

SEPTEMBER 2024 – Eastside TALKING POINTS

Based on Residential only reports

- Will history repeat itself in the first quarter of 2025?
 - For the past four years, the Eastside Median Closed Sales Price has increased in the first four months of the year between 12 and 17%. If that happens again prices would rise between \$183,300 (12%) and \$259,675 (17%) from today's median closed sale price.
 - [Table and comments below in blue](#) are from the October 2023 Eastside Talking Points. 2024 and 2025 figures were added to the original post.

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

Year	Jan 1st *	April	Difference	% Increase
2025	\$1,527,500 (September 2024 Median Price)	\$1,710,800 (projected at 12% appreciation)	\$183,300	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.
- Monthly payments are the lowest since May 2023 and down more than 2,000 (-18%) from the peak in May 2024.

	Closed Sales Price Median	Interest Rate 30-year fixed	Principal & Interest Monthly
Current month September 2024	\$1,527,500	6.18%	\$9,336
Peak Month of 2024 May 2024	\$1,699,975	7.06%	\$11,379
Prior Year September 2023	\$1,427,500	7.20%	\$9,690

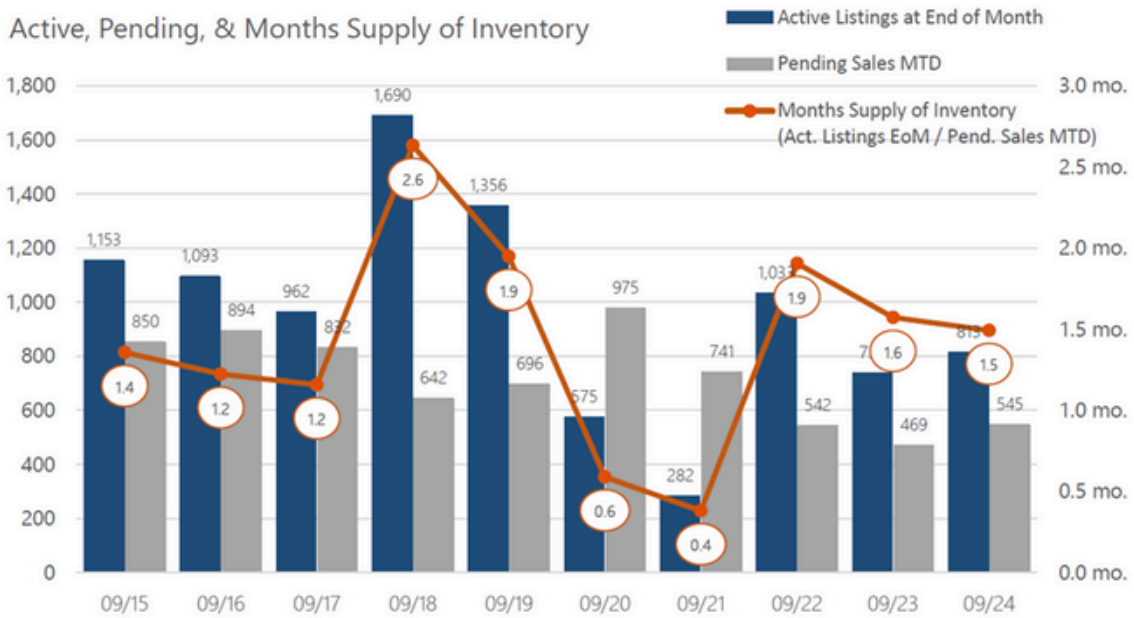
- The statistics are showing a balanced market.
 - Months supply of inventory is 1.5, down from the past two years and up considerably from the frenzied market of 2021 and 2022.

MARKET UPDATE
September, 2024



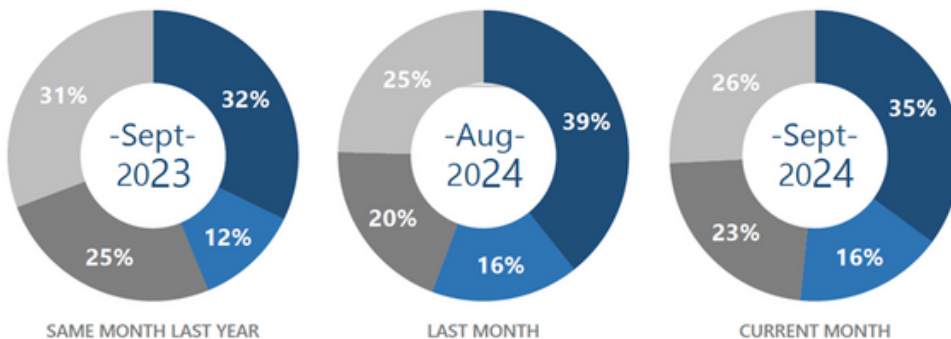
Eastside (All Areas)
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



- The market is evenly split between homes selling at or over list price (51% = 16% at + 35% over) and the other half selling below (23%) or with a list price change (26%). A slight improvement from a year ago.

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

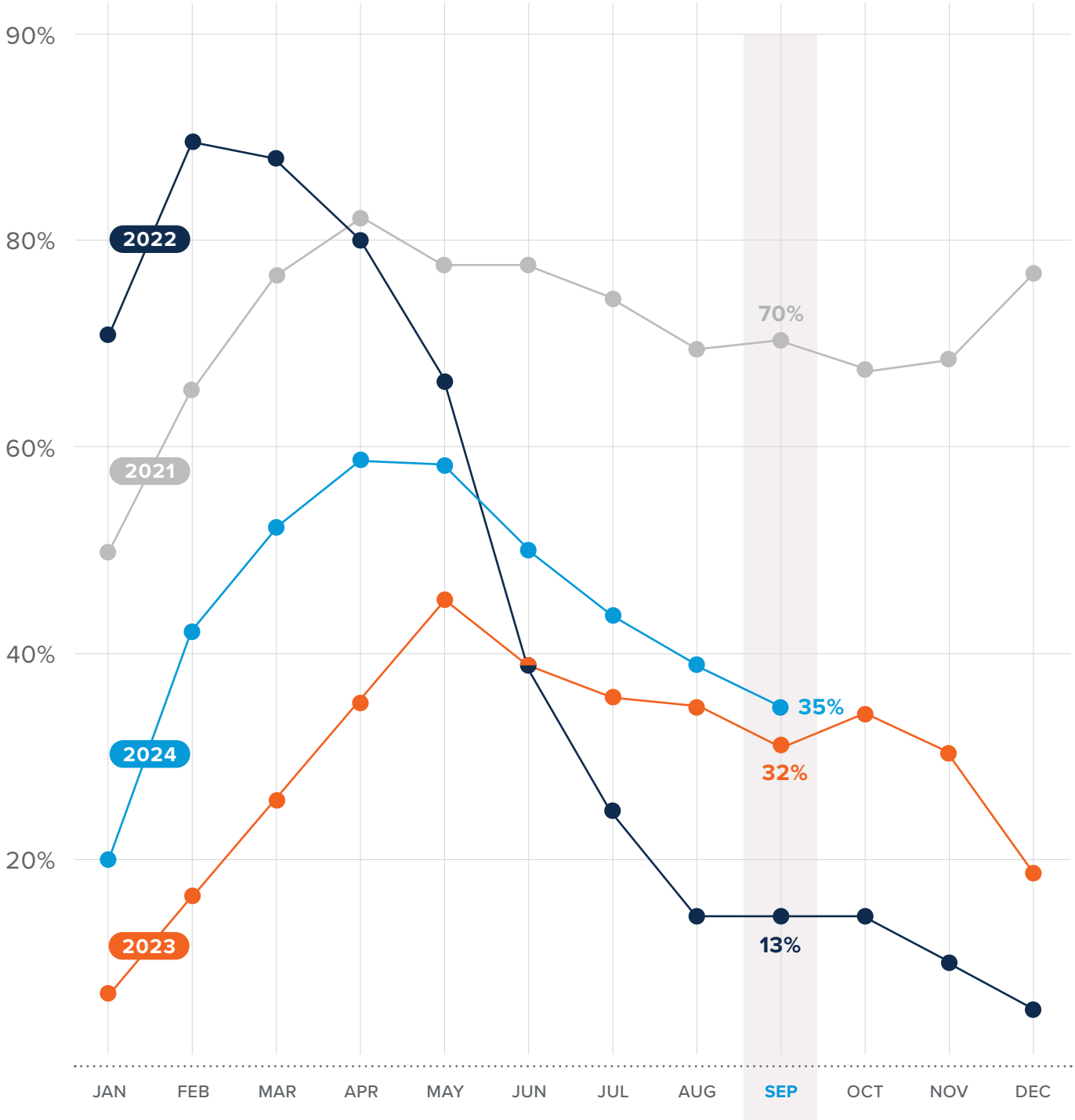


SEPTEMBER 2024

% OF LISTINGS SOLD ABOVE LIST PRICE



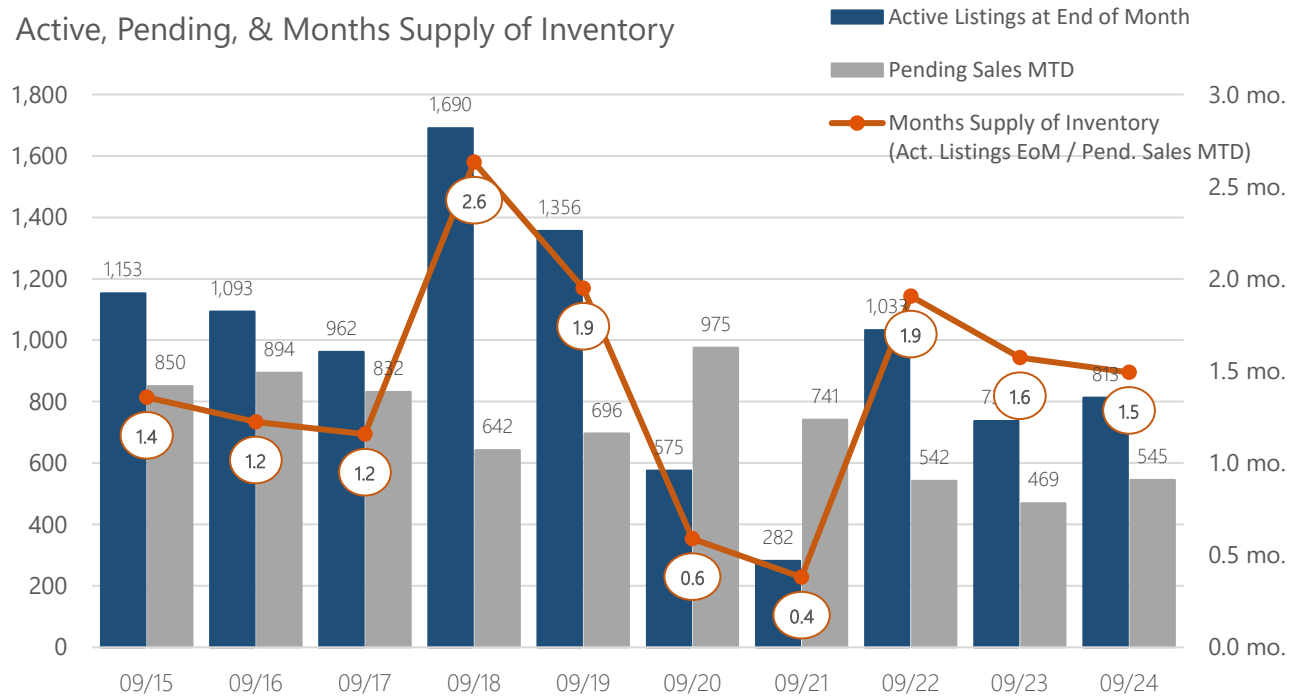
EASTSIDE RESIDENTIAL



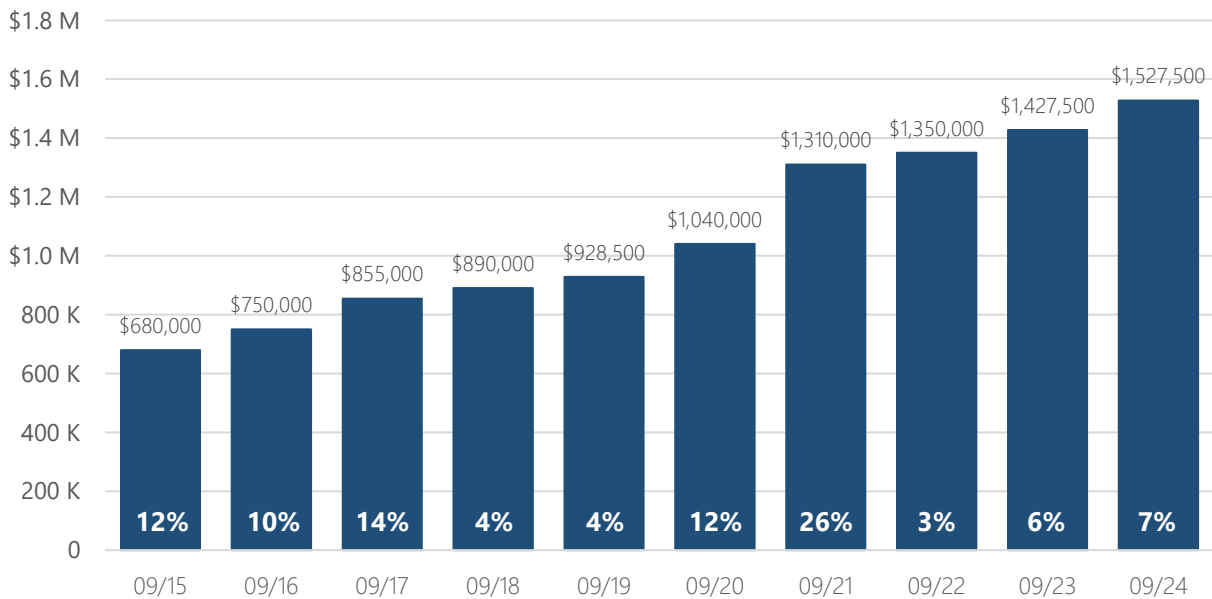
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



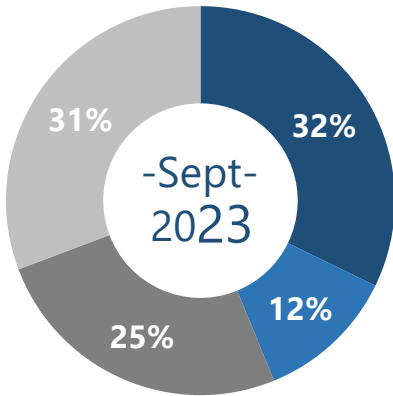
Median Closed Sales Price For Current Month Sold Properties



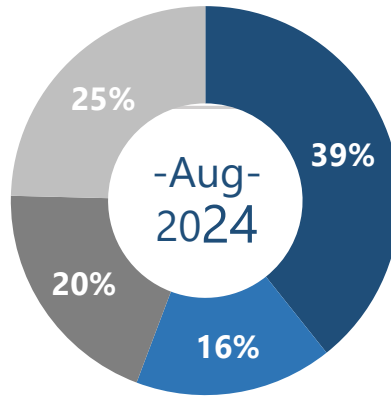
Eastside (All Areas)

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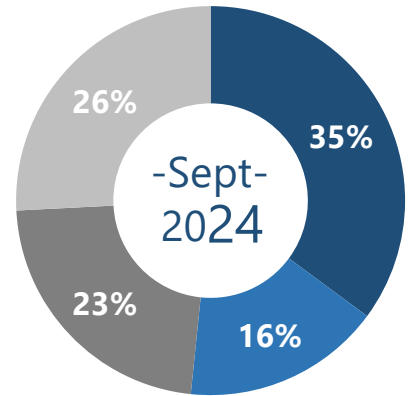
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD
ABOVE
LIST
PRICE**



**SOLD
AT
LIST
PRICE**



**SOLD
BELOW
LIST
PRICE**



**PRICE
CHANGE
BEFORE
SALE**

SEPTEMBER 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	9	20	54
NUMBER OF SALES IN MONTH	▶	151	71	97	111
MEDIAN % FROM ORIGINAL LIST PRICE	▶	5%	0%	-3%	N/A

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

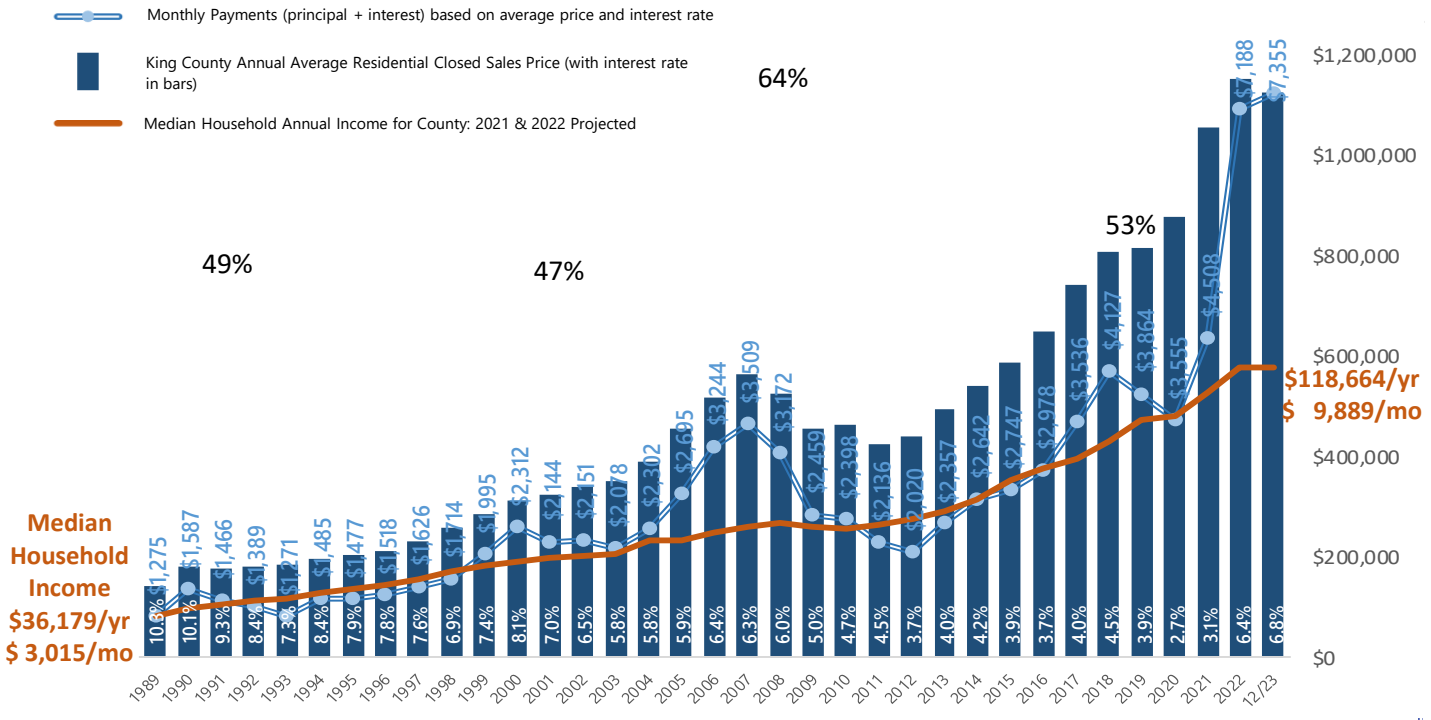
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.5%	100.5%	283	65.8%
15 - 30	96.7%	97.6%	72	16.7%
31 - 60	94.7%	97.2%	53	12.3%
61 - 90	92.1%	97.8%	13	3.0%
90+	96.0%	97.0%	9	2.1%
Totals			430	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
September, 2024	\$1,527,500	6.18%	\$9,336
September, 2023	\$1,427,500	7.20%	\$9,690
	\$100,000	-1.02%	-\$354 Per Month
			-\$4,249 Per Year

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

Monthly Payments Compared to Income Trendline King County



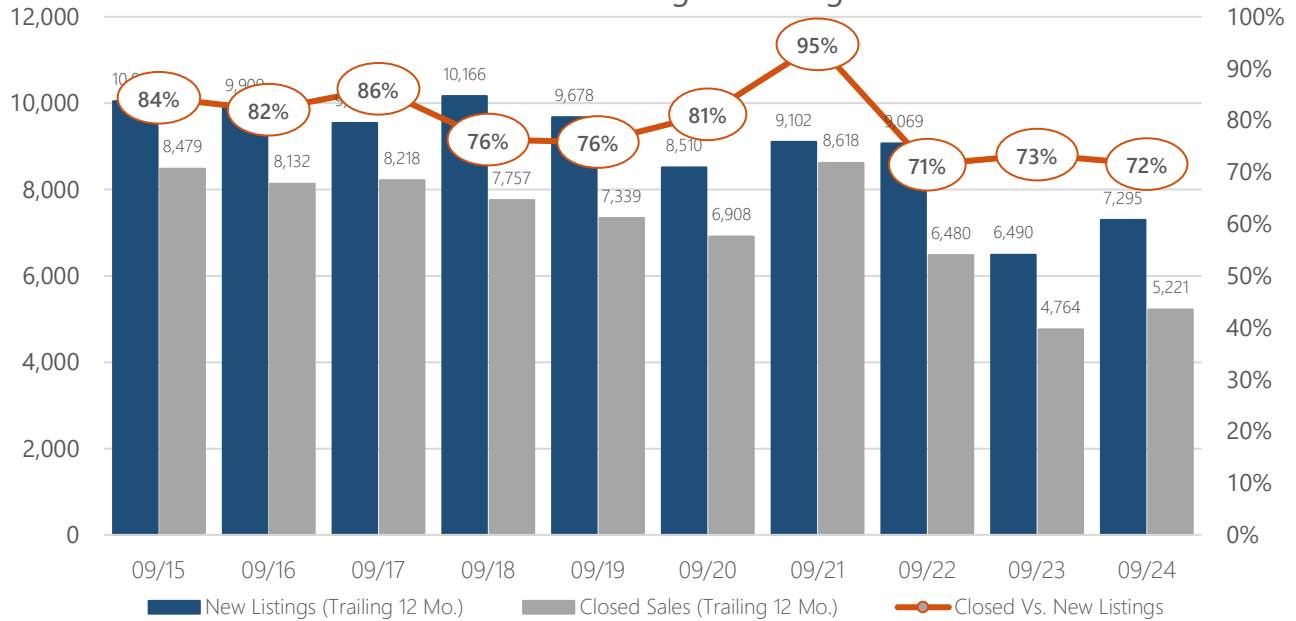
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income 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)

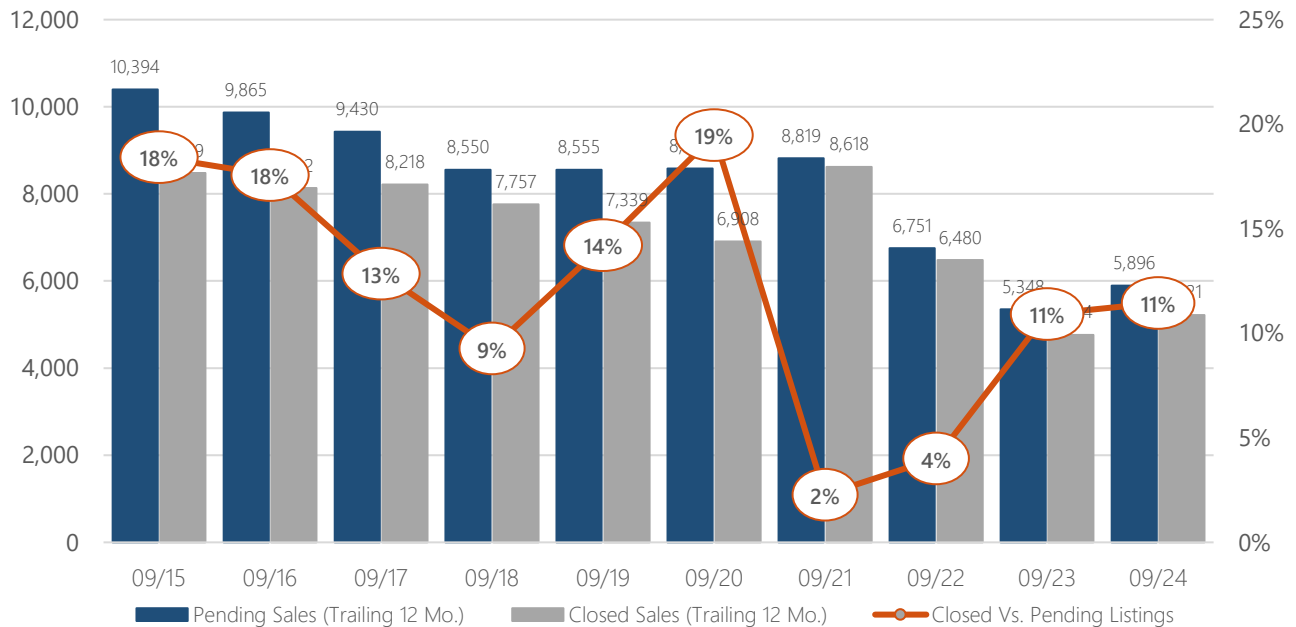
RESIDENTIAL ONLY

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

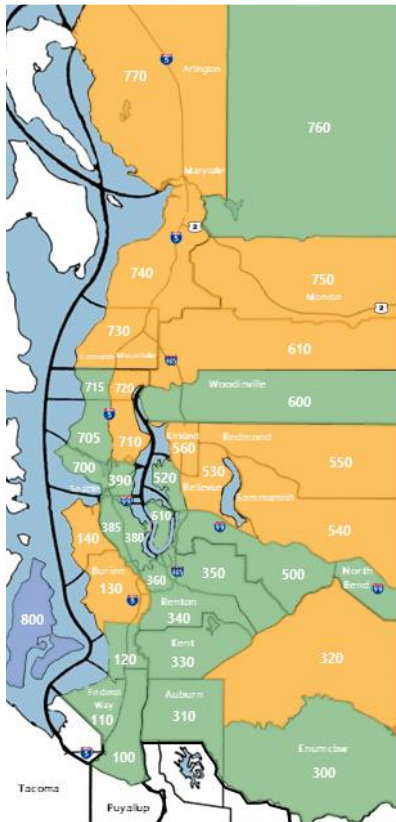


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	2.9	1.6	1.5	530	1.4	1.3	1.1
110	2.2	1.3	1.4	540	1.9	1.4	1.3
120	2.2	1.5	2.0	550	1.6	1.5	1.3
130	1.6	1.7	1.7	560	1.5	2.0	1.7
140	1.9	1.3	1.6	600	2.1	1.6	1.6
300	3.2	1.4	1.9	610	1.4	1.4	1.3
310	2.1	1.2	1.5	700	2.1	2.1	2.1
320	1.8	2.1	1.7	701	0.0	0.0	0.0
330	2.0	1.2	1.8	705	2.0	1.8	1.6
340	2.3	1.2	1.8	710	1.9	1.5	1.6
350	2.0	1.1	1.4	715	2.4	1.5	1.5
360	2.7	0.8	1.8	720	1.8	1.3	1.4
380	2.0	2.7	2.2	730	1.2	1.0	1.2
385	2.1	2.3	3.2	740	1.7	1.3	1.3
390	2.5	2.4	2.3	750	2.0	1.3	1.7
500	2.0	1.6	1.2	760	2.4	1.7	1.9
510	2.9	1.2	2.1	770	1.9	1.4	1.3
520	3.3	2.7	3.7	800	4.3	1.3	4.4

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

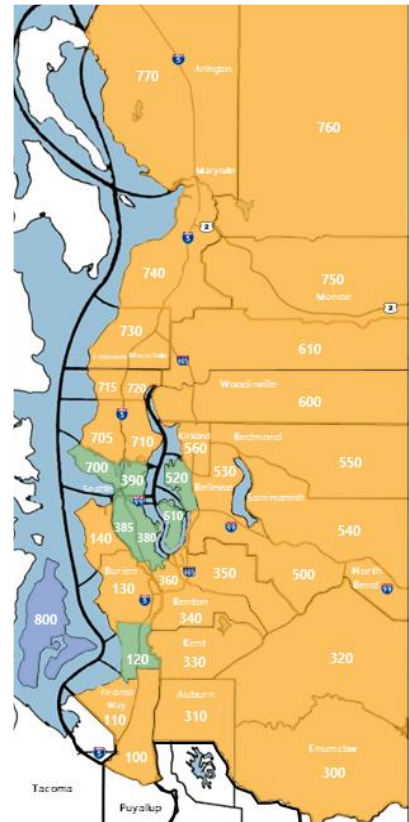
2 YEARS AGO



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

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	1.5	1.6	-0.1	-5%
Active Listings at End of Month	813	737	76	10%
Pending Sales MTD	545	469	76	16%
Pending Sales (Trailing 12 Months)	5,896	5,348	548	10%
Closed Sales MTD	434	418	16	4%
Closed Sales (Trailing 12 Months)	5,221	4,764	457	10%
Closed Sales Price (Median)	\$1,527,500	\$1,427,500	\$100,000	7%
30-Year-Fixed-Rate Mortgage Rate	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$9,336	\$9,690	-\$354	-4%

Condominium

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	2.5	1.5	1.0	69%
Active Listings at End of Month	470	244	226	93%
Pending Sales MTD	188	165	23	14%
Pending Sales (Trailing 12 Months)	2,159	1,908	251	13%
Closed Sales MTD	157	151	6	4%
Closed Sales (Trailing 12 Months)	1,806	1,675	131	8%
Closed Sales Price (Median)	\$690,000	\$620,000	\$70,000	11%
30-Year-Fixed-Rate Mortgage Rate	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$4,217	\$4,208	\$9	0%

Residential & Condominium

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	1.8	1.5	0.2	13%
Active Listings at End of Month	1,283	981	302	31%
Pending Sales MTD	733	634	99	16%
Pending Sales (Trailing 12 Months)	8,055	7,256	799	11%
Closed Sales MTD	591	569	22	4%
Closed Sales (Trailing 12 Months)	7,027	6,439	588	9%
Closed Sales Price (Median)	\$1,340,000	\$1,275,000	\$65,000	5%
30-Year-Fixed-Rate Mortgage Rates	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$8,190	\$8,655	-\$465	-5%

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				10%	574	AVG	-4%
	New Listings Taken in Month	340	549	687	786	1,012	806	764	742	729				15%	6,415	YTD	18%
	# of Pending Transactions	301	446	598	631	671	607	622	525	545				16%	4,946	YTD	11%
	Months Supply of Inventory	0.9	0.8	0.6	0.7	1.0	1.2	1.2	1.4	1.5				-5%	1.0	AVG	-14%
	# of Closed Sales	198	257	430	514	612	554	600	572	434				4%	4,171	YTD	13%
	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				7%	1,596,599	WA	12%
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-29%	596	AVG	-13%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	-13%	5,430	YTD	-30%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	-13%	4,462	YTD	-17%
	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	-18%	1.2	AVG	6%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	-22%	3,690	YTD	-22%
	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%	1,424,527	WA	-8%
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	266%	686	AVG	157%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	2%	7,812	YTD	3%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-27%	5,394	YTD	-24%
	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	401%	1.1	AVG	221%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-30%	4,723	YTD	-26%
	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	3%	1,551,028	WA	19%
2021	Active Listings (EOM)	219	224	216	309	239	288	350	278	282	185	100	55	-51%	267	AVG	-62%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	-8%	7,586	YTD	3%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	-24%	7,063	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	-35%	0.4	AVG	-63%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	-8%	6,365	YTD	22%
	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	26%	1,299,041	WA	31%
2020	# of Active Listings	517	519	682	782	825	819	818	739	575	473	316	188	-58%	697	A	-47%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	-12%	7,358	YTD	-16%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	40%	6,937	YTD	-2%
	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	-70%	1.0	A	-45%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	51%	5,209	T	-9%
	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	12%	987,974	WA	6%

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	T	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	-20%	1,328	AVG	31%
New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-17%	8,283	YTD	-6%
# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	8%	7,088	YTD	5%
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	-26%	1.7	AVG	26%
# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	-3%	5,704	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	4%	928,567	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	76%	1,016	AVG	39%
New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	7%	8,780	YTD	6%
# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-23%	6,758	YTD	-11%
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	128%	1.4	AVG	58%
# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-26%	5,704	YTD	-8%
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%	941,363	WA	10%
2017 Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-12%	729	AVG	-21%
New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	2%	8,276	YTD	-3%
# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-7%	7,560	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	-5%	0.9	AVG	-16%
# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	-1%	6,167	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	14%	856,820	WA	15%
2016 Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-5%	923	AVG	-16%
New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	12%	8,506	YTD	0%
# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	5%	7,995	YTD	-5%
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	-10%	1.0	AVG	-12%
# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-1%	6,253	YTD	-5%
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	10%	743,035	WA	13%
2015 Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-30%	1,093	AVG	-20%
New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-6%	8,545	YTD	-2%
# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	3%	8,427	YTD	6%
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	-32%	1.2	AVG	-24%
# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	6%	6,569	YTD	9%
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	12%	655,060	WA	7%
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	1%	1,368	AVG	4%
New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	3%	8,724	YTD	0%
# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	5%	7,919	YTD	-4%
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	-4%	1.6	AVG	8%
# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-3%	6,012	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	6%	610,163	WA	10%

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				0
\$250,000 to \$499,999	1	0	1	0	4	2	1	4	2				15
\$500,000 to \$749,999	10	13	17	11	13	10	16	15	12				117
\$750,000 to \$999,999	32	27	39	52	48	51	58	68	41				416
\$1,000,000 to \$1,499,999	61	89	106	132	157	165	166	173	143				1,192
\$1,500,000 to \$2,499,999	57	80	173	222	280	224	256	220	164				1,676
\$2,500,000 and above	36	48	94	96	108	93	102	85	68				730
Grand Total	197	257	430	513	610	545	599	565	430				4,146

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	2
\$250,000 to \$499,999	1	5	2	2	4	7	1	5	1	1	1	2	28
\$500,000 to \$749,999	15	23	19	24	15	21	25	15	15	20	25	19	172
\$750,000 to \$999,999	40	48	53	56	62	69	52	70	52	56	50	53	502
\$1,000,000 to \$1,499,999	55	84	138	123	165	208	142	187	151	148	111	82	1,253
\$1,500,000 to \$2,499,999	53	75	129	126	162	203	169	180	138	119	108	96	1,235
\$2,500,000 and above	20	34	46	62	53	67	56	69	56	66	47	42	463
Grand Total	184	269	388	393	462	575	445	526	413	411	342	294	3,655

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				-100%
\$250,000 to \$499,999	0%	-100%	-50%	-100%	0%	-71%	0%	-20%	100%				-46%
\$500,000 to \$749,999	-33%	-43%	-11%	-54%	-13%	-52%	-36%	0%	-20%				-32%
\$750,000 to \$999,999	-20%	-44%	-26%	-7%	-23%	-26%	12%	-3%	-21%				-17%
\$1,000,000 to \$1,499,999	11%	6%	-23%	7%	-5%	-21%	17%	-7%	-5%				-5%
\$1,500,000 to \$2,499,999	8%	7%	34%	76%	73%	10%	51%	22%	19%				36%
\$2,500,000 and above	80%	41%	104%	55%	104%	39%	82%	23%	21%				58%
Grand Total	7%	-4%	11%	31%	32%	-5%	35%	7%	4%				13%