

DECEMBER 2024 – Seattle TALKING POINTS

Based on Residential only reports

Happy New Year! Let the Rush Begin!

As the holidays wind down, both buyers and sellers gear up for action. Here's what to expect as the market picks up speed:

Market Dynamics and Seasonality

- Buyers: They're ready to make offers as soon as they find the right property.
- Sellers: Typically, it takes 3-6 months to prepare a home for listing.
- Seasonal Trends: Early in the year, demand often outpaces supply, driving prices upward. However, as more sellers list their properties, supply increases, and prices stabilize.
 - March: Historically, the lowest months' supply of inventory.
 - June: New listings hit their annual peak.
 - September: Active inventory levels are at their highest.
 - Prices: From December to April, prices generally experience notable growth.

December 2024: Insights and Implications

- Caution: December active listings (EOM) 536 is 24% higher than December 10-year average of 433.
- Normal / balanced market:
 - Months of inventory has been steady, and slightly dropping since July.
 - July 2.0, Aug 2.0, Sept 1.9, Oct 1.8, Nov 1.8, Dec 1.8
 - Month v Month median closed sales price appreciation for last six months is moderate.

MONTH	APPRECIATION
Dec 23 - Dec 24	6%
Nov 23 - Nov 24	3%
Oct 23 - Oct 24	8%
Sept 23 - Sept 24	1%
Aug 23 - Aug 24	3%
July 23 - July 24	8%
Average for last 6 months	4.8%

What to Watch in 2025

The market's trajectory hinges on supply, with new listings serving as a critical leading indicator, if:

- **More Listings Than 2024:** Expect increased sales activity (pending and closed transactions) but slower price appreciation compared to prior trends.

or

- **Fewer Listings Than 2024:** Brace for fewer sales and sharper price appreciation as demand outstrips supply.

The table below highlights key historical trends to guide your expectations for the months ahead.

Repeating comment from [October 2023](#) and [September 2024 Talking Points](#) updating with December figures.

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

Year	Jan 1st *	April	Difference	% Increase
2025	\$898,900 (December 2024 Median Price)	\$1,006,768 (projected at 12% appreciation)	\$107,868 or \$26,967 per month	12% (projected)
2024	\$850,000	\$997,900	\$147,900	17%
2023	\$879,975	\$886,000	6,025	1%
2022	\$839,000	\$1,019,950	\$180,950	22%
2021	\$799,950	\$815,000	\$75,050	9%
2020	\$727,000	\$815,000	\$88,000	12%
Average	For the Last	Five Years	\$99,585	12%

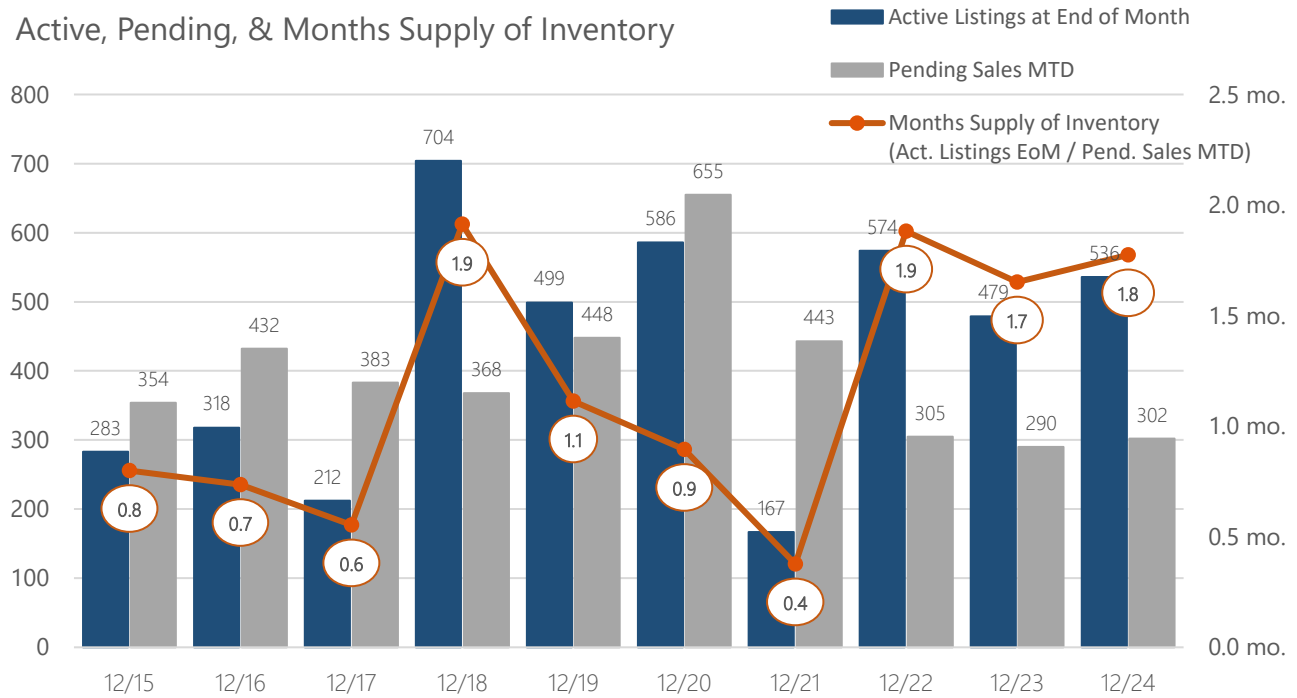
*December Median Closed Sales Price

- 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.

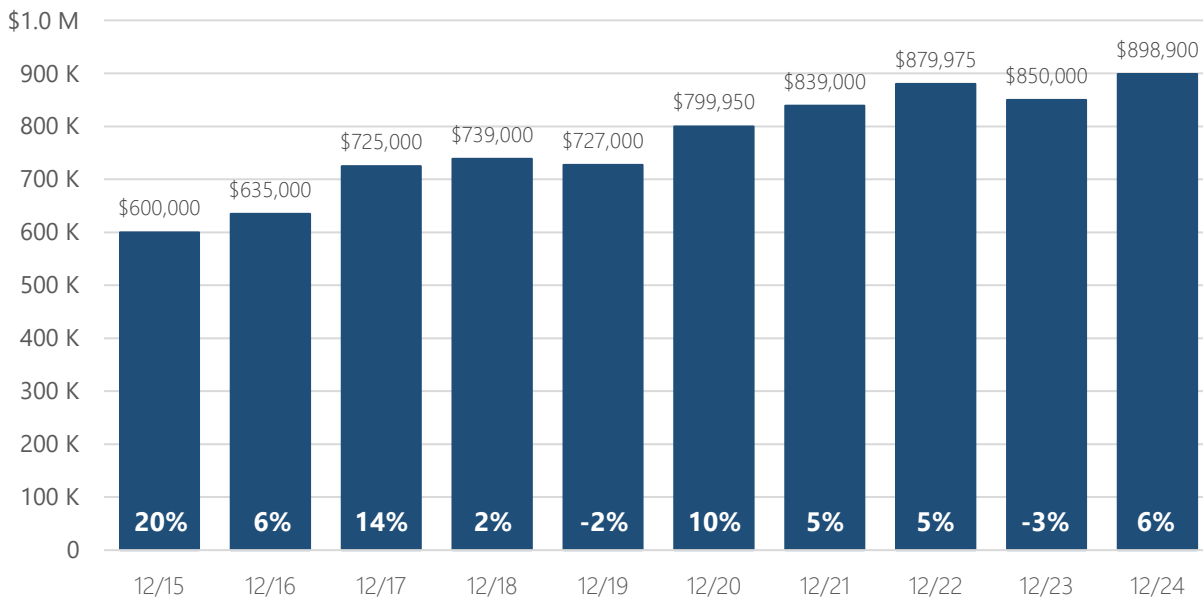
Seattle (All Areas)

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Active, Pending, & Months Supply of Inventory



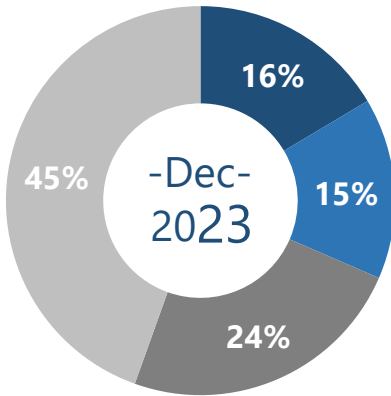
Median Closed Sales Price For Current Month Sold Properties



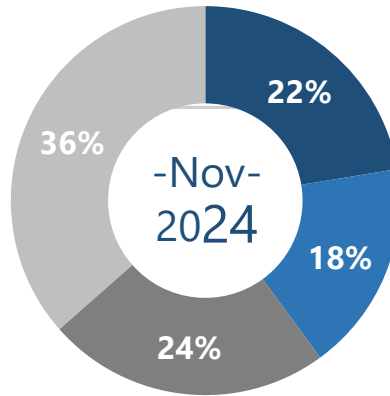
Seattle (All Areas)

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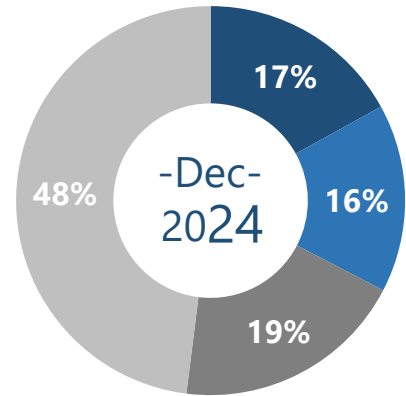
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

DECEMBER 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	14	30	88
NUMBER OF SALES IN MONTH	▶	64	59	73	181
MEDIAN % FROM ORIGINAL LIST PRICE	▶	5%	0%	-3%	N/A

Seattle (All Areas)

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Sales Price to List Price
based on Market Time

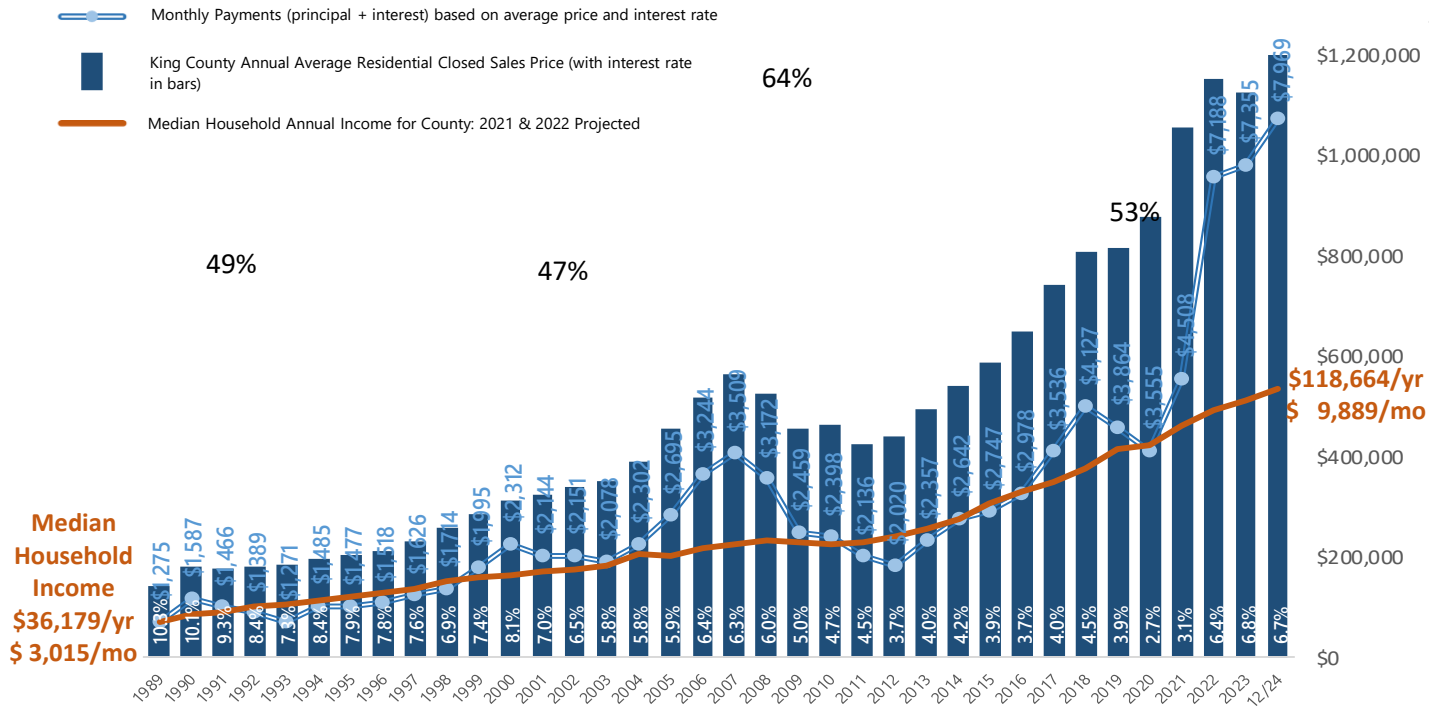
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	154	40.8%
15 - 30	98.0%	99.1%	60	15.9%
31 - 60	96.1%	98.0%	73	19.4%
61 - 90	93.8%	97.7%	45	11.9%
90+	90.9%	97.2%	45	11.9%
Totals			377	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2024	\$898,900	6.72%	\$5,812
December, 2023	\$850,000	6.82%	\$5,553
	\$48,900	-0.10%	\$260 Per Month
			\$3,116 Per Year

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

Monthly Payments Compared to Income Trendline King County



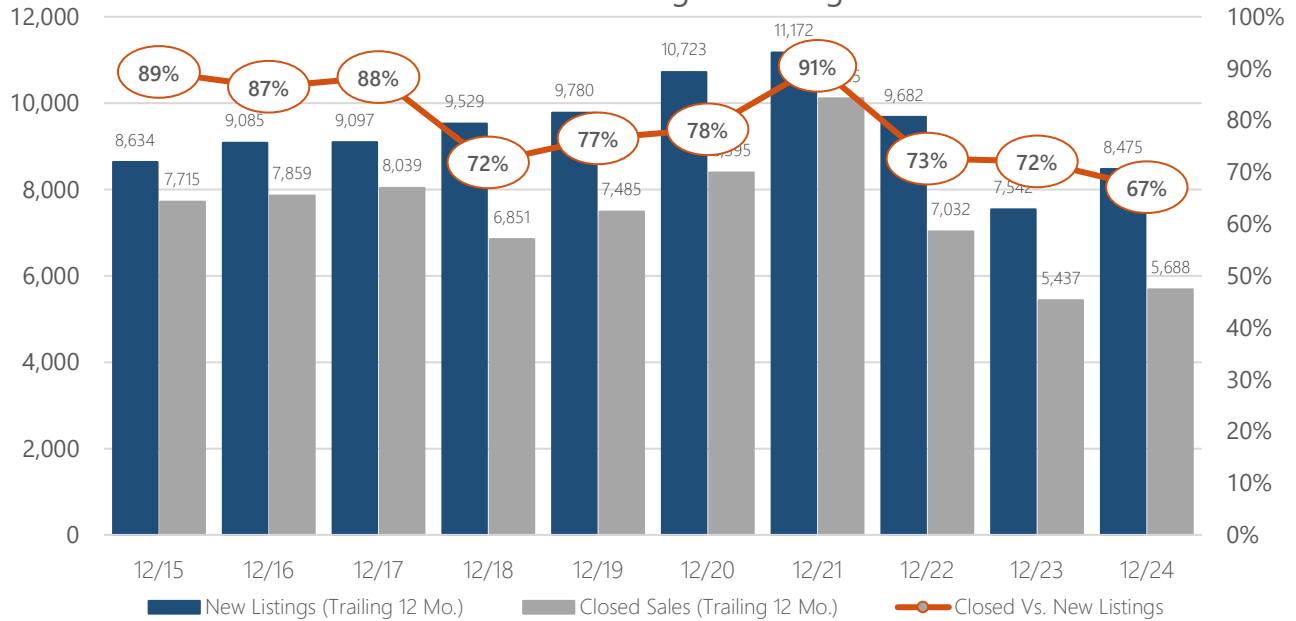
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

Seattle (All Areas)

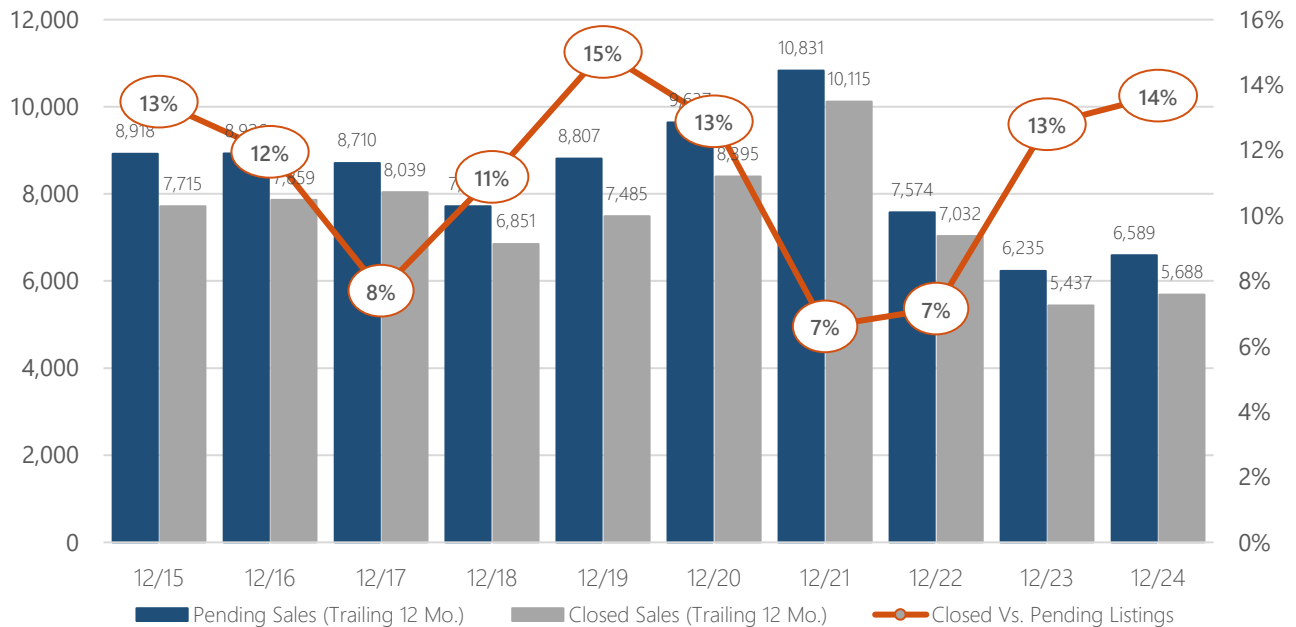
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What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

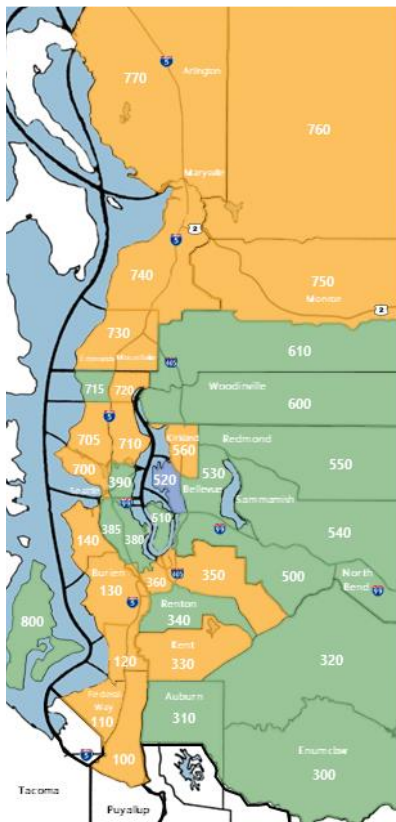


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	1.5	1.3	1.0	530	2.1	1.2	1.0
110	1.4	1.2	1.6	540	2.7	1.0	1.0
120	1.6	1.4	1.4	550	3.0	0.9	2.6
130	1.9	1.1	1.2	560	1.6	2.0	1.7
140	1.3	1.7	1.6	600	2.1	0.9	1.7
300	2.6	1.4	2.2	610	2.1	0.5	1.3
310	2.1	1.2	1.8	700	1.7	1.8	1.6
320	2.5	1.2	1.4	701	0.0	0.0	0.0
330	1.8	1.2	1.3	705	1.6	1.1	2.1
340	2.1	1.0	0.6	710	1.8	2.0	1.4
350	1.4	1.1	0.9	715	2.3	0.7	1.4
360	1.6	1.8	1.9	720	1.9	0.9	1.3
380	3.9	2.2	1.6	730	1.8	0.6	0.9
385	2.5	2.1	2.0	740	1.8	0.7	1.0
390	3.1	2.2	2.0	750	1.5	1.0	1.4
500	2.7	1.5	1.3	760	1.7	1.2	2.2
510	3.2	1.3	4.3	770	1.8	0.9	1.1
520	10.5	4.4	2.8	800	3.7	4.0	4.0

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

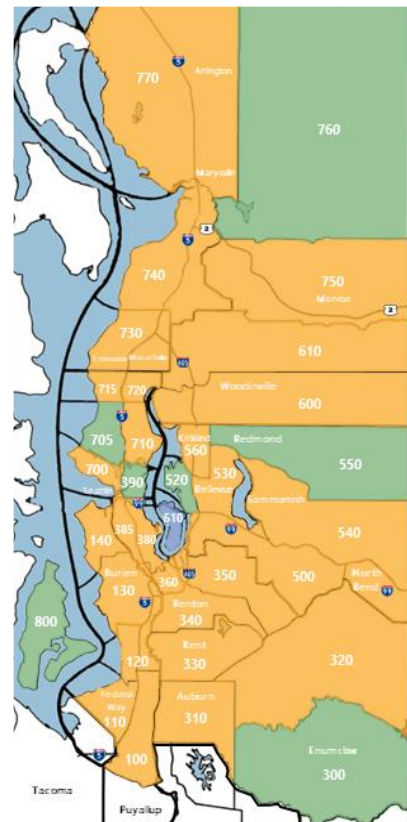
2 YEARS AGO



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.

Seattle (All Areas) Statistics To Know

Residential

	December, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	1.8	1.7	0.1	7%
Active Listings at End of Month	536	479	57	12%
Pending Sales MTD	302	290	12	4%
Pending Sales (Trailing 12 Months)	6,589	6,235	354	6%
Closed Sales MTD	378	297	81	27%
Closed Sales (Trailing 12 Months)	5,688	5,437	251	5%
Closed Sales Price (Median)	\$898,900	\$850,000	\$48,900	6%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$5,812	\$5,553	\$260	5%

Condominium

	December, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	3.5	2.5	0.9	37%
Active Listings at End of Month	531	377	154	41%
Pending Sales MTD	153	149	4	3%
Pending Sales (Trailing 12 Months)	2,604	2,579	25	1%
Closed Sales MTD	178	140	38	27%
Closed Sales (Trailing 12 Months)	2,245	2,134	111	5%
Closed Sales Price (Median)	\$550,000	\$585,000	-\$35,000	-6%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$3,556	\$3,822	-\$265	-7%

Residential & Condominium

	December, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	2.3	1.9	0.4	20%
Active Listings at End of Month	1,067	856	211	25%
Pending Sales MTD	455	439	16	4%
Pending Sales (Trailing 12 Months)	9,193	8,814	379	4%
Closed Sales MTD	556	437	119	27%
Closed Sales (Trailing 12 Months)	7,933	7,571	362	5%
Closed Sales Price (Median)	\$827,475	\$765,000	\$62,475	8%
30-Year-Fixed-Rate Mortgage Rates	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$5,350	\$4,997	\$353	7%

Seattle (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)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	12%	835	AVG	18%
	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	14%	8,475	YTD	12%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	4%	6,589	YTD	6%
	Months Supply of Inventory	1.0	1.1	1.1	0.9	1.5	1.7	2.0	2.0	1.9	1.8	1.8	1.8	7%	1.5	AVG	9%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	27%	5,688	YTD	5%
	Median Closed Price	869,000	927,450	925,000	997,900	965,000	957,000	972,500	930,000	938,006	972,500	968,000	898,900	6%	944,696	WA	6%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-17%	708	AVG	6%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-5%	7,542	YTD	-22%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-5%	6,235	YTD	-18%
	Months Supply of Inventory	1.3	1.1	1.1	1.1	1.0	1.3	1.3	1.4	1.9	1.8	1.9	1.7	-12%	1.4	AVG	19%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-25%	5,437	YTD	-23%
	Median Closed Price	803,750	825,000	869,975	886,000	905,125	930,000	899,950	899,000	926,250	900,000	944,000	850,000	-3%	888,456	WA	-6%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	244%	669	AVG	26%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-29%	9,682	YTD	-13%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-31%	7,574	YTD	-30%
	Months Supply of Inventory	0.4	0.4	0.3	0.6	0.6	1.2	1.6	1.4	2.1	2.0	2.0	1.9	399%	1.2	AVG	104%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-43%	7,032	YTD	-30%
	Median Closed Price	790,000	925,000	970,000	1,019,950	1,025,500	1,000,000	954,500	927,000	900,000	950,000	905,000	879,975	5%	941,489	WA	10%
2021	Active Listings (EOM)	548	474	498	613	556	667	720	604	650	561	315	167	-72%	531	AVG	-34%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	-35%	11,172	YTD	4%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	-32%	10,831	YTD	12%
	Months Supply of Inventory	0.8	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.7	0.6	0.4	0.4	-58%	0.6	AVG	-42%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	-10%	10,115	YTD	20%
	Median Closed Price	791,471	798,000	825,000	875,000	919,000	890,444	896,500	875,000	850,000	850,000	850,000	839,000	5%	856,549	WA	8%
2020	# of Active Listings	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	17%	804	A	-22%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	116%	10,723	YTD	13%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	46%	9,637	YTD	9%
	Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-20%	1.0	A	-28%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	34%	8,395	T	12%
	Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000	800,000	820,000	799,950	10%	792,261	WA	5%

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

Seattle (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)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	-29%	1,032	AVG	32%
New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	20%	9,780	YTD	3%
# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	22%	8,807	YTD	14%
Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	-42%	1.4	AVG	11%
# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	23%	7,485	YTD	9%
Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-2%	751,945	WA	-4%
2018 Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	232%	782	AVG	67%
New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	-15%	9,529	YTD	5%
# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-4%	7,714	YTD	-11%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	246%	1.3	AVG	94%
# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-22%	6,851	YTD	-15%
Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	2%	784,841	WA	9%
2017 Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-33%	468	AVG	-17%
New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	-10%	9,097	YTD	0%
# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-11%	8,710	YTD	-2%
Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-25%	0.6	AVG	-16%
# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-6%	8,039	YTD	2%
Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	14%	720,036	WA	13%
2016 Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	12%	560	AVG	3%
New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	9%	9,085	YTD	5%
# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	22%	8,926	YTD	0%
Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	-8%	0.8	AVG	2%
# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	5%	7,859	YTD	2%
Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	6%	635,999	WA	13%
2015 Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-44%	542	AVG	-33%
New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-1%	8,634	YTD	-5%
# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	-16%	8,918	YTD	2%
Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-34%	0.7	AVG	-34%
# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	3%	7,715	YTD	5%
Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	20%	562,385	WA	14%
2014 Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-17%	810	AVG	-9%
New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	0%	9,077	YTD	-1%
# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	0%	8,707	YTD	-2%
Months Supply of Inventory	1.2	1.1	0.9	0.9	1.0	1.0	1.2	1.2	1.4	1.2	1.2	1.2	-17%	1.1	AVG	-7%
# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	15%	7,369	YTD	0%
Median Closed Price	459,950	460,000	450,000	479,000	490,000	499,000	543,500	499,950	517,000	515,000	498,950	500,000	11%	494,051	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

Seattle (All Areas)
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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)	463	477	541	634	714	811	861	826	976	884	668	433	691	AVG
% of 12 Month Avg.	67%	69%	78%	92%	103%	117%	125%	120%	141%	128%	97%	63%		
New Listings Taken in Month	553	621	898	917	1,044	1,062	929	830	1,010	788	491	289	9,432	T
% of 12 Month Avg.	70%	79%	114%	117%	133%	135%	118%	106%	128%	100%	62%	37%		
# of Pending Transactions	514	602	804	797	913	884	797	780	763	747	594	410	8,606	T
% of 12 Month Avg.	72%	84%	112%	111%	127%	123%	111%	109%	106%	104%	83%	57%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	0.9	1.1	1.1	1.3	1.2	1.1	1.1	1.0	AVG
% of 12 Month Avg.	93%	82%	69%	82%	81%	95%	111%	109%	132%	122%	116%	109%		
# of Closed Units	391	431	606	657	747	802	774	728	650	687	593	564	7,630	T
% of 12 Month Avg.	61%	68%	95%	103%	118%	126%	122%	115%	102%	108%	93%	89%		
Median Closed Price	680,537	709,043	735,198	756,220	764,975	770,444	763,345	747,595	746,425	745,500	746,730	729,493	741,292	AVG
% of 12 Month Avg.	92%	96%	99%	102%	103%	104%	103%	101%	101%	101%	101%	98%		

Seattle (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	2	0	1	0	0	0	0	0	0	0	0	0	3
\$250,000 to \$499,999	5	8	8	3	11	6	8	8	6	11	15	7	96
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	1,223
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	1,799
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	1,523
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	750
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	236
Grand Total	231	423	478	527	672	499	552	443	400	595	433	377	5,630

2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	1	0	0	1	0	0	1	0	3
\$250,000 to \$499,999	9	10	15	10	8	11	9	9	10	7	7	5	110
\$500,000 to \$749,999	84	137	154	144	166	140	136	127	112	114	89	92	1,495
\$750,000 to \$999,999	89	139	134	158	172	201	153	165	116	136	103	104	1,670
\$1,000,000 to \$1,499,999	62	77	109	118	158	159	120	128	108	120	100	56	1,315
\$1,500,000 to \$2,499,999	16	21	60	63	74	78	65	59	54	48	49	30	617
\$2,500,000 and above	3	7	21	22	17	25	18	21	12	9	12	5	172
Grand Total	263	391	493	515	596	614	501	510	412	434	361	292	5,382

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	N/A	N/A	-100%	N/A	N/A	-100%	N/A	N/A	-100%	N/A	0%
\$250,000 to \$499,999	-44%	-20%	-47%	-70%	37%	-45%	-11%	-11%	-40%	57%	114%	40%	-13%
\$500,000 to \$749,999	-17%	-35%	-20%	-25%	-27%	-26%	-18%	-29%	-12%	3%	3%	8%	-18%
\$750,000 to \$999,999	-19%	4%	10%	-3%	34%	-16%	16%	-8%	3%	37%	20%	18%	8%
\$1,000,000 to \$1,499,999	-13%	49%	4%	31%	17%	-13%	23%	-9%	-6%	52%	28%	57%	16%
\$1,500,000 to \$2,499,999	44%	129%	5%	37%	28%	-21%	22%	3%	-6%	67%	16%	50%	22%
\$2,500,000 and above	67%	157%	5%	-5%	76%	-16%	56%	-19%	92%	111%	42%	200%	37%
Grand Total	-12%	8%	-3%	2%	13%	-19%	10%	-13%	-3%	37%	20%	29%	5%