

Monthly Indicators



SAN FRANCISCO
ASSOCIATION of REALTORS®

April 2016

The housing market is being predictable, and that's a good thing. At the beginning of the year, it was anticipated that the prevailing trends of the past year would continue into and through 2016, and that has largely been the case. The number of homes for sale has generally remained lower compared to a year ago, and prices have been steadily rising in desirable communities where homes show well.

New Listings were down 2.4 percent for single family homes and 10.2 percent for Condo/TIC/Coop properties. Pending Sales decreased 8.0 percent for single family homes and 14.6 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 7.1 percent to \$1,400,000 for single family homes and 6.6 percent to \$1,149,000 for Condo/TIC/Coop properties. Months Supply of Inventory increased 16.7 percent for single family units and 36.8 percent for Condo/TIC/Coop units.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

Monthly Snapshot

+ 7.1%

+ 6.6%

+ 5.8%

One-Year Change in
Median Sales Price
Single Family

One-Year Change in
Median Sales Price
Condo/TIC/Coop

One-Year Change in
Median Sales Price
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 by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		251	245	- 2.4%	939	890	- 5.2%
Pending Sales		226	208	- 8.0%	705	627	- 11.1%
Sold Listings		218	198	- 9.2%	646	561	- 13.2%
Median Sales Price		\$1,307,500	\$1,400,000	+ 7.1%	\$1,209,000	\$1,350,000	+ 11.7%
Avg. Sales Price		\$1,765,744	\$1,794,963	+ 1.7%	\$1,634,882	\$1,719,533	+ 5.2%
Days on Market		23	32	+ 39.1%	27	31	+ 14.8%
Active Listings		359	394	+ 9.7%	--	--	--
% of Properties Sold Over List Price		83.5%	76.8%	- 8.0%	78.0%	78.6%	+ 0.8%
% of List Price Received		116.8%	113.8%	- 2.6%	113.9%	113.3%	- 0.5%
Affordability Ratio		38	37	- 2.6%	41	39	- 4.9%
Months Supply		1.8	2.1	+ 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		354	318	- 10.2%	1,249	1,282	+ 2.6%
Pending Sales		280	239	- 14.6%	933	834	- 10.6%
Sold Listings		288	215	- 25.3%	871	775	- 11.0%
Median Sales Price		\$1,077,500	\$1,149,000	+ 6.6%	\$1,060,000	\$1,100,000	+ 3.8%
Avg. Sales Price		\$1,317,148	\$1,367,048	+ 3.8%	\$1,250,723	\$1,262,021	+ 0.9%
Days on Market		31	38	+ 22.6%	33	36	+ 9.1%
Active Listings		495	608	+ 22.8%	--	--	--
% of Properties Sold Over List Price		71.2%	60.9%	- 14.5%	67.0%	61.3%	- 8.5%
% of List Price Received		109.3%	105.3%	- 3.7%	108.4%	105.5%	- 2.7%
Affordability Ratio		53	53	0.0%	54	56	+ 3.7%
Months Supply		1.9	2.6	+ 36.8%	--	--	--

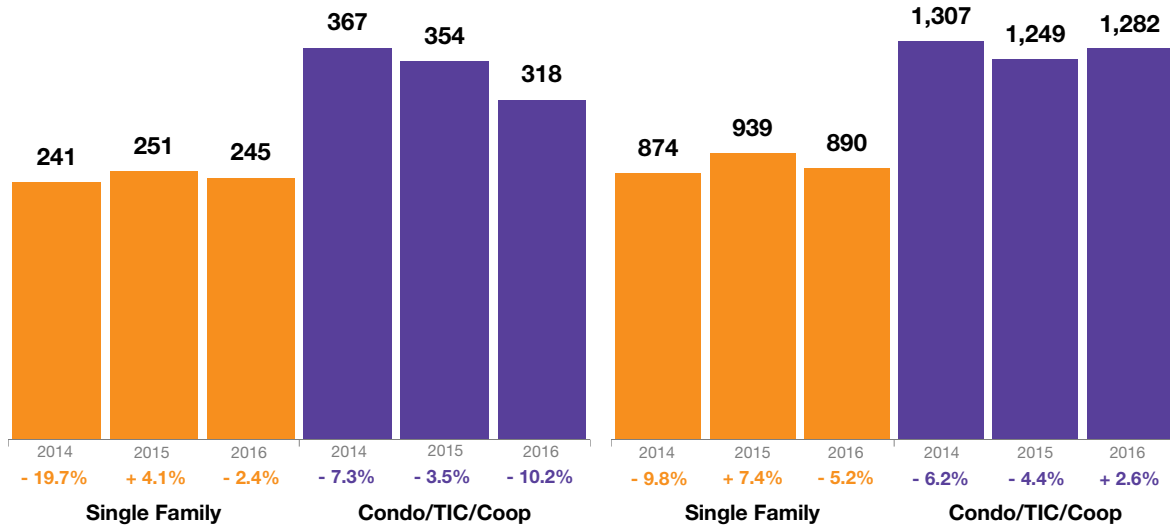
New Listings

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



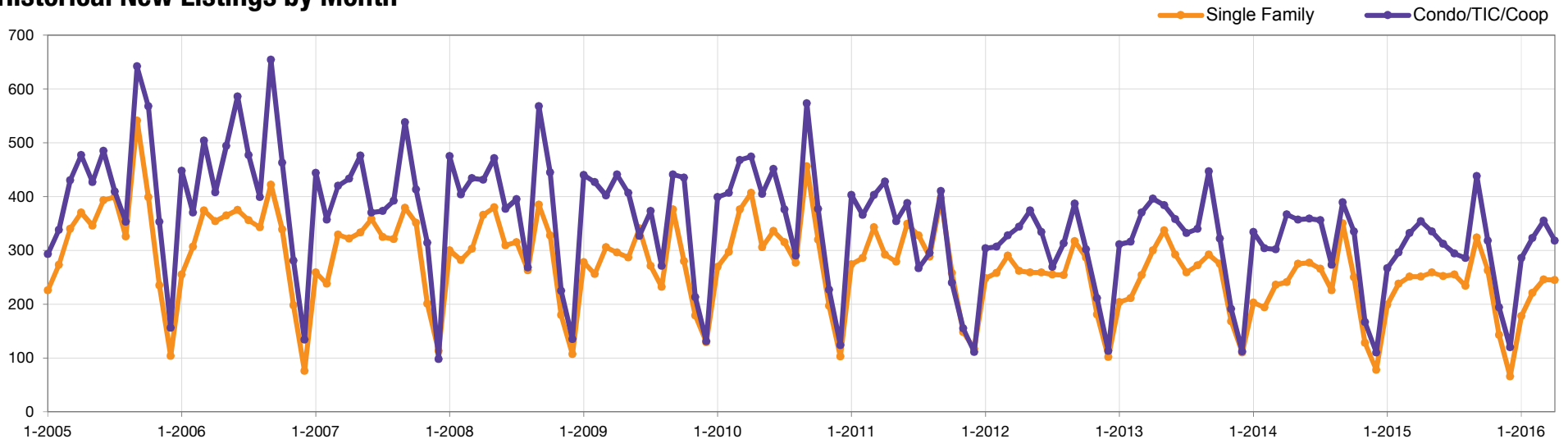
April

Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	259	-5.8%	335	-6.2%
Jun-2015	252	-9.0%	312	-13.1%
Jul-2015	255	-4.1%	294	-17.4%
Aug-2015	234	+3.5%	286	+4.8%
Sep-2015	324	-7.4%	438	+12.6%
Oct-2015	263	+5.2%	318	-5.1%
Nov-2015	143	+11.7%	194	+16.2%
Dec-2015	66	-15.4%	120	+9.1%
Jan-2016	178	-10.6%	286	+7.1%
Feb-2016	221	-7.1%	323	+9.1%
Mar-2016	246	-2.0%	355	+6.9%
Apr-2016	245	-2.4%	318	-10.2%
12-Month Avg	224	-3.7%	298	-0.4%

Historical New Listings by Month



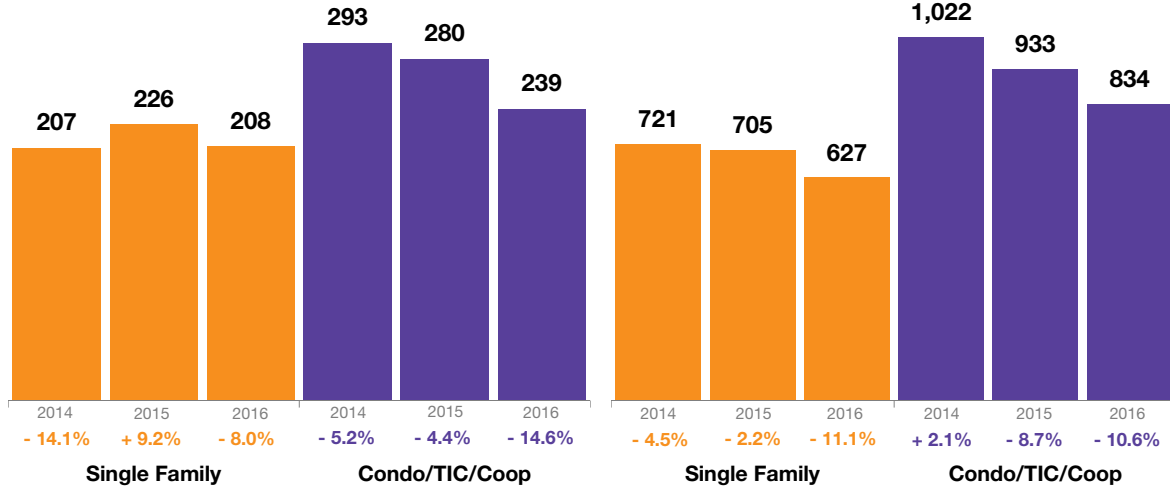
Pending Sales

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



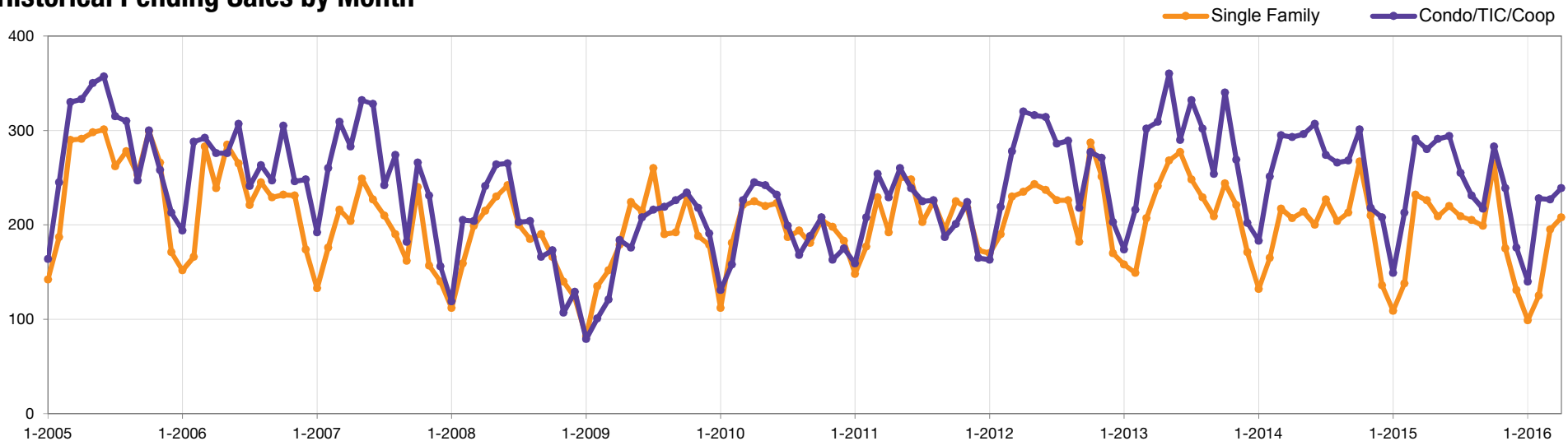
April

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	209	-2.3%	291	-1.7%
Jun-2015	220	+10.0%	294	-4.2%
Jul-2015	209	-7.9%	255	-6.9%
Aug-2015	205	+0.5%	231	-13.2%
Sep-2015	199	-6.6%	217	-19.0%
Oct-2015	265	-0.7%	283	-6.0%
Nov-2015	175	-16.7%	239	+9.6%
Dec-2015	131	-3.7%	176	-15.4%
Jan-2016	99	-9.2%	140	-6.0%
Feb-2016	125	-9.4%	228	+7.0%
Mar-2016	195	-15.9%	227	-22.0%
Apr-2016	208	-8.0%	239	-14.6%
12-Month Avg	187	-5.7%	235	-8.2%

Historical Pending Sales by Month



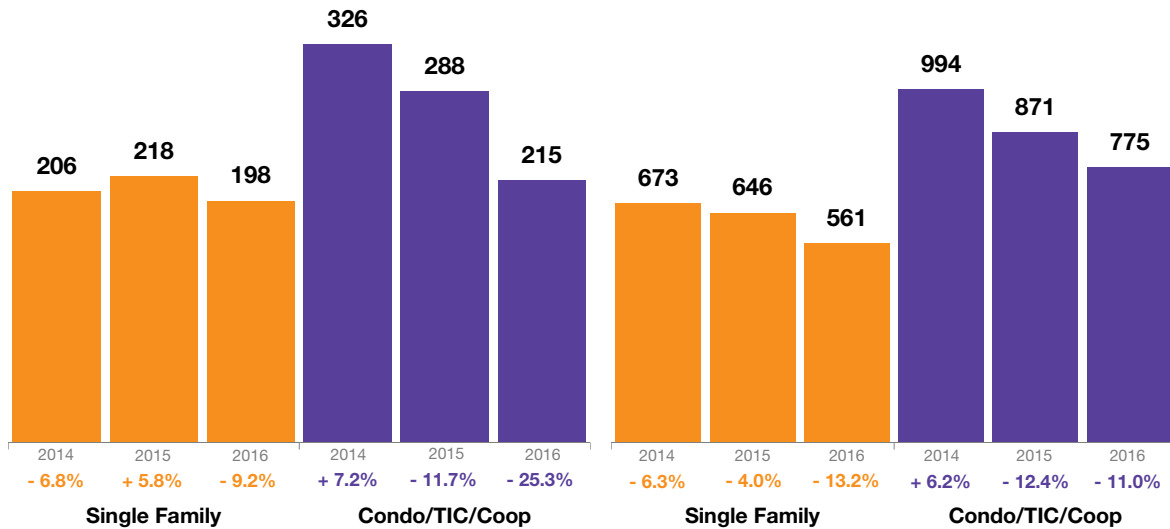
Sold Listings

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



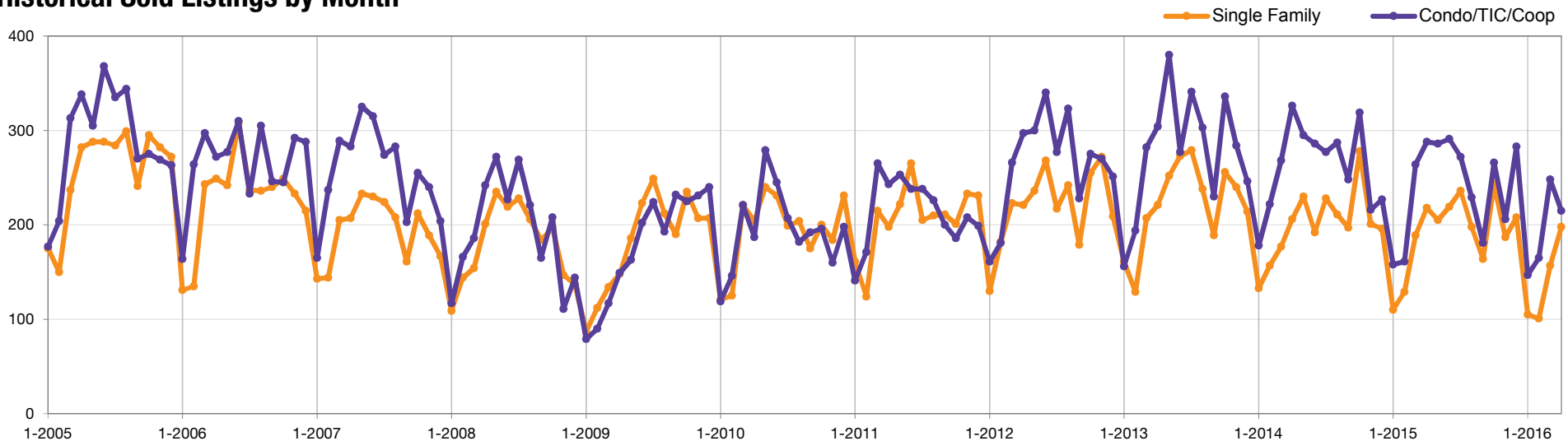
April

Year to Date



Sold Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	205	-10.9%	286	-3.1%
Jun-2015	219	+14.1%	291	+1.7%
Jul-2015	236	+3.5%	272	-1.8%
Aug-2015	198	-6.2%	229	-20.2%
Sep-2015	164	-16.8%	181	-27.0%
Oct-2015	243	-12.6%	266	-16.6%
Nov-2015	187	-7.0%	206	-4.6%
Dec-2015	208	+6.1%	283	+24.7%
Jan-2016	105	-4.5%	147	-7.0%
Feb-2016	101	-21.7%	165	+2.5%
Mar-2016	157	-16.9%	248	-6.1%
Apr-2016	198	-9.2%	215	-25.3%
12-Month Avg	185	-6.6%	232	-7.8%

Historical Sold Listings by Month



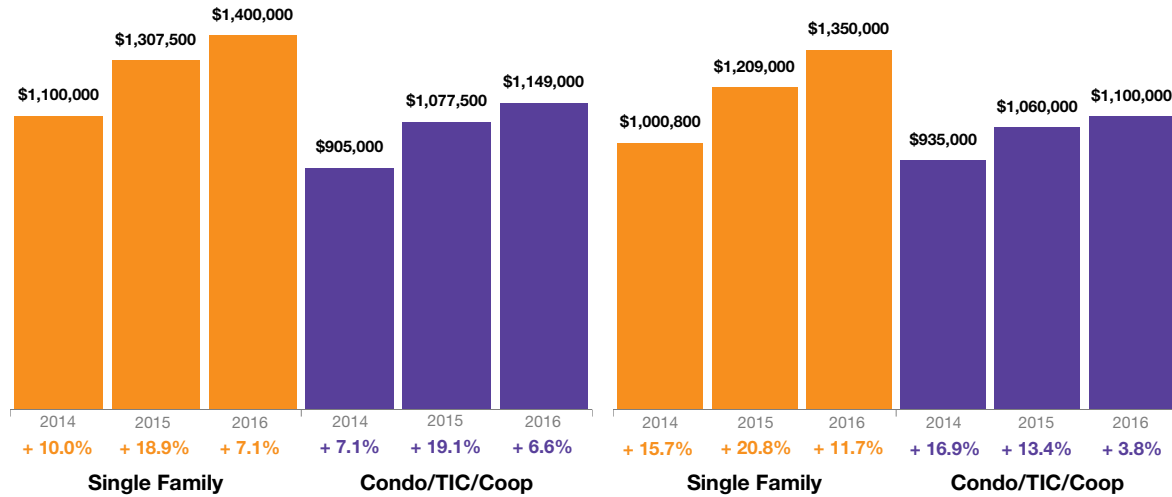
Median Sales Price



Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

April

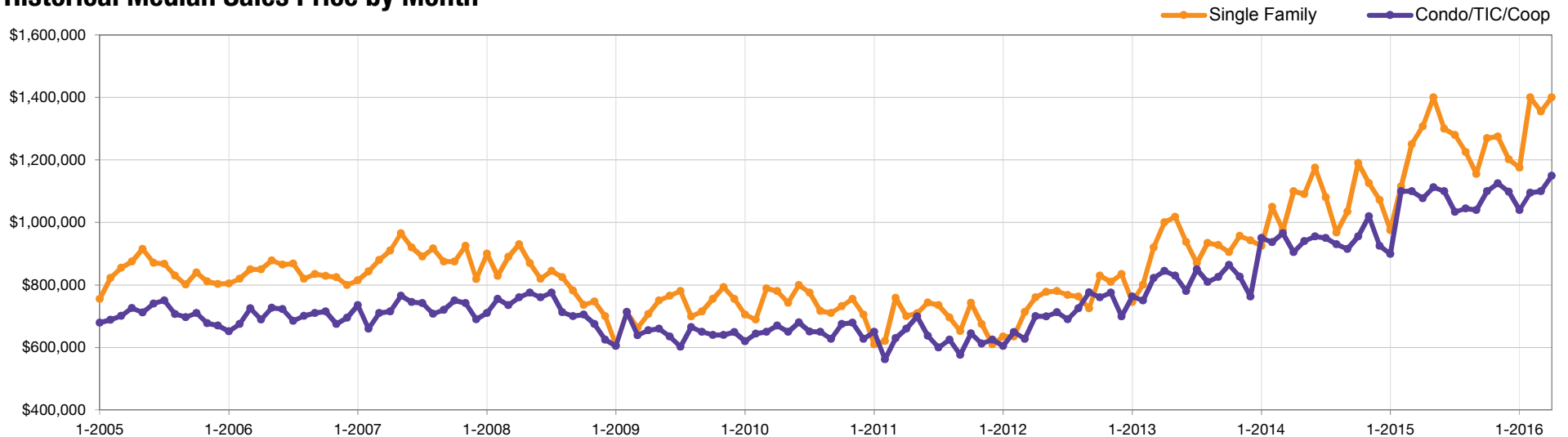
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	\$1,400,000	+28.4%	\$1,112,500	+18.4%
Jun-2015	\$1,300,000	+10.6%	\$1,100,000	+15.2%
Jul-2015	\$1,280,000	+18.4%	\$1,033,509	+8.8%
Aug-2015	\$1,225,444	+26.6%	\$1,045,000	+12.4%
Sep-2015	\$1,155,000	+11.6%	\$1,040,000	+13.7%
Oct-2015	\$1,270,000	+6.7%	\$1,100,000	+15.2%
Nov-2015	\$1,275,000	+13.2%	\$1,125,000	+10.3%
Dec-2015	\$1,201,500	+12.1%	\$1,098,000	+18.7%
Jan-2016	\$1,175,000	+20.5%	\$1,040,000	+15.6%
Feb-2016	\$1,400,000	+25.6%	\$1,095,000	-0.5%
Mar-2016	\$1,355,000	+8.4%	\$1,100,000	0.0%
Apr-2016	\$1,400,000	+7.1%	\$1,149,000	+6.6%
12-Month Avg*	\$1,280,000	+14.8%	\$1,100,000	+12.4%

* Median Sales Price for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month



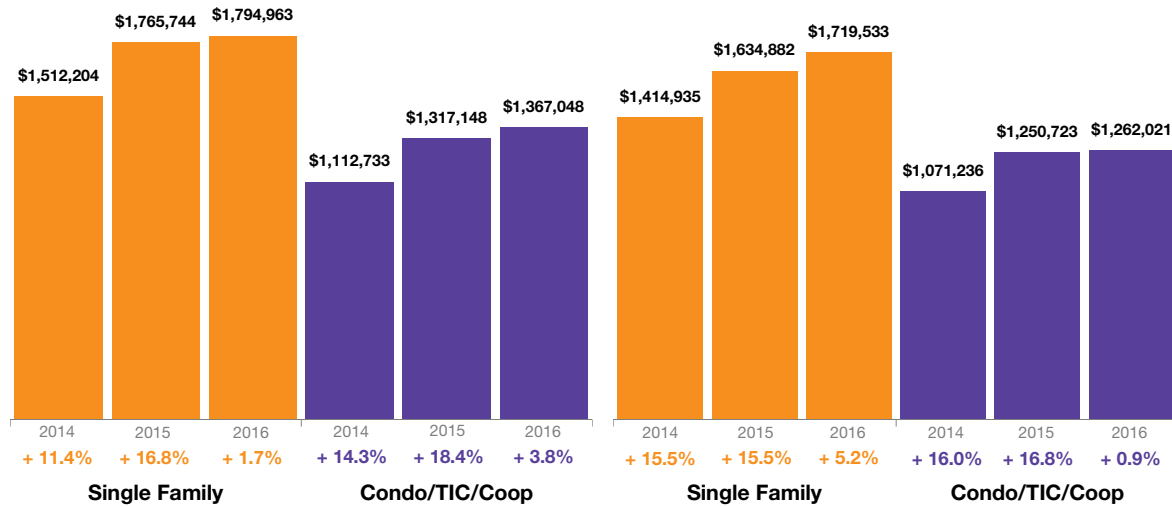
Average Sales Price

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



April

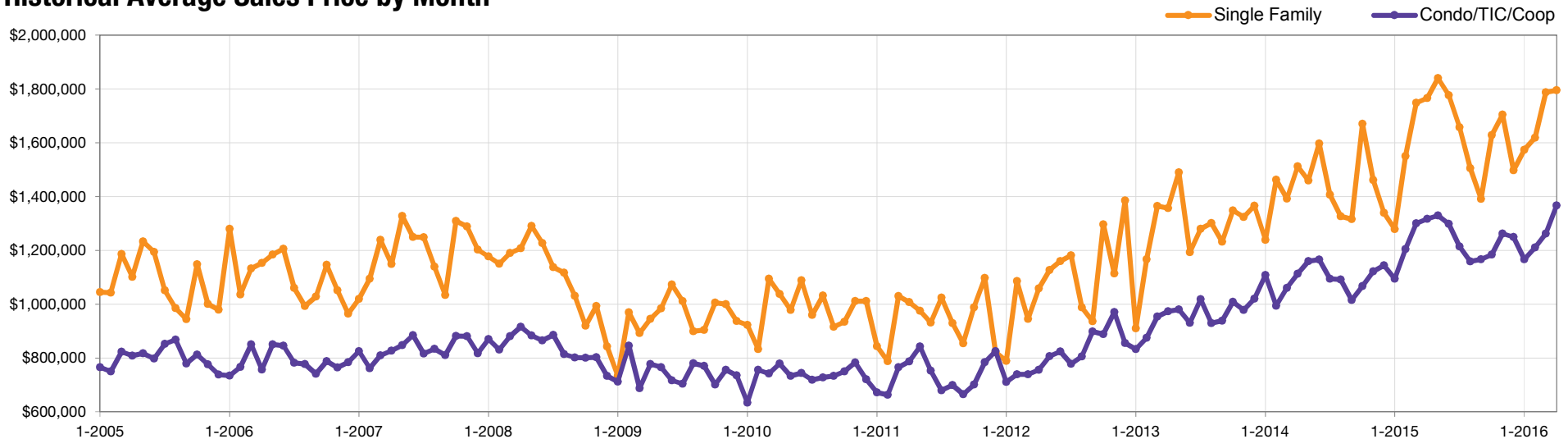
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	\$1,839,795	+26.1%	\$1,329,588	+14.6%
Jun-2015	\$1,776,727	+11.2%	\$1,298,673	+11.4%
Jul-2015	\$1,657,986	+17.9%	\$1,214,445	+11.0%
Aug-2015	\$1,505,629	+13.5%	\$1,159,211	+6.2%
Sep-2015	\$1,390,736	+5.6%	\$1,166,494	+14.9%
Oct-2015	\$1,627,981	-2.5%	\$1,184,400	+11.0%
Nov-2015	\$1,704,450	+16.7%	\$1,262,796	+12.6%
Dec-2015	\$1,497,221	+11.8%	\$1,249,856	+9.2%
Jan-2016	\$1,573,224	+23.0%	\$1,166,245	+6.6%
Feb-2016	\$1,618,843	+4.4%	\$1,210,302	+0.5%
Mar-2016	\$1,787,032	+2.2%	\$1,262,150	-2.9%
Apr-2016	\$1,794,963	+1.7%	\$1,367,048	+3.8%
12-Month Avg*	\$1,654,279	+10.0%	\$1,244,913	+8.4%

* Avg. Sales Price for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



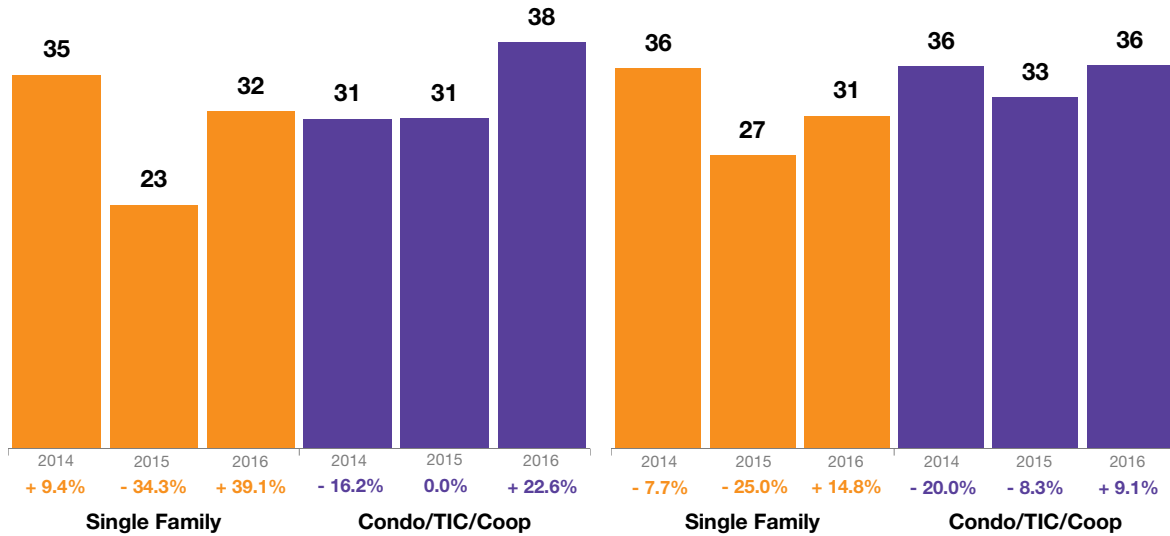
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



April

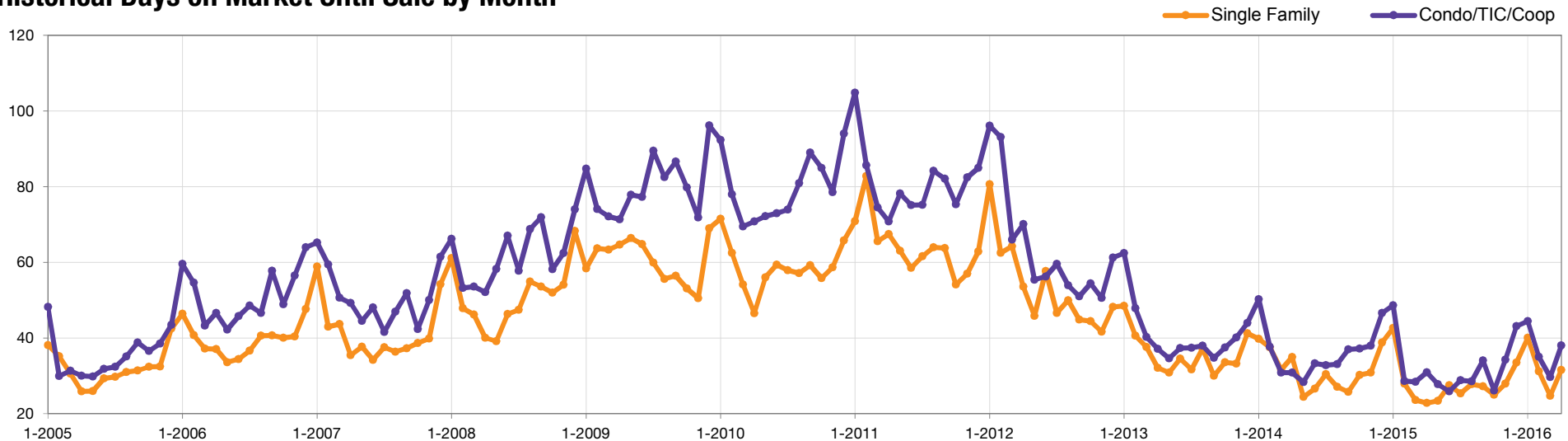
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	23	-4.2%	28	0.0%
Jun-2015	28	+3.7%	26	-21.2%
Jul-2015	25	-16.7%	29	-12.1%
Aug-2015	28	+3.7%	29	-12.1%
Sep-2015	27	+3.8%	34	-8.1%
Oct-2015	25	-16.7%	26	-29.7%
Nov-2015	28	-9.7%	34	-10.5%
Dec-2015	33	-15.4%	43	-8.5%
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%
12-Month Avg*	28	-2.1%	32	-6.9%

* Days on Market for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

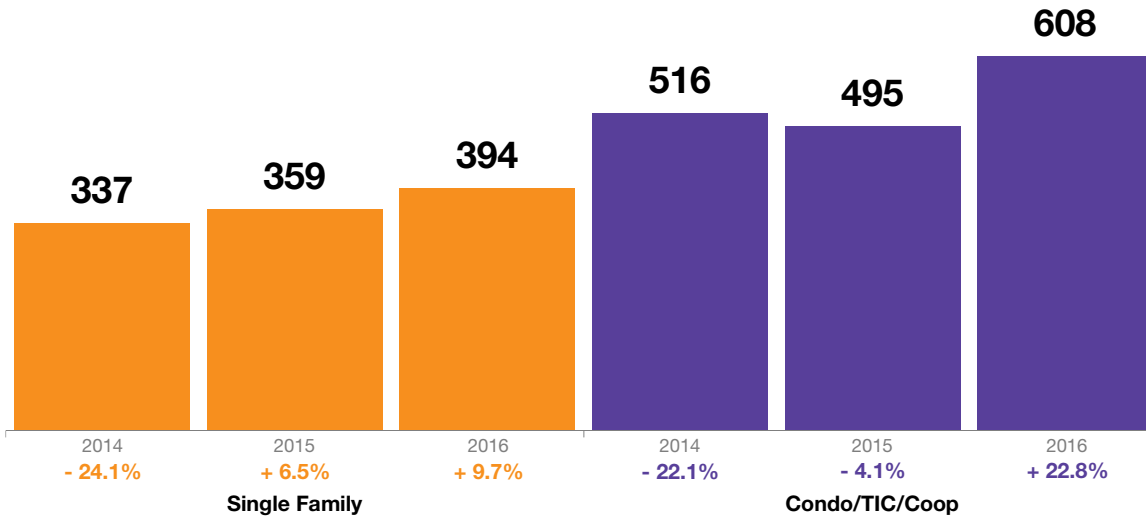


Inventory of Active Listings

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



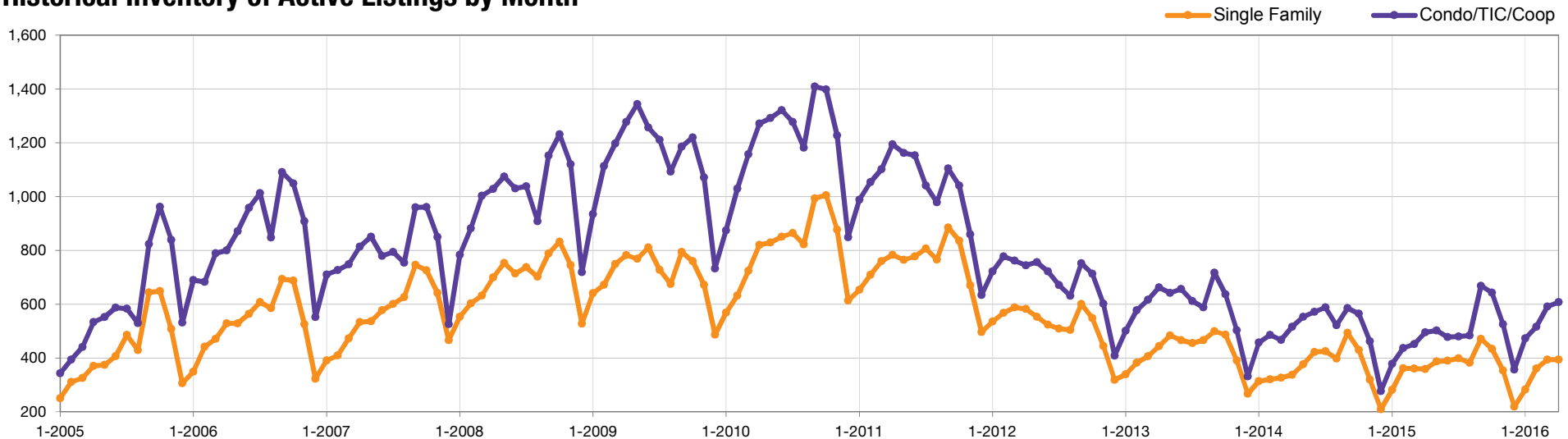
April



Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	387	+2.9%	502	-9.2%
Jun-2015	390	-7.6%	478	-16.4%
Jul-2015	399	-6.1%	480	-18.4%
Aug-2015	382	-4.0%	484	-7.3%
Sep-2015	471	-4.7%	668	+14.2%
Oct-2015	434	+0.9%	643	+13.8%
Nov-2015	354	+10.6%	526	+13.9%
Dec-2015	219	+4.3%	357	+28.9%
Jan-2016	283	+0.4%	473	+25.1%
Feb-2016	361	-0.3%	516	+18.1%
Mar-2016	394	+9.1%	591	+30.8%
Apr-2016	394	+9.7%	608	+22.8%
12-Month Avg*	372	+0.7%	527	+7.5%

* Active Listings for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Inventory of Active Listings by Month

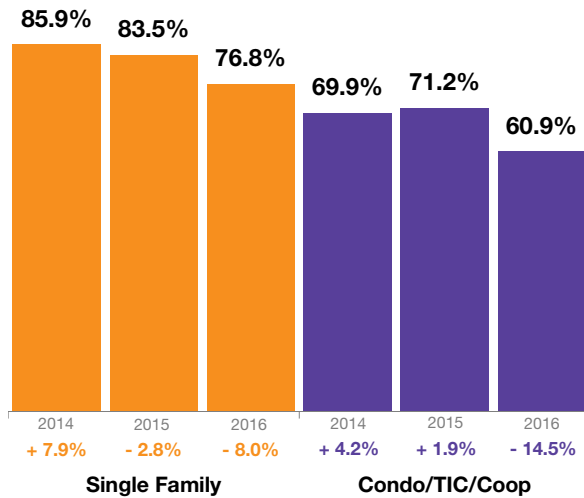


% of Properties Sold Over List Price

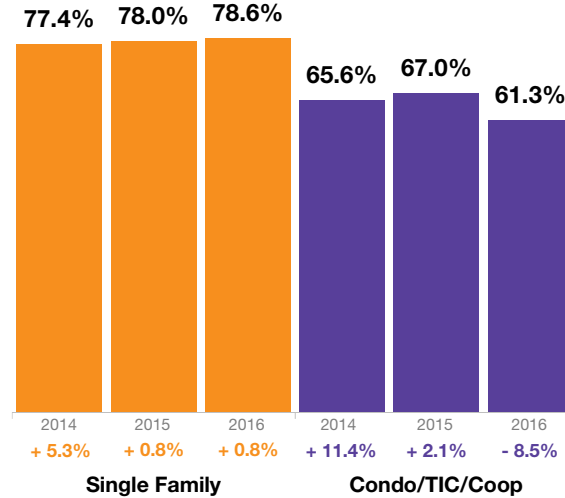


Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

April



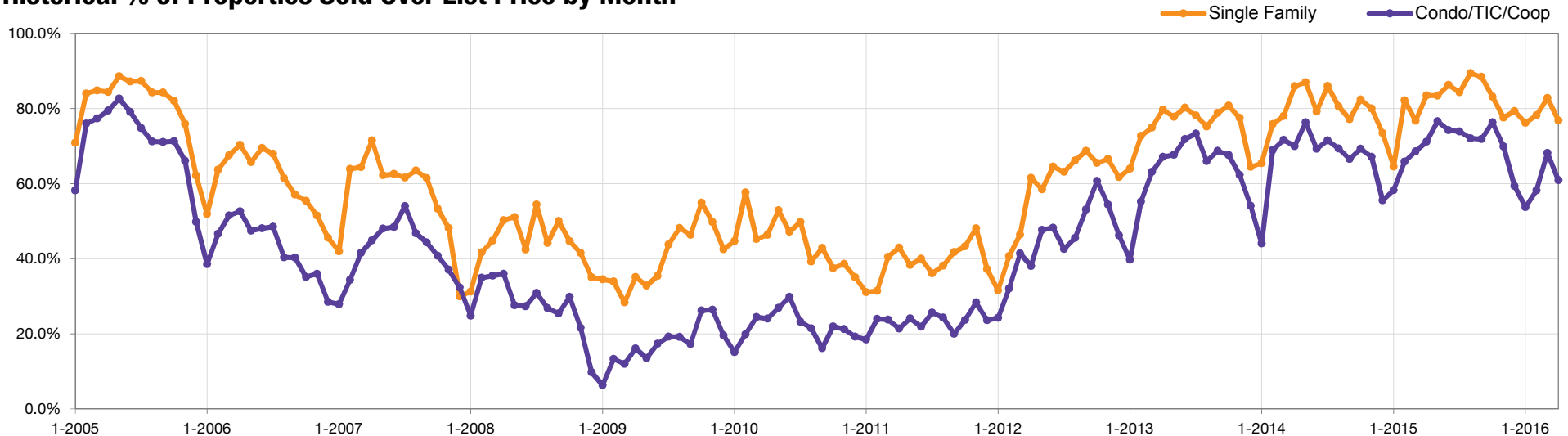
Year to Date



% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	83.4%	-4.1%	76.6%	+0.4%
Jun-2015	86.3%	+9.0%	74.2%	+7.2%
Jul-2015	84.3%	-2.0%	73.9%	+3.4%
Aug-2015	89.4%	+10.9%	72.1%	+4.0%
Sep-2015	88.4%	+14.5%	71.8%	+8.0%
Oct-2015	83.1%	+0.8%	76.3%	+10.1%
Nov-2015	77.5%	-3.1%	69.9%	+4.2%
Dec-2015	79.3%	+7.9%	59.4%	+7.0%
Jan-2016	76.2%	+18.1%	53.7%	-7.7%
Feb-2016	78.2%	-4.9%	58.2%	-11.6%
Mar-2016	82.8%	+8.0%	68.1%	-0.7%
Apr-2016	76.8%	-8.0%	60.9%	-14.5%
12-Month Avg	82.6%	+3.0%	68.9%	+1.1%

* % of Properties Sold Over List Price for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical % of Properties Sold Over List Price by Month

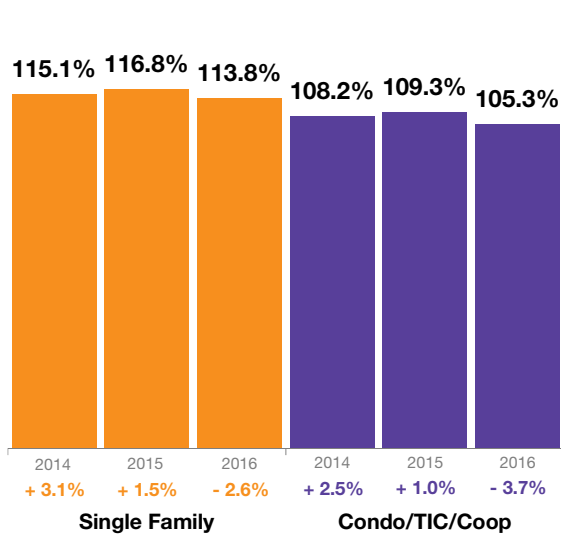


% of List Price Received

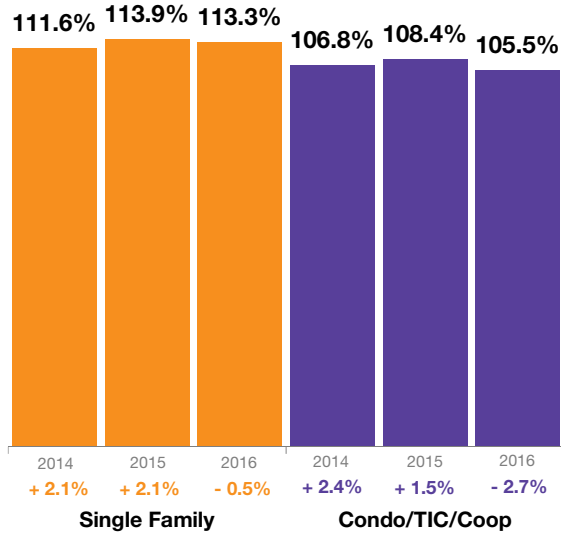


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April



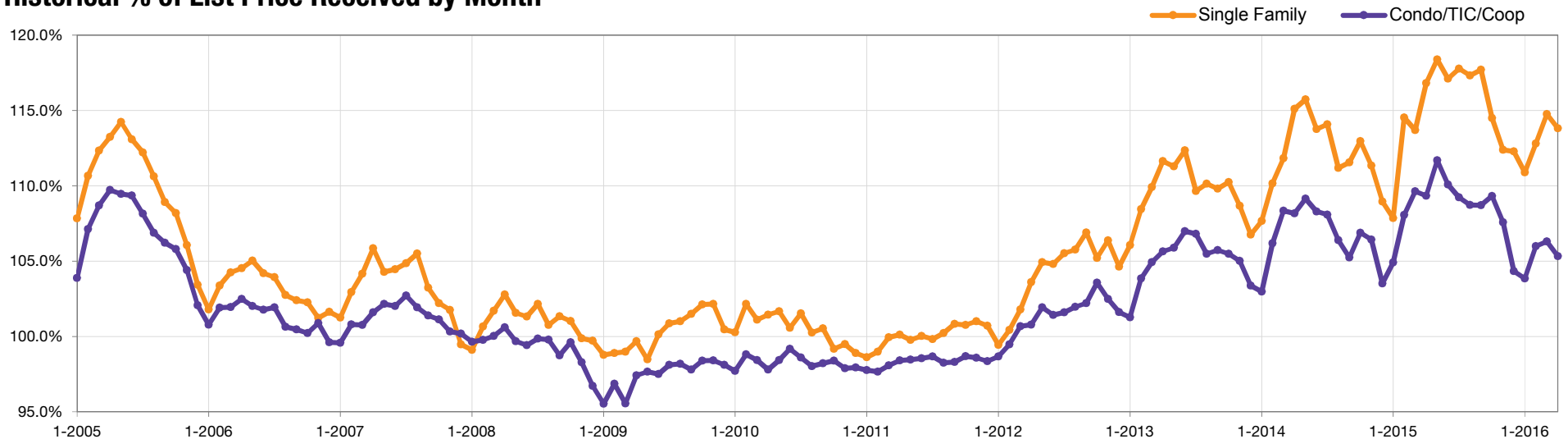
Year to Date



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	118.4%	+2.3%	111.7%	+2.4%
Jun-2015	117.1%	+2.9%	110.1%	+1.7%
Jul-2015	117.8%	+3.2%	109.2%	+1.0%
Aug-2015	117.3%	+5.5%	108.7%	+2.2%
Sep-2015	117.7%	+5.5%	108.7%	+3.3%
Oct-2015	114.5%	+1.3%	109.3%	+2.2%
Nov-2015	112.4%	+1.0%	107.6%	+1.1%
Dec-2015	112.3%	+3.0%	104.3%	+0.8%
Jan-2016	110.9%	+2.8%	103.9%	-1.0%
Feb-2016	112.8%	-1.5%	106.0%	-1.9%
Mar-2016	114.8%	+1.0%	106.3%	-3.0%
Apr-2016	113.8%	-2.6%	105.3%	-3.7%
12-Month Avg*	115.3%	+2.1%	107.9%	+0.5%

* % of List Price Received for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical % of List Price Received by Month

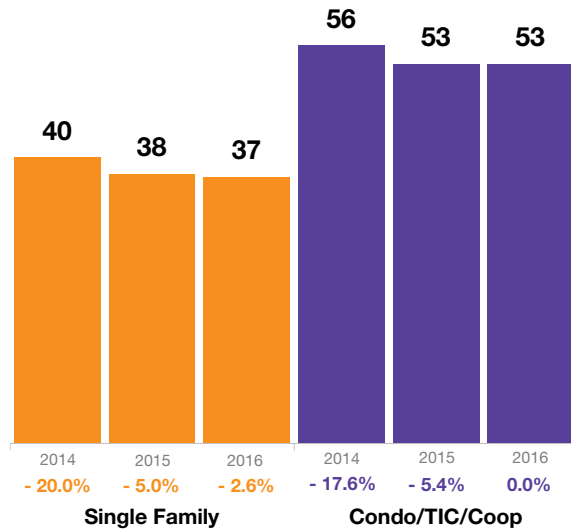


Housing Affordability Ratio

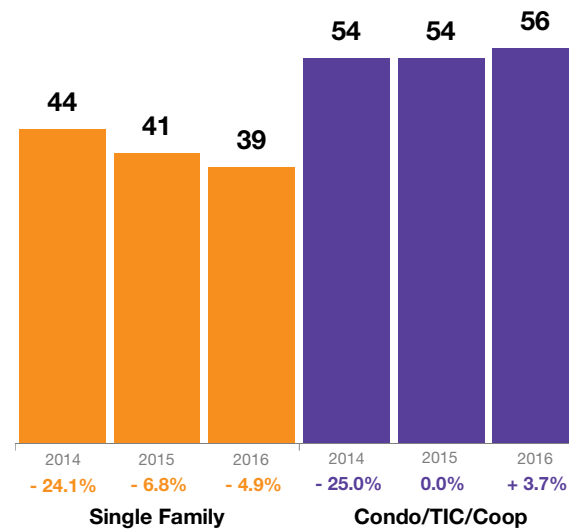


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April



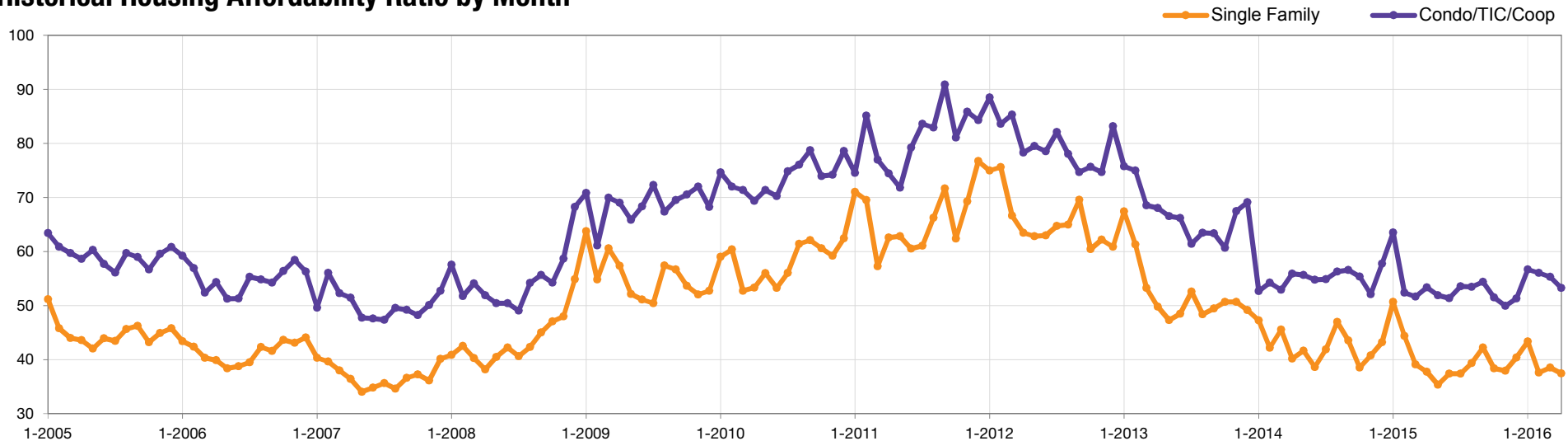
Year to Date



Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	35	-16.7%	52	-7.1%
Jun-2015	37	-5.1%	51	-7.3%
Jul-2015	37	-11.9%	54	-1.8%
Aug-2015	39	-17.0%	53	-5.4%
Sep-2015	42	-4.5%	54	-5.3%
Oct-2015	38	-2.6%	51	-7.3%
Nov-2015	38	-7.3%	50	-3.8%
Dec-2015	40	-7.0%	51	-12.1%
Jan-2016	43	-15.7%	57	-9.5%
Feb-2016	38	-13.6%	56	+7.7%
Mar-2016	39	0.0%	55	+5.8%
Apr-2016	37	-2.6%	53	0.0%
12-Month Avg*	39	-12.4%	42	-4.3%

* Affordability Ratio for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Housing Affordability Ratio by Month

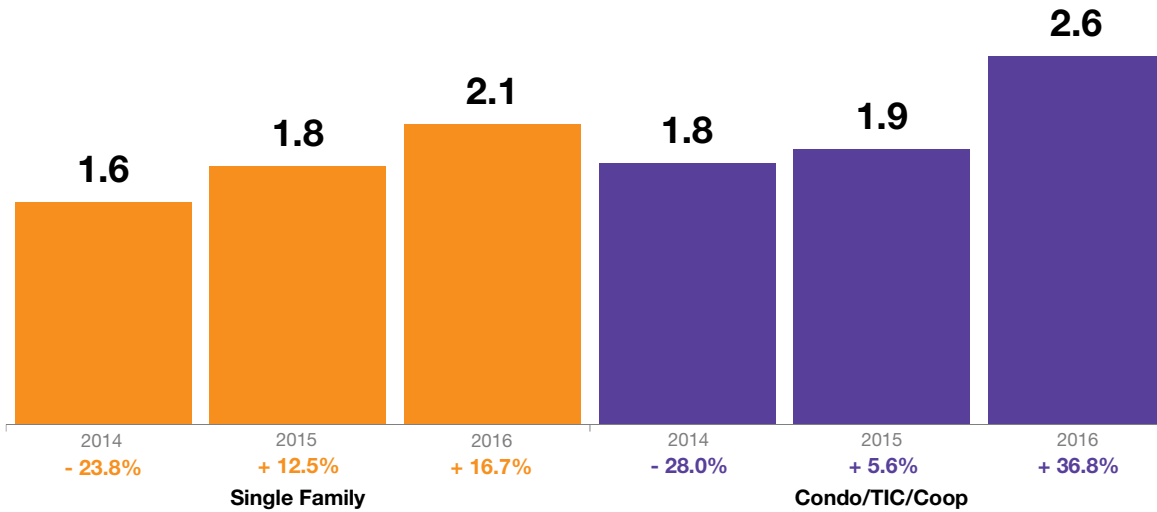


Months Supply of Inventory



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.

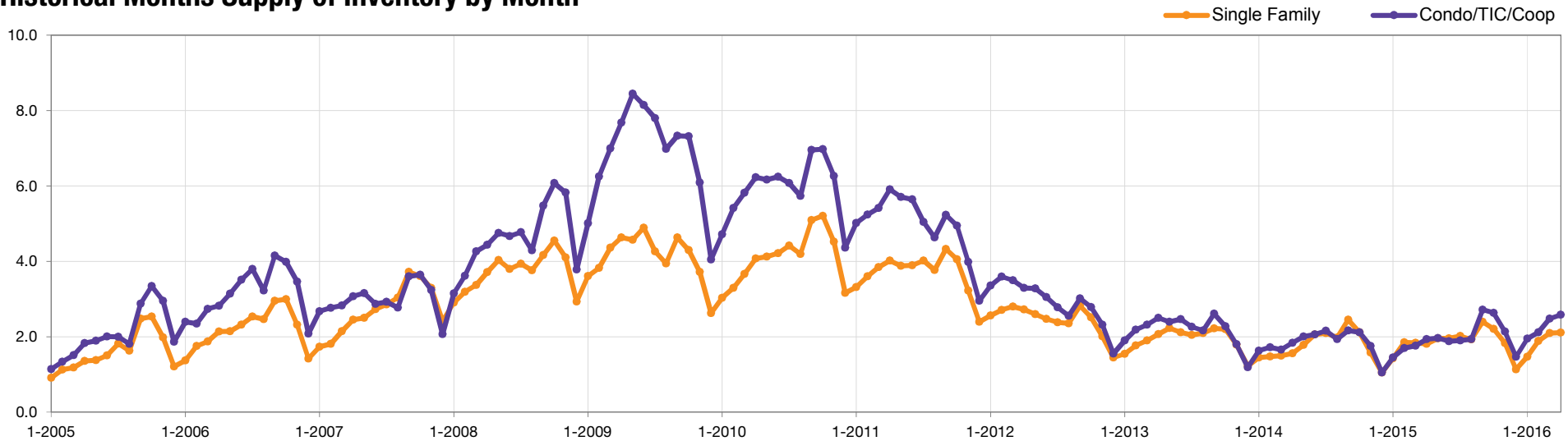
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Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/Coop	Year-Over-Year Change
May-2015	2.0	+11.1%	2.0	0.0%
Jun-2015	2.0	-4.8%	1.9	-9.5%
Jul-2015	2.0	-4.8%	1.9	-13.6%
Aug-2015	1.9	-5.0%	1.9	0.0%
Sep-2015	2.4	-4.0%	2.7	+22.7%
Oct-2015	2.2	+4.8%	2.6	+23.8%
Nov-2015	1.8	+12.5%	2.1	+16.7%
Dec-2015	1.1	0.0%	1.5	+36.4%
Jan-2016	1.5	+7.1%	2.0	+33.3%
Feb-2016	1.9	0.0%	2.1	+23.5%
Mar-2016	2.1	+16.7%	2.5	+38.9%
Apr-2016	2.1	+16.7%	2.6	+36.8%
12-Month Avg*	1.9	+4.2%	2.1	+16.6%

* Months Supply for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Activity Overview

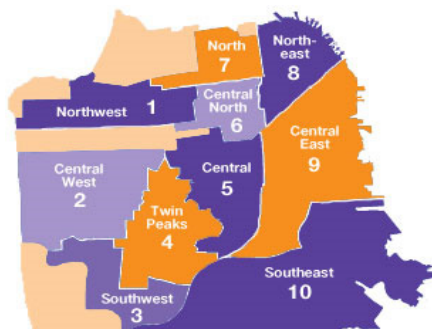


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		605	563	- 6.9%	2,188	2,172	- 0.7%
Pending Sales		506	447	- 11.7%	1,638	1,461	- 10.8%
Sold Listings		506	413	- 18.4%	1,517	1,336	- 11.9%
Median Sales Price		\$1,210,000	\$1,280,000	+ 5.8%	\$1,110,000	\$1,195,000	+ 7.7%
Avg. Sales Price		\$1,510,417	\$1,572,198	+ 4.1%	\$1,414,313	\$1,454,135	+ 2.8%
Days on Market		27	35	+ 29.6%	31	34	+ 9.7%
Active Listings		854	1,002	+ 17.3%	--	--	--
% of Properties Sold Over List Price		76.5%	68.5%	- 10.5%	71.7%	68.6%	- 4.3%
% of List Price Received		112.6%	109.4%	- 2.8%	110.7%	108.8%	- 1.7%
Affordability Ratio		38	39	+ 2.6%	41	42	+ 2.4%
Months Supply		1.9	2.4	+ 26.3%	--	--	--

Activity by District

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



- SF District 1: Northwest (Sea Cliff, Lake, Jordan Park / Laurel Heights, Outer Richmond, Central Richmond, Inner Richmond, Lone Mountain)
- SF District 2: Central West (Outer Sunset, Central Sunset, Inner Sunset, Outer Parkside, Parkside, Inner Parkside, Golden Gate Heights)
- SF District 3: Southwest (Pine Lake Park, Lake Shore, Merced Manor, Stonestown, Lakeside, Merced Heights, Ingleside, Ingleside Heights, Oceanview)
- SF District 4: Twin Peaks W (Forest Hill (& Ext), W Portal, St Francis Wd, Balboa Terr, Mt Dav Manor, Ingleside Terr, Monterey Hts, Wstwd Pk & H'Inds, Shrwrd Fst, Miraloma Pk, Dmnd Hts, Mdtwn Terr)
- SF District 5: 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)
- SF District 8: Northeast (North Waterfront, North Beach, Russian Hill, Telegraph Hill, Nob Hill, Financial District / Barbary Coast, Downtown, Van Ness / Civic Center, Tenderloin)
- SF District 9: 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		
	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -
Single Family															
1 SF District 1	28	28	0.0%	25	22	-12.0%	\$1,800,000	\$1,890,000	+5.0%	15	19	+26.7%	1.5	1.9	+26.7%
2 SF District 2	51	50	-2.0%	35	40	+14.3%	\$1,146,000	\$1,200,000	+4.7%	23	26	+13.0%	1.4	1.4	0.0%
3 SF District 3	18	29	+61.1%	17	19	+11.8%	\$970,000	\$1,050,000	+8.2%	21	33	+57.1%	1.3	1.9	+46.2%
4 SF District 4	42	45	+7.1%	29	28	-3.4%	\$1,250,455	\$1,475,000	+18.0%	20	27	+35.0%	1.6	1.7	+6.3%
5 SF District 5	44	52	+18.2%	33	25	-24.2%	\$2,050,000	\$2,250,000	+9.8%	17	32	+88.2%	1.7	2.2	+29.4%
6 SF District 6	5	8	+60.0%	4	4	0.0%	\$1,789,000	\$1,300,000	-27.3%	25	52	+108.0%	1.6	2.5	+56.3%
7 SF District 7	29	39	+34.5%	10	13	+30.0%	\$5,252,500	\$4,500,000	-14.3%	23	67	+191.3%	3.1	5.0	+61.3%
8 SF District 8	6	10	+66.7%	2	0	-100.0%	\$1,802,500	\$0	-100.0%	10	0	-100.0%	2.9	4.7	+62.1%
9 SF District 9	34	48	+41.2%	25	16	-36.0%	\$1,440,000	\$1,687,500	+17.2%	17	33	+94.1%	1.7	2.4	+41.2%
10 SF District 10	102	85	-16.7%	38	31	-18.4%	\$776,944	\$850,000	+9.4%	40	33	-17.5%	2.4	2.2	-8.3%
Condo/TIC/Coop															
1 SF District 1	24	29	+20.8%	8	8	0.0%	\$1,315,000	\$889,000	-32.4%	32	37	+15.6%	1.8	2.2	+22.2%
2 SF District 2	6	10	+66.7%	6	4	-33.3%	\$957,500	\$959,500	+0.2%	41	48	+17.1%	1.4	2.3	+64.3%
3 SF District 3	5	1	-80.0%	5	2	-60.0%	\$525,000	\$664,000	+26.5%	12	21	+75.0%	1.2	0.2	-83.3%
4 SF District 4	12	6	-50.0%	6	3	-50.0%	\$1,010,500	\$658,000	-34.9%	26	35	+34.6%	3.0	1.6	-46.7%
5 SF District 5	88	71	-19.3%	44	24	-45.5%	\$1,259,500	\$1,380,000	+9.6%	18	26	+44.4%	2.3	2.1	-8.7%
6 SF District 6	45	69	+53.3%	20	16	-20.0%	\$1,135,000	\$1,235,000	+8.8%	30	31	+3.3%	1.8	2.8	+55.6%
7 SF District 7	34	65	+91.2%	27	20	-25.9%	\$1,630,000	\$1,348,750	-17.3%	24	25	+4.2%	1.3	3.3	+153.8%
8 SF District 8	85	93	+9.4%	50	50	0.0%	\$1,020,000	\$1,095,000	+7.4%	42	31	-26.2%	2.1	2.3	+9.5%
9 SF District 9	169	245	+45.0%	111	85	-23.4%	\$1,025,000	\$1,190,000	+16.1%	32	50	+56.3%	1.8	2.9	+61.1%
10 SF District 10	27	19	-29.6%	11	3	-72.7%	\$750,000	\$985,000	+31.3%	46	55	+19.6%	5.2	3.4	-34.6%