

Summary of Key Listing and Sales Metrics

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

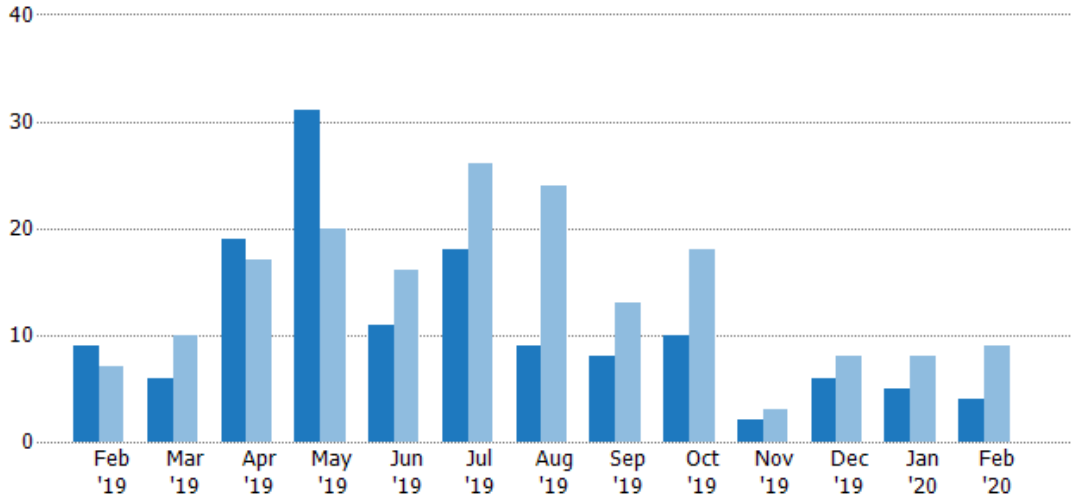
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	9	-55.6%	9	17	-47.1%
New Listing Volume	\$988,000	\$1,782,400	-44.6%	\$2,160,800	\$3,808,700	-43.3%
Active Listing Count	33	64	-48.4%	N/A	N/A	
Active Listing Volume	\$8,547,500	\$16,328,959	-47.7%	N/A	N/A	
Average Listing Price	\$259,015	\$255,140	+1.5%	\$260,894	\$259,548	+0.5%
Median Listing Price	\$242,500	\$215,000	+12.8%	\$245,936	\$216,225	+13.7%
Median Days in RPR	243	156.5	+55.3%	244.71	166.5	+47%
Months of Inventory	5.5	12.8	-57%	7.8	10.7	-27.1%
Absorption Rate	18.18%	7.81%	+10.4%	12.86%	9.38%	+3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	15	15	+/-
New Pending Sales Volume	\$1,195,599	\$1,467,700	-18.5%	\$3,179,299	\$3,241,000	-1.9%
Pending Sales Count	12	11	+9.1%	N/A	N/A	
Pending Sales Volume	\$2,826,899	\$2,477,500	+14.1%	N/A	N/A	
Closed Sales Count	8	4	+100%	14	9	+55.6%
Closed Sales Volume	\$1,267,500	\$920,000	+37.8%	\$3,366,000	\$1,801,567	+86.8%
Average Sales Price	\$158,438	\$230,000	-31.1%	\$240,429	\$200,174	+20.1%
Median Sales Price	\$159,300	\$232,500	-31.5%	\$215,314	\$177,778	+21.1%

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



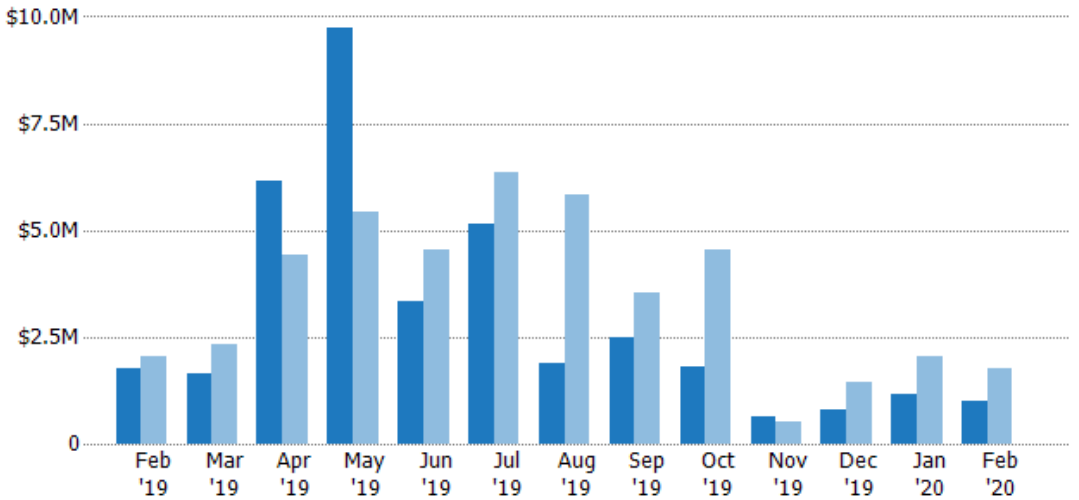
Month/Year	Count	% Chg.
Feb '20	4	-55.6%
Feb '19	9	28.6%
Feb '18	7	-14.3%

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.
Feb '20	\$988K	-44.6%
Feb '19	\$1.78M	-13.6%
Feb '18	\$2.06M	-34.4%

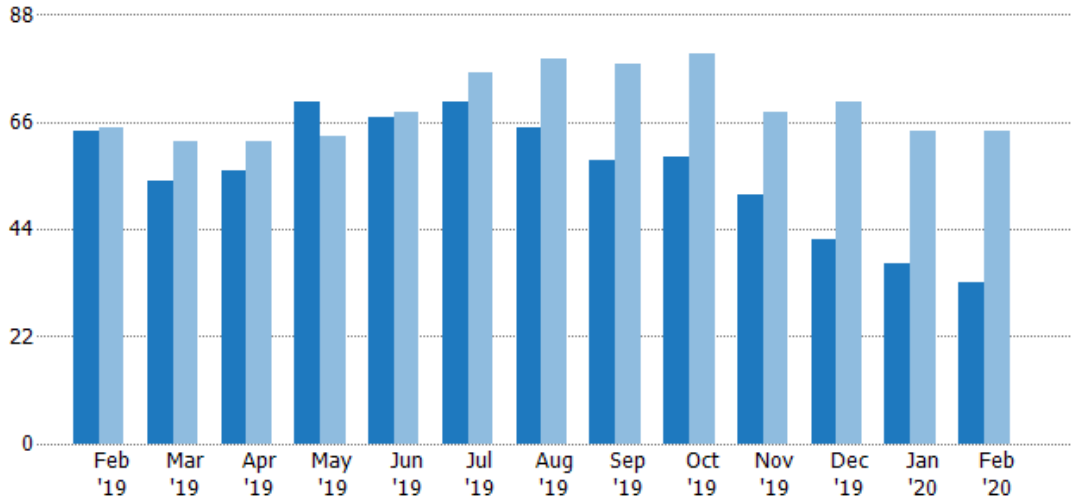
Active Listings

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.
Feb '20	33	-48.4%
Feb '19	64	-1.5%
Feb '18	65	-12.3%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	64	54	56	70	67	70	65	58	59	51	42	37	33
Prior Year	65	62	62	63	68	76	79	78	80	68	70	64	64
Percent Change from Prior Year	-2%	-13%	-10%	11%	-1%	-8%	-18%	-26%	-26%	-25%	-40%	-42%	-48%

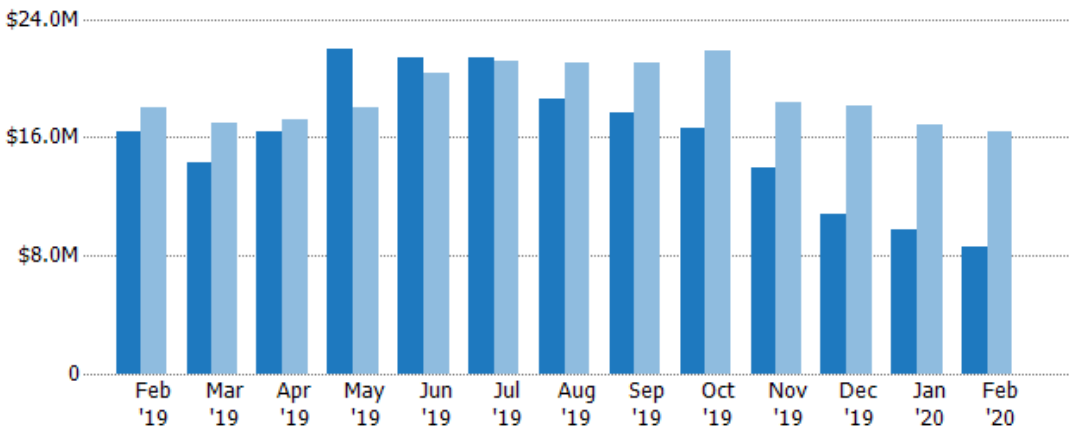
Active Listing Volume

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.
Feb '20	\$8.55M	-47.7%
Feb '19	\$16.3M	-9.2%
Feb '18	\$18M	-20.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$16.3M	\$14.2M	\$16.3M	\$22M	\$21.4M	\$21.4M	\$18.6M	\$17.7M	\$16.6M	\$14M	\$10.9M	\$9.72M	\$8.55M
Prior Year	\$18M	\$16.9M	\$17.2M	\$18M	\$20.4M	\$21.2M	\$21M	\$21.1M	\$21.8M	\$18.4M	\$18.1M	\$16.9M	\$16.3M
Percent Change from Prior Year	-9%	-16%	-5%	23%	5%	1%	-11%	-16%	-24%	-24%	-40%	-42%	-48%

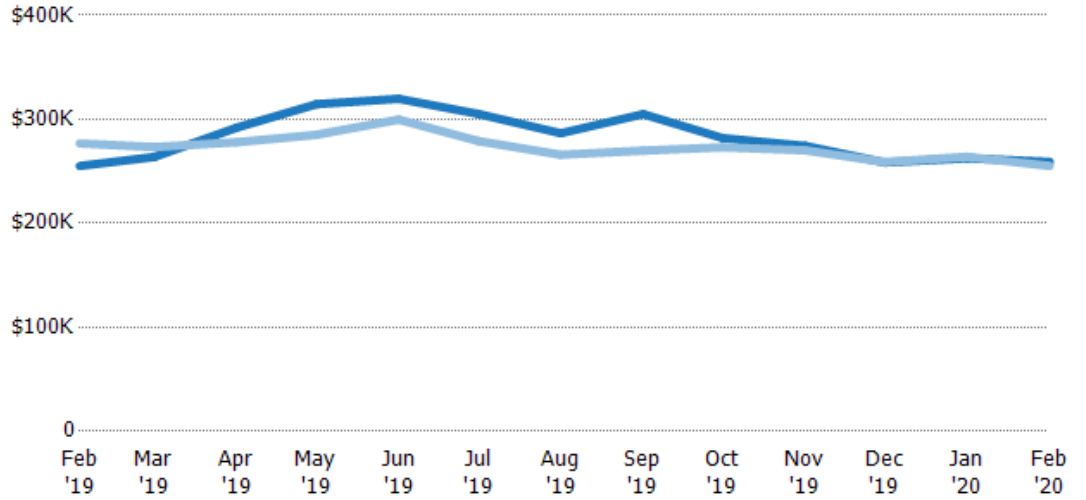
Average Listing Price

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	Price	% Chg.
Feb '20	\$259K	1.5%
Feb '19	\$255K	-7.8%
Feb '18	\$277K	-8.9%



Current Year	\$255K	\$264K	\$292K	\$315K	\$320K	\$305K	\$287K	\$305K	\$282K	\$274K	\$258K	\$263K	\$259K
Prior Year	\$277K	\$273K	\$278K	\$285K	\$300K	\$279K	\$266K	\$270K	\$273K	\$270K	\$259K	\$264K	\$255K
Percent Change from Prior Year	-8%	-3%	5%	10%	7%	9%	8%	13%	3%	2%	0%	-1%	2%

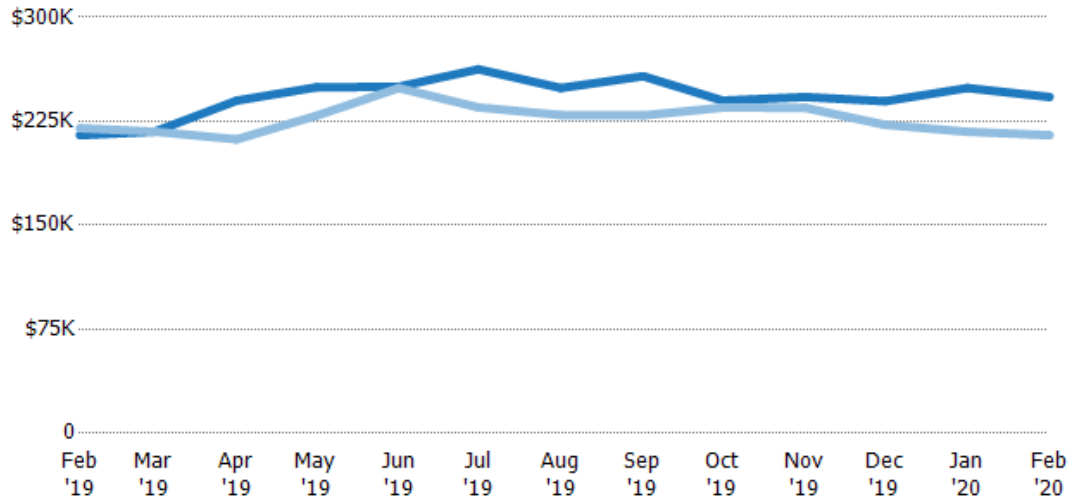
Median Listing Price

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	Price	% Chg.
Feb '20	\$243K	12.8%
Feb '19	\$215K	-2.3%
Feb '18	\$220K	2.3%



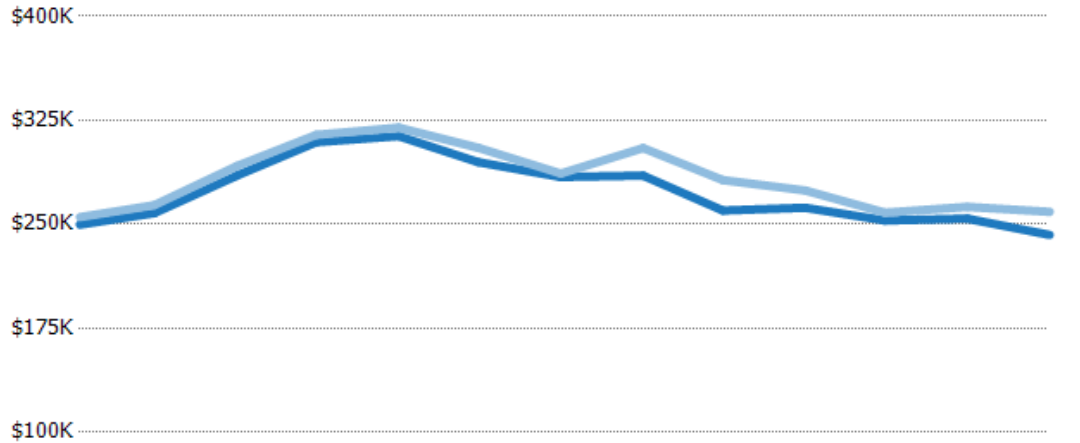
Current Year	\$215K	\$217K	\$240K	\$250K	\$250K	\$263K	\$249K	\$258K	\$240K	\$243K	\$239K	\$249K	\$243K
Prior Year	\$220K	\$218K	\$212K	\$229K	\$249K	\$235K	\$230K	\$229K	\$235K	\$235K	\$222K	\$217K	\$215K
Percent Change from Prior Year	-2%	0%	13%	9%	0%	12%	8%	12%	2%	3%	8%	15%	13%

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



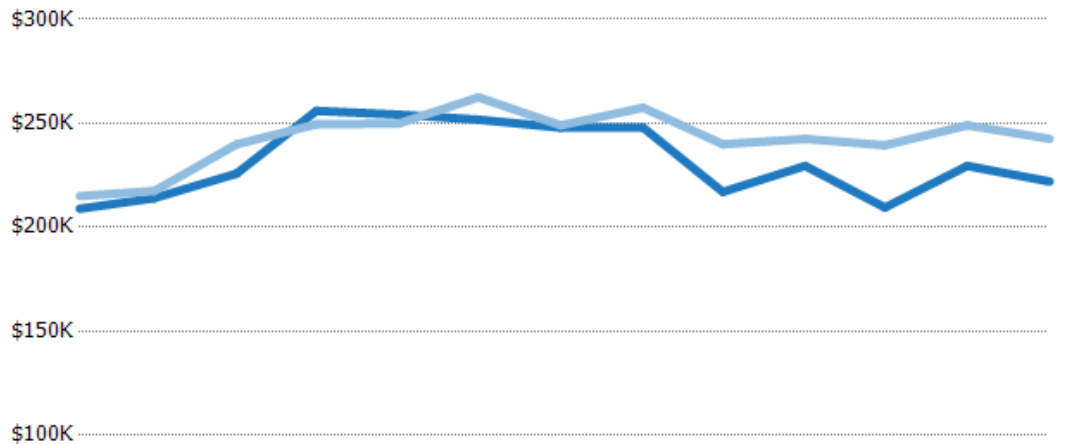
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$250K	\$258K	\$285K	\$309K	\$314K	\$295K	\$284K	\$285K	\$260K	\$262K	\$253K	\$254K	\$242K
Avg Listing Price	\$255K	\$264K	\$292K	\$315K	\$320K	\$305K	\$287K	\$305K	\$282K	\$274K	\$258K	\$263K	\$259K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	102%	102%	104%	101%	107%	108%	105%	102%	103%	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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$209K	\$214K	\$226K	\$256K	\$254K	\$252K	\$248K	\$248K	\$217K	\$230K	\$210K	\$230K	\$222K
Median Listing Price	\$215K	\$217K	\$240K	\$250K	\$250K	\$263K	\$249K	\$258K	\$240K	\$243K	\$239K	\$249K	\$243K
Med Listing Price as a % of Med Est Value	103%	102%	106%	97%	98%	104%	100%	104%	111%	106%	114%	108%	109%

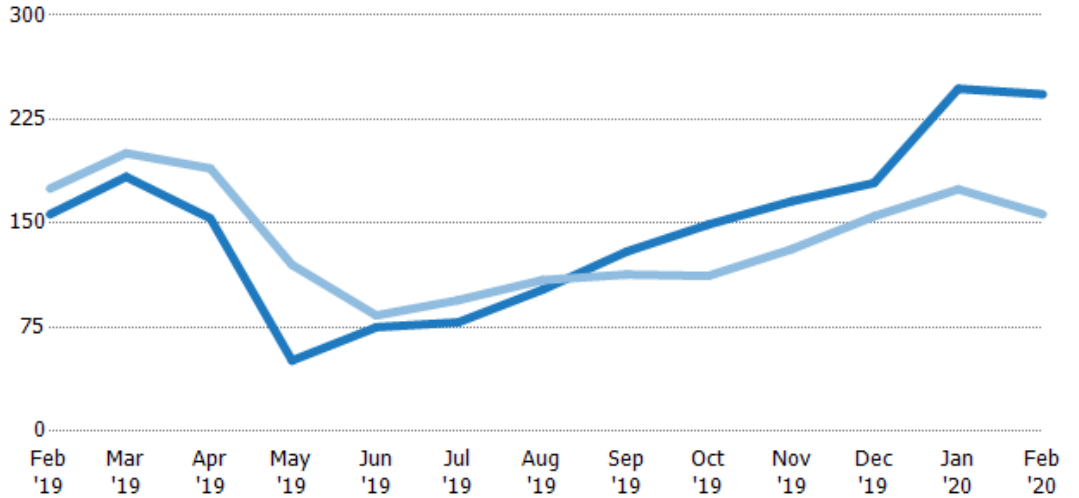
Median Days in RPR

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.
Feb '20	243	55.3%
Feb '19	157	-10.6%
Feb '18	175	4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	157	184	154	51	75	78.5	102	130	149	166	179	247	243
Prior Year	175	201	190	120	83.5	94.5	109	113	112	132	155	175	157
Percent Change from Prior Year	-11%	-8%	-19%	-58%	-10%	-17%	-6%	15%	33%	26%	15%	42%	55%

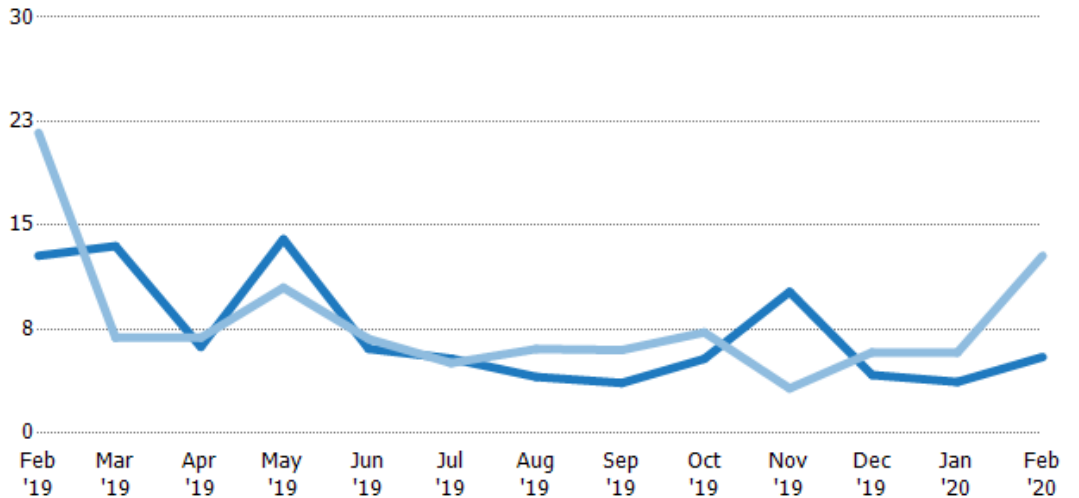
Months of Inventory

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.
Feb '20	5.5	-57%
Feb '19	12.8	-40.9%
Feb '18	21.7	-62.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	12.8	13.5	6.22	14	6.09	5.38	4.06	3.63	5.36	10.2	4.2	3.7	5.5
Prior Year	21.7	6.89	6.89	10.5	6.8	5.07	6.08	6	7.27	3.24	5.83	5.82	12.8
Percent Change from Prior Year	-41%	96%	-10%	33%	-10%	6%	-33%	-40%	-26%	215%	-28%	-36%	-57%

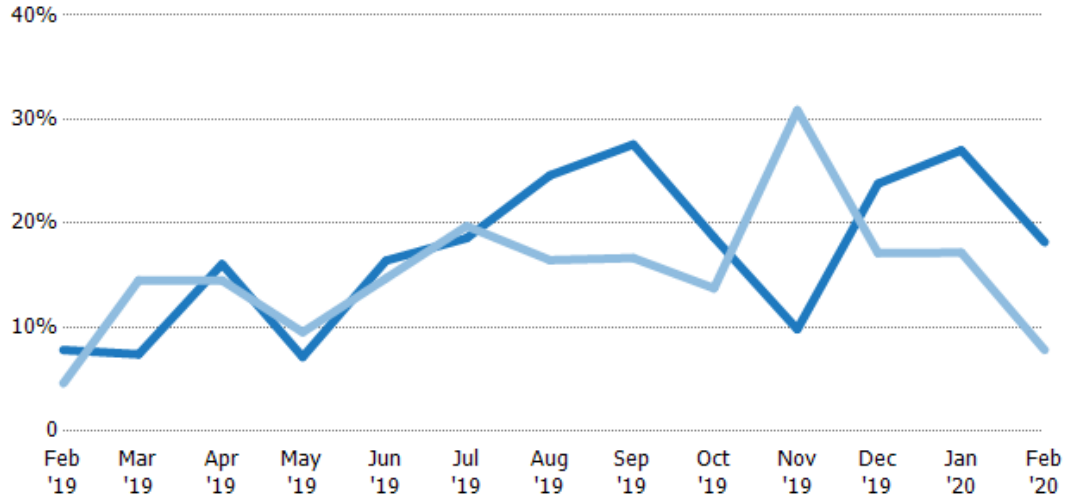
Absorption Rate

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.
Feb '20	18%	-10.4%
Feb '19	8%	-3.2%
Feb '18	5%	166.4%



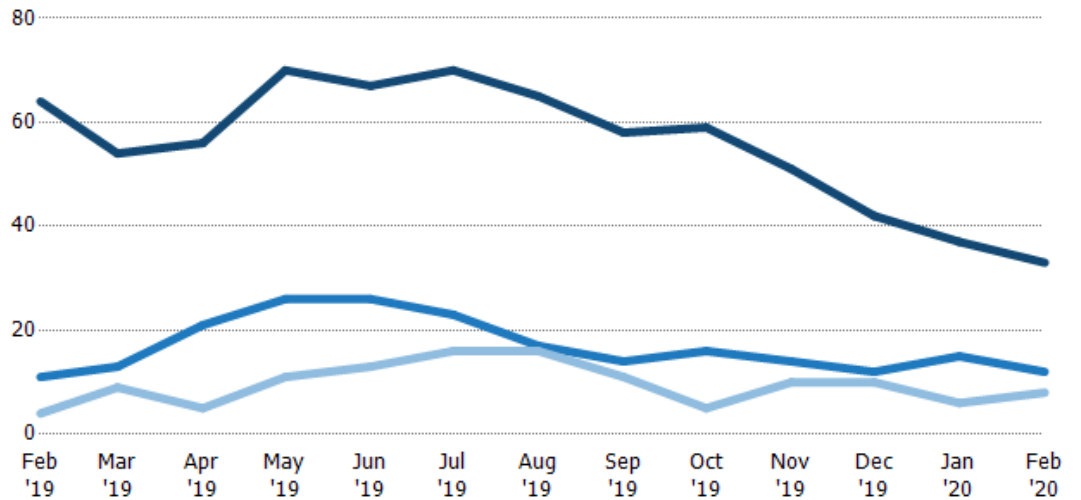
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	8%	7%	16%	7%	16%	19%	25%	28%	19%	10%	24%	27%	18%
Prior Year	5%	15%	15%	10%	15%	20%	16%	17%	14%	31%	17%	17%	8%
Change from Prior Year	-3%	7%	-2%	2%	-2%	1%	-8%	-11%	-5%	21%	-7%	-10%	-10%

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



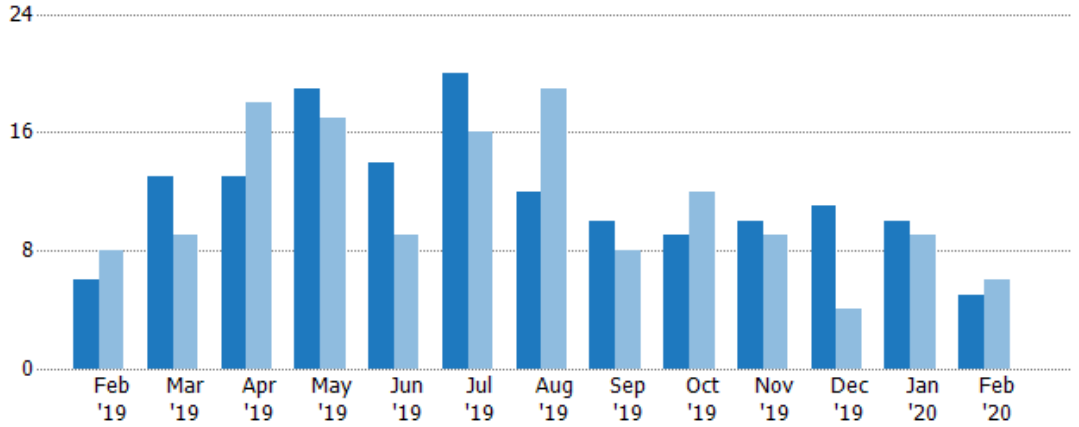
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	64	54	56	70	67	70	65	58	59	51	42	37	33
Pending	11	13	21	26	26	23	17	14	16	14	12	15	12
Sold	4	9	5	11	13	16	16	11	5	10	10	6	8

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.
Feb '20	5	-16.7%
Feb '19	6	-25%
Feb '18	8	-50%

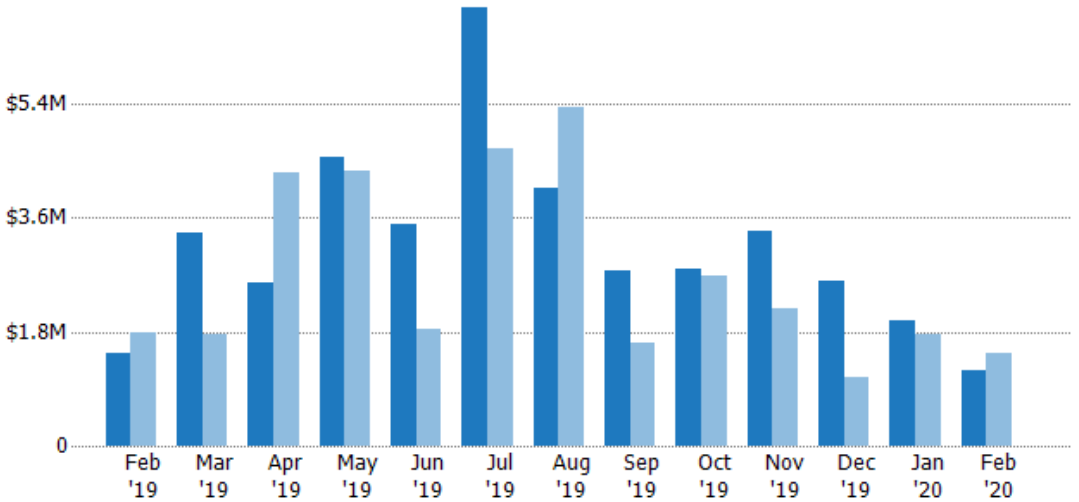
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	6	13	13	19	14	20	12	10	9	10	11	10	5
Prior Year	8	9	18	17	9	16	19	8	12	9	4	9	6
Percent Change from Prior Year	-25%	44%	-28%	12%	56%	25%	-37%	25%	-25%	11%	175%	11%	-17%

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.
Feb '20	\$1.2M	-18.5%
Feb '19	\$1.47M	-18.1%
Feb '18	\$1.79M	-55.4%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.47M	\$3.36M	\$2.56M	\$4.56M	\$3.5M	\$6.91M	\$4.06M	\$2.78M	\$2.78M	\$3.38M	\$2.6M	\$1.98M	\$1.2M
Prior Year	\$1.79M	\$1.77M	\$4.32M	\$4.35M	\$1.84M	\$4.69M	\$5.34M	\$1.62M	\$2.68M	\$2.17M	\$1.07M	\$1.77M	\$1.47M
Percent Change from Prior Year	-18%	90%	-41%	5%	90%	47%	-24%	71%	4%	56%	142%	12%	-19%

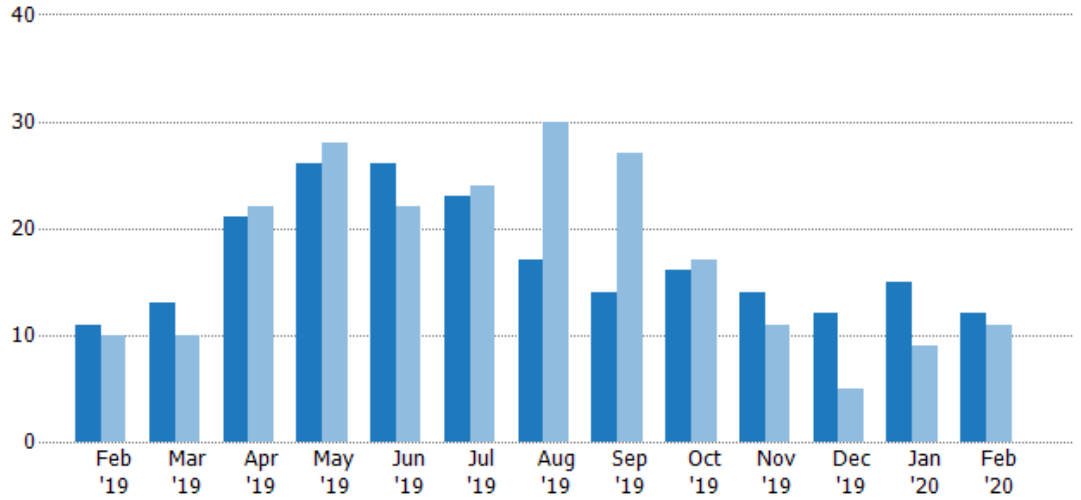
Pending Sales

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.
Feb '20	12	9.1%
Feb '19	11	10%
Feb '18	10	50%



Current Year	11	13	21	26	26	23	17	14	16	14	12	15	12
Prior Year	10	10	22	28	22	24	30	27	17	11	5	9	11
Percent Change from Prior Year	10%	30%	-5%	-7%	18%	-4%	-43%	-48%	-6%	27%	140%	67%	9%

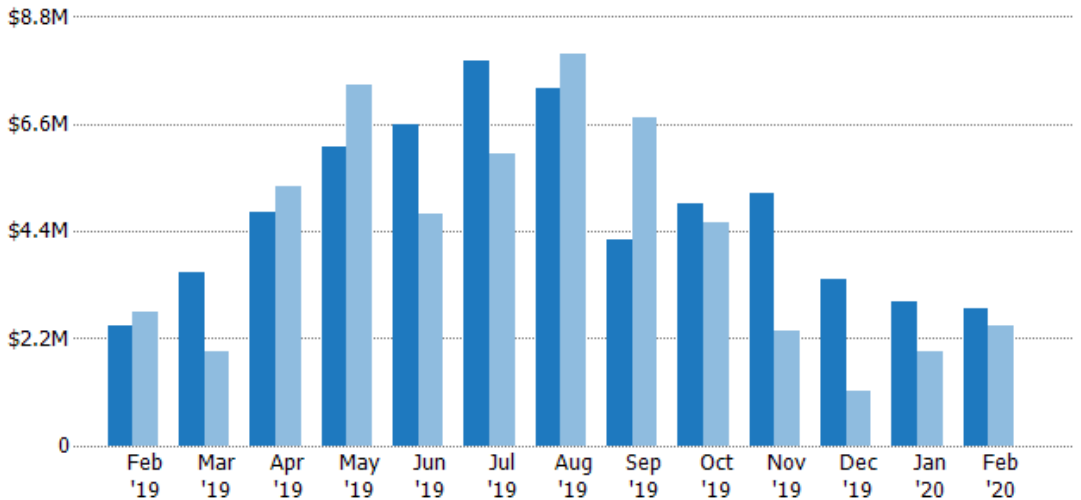
Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Feb '20	\$2.83M	14.1%
Feb '19	\$2.48M	-9.7%
Feb '18	\$2.74M	32.1%



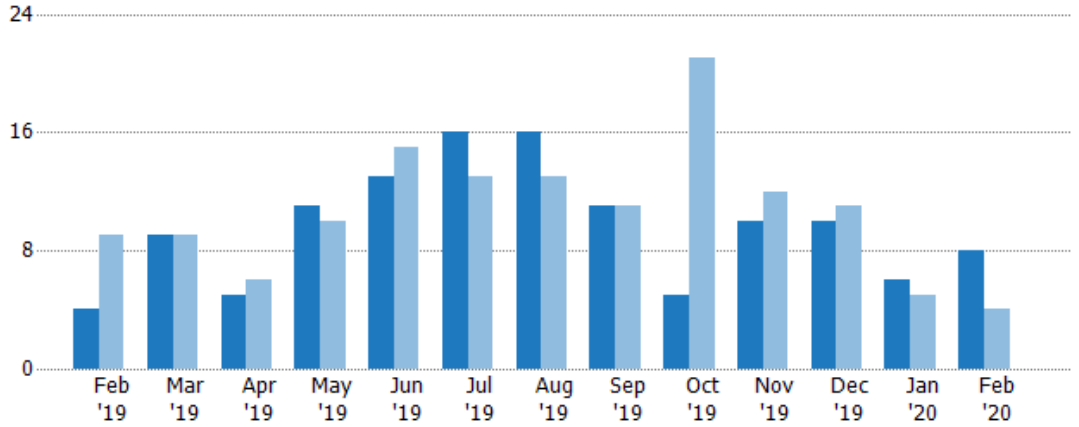
Current Year	\$2.48M	\$3.58M	\$4.8M	\$6.15M	\$6.58M	\$7.9M	\$7.32M	\$4.22M	\$4.97M	\$5.17M	\$3.41M	\$2.96M	\$2.83M
Prior Year	\$2.74M	\$1.92M	\$5.33M	\$7.4M	\$4.76M	\$5.98M	\$8.04M	\$6.75M	\$4.57M	\$2.34M	\$1.11M	\$1.94M	\$2.48M
Percent Change from Prior Year	-10%	86%	-10%	-17%	38%	32%	-9%	-37%	9%	121%	207%	52%	14%

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



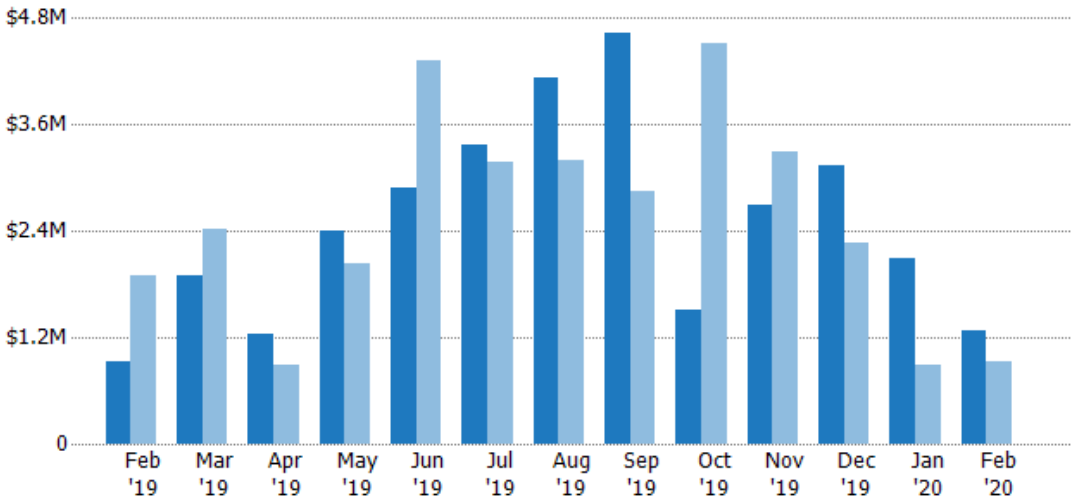
Month/Year	Count	% Chg.
Feb '20	8	100%
Feb '19	4	-55.6%
Feb '18	9	-66.7%

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



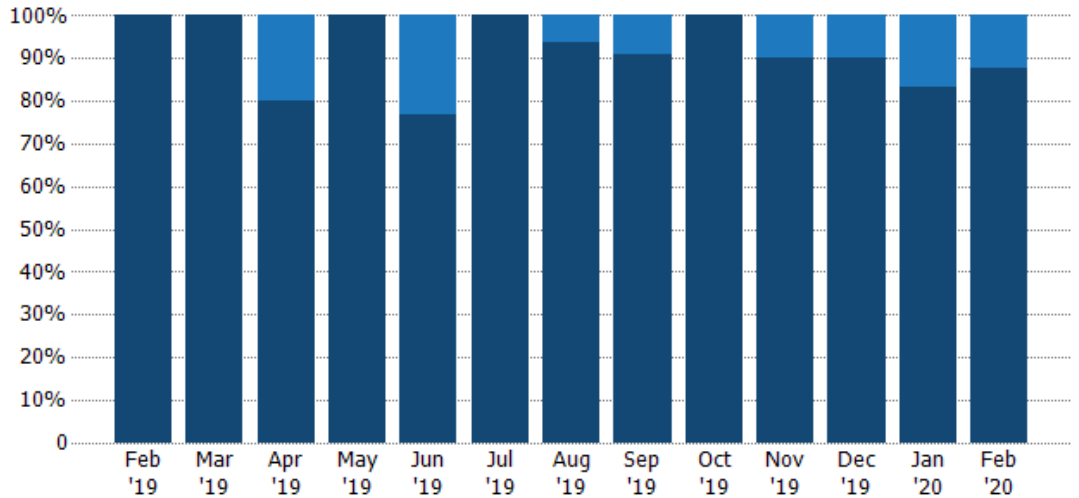
Month/Year	Volume	% Chg.
Feb '20	\$1.27M	37.8%
Feb '19	\$920K	-51.3%
Feb '18	\$1.89M	-70.6%

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



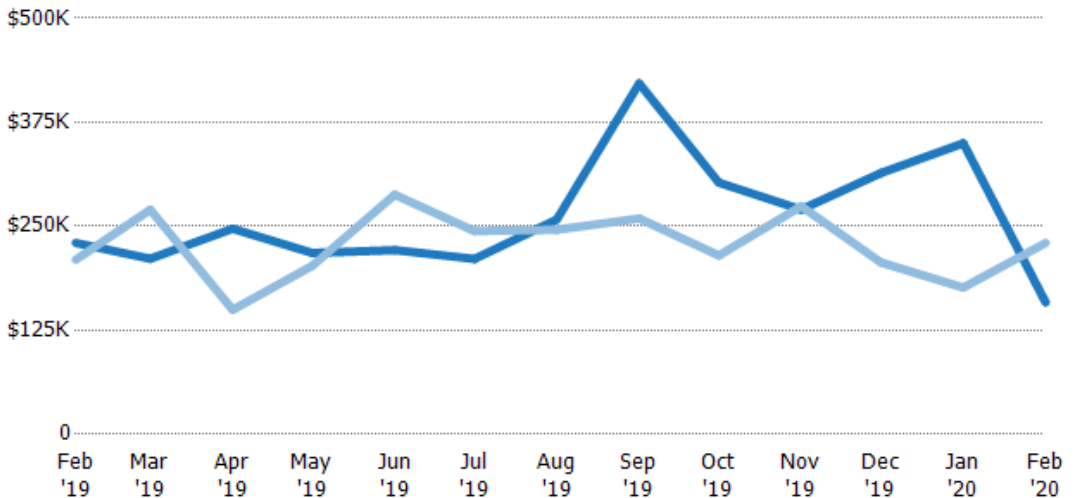
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	-	-	20%	-	23%	-	6%	9%	-	10%	10%	17%	13%
Single Family Residence	100%	100%	80%	100%	77%	100%	94%	91%	100%	90%	90%	83%	88%

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



Month/Year	Price	% Chg.
Feb '20	\$158K	-31.1%
Feb '19	\$230K	9.6%
Feb '18	\$210K	-11.9%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$230K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K
Prior Year	\$210K	\$270K	\$150K	\$203K	\$288K	\$244K	\$246K	\$259K	\$215K	\$274K	\$207K	\$176K	\$230K
Percent Change from Prior Year	10%	-22%	65%	8%	-23%	-14%	5%	63%	41%	-1%	52%	98%	-31%

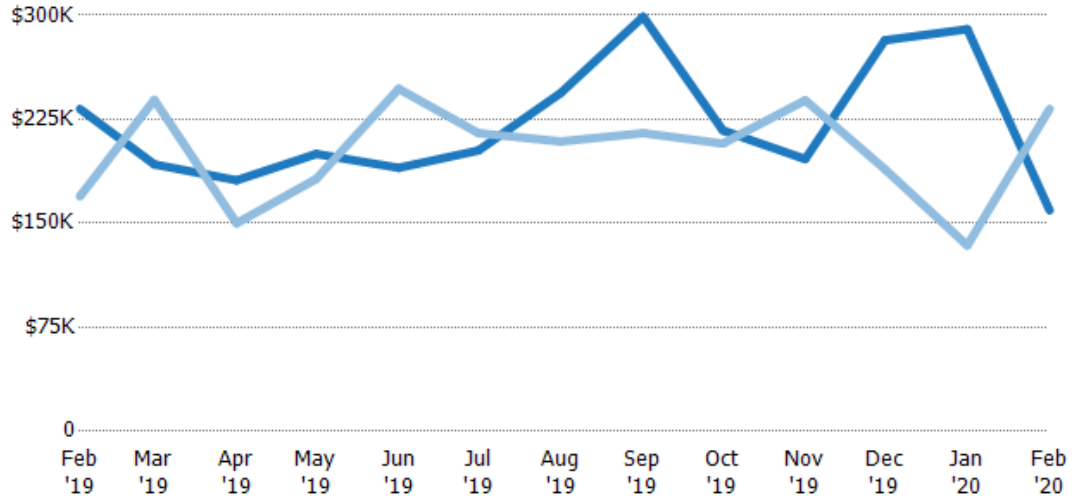
Median Sales Price

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.
Feb '20	\$159K	-31.5%
Feb '19	\$233K	37.2%
Feb '18	\$169K	11.6%



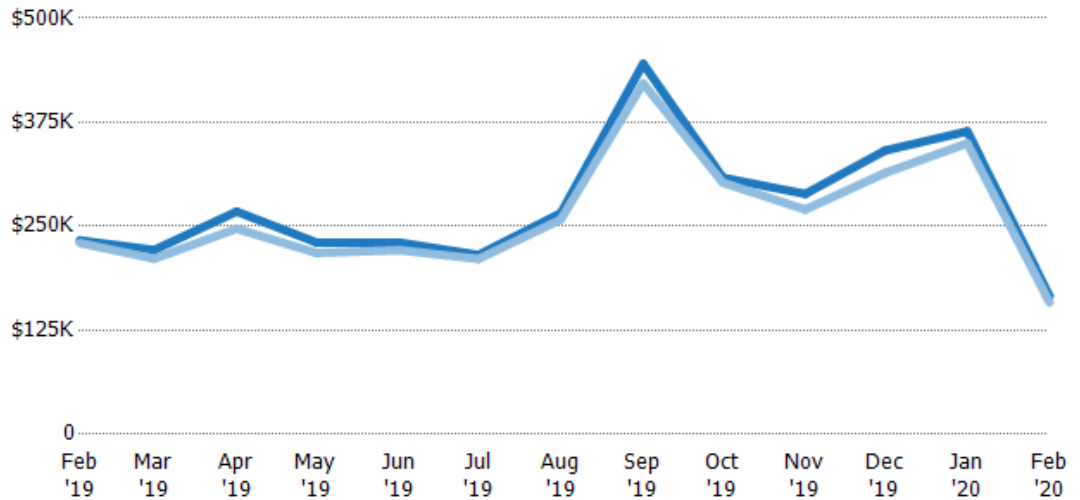
Current Year	\$233K	\$193K	\$181K	\$200K	\$190K	\$203K	\$244K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K
Prior Year	\$169K	\$239K	\$150K	\$182K	\$247K	\$215K	\$209K	\$215K	\$208K	\$239K	\$189K	\$134K	\$233K
Percent Change from Prior Year	37%	-19%	21%	10%	-23%	-6%	17%	39%	5%	-18%	49%	116%	-31%

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



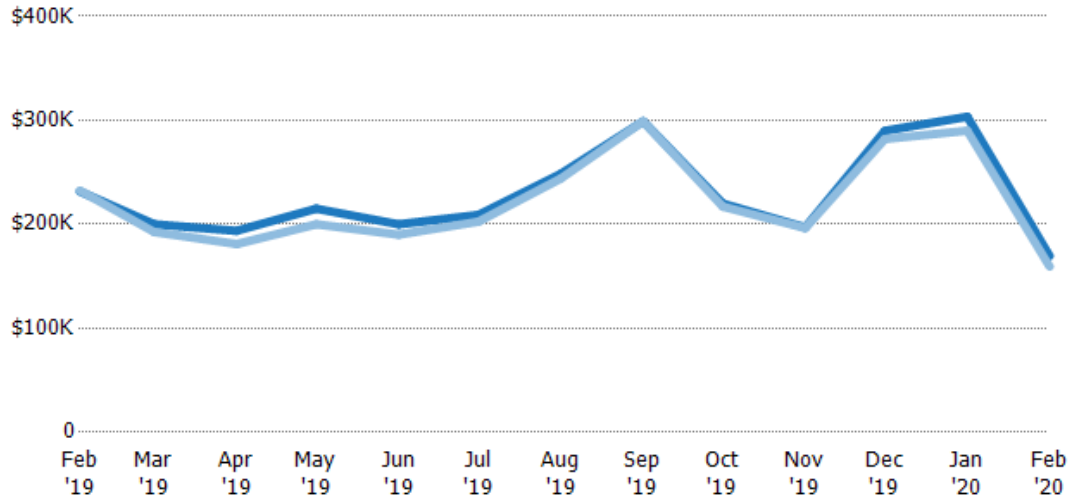
Avg List Price	\$233K	\$222K	\$268K	\$231K	\$231K	\$216K	\$266K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K
Avg Sales Price	\$230K	\$211K	\$247K	\$218K	\$221K	\$211K	\$258K	\$422K	\$303K	\$270K	\$314K	\$350K	\$158K
Avg Sales Price as a % of Avg List Price	99%	95%	92%	95%	96%	98%	97%	95%	98%	93%	92%	96%	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: Brattleboro, VT 05301,
Brattleboro, VT 05302, Brattleboro,
VT 05303, Brattleboro, VT 05304
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



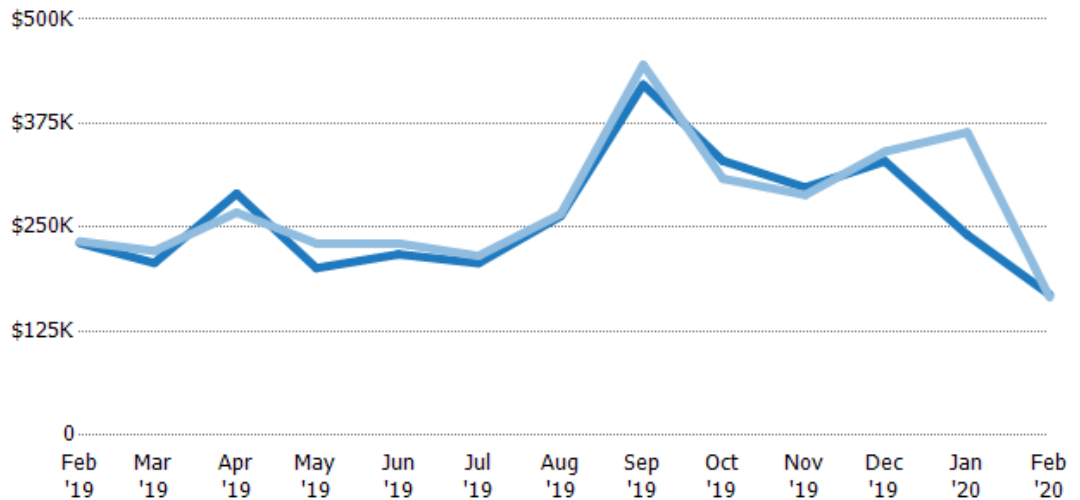
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$232K	\$200K	\$194K	\$215K	\$200K	\$209K	\$249K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K
Median Sales Price	\$233K	\$193K	\$181K	\$200K	\$190K	\$203K	\$244K	\$299K	\$217K	\$196K	\$282K	\$290K	\$159K
Med Sales Price as a % of Med List Price	100%	96%	93%	93%	95%	97%	98%	100%	99%	100%	97%	96%	94%

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



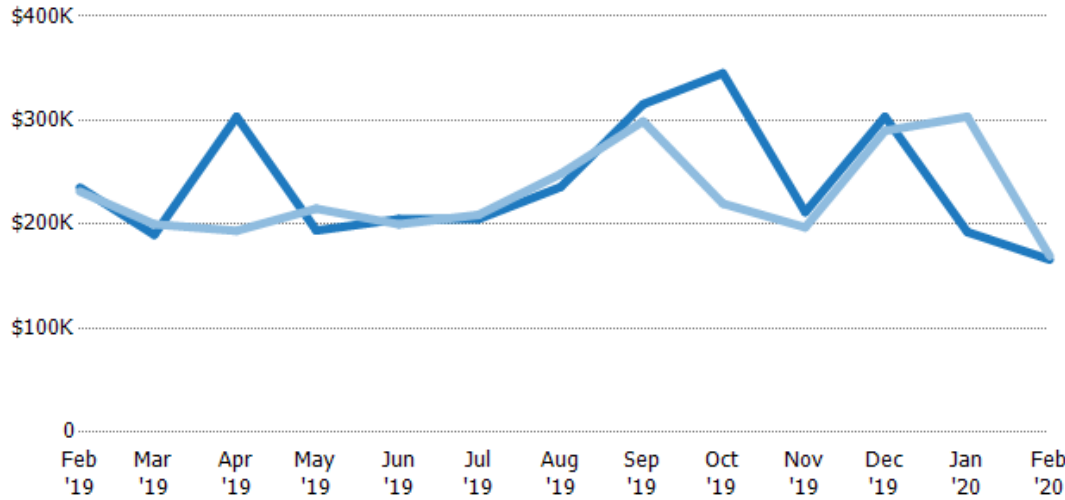
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$231K	\$207K	\$290K	\$201K	\$218K	\$207K	\$264K	\$421K	\$330K	\$298K	\$329K	\$241K	\$169K
Avg Sales Price	\$233K	\$222K	\$268K	\$231K	\$231K	\$216K	\$266K	\$445K	\$308K	\$289K	\$341K	\$364K	\$166K
Avg Sales Price as a % of Avg Est Value	101%	107%	92%	115%	106%	104%	101%	106%	94%	97%	104%	151%	98%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$235K	\$190K	\$304K	\$194K	\$205K	\$205K	\$236K	\$315K	\$345K	\$212K	\$303K	\$193K	\$166K
Median Sales Price	\$232K	\$200K	\$194K	\$215K	\$200K	\$209K	\$249K	\$299K	\$220K	\$197K	\$290K	\$303K	\$169K
Med Sales Price as a % of Med Est Value	98%	105%	64%	111%	98%	102%	105%	95%	64%	93%	96%	158%	102%