

Monthly Indicators



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings were down 13.0 percent for single-family homes and 11.0 percent for townhouse-condo properties. Pending Sales increased 2.8 percent for single-family homes but decreased 2.1 percent for townhouse-condo properties.

The Median Sales Price was up 9.3 percent to \$215,375 for single-family homes but decreased 0.7 percent to \$188,750 for townhouse-condo properties. Months Supply of Inventory decreased 24.6 percent for single-family units and 4.9 percent for townhouse-condo units.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Quick Facts

+ 19.8% **+ 7.8%** **- 18.7%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

A Research Tool Provided by Vermont REALTORS®. Percent changes are calculated using rounded figures.

| | |
|---|-----------|
| Single-Family Activity Overview | 2 |
| Townhouse-Condo Activity Overview | 3 |
| New Listings | 4 |
| Pending Sales | 5 |
| Closed Sales | 6 |
| Days on Market Until Sale | 7 |
| Median Sales Price | 8 |
| Average Sales Price | 9 |
| Percent of Original List Price Received | 10 |
| Housing Affordability Index | 11 |
| Inventory of Homes for Sale | 12 |
| Months Supply of Inventory | 13 |
| All Properties Activity Overview | 14 |
| Activity by County | 15 |

Single-Family Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | 11-2015 | 11-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 516 | 449 | - 13.0% | 11,218 | 10,231 | - 8.8% |
| Pending Sales | | 427 | 439 | + 2.8% | 5,901 | 6,148 | + 4.2% |
| Closed Sales | | 468 | 577 | + 23.3% | 5,637 | 5,969 | + 5.9% |
| Days on Market | | 175 | 143 | - 18.3% | 197 | 182 | - 7.6% |
| Median Sales Price | | \$197,000 | \$215,375 | + 9.3% | \$206,500 | \$215,000 | + 4.1% |
| Avg. Sales Price | | \$248,127 | \$265,764 | + 7.1% | \$247,256 | \$254,787 | + 3.0% |
| Pct. of Orig. Price Received | | 89.8% | 89.9% | + 0.1% | 90.4% | 91.1% | + 0.8% |
| Affordability Index | | 173 | 158 | - 8.7% | 165 | 158 | - 4.2% |
| Homes for Sale | | 7,112 | 5,608 | - 21.1% | -- | -- | -- |
| Months Supply | | 13.8 | 10.4 | - 24.6% | -- | -- | -- |

Townhouse-Condo Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



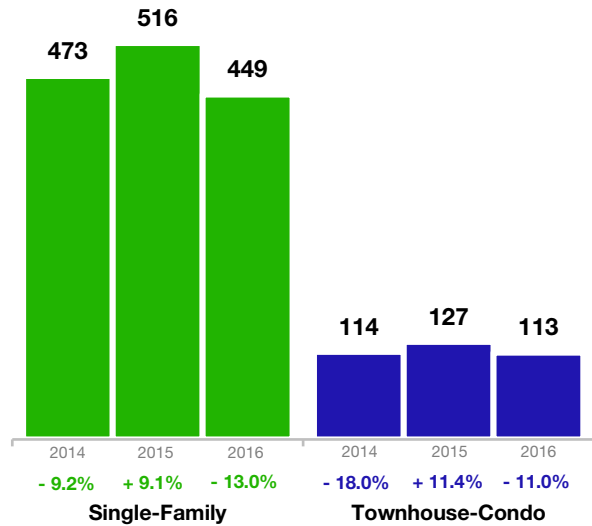
| Key Metrics | Historical Sparkbars | 11-2015 | 11-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 127 | 113 | - 11.0% | 2,025 | 2,028 | + 0.1% |
| Pending Sales | | 96 | 94 | - 2.1% | 1,371 | 1,362 | - 0.7% |
| Closed Sales | | 111 | 124 | + 11.7% | 1,290 | 1,320 | + 2.3% |
| Days on Market | | 208 | 128 | - 38.5% | 180 | 157 | - 12.8% |
| Median Sales Price | | \$190,000 | \$188,750 | - 0.7% | \$190,000 | \$199,000 | + 4.7% |
| Avg. Sales Price | | \$233,274 | \$231,540 | - 0.7% | \$226,312 | \$232,932 | + 2.9% |
| Pct. of Orig. Price Received | | 92.8% | 93.4% | + 0.6% | 93.5% | 94.4% | + 1.0% |
| Affordability Index | | 180 | 180 | 0.0% | 180 | 171 | - 5.0% |
| Homes for Sale | | 1,229 | 1,175 | - 4.4% | -- | -- | -- |
| Months Supply | | 10.2 | 9.7 | - 4.9% | -- | -- | -- |

New Listings

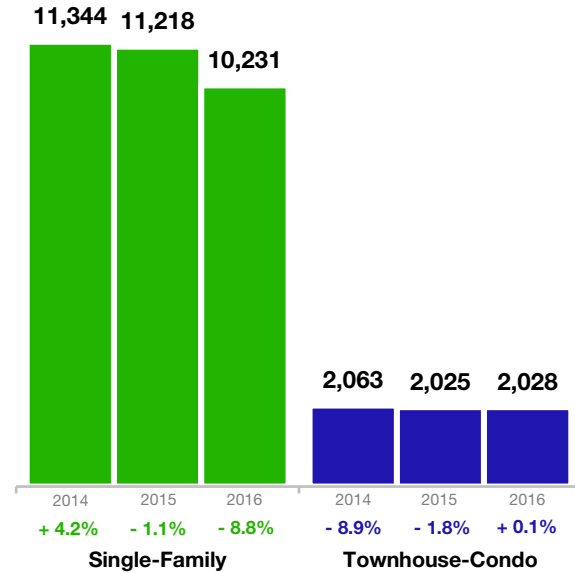
A count of the properties that have been newly listed on the market in a given month.



November

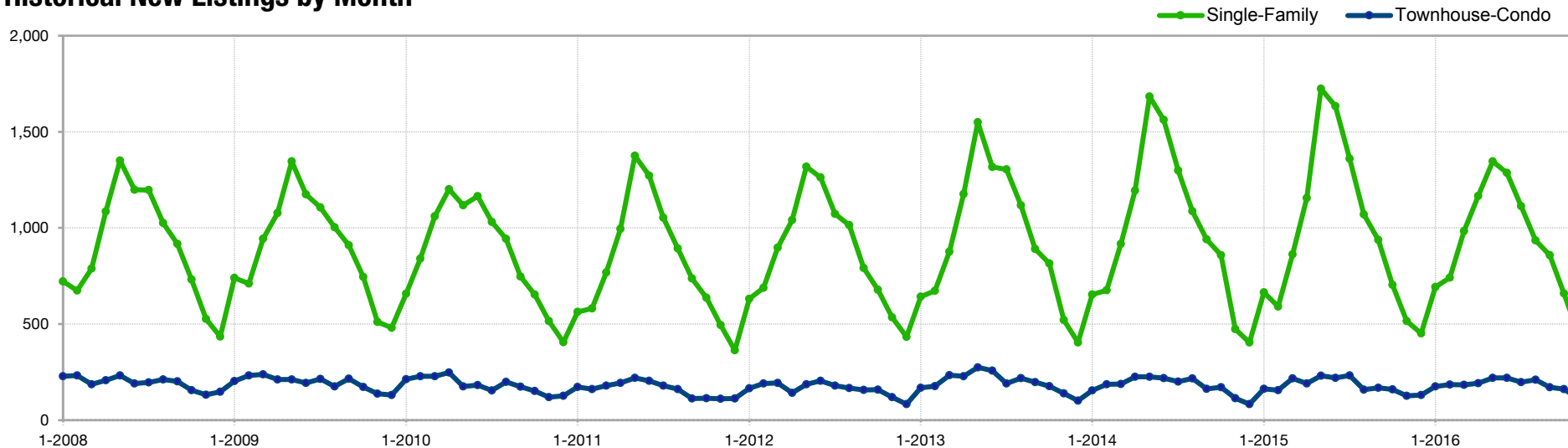


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 452 | +11.9% | 131 | +56.0% |
| Jan-2016 | 692 | +4.2% | 175 | +7.4% |
| Feb-2016 | 742 | +25.5% | 185 | +18.6% |
| Mar-2016 | 984 | +14.0% | 184 | -15.2% |
| Apr-2016 | 1,167 | +1.0% | 192 | +0.5% |
| May-2016 | 1,346 | -21.9% | 220 | -4.8% |
| Jun-2016 | 1,286 | -21.2% | 220 | 0.0% |
| Jul-2016 | 1,113 | -18.2% | 197 | -15.5% |
| Aug-2016 | 935 | -12.6% | 210 | +32.9% |
| Sep-2016 | 858 | -8.5% | 171 | +1.2% |
| Oct-2016 | 659 | -6.4% | 161 | +0.6% |
| Nov-2016 | 449 | -13.0% | 113 | -11.0% |
| 12-Month Avg | 969 | -8.1% | 176 | +2.4% |

Historical New Listings by Month

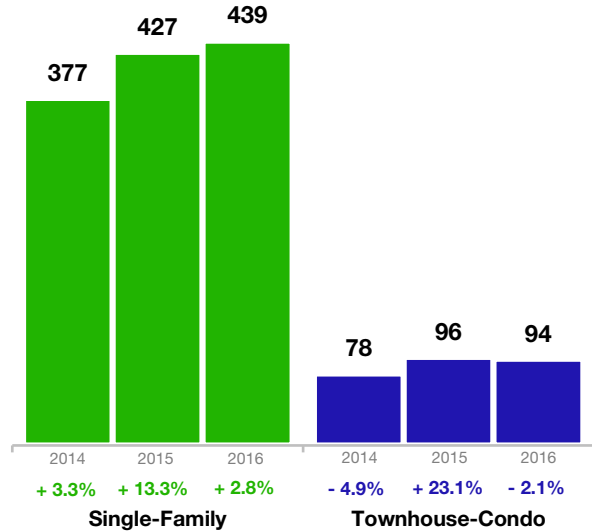


Pending Sales

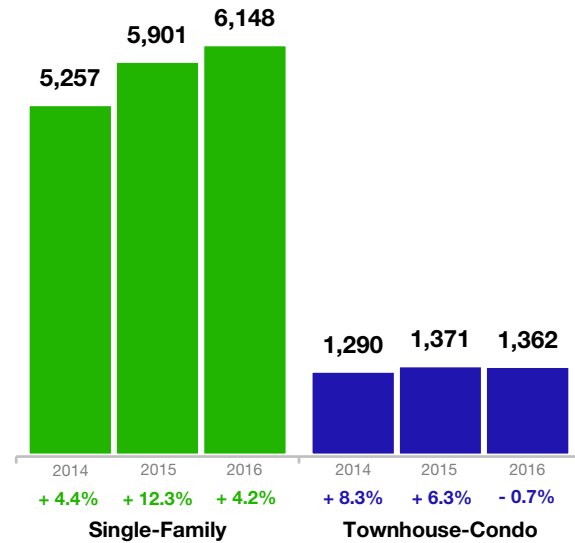
A count of the properties on which offers have been accepted in a given month.



November

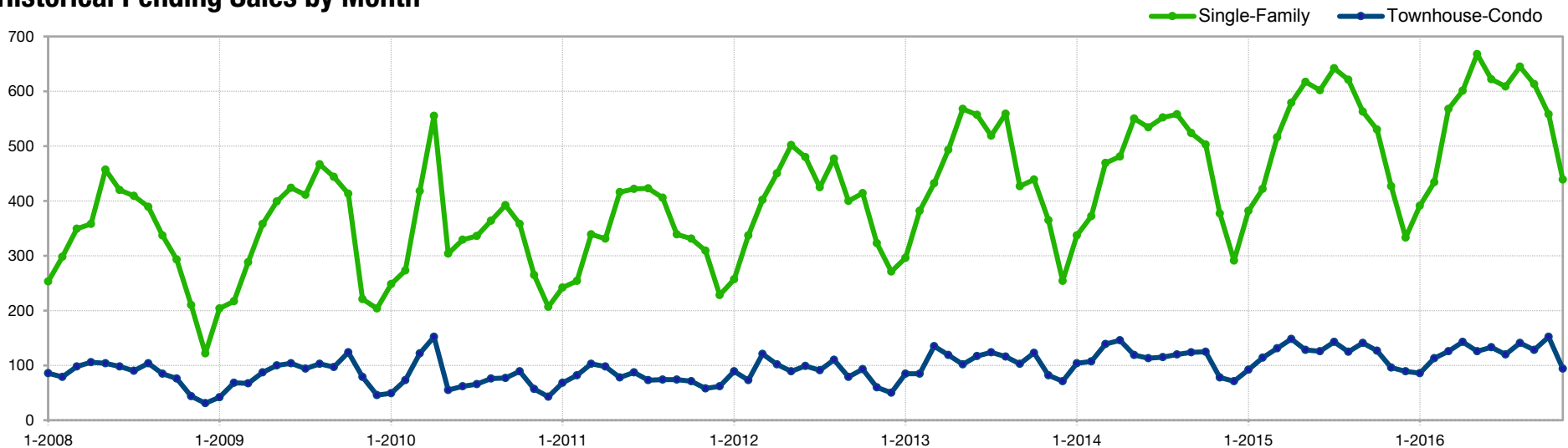


Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 333 | +14.4% | 89 | +25.4% |
| Jan-2016 | 391 | +2.4% | 86 | -6.5% |
| Feb-2016 | 434 | +2.8% | 113 | -0.9% |
| Mar-2016 | 568 | +10.1% | 126 | -3.8% |
| Apr-2016 | 601 | +3.8% | 143 | -3.4% |
| May-2016 | 668 | +8.3% | 126 | -1.6% |
| Jun-2016 | 622 | +3.3% | 133 | +5.6% |
| Jul-2016 | 609 | -5.1% | 120 | -16.1% |
| Aug-2016 | 645 | +3.9% | 141 | +12.8% |
| Sep-2016 | 613 | +8.9% | 128 | -9.2% |
| Oct-2016 | 558 | +5.3% | 152 | +19.7% |
| Nov-2016 | 439 | +2.8% | 94 | -2.1% |
| 12-Month Avg | 516 | +4.7% | 120 | +0.6% |

Historical Pending Sales by Month

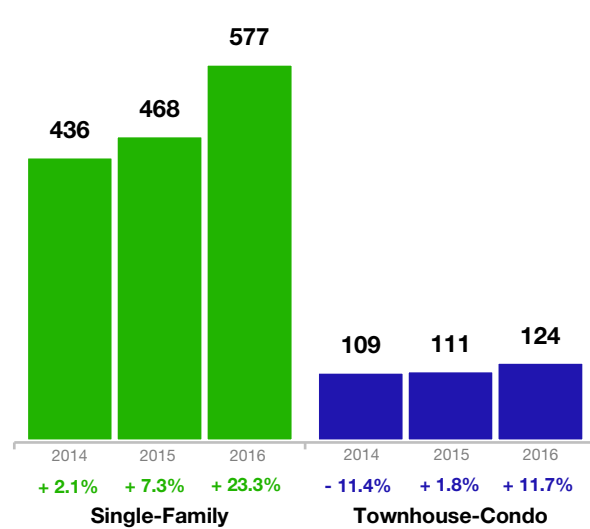


Closed Sales

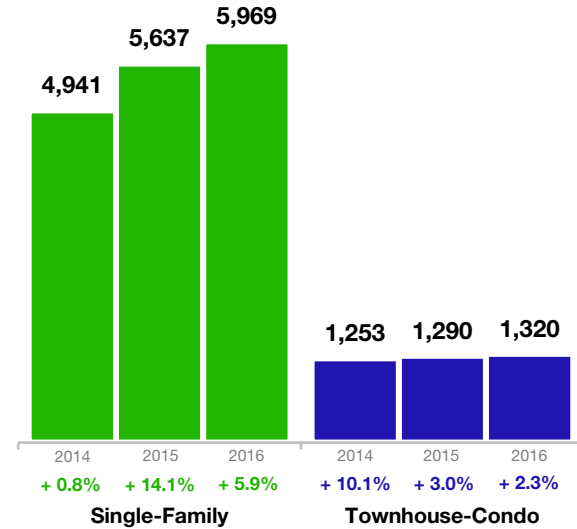
A count of the actual sales that closed in a given month.



November

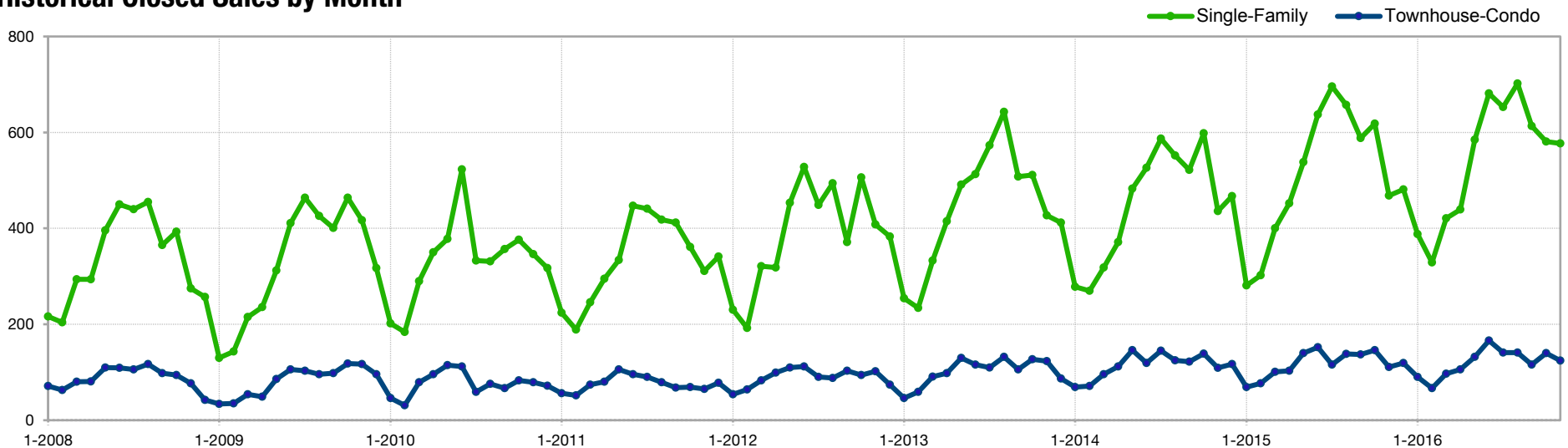


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 481 | +3.0% | 119 | +1.7% |
| Jan-2016 | 388 | +38.1% | 90 | +30.4% |
| Feb-2016 | 329 | +8.9% | 67 | -13.0% |
| Mar-2016 | 421 | +5.3% | 97 | -4.0% |
| Apr-2016 | 439 | -2.9% | 106 | +2.9% |
| May-2016 | 585 | +8.7% | 132 | -5.7% |
| Jun-2016 | 681 | +6.9% | 166 | +9.2% |
| Jul-2016 | 653 | -6.2% | 141 | +21.6% |
| Aug-2016 | 702 | +6.8% | 141 | +2.2% |
| Sep-2016 | 613 | +4.3% | 116 | -15.3% |
| Oct-2016 | 581 | -6.0% | 140 | -4.1% |
| Nov-2016 | 577 | +23.3% | 124 | +11.7% |
| 12-Month Avg | 509 | +5.7% | 117 | +2.3% |

Historical Closed Sales by Month

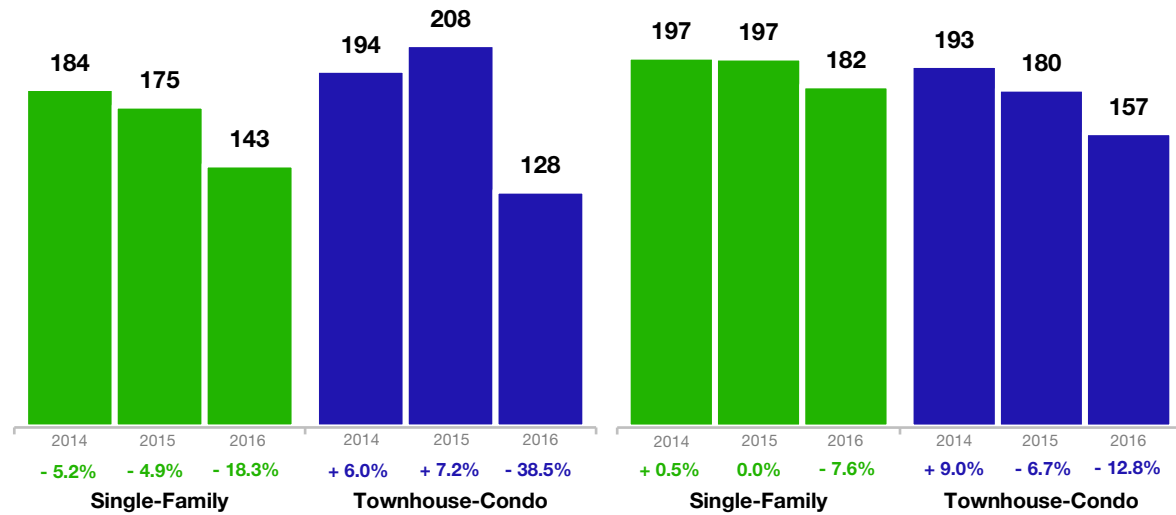


Days on Market Until Sale

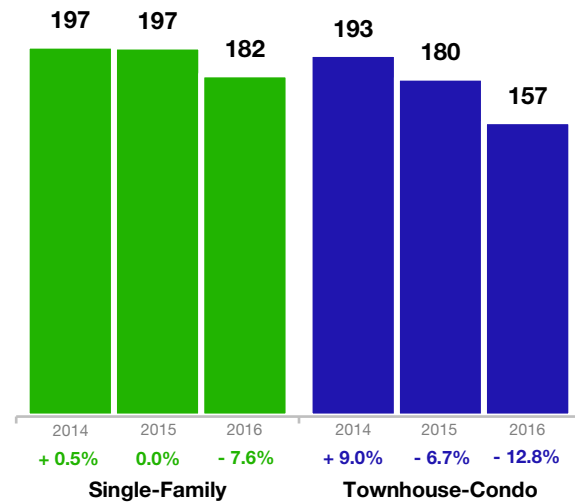
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



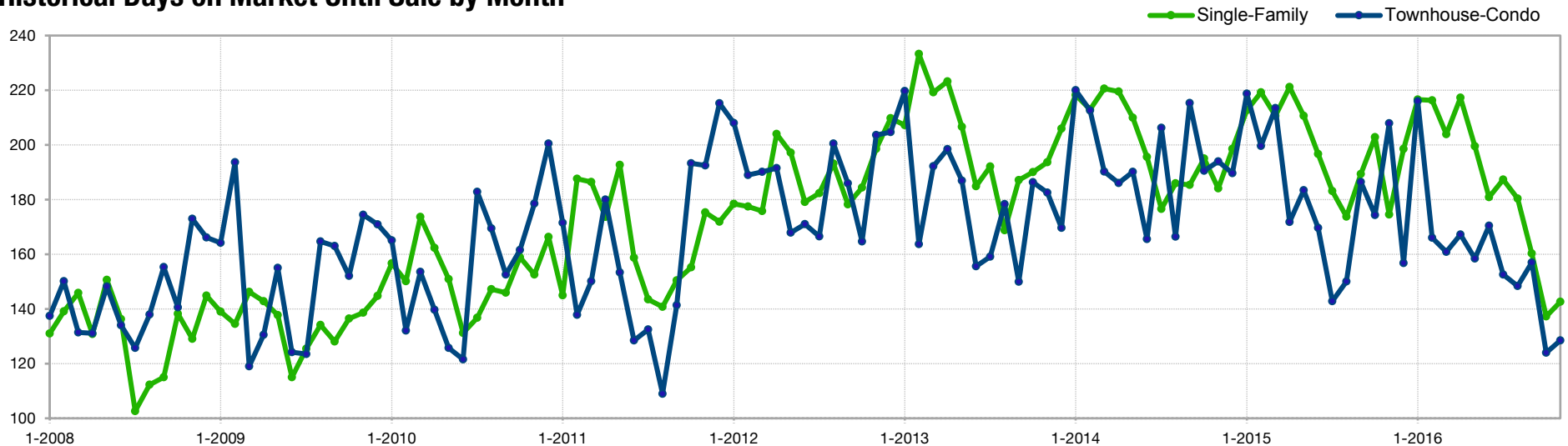
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 199 | 0.0% | 157 | -17.4% |
| Jan-2016 | 217 | +1.9% | 216 | -1.4% |
| Feb-2016 | 216 | -1.4% | 166 | -17.0% |
| Mar-2016 | 204 | -3.3% | 161 | -24.4% |
| Apr-2016 | 217 | -1.8% | 167 | -2.9% |
| May-2016 | 200 | -5.2% | 158 | -13.7% |
| Jun-2016 | 181 | -8.1% | 170 | 0.0% |
| Jul-2016 | 187 | +2.2% | 153 | +7.0% |
| Aug-2016 | 180 | +3.4% | 148 | -1.3% |
| Sep-2016 | 160 | -15.3% | 157 | -15.6% |
| Oct-2016 | 137 | -32.5% | 124 | -28.7% |
| Nov-2016 | 143 | -18.3% | 128 | -38.5% |
| 12-Month Avg* | 197 | -7.0% | 181 | -13.2% |

* Days on Market for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

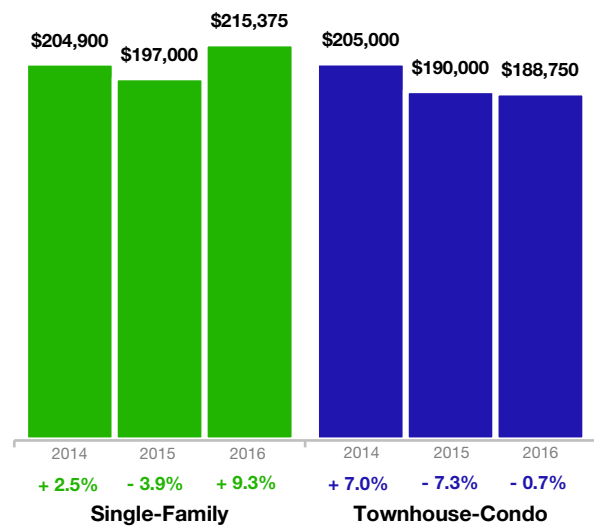


Median Sales Price

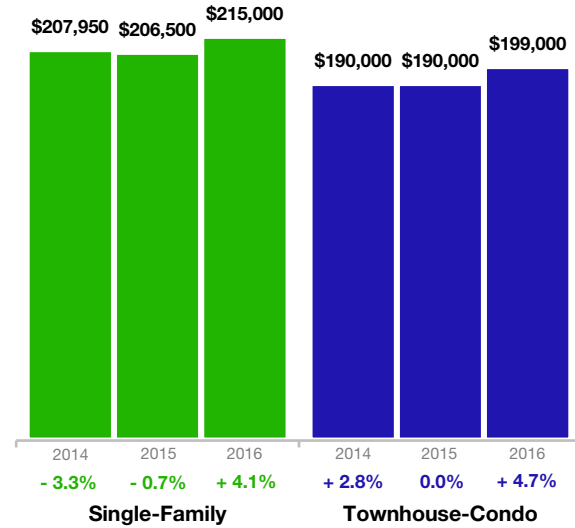
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



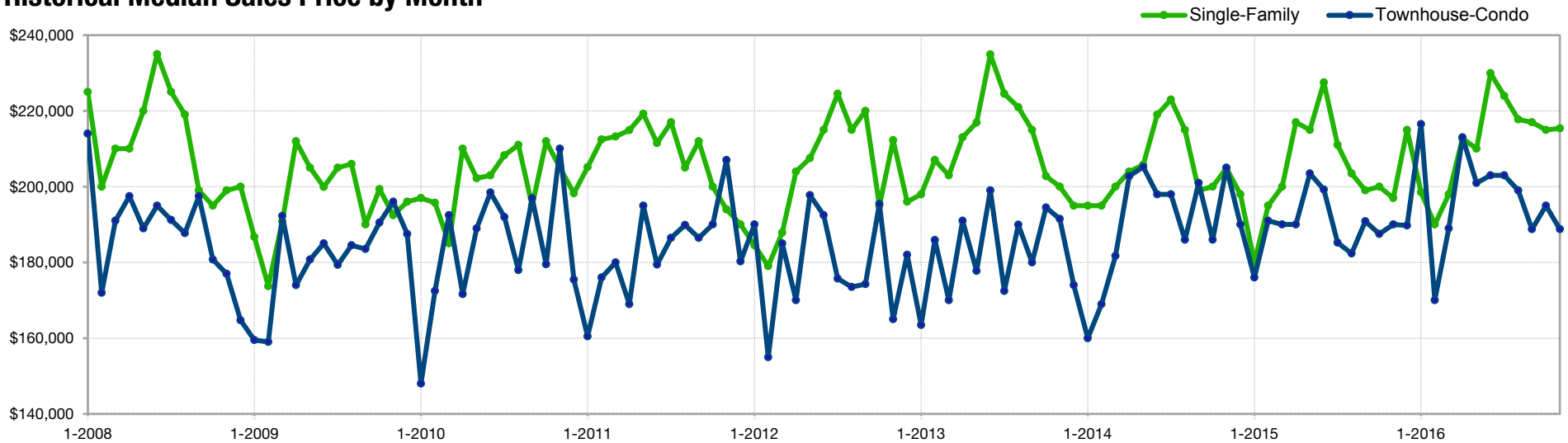
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Dec-2015 | \$215,000 | +8.6% | \$189,750 | -0.1% |
| Jan-2016 | \$198,500 | +10.3% | \$216,500 | +23.0% |
| Feb-2016 | \$190,000 | -2.6% | \$170,000 | -11.0% |
| Mar-2016 | \$198,000 | -1.0% | \$189,000 | -0.5% |
| Apr-2016 | \$212,750 | -2.0% | \$213,000 | +12.1% |
| May-2016 | \$210,000 | -2.3% | \$201,000 | -1.2% |
| Jun-2016 | \$229,950 | +1.1% | \$203,000 | +1.9% |
| Jul-2016 | \$224,000 | +6.2% | \$203,000 | +9.6% |
| Aug-2016 | \$217,750 | +7.0% | \$199,000 | +9.1% |
| Sep-2016 | \$217,000 | +9.0% | \$188,750 | -1.1% |
| Oct-2016 | \$215,000 | +7.5% | \$195,000 | +4.0% |
| Nov-2016 | \$215,375 | +9.3% | \$188,750 | -0.7% |
| 12-Month Avg* | \$205,150 | +4.8% | \$190,000 | +4.2% |

* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month

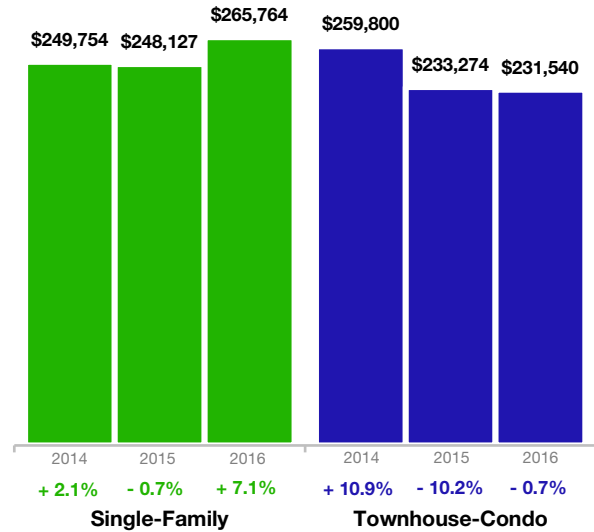


Average Sales Price

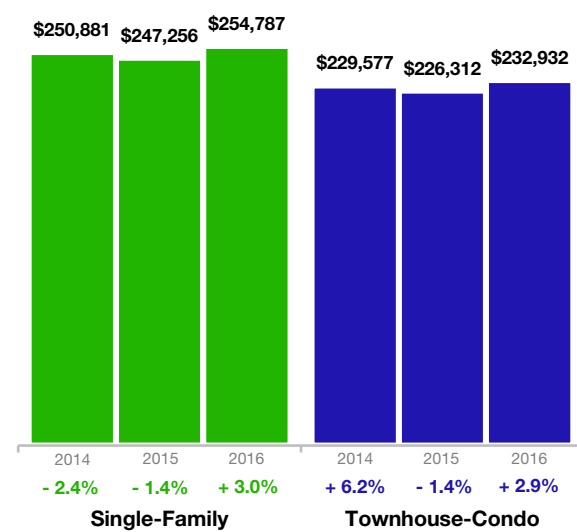
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



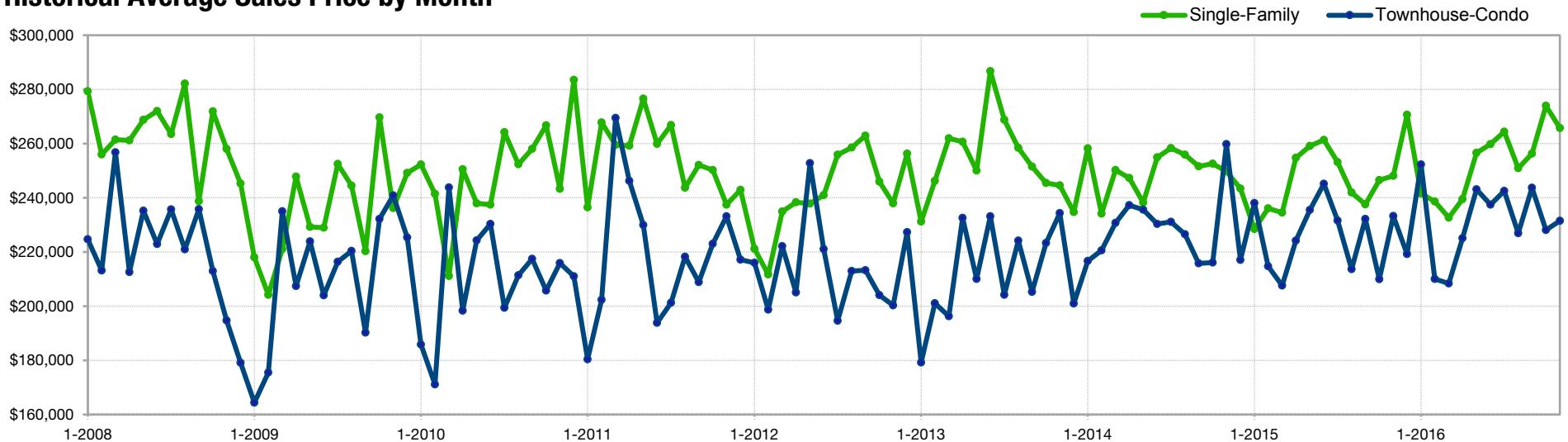
Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|------------------|------------------|-----------------------|------------------|-----------------------|
| Dec-2015 | \$270,646 | +11.2% | \$219,162 | +1.0% |
| Jan-2016 | \$241,587 | +5.8% | \$252,272 | +6.0% |
| Feb-2016 | \$238,661 | +1.1% | \$210,084 | -2.1% |
| Mar-2016 | \$232,641 | -0.8% | \$208,405 | +0.4% |
| Apr-2016 | \$239,546 | -6.0% | \$225,041 | +0.4% |
| May-2016 | \$256,536 | -1.0% | \$243,136 | +3.2% |
| Jun-2016 | \$259,812 | -0.6% | \$237,421 | -3.2% |
| Jul-2016 | \$264,398 | +4.4% | \$242,577 | +4.8% |
| Aug-2016 | \$250,886 | +3.7% | \$226,886 | +6.2% |
| Sep-2016 | \$256,267 | +7.9% | \$243,689 | +5.0% |
| Oct-2016 | \$273,973 | +11.1% | \$228,119 | +8.7% |
| Nov-2016 | \$265,764 | +7.1% | \$231,540 | -0.7% |
| 12-Month Avg* | \$246,964 | +3.6% | \$225,541 | +2.8% |

* Avg. Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month

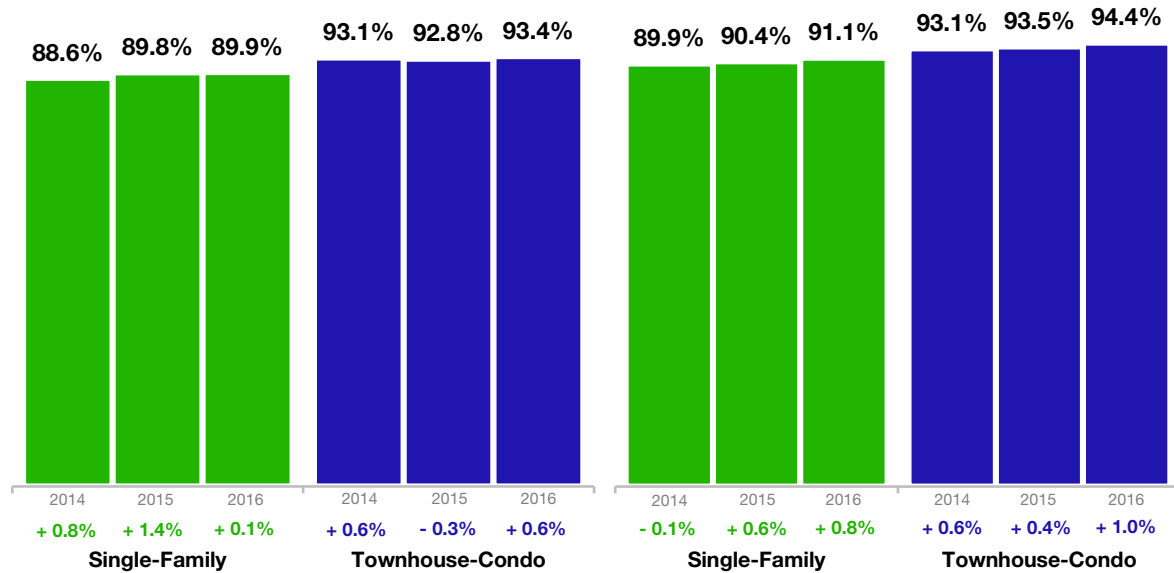


Percent of Original List Price Received

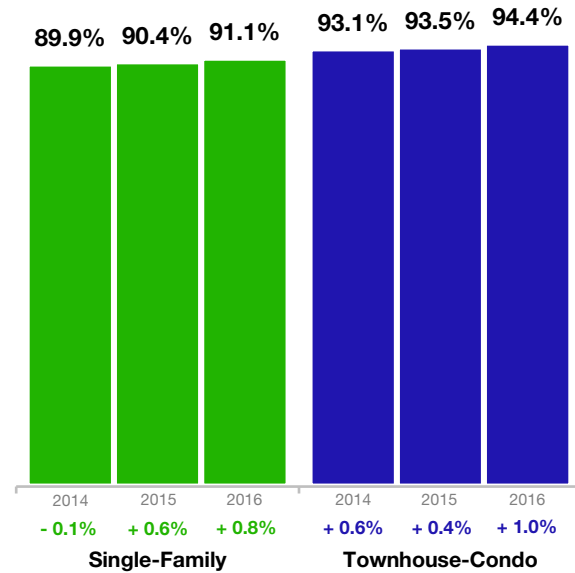


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November



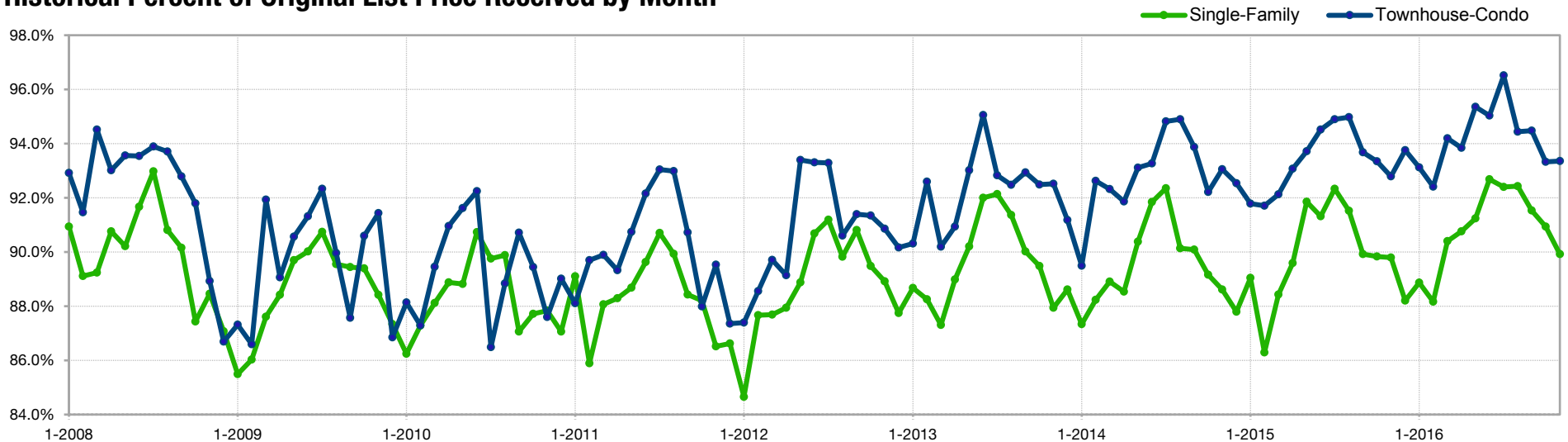
Year to Date



| Pct. of Orig. Price Received | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|------------------------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 88.2% | +0.5% | 93.8% | +1.4% |
| Jan-2016 | 88.9% | -0.1% | 93.1% | +1.4% |
| Feb-2016 | 88.2% | +2.2% | 92.4% | +0.8% |
| Mar-2016 | 90.4% | +2.3% | 94.2% | +2.3% |
| Apr-2016 | 90.8% | +1.3% | 93.8% | +0.8% |
| May-2016 | 91.2% | -0.8% | 95.4% | +1.8% |
| Jun-2016 | 92.7% | +1.5% | 95.0% | +0.5% |
| Jul-2016 | 92.4% | +0.1% | 96.5% | +1.7% |
| Aug-2016 | 92.4% | +1.0% | 94.4% | -0.6% |
| Sep-2016 | 91.5% | +1.8% | 94.5% | +0.9% |
| Oct-2016 | 90.9% | +1.2% | 93.3% | 0.0% |
| Nov-2016 | 89.9% | +0.1% | 93.4% | +0.6% |
| 12-Month Avg* | 90.2% | +0.8% | 93.4% | +0.9% |

* Pct. of Orig. Price Received for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

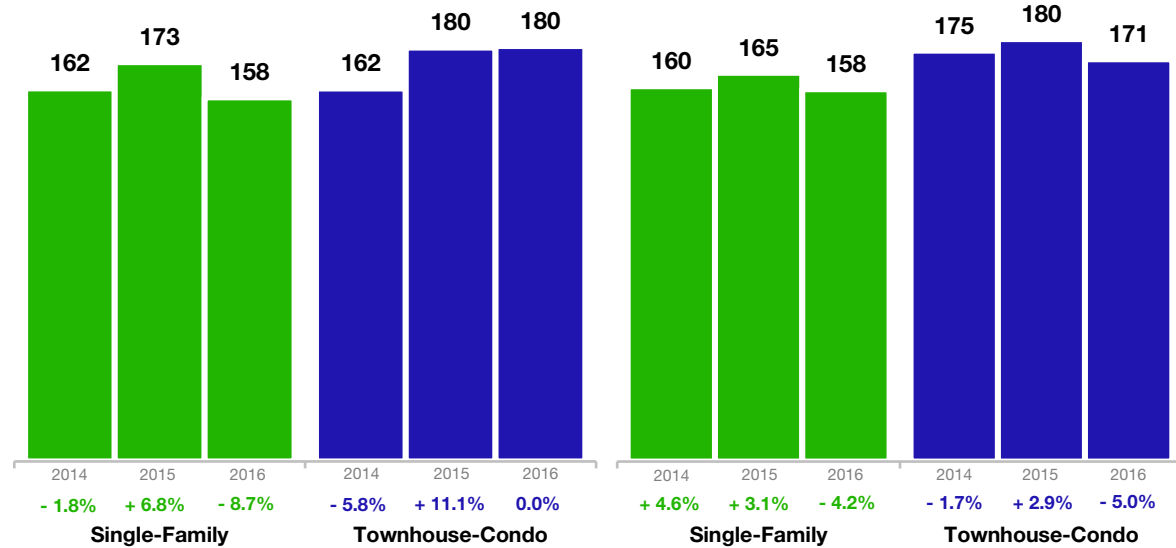


Housing Affordability Index

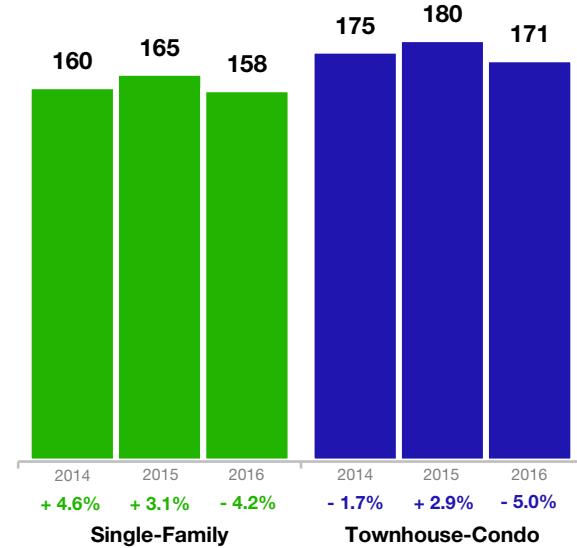
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

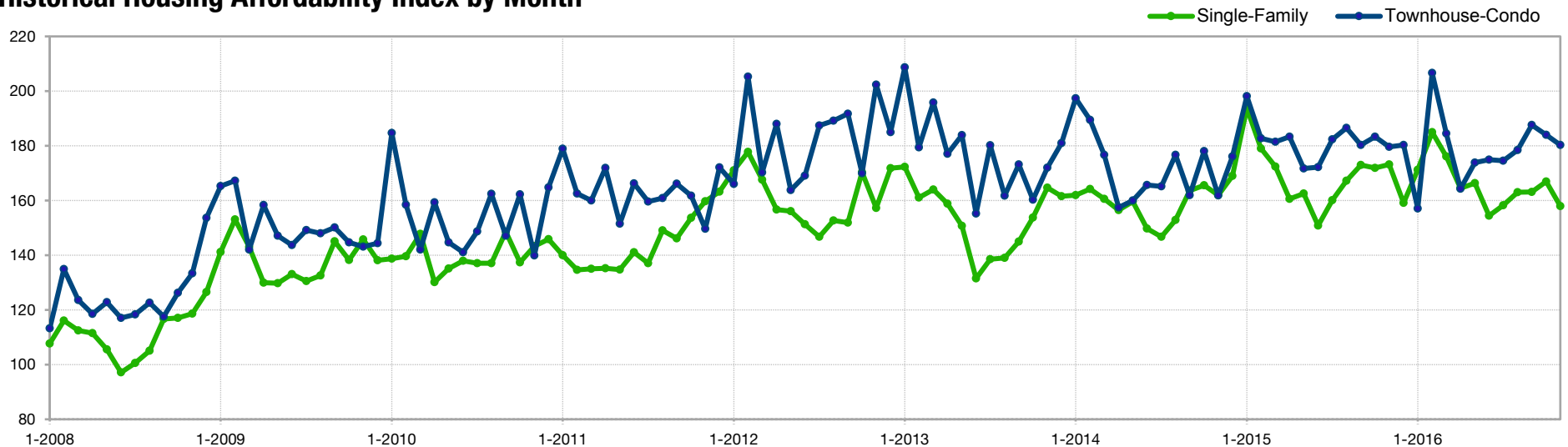


Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 159 | -5.9% | 180 | +2.3% |
| Jan-2016 | 171 | -11.9% | 157 | -20.7% |
| Feb-2016 | 185 | +3.4% | 207 | +13.1% |
| Mar-2016 | 176 | +2.3% | 185 | +2.2% |
| Apr-2016 | 165 | +2.5% | 164 | -10.4% |
| May-2016 | 166 | +2.5% | 174 | +1.2% |
| Jun-2016 | 154 | +2.0% | 175 | +1.7% |
| Jul-2016 | 158 | -1.3% | 175 | -3.8% |
| Aug-2016 | 163 | -2.4% | 178 | -4.8% |
| Sep-2016 | 163 | -5.8% | 188 | +4.4% |
| Oct-2016 | 167 | -2.9% | 184 | +0.5% |
| Nov-2016 | 158 | -8.7% | 180 | 0.0% |
| 12-Month Avg | 165 | -6.8% | 179 | -0.8% |

Historical Housing Affordability Index by Month

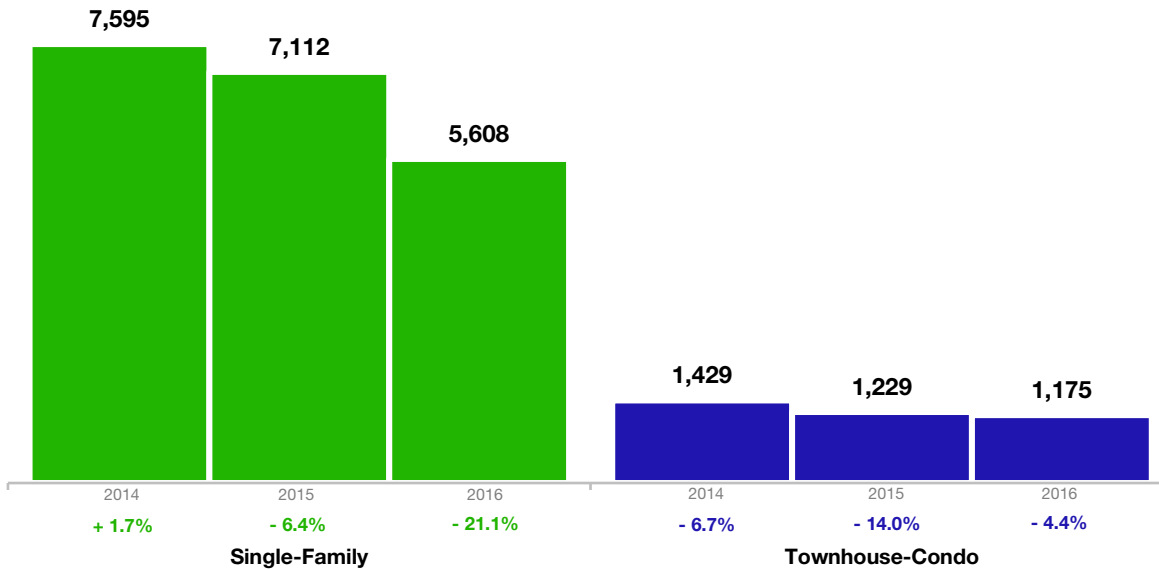


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

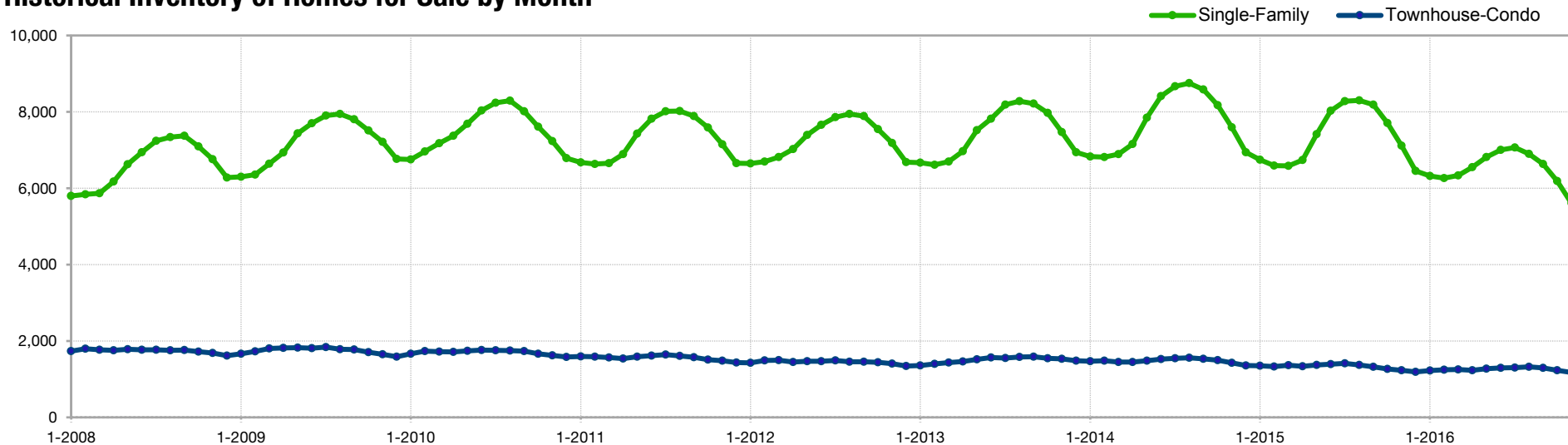


November



| Homes for Sale | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 6,451 | -7.0% | 1,191 | -12.4% |
| Jan-2016 | 6,320 | -6.3% | 1,227 | -9.0% |
| Feb-2016 | 6,265 | -5.0% | 1,248 | -6.3% |
| Mar-2016 | 6,336 | -3.8% | 1,253 | -8.2% |
| Apr-2016 | 6,551 | -2.7% | 1,234 | -7.9% |
| May-2016 | 6,818 | -8.0% | 1,271 | -7.5% |
| Jun-2016 | 7,004 | -12.7% | 1,295 | -7.0% |
| Jul-2016 | 7,068 | -14.6% | 1,300 | -8.2% |
| Aug-2016 | 6,900 | -16.9% | 1,325 | -3.6% |
| Sep-2016 | 6,631 | -19.0% | 1,297 | -2.1% |
| Oct-2016 | 6,188 | -19.7% | 1,234 | -2.5% |
| Nov-2016 | 5,608 | -21.1% | 1,175 | -4.4% |
| 12-Month Avg | 7,386 | -11.8% | 1,343 | -6.6% |

Historical Inventory of Homes for Sale by Month

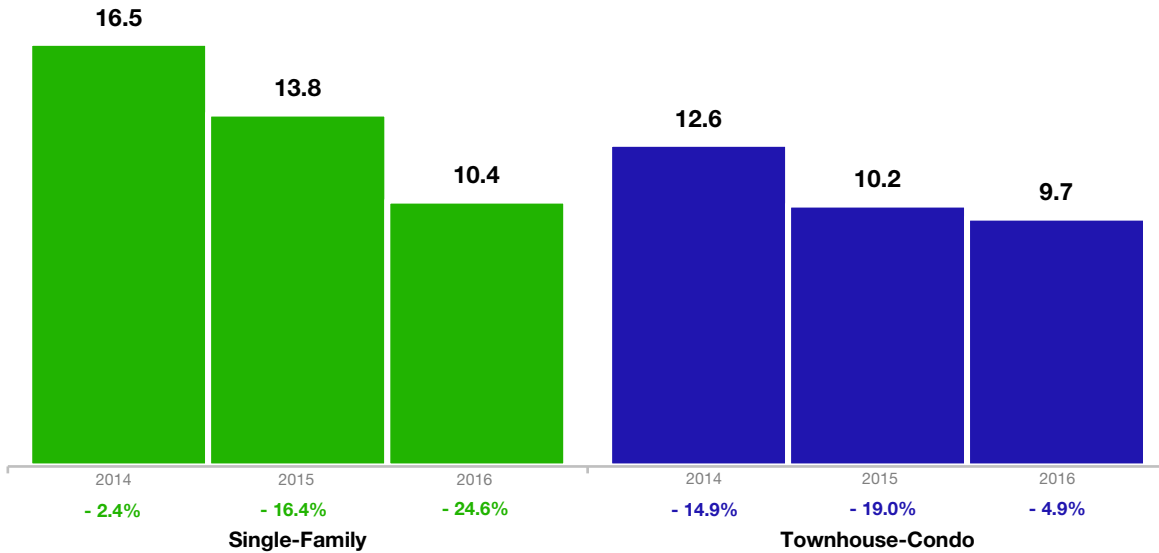


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



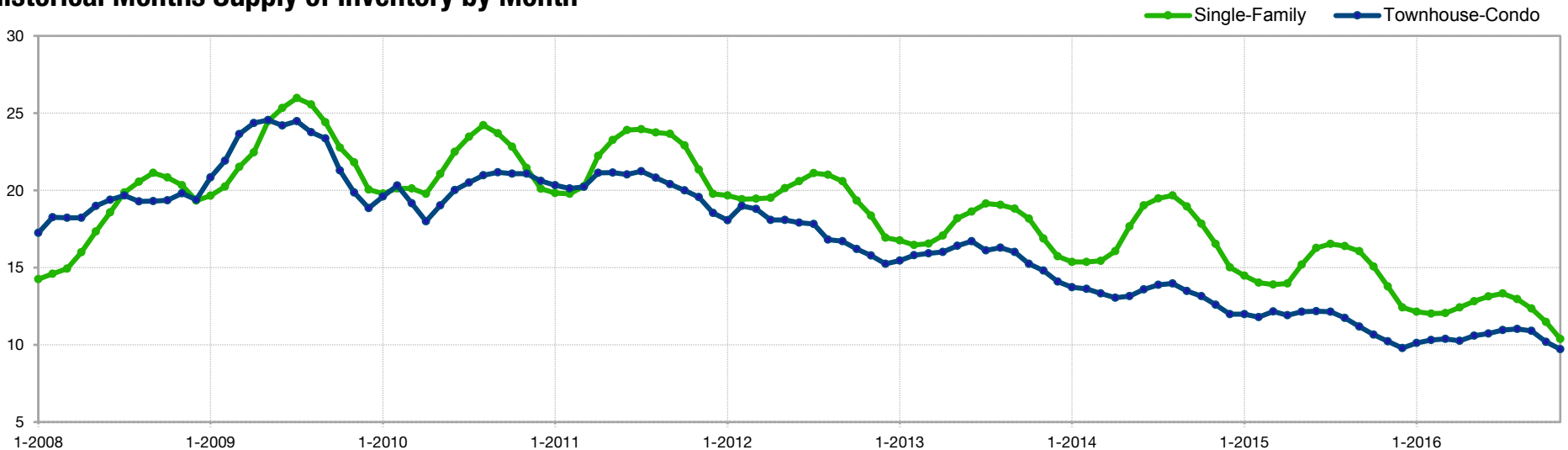
November



| Months Supply | Single Family | Year-Over-Year Change | Townhouse-Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------------|-----------------------|
| Dec-2015 | 12.4 | -17.3% | 9.8 | -18.3% |
| Jan-2016 | 12.1 | -16.6% | 10.1 | -15.8% |
| Feb-2016 | 12.0 | -14.3% | 10.3 | -12.7% |
| Mar-2016 | 12.1 | -12.9% | 10.4 | -14.8% |
| Apr-2016 | 12.4 | -11.4% | 10.3 | -13.4% |
| May-2016 | 12.8 | -15.8% | 10.6 | -12.4% |
| Jun-2016 | 13.1 | -19.6% | 10.7 | -12.3% |
| Jul-2016 | 13.3 | -19.4% | 10.9 | -9.9% |
| Aug-2016 | 13.0 | -20.7% | 11.0 | -6.0% |
| Sep-2016 | 12.4 | -23.0% | 10.9 | -2.7% |
| Oct-2016 | 11.5 | -23.8% | 10.2 | -4.7% |
| Nov-2016 | 10.4 | -24.6% | 9.7 | -4.9% |
| 12-Month Avg* | 15.1 | -18.3% | 11.7 | -10.8% |

* Months Supply for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | 11-2015 | 11-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 652 | 568 | - 12.9% | 13,464 | 12,452 | - 7.5% |
| Pending Sales | | 535 | 541 | + 1.1% | 7,425 | 7,638 | + 2.9% |
| Closed Sales | | 596 | 714 | + 19.8% | 7,073 | 7,415 | + 4.8% |
| Days on Market | | 179 | 140 | - 21.8% | 193 | 177 | - 8.3% |
| Median Sales Price | | \$193,000 | \$208,000 | + 7.8% | \$200,000 | \$208,000 | + 4.0% |
| Avg. Sales Price | | \$239,449 | \$255,784 | + 6.8% | \$239,263 | \$247,404 | + 3.4% |
| Pct. of Orig. Price Received | | 90.1% | 90.5% | + 0.4% | 90.8% | 91.6% | + 0.9% |
| Affordability Index | | 177 | 164 | - 7.5% | 171 | 164 | - 4.1% |
| Homes for Sale | | 8,432 | 6,854 | - 18.7% | -- | -- | -- |
| Months Supply | | 13.0 | 10.2 | - 21.5% | -- | -- | -- |

Activity by County

Key metrics by report month for the counties in the state of Vermont.



| | New Listings | | | Closed Sales | | | Median Sales Price | | | Homes for Sale | | | Months Supply | | |
|-------------------|--------------|---------|---------------|--------------|---------|---------------|--------------------|------------|---------------|----------------|---------|---------------|---------------|---------|---------------|
| | 11-2015 | 11-2016 | + / - | 11-2015 | 11-2016 | + / - | 11-2015 | 11-2016 | + / - | 11-2015 | 11-2016 | + / - | 11-2015 | 11-2016 | + / - |
| Addison | 20 | 25 | +25.0% | 24 | 21 | -12.5% | \$ 207,500 | \$ 259,000 | +24.8% | 338 | 259 | -23.4% | 11.8 | 9.0 | -23.7% |
| Bennington | 43 | 35 | -18.6% | 37 | 50 | +35.1% | \$207,250 | \$184,000 | -11.2% | 751 | 625 | -16.8% | 20.4 | 15.1 | -26.0% |
| Caledonia | 29 | 25 | -13.8% | 28 | 30 | +7.1% | \$127,500 | \$140,000 | +9.8% | 420 | 343 | -18.3% | 16.4 | 14.0 | -14.6% |
| Chittenden | 121 | 92 | -24.0% | 145 | 170 | +17.2% | \$290,000 | \$272,001 | -6.2% | 814 | 550 | -32.4% | 5.0 | 3.3 | -34.0% |
| Essex | 8 | 8 | 0.0% | 4 | 7 | +75.0% | \$115,000 | \$159,000 | +38.3% | 145 | 116 | -20.0% | 25.2 | 16.2 | -35.7% |
| Franklin | 49 | 51 | +4.1% | 33 | 49 | +48.5% | \$163,000 | \$199,000 | +22.1% | 497 | 376 | -24.3% | 11.5 | 7.2 | -37.4% |
| Grand Isle | 17 | 13 | -23.5% | 8 | 15 | +87.5% | \$200,000 | \$245,000 | +22.5% | 178 | 157 | -11.8% | 17.0 | 13.7 | -19.4% |
| Lamoille | 48 | 30 | -37.5% | 26 | 27 | +3.8% | \$179,900 | \$227,000 | +26.2% | 495 | 403 | -18.6% | 15.8 | 13.5 | -14.6% |
| Orange | 18 | 15 | -16.7% | 15 | 20 | +33.3% | \$137,500 | \$132,500 | -3.6% | 309 | 261 | -15.5% | 15.3 | 11.2 | -26.8% |
| Orleans | 39 | 29 | -25.6% | 24 | 27 | +12.5% | \$136,000 | \$160,000 | +17.6% | 553 | 452 | -18.3% | 18.9 | 16.0 | -15.3% |
| Rutland | 82 | 53 | -35.4% | 73 | 66 | -9.6% | \$157,250 | \$149,500 | -4.9% | 1,001 | 790 | -21.1% | 16.4 | 12.2 | -25.6% |
| Washington | 41 | 49 | +19.5% | 52 | 68 | +30.8% | \$184,500 | \$194,500 | +5.4% | 640 | 507 | -20.8% | 11.5 | 9.6 | -16.5% |
| Windham | 55 | 57 | +3.6% | 63 | 83 | +31.7% | \$205,000 | \$210,000 | +2.4% | 949 | 830 | -12.5% | 15.5 | 12.5 | -19.4% |
| Windsor | 82 | 86 | +4.9% | 64 | 81 | +26.6% | \$190,000 | \$189,250 | -0.4% | 1,342 | 1,185 | -11.7% | 17.8 | 15.6 | -12.4% |