

Summary of Key Listing and Sales Metrics

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

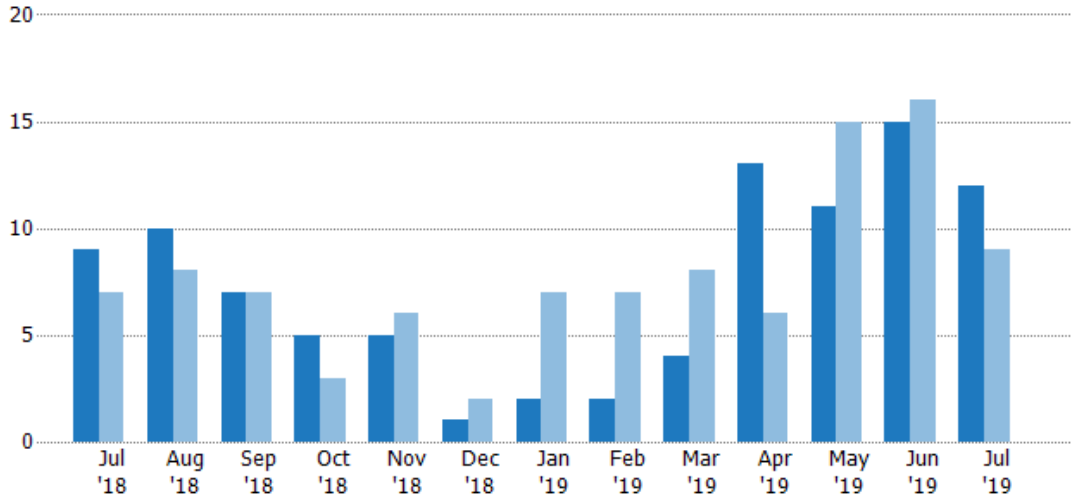
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	9	+33.3%	59	68	-13.2%
New Listing Volume	\$3,143,500	\$1,419,400	+121.5%	\$15,539,500	\$15,001,600	+3.6%
Active Listing Count	56	62	-9.7%	N/A	N/A	
Active Listing Volume	\$16,361,000	\$15,200,800	+7.6%	N/A	N/A	
Average Listing Price	\$292,161	\$245,174	+19.2%	\$265,924	\$243,719	+9.1%
Median Listing Price	\$223,000	\$219,500	+1.6%	\$219,842	\$211,530	+3.9%
Median Days in RPR	93	89.5	+3.9%	179.72	161.49	+11.3%
Months of Inventory	11.2	6.9	+62.6%	9.1	11.6	-21.6%
Absorption Rate	8.93%	14.52%	-5.6%	11.01%	8.64%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	8	7	+14.3%	41	45	-8.9%
New Pending Sales Volume	\$1,725,500	\$1,351,900	+27.6%	\$8,542,600	\$9,838,500	-13.2%
Pending Sales Count	16	15	+6.7%	N/A	N/A	
Pending Sales Volume	\$3,319,900	\$3,238,700	+2.5%	N/A	N/A	
Closed Sales Count	7	4	+75%	29	37	-21.6%
Closed Sales Volume	\$1,417,000	\$782,000	+81.2%	\$6,181,600	\$7,555,350	-18.2%
Average Sales Price	\$202,429	\$195,500	+3.5%	\$213,159	\$204,199	+4.4%
Median Sales Price	\$207,000	\$189,500	+9.2%	\$197,252	\$190,878	+3.3%

New Listings

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jul '19	12	33.3%
Jul '18	9	28.6%
Jul '17	7	57.1%

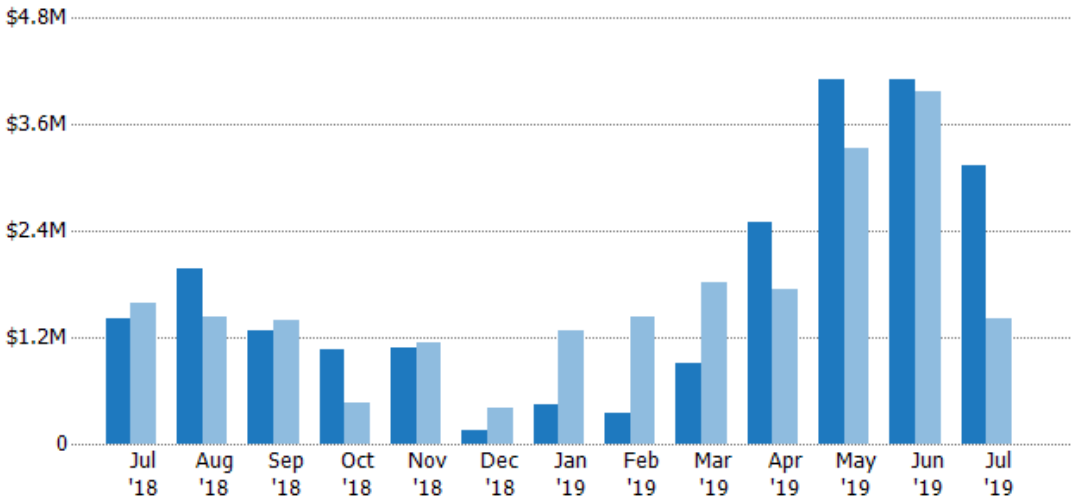
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	9	7	29%
Aug '18	10	8	25%
Sep '18	7	7	0%
Oct '18	5	3	67%
Nov '18	5	6	-17%
Dec '18	1	2	-50%
Jan '19	2	7	-71%
Feb '19	2	7	-71%
Mar '19	4	8	-50%
Apr '19	13	6	117%
May '19	11	15	-27%
Jun '19	15	16	-6%
Jul '19	12	9	33%

New Listing Volume

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jul '19	\$3.14M	121.5%
Jul '18	\$1.42M	-10.5%
Jul '17	\$1.59M	35.9%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$1.42M	\$1.59M	-11%
Aug '18	\$1.97M	\$1.43M	37%
Sep '18	\$1.27M	\$1.4M	-9%
Oct '18	\$1.06M	\$466K	127%
Nov '18	\$1.08M	\$1.15M	-6%
Dec '18	\$145K	\$404K	-64%
Jan '19	\$434K	\$1.27M	-66%
Feb '19	\$339K	\$1.44M	-76%
Mar '19	\$911K	\$1.82M	-50%
Apr '19	\$2.5M	\$1.74M	44%
May '19	\$4.1M	\$3.34M	23%
Jun '19	\$4.11M	\$3.97M	3%
Jul '19	\$3.14M	\$1.42M	121%

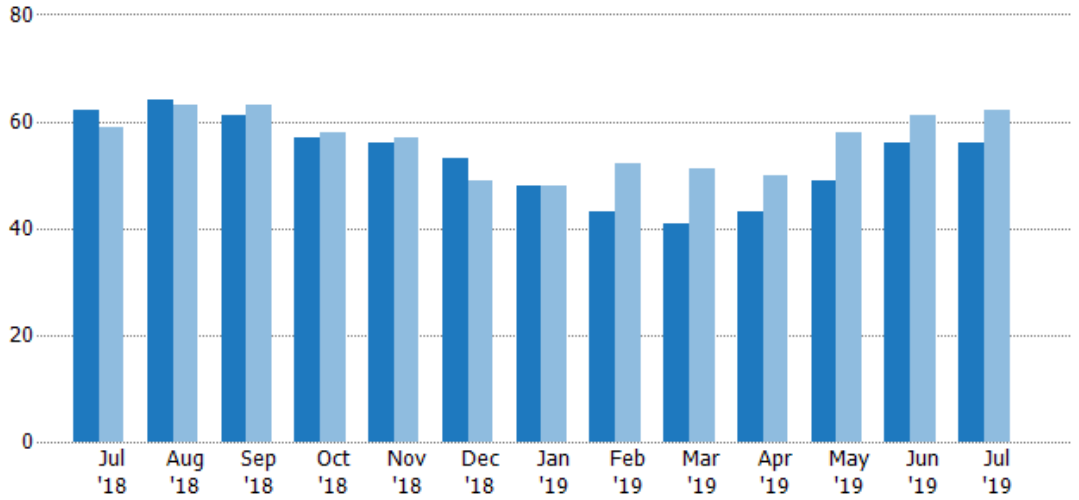
Active Listings

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jul '19	56	-9.7%
Jul '18	62	5.1%
Jul '17	59	33.9%



Current Year	62	64	61	57	56	53	48	43	41	43	49	56	56
Prior Year	59	63	63	58	57	49	48	52	51	50	58	61	62
Percent Change from Prior Year	5%	2%	-3%	-2%	-2%	8%	0%	-17%	-20%	-14%	-16%	-8%	-10%

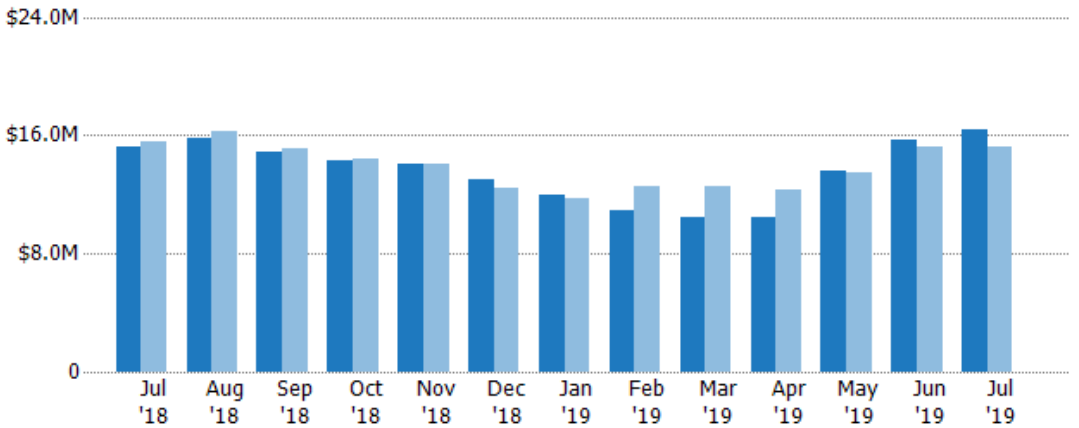
Active Listing Volume

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jul '19	\$16.4M	7.6%
Jul '18	\$15.2M	-2.2%
Jul '17	\$15.6M	29.4%



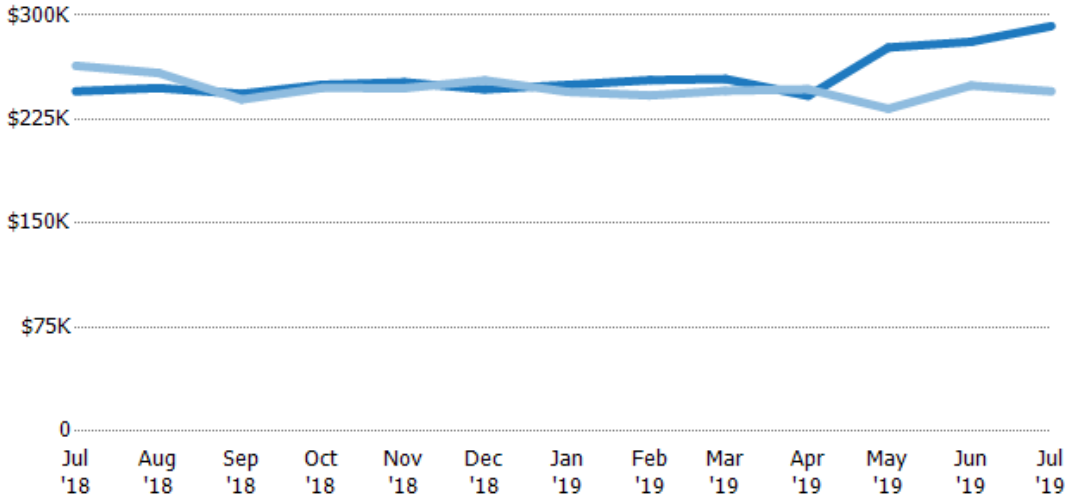
Current Year	\$15.2M	\$15.8M	\$14.8M	\$14.2M	\$14.1M	\$13.1M	\$12M	\$10.9M	\$10.4M	\$10.4M	\$13.6M	\$15.7M	\$16.4M
Prior Year	\$15.6M	\$16.3M	\$15.1M	\$14.4M	\$14.1M	\$12.4M	\$11.7M	\$12.6M	\$12.5M	\$12.3M	\$13.5M	\$15.2M	\$15.2M
Percent Change from Prior Year	-2%	-3%	-2%	-1%	0%	5%	2%	-14%	-17%	-16%	1%	3%	8%

Average Listing Price

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Jul '19	\$292K	19.2%
Jul '18	\$245K	-7%
Jul '17	\$264K	-3.4%

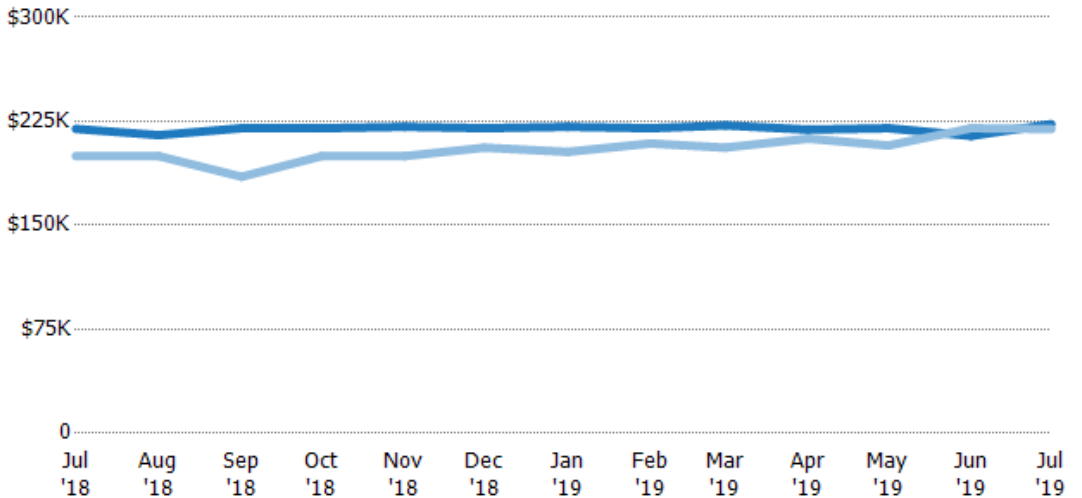
Current Year	\$245K	\$248K	\$243K	\$250K	\$252K	\$247K	\$250K	\$253K	\$254K	\$242K	\$277K	\$281K	\$292K
Prior Year	\$264K	\$258K	\$239K	\$248K	\$247K	\$253K	\$245K	\$242K	\$246K	\$247K	\$233K	\$249K	\$245K
Percent Change from Prior Year	-7%	-4%	2%	1%	2%	-3%	2%	5%	3%	-2%	19%	13%	19%

Median Listing Price

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Jul '19	\$223K	1.6%
Jul '18	\$220K	9.8%
Jul '17	\$200K	-5%

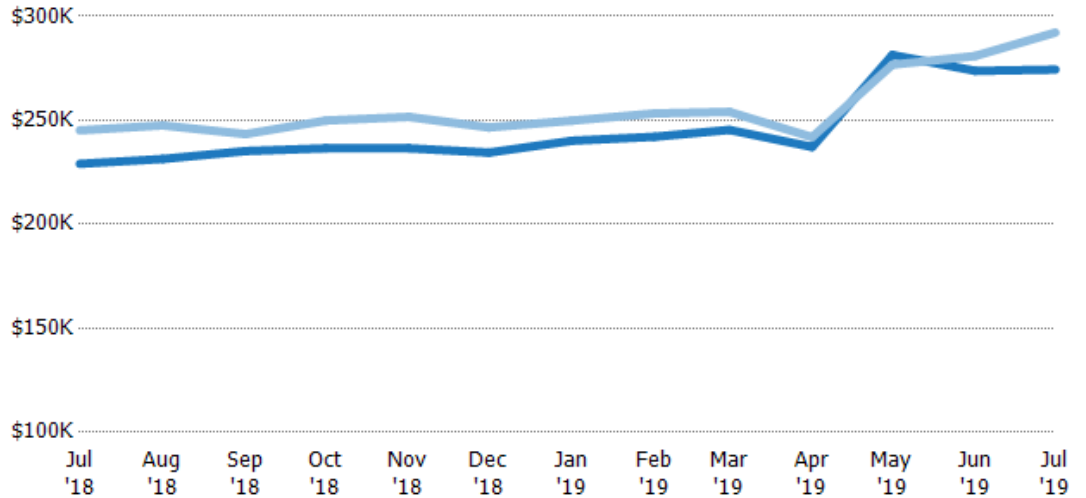
Current Year	\$220K	\$215K	\$220K	\$220K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$223K
Prior Year	\$200K	\$200K	\$185K	\$200K	\$200K	\$206K	\$203K	\$209K	\$206K	\$213K	\$208K	\$220K	\$220K
Percent Change from Prior Year	10%	8%	19%	10%	11%	7%	9%	5%	8%	3%	6%	-3%	2%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



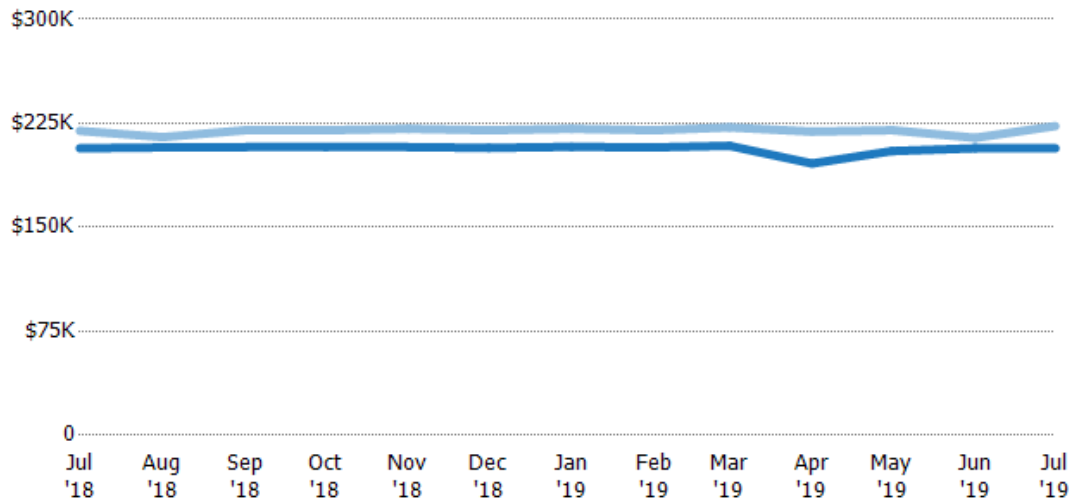
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$229K	\$231K	\$235K	\$237K	\$237K	\$234K	\$240K	\$242K	\$245K	\$237K	\$281K	\$274K	\$274K
Avg Listing Price	\$245K	\$248K	\$243K	\$250K	\$252K	\$247K	\$250K	\$253K	\$254K	\$242K	\$277K	\$281K	\$292K
Avg Listing Price as a % of Avg Est Value	107%	107%	103%	106%	106%	105%	104%	105%	104%	102%	98%	103%	106%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$207K	\$208K	\$208K	\$208K	\$208K	\$207K	\$208K	\$208K	\$209K	\$196K	\$205K	\$207K	\$207K
Median Listing Price	\$220K	\$215K	\$220K	\$220K	\$221K	\$220K	\$221K	\$220K	\$222K	\$219K	\$220K	\$215K	\$223K
Med Listing Price as a % of Med Est Value	106%	104%	106%	106%	106%	106%	106%	106%	106%	112%	107%	104%	108%

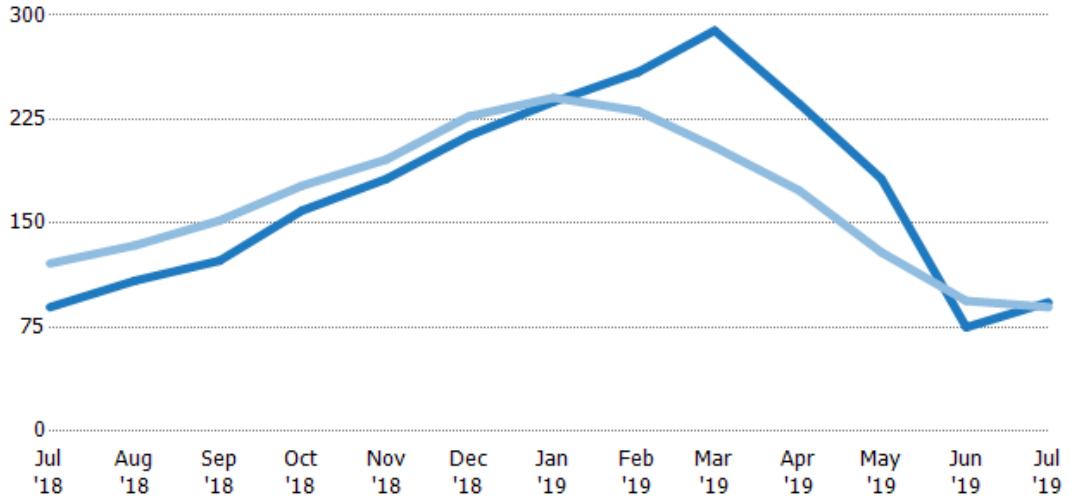
Median Days in RPR

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Jul '19	93	3.9%
Jul '18	89.5	-26%
Jul '17	121	-20.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	89.5	109	123	159	182	213	238	259	289	236	182	75	93
Prior Year	121	134	152	177	196	227	241	231	205	174	129	94	89.5
Percent Change from Prior Year	-26%	-19%	-19%	-10%	-7%	-6%	-1%	12%	41%	36%	41%	-20%	4%

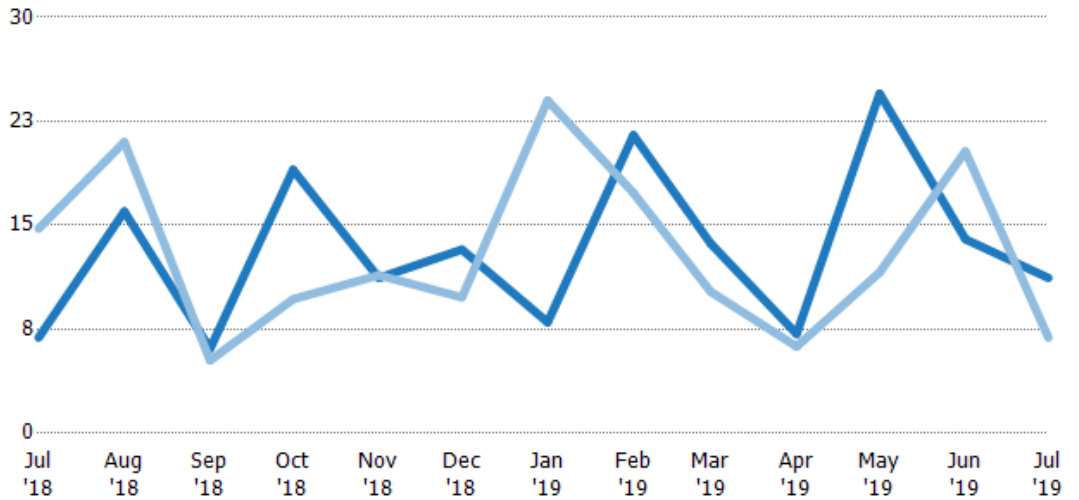
Months of Inventory

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Jul '19	11.2	62.6%
Jul '18	6.89	-53.3%
Jul '17	14.8	33.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	6.89	16	6.1	19	11.2	13.3	8	21.5	13.7	7.17	24.5	14	11.2
Prior Year	14.8	21	5.25	9.67	11.4	9.8	24	17.3	10.2	6.25	11.6	20.3	6.89
Percent Change from Prior Year	-53%	-24%	16%	97%	-2%	35%	-67%	24%	34%	15%	111%	-31%	63%

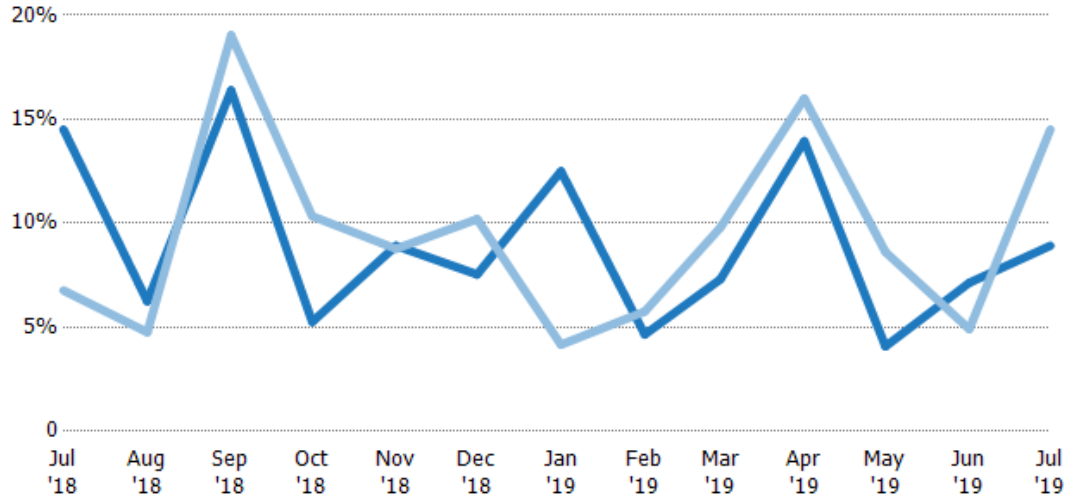
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Jul '19	9%	5.6%
Jul '18	15%	-7.7%
Jul '17	7%	-25.3%



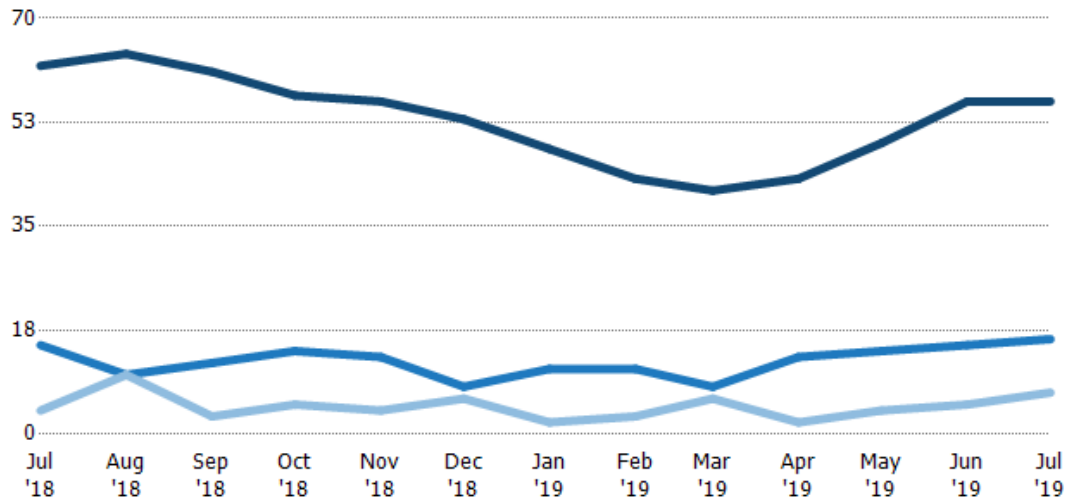
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	15%	6%	16%	5%	9%	8%	13%	5%	7%	14%	4%	7%	9%
Prior Year	7%	5%	19%	10%	9%	10%	4%	6%	10%	16%	9%	5%	15%
Change from Prior Year	-8%	-1%	3%	5%	0%	3%	-8%	1%	2%	2%	5%	-2%	6%

Active/Pending/Sold Units

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



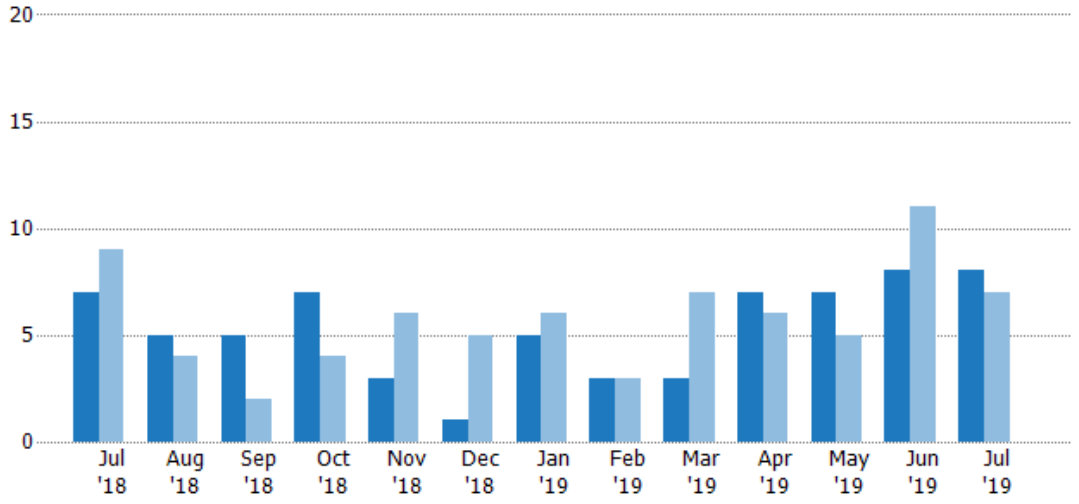
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	62	64	61	57	56	53	48	43	41	43	49	56	56
Pending	15	10	12	14	13	8	11	11	8	13	14	15	16
Sold	4	10	3	5	4	6	2	3	6	2	4	5	7

New Pending Sales

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jul '19	8	14.3%
Jul '18	7	-22.2%
Jul '17	9	-88.9%

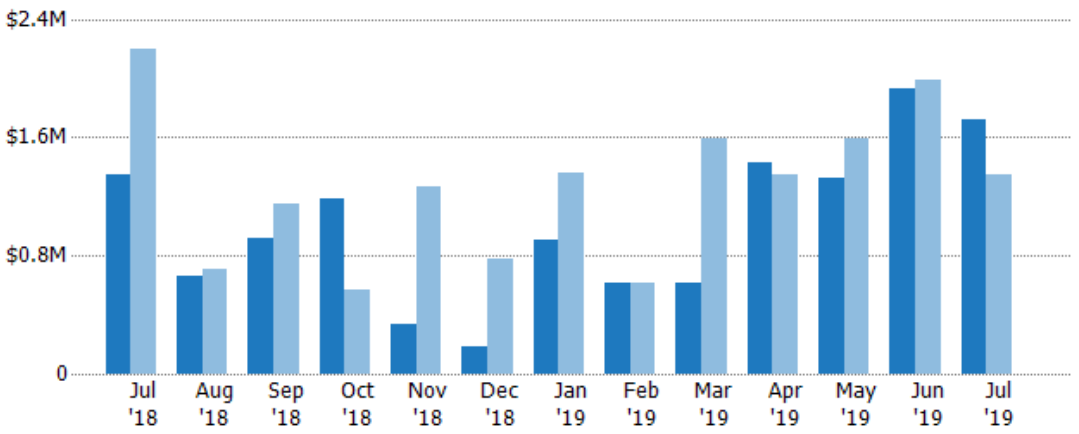
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	7	5	5	7	3	1	5	3	3	7	7	8	8
Prior Year	9	4	2	4	6	5	6	3	7	6	5	11	7
Percent Change from Prior Year	-22%	25%	150%	75%	-50%	-80%	-17%	0%	-57%	17%	40%	-27%	14%

New Pending Sales Volume

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jul '19	\$1.73M	27.6%
Jul '18	\$1.35M	-38.4%
Jul '17	\$2.19M	-91.5%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.35M	\$662K	\$922K	\$1.19M	\$341K	\$189K	\$901K	\$617K	\$620K	\$1.43M	\$1.32M	\$1.93M	\$1.73M
Prior Year	\$2.19M	\$704K	\$1.15M	\$571K	\$1.26M	\$780K	\$1.36M	\$609K	\$1.59M	\$1.35M	\$1.59M	\$1.98M	\$1.35M
Percent Change from Prior Year	-38%	-6%	-20%	109%	-73%	-76%	-34%	1%	-61%	6%	-17%	-3%	28%

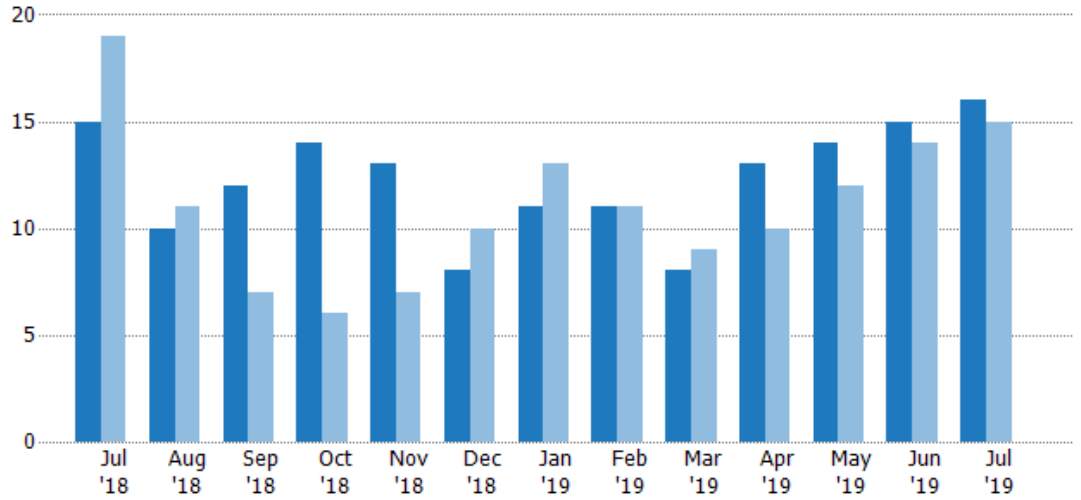
Pending Sales

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jul '19	16	6.7%
Jul '18	15	-21.1%
Jul '17	19	-57.9%



Current Year	15	10	12	14	13	8	11	11	8	13	14	15	16
Prior Year	19	11	7	6	7	10	13	11	9	10	12	14	15
Percent Change from Prior Year	-21%	-9%	71%	133%	86%	-20%	-15%	0%	-11%	30%	17%	7%	7%

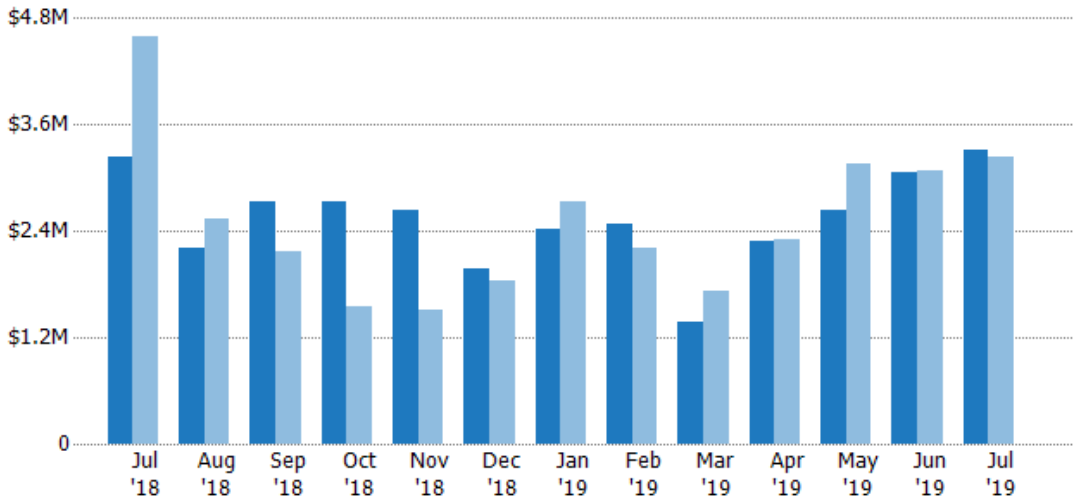
Pending Sales Volume

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jul '19	\$3.32M	2.5%
Jul '18	\$3.24M	-29.5%
Jul '17	\$4.59M	-69%



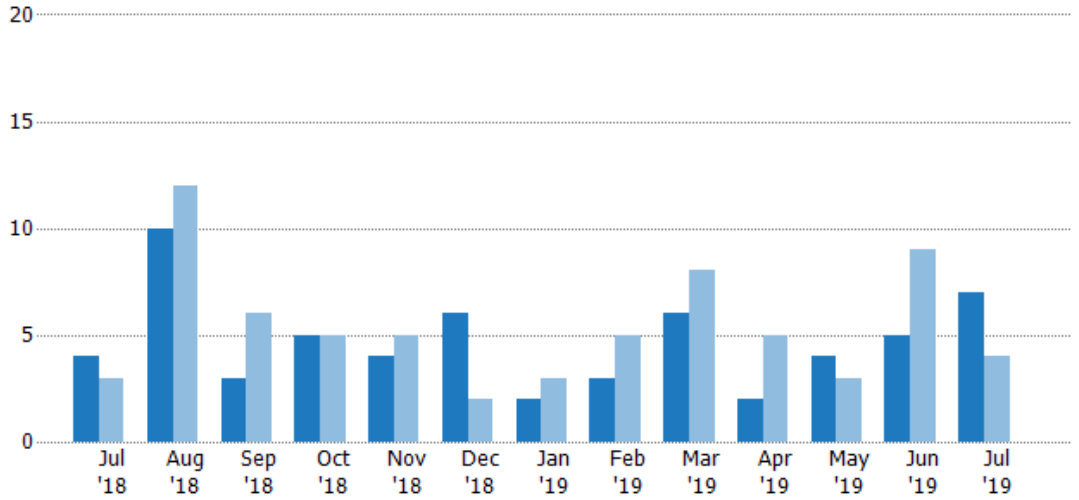
Current Year	\$3.24M	\$2.2M	\$2.74M	\$2.72M	\$2.63M	\$1.98M	\$2.42M	\$2.48M	\$1.37M	\$2.29M	\$2.63M	\$3.07M	\$3.32M
Prior Year	\$4.59M	\$2.54M	\$2.17M	\$1.56M	\$1.51M	\$1.83M	\$2.73M	\$2.21M	\$1.73M	\$2.31M	\$3.16M	\$3.08M	\$3.24M
Percent Change from Prior Year	-30%	-13%	26%	75%	74%	8%	-11%	12%	-21%	-1%	-17%	0%	3%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



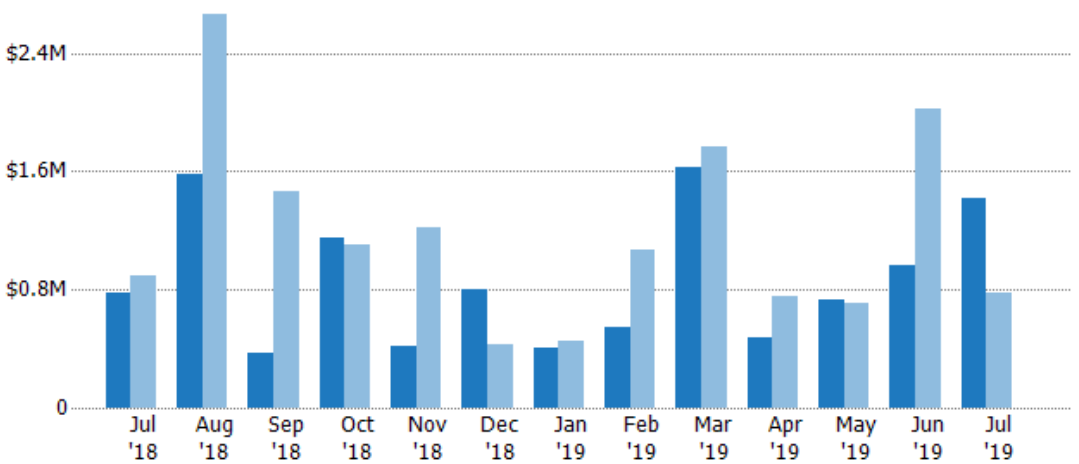
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	7	4	75%
Jul '18	4	3	33.3%
Jul '17	3	3	100%

Closed Sales Volume

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



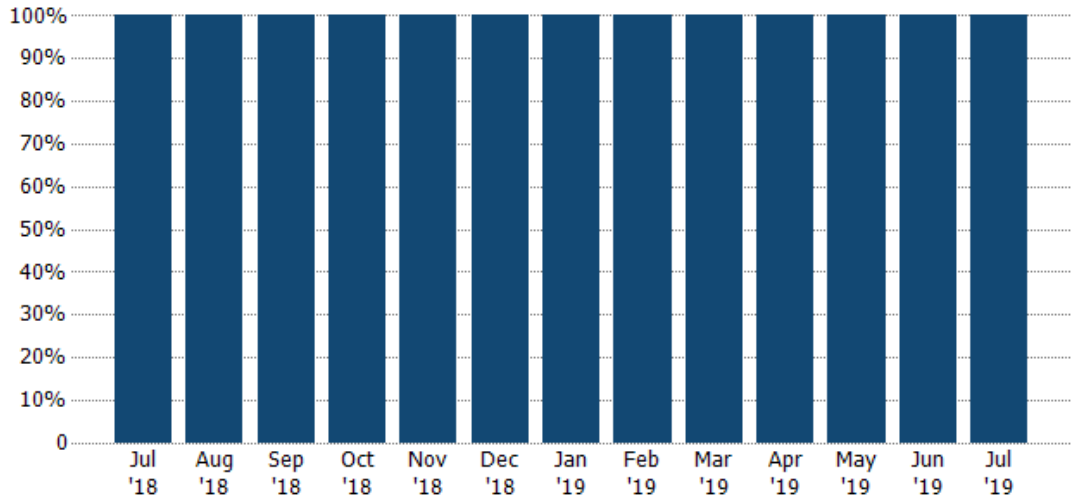
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$1.42M	\$782K	81.2%
Jul '18	\$782K	\$898K	-12.9%
Jul '17	\$898K	\$898K	27.2%

Closed Sales by Property Type

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



■ Single Family Residence

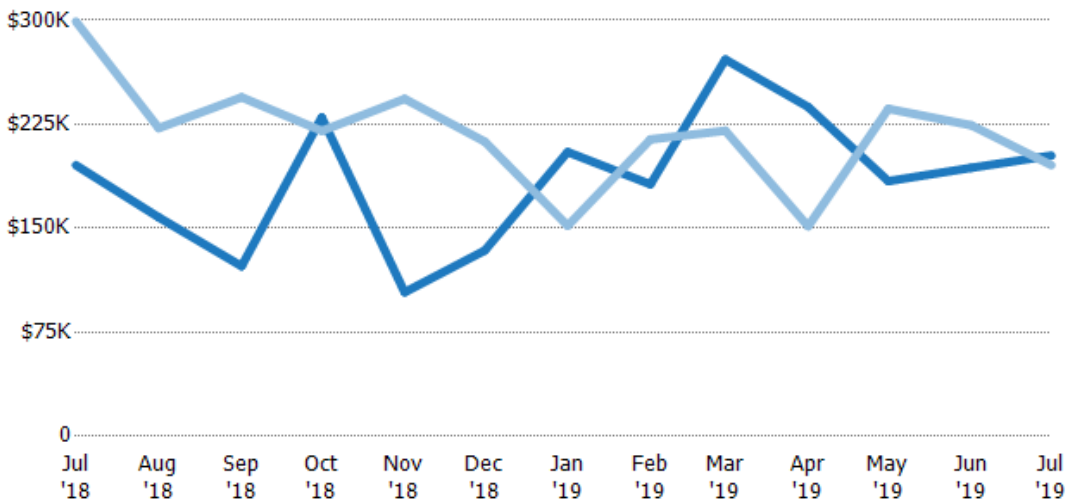
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$196K \$158K \$123K \$230K \$104K \$134K \$205K \$182K \$272K \$238K \$184K \$194K \$202K
 \$299K \$222K \$245K \$220K \$243K \$213K \$152K \$214K \$220K \$151K \$236K \$224K \$196K
 -35% -29% -50% 4% -57% -37% 35% -15% 23% 57% -22% -14% 4%

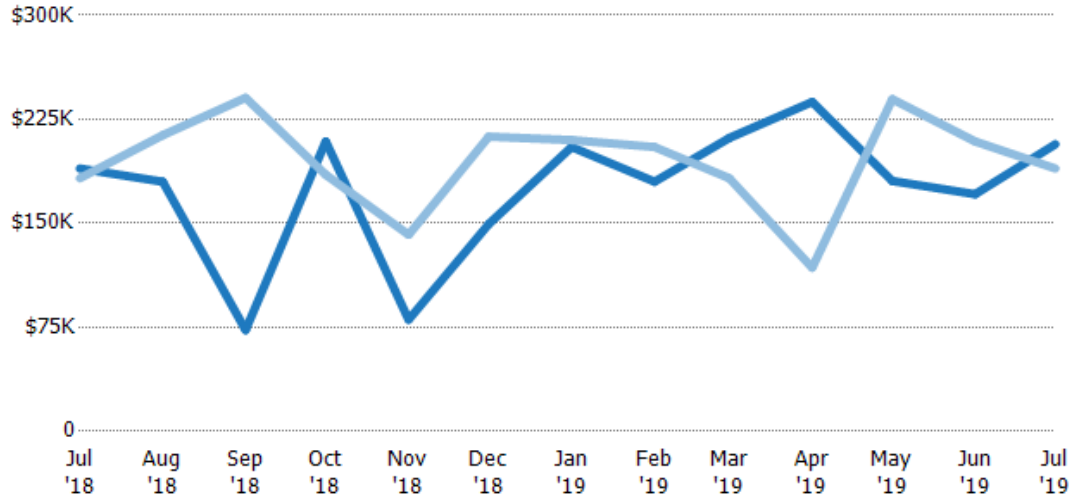
Median Sales Price

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

Filters Used

ZIP: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jul '19	\$207K	9.2%
Jul '18	\$190K	3.8%
Jul '17	\$183K	-3.3%



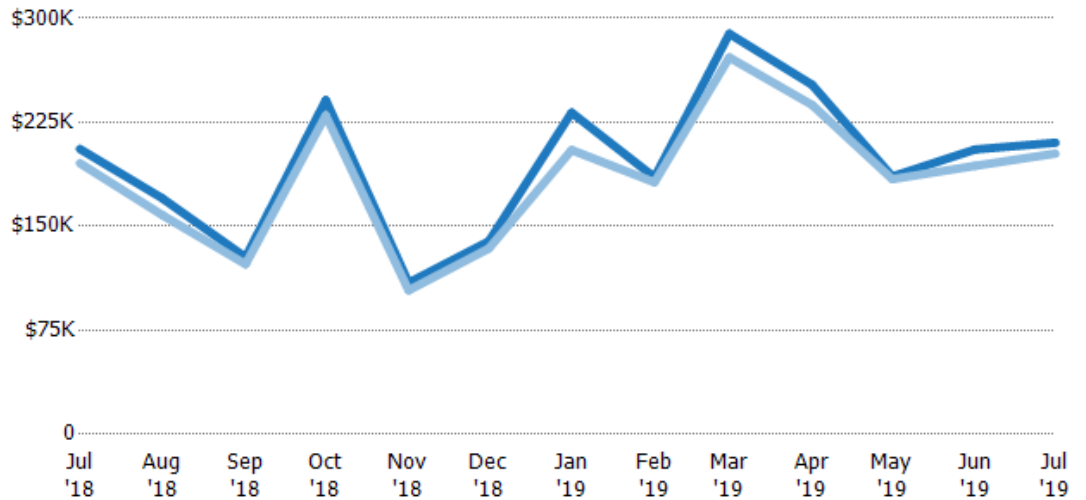
Current Year	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K
Prior Year	\$183K	\$214K	\$241K	\$185K	\$142K	\$213K	\$210K	\$205K	\$183K	\$118K	\$240K	\$209K	\$190K
Percent Change from Prior Year	4%	-16%	-70%	13%	-43%	-30%	-2%	-12%	16%	101%	-25%	-18%	9%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



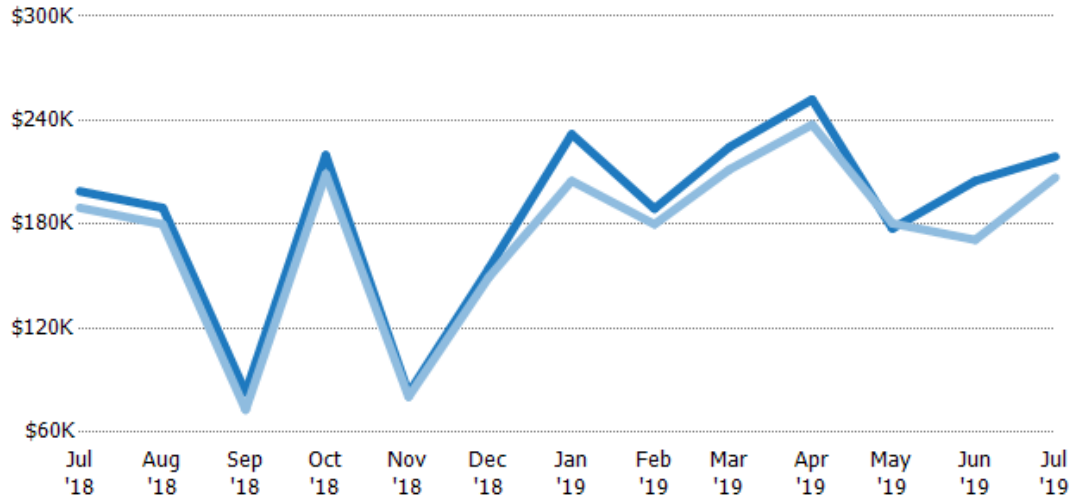
Avg List Price	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K
Avg Sales Price	\$196K	\$158K	\$123K	\$230K	\$104K	\$134K	\$205K	\$182K	\$272K	\$238K	\$184K	\$194K	\$202K
Avg Sales Price as a % of Avg List Price	95%	93%	96%	95%	95%	96%	88%	98%	94%	94%	99%	94%	96%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



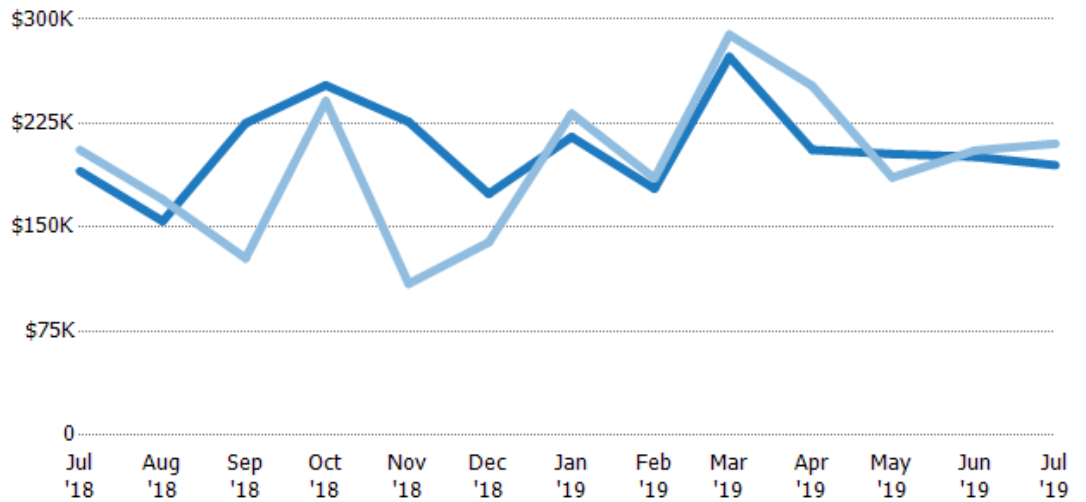
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K
Median Sales Price	\$190K	\$180K	\$73K	\$209K	\$80.5K	\$150K	\$205K	\$180K	\$212K	\$238K	\$181K	\$171K	\$207K
Med Sales Price as a % of Med List Price	95%	95%	88%	95%	98%	97%	88%	95%	94%	94%	102%	83%	95%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type: Condo/Townhouse/Apt, Single Family Residence



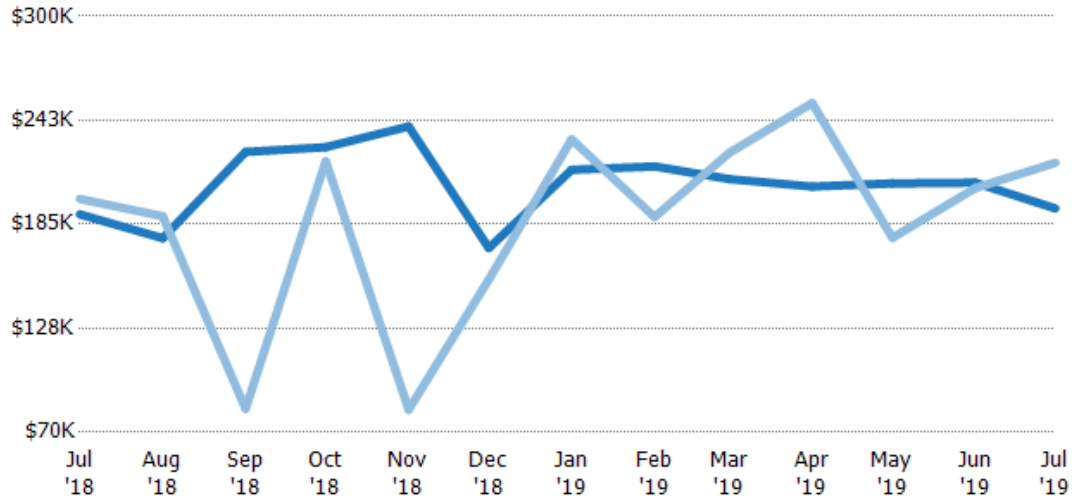
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$191K	\$154K	\$225K	\$252K	\$226K	\$174K	\$215K	\$178K	\$273K	\$206K	\$203K	\$201K	\$195K
Avg Sales Price	\$206K	\$170K	\$128K	\$241K	\$109K	\$139K	\$232K	\$185K	\$289K	\$252K	\$186K	\$205K	\$210K
Avg Sales Price as a % of Avg Est Value	108%	110%	57%	95%	48%	80%	108%	104%	106%	122%	92%	102%	108%

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: Chelsea, VT 05038, East Randolph, VT 05041, Randolph, VT 05060, Randolph Center, VT 05061
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$191K	\$177K	\$225K	\$228K	\$239K	\$172K	\$215K	\$217K	\$210K	\$206K	\$208K	\$208K	\$194K
Median Sales Price	\$199K	\$189K	\$83K	\$220K	\$82.5K	\$154K	\$232K	\$189K	\$225K	\$252K	\$178K	\$205K	\$219K
Med Sales Price as a % of Med Est Value	104%	107%	37%	97%	35%	90%	108%	87%	107%	122%	86%	99%	113%