## Summary of Key Listing and Sales Metrics

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

### Listing Activity Charts Metrics

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Oct 2019</th>
<th>Oct 2018</th>
<th>+ / -</th>
<th>YTD 2019</th>
<th>YTD 2018</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listing Count</td>
<td>18</td>
<td>21</td>
<td>-14.3%</td>
<td>206</td>
<td>235</td>
<td>-12.3%</td>
</tr>
<tr>
<td>New Listing Volume</td>
<td>$3,586,600</td>
<td>$4,359,300</td>
<td>-17.7%</td>
<td>$40,473,090</td>
<td>$47,197,900</td>
<td>-14.2%</td>
</tr>
<tr>
<td>Active Listing Count</td>
<td>79</td>
<td>110</td>
<td>-28.2%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Active Listing Volume</td>
<td>$17,167,895</td>
<td>$24,638,600</td>
<td>-30.3%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Average Listing Price</td>
<td>$217,315</td>
<td>$223,987</td>
<td>-3%</td>
<td>$212,733</td>
<td>$207,700</td>
<td>+2.4%</td>
</tr>
<tr>
<td>Median Listing Price</td>
<td>$185,000</td>
<td>$191,400</td>
<td>-3.3%</td>
<td>$178,280</td>
<td>$177,437</td>
<td>+0.5%</td>
</tr>
<tr>
<td>Median Days in RPR</td>
<td>83</td>
<td>110</td>
<td>-24.5%</td>
<td>112.65</td>
<td>93.18</td>
<td>+20.9%</td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>5.3</td>
<td>5</td>
<td>+5.3%</td>
<td>6.8</td>
<td>5.6</td>
<td>+21.5%</td>
</tr>
<tr>
<td>Absorption Rate</td>
<td>18.99%</td>
<td>20%</td>
<td>-1%</td>
<td>14.79%</td>
<td>17.98%</td>
<td>-3.2%</td>
</tr>
</tbody>
</table>

### Sales Activity Charts Metrics

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Oct 2019</th>
<th>Oct 2018</th>
<th>+ / -</th>
<th>YTD 2019</th>
<th>YTD 2018</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Pending Sales Count</td>
<td>16</td>
<td>13</td>
<td>+23.1%</td>
<td>191</td>
<td>155</td>
<td>+23.2%</td>
</tr>
<tr>
<td>New Pending Sales Volume</td>
<td>$2,816,000</td>
<td>$2,389,600</td>
<td>+17.8%</td>
<td>$35,342,100</td>
<td>$27,514,500</td>
<td>+28.4%</td>
</tr>
<tr>
<td>Pending Sales Count</td>
<td>20</td>
<td>27</td>
<td>-25.9%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Pending Sales Volume</td>
<td>$3,877,300</td>
<td>$4,675,100</td>
<td>-17.1%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Closed Sales Count</td>
<td>13</td>
<td>18</td>
<td>-27.8%</td>
<td>136</td>
<td>129</td>
<td>+5.4%</td>
</tr>
<tr>
<td>Closed Sales Volume</td>
<td>$2,826,000</td>
<td>$3,187,100</td>
<td>-11.3%</td>
<td>$25,197,119</td>
<td>$22,601,950</td>
<td>+11.5%</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$217,385</td>
<td>$177,061</td>
<td>+22.8%</td>
<td>$185,273</td>
<td>$175,209</td>
<td>+5.7%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$195,000</td>
<td>$161,950</td>
<td>+20.4%</td>
<td>$181,451</td>
<td>$168,184</td>
<td>+7.9%</td>
</tr>
</tbody>
</table>
New Listings

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

| Filters Used |
| ZIP: Barre, VT 05641 |
| Property Type: Condo/Townhouse/Apt, Single Family Residence |

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>18</td>
<td>-14.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>21</td>
<td>40%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>15</td>
<td>-13.3%</td>
</tr>
</tbody>
</table>

New Listing Volume

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

| Filters Used |
| ZIP: Barre, VT 05641 |
| Property Type: Condo/Townhouse/Apt, Single Family Residence |

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$3.59M</td>
<td>-17.7%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$4.36M</td>
<td>53.1%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$2.85M</td>
<td>-15.3%</td>
</tr>
</tbody>
</table>
Active Listings

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>79</td>
<td>-28.2%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>110</td>
<td>31%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>84</td>
<td>20.2%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

- Oct '19: -28.2%
- Oct '18: 31%
- Oct '17: 20.2%

Active Listing Volume

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$17.2M</td>
<td>-30.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$24.6M</td>
<td>58.2%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$15.6M</td>
<td>15.3%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

- Oct '19: -30.3%
- Oct '18: 58.2%
- Oct '17: 15.3%
Average Listing Price

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Price</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$217K</td>
<td>-3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$224K</td>
<td>20.8%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$185K</td>
<td>-4.1%</td>
</tr>
</tbody>
</table>

Median Listing Price

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Price</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$185K</td>
<td>-3.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$191K</td>
<td>9.4%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$175K</td>
<td>-11.4%</td>
</tr>
</tbody>
</table>

 Filters Used
ZIP: Barre, VT 05641
Property Type: Condo/Townhouse/Apt, Single Family Residence

Current Year: $224K, $224K, $224K, $215K, $204K, $204K, $204K, $204K, $185K, $185K, $185K, $185K

Percent Change from Prior Year
21% 26% 20% 13% 7% 8% 3% 6% 4% 4% 4% -5% -3%

Median Listing Price

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Price</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$185K</td>
<td>-3.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$191K</td>
<td>9.4%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$175K</td>
<td>-11.4%</td>
</tr>
</tbody>
</table>

 Filters Used
ZIP: Barre, VT 05641
Property Type: Condo/Townhouse/Apt, Single Family Residence

Prior Year: $159K, $159K, $159K, $159K, $159K, $159K, $159K, $159K, $159K, $159K, $159K, $159K

Percent Change from Prior Year
9% 19% 15% 0% 0% 3% 3% 2% 3% 3% 0% 1% 1% -3%
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.

![Graph showing the average listing price vs average estimated value.]

<table>
<thead>
<tr>
<th></th>
<th>Oct '18</th>
<th>Nov '18</th>
<th>Dec '18</th>
<th>Jan '19</th>
<th>Feb '19</th>
<th>Mar '19</th>
<th>Apr '19</th>
<th>May '19</th>
<th>Jun '19</th>
<th>Jul '19</th>
<th>Aug '19</th>
<th>Sep '19</th>
<th>Oct '19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg Est Value</td>
<td>$203K</td>
<td>$202K</td>
<td>$194K</td>
<td>$193K</td>
<td>$186K</td>
<td>$189K</td>
<td>$189K</td>
<td>$202K</td>
<td>$206K</td>
<td>$212K</td>
<td>$208K</td>
<td>$201K</td>
<td>$205K</td>
</tr>
<tr>
<td>Avg Listing Price</td>
<td>$224K</td>
<td>$222K</td>
<td>$215K</td>
<td>$211K</td>
<td>$204K</td>
<td>$207K</td>
<td>$204K</td>
<td>$216K</td>
<td>$217K</td>
<td>$221K</td>
<td>$220K</td>
<td>$212K</td>
<td>$217K</td>
</tr>
<tr>
<td>Avg Listing Price as a % of Avg Est Value</td>
<td>111%</td>
<td>110%</td>
<td>111%</td>
<td>109%</td>
<td>110%</td>
<td>108%</td>
<td>107%</td>
<td>106%</td>
<td>104%</td>
<td>106%</td>
<td>105%</td>
<td>106%</td>
<td></td>
</tr>
</tbody>
</table>

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.

![Graph showing the median listing price vs median estimated value.]

<table>
<thead>
<tr>
<th></th>
<th>Oct '18</th>
<th>Nov '18</th>
<th>Dec '18</th>
<th>Jan '19</th>
<th>Feb '19</th>
<th>Mar '19</th>
<th>Apr '19</th>
<th>May '19</th>
<th>Jun '19</th>
<th>Jul '19</th>
<th>Aug '19</th>
<th>Sep '19</th>
<th>Oct '19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Listing Price</td>
<td>$191K</td>
<td>$189K</td>
<td>$178K</td>
<td>$175K</td>
<td>$175K</td>
<td>$178K</td>
<td>$179K</td>
<td>$178K</td>
<td>$179K</td>
<td>$179K</td>
<td>$179K</td>
<td>$185K</td>
<td></td>
</tr>
<tr>
<td>Med Listing Price as a % of Med Est Value</td>
<td>120%</td>
<td>116%</td>
<td>112%</td>
<td>112%</td>
<td>113%</td>
<td>111%</td>
<td>106%</td>
<td>106%</td>
<td>104%</td>
<td>103%</td>
<td>101%</td>
<td>101%</td>
<td>107%</td>
</tr>
</tbody>
</table>
### 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:** Barre, VT 05641
- **Property Type:** Condo/Townhouse/Apt, Single Family Residence

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Days</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>83</td>
<td>-24.5%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>110</td>
<td>-1.8%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>112</td>
<td>-2.7%</td>
</tr>
</tbody>
</table>

**Current Year**
- October: 110
- November: 127
- December: 131
- January: 147
- February: 140
- March: 160
- April: 140
- May: 142
- June: 123
- July: 90
- August: 79
- September: 81
- October: 83

**Prior Year**
- October: 112
- November: 129
- December: 160
- January: 162
- February: 157
- March: 57
- April: 67
- May: 71
- June: 76.5
- July: 85
- August: 80
- September: 94
- October: 110

**Percent Change from Prior Year**
- October: -2%
- November: -2%
- December: -18%
- January: -9%
- February: -11%
- March: 181%
- April: 109%
- May: 100%
- June: 61%
- July: 6%
- August: -1%
- September: -14%
- October: -25%

### Months of Inventory

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

**Filters Used**
- **ZIP:** Barre, VT 05641
- **Property Type:** Condo/Townhouse/Apt, Single Family Residence

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Months</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>5.27</td>
<td>5.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>5</td>
<td>7.1%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>4.67</td>
<td>35.3%</td>
</tr>
</tbody>
</table>

**Current Year**
- October: 5
- November: 6.06
- December: 4.95
- January: 11
- February: 15.2
- March: 28
- April: 5.87
- May: 7.9
- June: 5.87
- July: 4
- August: 4.79
- September: 4.68
- October: 5.27

**Prior Year**
- October: 4.67
- November: 4.16
- December: 4.2
- January: 4.23
- February: 6
- March: 11.5
- April: 10.6
- May: 9.67
- June: 5.22
- July: 10.5
- August: 11.7
- September: 5.15
- October: 5

**Percent Change from Prior Year**
- October: 7%
- November: 46%
- December: 18%
- January: 160%
- February: 153%
- March: 143%
- April: -45%
- May: -18%
- June: 12%
- July: -62%
- August: -59%
- September: -9%
- October: 5%
Absorption Rate
The percentage of inventory sold per month.

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Rate</th>
<th>Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>19%</td>
<td>1%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>20%</td>
<td>1.4%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>21%</td>
<td>-26.1%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Active</th>
<th>Pending</th>
<th>Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '18</td>
<td>110</td>
<td>27</td>
<td>18</td>
</tr>
<tr>
<td>Nov '18</td>
<td>109</td>
<td>13</td>
<td>20</td>
</tr>
<tr>
<td>Dec '18</td>
<td>99</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>Jan '19</td>
<td>99</td>
<td>12</td>
<td>6</td>
</tr>
<tr>
<td>Feb '19</td>
<td>91</td>
<td>20</td>
<td>3</td>
</tr>
<tr>
<td>Mar '19</td>
<td>84</td>
<td>23</td>
<td>15</td>
</tr>
<tr>
<td>Apr '19</td>
<td>88</td>
<td>27</td>
<td>10</td>
</tr>
<tr>
<td>May '19</td>
<td>79</td>
<td>33</td>
<td>15</td>
</tr>
<tr>
<td>Jun '19</td>
<td>88</td>
<td>28</td>
<td>21</td>
</tr>
<tr>
<td>Jul '19</td>
<td>84</td>
<td>22</td>
<td>19</td>
</tr>
<tr>
<td>Aug '19</td>
<td>91</td>
<td>22</td>
<td>15</td>
</tr>
<tr>
<td>Sep '19</td>
<td>89</td>
<td>20</td>
<td>13</td>
</tr>
<tr>
<td>Oct '19</td>
<td>79</td>
<td>18</td>
<td>18</td>
</tr>
</tbody>
</table>

Filters Used
ZIP: Barre, VT 05641
Property Type: Condo/Townhouse/Apt, Single Family Residence
New Pending Sales
The number of residential properties with accepted offers that were added each month.

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>16</td>
<td>23.1%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>13</td>
<td>-27.8%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>18</td>
<td>11.1%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$2.82M</td>
<td>17.8%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$2.39M</td>
<td>-28.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$3.35M</td>
<td>-7.7%</td>
</tr>
</tbody>
</table>
Pending Sales

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct ‘19</td>
<td>20</td>
<td>-25.9%</td>
</tr>
<tr>
<td>Oct ‘18</td>
<td>27</td>
<td>17.4%</td>
</tr>
<tr>
<td>Oct ‘17</td>
<td>23</td>
<td>21.7%</td>
</tr>
</tbody>
</table>

Pending Sales Volume

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct ‘19</td>
<td>$3.88M</td>
<td>-17.1%</td>
</tr>
<tr>
<td>Oct ‘18</td>
<td>$4.68M</td>
<td>-2.4%</td>
</tr>
<tr>
<td>Oct ‘17</td>
<td>$4.79M</td>
<td>-10.8%</td>
</tr>
</tbody>
</table>
### Closed Sales
The total number of residential properties sold each month.

![Barre City October 2019 Closed Sales Chart]

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct ’19</td>
<td>13</td>
<td>-27.8%</td>
</tr>
<tr>
<td>Oct ’18</td>
<td>18</td>
<td>-5.3%</td>
</tr>
<tr>
<td>Oct ’17</td>
<td>19</td>
<td>-42.1%</td>
</tr>
</tbody>
</table>

### Filters Used
- ZIP: Barre, VT 05641
- Property Type: Condo/Townhouse/Apt, Single Family Residence

### Closed Sales Volume
The sum of the sales price of residential properties sold each month.

![Barre City October 2019 Closed Sales Volume Chart]

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct ’19</td>
<td>$2.83M</td>
<td>-11.3%</td>
</tr>
<tr>
<td>Oct ’18</td>
<td>$3.19M</td>
<td>-9.5%</td>
</tr>
<tr>
<td>Oct ’17</td>
<td>$3.52M</td>
<td>-44.1%</td>
</tr>
</tbody>
</table>

### Filters Used
- ZIP: Barre, VT 05641
- Property Type: Condo/Townhouse/Apt, Single Family Residence

### Filters Used
- ZIP: Barre, VT 05641
- Property Type: Condo/Townhouse/Apt, Single Family Residence

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*Note: Information is not guaranteed. Equal Housing Opportunity.*
Closed Sales by Property Type
The percentage of residential properties sold each month by property type.

Average Sales Price
The average sales price of the residential properties sold each month.
Median Sales Price

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Price</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$195K</td>
<td>20.4%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$162K</td>
<td>-1.8%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$165K</td>
<td>9.2%</td>
</tr>
</tbody>
</table>

Average Sales Price vs Average Listing Price

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

<table>
<thead>
<tr>
<th>Avg List Price</th>
<th>Avg Sales Price</th>
<th>Avg Sales Price as a % of Avg List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$183K $180K $178K $202K $194K $170K $194K $178K $178K $177K $206K $195K $224K</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$177K $175K $170K $199K $188K $166K $187K $172K $174K $172K $203K $193K $217K</td>
<td></td>
<td></td>
</tr>
<tr>
<td>97% 97% 96% 99% 97% 98% 97% 98% 97% 98% 97% 99% 99% 97%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Filters Used

ZIP: Barre, VT 05641
Property Type: Condo/Townhouse/Apt, Single Family Residence

Barre City October 2019

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

Filters Used
- ZIP: Barre, VT 05641
- Property Type: Condo/Townhouse/Apt, Single Family Residence

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

Filters Used
- ZIP: Barre, VT 05641
- Property Type: Condo/Townhouse/Apt, Single Family Residence
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: Barre, VT 05641
Property Type: Condo/Townhouse/Apt, Single Family Residence

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Est Value</th>
<th>Median Sales Price</th>
<th>Med Sales Price as a % of Med Est Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '18</td>
<td>$159K</td>
<td>$165K</td>
<td>104%</td>
</tr>
<tr>
<td>Nov '18</td>
<td>$164K</td>
<td>$171K</td>
<td>104%</td>
</tr>
<tr>
<td>Dec '18</td>
<td>$178K</td>
<td>$174K</td>
<td>97%</td>
</tr>
<tr>
<td>Jan '19</td>
<td>$183K</td>
<td>$185K</td>
<td>97%</td>
</tr>
<tr>
<td>Feb '19</td>
<td>$179K</td>
<td>$176K</td>
<td>101%</td>
</tr>
<tr>
<td>Mar '19</td>
<td>$164K</td>
<td>$167K</td>
<td>101%</td>
</tr>
<tr>
<td>Apr '19</td>
<td>$192K</td>
<td>$194K</td>
<td>101%</td>
</tr>
<tr>
<td>May '19</td>
<td>$156K</td>
<td>$170K</td>
<td>109%</td>
</tr>
<tr>
<td>Jun '19</td>
<td>$167K</td>
<td>$175K</td>
<td>105%</td>
</tr>
<tr>
<td>Jul '19</td>
<td>$160K</td>
<td>$170K</td>
<td>106%</td>
</tr>
<tr>
<td>Aug '19</td>
<td>$186K</td>
<td>$205K</td>
<td>110%</td>
</tr>
<tr>
<td>Sep '19</td>
<td>$186K</td>
<td>$210K</td>
<td>101%</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$207K</td>
<td>$210K</td>
<td>97%</td>
</tr>
</tbody>
</table>