

NOVEMBER 2024 – Eastside TALKING POINTS

Based on Residential only reports

Two Reasons to Encourage Buyers to Act Now

1. Interest Rates and Price Dynamics

- Will interest rates rise or fall?
If rates fall, demand may increase, pushing home prices higher. If rates rise, waiting could lead to higher borrowing costs.
- Remember: "Marry the purchase price, date the interest rate."
Buyers can refinance if rates improve, but they cannot lock in today's prices later.

2. Historical Price Trends Indicate Potential Gains

- The last four years show significant price appreciation in January through April, with monthly increases averaging \$46,119 in 2025.
- Data doesn't lie: This pattern held true for the first four months of 2024, validating predictions made in Q4 of 2023.
- Current market conditions in November 2024 resemble those of last year, suggesting a repeat of this trend in early 2025.

Act now to avoid missing out on today's opportunities in price and availability.

Repeating comment from October 2023 and September 2024 Talking Points updating with November figures.

Median Closed Sale Price from January 1st to April for the past four years:

Year	Jan 1st *	April	Difference	% Increase
2025	\$1,537,312 (November 2024 Median Price)	\$1,721,789 (projected at 12% appreciation)	\$184,477 or \$46,119 per month	12% (projected)
2024	\$1,440,000	\$1,677,500	\$237,500	16%
2023	\$1,299,000	\$1,450,000	\$151,000	12%
2022	\$1,529,500	\$1,722,500	\$193,000	13%
2021	\$1,113,765	\$1,300,000	\$186,235	17%

*December Median Closed Sales Price



- In the real estate market, both buyers and sellers commonly initiate their processes in January. Buyers can enter the market as soon as they find a property, while sellers often take two to six months to prepare their homes for sale. As a result, the early part of the calendar year typically sees an increase in multiple offers, likely driven by sellers listing their properties in the spring, an influx of motivated buyers, and seasonal market trends. This trend is evident in the graph on page 3.

Repeating from October 2024 Talking Points:

Comments to Brokers:

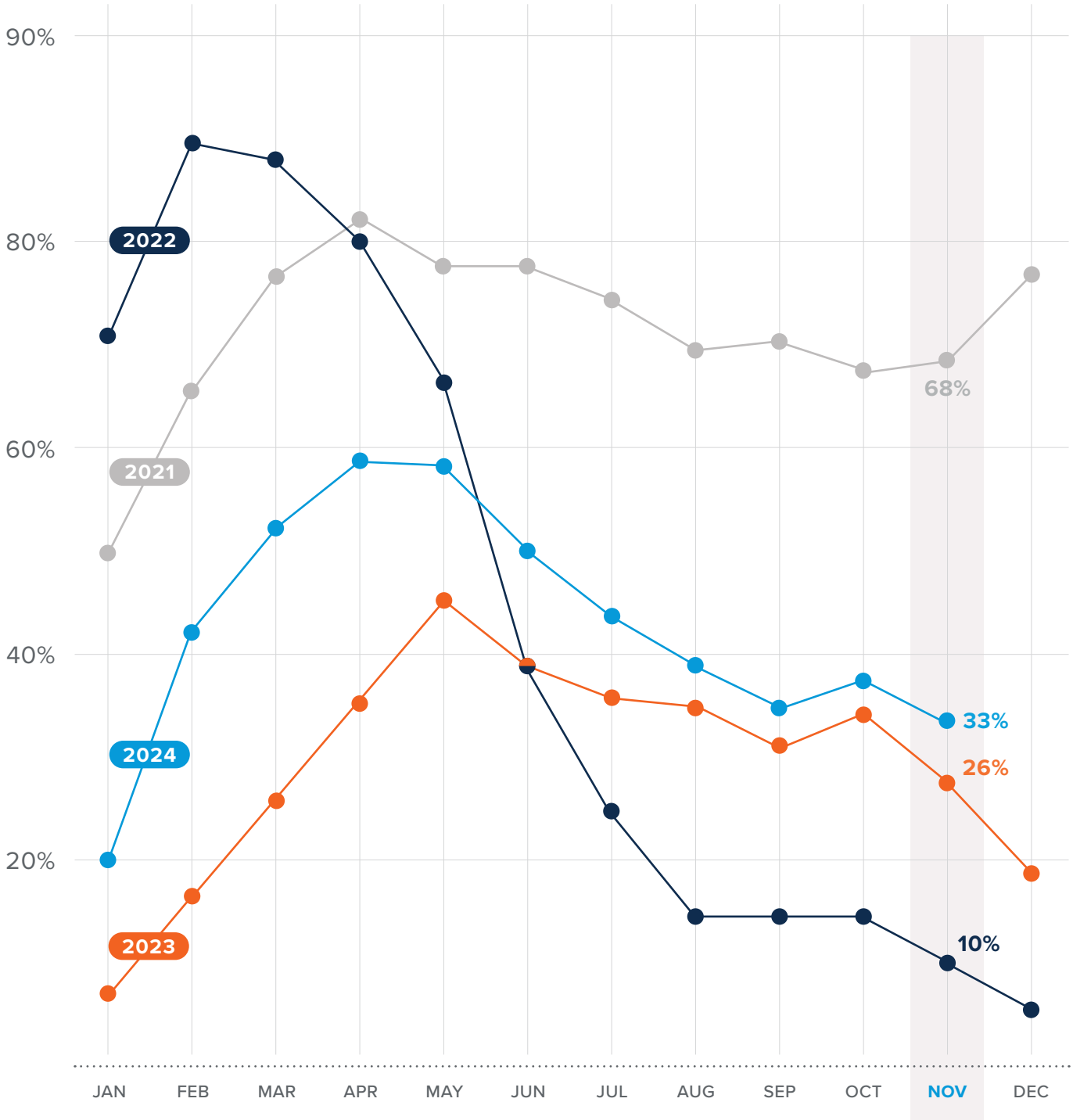
- 2024 looks like it will be the third best year ever for dollars paid to brokers behind 2021 and 2022.
 - 2024 is estimated to be 23% below the record year of 2022.
 - 2024 is estimated to be 24% above last year, 2023.
- What do you think about 2025 compared to 2024? If prices and closed sales increase, so will the dollars available to brokers.
- Real estate is a revenue business. One or two transactions likely covers your annual expense. How are you going to help more people in 2025?
- What are you doing in November and December to set up 2025?
 - Flow with clients
 - Create your 2025 marketing plan – share with someone to hold you accountable
 - Time off to rejuvenate
 - Your physical wellbeing – to do well you need to feel well

NOVEMBER 2024

% OF LISTINGS SOLD ABOVE LIST PRICE



EASTSIDE RESIDENTIAL



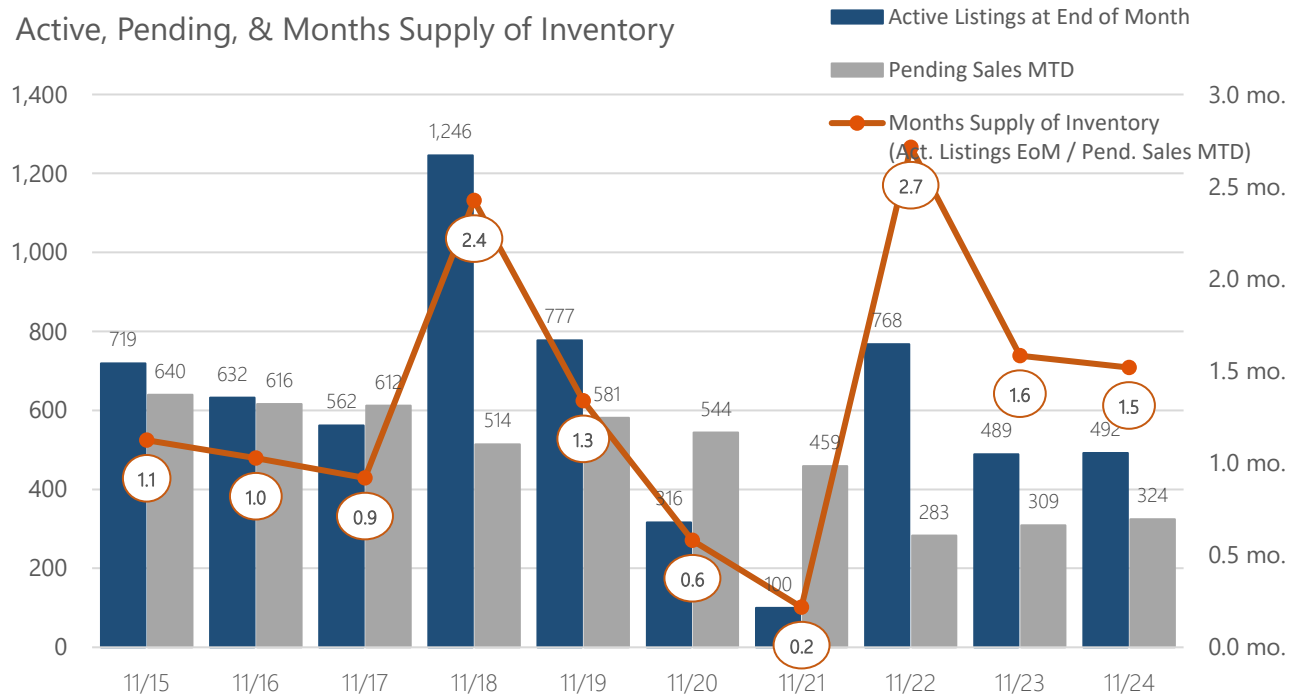
windermere.com

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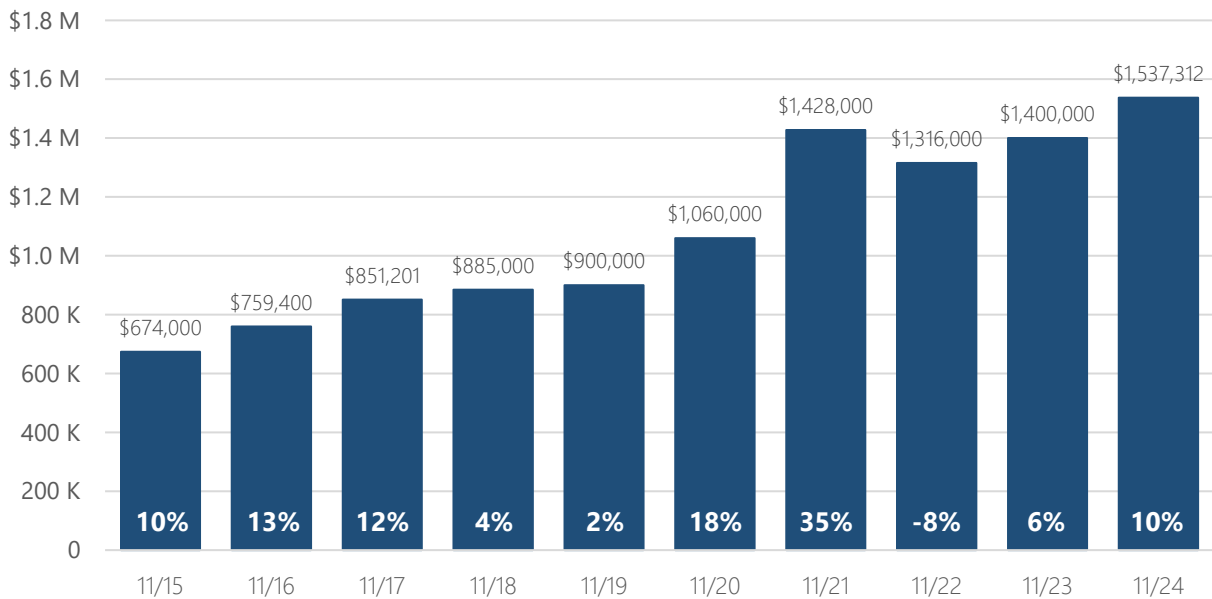
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



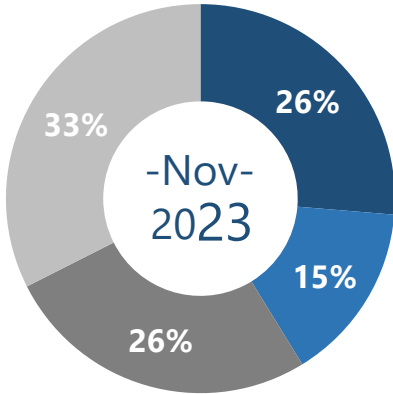
Median Closed Sales Price For Current Month Sold Properties



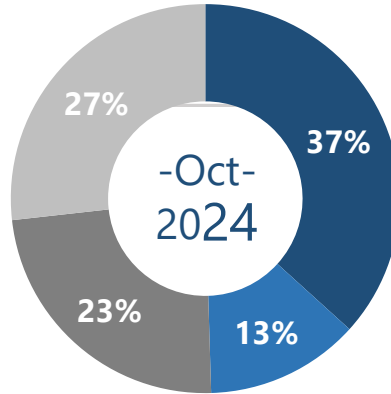
Eastside (All Areas)

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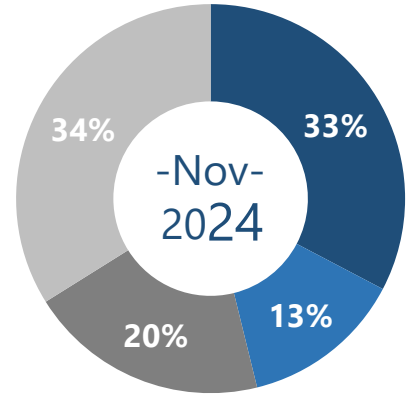
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

NOVEMBER 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	9	20	77
NUMBER OF SALES IN MONTH	▶	136	56	83	141
MEDIAN % FROM ORIGINAL LIST PRICE	▶	6%	0%	-3%	N/A

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

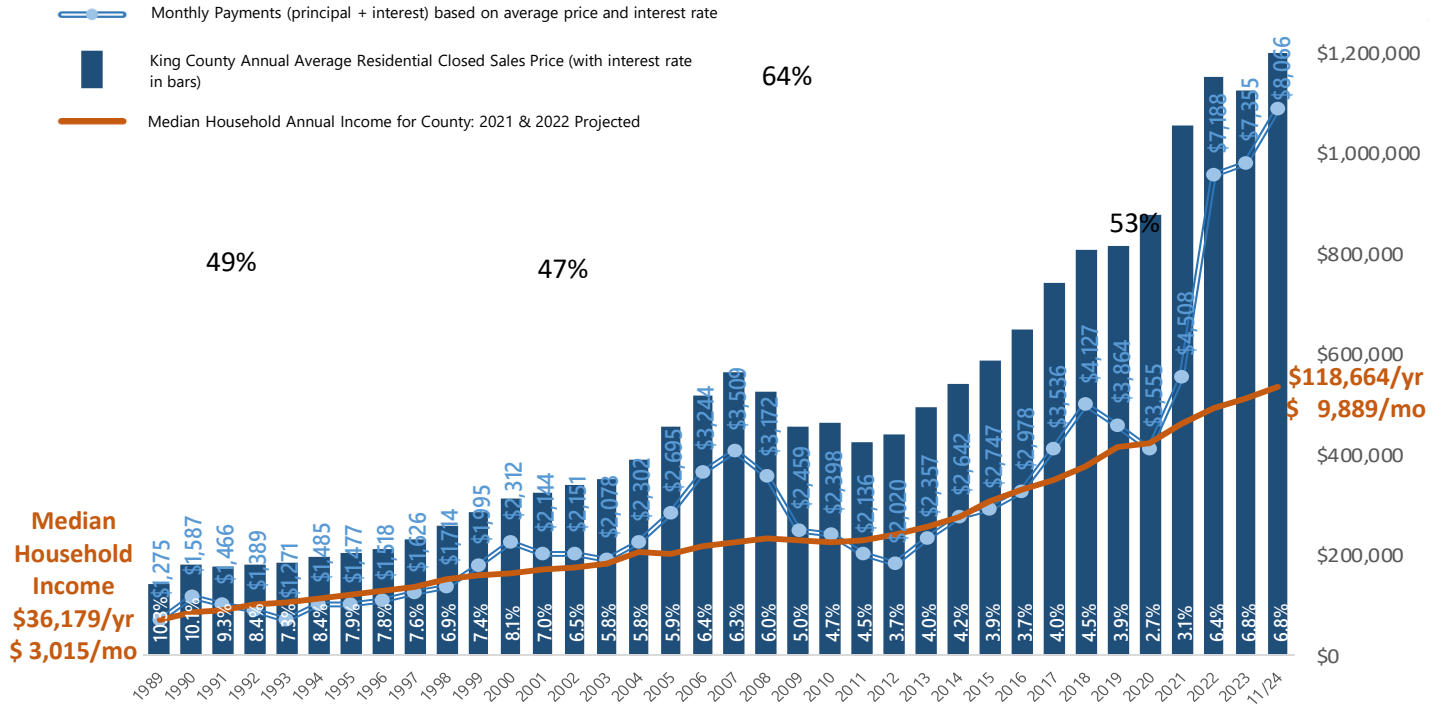
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.7%	100.7%	247	59.4%
15 - 30	96.2%	97.8%	61	14.7%
31 - 60	94.9%	96.7%	63	15.1%
61 - 90	93.1%	97.8%	24	5.8%
90+	94.1%	98.5%	21	5.0%
Totals			416	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
November, 2024	\$1,537,312	6.81%	\$10,032
November, 2023	\$1,400,000	7.44%	\$9,732
	\$137,312	-0.63%	\$301 Per Month
			\$3,610 Per Year

* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month

Monthly Payments Compared to Income Trendline King County



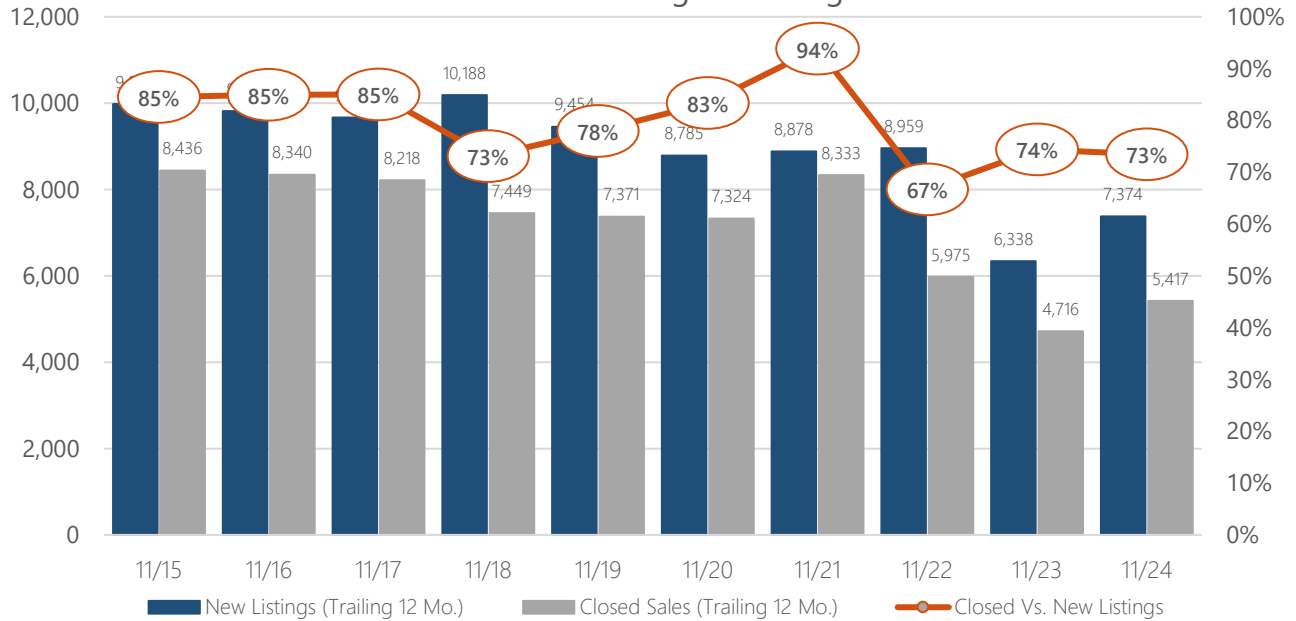
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income for County: 2021 & 2022 Projected</p>	<p>Payments tend to rise above the County Median Household Income Line and then return to it.</p>
<p>D</p>	<p>Monthly payments divided by median income</p>	<p>Monthly cycle peaks shown</p>

Eastside (All Areas)

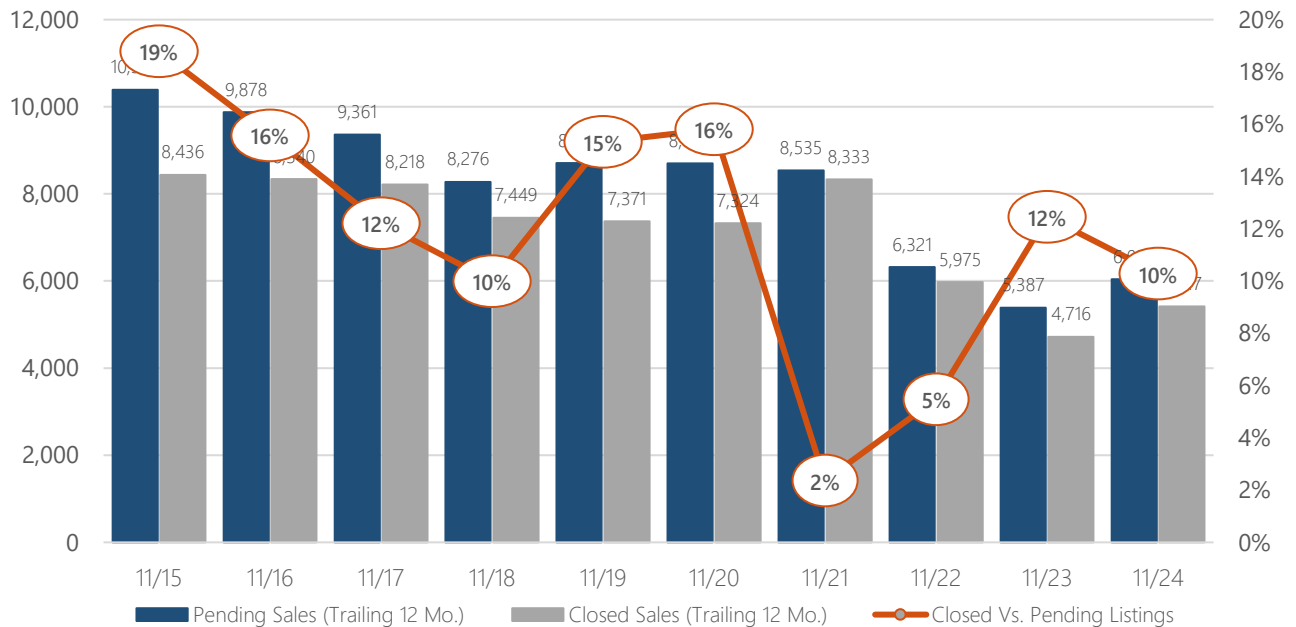
RESIDENTIAL ONLY

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

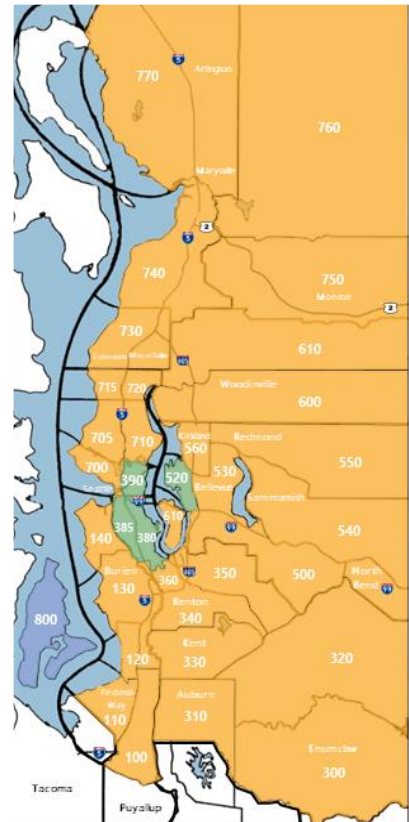
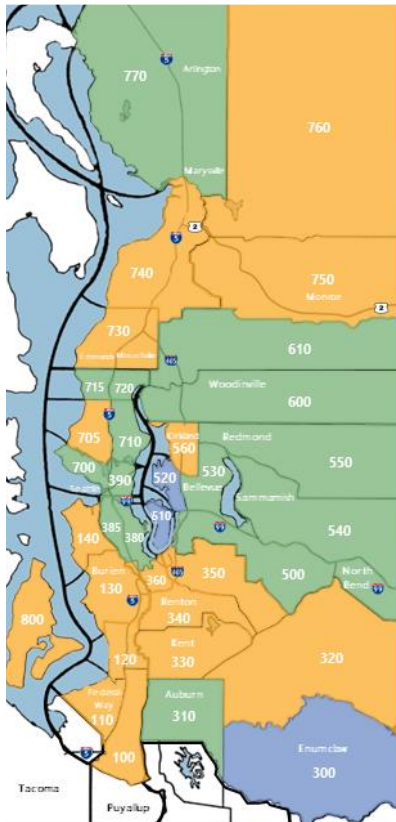
Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	1.9	1.1	1.6	530	3.7	1.5	1.5
110	1.4	1.0	1.6	540	3.1	1.3	1.1
120	1.8	1.5	1.3	550	2.9	1.6	1.7
130	1.8	1.3	1.9	560	1.6	2.3	1.4
140	1.7	1.8	1.4	600	2.2	1.5	1.7
300	5.0	2.1	1.5	610	2.1	1.4	1.1
310	2.8	1.5	1.6	700	3.1	3.3	1.6
320	1.8	1.5	1.7	701	0.0	0.0	0.0
330	1.8	1.3	1.5	705	1.7	1.5	1.5
340	1.7	1.2	1.1	710	2.1	1.5	1.8
350	1.9	1.7	1.3	715	3.1	1.2	0.9
360	1.6	3.8	1.5	720	2.1	1.3	1.8
380	2.5	2.1	2.2	730	1.9	0.9	1.1
385	2.2	3.3	3.5	740	1.7	1.2	1.2
390	2.4	2.3	2.4	750	1.6	1.3	1.5
500	2.3	1.3	1.2	760	1.9	1.6	1.5
510	6.1	2.8	1.5	770	2.1	1.6	1.7
520	6.0	2.4	2.7	800	1.9	2.5	4.4

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

2 YEARS AGO

1 YEAR AGO

CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Eastside (All Areas) Statistics To Know

Residential

	November, 2024	November, 2023	Difference	% Change
Months Supply of Inventory	1.5	1.6	-0.1	-4%
Active Listings at End of Month	492	489	3	1%
Pending Sales MTD	324	309	15	5%
Pending Sales (Trailing 12 Months)	6,038	5,387	651	12%
Closed Sales MTD	422	343	79	23%
Closed Sales (Trailing 12 Months)	5,417	4,716	701	15%
Closed Sales Price (Median)	\$1,537,312	\$1,400,000	\$137,312	10%
30-Year-Fixed-Rate Mortgage Rate	6.8%	7.4%	-0.6%	-8%
Monthly Payments (P&I)	\$10,032	\$9,732	\$301	3%

Condominium

	November, 2024	November, 2023	Difference	% Change
Months Supply of Inventory	2.5	2.1	0.4	17%
Active Listings at End of Month	383	216	167	77%
Pending Sales MTD	154	102	52	51%
Pending Sales (Trailing 12 Months)	2,271	1,905	366	19%
Closed Sales MTD	168	107	61	57%
Closed Sales (Trailing 12 Months)	1,898	1,637	261	16%
Closed Sales Price (Median)	\$685,000	\$620,000	\$65,000	10%
30-Year-Fixed-Rate Mortgage Rate	6.8%	7.4%	-0.6%	-8%
Monthly Payments (P&I)	\$4,470	\$4,310	\$161	4%

Residential & Condominium

	November, 2024	November, 2023	Difference	% Change
Months Supply of Inventory	1.8	1.7	0.1	7%
Active Listings at End of Month	875	705	170	24%
Pending Sales MTD	478	411	67	16%
Pending Sales (Trailing 12 Months)	8,309	7,292	1,017	14%
Closed Sales MTD	590	450	140	31%
Closed Sales (Trailing 12 Months)	7,315	6,353	962	15%
Closed Sales Price (Median)	\$1,350,000	\$1,230,000	\$120,000	10%
30-Year-Fixed-Rate Mortgage Rates	6.8%	7.4%	-0.6%	-8%
Monthly Payments (P&I)	\$8,810	\$8,550	\$260	3%

Eastside (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2024	Active Listings (EOM)	281	344	367	440	672	745	740	760	813	675	492		1%	575	AVG	-2%
	New Listings Taken in Month	340	549	687	786	1,012	806	764	742	729	548	268		-7%	7,231	YTD	17%
	# of Pending Transactions	301	446	598	631	671	607	622	525	545	541	324		5%	5,811	YTD	12%
	Months Supply of Inventory	0.9	0.8	0.6	0.7	1.0	1.2	1.2	1.4	1.5	1.2	1.5		-4%	1.1	AVG	-14%
	# of Closed Sales	198	257	430	514	612	554	600	572	434	527	422		23%	5,120	YTD	15%
	Median Closed Price	1,465,000	1,470,000	1,682,500	1,677,500	1,699,975	1,635,000	1,620,000	1,550,000	1,527,500	1,550,000	1,537,312		10%	1,587,218	WA	12%
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-36%	590	AVG	-18%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	9%	6,167	YTD	-29%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	9%	5,185	YTD	-15%
	Months Supply of Inventory	1.4	1.1	1.1	1.0	1.0	1.1	1.3	1.4	1.6	1.5	1.6	1.2	-42%	1.3	AVG	-9%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	6%	4,443	YTD	-20%
	Median Closed Price	1,320,000	1,340,000	1,411,500	1,450,000	1,450,000	1,450,000	1,500,000	1,453,000	1,427,500	1,420,000	1,400,000	1,440,000	6%	1,421,918	WA	-6%
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	668%	719	AVG	194%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	-21%	8,701	YTD	1%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-38%	6,078	YTD	-26%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	1.0	2.0	2.1	1.6	1.9	2.4	2.7	2.5	1146%	1.4	AVG	317%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-45%	5,524	YTD	-28%
	Median Closed Price	1,515,500	1,697,500	1,700,000	1,722,500	1,590,000	1,500,000	1,420,000	1,350,000	1,350,000	1,350,000	1,316,000	1,299,000	-8%	1,515,859	WA	15%
2021	Active Listings (EOM)	219	224	216	309	239	288	350	278	282	185	100	55	-68%	245	AVG	-62%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	-7%	8,585	YTD	0%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	-16%	8,177	YTD	-2%
	Months Supply of Inventory	0.5	0.4	0.2	0.4	0.3	0.3	0.4	0.3	0.4	0.3	0.2	0.2	-62%	0.3	AVG	-62%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	-16%	7,671	YTD	13%
	Median Closed Price	1,149,000	1,265,000	1,350,000	1,300,000	1,298,475	1,364,000	1,330,563	1,300,000	1,310,000	1,365,000	1,428,000	1,529,500	35%	1,318,002	WA	32%
2020	# of Active Listings	517	519	682	782	825	819	818	739	575	473	316	188	-59%	642	A	-49%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	-4%	8,581	YTD	-14%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	-6%	8,335	YTD	0%
	Months Supply of Inventory	1.0	0.8	1.0	1.6	1.1	0.9	0.8	0.7	0.6	0.6	0.6	0.5	-57%	0.9	A	-47%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	23%	6,800	T	-1%
	Median Closed Price	892,003	985,000	1,035,000	936,995	945,250	976,800	1,007,521	1,050,000	1,040,000	1,050,000	1,060,000	1,113,765	18%	1,000,860	WA	8%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)
RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019 Active Listings (EOM)	979	1,001	1,207	1,285	1,567	1,618	1,531	1,405	1,356	1,149	777	499	-38%	1,261	AVG	16%
New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-28%	9,231	YTD	-7%
# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	13%	8,366	YTD	6%
Months Supply of Inventory	2.0	1.9	1.4	1.3	1.5	1.8	1.8	1.9	1.9	1.6	1.3	1.4	-45%	1.7	AVG	7%
# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	10%	6,879	YTD	0%
Median Closed Price	910,000	900,000	950,000	927,500	928,800	950,000	925,000	935,000	928,500	900,000	900,000	949,000	2%	923,503	WA	-1%
2018 Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	122%	1,084	AVG	51%
New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	2%	9,952	YTD	6%
# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-16%	7,886	YTD	-12%
Months Supply of Inventory	0.9	0.8	0.7	0.9	1.0	1.4	1.8	2.2	2.6	2.5	2.4	2.7	164%	1.6	AVG	77%
# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-25%	6,847	YTD	-10%
Median Closed Price	938,000	950,000	926,000	943,000	960,000	977,759	947,500	935,000	890,000	890,000	885,000	908,762	4%	932,030	WA	9%
2017 Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-11%	720	AVG	-19%
New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	8%	9,426	YTD	-1%
# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-1%	8,962	YTD	-5%
Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-10%	0.9	AVG	-14%
# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	-1%	7,618	YTD	-1%
Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	12%	855,249	WA	15%
2016 Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-12%	891	AVG	-15%
New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	5%	9,533	YTD	-1%
# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-4%	9,466	YTD	-4%
Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-9%	1.0	AVG	-13%
# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	31%	7,704	YTD	-1%
Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	13%	746,884	WA	14%
2015 Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-35%	1,052	AVG	-22%
New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-16%	9,664	YTD	-3%
# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	-2%	9,885	YTD	5%
Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-33%	1.2	AVG	-26%
# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	-9%	7,812	YTD	7%
Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	10%	657,928	WA	8%
2014 Active Listings (EOM)	905	965	1,069	1,178	1,443	1,581	1,732	1,790	1,653	1,438	1,098	814	-7%	1,350	AVG	3%
New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	-4%	9,912	YTD	0%
# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	6%	9,383	YTD	-3%
Months Supply of Inventory	1.4	1.5	1.2	1.2	1.3	1.5	1.8	2.1	2.0	1.8	1.7	1.6	-12%	1.6	AVG	5%
# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-4%	7,298	YTD	-6%
Median Closed Price	599,500	587,146	599,950	618,000	619,420	630,000	624,900	605,000	605,000	615,864	612,000	639,350	10%	610,853	WA	9%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)
RESIDENTIAL ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2014 - 2023

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	547	571	685	797	934	1,058	1,114	1,073	1,053	907	671	461	823	AVG
% of 12 Month Avg.	67%	69%	83%	97%	114%	129%	135%	130%	128%	110%	82%	56%		
New Listings Taken in Month	507	609	944	950	1,130	1,113	984	862	831	656	390	237	9,212	T
% of 12 Month Avg.	66%	79%	123%	124%	147%	145%	128%	112%	108%	85%	51%	31%		
# of Pending Transactions	477	583	808	824	955	906	840	821	747	691	521	344	8,516	T
% of 12 Month Avg.	67%	82%	114%	116%	135%	128%	118%	116%	105%	97%	73%	48%		
Months Supply of Inventory	1.1	1.0	0.8	1.0	1.0	1.2	1.3	1.3	1.4	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	98%	83%	72%	82%	83%	100%	113%	111%	120%	112%	110%	114%		
# of Closed Units	335	353	544	622	715	829	796	773	673	667	553	516	7,376	T
% of 12 Month Avg.	55%	57%	89%	101%	116%	135%	130%	126%	109%	109%	90%	84%		
Median Closed Price	944,036	991,427	1,021,444	1,016,265	1,008,195	1,015,006	1,004,748	992,200	983,600	987,086	988,560	1,029,612	998,515	AVG
% of 12 Month Avg.	95%	99%	102%	102%	101%	102%	101%	99%	99%	99%	99%	103%		

Eastside (All Areas)

RESIDENTIAL ONLY

Closed Sales by Price by Month

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	1	0		1
\$250,000 to \$499,999	1	0	1	0	4	2	1	4	2	4	3		22
\$500,000 to \$749,999	10	13	17	11	13	10	16	15	12	6	17		140
\$750,000 to \$999,999	32	27	39	52	48	51	58	68	41	57	44		517
\$1,000,000 to \$1,499,999	61	89	106	132	157	165	166	173	143	177	124		1,493
\$1,500,000 to \$2,499,999	57	80	173	222	280	224	256	220	164	200	167		2,043
\$2,500,000 and above	36	48	94	96	108	93	102	85	68	78	61		869
Grand Total	197	257	430	513	610	545	599	565	430	523	416		5,085

2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	1	0	1	0	0	0	0	1	0	0	3
\$250,000 to \$499,999	1	5	2	2	4	7	1	5	1	1	1	2	30
\$500,000 to \$749,999	15	23	19	24	15	21	25	15	15	20	25	19	217
\$750,000 to \$999,999	40	48	53	56	62	69	52	70	52	56	50	53	608
\$1,000,000 to \$1,499,999	55	84	138	123	165	208	142	187	151	148	111	82	1,512
\$1,500,000 to \$2,499,999	53	75	129	126	162	203	169	180	138	119	108	96	1,462
\$2,500,000 and above	20	34	46	62	53	67	56	69	56	66	47	42	576
Grand Total	184	269	388	393	462	575	445	526	413	411	342	294	4,408

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	-100%	N/A	-100%	N/A	N/A	N/A	N/A	0%	N/A		-67%
\$250,000 to \$499,999	0%	-100%	-50%	-100%	0%	-71%	0%	-20%	100%	300%	200%		-27%
\$500,000 to \$749,999	-33%	-43%	-11%	-54%	-13%	-52%	-36%	0%	-20%	-70%	-32%		-35%
\$750,000 to \$999,999	-20%	-44%	-26%	-7%	-23%	-26%	12%	-3%	-21%	2%	-12%		-15%
\$1,000,000 to \$1,499,999	11%	6%	-23%	7%	-5%	-21%	17%	-7%	-5%	20%	12%		-1%
\$1,500,000 to \$2,499,999	8%	7%	34%	76%	73%	10%	51%	22%	19%	68%	55%		40%
\$2,500,000 and above	80%	41%	104%	55%	104%	39%	82%	23%	21%	18%	30%		51%
Grand Total	7%	-4%	11%	31%	32%	-5%	35%	7%	4%	27%	22%		15%