

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	52	31	+67.7%	262	249	+5.2%
New Listing Volume	\$18,133,700	\$7,471,295	+142.7%	\$100,326,400	\$79,086,693	+26.9%
Active Listing Count	113	274	-58.8%	N/A	N/A	
Active Listing Volume	\$54,063,898	\$99,968,693	-45.9%	N/A	N/A	
Average Listing Price	\$478,442	\$364,849	+31.1%	\$406,690	\$389,923	+4.3%
Median Listing Price	\$309,000	\$274,950	+12.4%	\$290,521	\$278,205	+4.4%
Median Days in RPR	62	168	-63.1%	163.68	180.52	-9.3%
Months of Inventory	3.3	19.6	-83%	11	14.6	-24.5%
Absorption Rate	30.09%	5.11%	+25%	9.07%	6.84%	+2.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	83	27	+207.4%	297	171	+73.7%
New Pending Sales Volume	\$30,121,700	\$7,085,700	+325.1%	\$96,042,499	\$41,930,046	+129.1%
Pending Sales Count	114	30	+280%	N/A	N/A	
Pending Sales Volume	\$41,961,300	\$9,478,300	+342.7%	N/A	N/A	
Closed Sales Count	37	14	+164.3%	163	130	+25.4%
Closed Sales Volume	\$12,974,400	\$2,751,001	+371.6%	\$46,426,126	\$28,299,314	+64.1%
Average Sales Price	\$350,659	\$196,500	+78.5%	\$284,823	\$217,687	+30.8%
Median Sales Price	\$250,000	\$195,000	+28.2%	\$219,463	\$204,042	+7.6%

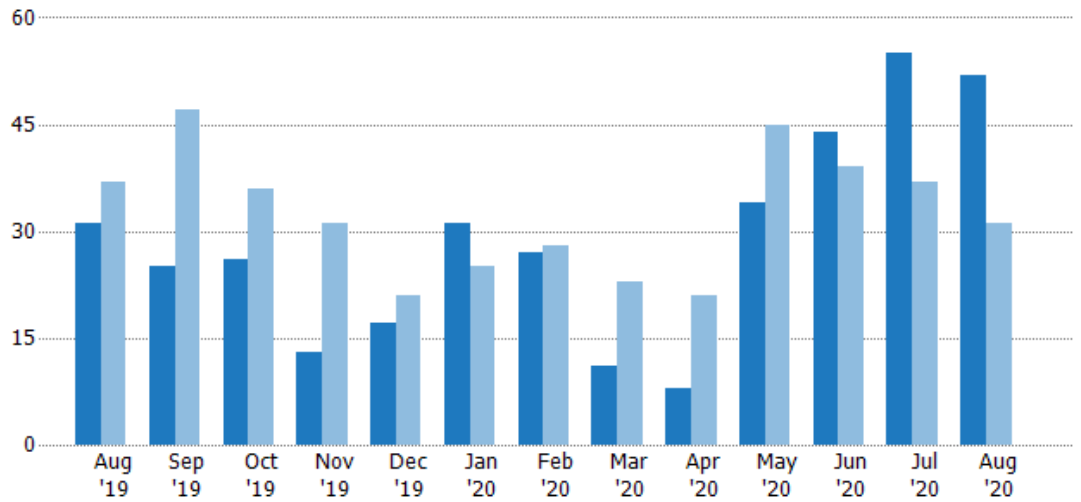
## New Listings

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Aug '20	52	67.7%
Aug '19	31	-16.2%
Aug '18	37	37.8%



Current Year	31	25	26	13	17	31	27	11	8	34	44	55	52
Prior Year	37	47	36	31	21	25	28	23	21	45	39	37	31
Percent Change from Prior Year	-16%	-47%	-28%	-58%	-19%	24%	-4%	-52%	-62%	-24%	13%	49%	68%

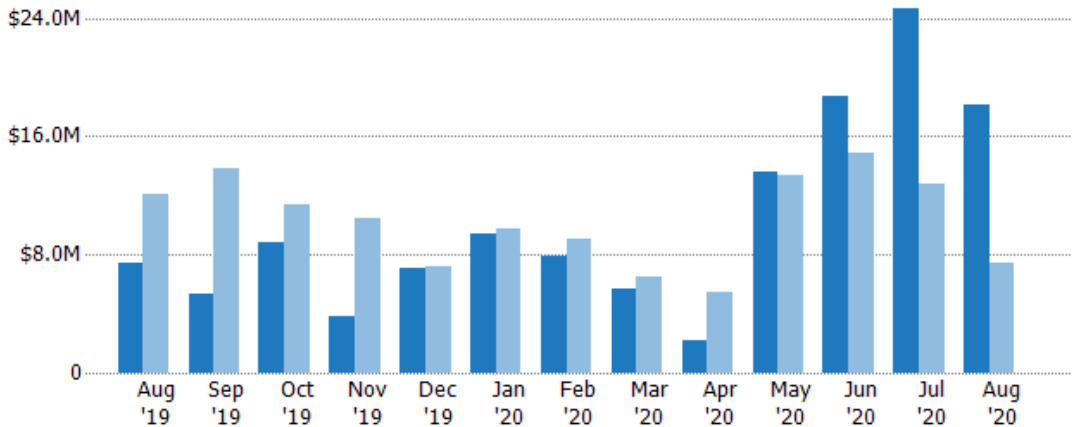
## New Listing Volume

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$18.1M	142.7%
Aug '19	\$7.47M	-37.9%
Aug '18	\$12M	6.1%



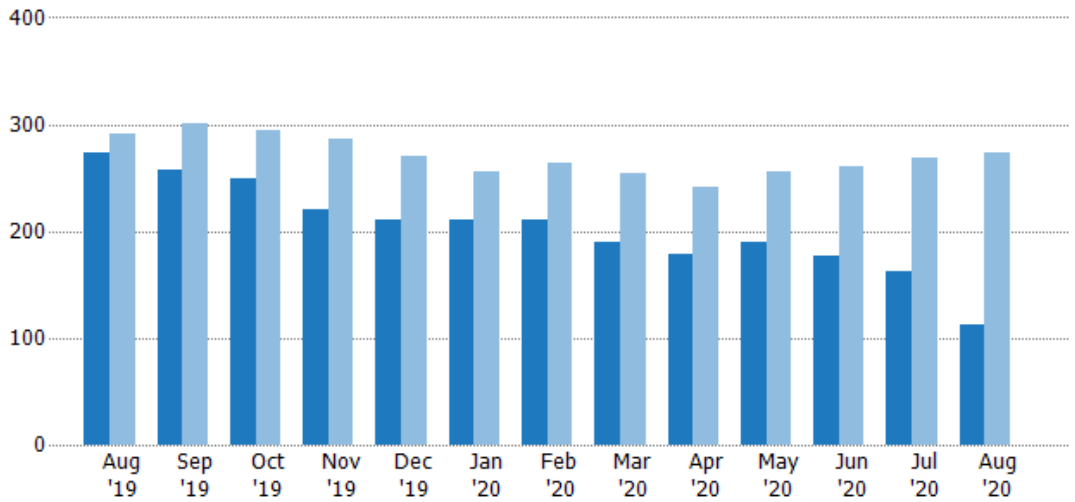
Current Year	\$7.47M	\$5.39M	\$8.85M	\$3.83M	\$7.04M	\$9.42M	\$7.94M	\$5.68M	\$2.16M	\$13.6M	\$18.7M	\$24.7M	\$18.1M
Prior Year	\$12M	\$13.8M	\$11.4M	\$10.5M	\$7.17M	\$9.72M	\$9.03M	\$6.47M	\$5.48M	\$13.3M	\$14.9M	\$12.7M	\$7.47M
Percent Change from Prior Year	-38%	-61%	-23%	-63%	-2%	-3%	-12%	-12%	-60%	2%	26%	94%	143%

## Active Listings

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



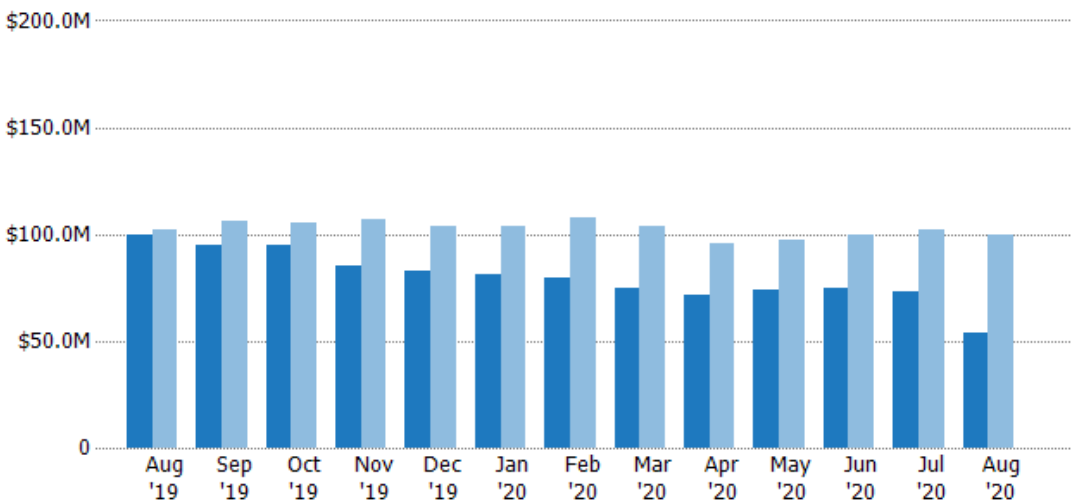
Month/Year	Count	% Chg.
Aug '20	113	-58.8%
Aug '19	274	-5.8%
Aug '18	291	1%

## Active Listing Volume

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Aug '20	\$54.1M	-45.9%
Aug '19	\$100M	-2.5%
Aug '18	\$103M	-5.3%

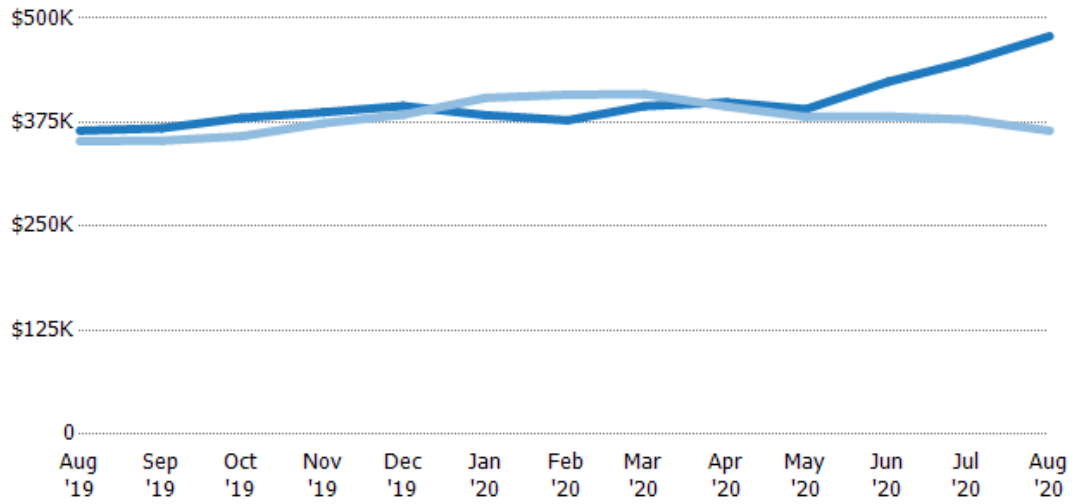
## Average Listing Price

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$478K	31.1%
Aug '19	\$365K	3.6%
Aug '18	\$352K	-6.3%



Current Year	\$365K	\$368K	\$380K	\$387K	\$395K	\$384K	\$377K	\$394K	\$399K	\$391K	\$424K	\$448K	\$478K
Prior Year	\$352K	\$353K	\$358K	\$374K	\$384K	\$404K	\$408K	\$409K	\$394K	\$382K	\$382K	\$378K	\$365K
Percent Change from Prior Year	4%	4%	6%	4%	3%	-5%	-8%	-4%	1%	2%	11%	18%	31%

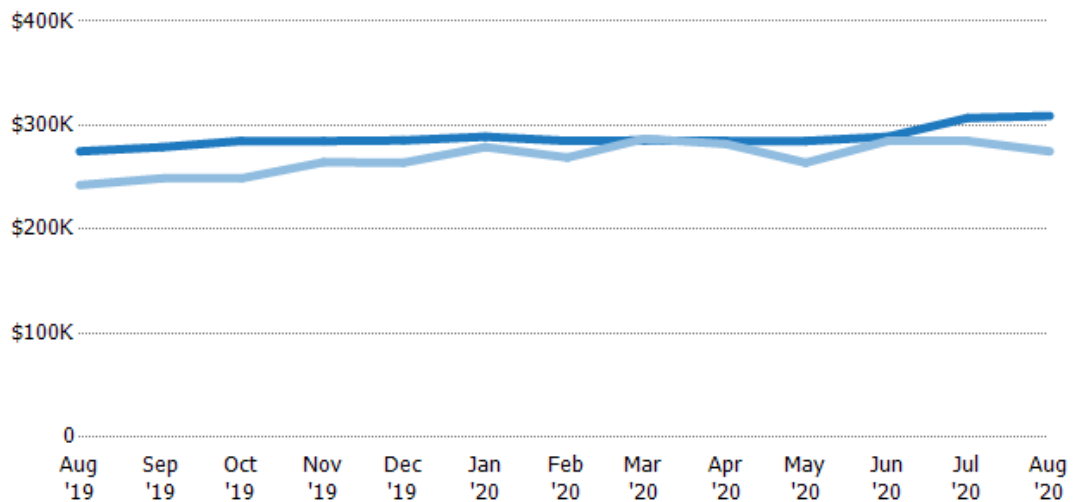
## Median Listing Price

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$309K	12.4%
Aug '19	\$275K	13.4%
Aug '18	\$243K	-5.2%



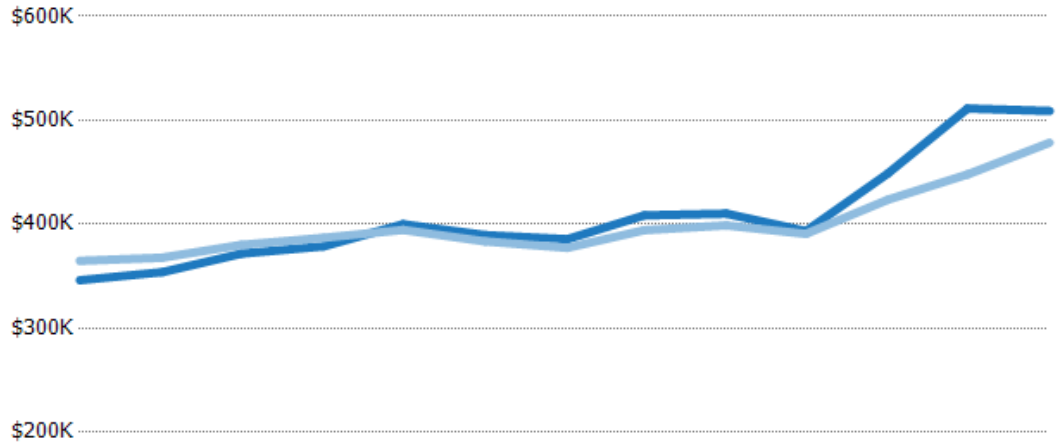
Current Year	\$275K	\$279K	\$285K	\$285K	\$285K	\$289K	\$285K	\$285K	\$285K	\$285K	\$289K	\$307K	\$309K
Prior Year	\$243K	\$249K	\$249K	\$265K	\$264K	\$279K	\$269K	\$287K	\$282K	\$264K	\$285K	\$285K	\$275K
Percent Change from Prior Year	13%	12%	14%	8%	8%	4%	6%	-1%	1%	8%	1%	8%	12%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



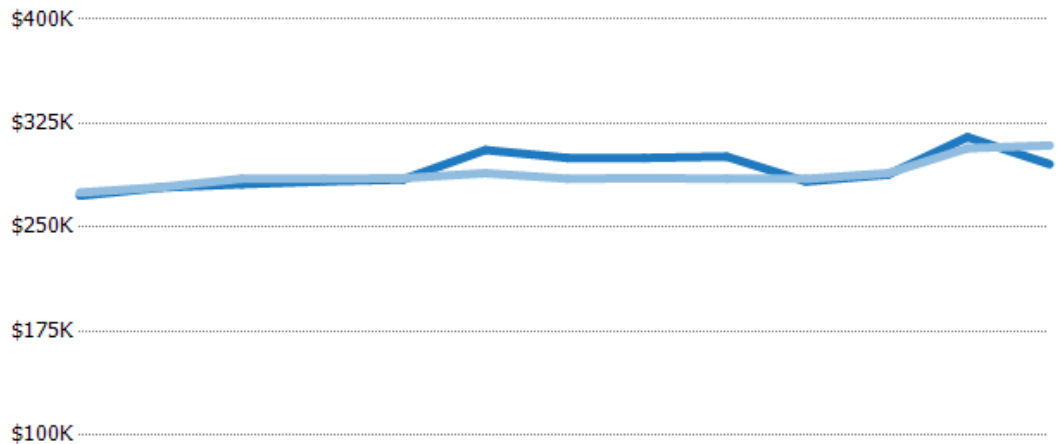
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$346K	\$354K	\$372K	\$379K	\$400K	\$390K	\$386K	\$409K	\$410K	\$393K	\$449K	\$511K	\$509K
Avg Listing Price	\$365K	\$368K	\$380K	\$387K	\$395K	\$384K	\$377K	\$394K	\$399K	\$391K	\$424K	\$448K	\$478K
Avg Listing Price as a % of Avg Est Value	105%	104%	102%	102%	99%	98%	98%	97%	97%	99%	94%	88%	94%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$273K	\$279K	\$281K	\$283K	\$285K	\$306K	\$300K	\$300K	\$301K	\$283K	\$288K	\$315K	\$296K
Median Listing Price	\$275K	\$279K	\$285K	\$285K	\$285K	\$289K	\$285K	\$285K	\$285K	\$285K	\$289K	\$307K	\$309K
Med Listing Price as a % of Med Est Value	101%	100%	101%	101%	100%	95%	95%	95%	95%	101%	100%	97%	105%

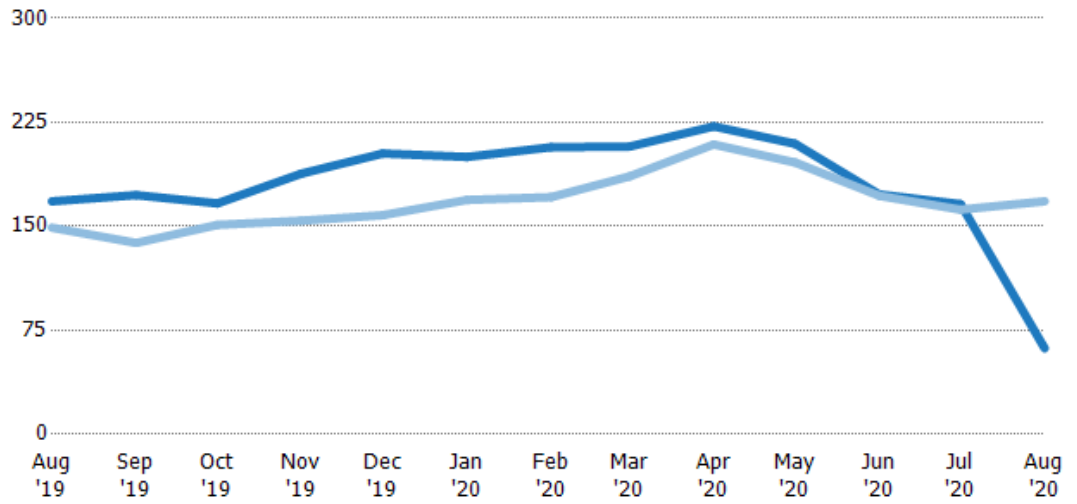
## Median Days in RPR

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Aug '20	62	-63.1%
Aug '19	168	12.8%
Aug '18	149	-26.2%



Current Year	168	173	167	188	203	200	207	208	222	210	173	166	62
Prior Year	149	138	151	154	158	169	171	186	209	196	172	162	168
Percent Change from Prior Year	13%	25%	10%	22%	28%	18%	21%	12%	6%	7%	1%	2%	-63%

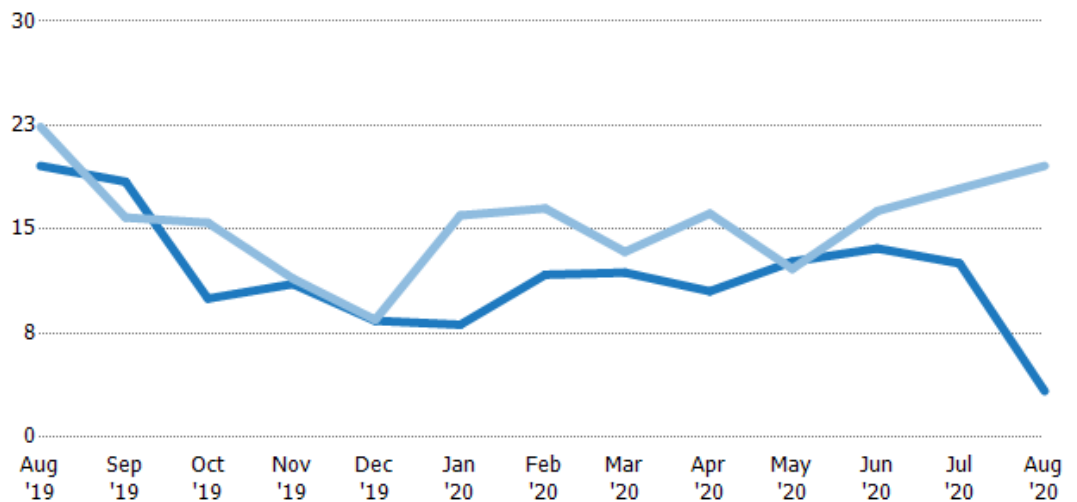
## Months of Inventory

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Aug '20	3.32	-83%
Aug '19	19.6	-12.6%
Aug '18	22.4	1%



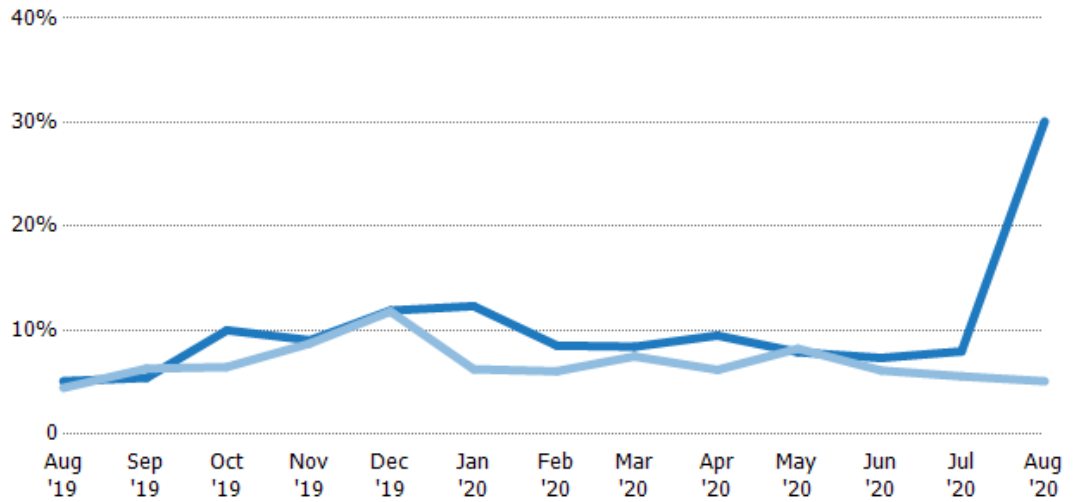
Current Year	19.6	18.4	10	11.1	8.4	8.12	11.7	11.9	10.5	12.7	13.6	12.5	3.32
Prior Year	22.4	15.8	15.5	11.4	8.47	16	16.5	13.4	16.1	12.1	16.3	17.9	19.6
Percent Change from Prior Year	-13%	16%	-35%	-3%	-1%	-49%	-29%	-11%	-35%	4%	-17%	-30%	-83%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



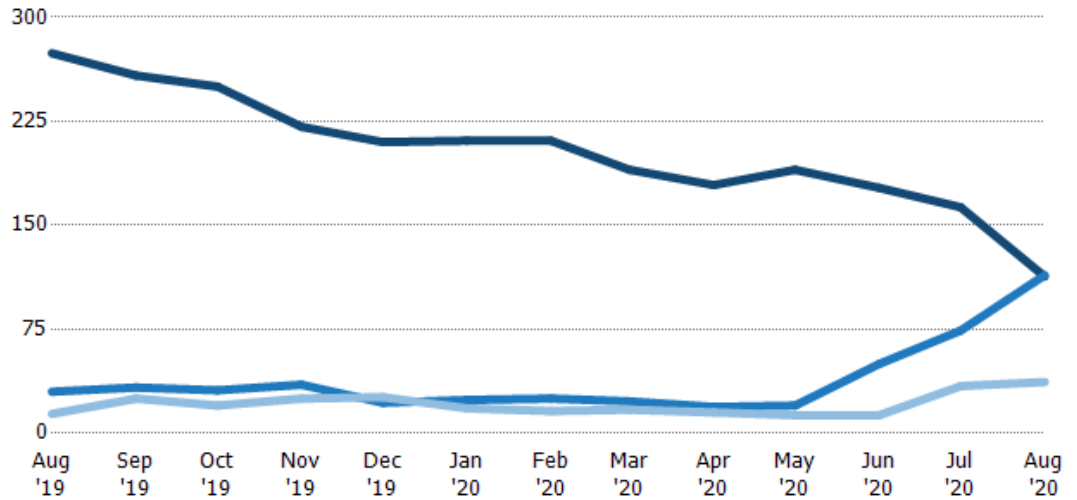
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5%	5%	10%	9%	12%	12%	9%	8%	9%	8%	7%	8%	30%
Prior Year	4%	6%	6%	9%	12%	6%	6%	7%	6%	8%	6%	6%	5%
Change from Prior Year	-1%	1%	-4%	0%	0%	-6%	-2%	-1%	-3%	0%	-1%	-2%	-25%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	274	258	250	221	210	211	211	190	179	190	177	163	113
Pending	30	33	31	35	22	24	25	23	19	20	50	74	114
Sold	14	25	20	25	26	18	16	17	15	13	13	34	37

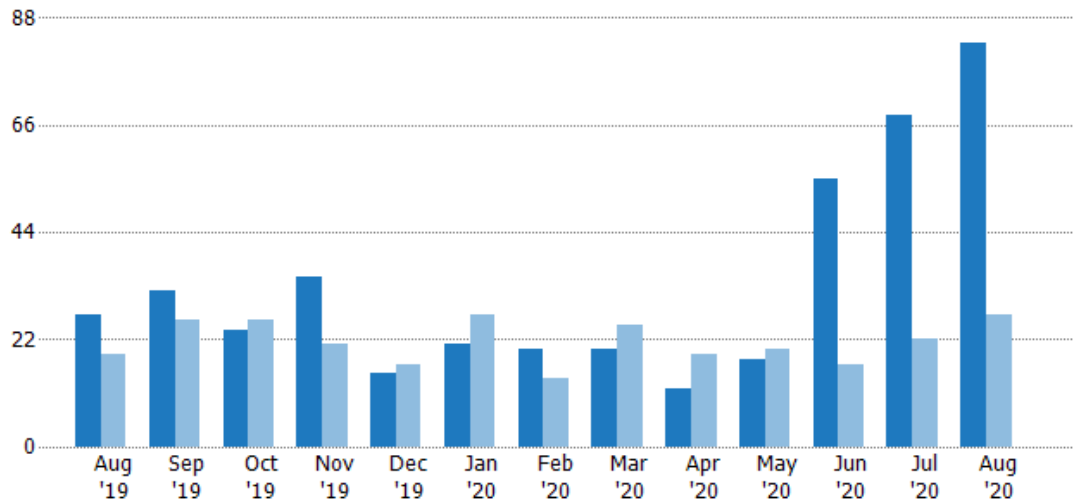
## New Pending Sales

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Aug '20	83	207.4%
Aug '19	27	42.1%
Aug '18	19	26.3%



Current Year	27	32	24	35	15	21	20	20	12	18	55	68	83
Prior Year	19	26	26	21	17	27	14	25	19	20	17	22	27
Percent Change from Prior Year	42%	23%	-8%	67%	-12%	-22%	43%	-20%	-37%	-10%	224%	209%	207%

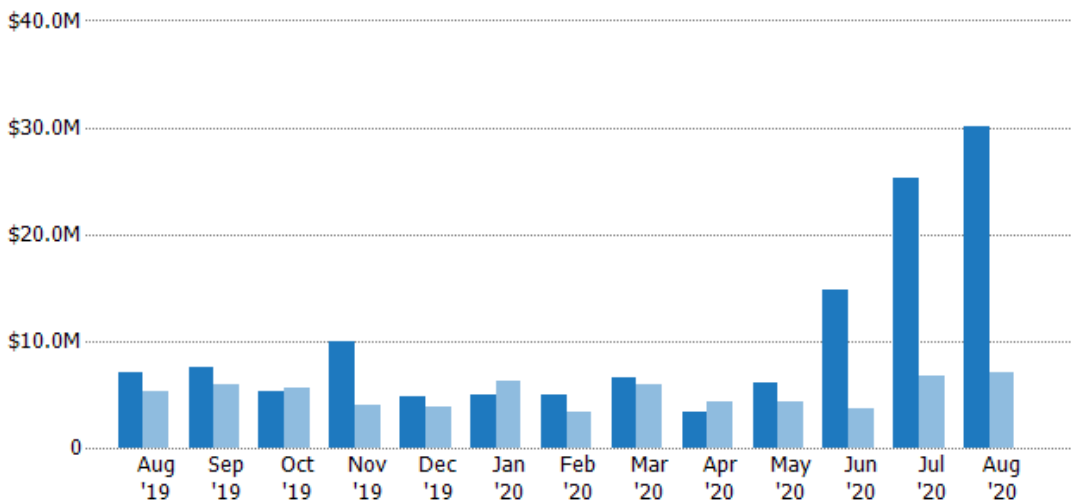
## New Pending Sales Volume

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$30.1M	325.1%
Aug '19	\$7.09M	34%
Aug '18	\$5.29M	90%



Current Year	\$7.09M	\$7.55M	\$5.33M	\$9.88M	\$4.79M	\$4.94M	\$5.01M	\$6.5M	\$3.29M	\$6.15M	\$14.8M	\$25.2M	\$30.1M
Prior Year	\$5.29M	\$5.97M	\$5.64M	\$4.01M	\$3.88M	\$6.24M	\$3.43M	\$5.99M	\$4.35M	\$4.29M	\$3.76M	\$6.77M	\$7.09M
Percent Change from Prior Year	34%	27%	-5%	146%	23%	-21%	46%	8%	-24%	43%	294%	273%	325%

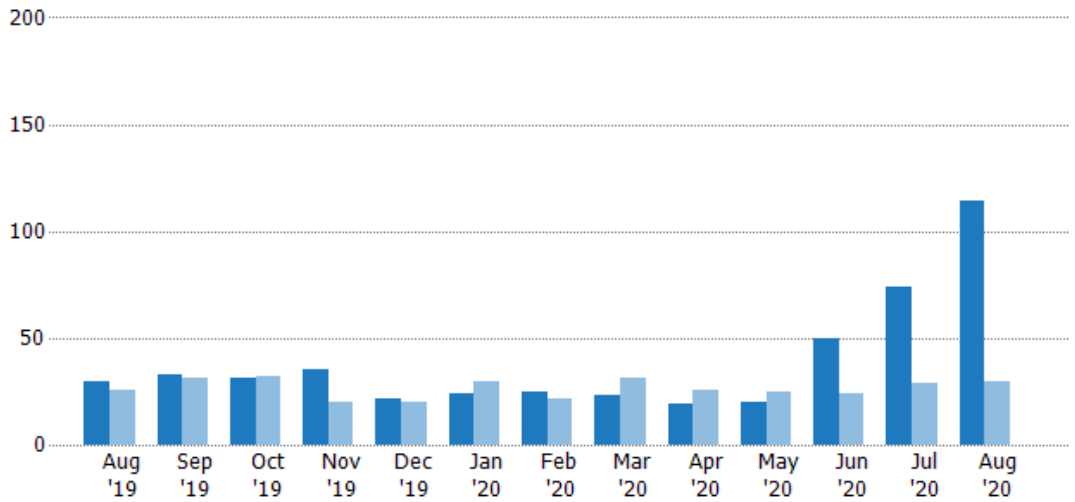


## Pending Sales

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



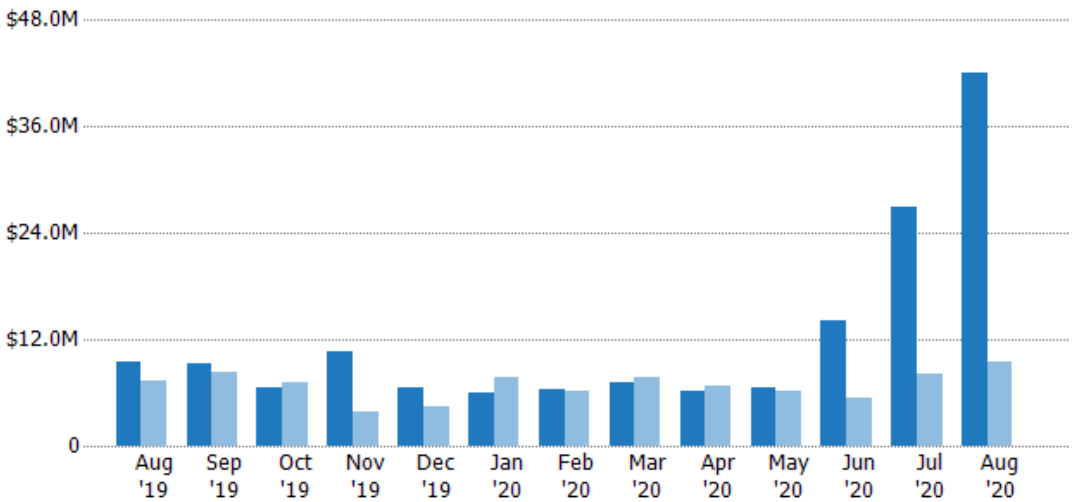
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	30	33	31	35	22	24	25	23	19	20	50	74	114
Prior Year	26	31	32	20	20	30	22	31	26	25	24	29	30
Percent Change from Prior Year	15%	6%	-3%	75%	10%	-20%	14%	-26%	-27%	-20%	108%	155%	280%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$9.48M	\$9.28M	\$6.66M	\$10.7M	\$6.59M	\$6.08M	\$6.34M	\$7.23M	\$6.23M	\$6.48M	\$14.1M	\$26.9M	\$42M
Prior Year	\$7.37M	\$8.29M	\$7.23M	\$3.75M	\$4.44M	\$7.72M	\$6.23M	\$7.77M	\$6.81M	\$6.18M	\$5.45M	\$8.2M	\$9.48M
Percent Change from Prior Year	29%	12%	-8%	185%	49%	-21%	2%	-7%	-8%	5%	159%	228%	343%

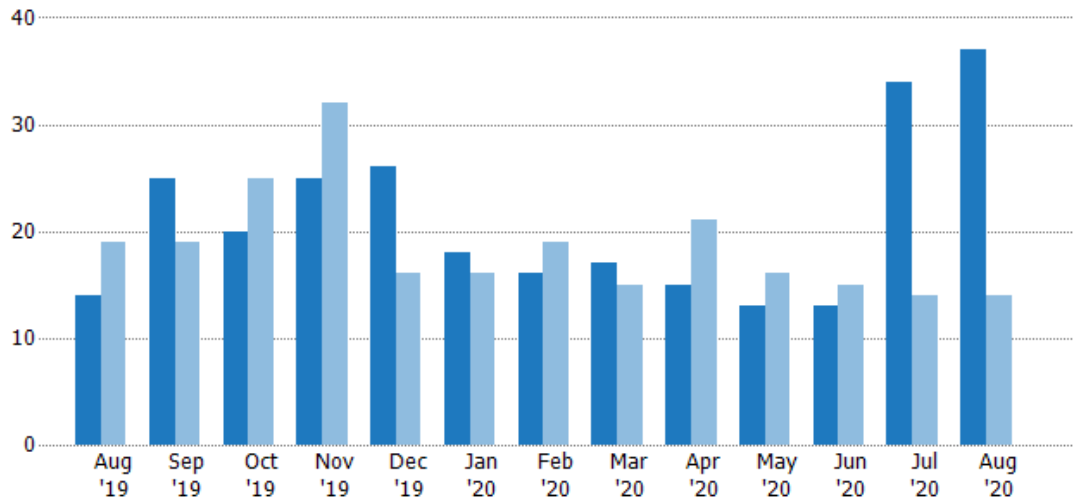
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Aug '20	37	164.3%
Aug '19	14	-26.3%
Aug '18	19	-36.8%



Current Year	14	25	20	25	26	18	16	17	15	13	13	34	37
Prior Year	19	19	25	32	16	16	19	15	21	16	15	14	14
Percent Change from Prior Year	-26%	32%	-20%	-22%	63%	13%	-16%	13%	-29%	-19%	-13%	143%	164%

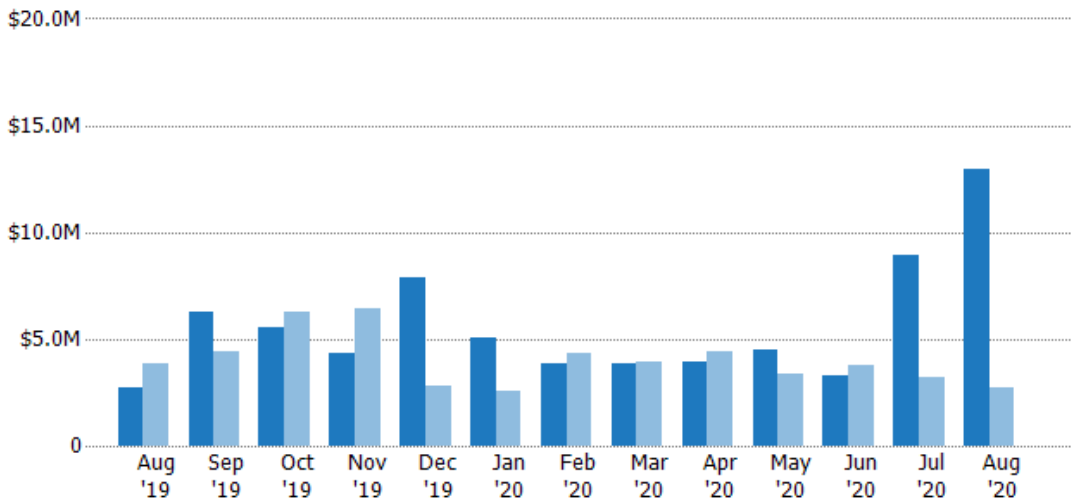
## Closed Sales Volume

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$13M	371.6%
Aug '19	\$2.75M	-28.5%
Aug '18	\$3.85M	-9.5%



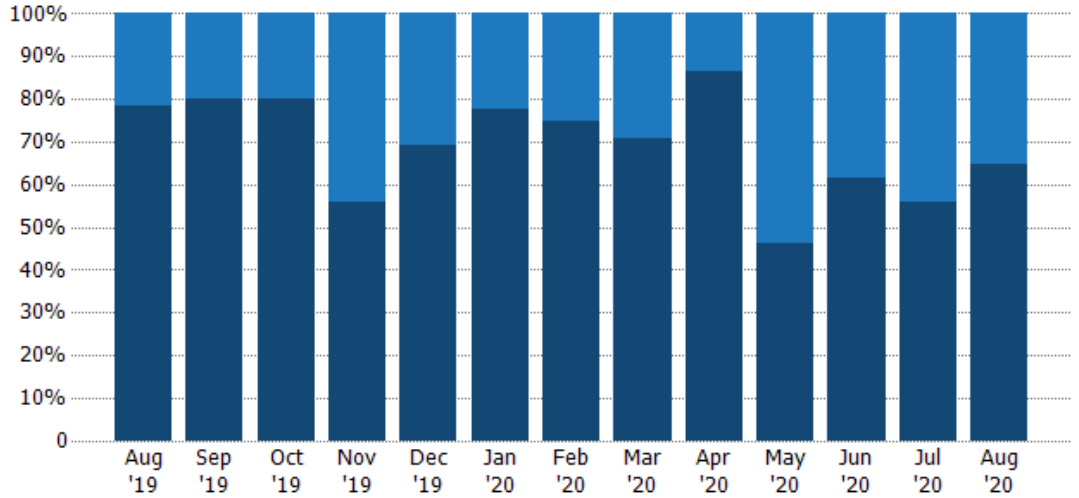
Current Year	\$2.75M	\$6.23M	\$5.53M	\$4.34M	\$7.84M	\$5.04M	\$3.87M	\$3.88M	\$3.92M	\$4.52M	\$3.27M	\$8.94M	\$13M
Prior Year	\$3.85M	\$4.43M	\$6.26M	\$6.42M	\$2.77M	\$2.59M	\$4.35M	\$3.89M	\$4.38M	\$3.4M	\$3.75M	\$3.19M	\$2.75M
Percent Change from Prior Year	-28%	41%	-12%	-32%	183%	95%	-11%	0%	-10%	33%	-13%	180%	372%

## Closed Sales by Property Type

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



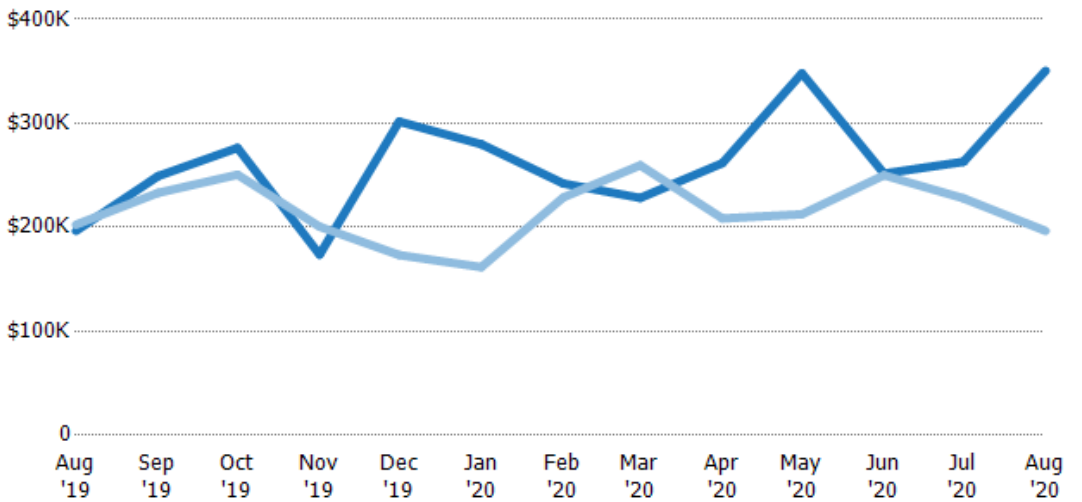
Condo/Townhouse	21%	20%	20%	44%	31%	22%	25%	29%	13%	54%	38%	44%	35%
Single Family Residence	79%	80%	80%	56%	69%	78%	75%	71%	87%	46%	62%	56%	65%

## Average Sales Price

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Aug '20	\$351K	78.5%
Aug '19	\$197K	-2.9%
Aug '18	\$202K	43.3%

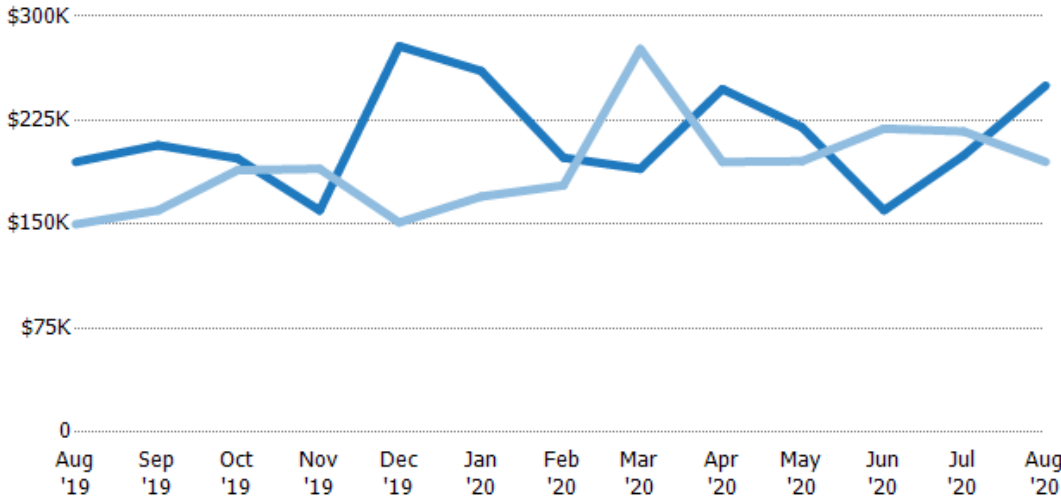
Current Year	\$197K	\$249K	\$276K	\$174K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K	\$263K	\$351K
Prior Year	\$202K	\$233K	\$251K	\$201K	\$173K	\$162K	\$229K	\$260K	\$209K	\$213K	\$250K	\$228K	\$197K
Percent Change from Prior Year	-3%	7%	10%	-13%	74%	73%	6%	-12%	25%	64%	1%	15%	78%

## Median Sales Price

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

### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



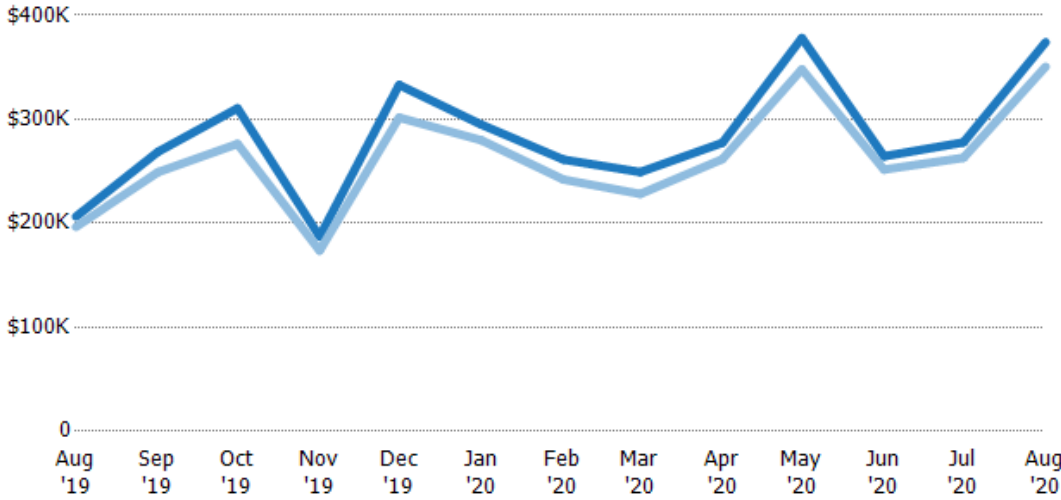
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$195K	\$207K	\$198K	\$160K	\$279K	\$261K	\$198K	\$190K	\$248K	\$220K	\$160K	\$200K	\$250K
Prior Year	\$150K	\$160K	\$189K	\$190K	\$151K	\$170K	\$178K	\$277K	\$195K	\$196K	\$219K	\$217K	\$195K
Percent Change from Prior Year	30%	29%	4%	-16%	84%	53%	11%	-31%	27%	13%	-27%	-8%	28%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



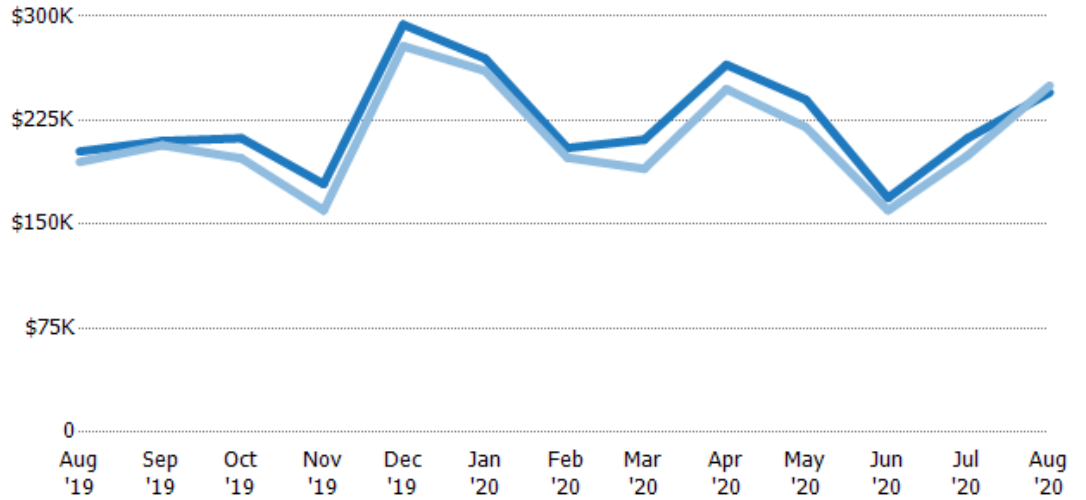
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$206K	\$269K	\$311K	\$187K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K	\$278K	\$374K
Avg Sales Price	\$197K	\$249K	\$276K	\$174K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K	\$263K	\$351K
Avg Sales Price as a % of Avg List Price	95%	93%	89%	93%	91%	95%	93%	92%	94%	92%	95%	95%	94%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



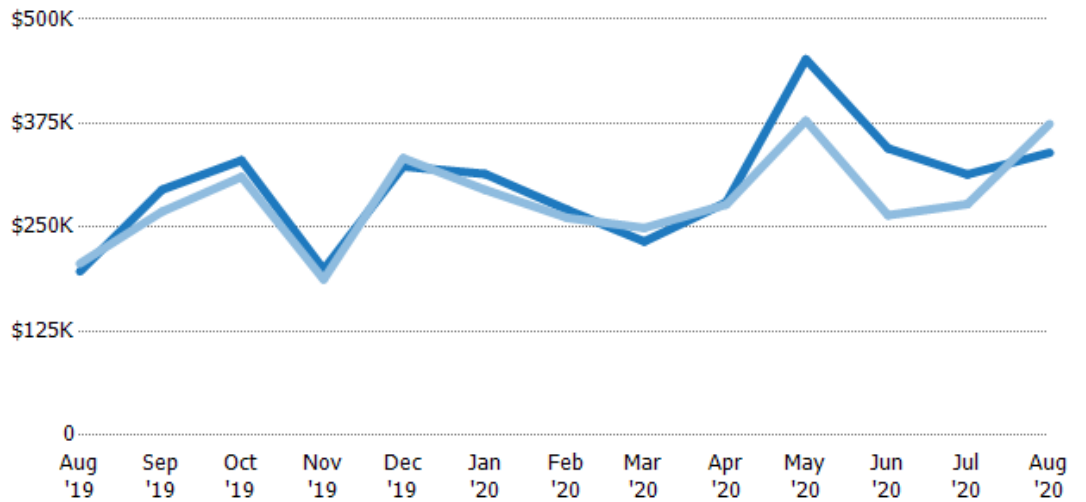
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$203K	\$210K	\$212K	\$179K	\$294K	\$269K	\$205K	\$211K	\$265K	\$240K	\$169K	\$212K	\$245K
Median Sales Price	\$195K	\$207K	\$198K	\$160K	\$279K	\$261K	\$198K	\$190K	\$248K	\$220K	\$160K	\$200K	\$250K
Med Sales Price as a % of Med List Price	96%	99%	93%	89%	95%	97%	97%	90%	93%	92%	95%	94%	102%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



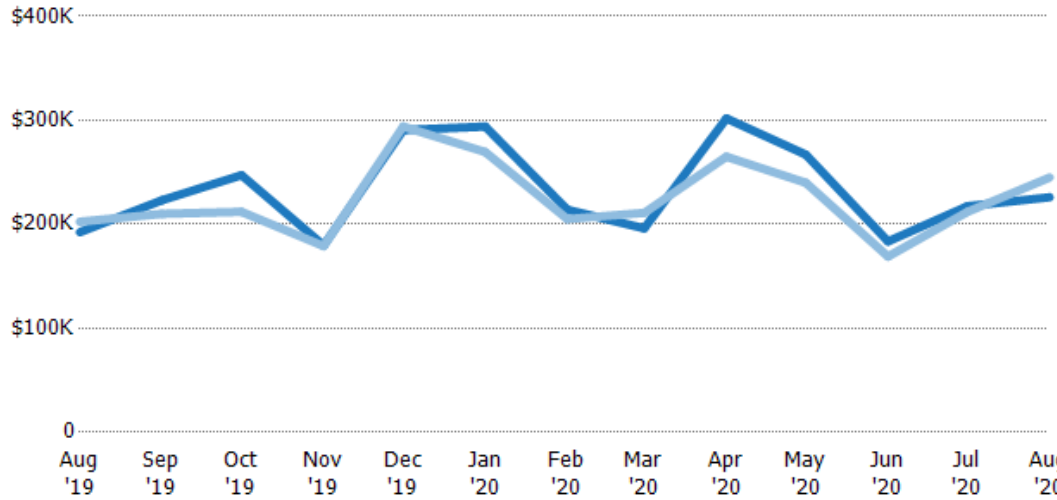
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$197K	\$295K	\$330K	\$199K	\$323K	\$314K	\$271K	\$233K	\$280K	\$452K	\$345K	\$313K	\$340K
Avg Sales Price	\$206K	\$269K	\$311K	\$187K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K	\$278K	\$374K
Avg Sales Price as a % of Avg Est Value	105%	91%	94%	94%	103%	94%	96%	107%	99%	84%	77%	89%	110%

## 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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$192K	\$223K	\$247K	\$180K	\$291K	\$294K	\$214K	\$196K	\$302K	\$267K	\$183K	\$217K	\$226K
Median Sales Price	\$203K	\$210K	\$212K	\$179K	\$294K	\$269K	\$205K	\$211K	\$265K	\$240K	\$169K	\$212K	\$245K
Med Sales Price as a % of Med Est Value	105%	94%	86%	100%	101%	92%	96%	108%	88%	90%	92%	98%	108%