

## 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 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	31	-54.8%	348	386	-9.8%
New Listing Volume	\$5,090,600	\$11,382,275	-55.3%	\$140,765,386	\$150,409,893	-6.4%
Active Listing Count	30	95	-68.4%	N/A	N/A	
Active Listing Volume	\$22,016,365	\$48,283,319	-54.4%	N/A	N/A	
Average Listing Price	\$733,879	\$508,245	+44.4%	\$566,258	\$471,098	+20.2%
Median Listing Price	\$398,000	\$379,900	+4.8%	\$398,061	\$368,869	+7.9%
Median Days in RPR	176.5	96	+83.9%	91.34	87.33	+4.6%
Months of Inventory	0.9	3.7	-75.1%	2.2	4.3	-48.2%
Absorption Rate	110%	27.37%	+82.6%	44.61%	23.12%	+21.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	30	21	+42.9%	390	349	+11.7%
New Pending Sales Volume	\$12,354,799	\$6,940,295	+78%	\$149,852,144	\$122,408,623	+22.4%
Pending Sales Count	60	40	+50%	N/A	N/A	
Pending Sales Volume	\$25,328,741	\$13,520,123	+87.3%	N/A	N/A	
Closed Sales Count	30	22	+36.4%	322	294	+9.5%
Closed Sales Volume	\$12,686,408	\$8,047,450	+57.6%	\$120,394,750	\$101,841,150	+18.2%
Average Sales Price	\$422,880	\$365,793	+15.6%	\$373,897	\$346,398	+7.9%
Median Sales Price	\$348,750	\$332,000	+5%	\$334,946	\$323,517	+3.5%

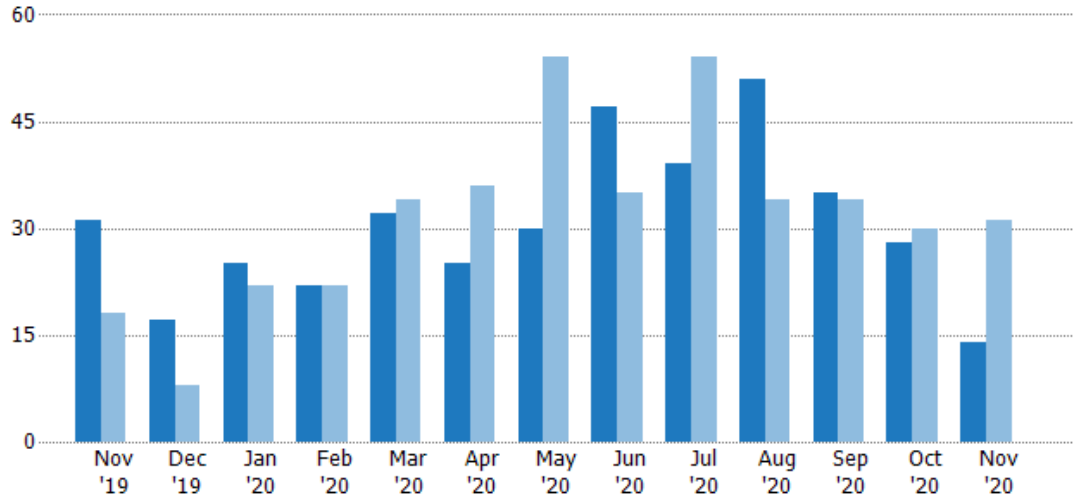
## New Listings

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '20	14	-54.8%
Nov '19	31	72.2%
Nov '18	18	16.7%



Current Year	31	17	25	22	32	25	30	47	39	51	35	28	14
Prior Year	18	8	22	22	34	36	54	35	54	34	34	30	31
Percent Change from Prior Year	72%	113%	14%	0%	-6%	-31%	-44%	34%	-28%	50%	3%	-7%	-55%

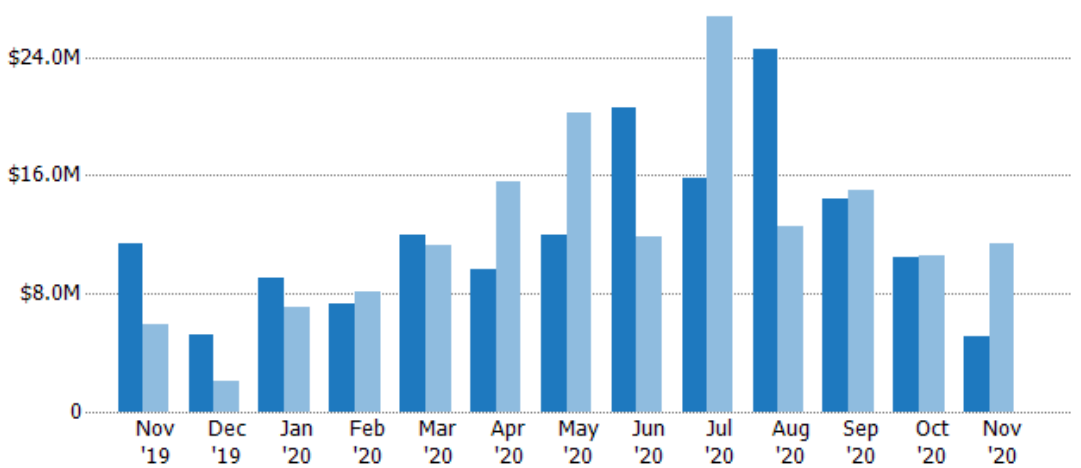
## New Listing Volume

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$5.09M	-55.3%
Nov '19	\$11.4M	93.2%
Nov '18	\$5.89M	51.5%



Current Year	\$11.4M	\$5.26M	\$9.02M	\$7.29M	\$12M	\$9.66M	\$11.9M	\$20.5M	\$15.8M	\$24.5M	\$14.5M	\$10.4M	\$5.09M
Prior Year	\$5.89M	\$2.05M	\$7.03M	\$8.15M	\$11.2M	\$15.6M	\$20.2M	\$11.9M	\$26.8M	\$12.6M	\$15M	\$10.6M	\$11.4M
Percent Change from Prior Year	93%	157%	28%	-11%	6%	-38%	-41%	73%	-41%	95%	-4%	-2%	-55%

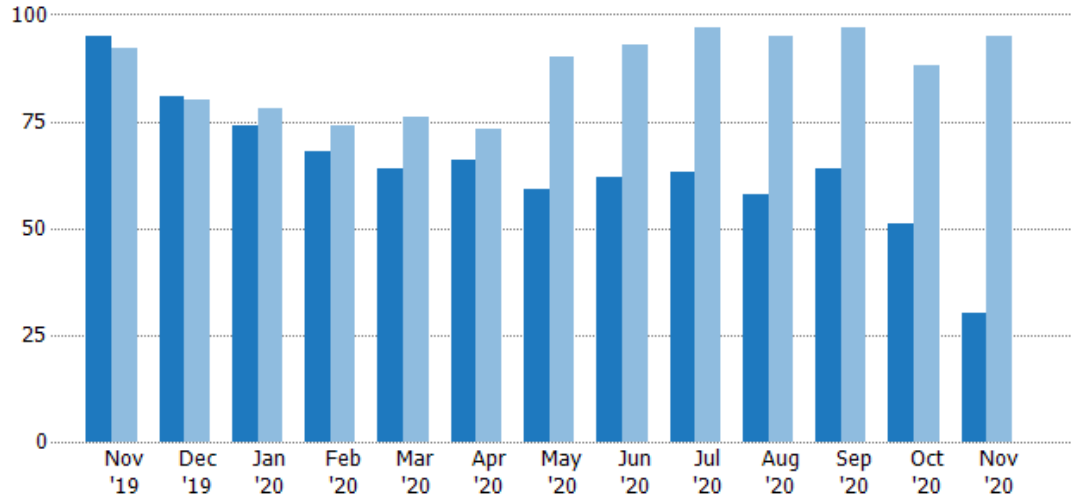
## Active Listings

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '20	30	-68.4%
Nov '19	95	3.3%
Nov '18	92	0%



Current Year	95	81	74	68	64	66	59	62	63	58	64	51	30
Prior Year	92	80	78	74	76	73	90	93	97	95	97	88	95
Percent Change from Prior Year	3%	1%	-5%	-8%	-16%	-10%	-34%	-33%	-35%	-39%	-34%	-42%	-68%

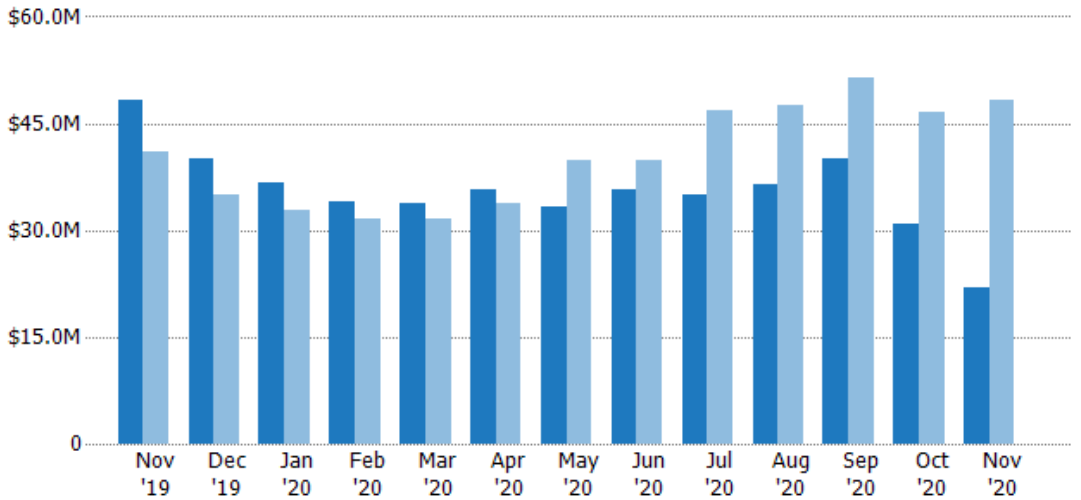
## Active Listing Volume

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$22M	-54.4%
Nov '19	\$48.3M	17.5%
Nov '18	\$41.1M	6.2%



Current Year	\$48.3M	\$40M	\$36.6M	\$34M	\$33.7M	\$35.7M	\$33.3M	\$35.7M	\$34.9M	\$36.4M	\$40M	\$31M	\$22M
Prior Year	\$41.1M	\$35M	\$32.8M	\$31.6M	\$31.7M	\$33.9M	\$39.7M	\$39.9M	\$46.9M	\$47.6M	\$51.5M	\$46.6M	\$48.3M
Percent Change from Prior Year	17%	14%	12%	7%	6%	5%	-16%	-11%	-26%	-23%	-22%	-34%	-54%

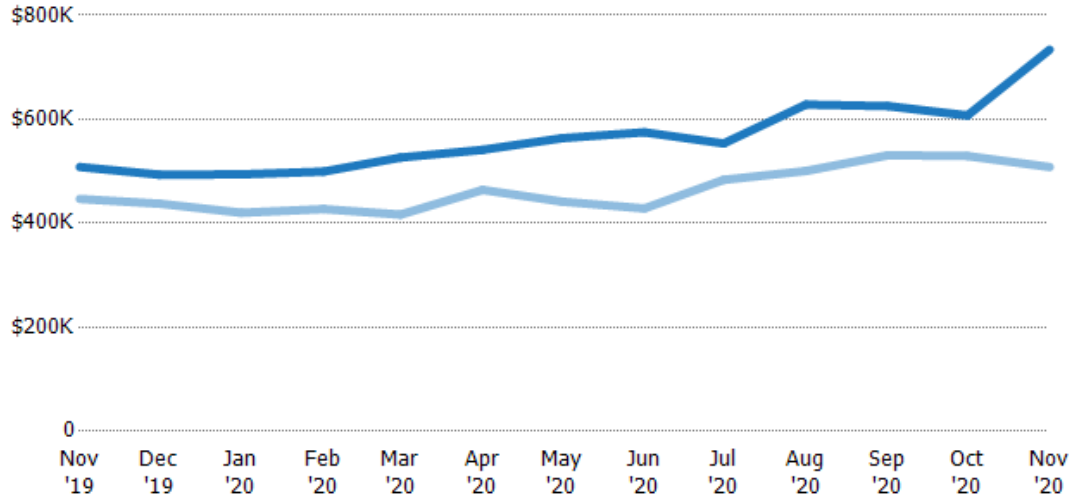
## Average Listing Price

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Nov '20	\$734K	44.4%
Nov '19	\$508K	13.7%
Nov '18	\$447K	6.2%



Current Year	\$508K	\$493K	\$494K	\$499K	\$526K	\$541K	\$564K	\$575K	\$554K	\$628K	\$625K	\$607K	\$734K
Prior Year	\$447K	\$438K	\$420K	\$427K	\$417K	\$464K	\$442K	\$428K	\$484K	\$501K	\$531K	\$529K	\$508K
Percent Change from Prior Year	14%	13%	18%	17%	26%	17%	28%	34%	14%	26%	18%	15%	44%

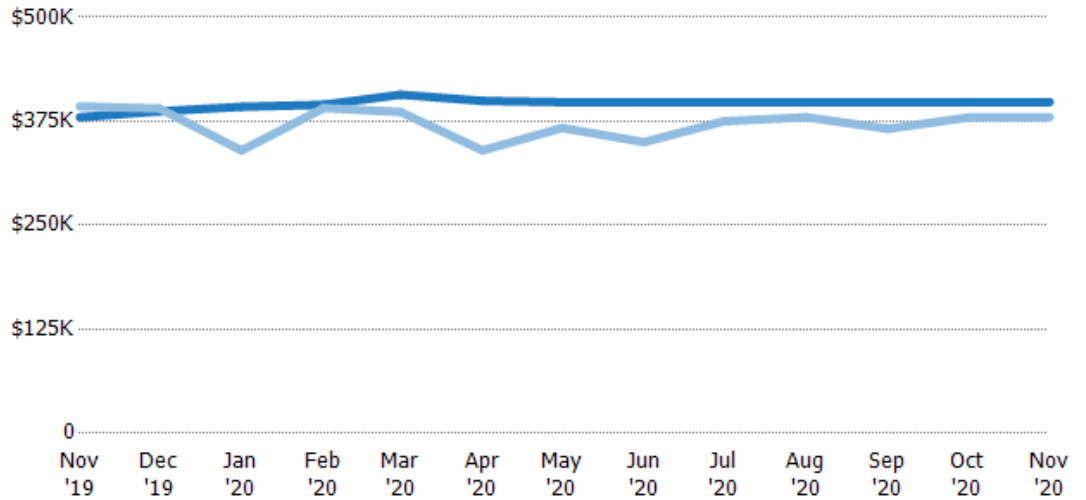
## Median Listing Price

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Nov '20	\$398K	4.8%
Nov '19	\$380K	-3.3%
Nov '18	\$393K	-10.3%



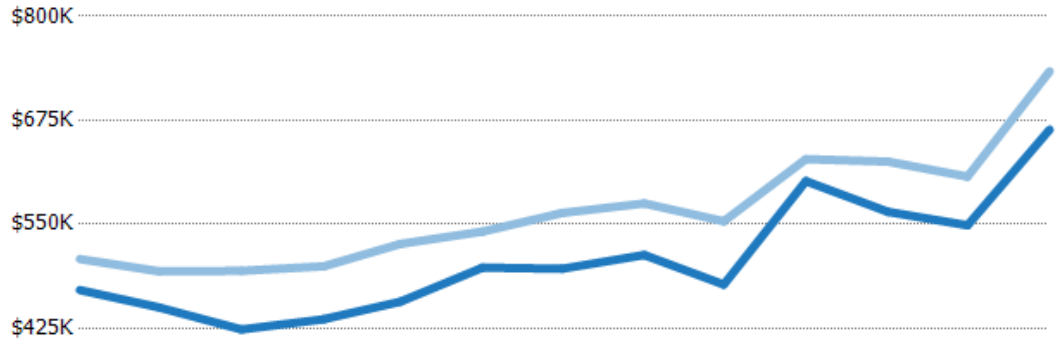
Current Year	\$380K	\$387K	\$392K	\$395K	\$407K	\$399K	\$398K	\$398K	\$398K	\$398K	\$398K	\$398K	\$398K
Prior Year	\$393K	\$390K	\$340K	\$391K	\$386K	\$340K	\$367K	\$350K	\$375K	\$380K	\$366K	\$379K	\$380K
Percent Change from Prior Year	-3%	-1%	15%	1%	5%	17%	8%	14%	6%	5%	9%	5%	5%

## 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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



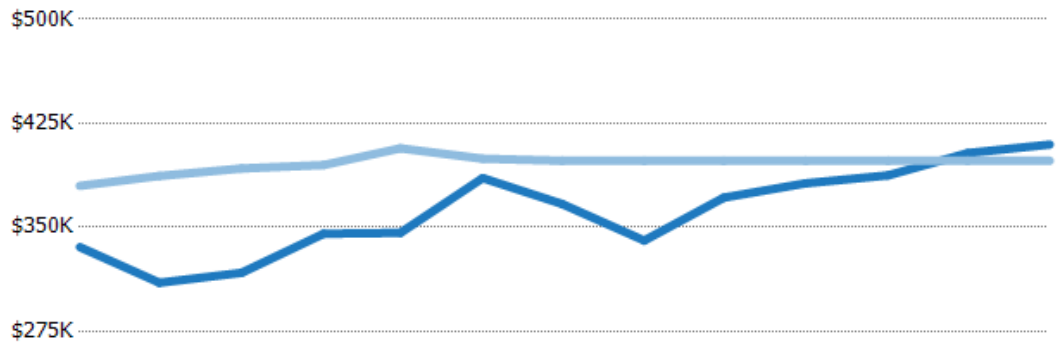
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$471K	\$450K	\$424K	\$436K	\$457K	\$498K	\$497K	\$513K	\$478K	\$602K	\$565K	\$549K	\$664K
Avg Listing Price	\$508K	\$493K	\$494K	\$499K	\$526K	\$541K	\$564K	\$575K	\$554K	\$628K	\$625K	\$607K	\$734K
Avg Listing Price as a % of Avg Est Value	108%	110%	117%	115%	115%	109%	114%	112%	116%	104%	111%	111%	111%

## 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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
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Family Residence



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$336K	\$310K	\$317K	\$345K	\$346K	\$385K	\$367K	\$340K	\$371K	\$382K	\$387K	\$403K	\$410K
Median Listing Price	\$380K	\$387K	\$392K	\$395K	\$407K	\$399K	\$398K	\$398K	\$398K	\$398K	\$398K	\$398K	\$398K
Med Listing Price as a % of Med Est Value	113%	125%	124%	114%	118%	104%	109%	117%	107%	104%	103%	99%	97%

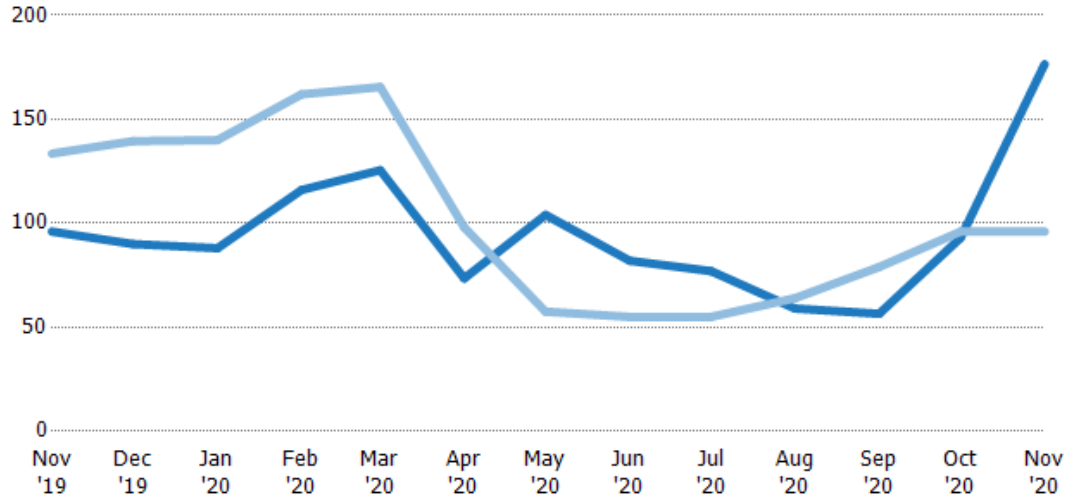
## Median Days in RPR

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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Nov '20	177	83.9%
Nov '19	96	-28.1%
Nov '18	134	-12.7%



Current Year	96	90	88	116	126	73.5	104	82	77	59	56.5	93	177
Prior Year	134	140	140	162	166	98	57.5	55	55	64	79	96	96
Percent Change from Prior Year	-28%	-35%	-37%	-28%	-24%	-25%	81%	49%	40%	-8%	-28%	-3%	84%

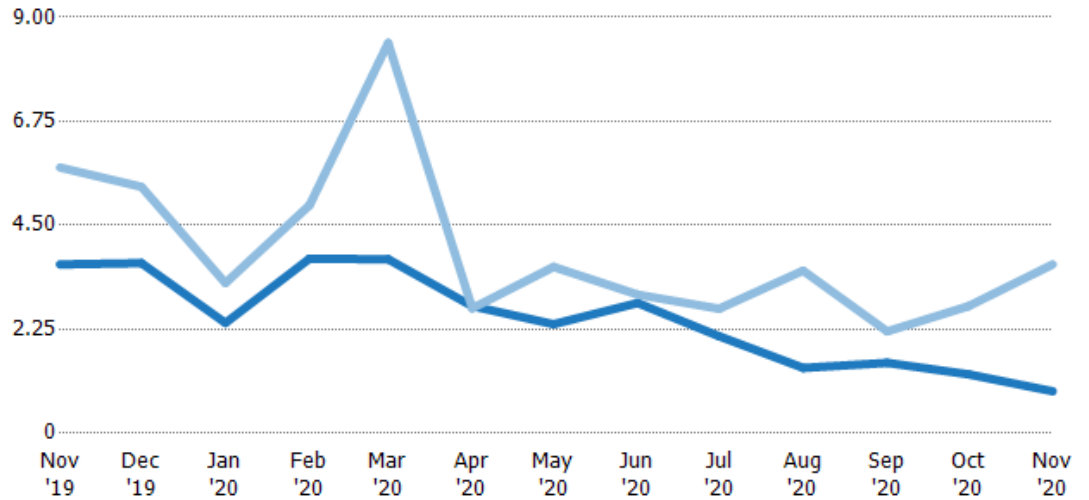
## Months of Inventory

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

### Filters Used

ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Months	% Chg.
Nov '20	0.91	-75.1%
Nov '19	3.65	-36.5%
Nov '18	5.75	-40.7%



Current Year	3.65	3.68	2.39	3.78	3.76	2.75	2.36	2.82	2.1	1.41	1.52	1.28	0.91
Prior Year	5.75	5.33	3.25	4.93	8.44	2.7	3.6	3	2.69	3.52	2.2	2.75	3.65
Percent Change from Prior Year	-36%	-31%	-27%	-23%	-55%	2%	-34%	-6%	-22%	-60%	-31%	-54%	-75%

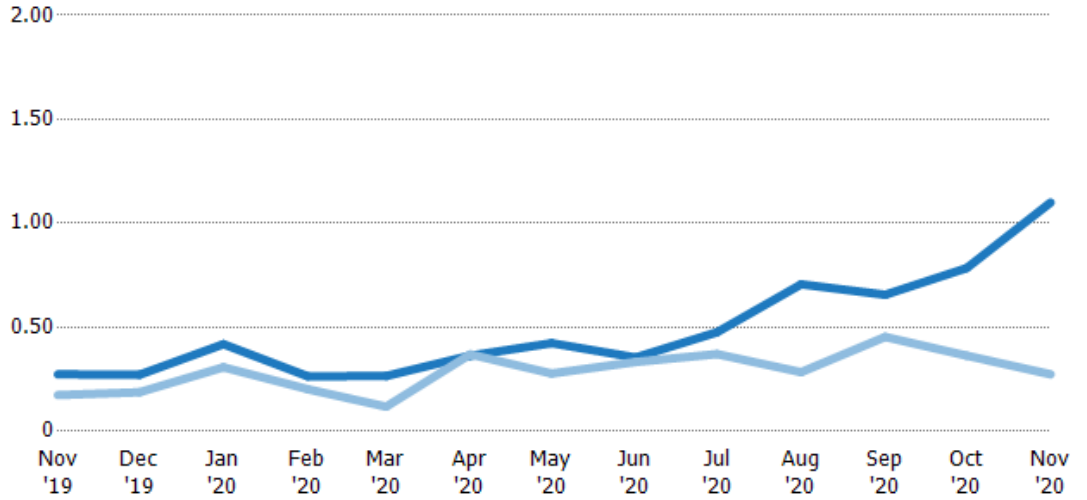
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Rate	Chg.
Nov '20	110%	-82.6%
Nov '19	27%	-10%
Nov '18	17%	68.7%



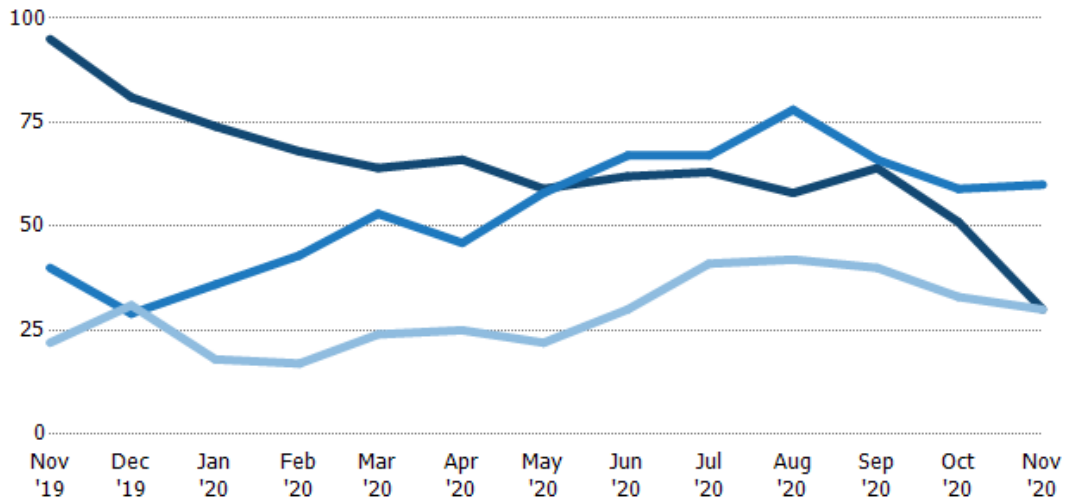
Current Year	27%	27%	42%	26%	27%	36%	42%	35%	48%	71%	66%	78%	110%
Prior Year	17%	19%	31%	20%	12%	37%	28%	33%	37%	28%	45%	36%	27%
Change from Prior Year	-10%	-8%	-11%	-6%	-15%	1%	-15%	-2%	-11%	-42%	-20%	-42%	-83%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Active	95	81	74	68	64	66	59	62	63	58	64	51	30
Pending	40	29	36	43	53	46	58	67	67	78	66	59	60
Sold	22	31	18	17	24	25	22	30	41	42	40	33	30

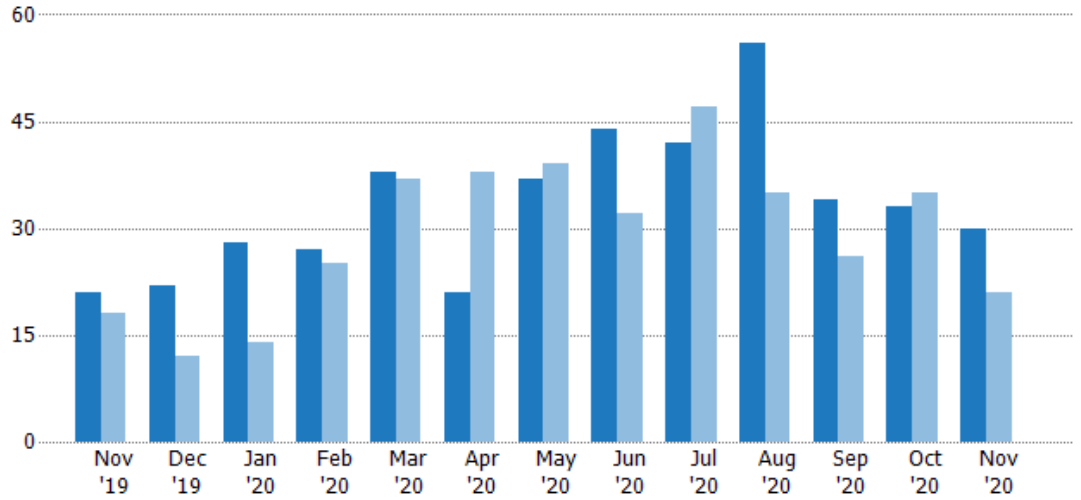
## New Pending Sales

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '20	30	42.9%
Nov '19	21	16.7%
Nov '18	18	33.3%



Current Year	21	22	28	27	38	21	37	44	42	56	34	33	30
Prior Year	18	12	14	25	37	38	39	32	47	35	26	35	21
Percent Change from Prior Year	17%	83%	100%	8%	3%	-45%	-5%	38%	-11%	60%	31%	-6%	43%

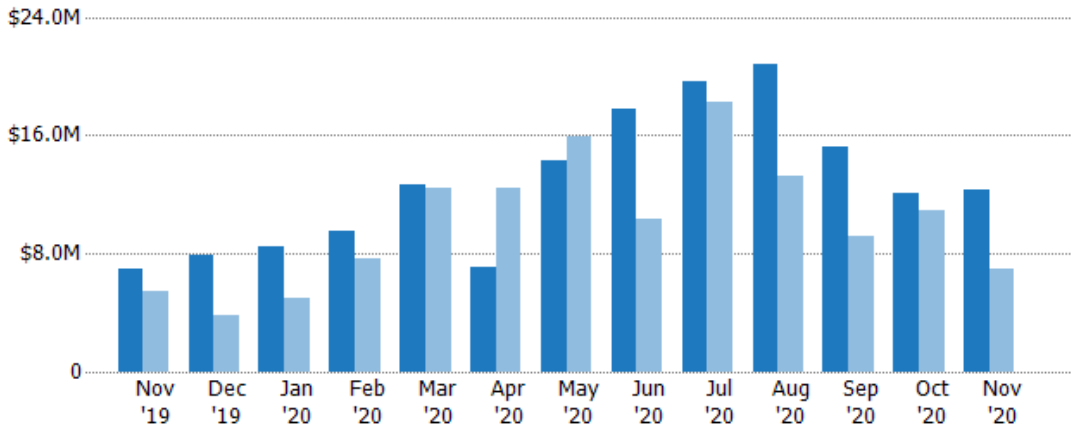
## New Pending Sales Volume

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$12.4M	78%
Nov '19	\$6.94M	27.9%
Nov '18	\$5.43M	18.6%



Current Year	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M	\$20.8M	\$15.3M	\$12.1M	\$12.4M
Prior Year	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M	\$13.2M	\$9.22M	\$10.9M	\$6.94M
Percent Change from Prior Year	28%	110%	70%	24%	2%	-43%	-10%	71%	7%	57%	65%	11%	78%



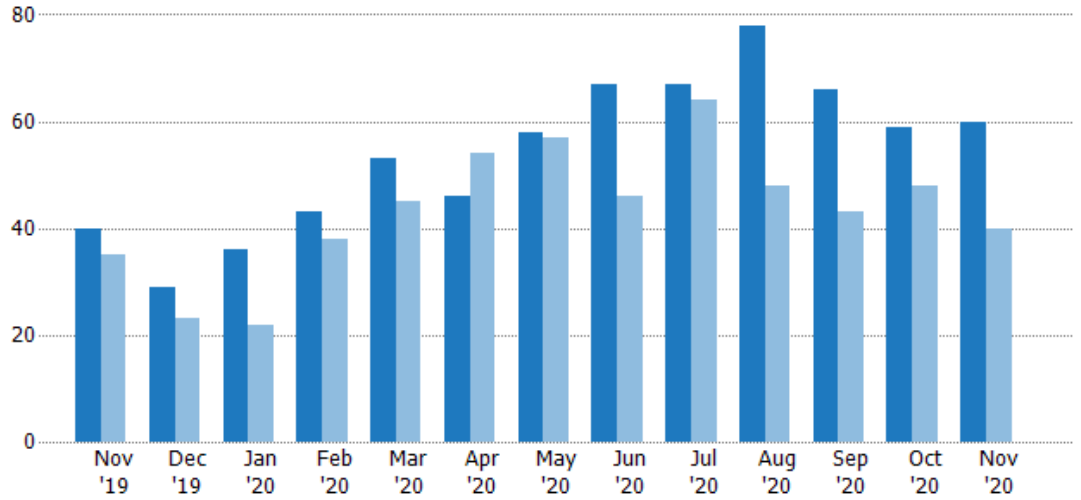
## Pending Sales

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '20	60	50%
Nov '19	40	14.3%
Nov '18	35	5.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	40	29	36	43	53	46	58	67	67	78	66	59	60
Prior Year	35	23	22	38	45	54	57	46	64	48	43	48	40
Percent Change from Prior Year	14%	26%	64%	13%	18%	-15%	2%	46%	5%	63%	53%	23%	50%

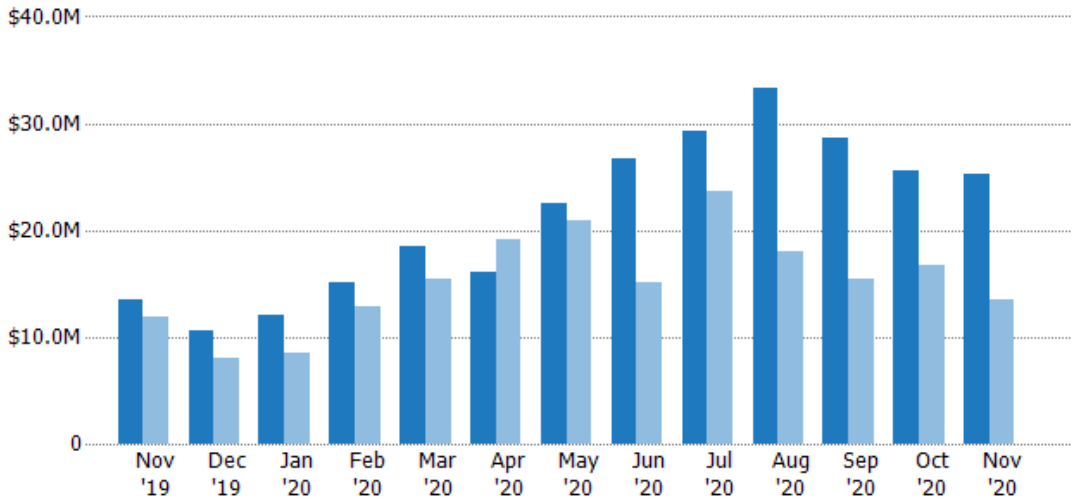
## Pending Sales Volume

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$25.3M	87.3%
Nov '19	\$13.5M	14.2%
Nov '18	\$11.8M	-11%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$13.5M	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.5M	\$26.7M	\$29.3M	\$33.2M	\$28.6M	\$25.6M	\$25.3M
Prior Year	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M
Percent Change from Prior Year	14%	31%	41%	18%	19%	-16%	8%	77%	24%	85%	86%	53%	87%

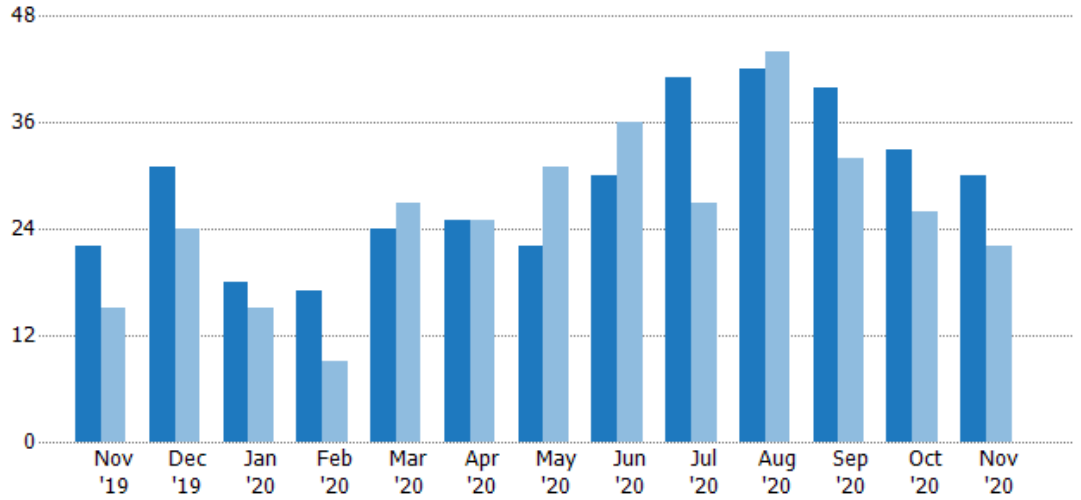
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Nov '20	30	36.4%
Nov '19	22	46.7%
Nov '18	15	40%



Current Year	22	31	18	17	24	25	22	30	41	42	40	33	30
Prior Year	15	24	15	9	27	25	31	36	27	44	32	26	22
Percent Change from Prior Year	47%	29%	20%	89%	-11%	0%	-29%	-17%	52%	-5%	25%	27%	36%

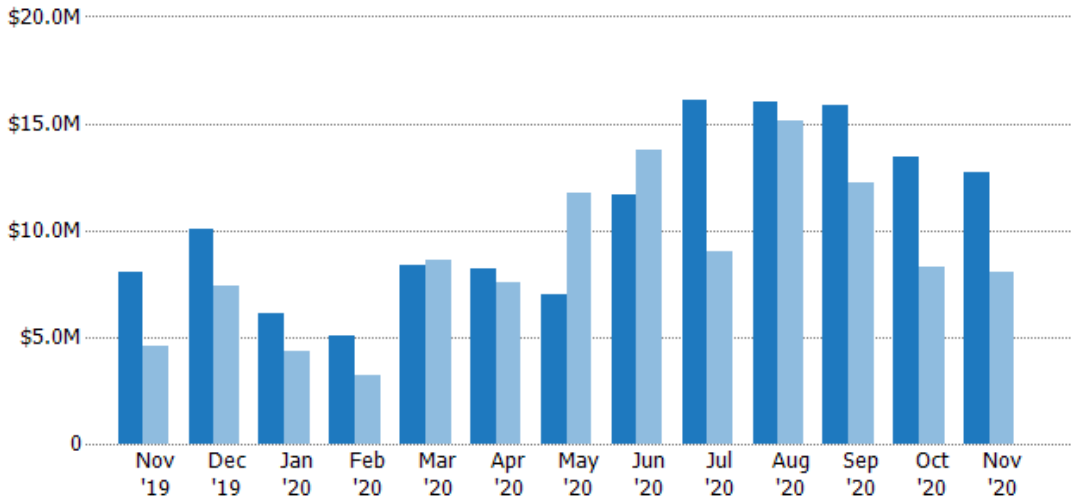
## Closed Sales Volume

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$12.7M	57.6%
Nov '19	\$8.05M	77%
Nov '18	\$4.55M	24.4%



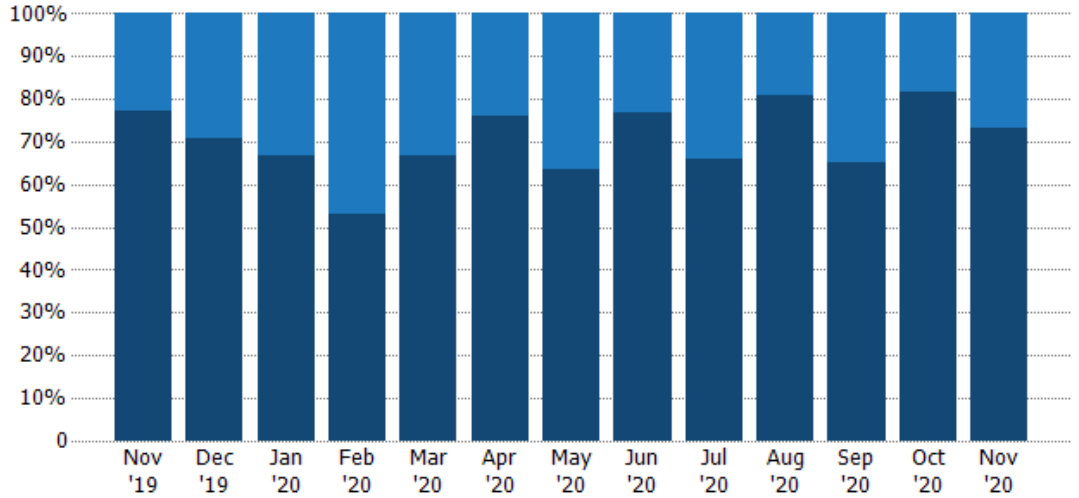
Current Year	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.39M	\$8.2M	\$6.96M	\$11.7M	\$16.1M	\$16M	\$15.8M	\$13.4M	\$12.7M
Prior Year	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M
Percent Change from Prior Year	77%	35%	40%	56%	-3%	9%	-41%	-15%	78%	6%	30%	63%	58%

## Closed Sales by Property Type

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

### Filters Used

ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



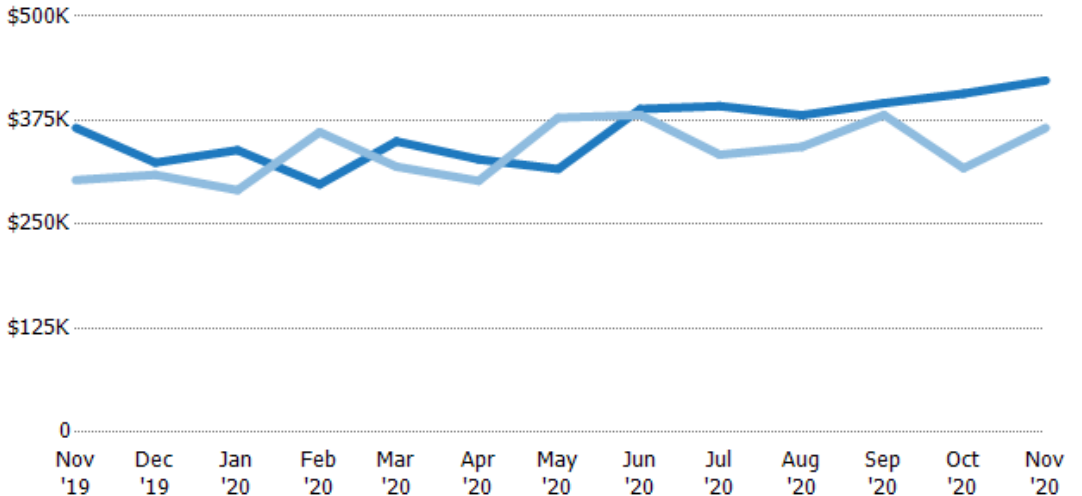
Condo/Townhouse	23%	29%	33%	47%	33%	24%	36%	23%	34%	19%	35%	18%	27%
Single Family Residence	77%	71%	67%	53%	67%	76%	64%	77%	66%	81%	65%	82%	73%

## Average Sales Price

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Current Year	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K	\$407K	\$423K
Prior Year	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K
Percent Change from Prior Year	21%	5%	17%	-17%	10%	9%	-16%	2%	18%	11%	4%	28%	16%

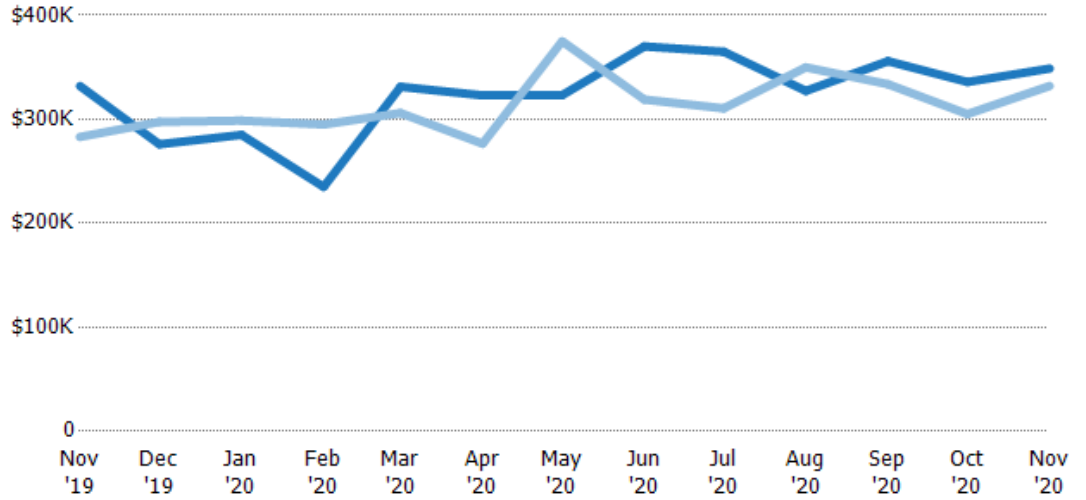
## Median Sales Price

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

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Nov '20	\$349K	5%
Nov '19	\$332K	17.3%
Nov '18	\$283K	-13.6%



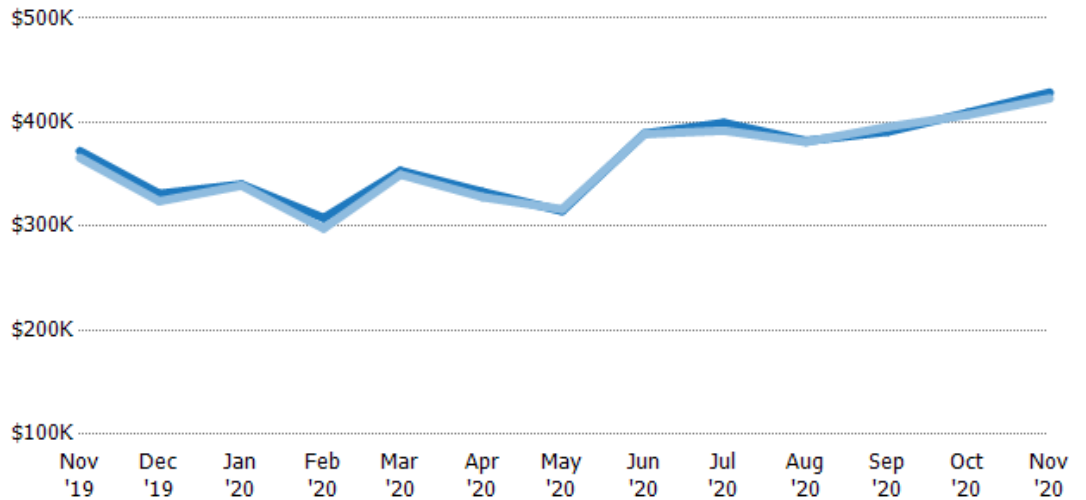
Current Year	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K	\$336K	\$349K
Prior Year	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K
Percent Change from Prior Year	17%	-7%	-5%	-20%	8%	17%	-14%	16%	18%	-6%	7%	10%	5%

## 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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



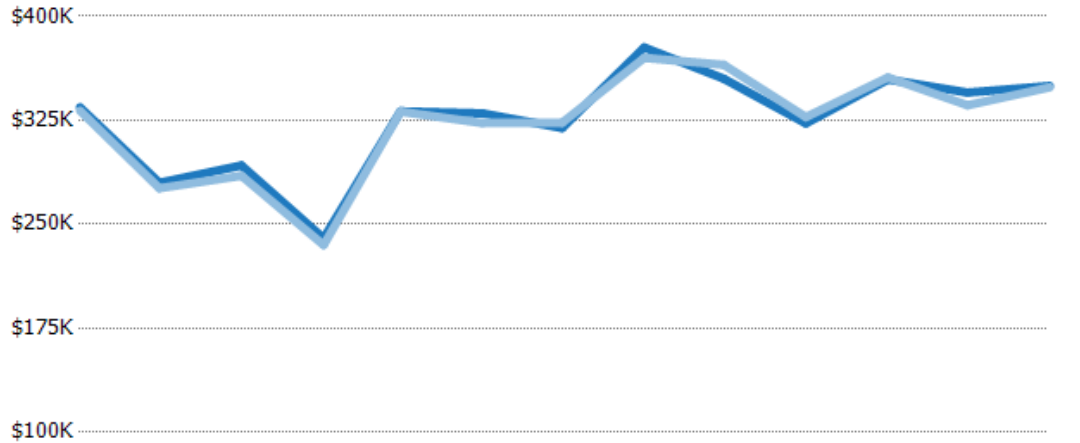
Avg List Price	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K	\$391K	\$409K	\$429K
Avg Sales Price	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K	\$407K	\$423K
Avg Sales Price as a % of Avg List Price	98%	98%	100%	97%	99%	99%	101%	100%	98%	100%	101%	99%	99%

## 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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



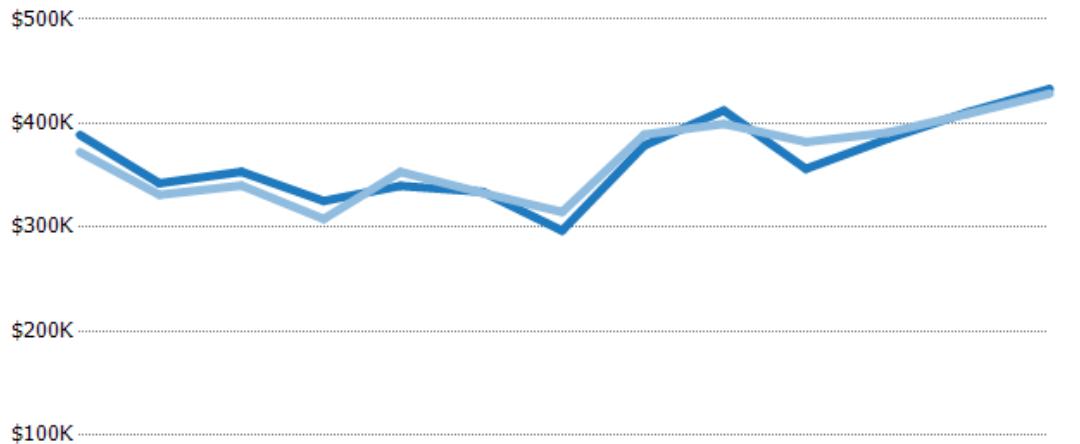
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K	\$345K	\$350K
Median Sales Price	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K	\$336K	\$349K
Med Sales Price as a % of Med List Price	99%	99%	97%	98%	100%	98%	101%	98%	103%	101%	100%	97%	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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



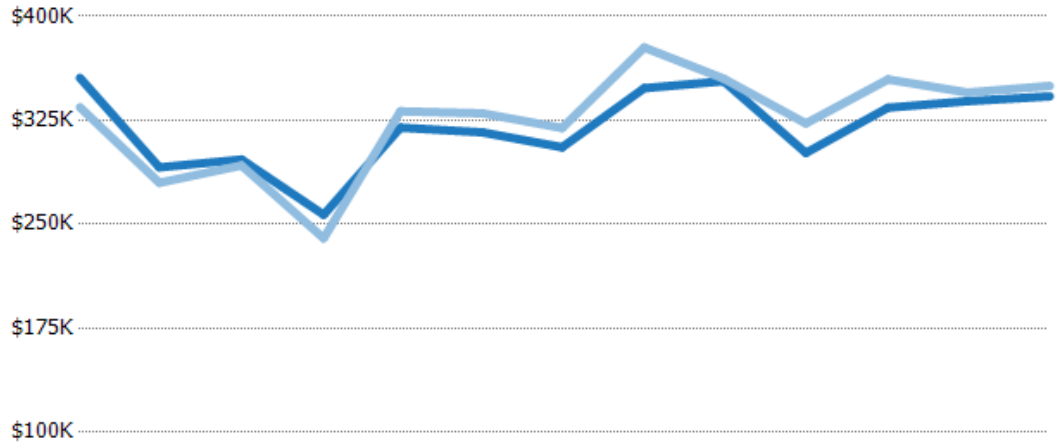
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$389K	\$342K	\$353K	\$325K	\$340K	\$334K	\$297K	\$379K	\$412K	\$356K	\$385K	\$411K	\$433K
Avg Sales Price	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K	\$391K	\$409K	\$429K
Avg Sales Price as a % of Avg Est Value	96%	97%	96%	95%	104%	100%	106%	103%	97%	107%	102%	100%	99%

## 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: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$356K	\$291K	\$297K	\$257K	\$320K	\$316K	\$306K	\$348K	\$353K	\$301K	\$334K	\$339K	\$342K
Median Sales Price	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K	\$345K	\$350K
Med Sales Price as a % of Med Est Value	94%	96%	99%	93%	104%	104%	105%	108%	101%	107%	106%	102%	102%