## Summary of Key Listing and Sales Metrics

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

<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><strong>Listing Activity Charts Metrics</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Listing Count</td>
<td>15</td>
<td>3</td>
<td>+400%</td>
<td>159</td>
<td>151</td>
<td>+5.3%</td>
</tr>
<tr>
<td>New Listing Volume</td>
<td>$3,078,900</td>
<td>$272,000</td>
<td>+1,031.9%</td>
<td>$30,072,139</td>
<td>$28,863,213</td>
<td>+4.2%</td>
</tr>
<tr>
<td>Active Listing Count</td>
<td>86</td>
<td>103</td>
<td>-16.5%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Active Listing Volume</td>
<td>$18,813,339</td>
<td>$22,459,825</td>
<td>-16.2%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Average Listing Price</td>
<td>$218,760</td>
<td>$218,057</td>
<td>+0.3%</td>
<td>$218,712</td>
<td>$221,816</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Median Listing Price</td>
<td>$164,450</td>
<td>$164,900</td>
<td>-0.3%</td>
<td>$165,203</td>
<td>$169,914</td>
<td>-2.8%</td>
</tr>
<tr>
<td>Median Days in RPR</td>
<td>127.5</td>
<td>168</td>
<td>-24.1%</td>
<td>154.8</td>
<td>152.63</td>
<td>+1.3%</td>
</tr>
<tr>
<td>Months of Inventory</td>
<td>7.8</td>
<td>7.9</td>
<td>-1.3%</td>
<td>9.9</td>
<td>11.2</td>
<td>-11.7%</td>
</tr>
<tr>
<td>Absorption Rate</td>
<td>12.79%</td>
<td>12.62%</td>
<td>+0.2%</td>
<td>10.14%</td>
<td>8.96%</td>
<td>+1.2%</td>
</tr>
<tr>
<td><strong>Sales Activity Charts Metrics</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Pending Sales Count</td>
<td>20</td>
<td>9</td>
<td>+122.2%</td>
<td>143</td>
<td>108</td>
<td>+32.4%</td>
</tr>
<tr>
<td>New Pending Sales Volume</td>
<td>$3,854,200</td>
<td>$2,035,600</td>
<td>+89.3%</td>
<td>$25,546,100</td>
<td>$19,443,338</td>
<td>+31.4%</td>
</tr>
<tr>
<td>Pending Sales Count</td>
<td>25</td>
<td>19</td>
<td>+31.6%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Pending Sales Volume</td>
<td>$4,953,100</td>
<td>$3,671,100</td>
<td>+34.9%</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Closed Sales Count</td>
<td>8</td>
<td>5</td>
<td>+60%</td>
<td>107</td>
<td>92</td>
<td>+16.3%</td>
</tr>
<tr>
<td>Closed Sales Volume</td>
<td>$1,503,550</td>
<td>$881,900</td>
<td>+70.5%</td>
<td>$17,893,459</td>
<td>$15,135,978</td>
<td>+18.2%</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$187,944</td>
<td>$176,380</td>
<td>+6.6%</td>
<td>$167,229</td>
<td>$164,521</td>
<td>+1.6%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$145,075</td>
<td>$157,000</td>
<td>-7.6%</td>
<td>$156,024</td>
<td>$159,197</td>
<td>-2%</td>
</tr>
</tbody>
</table>
New Listings

The number of new residential listings 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>15</td>
<td>400%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>3</td>
<td>-75%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>12</td>
<td>-16.7%</td>
</tr>
</tbody>
</table>

New Listing Volume

The sum of the listing price of residential listings 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>$3.08M</td>
<td>1,031.9%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$272K</td>
<td>-89.5%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$2.59M</td>
<td>-31.2%</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>Current Year</th>
<th>Percent Change from Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>86</td>
<td>-16.5%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>103</td>
<td>5.1%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>98</td>
<td>-2%</td>
</tr>
</tbody>
</table>

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>Percent Change from Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$18.8M</td>
<td>-16.2%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$22.5M</td>
<td>-9%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$24.7M</td>
<td>-9.7%</td>
</tr>
</tbody>
</table>
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>$219K</td>
<td>0.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$218K</td>
<td>-13.4%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$252K</td>
<td>-7.8%</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>$164K</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$165K</td>
<td>-5.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$175K</td>
<td>-2.1%</td>
</tr>
</tbody>
</table>
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: Bennington, VT 05201
Property Type: Condo/Townhouse/Apt, Single Family Residence

|---------------|------|------|------|------|------|------|------|------|------|------|------|------|------|

|-------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|

| Avg Listing Price as % of Avg Est Value | 100% | 101% | 101% | 99% | 99% | 96% | 98% | 99% | 99% | 99% | 100% | 99% | 100% |

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: Bennington, VT 05201
Property Type: Condo/Townhouse/Apt, Single Family Residence

<table>
<thead>
<tr>
<th>Median Est Value</th>
<th>$166K</th>
<th>$166K</th>
<th>$169K</th>
<th>$166K</th>
<th>$166K</th>
<th>$169K</th>
<th>$169K</th>
<th>$166K</th>
<th>$167K</th>
<th>$165K</th>
<th>$168K</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Median Listing Price</th>
<th>$165K</th>
<th>$165K</th>
<th>$165K</th>
<th>$170K</th>
<th>$160K</th>
<th>$166K</th>
<th>$168K</th>
<th>$169K</th>
<th>$168K</th>
<th>$169K</th>
<th>$164K</th>
</tr>
</thead>
</table>

| Med Listing Price as % of Med Est Value | 99% | 99% | 99% | 100% | 96% | 96% | 98% | 100% | 100% | 100% | 101% | 97% | 98% |
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.

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Days</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>128</td>
<td>-24.1%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>168</td>
<td>15.1%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>146</td>
<td>-5.5%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

| Months of Inventory

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Months</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>7.82</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>7.92</td>
<td>-59.6%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>19.6</td>
<td>-69.4%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

| Oct '18 | 168 | -13%  |
| Oct '17 | 146 | -37%  |
| Oct '19 | -25%| -24%  |

Filters Used

- ZIP: Bennington, VT 05201
- Property Type: Condo/Townhouse/Apt, Single Family Residence

Filters Used

- ZIP: Bennington, VT 05201
- Property Type: Condo/Townhouse/Apt, Single Family Residence
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>13%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>13%</td>
<td>-7.5%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>5%</td>
<td>226.7%</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 '19</td>
<td>103</td>
<td>19</td>
<td>5</td>
</tr>
<tr>
<td>Oct '18</td>
<td>99</td>
<td>16</td>
<td>11</td>
</tr>
<tr>
<td>Oct '17</td>
<td>91</td>
<td>14</td>
<td>6</td>
</tr>
</tbody>
</table>

Filters Used
ZIP: Bennington, VT 05201
Property Type: Condo/Townhouse/Apt, Single Family Residence

Current Year
13% 5% 12% 11% 7% 8% 9% 13% 11% 19% 14% 18% 13%

Prior Year
5% 12% 11% 5% 9% 7% 3% 7% 9% 7% 7% 21% 13%

Change from Prior Year
-8% 7% -1% -6% 3% -2% -6% -6% -1% -12% -7% 3% 0%
New Pending Sales
The number of residential properties with accepted offers that were added each month.

Filters Used
ZIP: Bennington, VT 05201
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>20</td>
<td>122.2%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>9</td>
<td>80%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>5</td>
<td>120%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year
80% 50% -20% 17% 43% 36% 67% 5% -12% 108% -17% 30% 122%

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

Filters Used
ZIP: Bennington, VT 05201
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>$3.85M</td>
<td>89.3%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$2.04M</td>
<td>134.6%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$868K</td>
<td>71.3%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year
135% 17% 4% 42% 64% 59% 25% -1% -31% 123% 17% 17% 89%
Pending Sales
The number of residential properties with accepted offers that were available at the end each month.

Filters Used
ZIP: Bennington, VT 05201
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>25</td>
<td>31.6%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>19</td>
<td>26.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>15</td>
<td>60%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

<table>
<thead>
<tr>
<th></th>
<th>Current Year</th>
<th>Prior Year</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>19</td>
<td>16</td>
<td>31.6%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>15</td>
<td>10</td>
<td>100%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>10</td>
<td>10</td>
<td>8%</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.

Filters Used
ZIP: Bennington, VT 05201
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>$4.95M</td>
<td>34.9%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$3.67M</td>
<td>44.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$2.54M</td>
<td>38.2%</td>
</tr>
</tbody>
</table>

Percent Change from Prior Year

<table>
<thead>
<tr>
<th></th>
<th>Current Year</th>
<th>Prior Year</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$4.95M</td>
<td>$3.67M</td>
<td>34.9%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$3.67M</td>
<td>$2.54M</td>
<td>44.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$2.54M</td>
<td>$1.45M</td>
<td>38.2%</td>
</tr>
</tbody>
</table>
Closed Sales
The total number of residential properties sold each month.

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Count</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>8</td>
<td>60%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>5</td>
<td>-58.3%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>12</td>
<td>-33.3%</td>
</tr>
</tbody>
</table>

Filters Used
- ZIP: Bennington, VT 05201
- Property Type: Condo/Townhouse/Apt, Single Family Residence

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

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Volume</th>
<th>% Chg.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '19</td>
<td>$1.5M</td>
<td>70.5%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$882K</td>
<td>-36.3%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$1.38M</td>
<td>-4.2%</td>
</tr>
</tbody>
</table>

Filters Used
- ZIP: Bennington, VT 05201
- Property Type: Condo/Townhouse/Apt, Single Family Residence
Closed Sales by Property Type
The percentage of residential properties sold each month by property type.

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Condo/Townhouse</th>
<th>Single Family Residence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '18</td>
<td>-9%</td>
<td>100%</td>
</tr>
<tr>
<td>Nov '18</td>
<td>-</td>
<td>91%</td>
</tr>
<tr>
<td>Dec '18</td>
<td>-</td>
<td>100%</td>
</tr>
<tr>
<td>Jan '19</td>
<td>13%</td>
<td>100%</td>
</tr>
<tr>
<td>Feb '19</td>
<td>18%</td>
<td>100%</td>
</tr>
<tr>
<td>Mar '19</td>
<td>10%</td>
<td>6%</td>
</tr>
<tr>
<td>Apr '19</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>May '19</td>
<td>13%</td>
<td>9%</td>
</tr>
<tr>
<td>Jun '19</td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>Jul '19</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aug '19</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sep '19</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oct '19</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Average Sales Price
The average 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>$188K</td>
<td>6.6%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$176K</td>
<td>52.9%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$115K</td>
<td>43.8%</td>
</tr>
</tbody>
</table>
**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>$145K</td>
<td>-7.6%</td>
</tr>
<tr>
<td>Oct '18</td>
<td>$157K</td>
<td>45.7%</td>
</tr>
<tr>
<td>Oct '17</td>
<td>$108K</td>
<td>53.8%</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></th>
<th>Avg List Price</th>
<th>Avg Sales Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '18</td>
<td>$183K</td>
<td>$176K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$182K</td>
<td>$181K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$130K</td>
<td>$125K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$174K</td>
<td>$204K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$162K</td>
<td>$168K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$163K</td>
<td>$156K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$179K</td>
<td>$158K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$164K</td>
<td>$175K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$201K</td>
<td>$192K</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$193K</td>
<td>$188K</td>
</tr>
</tbody>
</table>
```

Avg Sales Price as a % of Avg List Price:
- Oct '18: 96%
- Oct '19: 96%

**Filters Used**

- ZIP: Bennington, VT 05201
- Property Type: Condo/Townhouse/Apt, Single Family Residence

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**Median Sales Price vs Median Listing Price**

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Median List Price $</th>
<th>Median Sales Price $</th>
<th>Med Sales Price as a % of Med List Price %</th>
</tr>
</thead>
<tbody>
<tr>
<td>'18</td>
<td>$160K</td>
<td>$157K</td>
<td>98%</td>
</tr>
<tr>
<td>'19</td>
<td>$160K</td>
<td>$167K</td>
<td>103%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Avg Est Value $</th>
<th>Avg Sales Price $</th>
<th>Avg Sales Price as a % of Avg Est Value %</th>
</tr>
</thead>
<tbody>
<tr>
<td>'18</td>
<td>$176K</td>
<td>$183K</td>
<td>104%</td>
</tr>
<tr>
<td>'19</td>
<td>$185K</td>
<td>$190K</td>
<td>102%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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: Bennington, VT 05201
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>$157K</td>
<td>$160K</td>
<td>102%</td>
</tr>
<tr>
<td>Nov '18</td>
<td>$162K</td>
<td>$162K</td>
<td>99%</td>
</tr>
<tr>
<td>Dec '18</td>
<td>$163K</td>
<td>$160K</td>
<td>100%</td>
</tr>
<tr>
<td>Jan '19</td>
<td>$146K</td>
<td>$152K</td>
<td>104%</td>
</tr>
<tr>
<td>Feb '19</td>
<td>$120K</td>
<td>$149K</td>
<td>99%</td>
</tr>
<tr>
<td>Mar '19</td>
<td>$187K</td>
<td>$159K</td>
<td>97%</td>
</tr>
<tr>
<td>Apr '19</td>
<td>$165K</td>
<td>$170K</td>
<td>102%</td>
</tr>
<tr>
<td>May '19</td>
<td>$165K</td>
<td>$162K</td>
<td>96%</td>
</tr>
<tr>
<td>Jun '19</td>
<td>$176K</td>
<td>$175K</td>
<td>97%</td>
</tr>
<tr>
<td>Jul '19</td>
<td>$166K</td>
<td>$186K</td>
<td>98%</td>
</tr>
<tr>
<td>Aug '19</td>
<td>$152K</td>
<td>$144K</td>
<td>94%</td>
</tr>
<tr>
<td>Sep '19</td>
<td>$152K</td>
<td>$144K</td>
<td>94%</td>
</tr>
<tr>
<td>Oct '19</td>
<td>$152K</td>
<td>$144K</td>
<td>94%</td>
</tr>
</tbody>
</table>