

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	15	+40%	435	418	+4.1%
New Listing Volume	\$5,179,800	\$3,141,926	+64.9%	\$119,429,769	\$102,806,921	+16.2%
Active Listing Count	138	144	-4.2%	N/A	N/A	
Active Listing Volume	\$43,422,386	\$40,164,476	+8.1%	N/A	N/A	
Average Listing Price	\$314,655	\$278,920	+12.8%	\$307,465	\$268,468	+14.5%
Median Listing Price	\$269,950	\$259,000	+4.2%	\$268,707	\$241,539	+11.2%
Median Days in RPR	168.5	168	+0.3%	120.32	127	-5.3%
Months of Inventory	12.5	8	+56.8%	7.7	5.3	+43.8%
Absorption Rate	7.97%	12.5%	-4.5%	13.04%	18.75%	-5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	23	22	+4.5%	348	327	+6.4%
New Pending Sales Volume	\$5,511,100	\$4,633,685	+18.9%	\$85,017,311	\$71,822,016	+18.4%
Pending Sales Count	32	35	-8.6%	N/A	N/A	
Pending Sales Volume	\$8,134,800	\$7,660,224	+6.2%	N/A	N/A	
Closed Sales Count	19	18	+5.6%	314	307	+2.3%
Closed Sales Volume	\$4,438,236	\$3,452,238	+28.6%	\$74,676,145	\$67,114,820	+11.3%
Average Sales Price	\$233,591	\$191,791	+21.8%	\$237,822	\$218,615	+8.8%
Median Sales Price	\$210,527	\$170,000	+23.8%	\$207,693	\$205,212	+1.2%

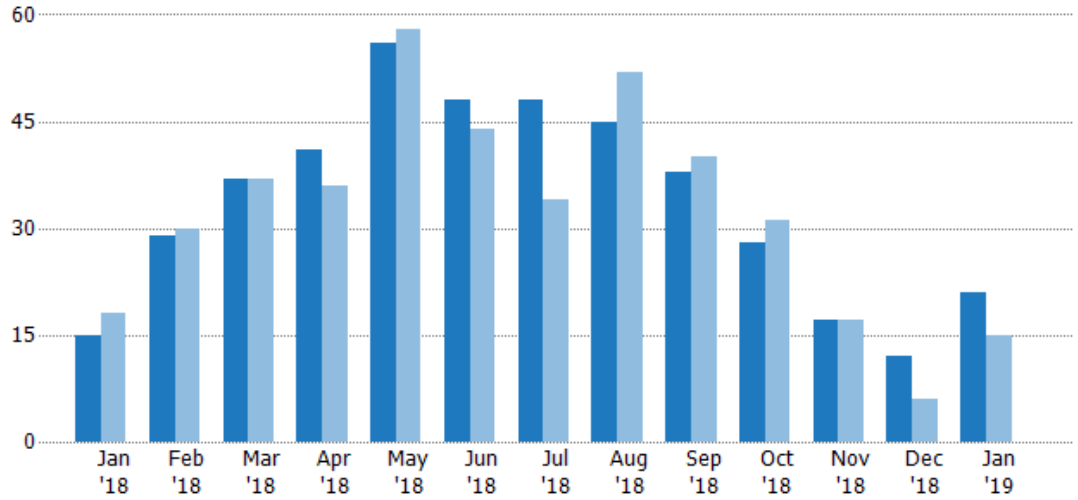
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	21	40%
Jan '18	15	-16.7%
Jan '17	18	105.6%



Current Year	15	29	37	41	56	48	48	45	38	28	17	12	21
Prior Year	18	30	37	36	58	44	34	52	40	31	17	6	15
Percent Change from Prior Year	-17%	-3%	0%	14%	-3%	9%	41%	-13%	-5%	-10%	0%	100%	40%

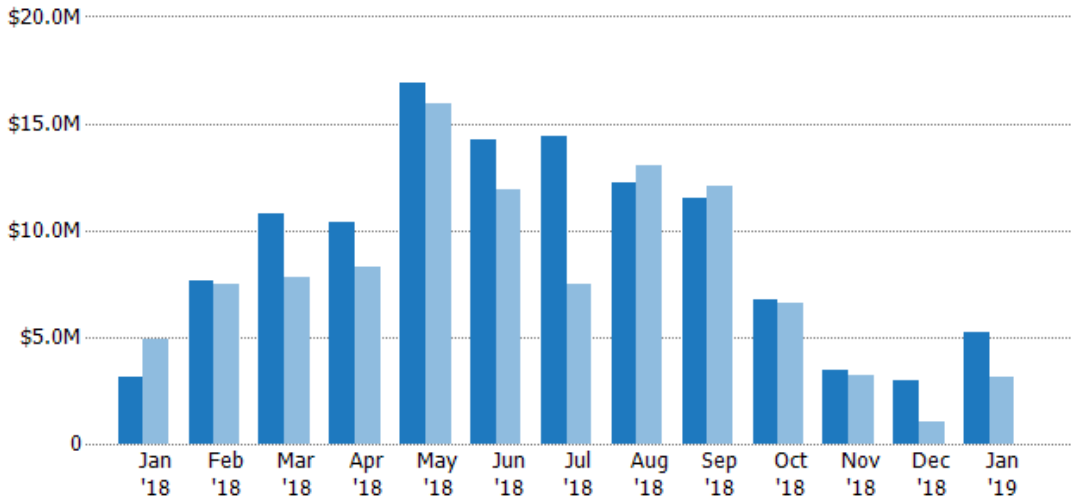
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$5.18M	64.9%
Jan '18	\$3.14M	-36.2%
Jan '17	\$4.92M	52.2%



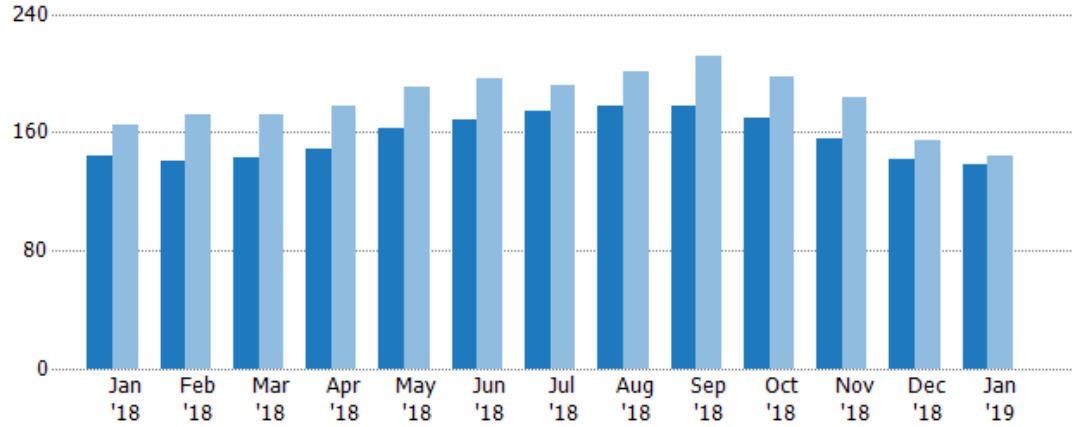
Current Year	\$3.14M	\$7.62M	\$10.8M	\$10.4M	\$16.9M	\$14.2M	\$14.4M	\$12.2M	\$11.5M	\$6.79M	\$3.43M	\$2.97M	\$5.18M
Prior Year	\$4.92M	\$7.47M	\$7.81M	\$8.28M	\$15.9M	\$11.9M	\$7.51M	\$13M	\$12M	\$6.62M	\$3.19M	\$1.01M	\$3.14M
Percent Change from Prior Year	-36%	2%	38%	25%	6%	20%	91%	-6%	-5%	2%	8%	194%	65%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



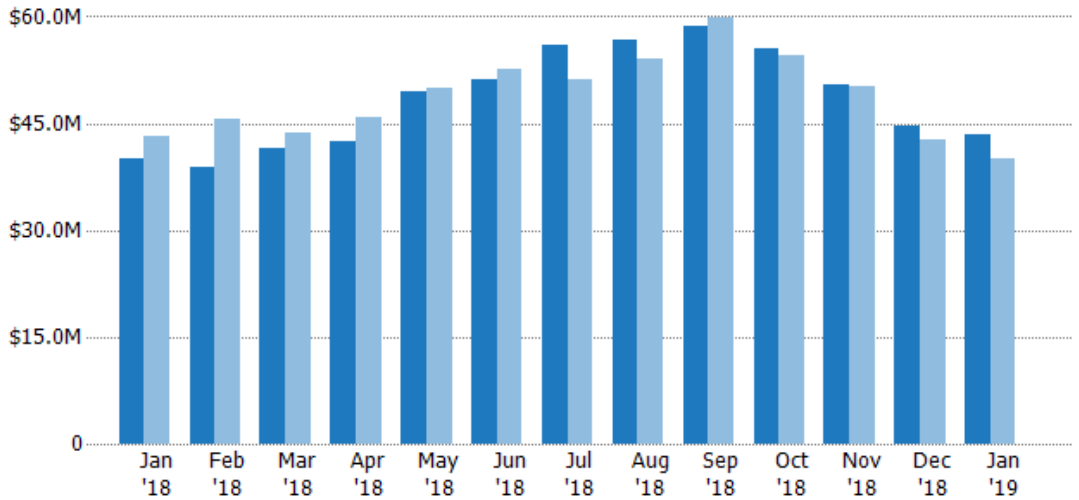
Month/Year	Count	% Chg.
Jan '19	138	-4.2%
Jan '18	144	-12.7%
Jan '17	165	7.3%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$43.4M	8.1%
Jan '18	\$40.2M	-7.2%
Jan '17	\$43.3M	9.6%

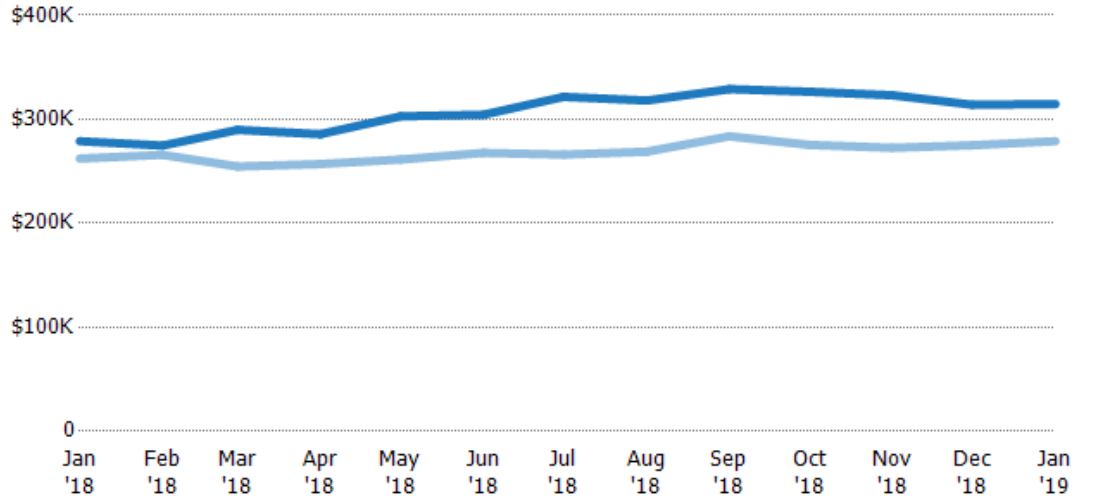
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '19	\$315K	12.8%
Jan '18	\$279K	6.4%
Jan '17	\$262K	2.1%



Current Year	\$279K	\$275K	\$290K	\$286K	\$303K	\$304K	\$322K	\$318K	\$329K	\$327K	\$323K	\$314K	\$315K
Prior Year	\$262K	\$266K	\$255K	\$257K	\$261K	\$268K	\$266K	\$269K	\$284K	\$275K	\$273K	\$275K	\$279K
Percent Change from Prior Year	6%	3%	14%	11%	16%	14%	21%	18%	16%	19%	19%	14%	13%

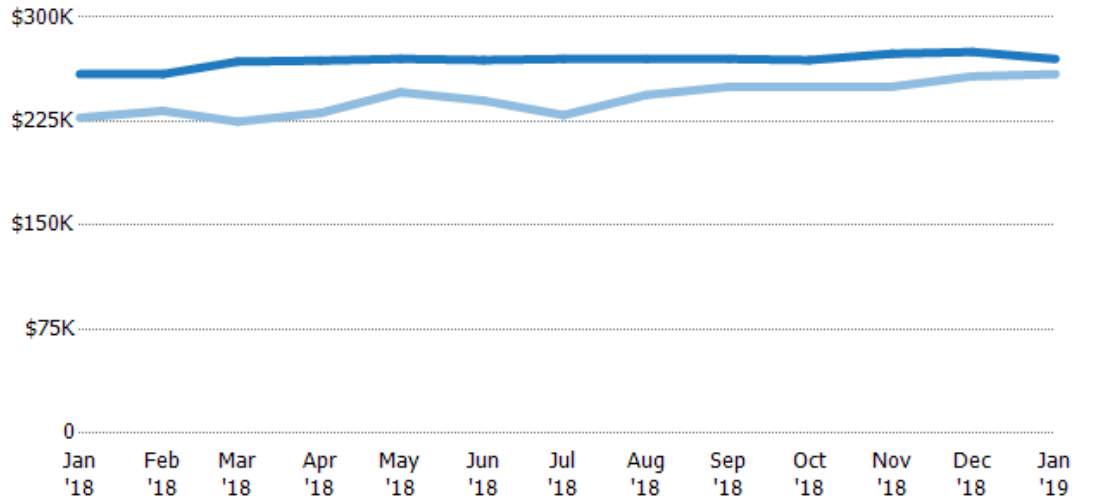
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '19	\$270K	4.2%
Jan '18	\$259K	13.8%
Jan '17	\$228K	-1.1%



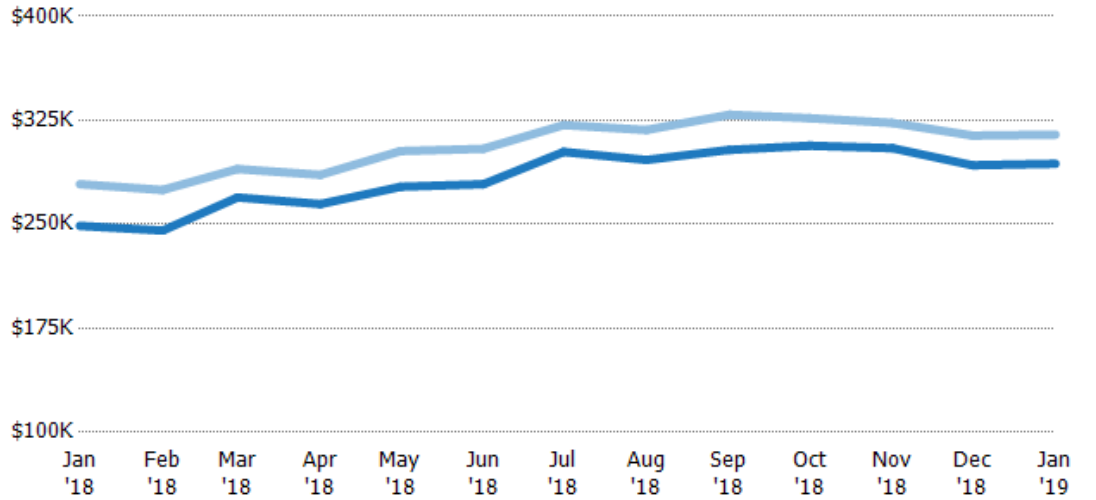
Current Year	\$259K	\$259K	\$268K	\$269K	\$270K	\$269K	\$270K	\$270K	\$270K	\$269K	\$274K	\$275K	\$270K
Prior Year	\$228K	\$233K	\$225K	\$231K	\$246K	\$240K	\$229K	\$244K	\$250K	\$250K	\$250K	\$257K	\$259K
Percent Change from Prior Year	14%	11%	19%	16%	10%	12%	18%	11%	8%	8%	10%	7%	4%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



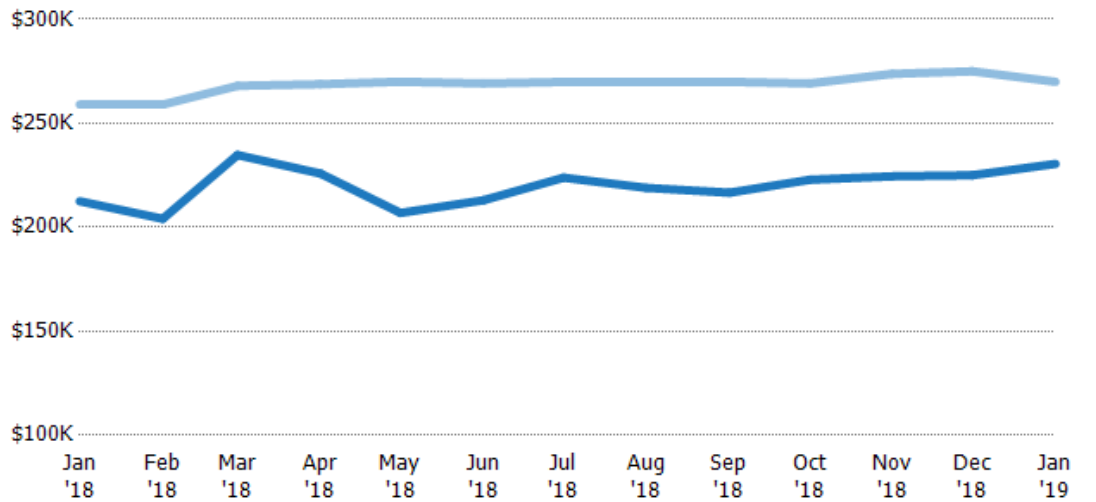
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$249K	\$245K	\$269K	\$265K	\$277K	\$279K	\$302K	\$296K	\$304K	\$307K	\$305K	\$293K	\$294K
Avg Listing Price	\$279K	\$275K	\$290K	\$286K	\$303K	\$304K	\$322K	\$318K	\$329K	\$327K	\$323K	\$314K	\$315K
Avg Listing Price as a % of Avg Est Value	112%	112%	108%	108%	109%	109%	106%	107%	108%	106%	106%	107%	107%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



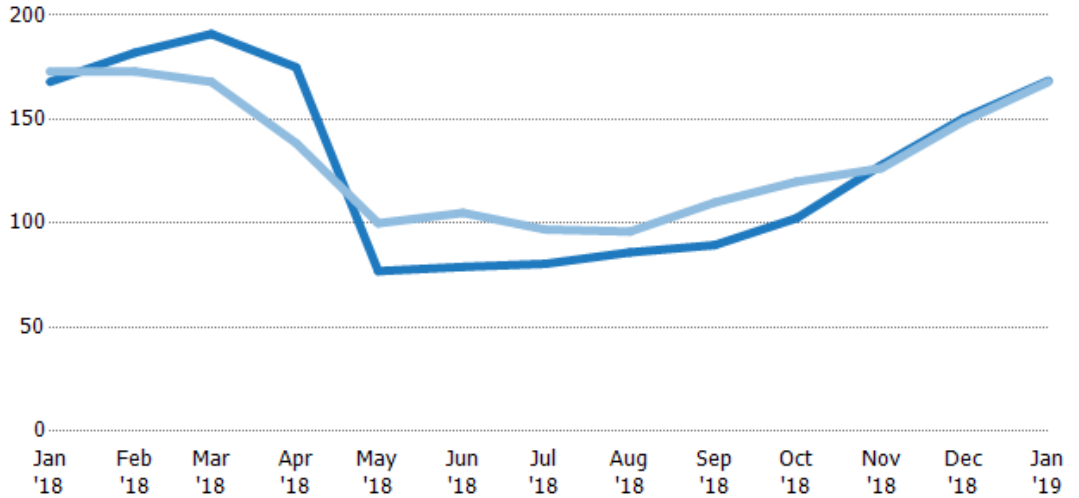
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$213K	\$204K	\$235K	\$226K	\$207K	\$213K	\$224K	\$219K	\$217K	\$223K	\$225K	\$225K	\$230K
Median Listing Price	\$259K	\$259K	\$268K	\$269K	\$270K	\$269K	\$270K	\$270K	\$270K	\$269K	\$274K	\$275K	\$270K
Med Listing Price as a % of Med Est Value	122%	127%	114%	119%	131%	126%	121%	123%	125%	121%	122%	122%	117%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Jan '19	169	0.3%
Jan '18	168	-2.9%
Jan '17	173	-23.7%

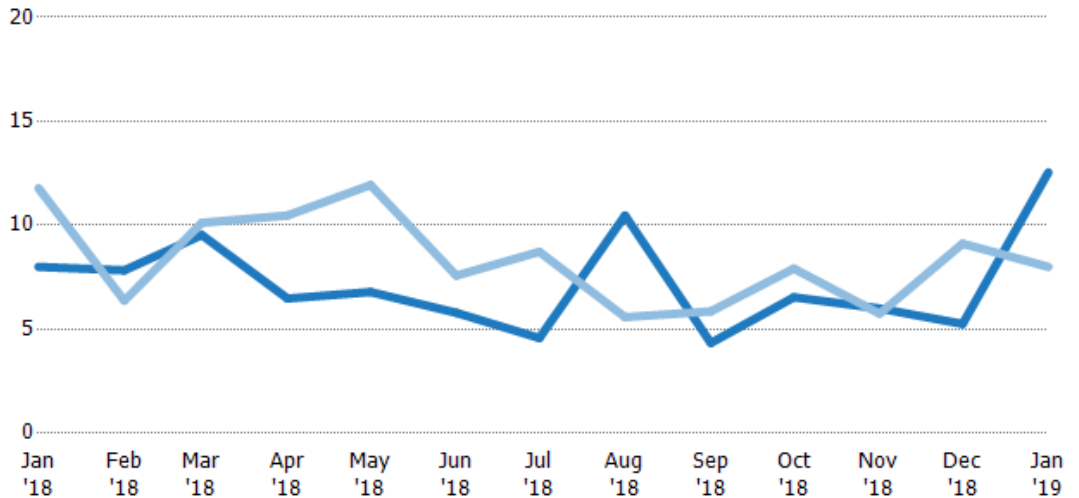
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	168	182	191	175	77	79	80.5	86	89.5	103	128	151	169
Prior Year	173	173	168	139	100	105	97	96	110	120	127	149	168
Percent Change from Prior Year	-3%	5%	14%	26%	-23%	-25%	-17%	-10%	-19%	-15%	1%	1%	0%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Jan '19	12.5	56.8%
Jan '18	8	-32.1%
Jan '17	11.8	-16.6%

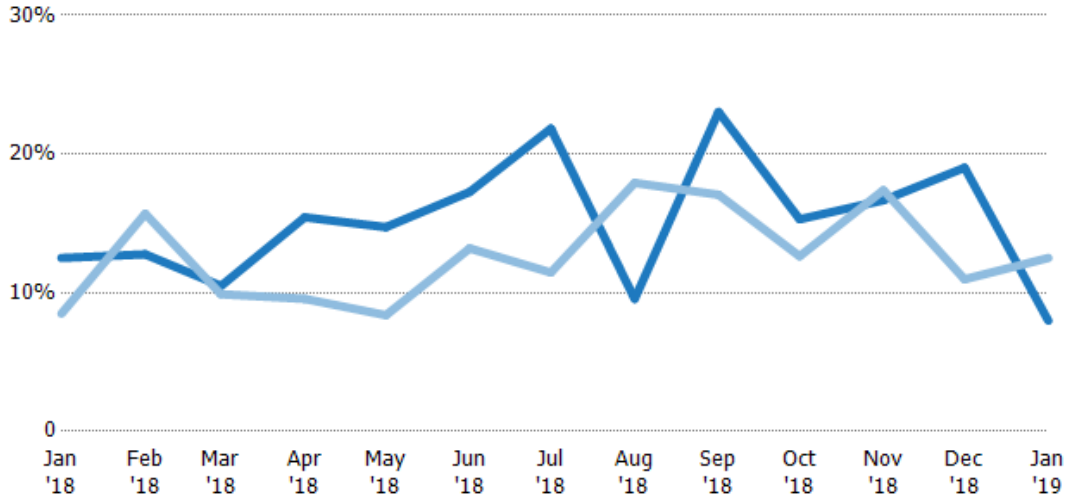
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	8	7.83	9.53	6.48	6.79	5.79	4.58	10.5	4.34	6.54	6	5.26	12.5
Prior Year	11.8	6.37	10.1	10.5	11.9	7.58	8.73	5.58	5.86	7.92	5.75	9.12	8
Percent Change from Prior Year	-32%	23%	-6%	-38%	-43%	-24%	-48%	88%	-26%	-17%	4%	-42%	57%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



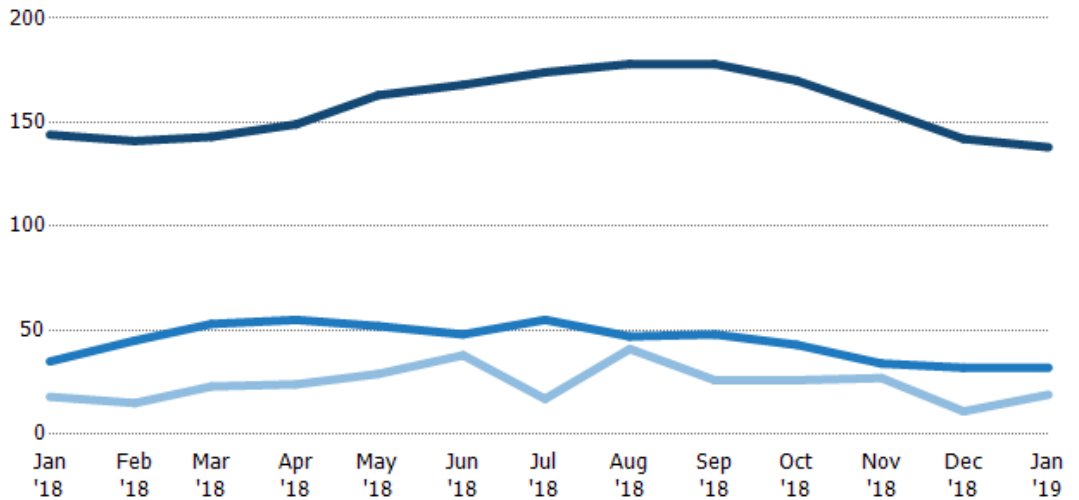
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	13%	13%	10%	15%	15%	17%	22%	10%	23%	15%	17%	19%	8%
Prior Year	8%	16%	10%	10%	8%	13%	11%	18%	17%	13%	17%	11%	13%
Change from Prior Year	-4%	3%	-1%	-6%	-6%	-4%	-10%	8%	-6%	-3%	1%	-8%	5%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	144	141	143	149	163	168	174	178	178	170	156	142	138
Pending	35	45	53	55	52	48	55	47	48	43	34	32	32
Sold	18	15	23	24	29	38	17	41	26	26	27	11	19

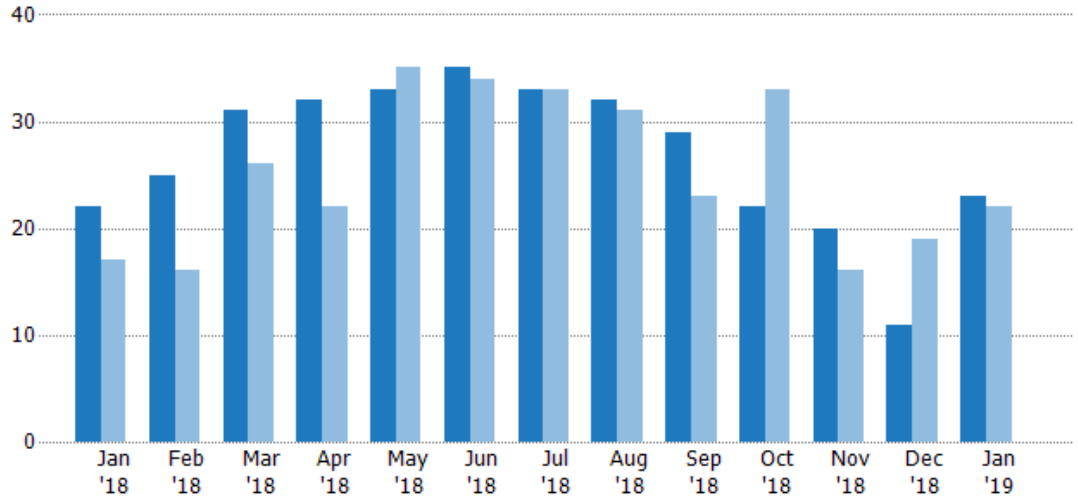
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	23	4.5%
Jan '18	22	29.4%
Jan '17	17	88.2%



Current Year	22	25	31	32	33	35	33	32	29	22	20	11	23
Prior Year	17	16	26	22	35	34	33	31	23	33	16	19	22
Percent Change from Prior Year	29%	56%	19%	45%	-6%	3%	0%	3%	26%	-33%	25%	-42%	5%

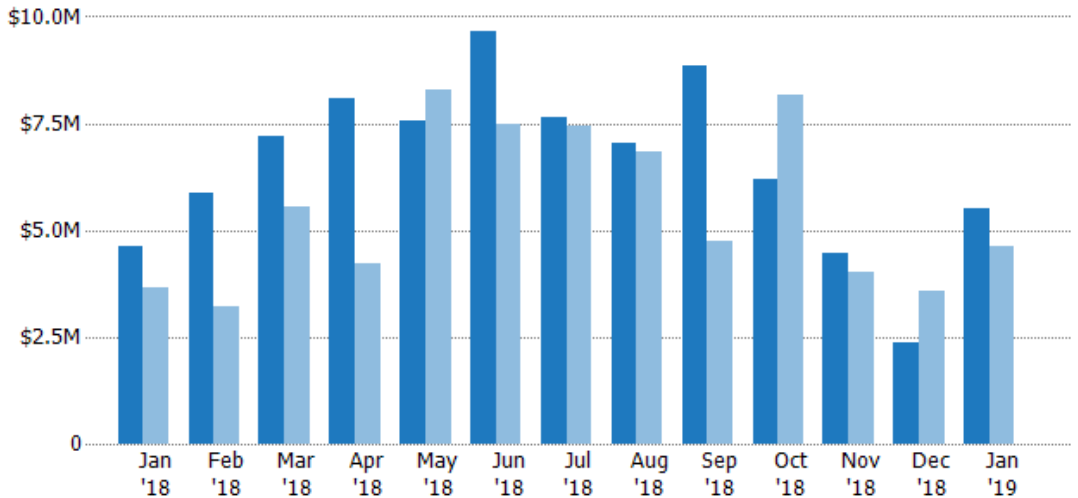
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$5.51M	18.9%
Jan '18	\$4.63M	26.5%
Jan '17	\$3.66M	87.2%



Current Year	\$4.63M	\$5.88M	\$7.19M	\$8.07M	\$7.56M	\$9.64M	\$7.63M	\$7.04M	\$8.85M	\$6.19M	\$4.46M	\$2.36M	\$5.51M
Prior Year	\$3.66M	\$3.21M	\$5.54M	\$4.23M	\$8.28M	\$7.48M	\$7.44M	\$6.84M	\$4.73M	\$8.17M	\$4.01M	\$3.6M	\$4.63M
Percent Change from Prior Year	26%	83%	30%	91%	-9%	29%	3%	3%	87%	-24%	11%	-34%	19%

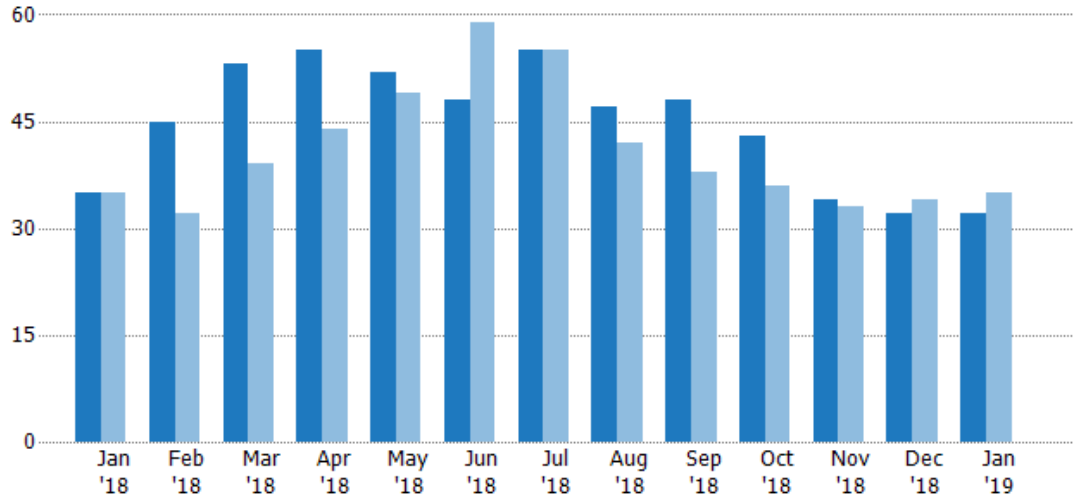
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	32	-8.6%
Jan '18	35	0%
Jan '17	35	37.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	35	45	53	55	52	48	55	47	48	43	34	32	32
Prior Year	35	32	39	44	49	59	55	42	38	36	33	34	35
Percent Change from Prior Year	0%	41%	36%	25%	6%	-19%	0%	12%	26%	19%	3%	-6%	-9%

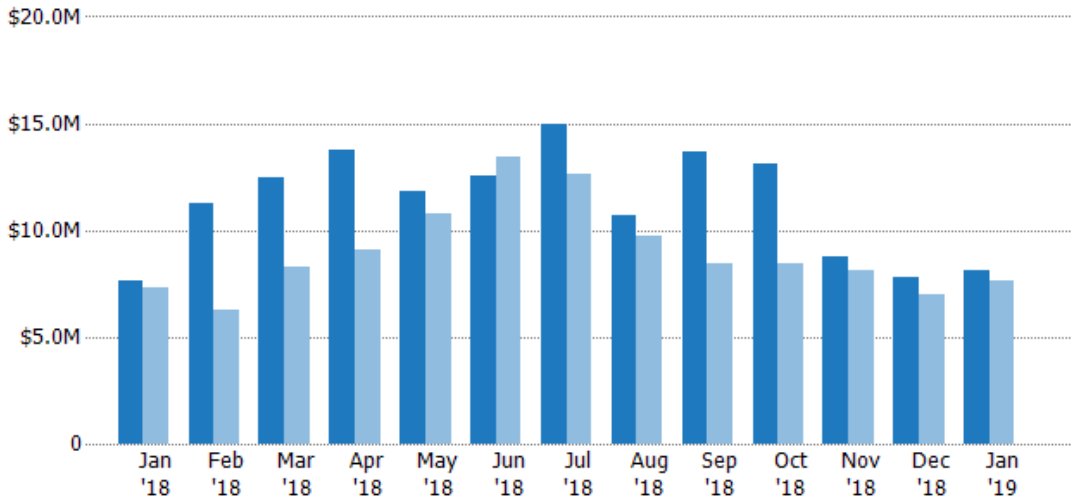
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$8.13M	6.2%
Jan '18	\$7.66M	4.7%
Jan '17	\$7.32M	41.1%



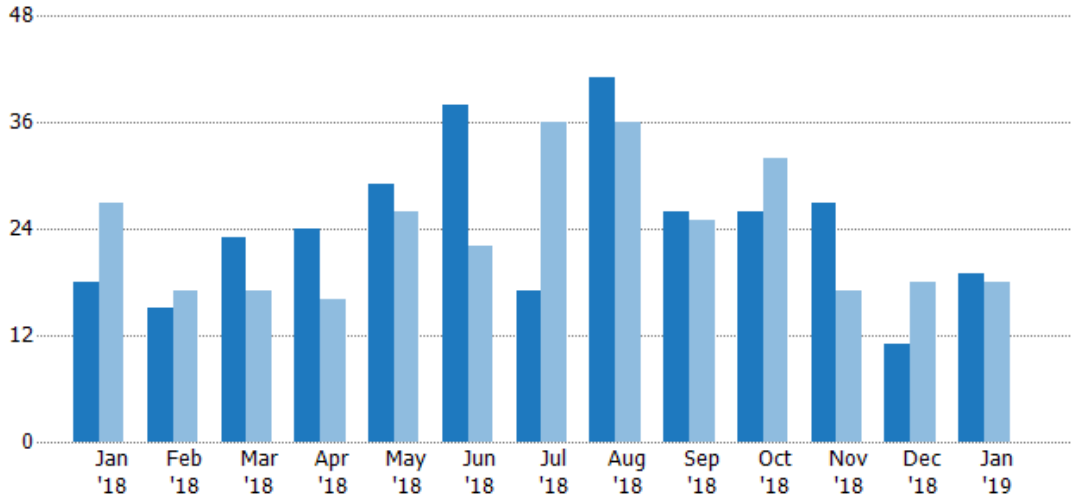
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$7.66M	\$11.3M	\$12.5M	\$13.8M	\$11.8M	\$12.5M	\$15M	\$10.7M	\$13.7M	\$13.1M	\$8.8M	\$7.84M	\$8.13M
Prior Year	\$7.32M	\$6.25M	\$8.27M	\$9.1M	\$10.8M	\$13.4M	\$12.6M	\$9.71M	\$8.48M	\$8.42M	\$8.15M	\$7.02M	\$7.66M
Percent Change from Prior Year	5%	80%	51%	51%	10%	-7%	19%	10%	61%	56%	8%	12%	6%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jan '19	19	5.6%
Jan '18	18	-33.3%
Jan '17	27	-44.4%

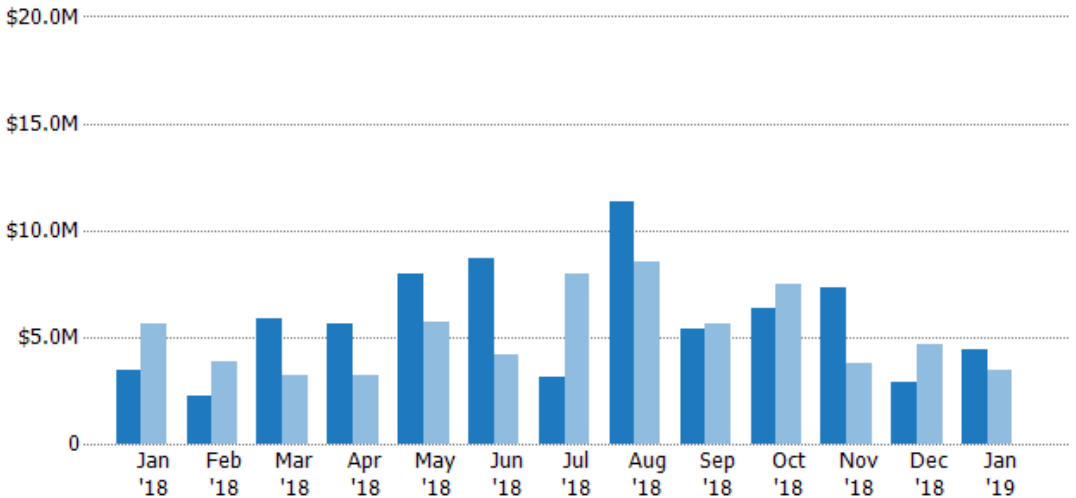
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	18	15	23	24	29	38	17	41	26	26	27	11	19
Prior Year	27	17	17	16	26	22	36	36	25	32	17	18	18
Percent Change from Prior Year	-33%	-12%	35%	50%	12%	73%	-53%	14%	4%	-19%	59%	-39%	6%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$4.44M	28.6%
Jan '18	\$3.45M	-39%
Jan '17	\$5.66M	-61.8%

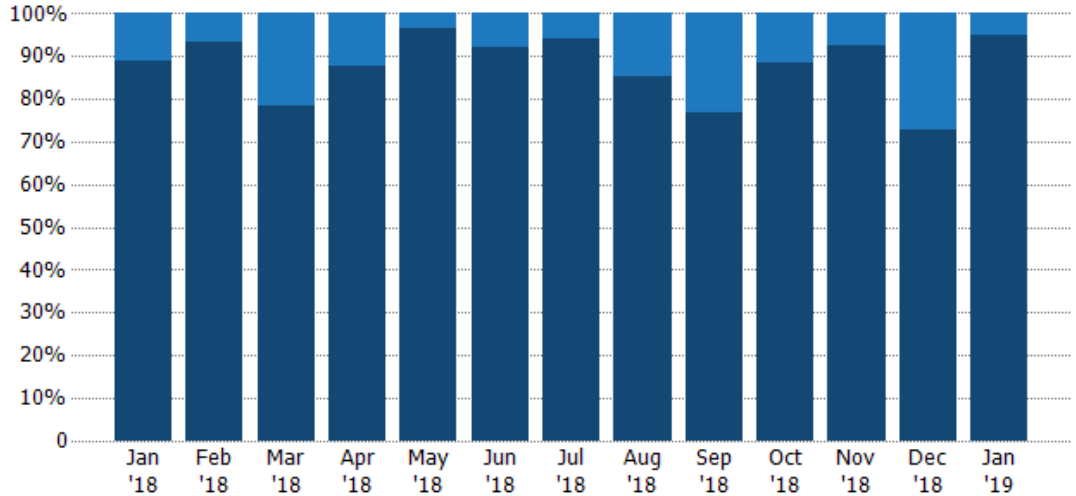
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$3.45M	\$2.22M	\$5.85M	\$5.62M	\$7.92M	\$8.71M	\$3.15M	\$11.4M	\$5.39M	\$6.39M	\$7.28M	\$2.88M	\$4.44M
Prior Year	\$5.66M	\$3.84M	\$3.19M	\$3.22M	\$5.68M	\$4.14M	\$7.93M	\$8.48M	\$5.62M	\$7.47M	\$3.8M	\$4.63M	\$3.45M
Percent Change from Prior Year	-39%	-42%	83%	75%	39%	110%	-60%	34%	-4%	-15%	92%	-38%	29%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



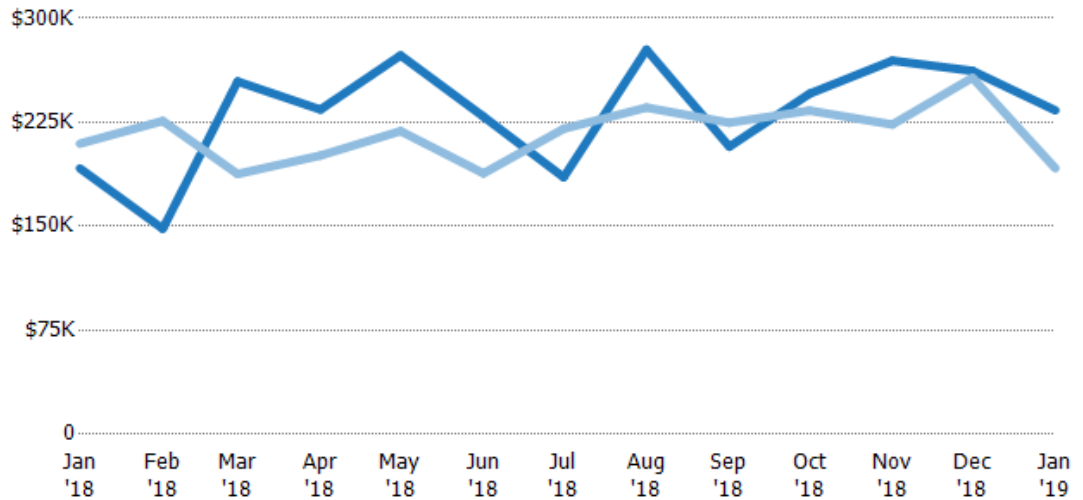
Condo/Townhouse	11%	7%	22%	13%	3%	8%	6%	15%	23%	12%	7%	27%	5%
Single Family Residence	89%	93%	78%	88%	97%	92%	94%	85%	77%	88%	93%	73%	95%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



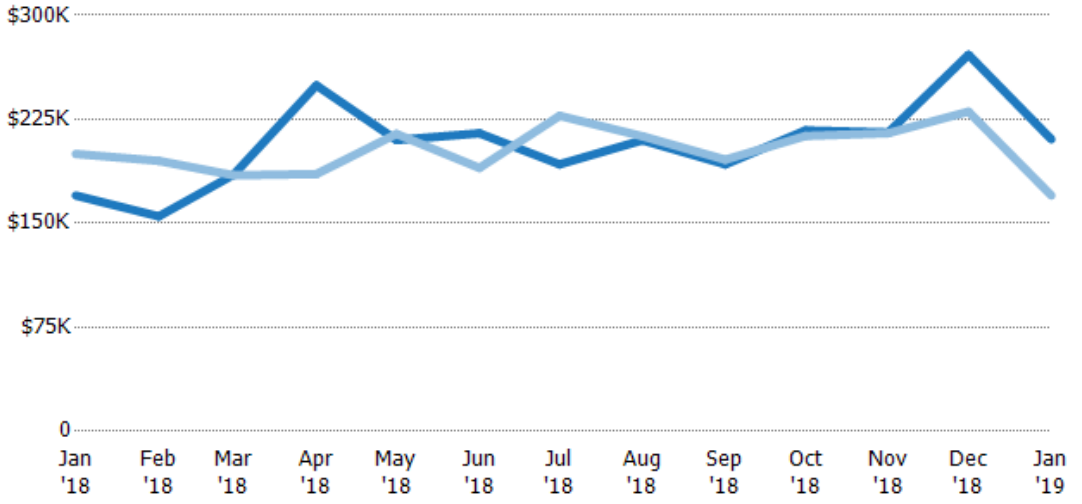
Current Year	\$192K	\$148K	\$254K	\$234K	\$273K	\$229K	\$185K	\$277K	\$207K	\$246K	\$269K	\$262K	\$234K
Prior Year	\$210K	\$226K	\$188K	\$201K	\$219K	\$188K	\$220K	\$236K	\$225K	\$233K	\$223K	\$257K	\$192K
Percent Change from Prior Year	-8%	-34%	36%	16%	25%	22%	-16%	18%	-8%	5%	21%	2%	22%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Jan '19	\$211K	23.8%
Jan '18	\$170K	-15%
Jan '17	\$200K	-29%

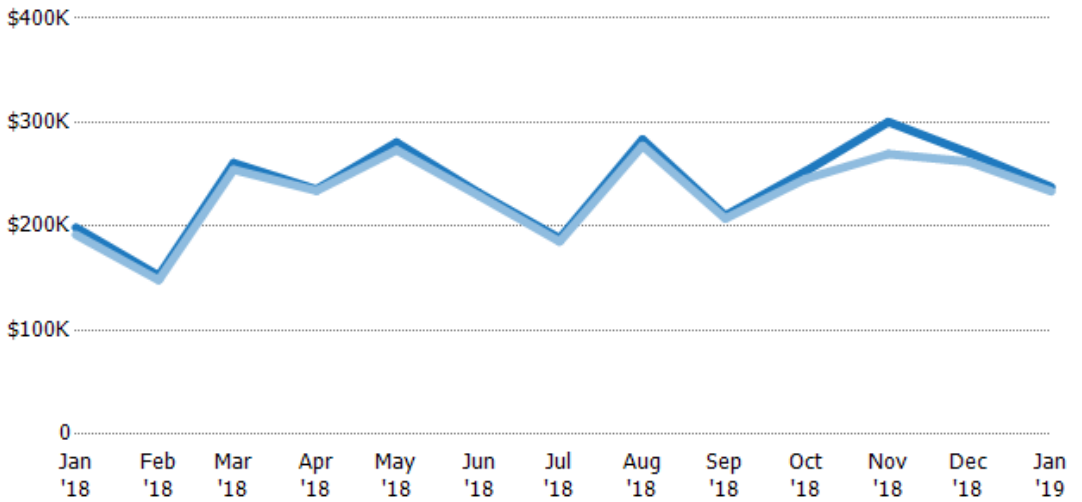
Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '18	\$170K	\$200K	-15%
Feb '18	\$155K	\$195K	-21%
Mar '18	\$185K	\$185K	0%
Apr '18	\$250K	\$186K	35%
May '18	\$210K	\$214K	-2%
Jun '18	\$215K	\$190K	13%
Jul '18	\$193K	\$228K	-15%
Aug '18	\$210K	\$213K	-1%
Sep '18	\$193K	\$196K	-2%
Oct '18	\$217K	\$213K	2%
Nov '18	\$216K	\$215K	0%
Dec '18	\$272K	\$231K	18%
Jan '19	\$211K	\$170K	24%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Jan '19	\$211K	23.8%
Jan '18	\$170K	-15%
Jan '17	\$200K	-29%

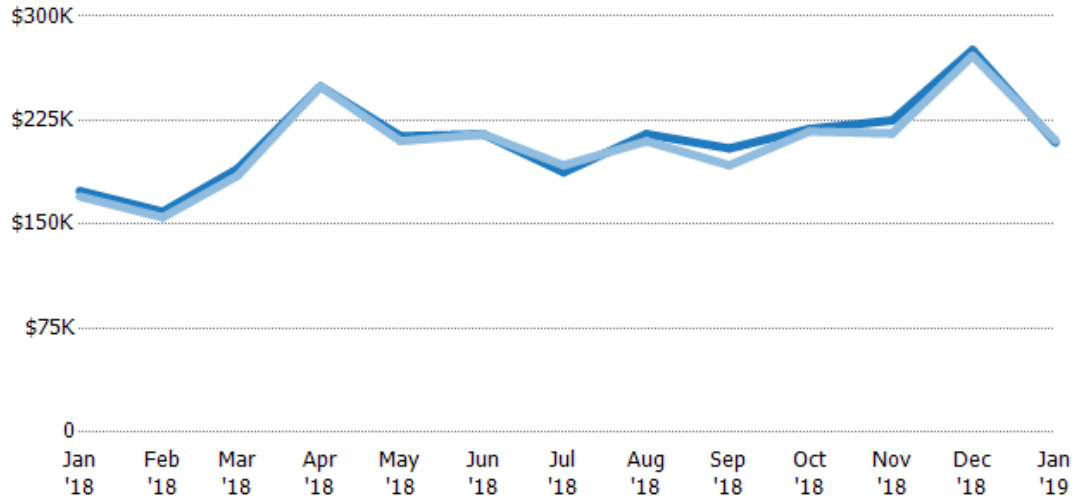
Month	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Jan '18	\$199K	\$192K	97%
Feb '18	\$152K	\$148K	97%
Mar '18	\$261K	\$254K	98%
Apr '18	\$235K	\$234K	99%
May '18	\$281K	\$273K	97%
Jun '18	\$232K	\$229K	99%
Jul '18	\$188K	\$185K	98%
Aug '18	\$284K	\$277K	98%
Sep '18	\$210K	\$207K	99%
Oct '18	\$253K	\$246K	97%
Nov '18	\$300K	\$269K	90%
Dec '18	\$271K	\$262K	97%
Jan '19	\$238K	\$234K	98%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type: Condo/Townhouse/Apt, Single Family Residence



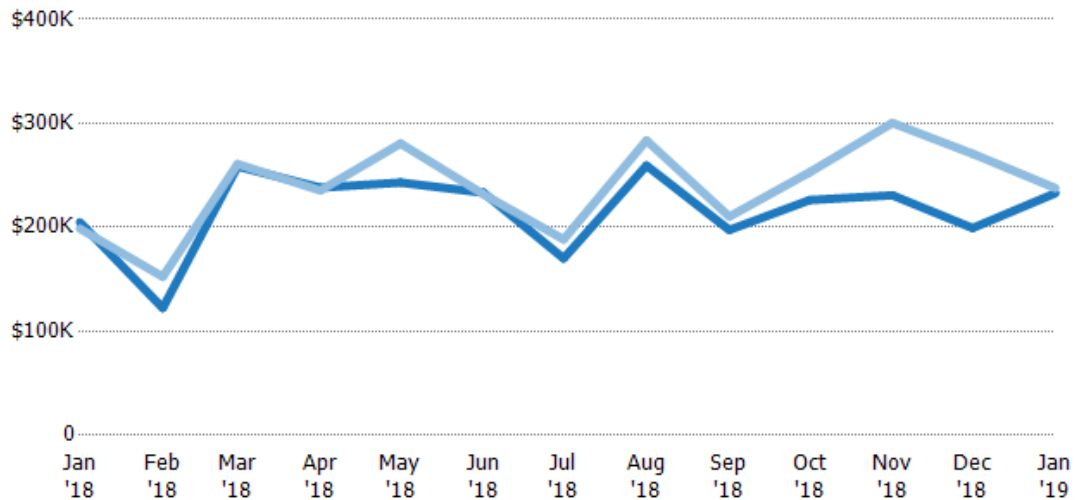
Month	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Med Sales Price as a % of Med List Price	98%	97%	97%	100%	98%	100%	103%	98%	94%	99%	96%	99%	101%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type: Condo/Townhouse/Apt, Single Family Residence



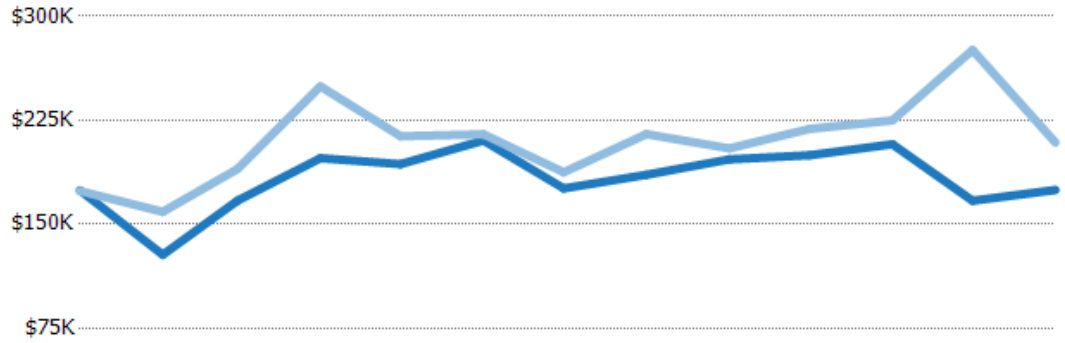
Month	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Sales Price as a % of Avg Est Value	97%	125%	101%	99%	115%	99%	111%	109%	106%	112%	130%	136%	102%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$175K	\$128K	\$167K	\$198K	\$193K	\$210K	\$176K	\$186K	\$197K	\$200K	\$208K	\$167K	\$175K
Median Sales Price	\$174K	\$159K	\$190K	\$249K	\$214K	\$215K	\$188K	\$215K	\$205K	\$219K	\$225K	\$276K	\$209K
Med Sales Price as a % of Med Est Value	100%	124%	114%	126%	110%	102%	107%	116%	104%	110%	108%	165%	120%