Monthly Indicators



December 2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

New Listings were down 26.9 percent for single family homes and 40.5 percent for Condo/TIC/Coop properties. Pending Sales decreased 11.5 percent for single family homes and 2.9 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 8.9 percent to \$1,309,011 for single family homes but decreased 8.3 percent to \$1,007,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 16.7 percent for single family units and 20.0 percent for Condo/TIC/Coop units.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for hardworking agents and diligent consumers.

Monthly Snapshot

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+ 8.9%	- 8.3%	+ 4.1%
One-Year Change in	One-Year Change in	One-Year Change in
Median Sales Price	Median Sales Price	Median Sales Price
Single Family	Condo/TIC/Coop	All Property Types

Residential real estate activity in San Francisco County (Districts 1-10), comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Activity Overview





Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	12-2013 12-2014 12-2015 12-2016	67	49	- 26.9%	2,740	2,607	- 4.9%
Pending Sales	12-2013 12-2014 12-2015 12-2016	131	116	- 11.5%	2,319	2,216	- 4.4%
Sold Listings	12-2013 12-2014 12-2015 12-2016	208	190	- 8.7%	2,309	2,209	- 4.3%
Median Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,201,500	\$1,309,011	+ 8.9%	\$1,250,000	\$1,325,000	+ 6.0%
Avg. Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,497,221	\$1,666,001	+ 11.3%	\$1,631,910	\$1,708,460	+ 4.7%
Days on Market	12-2013 12-2014 12-2015 12-2016	33	42	+ 27.3%	27	32	+ 18.5%
Active Listings	12-2013 12-2014 12-2015 12-2016	229	183	- 20.1%			
% of Properties Sold Over List Price	12-2013 12-2014 12-2015 12-2016	79.3%	70.0%	- 11.7%	82.3%	76.0%	- 7.7%
% of List Price Received	12-2013 12-2014 12-2015 12-2016	112.3%	108.4%	- 3.5%	115.4%	111.6%	- 3.3%
Affordability Ratio	12-2013 12-2014 12-2015 12-2016	40	38	- 5.0%	39	37	- 5.1%
Months Supply	12-2013 12-2014 12-2015 12-2016	1.2	1.0	- 16.7%			

Condo/TIC/Coop Activity Overview



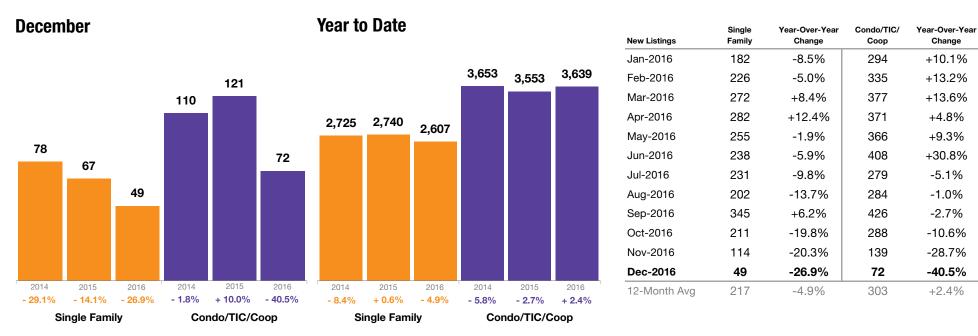
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

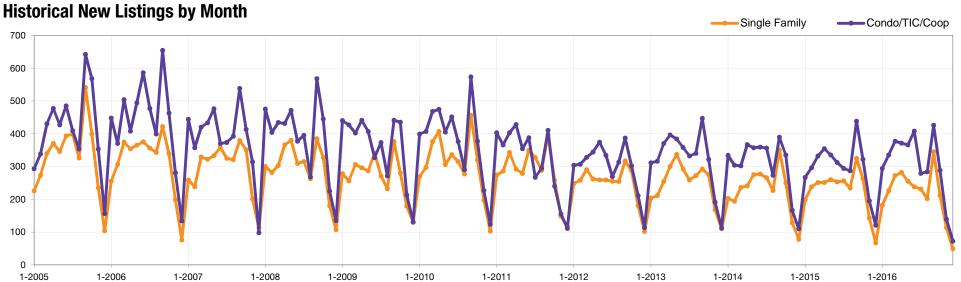
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	12-2013 12-2014 12-2015 12-2016	121	72	- 40.5%	3,553	3,639	+ 2.4%
Pending Sales	12-2013 12-2014 12-2015 12-2016	175	170	- 2.9%	2,917	2,789	- 4.4%
Sold Listings	12-2013 12-2014 12-2015 12-2016	283	231	- 18.4%	2,886	2,783	- 3.6%
Median Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,098,000	\$1,007,000	- 8.3%	\$1,095,000	\$1,085,000	- 0.9%
Avg. Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,249,856	\$1,254,499	+ 0.4%	\$1,241,955	\$1,233,947	- 0.6%
Days on Market	12-2013 12-2014 12-2015 12-2016	43	49	+ 14.0%	32	38	+ 18.8%
Active Listings	12-2013 12-2014 12-2015 12-2016	369	279	- 24.4%			
% of Properties Sold Over List Price	12-2013 12-2014 12-2015 12-2016	59.4%	42.0%	- 29.3%	70.4%	58.1%	- 17.5%
% of List Price Received	12-2013 12-2014 12-2015 12-2016	104.3%	101.5%	- 2.7%	108.7%	104.6%	- 3.8%
Affordability Ratio	12-2013 12-2014 12-2015 12-2016	51	57	+ 11.8%	51	53	+ 3.9%
Months Supply	12-2013 12-2014 12-2015 12-2016	1.5	1.2	- 20.0%			

New Listings

A count of the properties that have been newly listed on the market in a given month.



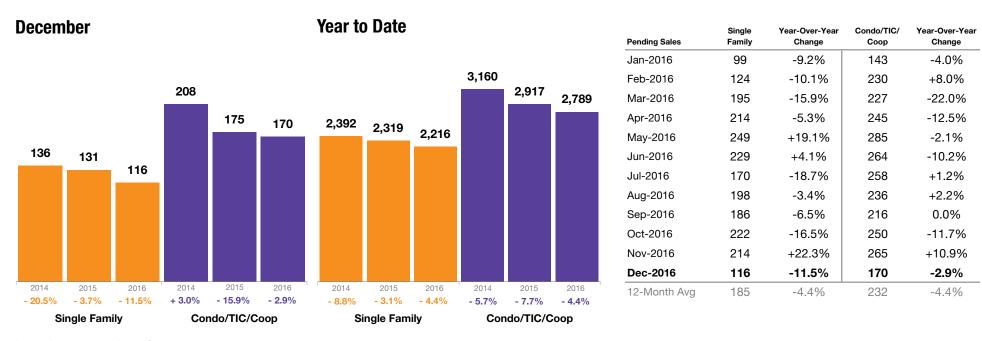


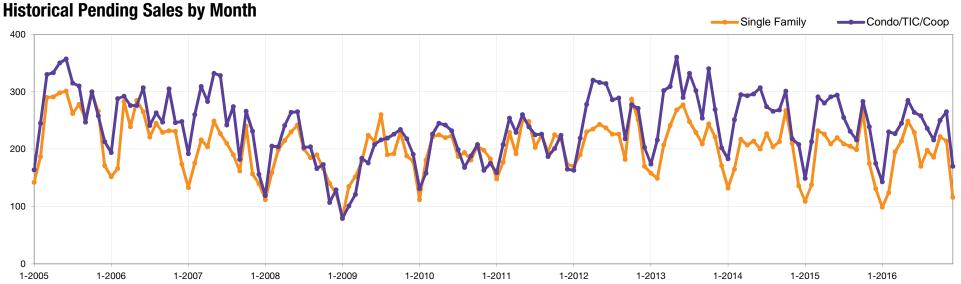


Pending Sales

A count of the properties on which offers have been accepted in a given month.



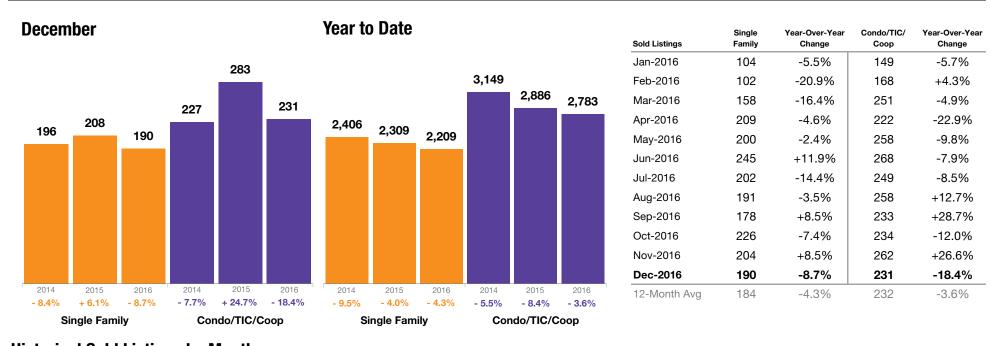


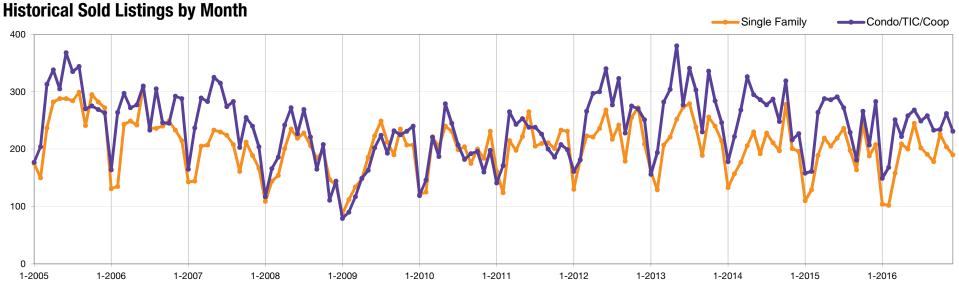


Sold Listings

A count of the actual sales that closed in a given month.







Median Sales Price



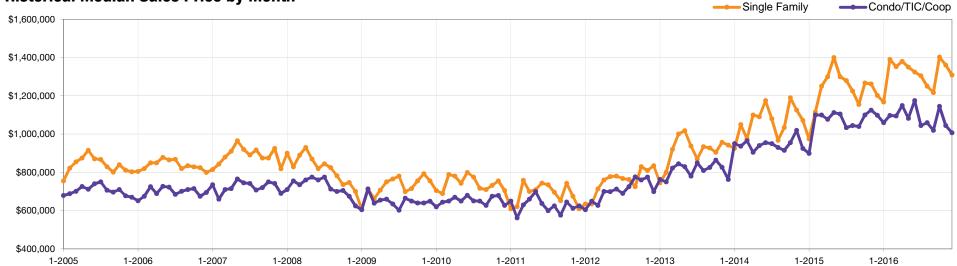


Year to Date December \$1,325,000 \$1,309,011 \$1,250,000 \$1,201,500 \$1,098,000 \$1,095,000 \$1,085,000 \$1,072,000 \$1,070,000 \$1,007,000 \$940,875 \$925,000 2014 2015 2016 2014 2015 2016 2014 + 13.7% + 12.1% + 8.9% + 21.3% + 18.7% - 8.3% + 17.6% + 16.8% + 6.0% + 14.7% + 16.4% - 0.9% **Single Family** Condo/TIC/Coop Single Family Condo/TIC/Coop

Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	\$1,167,500	+19.7%	\$1,060,000	+17.8%
Feb-2016	\$1,390,000	+24.7%	\$1,097,500	-0.2%
Mar-2016	\$1,352,500	+8.2%	\$1,095,000	-0.5%
Apr-2016	\$1,380,000	+6.2%	\$1,149,500	+6.7%
May-2016	\$1,350,000	-3.6%	\$1,082,500	-2.7%
Jun-2016	\$1,325,000	+1.9%	\$1,175,000	+6.3%
Jul-2016	\$1,305,000	+2.0%	\$1,045,000	+1.1%
Aug-2016	\$1,250,000	+2.0%	\$1,060,000	+1.4%
Sep-2016	\$1,216,875	+5.4%	\$1,020,000	-1.9%
Oct-2016	\$1,402,500	+10.7%	\$1,145,000	+4.1%
Nov-2016	\$1,360,500	+7.8%	\$1,044,500	-7.2%
Dec-2016	\$1,309,011	+8.9%	\$1,007,000	-8.3%
12-Month Avg*	\$1,325,000	+6.0%	\$1,085,000	-0.9%

 $^{^{\}star}$ Median Sales Price for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

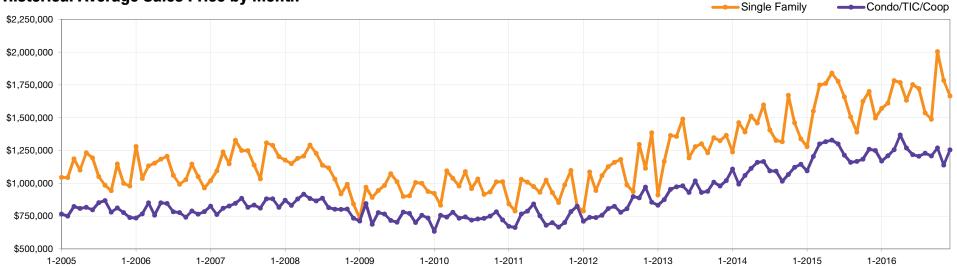


Year to Date December \$1,708,460 \$1,666,001 \$1,631,910 \$1,497,221 \$1,444,289 \$1,339,222 \$1,249,856 \$1,254,499 \$1,241,955 \$1,233,947 \$1,144,474 \$1,096,071 2015 2014 2014 2016 2014 2015 2014 - 2.0% + 11.8% + 11.3% + 12.2% + 9.2% + 0.4% + 11.8% + 13.0% + 4.7% + 13.9% + 13.3% - 0.6% **Single Family** Condo/TIC/Coop Single Family Condo/TIC/Coop

Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	\$1,570,082	+22.7%	\$1,169,189	+6.8%
Feb-2016	\$1,611,354	+3.9%	\$1,209,523	+0.4%
Mar-2016	\$1,783,317	+2.0%	\$1,255,510	-3.4%
Apr-2016	\$1,767,919	+0.4%	\$1,368,109	+3.9%
May-2016	\$1,632,775	-11.3%	\$1,269,432	-4.5%
Jun-2016	\$1,752,261	-1.4%	\$1,218,386	-6.3%
Jul-2016	\$1,721,337	+3.8%	\$1,206,077	-0.7%
Aug-2016	\$1,537,059	+2.1%	\$1,228,829	+6.0%
Sep-2016	\$1,487,123	+6.9%	\$1,208,067	+3.6%
Oct-2016	\$2,003,405	+23.3%	\$1,268,855	+7.1%
Nov-2016	\$1,783,912	+4.9%	\$1,138,313	-9.6%
Dec-2016	\$1,666,001	+11.3%	\$1,254,499	+0.4%
12-Month Avg*	\$1,708,460	+4.7%	\$1,233,947	-0.6%

^{*} Avg. Sales Price for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Days on Market Until Sale



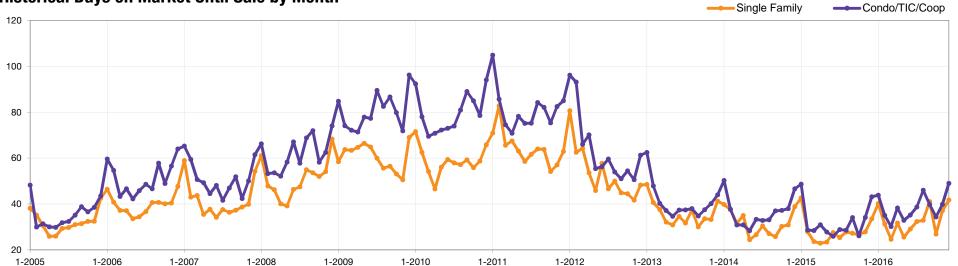


Decem	ber		Year to Date								
39		42	47	43	49	31		32	36	32	38
39	33						27				
2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
- 4.9%	- 15.4%	+ 27.3%	+ 6.8%	- 8.5%	+ 14.0%	- 11.4%	- 12.9%	+ 18.5%	- 10.0%	- 11.1%	+ 18.8%
S	ingle Fam	ily	Con	do/TIC/C	оор	Si	ngle Fam	ily	Cor	do/TIC/C	юор

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	40	-7.0%	44	-10.2%
Feb-2016	31	+10.7%	35	+20.7%
Mar-2016	25	+4.2%	30	+7.1%
Apr-2016	32	+39.1%	38	+22.6%
May-2016	26	+13.0%	33	+17.9%
Jun-2016	29	+3.6%	35	+34.6%
Jul-2016	32	+28.0%	39	+34.5%
Aug-2016	33	+17.9%	46	+58.6%
Sep-2016	41	+51.9%	40	+17.6%
Oct-2016	27	0.0%	34	+30.8%
Nov-2016	37	+32.1%	40	+17.6%
Dec-2016	42	+27.3%	49	+14.0%
12-Month Avg*	32	+18.7%	38	+21.9%

^{*} Days on Market for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

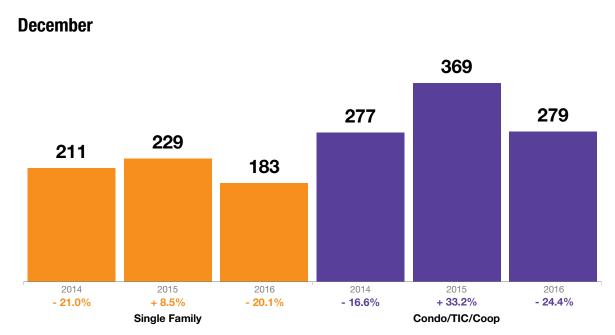
Historical Days on Market Until Sale by Month



Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.

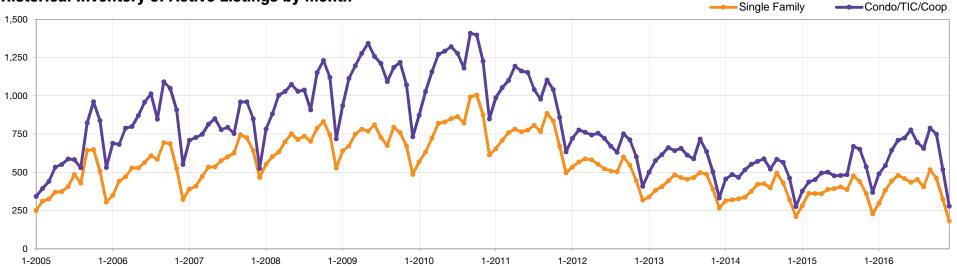




Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	298	+5.3%	490	+29.6%
Feb-2016	383	+5.5%	545	+24.7%
Mar-2016	443	+22.4%	644	+42.5%
Apr-2016	480	+33.3%	710	+43.4%
May-2016	460	+18.3%	724	+44.2%
Jun-2016	435	+10.4%	778	+62.8%
Jul-2016	454	+12.1%	696	+45.0%
Aug-2016	405	+4.4%	656	+35.3%
Sep-2016	517	+8.2%	789	+17.8%
Oct-2016	461	+4.8%	749	+15.1%
Nov-2016	325	-10.2%	518	-3.4%
Dec-2016	183	-20.1%	279	-24.4%
12-Month Avg*	404	+8.8%	632	+27.7%

^{*} Active Listings for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month



% of Properties Sold Over List Price



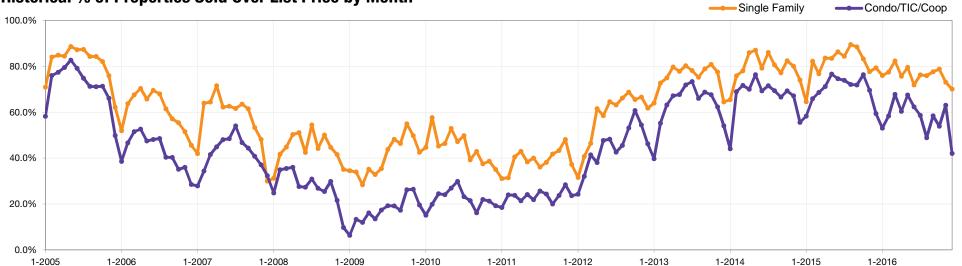
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

Decem	ber					Year to	Date				
74.0%	79.3%	70.0%	55.5%	59.4%		80.0%	82.3%	76.0%	67.6%	70.4%	58.1%
					42.0%						
2014 + 14.7%	2015 + 7.2 %	2016 - 11.7%	2014 + 2.6%	2015 + 7.0%	2016 - 29.3%	2014 + 5.3 %	2015 + 2.9 %	2016 - 7.7%	2014 + 4.6 %	2015 + 4.1%	2016 - 17.5%
Si	ingle Fam	ily	Cor	ndo/TIC/C	оор	Si	ngle Fam	ily	Con	ido/TIC/C	оор

% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	76.0%	+17.8%	53.0%	-8.9%
Feb-2016	77.5%	-5.7%	58.3%	-11.4%
Mar-2016	82.3%	+7.3%	67.7%	-1.3%
Apr-2016	75.6%	-9.6%	60.4%	-15.2%
May-2016	79.5%	-4.7%	67.4%	-12.0%
Jun-2016	71.8%	-16.8%	62.3%	-16.5%
Jul-2016	76.2%	-9.6%	58.6%	-20.7%
Aug-2016	75.9%	-15.1%	48.8%	-32.3%
Sep-2016	77.5%	-12.3%	58.4%	-18.7%
Oct-2016	78.8%	-5.3%	53.8%	-29.5%
Nov-2016	73.0%	-6.0%	63.0%	-9.5%
Dec-2016	70.0%	-11.7%	42.0%	-29.3%
12-Month Avg	76.0%	-7.7%	58.1%	-17.4%

^{* %} of Properties Sold Over List Price for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

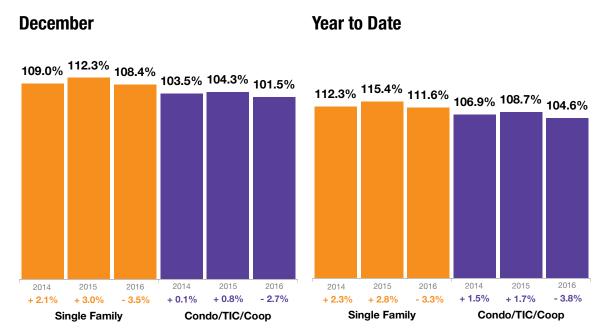
Historical % of Properties Sold Over List Price by Month



% of List Price Received



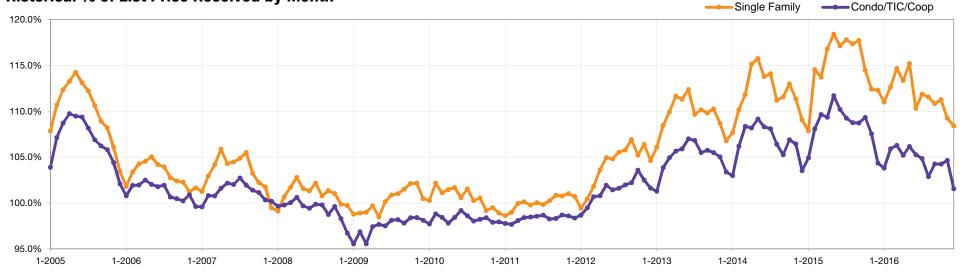
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	111.0%	+2.9%	103.8%	-1.0%
Feb-2016	112.6%	-1.7%	105.9%	-2.0%
Mar-2016	114.7%	+0.9%	106.3%	-3.0%
Apr-2016	113.3%	-3.0%	105.2%	-3.8%
May-2016	115.2%	-2.7%	106.1%	-5.0%
Jun-2016	110.3%	-5.8%	105.3%	-4.4%
Jul-2016	111.8%	-5.1%	104.8%	-4.0%
Aug-2016	111.5%	-4.9%	102.9%	-5.3%
Sep-2016	110.8%	-5.9%	104.3%	-4.0%
Oct-2016	111.2%	-2.9%	104.2%	-4.7%
Nov-2016	109.2%	-2.8%	104.6%	-2.7%
Dec-2016	108.4%	-3.5%	101.5%	-2.7%
12-Month Avg*	111.6%	-3.3%	104.6%	-3.7%

^{* %} of List Price Received for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

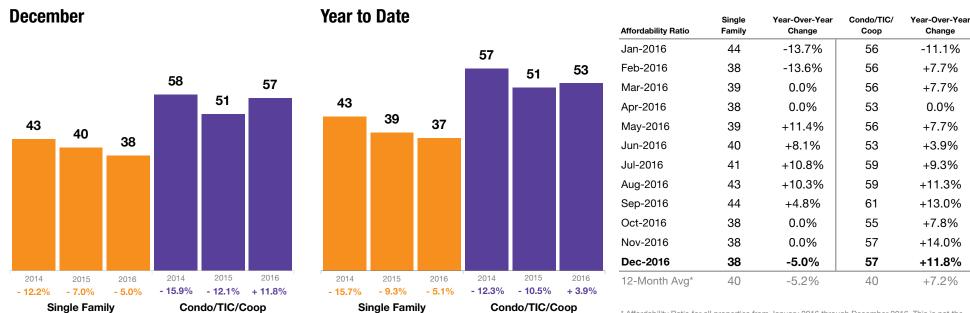
Historical % of List Price Received by Month



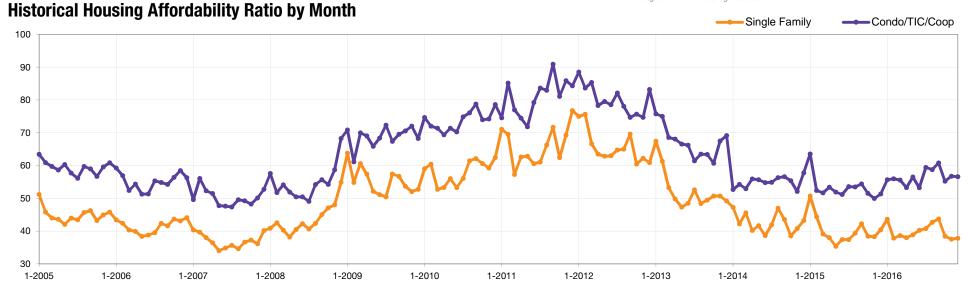
Housing Affordability Ratio



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



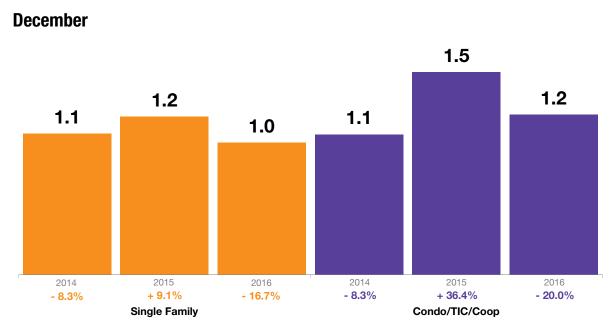
^{*} Affordability Ratio for all properties from January 2016 through December 2016. This is not the average of the individual figures above.



Months Supply of Inventory



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2016	1.5	+7.1%	2.0	+33.3%
Feb-2016	2.0	+5.3%	2.2	+29.4%
Mar-2016	2.4	+33.3%	2.7	+50.0%
Apr-2016	2.6	+44.4%	3.0	+57.9%
May-2016	2.4	+20.0%	3.1	+55.0%
Jun-2016	2.3	+15.0%	3.3	+73.7%
Jul-2016	2.4	+20.0%	3.0	+57.9%
Aug-2016	2.2	+10.0%	2.8	+47.4%
Sep-2016	2.8	+16.7%	3.4	+25.9%
Oct-2016	2.5	+13.6%	3.2	+18.5%
Nov-2016	1.7	-10.5%	2.2	0.0%
Dec-2016	1.0	-16.7%	1.2	-20.0%
12-Month Avg*	2.1	+13.9%	2.7	+36.5%

^{*} Months Supply for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview





Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	12-2013 12-2014 12-2015 12-2016	188	121	- 35.6%	6,293	6,246	- 0.7%
Pending Sales	12-2013 12-2014 12-2015 12-2016	306	286	- 6.5%	5,236	5,005	- 4.4%
Sold Listings	12-2013 12-2014 12-2015 12-2016	491	421	- 14.3%	5,195	4,992	- 3.9%
Median Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,133,000	\$1,180,000	+ 4.1%	\$1,150,000	\$1,195,000	+ 3.9%
Avg. Sales Price	12-2013 12-2014 12-2015 12-2016	\$1,354,646	\$1,440,213	+ 6.3%	\$1,415,277	\$1,443,923	+ 2.0%
Days on Market	12-2013 12-2014 12-2015 12-2016	39	46	+ 17.9%	30	36	+ 20.0%
Active Listings	12-2013 12-2014 12-2015 12-2016	598	462	- 22.7%			
% of Properties Sold Over List Price	12-2013 12-2014 12-2015 12-2016	67.8%	54.6%	- 19.5%	75.7%	66.0%	- 12.8%
% of List Price Received	12-2013 12-2014 12-2015 12-2016	107.7%	104.6%	- 2.9%	111.6%	107.7%	- 3.5%
Affordability Ratio	12-2013 12-2014 12-2015 12-2016	42	40	- 4.8%	40	40	0.0%
Months Supply	12-2013 12-2014 12-2015 12-2016	1.4	1.1	- 21.4%			

Activity by District

Key metrics by report month for the districts of San Fransisco.





- SF District 1: Northwest (Sea Cliff, Lake, Jordan Park / Laurel Heights, Outer Richmond, Central Richmond, Inner Richmond, Lone Mountain)
- Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights)
- Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside Heights, Oceanview)
- Twin Peaks W (Forest Hill (& Ext), W Portal, St Francis Wd, Balboa Terr, Mt Dav Manor, Ingleside Terr, Monterey Hts, Wstwd Pk & H'Inds, Shrwd Fst, Miraloma Pk, Dmnd Hts, Mdtwn Terr) SF District 4:
- Central (Haight Ashbury, Cole Vly / Prnssus Hts, Clarndn Hts, Corona Hts, Twin Pks, Glen Pk, Noe Vly, Eureka Vly / Dolores Hts, Mission Dolores, Duboce Trngl, Buena Vista / Ashbury Hts)
- SF District 6: Central North (Lower Pacific Heights, Anza Vista, Western Addition, North Panhandle, Alamo Square, Hayes Valley)
- SF District 7: North (Marina, Cow Hollow, Presidio Heights, Pacific Heights)
 - Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
 - Central East (Yerba Buena, South Beach, South of Market, Mission Bay, Inner Mission, Potrero Hill, Central Waterfront / Dogpatch, Bernal Heights)
- SF District 10: Southeast (Outer Mission, Mission Terr, Excelsior, Portola, Bayview, Silver Terr, Hunters Pt, Candlestick Pt, Bayview Hts, Little Hollywood, Visitation Vly, Crocker Amazon)

	Active Listings		Sold Listings		Median Sales Price		Days on Market			Months Supply					
	12-2015	12-2016	+/-	12-2015	12-2016	+/-	12-2015	12-2016	+/-	12-2015	12-2016	+/-	12-2015	12-2016	+/-
Single Family															
1 SF District 1	11	17	+54.5%	10	20	+100.0%	\$1,355,000	\$1,744,500	+28.7%	34	48	+41.2%	0.7	1.1	+57.1%
2 SF District 2	36	20	-44.4%	44	39	-11.4%	\$1,175,000	\$1,250,788	+6.5%	30	31	+3.3%	1.1	0.6	-45.5%
3 SF District 3	17	14	-17.6%	20	19	-5.0%	\$1,055,000	\$1,200,000	+13.7%	37	31	-16.2%	1.3	0.9	-30.8%
4 SF District 4	25	10	-60.0%	31	25	-19.4%	\$1,360,000	\$1,330,250	-2.2%	30	36	+20.0%	0.9	0.4	-55.6%
5 SF District 5	21	22	+4.8%	24	26	+8.3%	\$1,900,000	\$2,187,500	+15.1%	36	42	+16.7%	0.8	0.8	0.0%
6 SF District 6	4	2	-50.0%	0	2		\$0	\$2,187,500		0	55		1.3	0.6	-53.8%
7 SF District 7	20	19	-5.0%	7	6	-14.3%	\$3,800,000	\$3,162,500	-16.8%	50	71	+42.0%	2.6	2.3	-11.5%
8 SF District 8	6	7	+16.7%	2	1	-50.0%	\$6,268,000	\$7,200,000	+14.9%	36	26	-27.8%	2.6	3.7	+42.3%
9 SF District 9	21	23	+9.5%	26	18	-30.8%	\$1,321,250	\$1,400,000	+6.0%	27	49	+81.5%	1.0	1.1	+10.0%
10 SF District 10	68	49	-27.9%	44	34	-22.7%	\$840,000	\$839,000	-0.1%	38	52	+36.8%	1.6	1.4	-12.5%
Condo/TIC/Coop															
1 SF District 1	18	7	-61.1%	21	9	-57.1%	\$925,000	\$965,000	+4.3%	51	29	-43.1%	1.4	0.6	-57.1%
2 SF District 2	10	0	-100.0%	6	3	-50.0%	\$1,025,000	\$635,000	-38.0%	66	71	+7.6%	2.4	0.0	-100.0%
3 SF District 3	8	6	-25.0%	4	4	0.0%	\$1,155,087	\$864,000	-25.2%	87	76	-12.6%	1.6	1.5	-6.3%
4 SF District 4	4	8	+100.0%	4	3	-25.0%	\$680,269	\$487,000	-28.4%	39	77	+97.4%	1.0	3.4	+240.0%
5 SF District 5	35	26	-25.7%	47	21	-55.3%	\$1,265,555	\$1,230,000	-2.8%	37	35	-5.4%	0.9	0.8	-11.1%
6 SF District 6	36	23	-36.1%	28	31	+10.7%	\$1,095,000	\$975,000	-11.0%	48	45	-6.3%	1.4	0.8	-42.9%
7 SF District 7	28	24	-14.3%	20	38	+90.0%	\$1,225,000	\$1,567,500	+28.0%	30	48	+60.0%	1.3	1.0	-23.1%
8 SF District 8	54	57	+5.6%	48	37	-22.9%	\$1,029,000	\$925,000	-10.1%	42	42	0.0%	1.4	1.5	+7.1%
9 SF District 9	152	119	-21.7%	100	76	-24.0%	\$1,099,000	\$932,500	-15.2%	41	56	+36.6%	1.8	1.5	-16.7%
10 SF District 10	24	9	-62.5%	5	9	+80.0%	\$541,000	\$655,000	+21.1%	78	62	-20.5%	4.2	1.4	-66.7%