

Summary of Key Listing and Sales Metrics

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

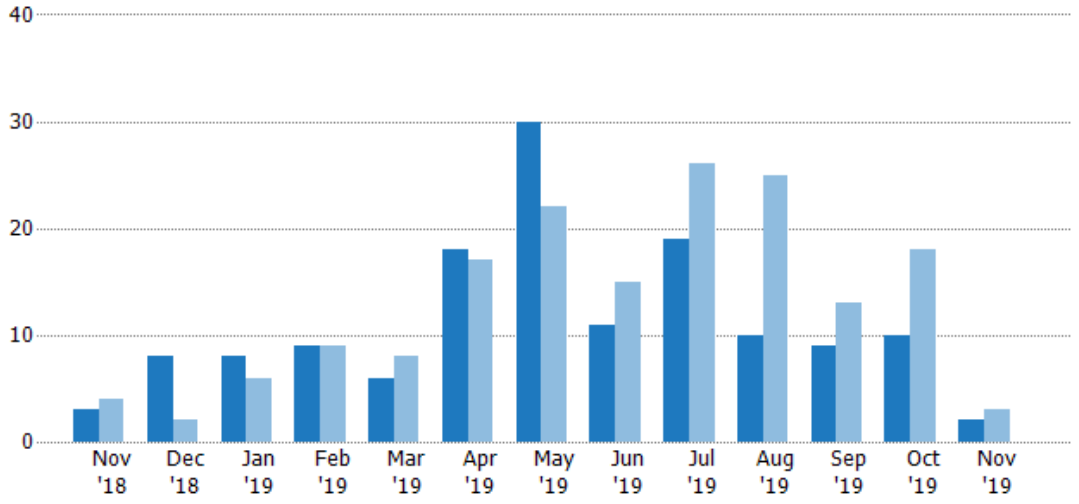
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	3	-33.3%	132	162	-18.5%
New Listing Volume	\$654,900	\$520,000	+25.9%	\$37,141,799	\$42,232,714	-12.1%
Active Listing Count	46	70	-34.3%	N/A	N/A	
Active Listing Volume	\$13,838,499	\$20,196,386	-31.5%	N/A	N/A	
Average Listing Price	\$300,837	\$288,520	+4.3%	\$304,971	\$289,721	+5.3%
Median Listing Price	\$249,000	\$244,450	+1.9%	\$237,713	\$236,244	+0.6%
Median Days in RPR	148	131.5	+12.5%	114.21	121.44	-5.9%
Months of Inventory	7.7	4.1	+86.2%	5.6	7.5	-25.1%
Absorption Rate	13.04%	24.29%	-11.2%	17.82%	13.36%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	10	9	+11.1%	136	129	+5.4%
New Pending Sales Volume	\$3,377,900	\$2,170,900	+55.6%	\$37,582,358	\$31,549,119	+19.1%
Pending Sales Count	21	18	+16.7%	N/A	N/A	
Pending Sales Volume	\$6,604,400	\$4,126,600	+60%	N/A	N/A	
Closed Sales Count	10	13	-23.1%	108	118	-8.5%
Closed Sales Volume	\$2,700,600	\$3,679,500	-26.6%	\$27,868,964	\$28,631,758	-2.7%
Average Sales Price	\$270,060	\$283,038	-4.6%	\$258,046	\$242,642	+6.3%
Median Sales Price	\$196,300	\$259,000	-24.2%	\$222,088	\$214,564	+3.5%

New Listings

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



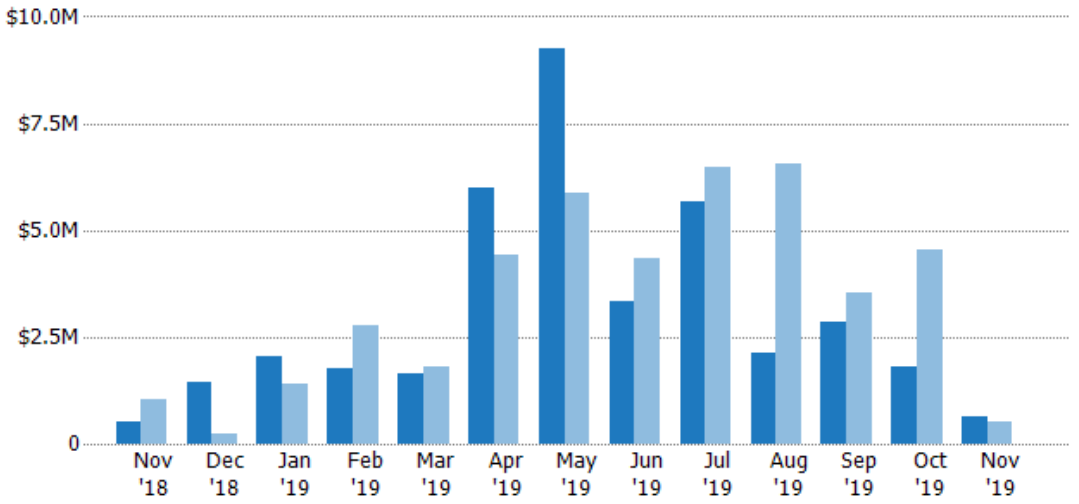
Month/Year	Count	% Chg.
Nov '19	2	-33.3%
Nov '18	3	-25%
Nov '17	4	-25%

New Listing Volume

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



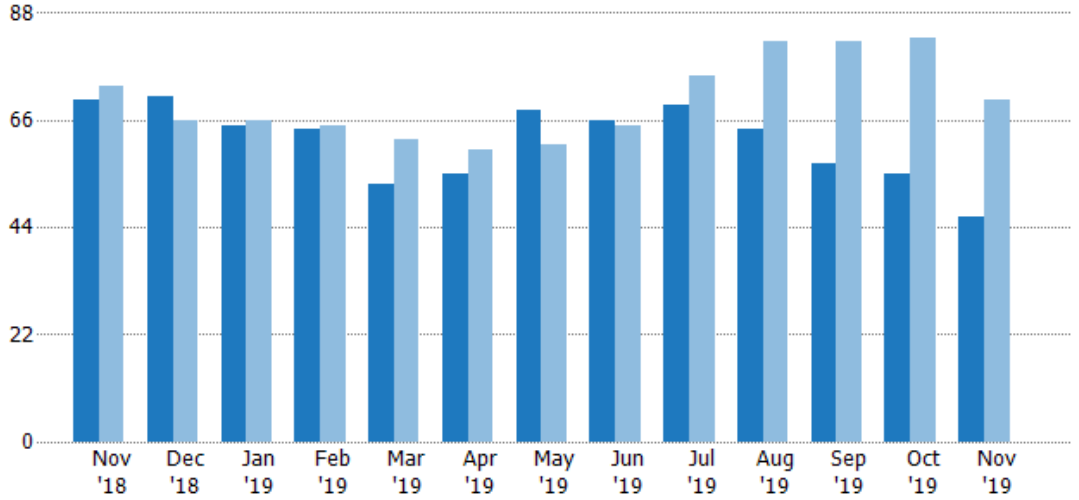
Month/Year	Volume	% Chg.
Nov '19	\$655K	25.9%
Nov '18	\$520K	-49.8%
Nov '17	\$1.04M	-37.2%

Active Listings

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Nov '19	46	-34.3%
Nov '18	70	-4.1%
Nov '17	73	-4.1%

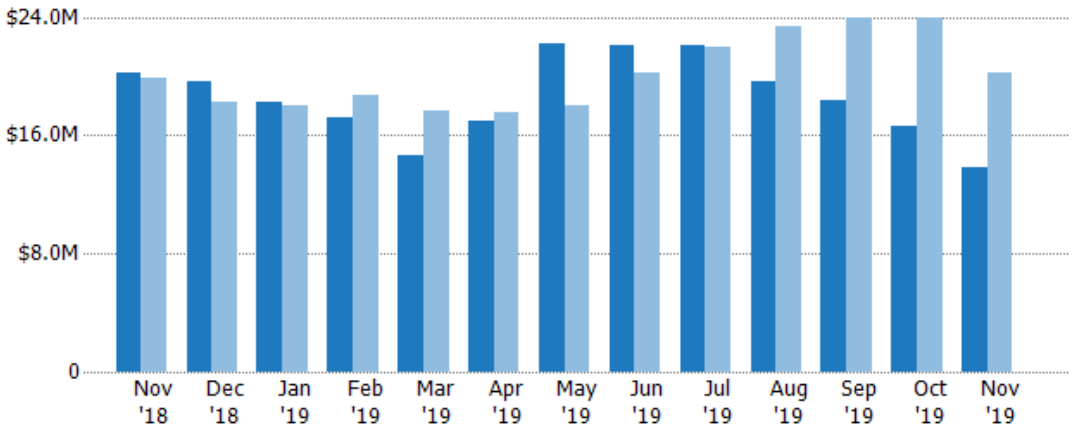
Current Year	70	71	65	64	53	55	68	66	69	64	57	55	46
Prior Year	73	66	66	65	62	60	61	65	75	82	82	83	70
Percent Change from Prior Year	-4%	8%	-2%	-2%	-15%	-8%	11%	2%	-8%	-22%	-30%	-34%	-34%

Active Listing Volume

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Nov '19	\$13.8M	-31.5%
Nov '18	\$20.2M	1.9%
Nov '17	\$19.8M	-6.5%

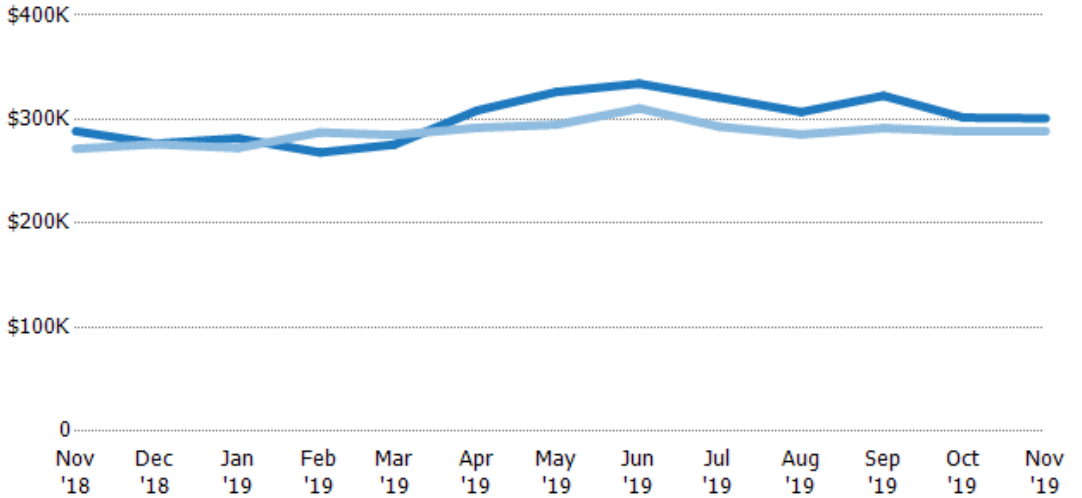
Current Year	\$20.2M	\$19.6M	\$18.3M	\$17.2M	\$14.6M	\$17M	\$22.2M	\$22.1M	\$22.1M	\$19.6M	\$18.4M	\$16.6M	\$13.8M
Prior Year	\$19.8M	\$18.2M	\$18M	\$18.7M	\$17.7M	\$17.5M	\$18M	\$20.2M	\$22M	\$23.4M	\$23.9M	\$23.9M	\$20.2M
Percent Change from Prior Year	2%	8%	2%	-8%	-17%	-3%	23%	9%	1%	-16%	-23%	-31%	-31%

Average Listing Price

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



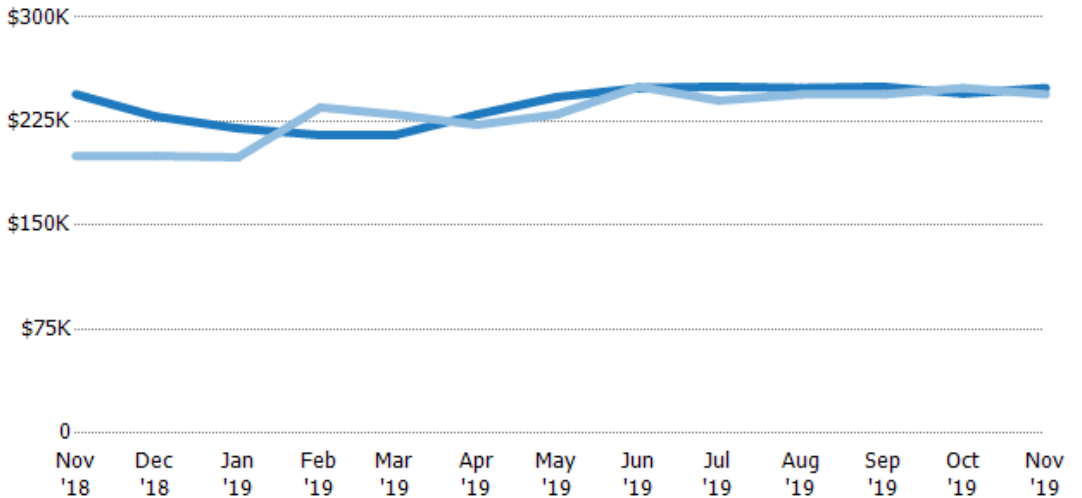
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$289K	\$272K	6%
Dec '18	\$277K	\$276K	0%
Jan '19	\$282K	\$272K	3%
Feb '19	\$268K	\$287K	-7%
Mar '19	\$276K	\$285K	-3%
Apr '19	\$308K	\$292K	6%
May '19	\$326K	\$295K	11%
Jun '19	\$334K	\$310K	8%
Jul '19	\$321K	\$293K	10%
Aug '19	\$307K	\$285K	8%
Sep '19	\$323K	\$291K	11%
Oct '19	\$302K	\$288K	5%
Nov '19	\$301K	\$289K	4%

Median Listing Price

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



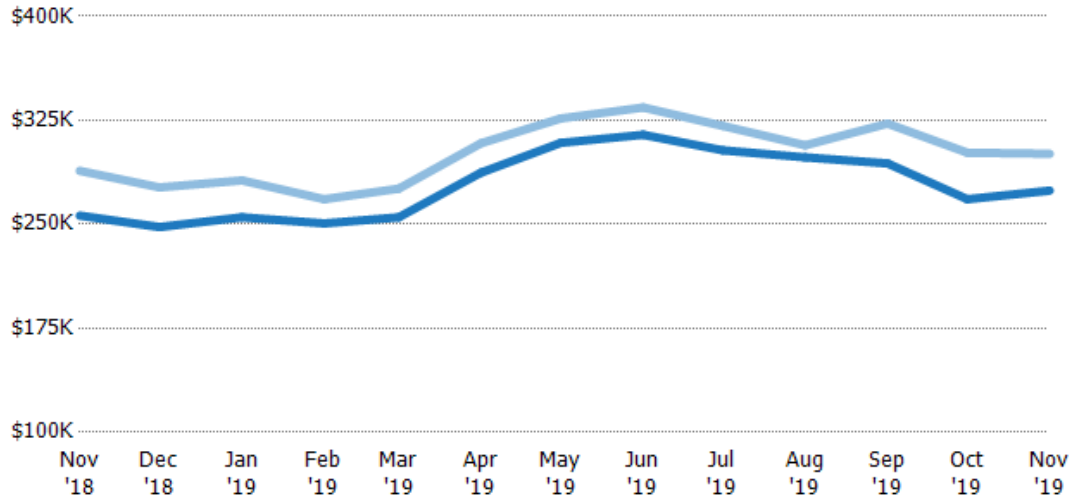
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$244K	\$200K	22%
Dec '18	\$229K	\$200K	14%
Jan '19	\$220K	\$199K	11%
Feb '19	\$215K	\$235K	-9%
Mar '19	\$215K	\$230K	-6%
Apr '19	\$230K	\$222K	3%
May '19	\$242K	\$230K	5%
Jun '19	\$249K	\$250K	0%
Jul '19	\$250K	\$240K	4%
Aug '19	\$249K	\$244K	2%
Sep '19	\$250K	\$244K	2%
Oct '19	\$245K	\$249K	-2%
Nov '19	\$249K	\$244K	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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



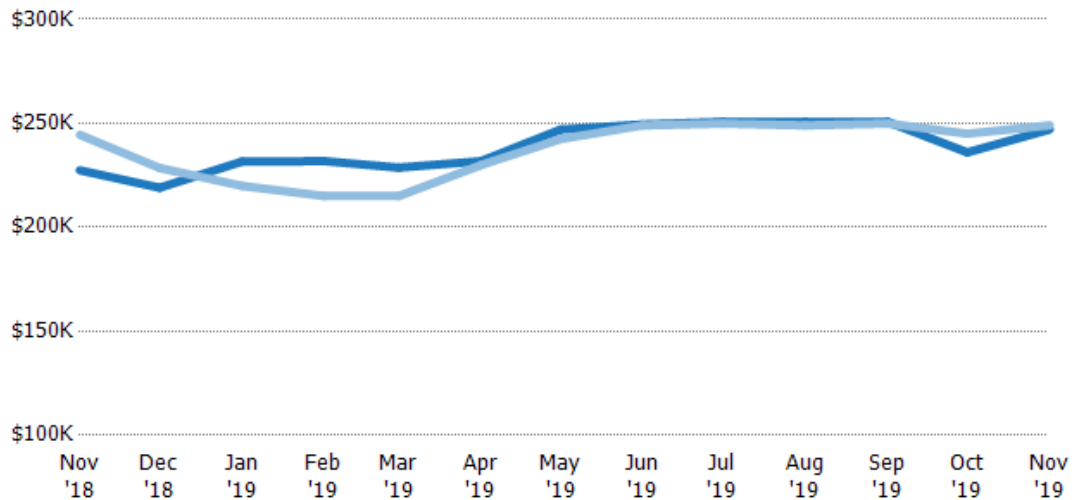
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$256K	\$248K	\$255K	\$251K	\$255K	\$287K	\$309K	\$315K	\$303K	\$298K	\$294K	\$268K	\$274K
Avg Listing Price	\$289K	\$277K	\$282K	\$268K	\$276K	\$308K	\$326K	\$334K	\$321K	\$307K	\$323K	\$302K	\$301K
Avg Listing Price as a % of Avg Est Value	113%	112%	110%	107%	108%	107%	106%	106%	106%	103%	110%	113%	110%

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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



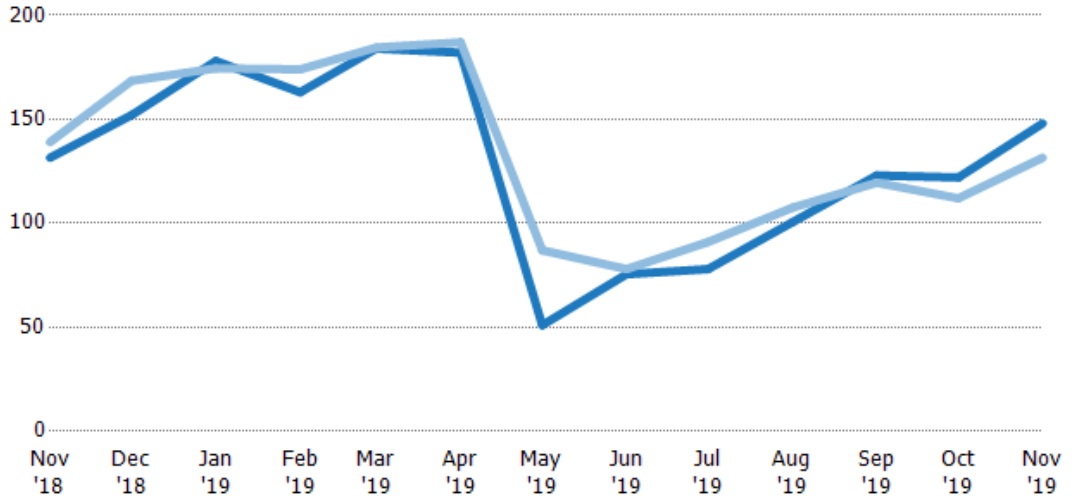
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$227K	\$219K	\$232K	\$232K	\$229K	\$232K	\$247K	\$249K	\$251K	\$251K	\$251K	\$236K	\$247K
Median Listing Price	\$244K	\$229K	\$220K	\$215K	\$215K	\$230K	\$242K	\$249K	\$250K	\$249K	\$250K	\$245K	\$249K
Med Listing Price as a % of Med Est Value	107%	104%	95%	93%	94%	99%	98%	100%	100%	99%	100%	104%	101%

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: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Nov '19	148	12.5%
Nov '18	132	-5.4%
Nov '17	139	12.2%

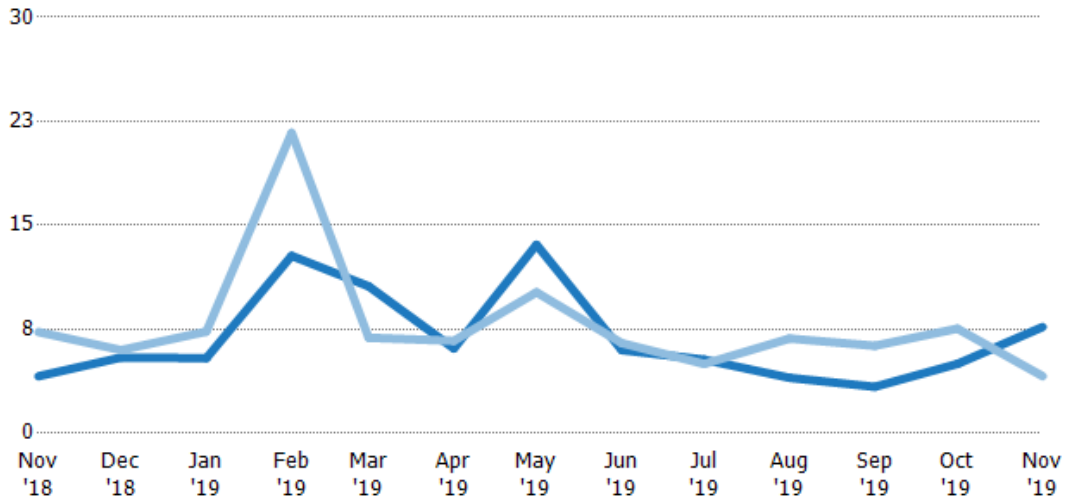
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	132	152	178	163	184	182	51	75.5	78	101	123	122	148
Prior Year	139	169	175	174	185	187	87	78	91	108	120	112	132
Percent Change from Prior Year	-5%	-10%	2%	-6%	0%	-3%	-41%	-3%	-14%	-7%	3%	9%	13%

Months of Inventory

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Nov '19	7.67	86.2%
Nov '18	4.12	-43.6%
Nov '17	7.3	-40.1%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4.12	5.46	5.42	12.8	10.6	6.11	13.6	6	5.31	4	3.35	5	7.67
Prior Year	7.3	6	7.33	21.7	6.89	6.67	10.2	6.5	5	6.83	6.31	7.55	4.12
Percent Change from Prior Year	-44%	-9%	-26%	-41%	54%	-8%	34%	-8%	6%	-41%	-47%	-34%	86%

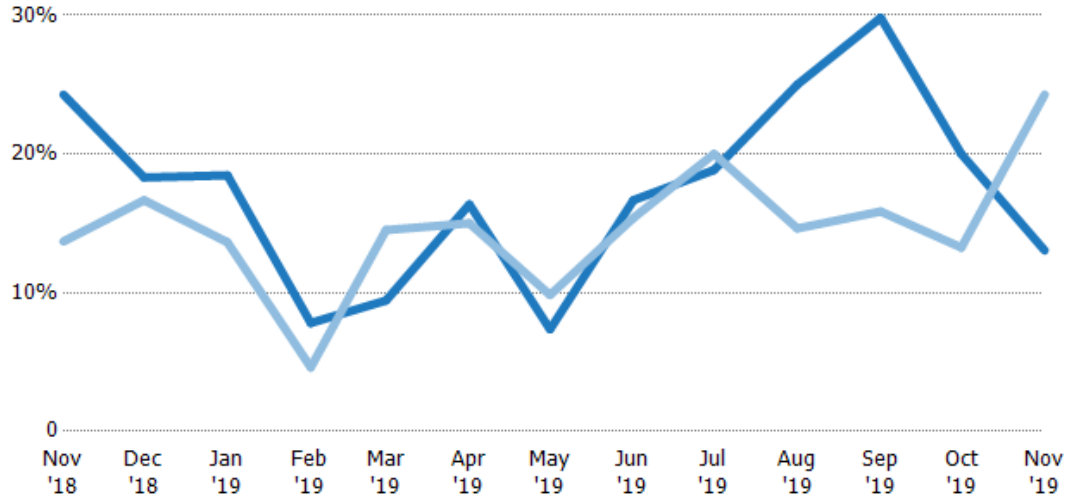
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Nov '19	13%	11.2%
Nov '18	24%	-10.6%
Nov '17	14%	66.9%



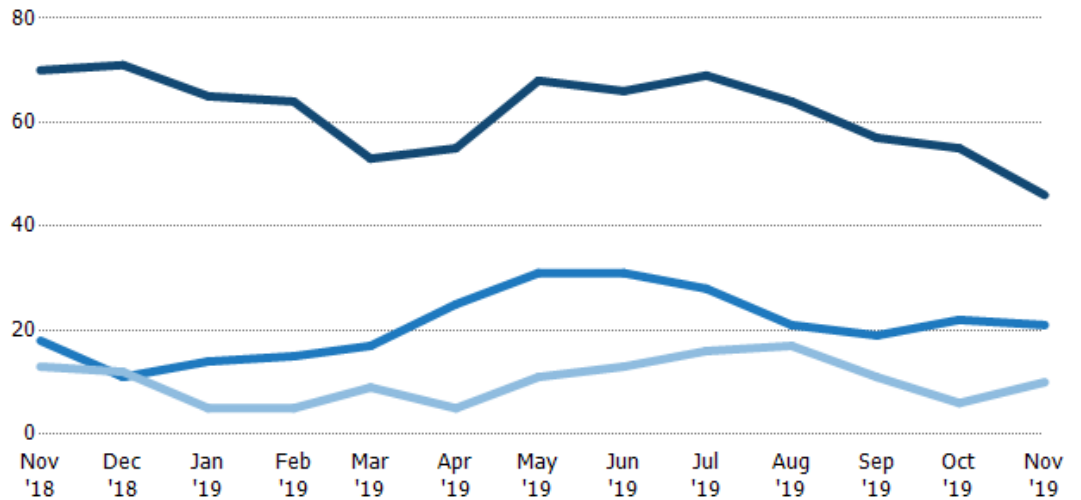
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	24%	18%	18%	8%	9%	16%	7%	17%	19%	25%	30%	20%	13%
Prior Year	14%	17%	14%	5%	15%	15%	10%	15%	20%	15%	16%	13%	24%
Change from Prior Year	-11%	-2%	-5%	-3%	5%	-1%	2%	-1%	1%	-10%	-14%	-7%	11%

Active/Pending/Sold Units

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	70	71	65	64	53	55	68	66	69	64	57	55	46
Pending	18	11	14	15	17	25	31	31	28	21	19	22	21
Sold	13	12	5	5	9	5	11	13	16	17	11	6	10

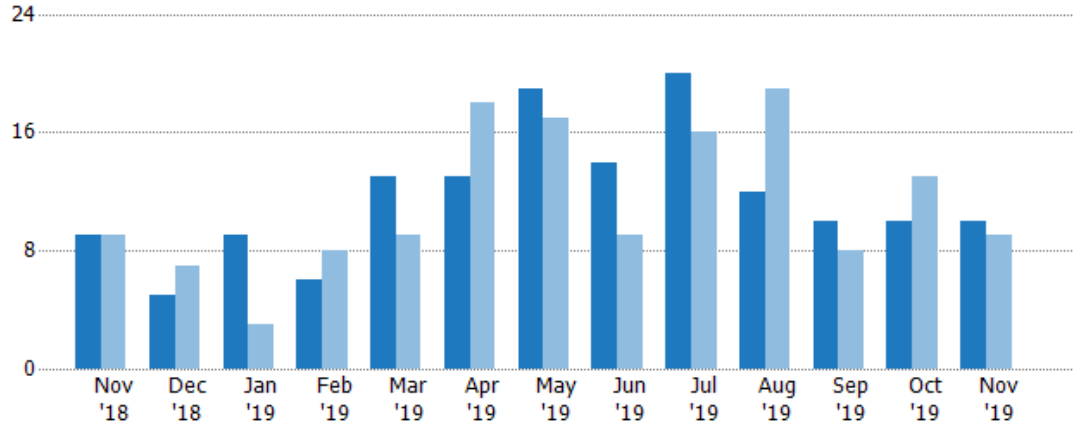
New Pending Sales

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	10	11.1%
Nov '18	9	0%
Nov '17	9	-11.1%



Current Year	9	5	9	6	13	13	19	14	20	12	10	10	10
Prior Year	9	7	3	8	9	18	17	9	16	19	8	13	9
Percent Change from Prior Year	0%	-29%	200%	-25%	44%	-28%	12%	56%	25%	-37%	25%	-23%	11%

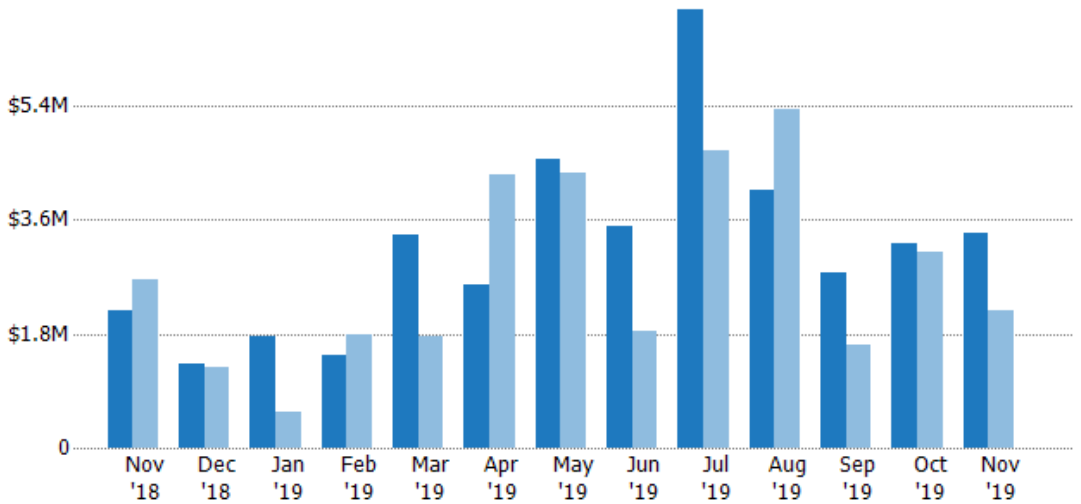
New Pending Sales Volume

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$3.38M	55.6%
Nov '18	\$2.17M	-18%
Nov '17	\$2.65M	-45%



Current Year	\$2.17M	\$1.32M	\$1.77M	\$1.47M	\$3.36M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$3.23M	\$3.38M
Prior Year	\$2.65M	\$1.26M	\$570K	\$1.79M	\$1.77M	\$4.32M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$3.08M	\$2.17M
Percent Change from Prior Year	-18%	5%	211%	-18%	90%	-41%	5%	90%	47%	-24%	71%	5%	56%

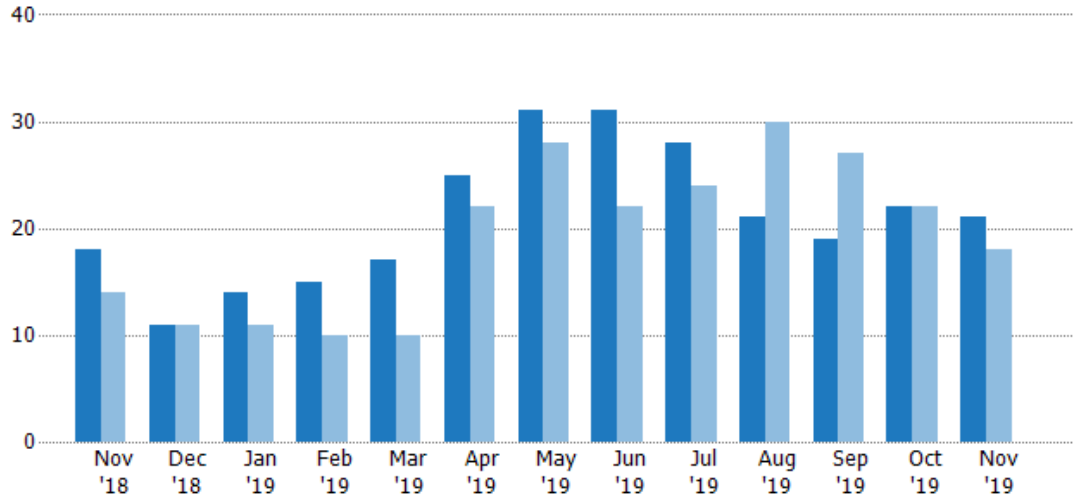
Pending Sales

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	21	16.7%
Nov '18	18	28.6%
Nov '17	14	71.4%



Current Year	18	11	14	15	17	25	31	31	28	21	19	22	21
Prior Year	14	11	11	10	10	22	28	22	24	30	27	22	18
Percent Change from Prior Year	29%	0%	27%	50%	70%	14%	11%	41%	17%	-30%	-30%	0%	17%

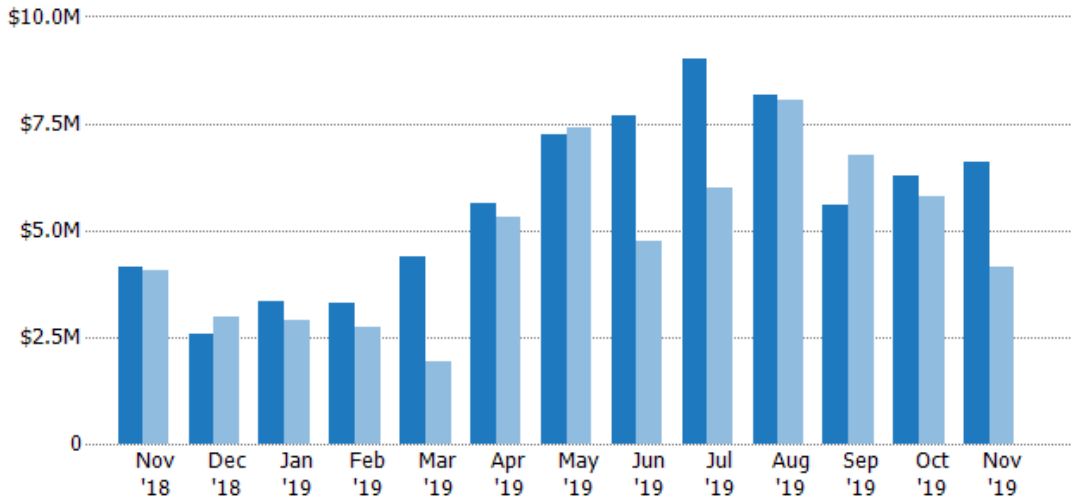
Pending Sales Volume

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$6.6M	60%
Nov '18	\$4.13M	2.1%
Nov '17	\$4.04M	17.3%



Current Year	\$4.13M	\$2.56M	\$3.31M	\$3.3M	\$4.4M	\$5.63M	\$7.26M	\$7.69M	\$9.01M	\$8.15M	\$5.59M	\$6.29M	\$6.6M
Prior Year	\$4.04M	\$2.98M	\$2.89M	\$2.74M	\$1.92M	\$5.33M	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$5.8M	\$4.13M
Percent Change from Prior Year	2%	-14%	15%	20%	129%	6%	-2%	62%	51%	1%	-17%	9%	60%

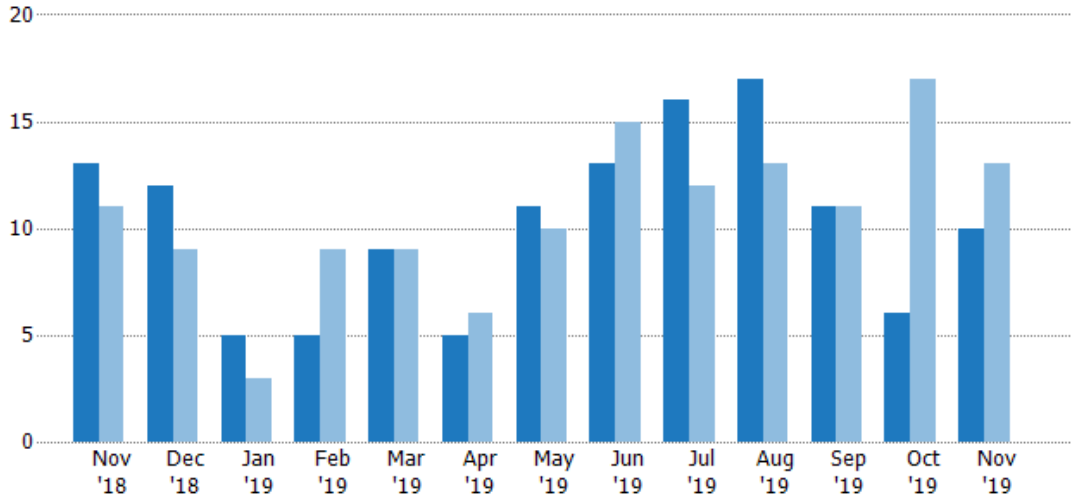
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	10	-23.1%
Nov '18	13	18.2%
Nov '17	11	45.5%



Current Year	13	12	5	5	9	5	11	13	16	17	11	6	10
Prior Year	11	9	3	9	9	6	10	15	12	13	11	17	13
Percent Change from Prior Year	18%	33%	67%	-44%	0%	-17%	10%	-13%	33%	31%	0%	-65%	-23%

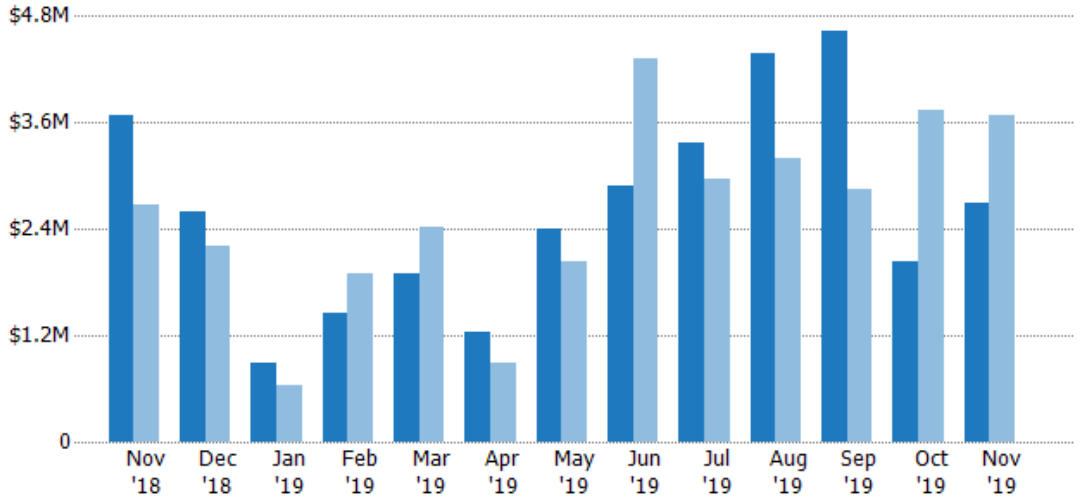
Closed Sales Volume

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$2.7M	-26.6%
Nov '18	\$3.68M	37.6%
Nov '17	\$2.67M	31.4%



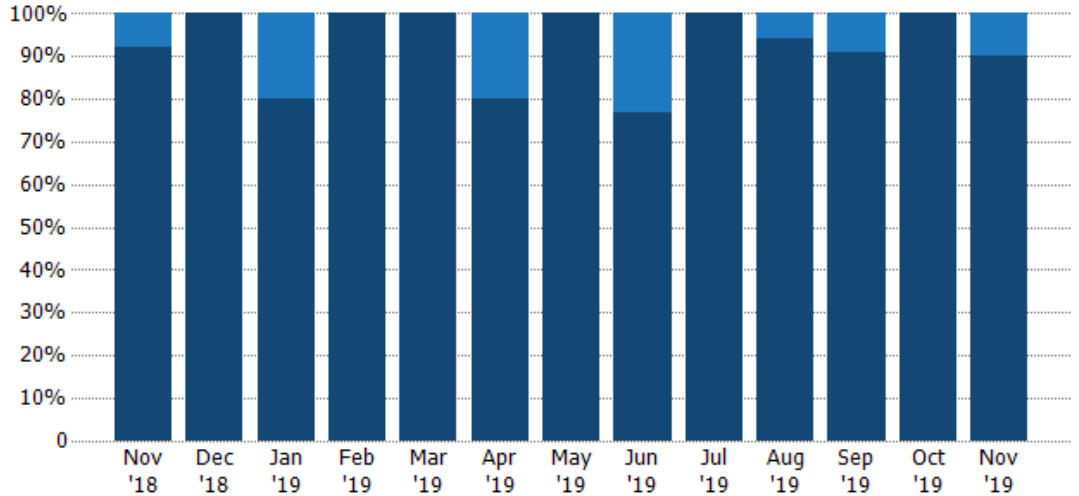
Current Year	\$3.68M	\$2.59M	\$882K	\$1.46M	\$1.9M	\$1.24M	\$2.4M	\$2.88M	\$3.37M	\$4.38M	\$4.64M	\$2.03M	\$2.7M
Prior Year	\$2.67M	\$2.2M	\$641K	\$1.89M	\$2.43M	\$898K	\$2.03M	\$4.32M	\$2.97M	\$3.2M	\$2.85M	\$3.73M	\$3.68M
Percent Change from Prior Year	38%	18%	38%	-23%	-22%	38%	18%	-33%	14%	37%	63%	-46%	-27%

Closed Sales by Property Type

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

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



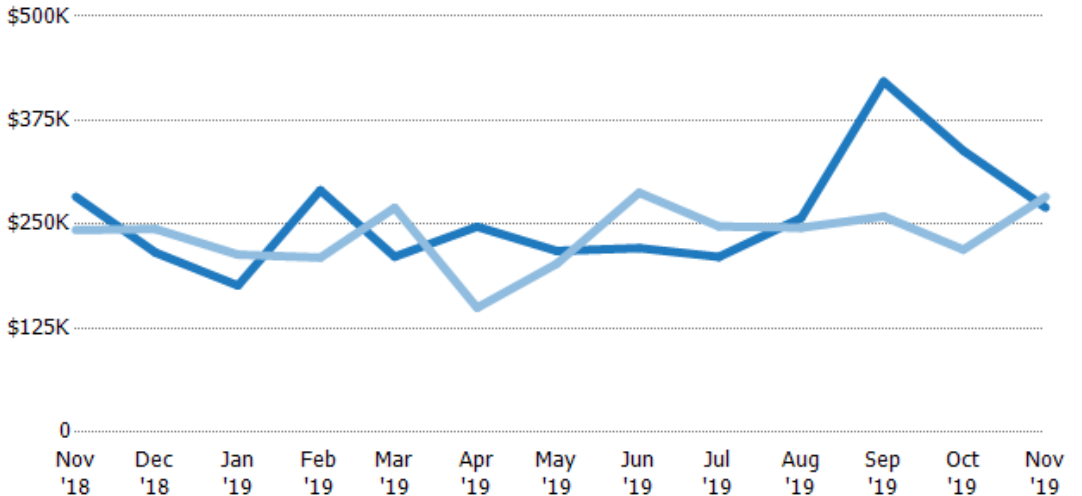
Condo/Townhouse	8%	-	20%	-	-	20%	-	23%	-	6%	9%	-	10%
Single Family Residence	92%	100%	80%	100%	100%	80%	100%	77%	100%	94%	91%	100%	90%

Average Sales Price

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

Filters Used

ZIP: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$339K	\$270K
Prior Year	\$243K	\$244K	\$214K	\$210K	\$270K	\$150K	\$203K	\$288K	\$247K	\$246K	\$259K	\$219K	\$283K
Percent Change from Prior Year	16%	-12%	-17%	39%	-22%	65%	8%	-23%	-15%	5%	63%	54%	-5%

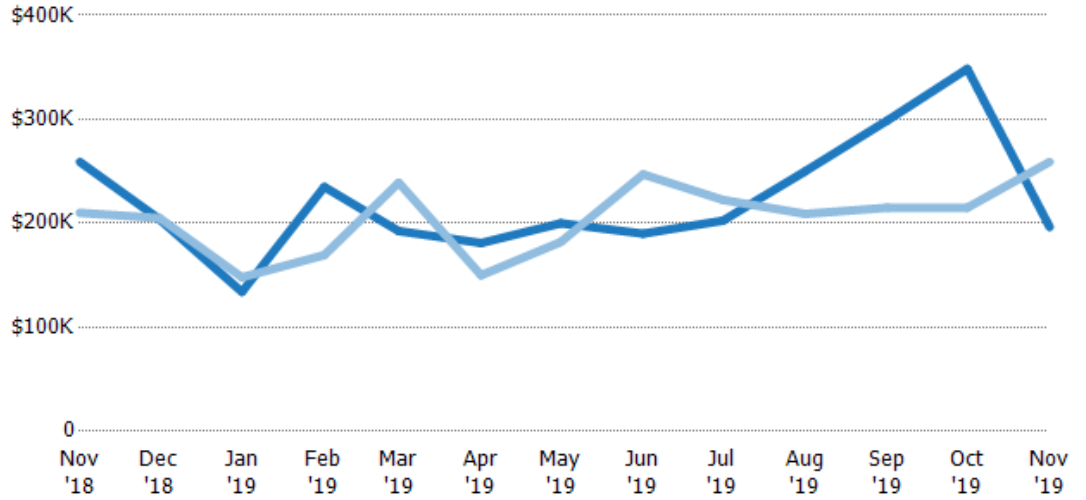
Median Sales Price

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

Filters Used

ZIP: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Nov '19	\$196K	-24.2%
Nov '18	\$259K	23.3%
Nov '17	\$210K	-13.3%



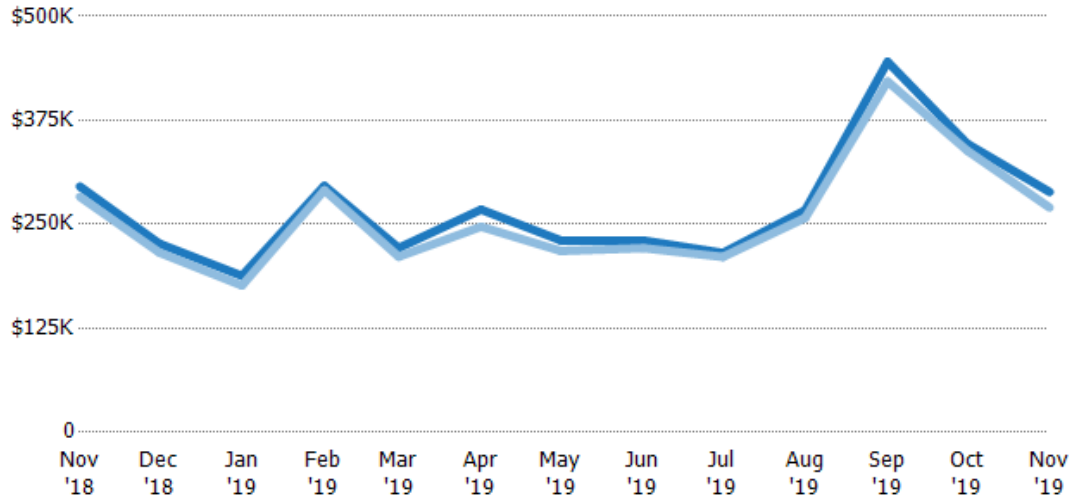
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$349K	\$196K
Prior Year	\$210K	\$205K	\$148K	\$169K	\$239K	\$150K	\$182K	\$247K	\$223K	\$209K	\$215K	\$215K	\$259K
Percent Change from Prior Year	23%	-1%	-9%	39%	-19%	21%	10%	-23%	-9%	20%	39%	62%	-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: Brattleboro, VT 05301, Brattleboro, VT 05302, Brattleboro, VT 05303, Brattleboro, VT 05304
 Property Type: Condo/Townhouse/Apt, Single Family Residence



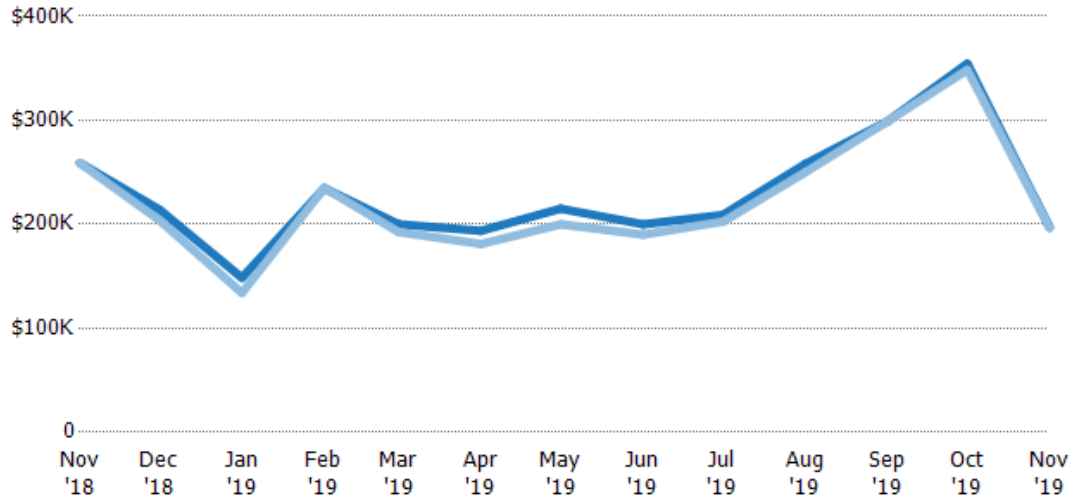
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$347K	\$289K
Avg Sales Price	\$283K	\$216K	\$176K	\$291K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$339K	\$270K
Avg Sales Price as a % of Avg List Price	96%	95%	94%	98%	95%	92%	95%	96%	98%	97%	95%	98%	93%

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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



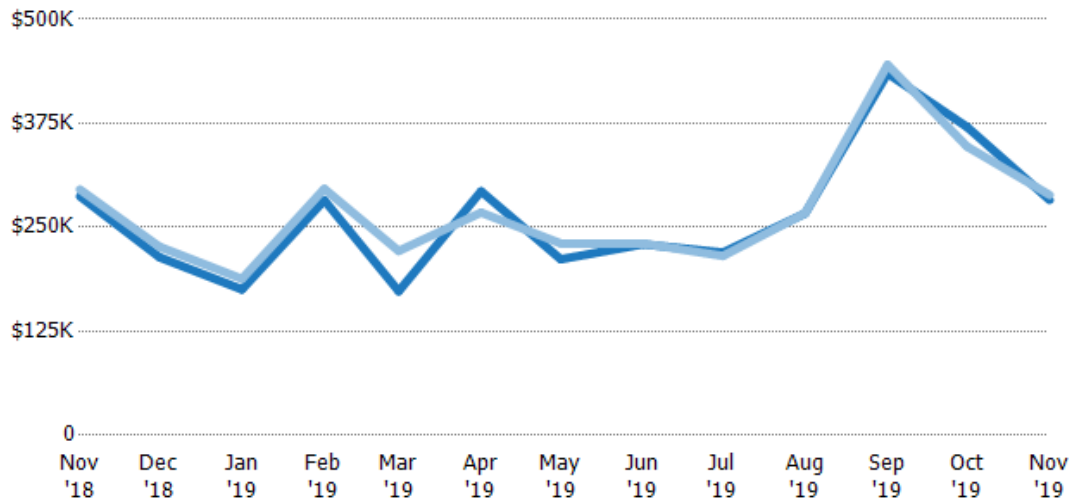
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$354K	\$197K
Median Sales Price	\$259K	\$204K	\$134K	\$235K	\$193K	\$181K	\$200K	\$190K	\$203K	\$250K	\$299K	\$349K	\$196K
Med Sales Price as a % of Med List Price	100%	95%	90%	100%	96%	93%	93%	95%	97%	97%	100%	98%	100%

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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



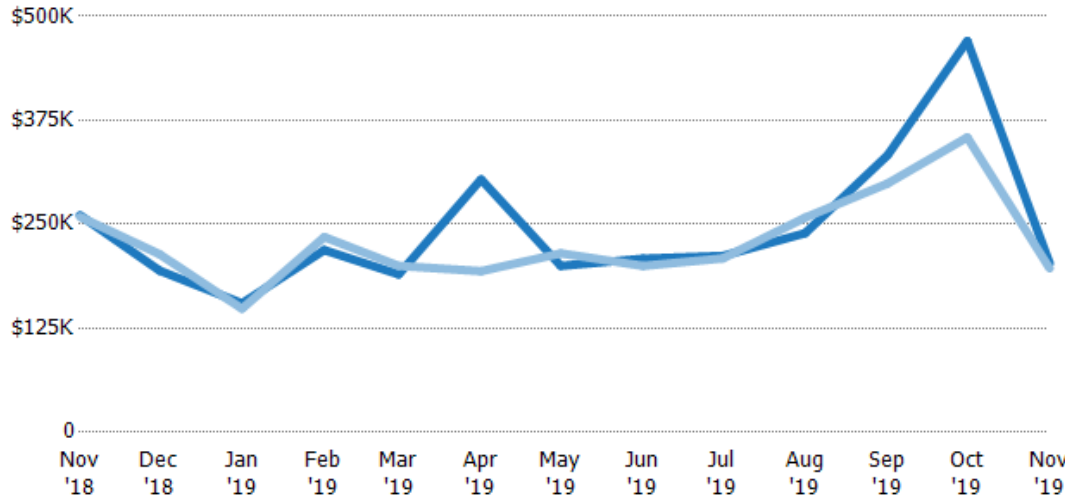
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$287K	\$214K	\$175K	\$282K	\$173K	\$293K	\$212K	\$230K	\$220K	\$267K	\$435K	\$370K	\$283K
Avg Sales Price	\$295K	\$227K	\$188K	\$296K	\$222K	\$268K	\$231K	\$231K	\$216K	\$267K	\$445K	\$347K	\$289K
Avg Sales Price as a % of Avg Est Value	103%	106%	107%	105%	128%	91%	109%	100%	98%	100%	102%	94%	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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$261K	\$194K	\$155K	\$219K	\$190K	\$304K	\$200K	\$209K	\$212K	\$239K	\$333K	\$470K	\$203K
Median Sales Price	\$259K	\$214K	\$149K	\$235K	\$200K	\$194K	\$215K	\$200K	\$209K	\$258K	\$299K	\$354K	\$197K
Med Sales Price as a % of Med Est Value	99%	110%	96%	107%	105%	64%	108%	96%	99%	108%	90%	75%	97%