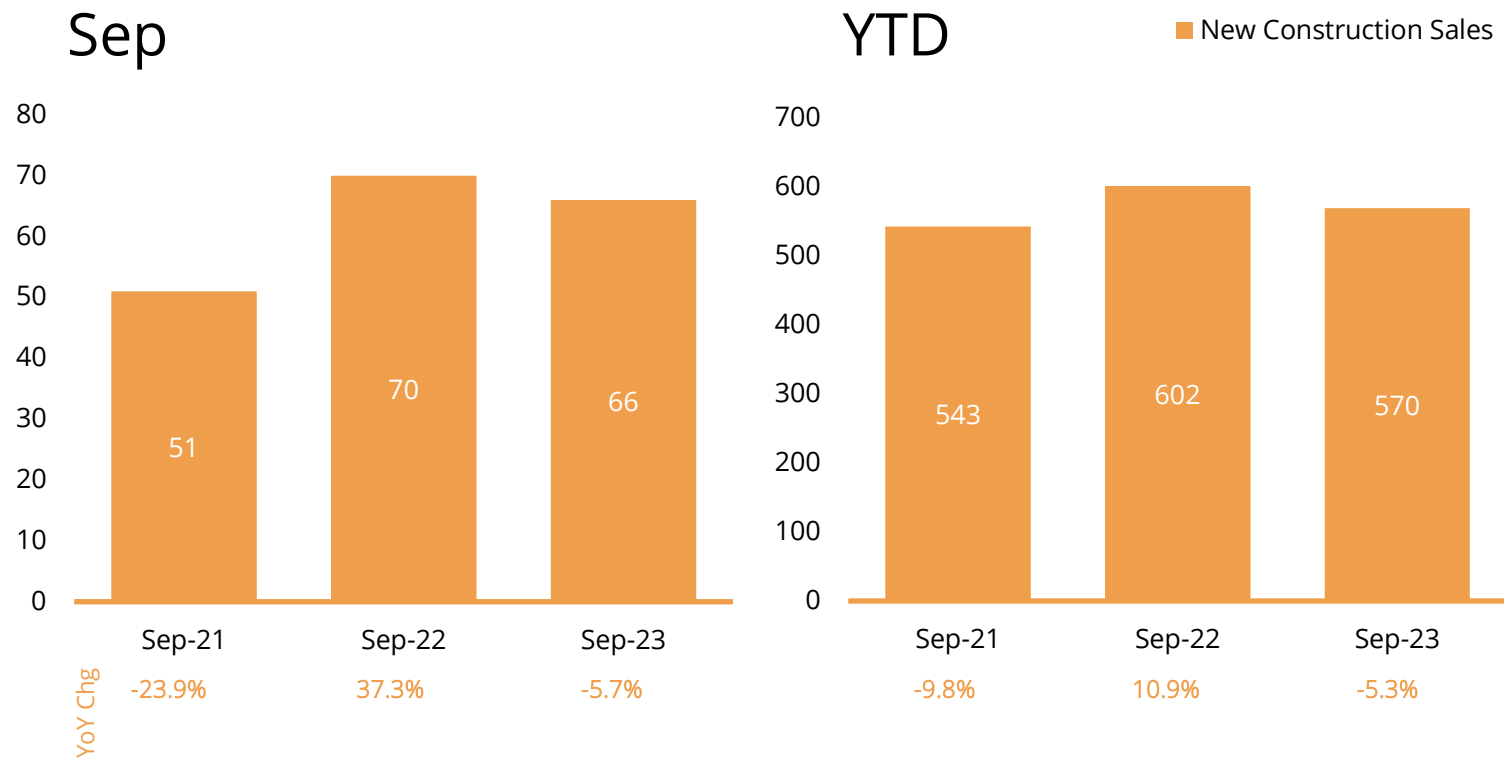
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	<b>2.3</b>	70.4%	<b>1.0</b>	160.8%
Nov-22	<b>2.2</b>	75.5%	<b>1.4</b>	79.5%
Dec-22	<b>2.1</b>	97.0%	<b>1.3</b>	202.8%
Jan-23	<b>1.9</b>	112.8%	<b>1.3</b>	177.2%
Feb-23	<b>2.0</b>	108.4%	<b>1.6</b>	108.1%
Mar-23	<b>2.0</b>	75.6%	<b>1.5</b>	127.3%
Apr-23	<b>2.1</b>	43.9%	<b>1.7</b>	35.6%
May-23	<b>2.2</b>	36.3%	<b>2.0</b>	68.8%
Jun-23	<b>2.2</b>	19.6%	<b>1.8</b>	16.2%
Jul-23	<b>2.2</b>	14.2%	<b>2.0</b>	49.7%
Aug-23	<b>2.4</b>	18.5%	<b>1.5</b>	7.9%
Sep-23	<b>2.4</b>	9.7%	<b>1.8</b>	55.9%
12-month Avg	2.2	46.9%	1.6	66.6%

## Historical Months of Supply by Month



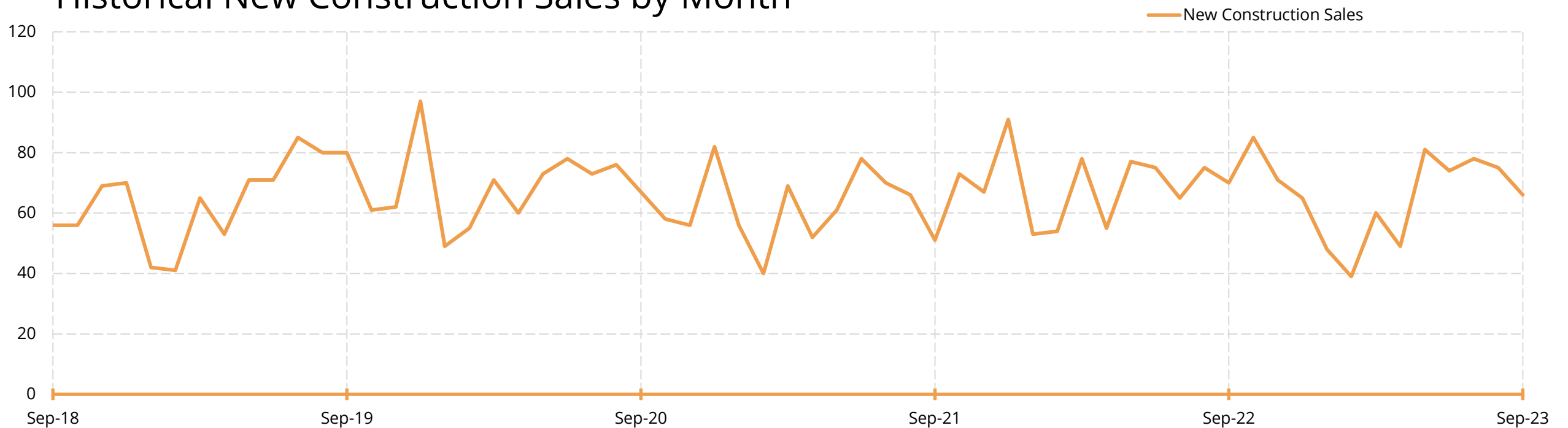
Source: Virginia REALTORS®, data accessed October 15, 2023

# New Construction Sales



New Construction		
Month	Sales	YoY Chg
Oct-22	85	16.4%
Nov-22	71	6.0%
Dec-22	65	-28.6%
Jan-23	48	-9.4%
Feb-23	39	-27.8%
Mar-23	60	-23.1%
Apr-23	49	-10.9%
May-23	81	5.2%
Jun-23	74	-1.3%
Jul-23	78	20.0%
Aug-23	75	0.0%
Sep-23	66	-5.7%
12-month Avg	66	-5.0%

## Historical New Construction Sales by Month



Source: Virginia REALTORS®, data accessed October 15, 2023

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	206	<b>171</b>	-17.0%	132	<b>102</b>	-22.7%	\$447,000	<b>\$516,113</b>	15.5%	315	<b>298</b>	-5.4%	2.0	<b>2.2</b>	11.6%
Charlottesville	44	<b>40</b>	-9.1%	30	<b>19</b>	-36.7%	\$375,000	<b>\$450,000</b>	20.0%	66	<b>51</b>	-22.7%	1.4	<b>1.5</b>	7.7%
Fluvanna County	62	<b>33</b>	-46.8%	55	<b>44</b>	-20.0%	\$335,000	<b>\$382,500</b>	14.2%	123	<b>52</b>	-57.7%	2.6	<b>1.3</b>	-49.3%
Greene County	42	<b>24</b>	-42.9%	22	<b>13</b>	-40.9%	\$331,475	<b>\$355,000</b>	7.1%	64	<b>51</b>	-20.3%	2.2	<b>2.8</b>	29.3%
Louisa County	109	<b>99</b>	-9.2%	67	<b>55</b>	-17.9%	\$399,900	<b>\$401,000</b>	0.3%	203	<b>194</b>	-4.4%	2.8	<b>3.3</b>	19.0%
Nelson County	44	<b>47</b>	6.8%	39	<b>33</b>	-15.4%	\$476,103	<b>\$335,000</b>	-29.6%	58	<b>91</b>	56.9%	1.6	<b>3.6</b>	115.7%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	1,747	<b>1,762</b>	0.9%	1,289	<b>1,240</b>	-3.8%	\$478,250	<b>\$509,623</b>	6.6%	297	<b>298</b>	0.3%
Charlottesville	475	<b>377</b>	-20.6%	405	<b>315</b>	-22.2%	\$427,500	<b>\$455,000</b>	6.4%	59	<b>51</b>	-13.6%
Fluvanna County	559	<b>426</b>	-23.8%	375	<b>346</b>	-7.7%	\$345,000	<b>\$349,900</b>	1.4%	112	<b>52</b>	-53.6%
Greene County	304	<b>252</b>	-17.1%	239	<b>167</b>	-30.1%	\$358,500	<b>\$385,000</b>	7.4%	64	<b>51</b>	-20.3%
Louisa County	852	<b>914</b>	7.3%	561	<b>529</b>	-5.7%	\$356,000	<b>\$385,000</b>	8.1%	182	<b>194</b>	6.6%
Nelson County	346	<b>320</b>	-7.5%	260	<b>219</b>	-15.8%	\$390,500	<b>\$325,000</b>	-16.8%	56	<b>91</b>	62.5%



# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	193	<b>162</b>	-16.1%	123	<b>92</b>	-25.2%	\$461,300	<b>\$534,775</b>	15.9%	299	<b>288</b>	-3.7%	2.1	<b>2.4</b>	15.1%
Charlottesville	40	<b>34</b>	-15.0%	23	<b>17</b>	-26.1%	\$390,000	<b>\$450,000</b>	15.4%	52	<b>40</b>	-23.1%	1.3	<b>1.3</b>	5.7%
Fluvanna County	62	<b>33</b>	-46.8%	55	<b>44</b>	-20.0%	\$335,000	<b>\$382,500</b>	14.2%	122	<b>52</b>	-57.4%	2.6	<b>1.3</b>	-48.9%
Greene County	42	<b>24</b>	-42.9%	22	<b>13</b>	-40.9%	\$331,475	<b>\$355,000</b>	7.1%	64	<b>51</b>	-20.3%	2.2	<b>2.8</b>	29.3%
Louisa County	109	<b>96</b>	-11.9%	66	<b>54</b>	-18.2%	\$398,085	<b>\$401,719</b>	0.9%	203	<b>190</b>	-6.4%	2.8	<b>3.3</b>	16.8%
Nelson County	33	<b>40</b>	21.2%	30	<b>21</b>	-30.0%	\$560,000	<b>\$460,000</b>	-17.9%	47	<b>63</b>	34.0%	2.1	<b>3.7</b>	81.6%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	1,553	<b>1,609</b>	3.6%	1,166	<b>1,114</b>	-4.5%	\$500,000	<b>\$530,000</b>	6.0%	273	<b>288</b>	5.5%
Charlottesville	399	<b>330</b>	-17.3%	348	<b>275</b>	-21.0%	\$457,000	<b>\$485,000</b>	6.1%	47	<b>40</b>	-14.9%
Fluvanna County	557	<b>425</b>	-23.7%	374	<b>346</b>	-7.5%	\$344,750	<b>\$349,900</b>	1.5%	111	<b>52</b>	-53.2%
Greene County	304	<b>252</b>	-17.1%	239	<b>167</b>	-30.1%	\$358,500	<b>\$385,000</b>	7.4%	64	<b>51</b>	-20.3%
Louisa County	848	<b>898</b>	5.9%	559	<b>525</b>	-6.1%	\$356,000	<b>\$385,000</b>	8.1%	182	<b>190</b>	4.4%
Nelson County	224	<b>231</b>	3.1%	165	<b>148</b>	-10.3%	\$469,000	<b>\$425,500</b>	-9.3%	43	<b>63</b>	46.5%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	13	<b>9</b>	-30.8%	9	<b>10</b>	11.1%	\$192,000	<b>\$300,000</b>	56.3%	16	<b>10</b>	-38%	1.0	<b>0.7</b>	-34%
Charlottesville	4	<b>6</b>	50.0%	7	<b>2</b>	-71.4%	\$265,000	<b>\$799,000</b>	201.5%	14	<b>11</b>	-21.4%	2.0	<b>2.4</b>	20.0%
Fluvanna County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	1	<b>0</b>	-100.0%	12.0	<b>0.0</b>	-100.0%
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Louisa County	0	<b>3</b>	n/a	1	<b>1</b>	0%	\$440,000	<b>\$294,000</b>	-33%	0	<b>4</b>	n/a	0.0	<b>9.6</b>	n/a
Nelson County	11	<b>7</b>	-36.4%	9	<b>12</b>	33.3%	\$325,000	<b>\$237,500</b>	-26.9%	11	<b>28</b>	154.5%	0.9	<b>3.2</b>	259.8%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Albemarle County	194	<b>153</b>	-21.1%	123	<b>126</b>	2.4%	\$275,000	<b>\$292,500</b>	6.4%	24	<b>10</b>	-58.3%
Charlottesville	76	<b>47</b>	-38.2%	57	<b>40</b>	-29.8%	\$315,000	<b>\$303,750</b>	-3.6%	12	<b>11</b>	-8.3%
Fluvanna County	2	<b>1</b>	-50.0%	1	<b>0</b>	-100.0%	\$400,000	<b>\$0</b>	-100.0%	1	<b>0</b>	-100.0%
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a
Louisa County	4	<b>16</b>	300.0%	2	<b>4</b>	100.0%	\$417,000	<b>\$372,495</b>	-10.7%	0	<b>4</b>	n/a
Nelson County	122	<b>89</b>	-27.0%	95	<b>71</b>	-25.3%	\$237,000	<b>\$242,000</b>	2.1%	13	<b>28</b>	115.4%



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