# **Monthly Indicators**



**All Property Types** 

#### December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings were down 28.6 percent for single family homes and 39.2 percent for Condo/TIC/Coop properties. Pending Sales decreased 13.0 percent for single family homes but increased 3.9 percent for Condo/TIC/Coop properties.

The Median Sales Price was up 13.3 percent to \$1,475,000 for single family homes and 12.3 percent to \$1,135,000 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 42.9 percent for single family units and 33.3 percent for Condo/TIC/Coop units.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

### **Monthly Snapshot**

Single Family

+ 13.3% + 12.3% + 8.1% One-Year Change in One-Year Change in One-Year Change in Median Sales Price **Median Sales Price Median Sales Price** 

Condo/TIC/Coop

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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	12-2014 12-2015 12-2016 12-2017	70	50	- 28.6%	2,671	2,531	- 5.2%
Pending Sales	12-2014 12-2015 12-2016 12-2017	123	107	- 13.0%	2,217	2,264	+ 2.1%
Sold Listings	12-2014 12-2015 12-2016 12-2017	200	141	- 29.5%	2,222	2,256	+ 1.5%
Median Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,301,511	\$1,475,000	+ 13.3%	\$1,325,000	\$1,420,000	+ 7.2%
Avg. Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,658,512	\$1,951,798	+ 17.7%	\$1,705,915	\$1,780,986	+ 4.4%
Days on Market	12-2014 12-2015 12-2016 12-2017	41	28	- 31.7%	33	27	- 18.2%
Active Listings	12-2014 12-2015 12-2016 12-2017	260	144	- 44.6%			
% of Properties Sold Over List Price	12-2014 12-2015 12-2016 12-2017	69.0%	72.3%	+ 4.8%	75.8%	78.7%	+ 3.8%
% of List Price Received	12-2014 12-2015 12-2016 12-2017	108.4%	114.4%	+ 5.5%	111.6%	115.1%	+ 3.1%
Affordability Ratio	12-2014 12-2015 12-2016 12-2017	38	35	- 7.9%	37	36	- 2.7%
Months Supply	12-2014 12-2015 12-2016 12-2017	1.4	0.8	- 42.9%			

# **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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	12-2014 12-2015 12-2016 12-2017	120	73	- 39.2%	3,739	3,505	- 6.3%
Pending Sales	12-2014 12-2015 12-2016 12-2017	178	185	+ 3.9%	2,788	2,893	+ 3.8%
Sold Listings	12-2014 12-2015 12-2016 12-2017	238	237	- 0.4%	2,795	2,878	+ 3.0%
Median Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,011,000	\$1,135,000	+ 12.3%	\$1,085,000	\$1,150,000	+ 6.0%
Avg. Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,249,670	\$1,283,901	+ 2.7%	\$1,233,515	\$1,297,412	+ 5.2%
Days on Market	12-2014 12-2015 12-2016 12-2017	48	44	- 8.3%	38	37	- 2.6%
Active Listings	12-2014 12-2015 12-2016 12-2017	408	279	- 31.6%			
% of Properties Sold Over List Price	12-2014 12-2015 12-2016 12-2017	42.0%	56.5%	+ 34.5%	58.2%	59.2%	+ 1.7%
% of List Price Received	12-2014 12-2015 12-2016 12-2017	101.5%	103.8%	+ 2.3%	104.6%	105.0%	+ 0.4%
Affordability Ratio	12-2014 12-2015 12-2016 12-2017	56	52	- 7.1%	53	52	- 1.9%
Months Supply	12-2014 12-2015 12-2016 12-2017	1.8	1.2	- 33.3%			

### **New Listings**

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



Change

-3.0%

-7.7%

-23.7%

-3.5%

-23.3%

-1.8%

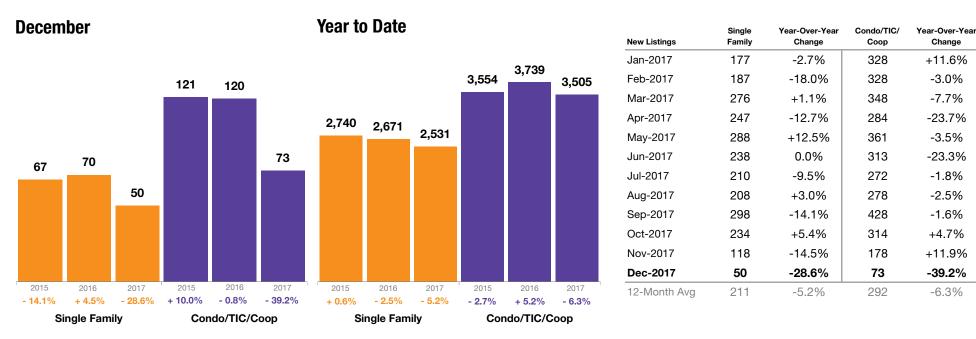
-2.5%

-1.6%

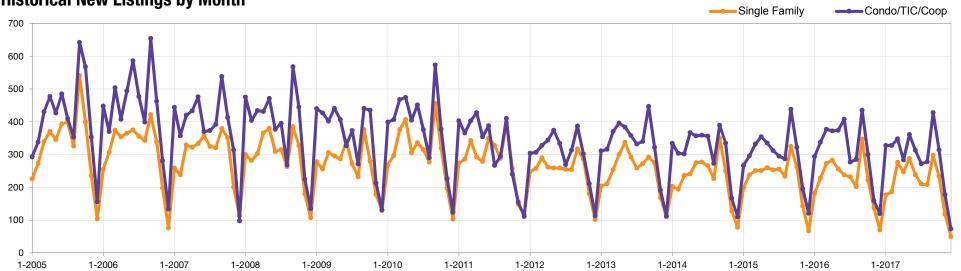
+4.7%

-39.2%

-6.3%







### **Pending Sales**

1-2005

1-2006

1-2007

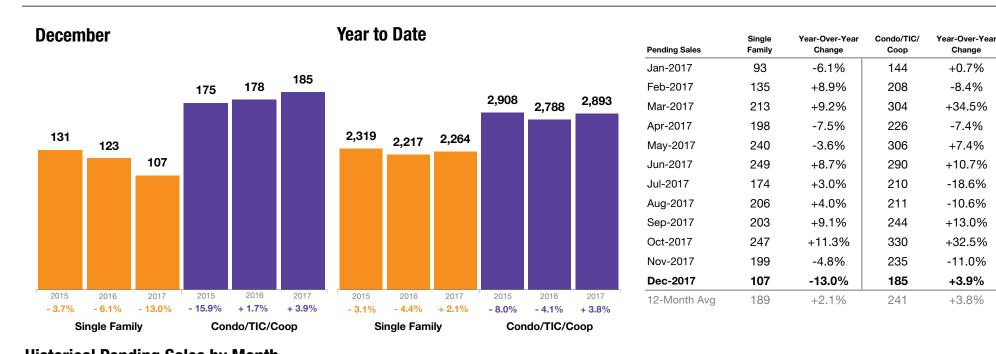
1-2008

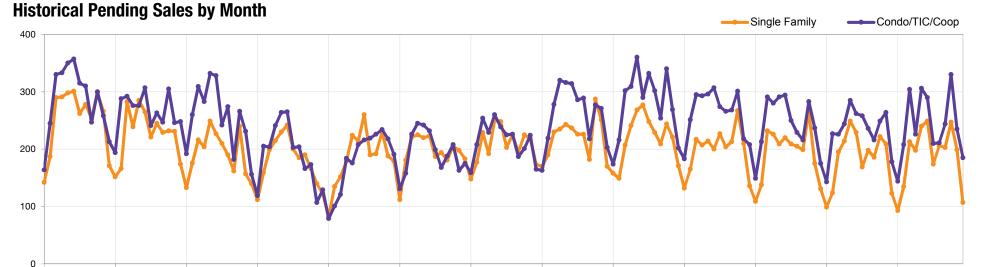
1-2009

1-2010

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







1-2011

1-2012

1-2013

1-2014

1-2016

1-2017

1-2015

### **Sold Listings**

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



Year-Over-Year

Change

+0.7%

-7.1%

+14.3%

+4.5%

+5.4%

+20.9%

-4.0%

-15.4%

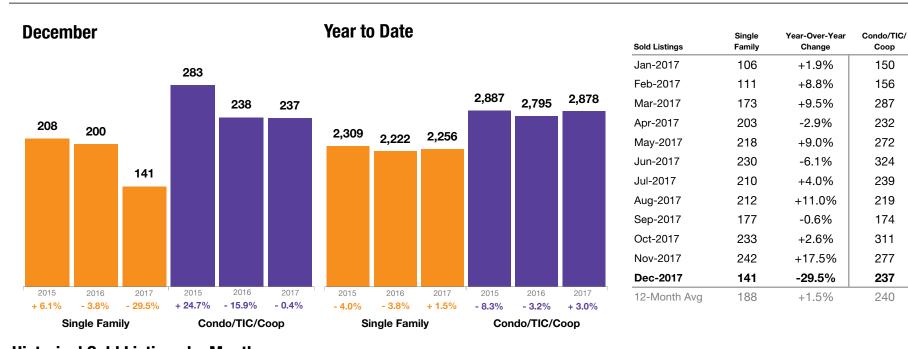
-25.6%

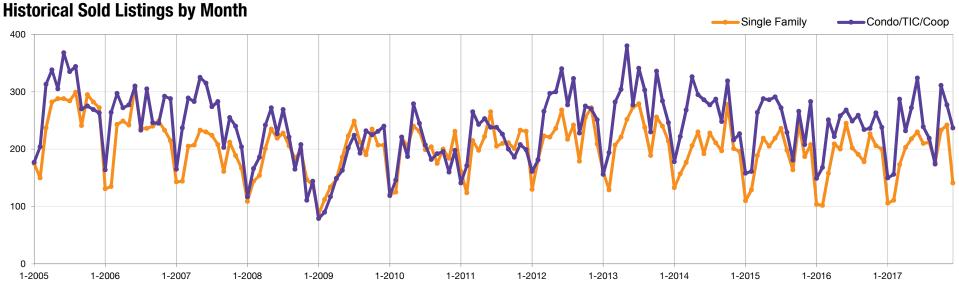
+31.8%

+5.3%

-0.4%

+3.0%





### **Median Sales Price**





Year-Over-Year

Change

-5.7%

+8.7%

+3.9%

-4.3%

+8.0% -4.3%

+10.0%

+10.8%

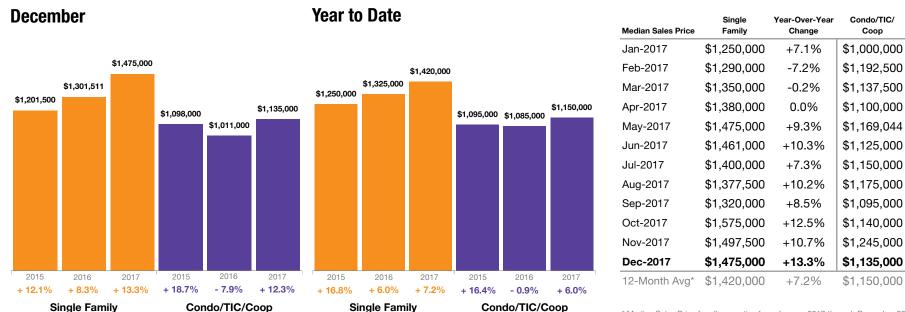
+7.1%

+0.2%

+17.7%

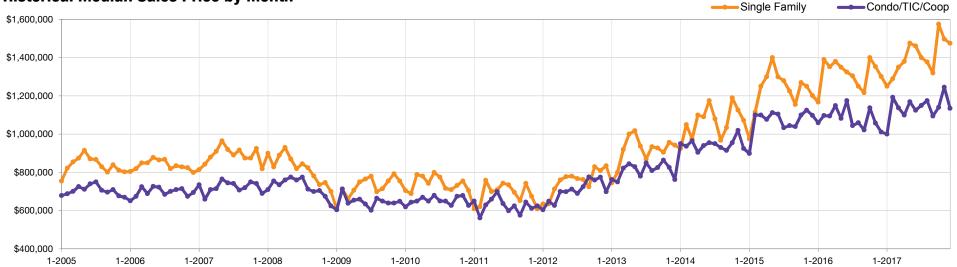
+12.3%

+6.0%



<sup>\*</sup> Median Sales Price for all properties from January 2017 through December 2017. 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.

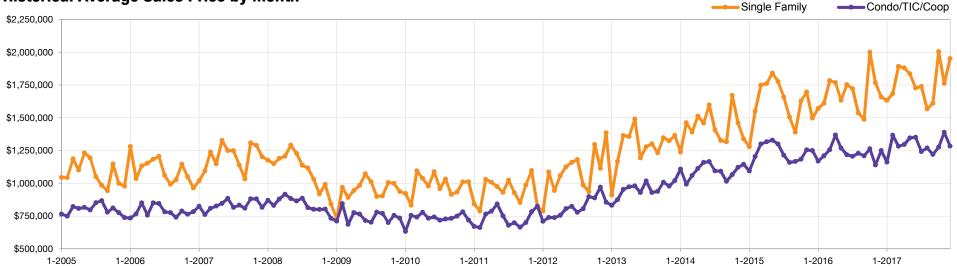


					Year to	Date				
\$	1,951,798				\$1,631,910	\$1,705,915	\$1,780,986			
\$1,658,512 \$1,497,221								\$1,241,584	\$1,233,515	\$1,297,41
		\$1,249,856	\$1,249,670	\$1,283,901						
2015 2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017
	+ 17.7%	+ 9.2%	- 0.0%	+ 2.7%	+ 13.0%	+ 4.5%	+ 4.4%	+ 13.3%	- 0.6%	+ 5.2%

Avg. Sales Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	\$1,633,150	+4.0%	\$1,161,831	-0.6%
Feb-2017	\$1,684,181	+4.5%	\$1,367,391	+13.1%
Mar-2017	\$1,891,127	+6.0%	\$1,282,583	+2.2%
Apr-2017	\$1,880,160	+6.3%	\$1,296,502	-5.2%
May-2017	\$1,835,738	+12.4%	\$1,346,544	+6.1%
Jun-2017	\$1,727,201	-1.4%	\$1,351,503	+10.9%
Jul-2017	\$1,738,803	+1.0%	\$1,242,939	+3.1%
Aug-2017	\$1,567,141	+2.0%	\$1,269,212	+3.3%
Sep-2017	\$1,611,232	+8.3%	\$1,221,164	+1.0%
Oct-2017	\$2,005,321	+0.3%	\$1,275,773	+0.9%
Nov-2017	\$1,762,596	-0.3%	\$1,389,080	+21.8%
Dec-2017	\$1,951,798	+17.7%	\$1,283,901	+2.7%
12-Month Avg*	\$1,780,986	+4.4%	\$1,297,412	+5.2%

<sup>\*</sup> Avg. Sales Price for all properties from January 2017 through December 2017. 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.

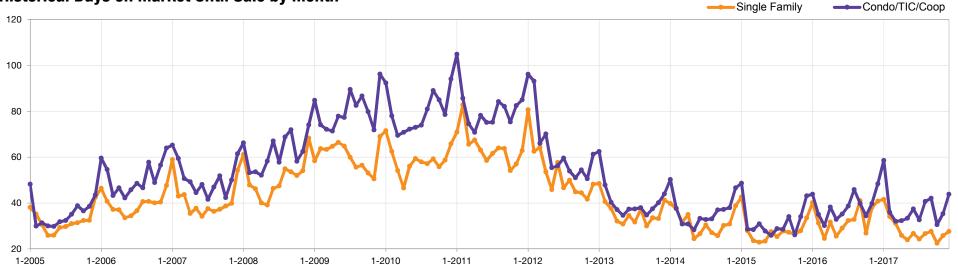


#### **Year to Date December** 38 37 48 44 43 32 41 27 27 33 28 2016 2015 2015 2016 2017 - 15.4% + 24.2% - 31.7% - 8.5% + 11.6% - 8.3% - 12.9% + 22.2% - 18.2% - 11.1% + 18.8% - 2.6% **Single Family** Condo/TIC/Coop Single Family Condo/TIC/Coop

Days on Market	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	42	+5.0%	59	+34.1%
Feb-2017	34	+9.7%	36	+2.9%
Mar-2017	31	+24.0%	32	+6.7%
Apr-2017	26	-18.8%	32	-15.8%
May-2017	24	-7.7%	33	0.0%
Jun-2017	27	-6.9%	37	+5.7%
Jul-2017	24	-25.0%	33	-15.4%
Aug-2017	27	-18.2%	41	-10.9%
Sep-2017	28	-31.7%	42	+5.0%
Oct-2017	23	-14.8%	31	-8.8%
Nov-2017	26	-31.6%	35	-12.5%
Dec-2017	28	-31.7%	44	-8.3%
12-Month Avg*	27	-16.6%	37	-4.1%

<sup>\*</sup> Days on Market for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

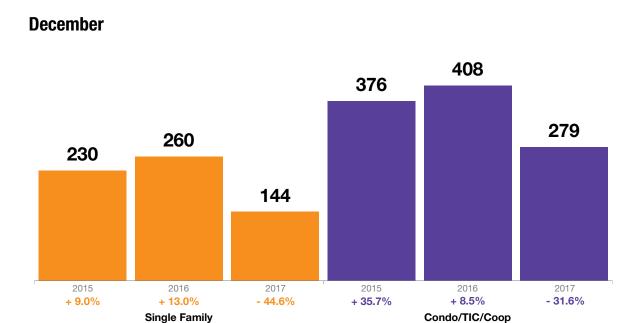
#### **Historical Days on Market Until Sale by Month**



## **Inventory of Active Listings**

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

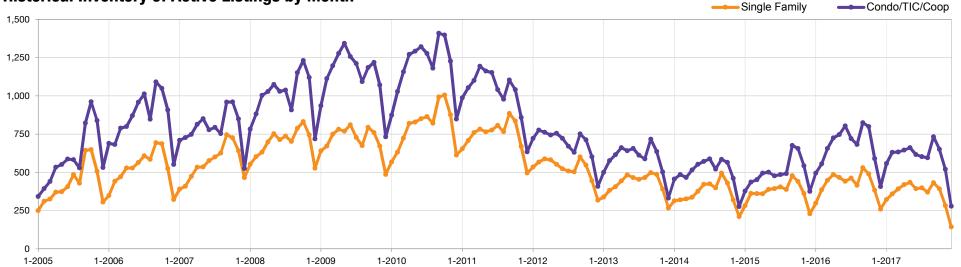




Active Listings	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	323	+8.0%	558	+12.7%
Feb-2017	359	-7.2%	631	+13.5%
Mar-2017	392	-12.5%	633	-3.5%
Apr-2017	420	-13.6%	646	-10.9%
May-2017	435	-6.9%	662	-11.4%
Jun-2017	394	-10.9%	617	-23.3%
Jul-2017	399	-13.8%	603	-16.4%
Aug-2017	371	-10.8%	596	-12.7%
Sep-2017	433	-18.5%	733	-11.2%
Oct-2017	393	-19.8%	651	-18.6%
Nov-2017	283	-26.1%	520	-12.0%
Dec-2017	144	-44.6%	279	-31.6%
12-Month Avg*	362	-14.3%	594	-11.0%

<sup>\*</sup> Active Listings for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

#### **Historical Inventory of Active Listings by Month**



## % of Properties Sold Over List Price



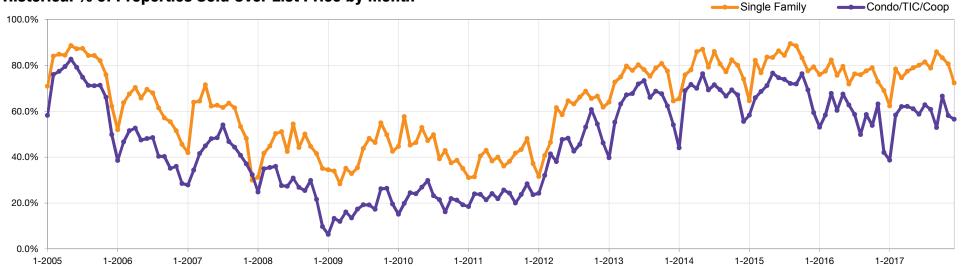
Percentage found when dividing the number of properties sold by properties sold over its original list price, not accounting for seller concessions.

December					Year to	Date				
79.3%	72.3%				82.3%	75.8%	78.7%	70.3%		
		59.4%		56.5%					58.2%	59.2%
			42.0%							
2015 2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017
+ 7.2% - 13.0%	+ 4.8%	+ 7.0%	- 29.3%	+ 34.5%	+ 2.9%	- 7.9%	+ 3.8%	+ 4.0%	- 17.2%	+ 1.7%
Single Fam	ily	Con	do/TIC/C	оор	Si	ngle Fam	ily	Cor	do/TIC/C	оор

% of Properties Sold Over List Price	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	62.3%	-18.0%	38.7%	-27.0%
Feb-2017	78.4%	+1.2%	58.3%	0.0%
Mar-2017	74.6%	-9.4%	62.0%	-8.4%
Apr-2017	77.3%	+2.2%	62.1%	+2.8%
May-2017	78.9%	-0.8%	61.0%	-9.5%
Jun-2017	80.0%	+11.4%	58.6%	-6.5%
Jul-2017	81.4%	+6.8%	62.8%	+7.2%
Aug-2017	78.8%	+3.8%	60.7%	+21.9%
Sep-2017	85.9%	+10.8%	52.9%	-9.6%
Oct-2017	83.3%	+5.6%	66.6%	+23.8%
Nov-2017	80.6%	+10.7%	58.1%	-7.9%
Dec-2017	72.3%	+4.8%	56.5%	+34.5%
12-Month Avg	78.7%	+3.8%	59.2%	+1.6%

<sup>\* %</sup> of Properties Sold Over List Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

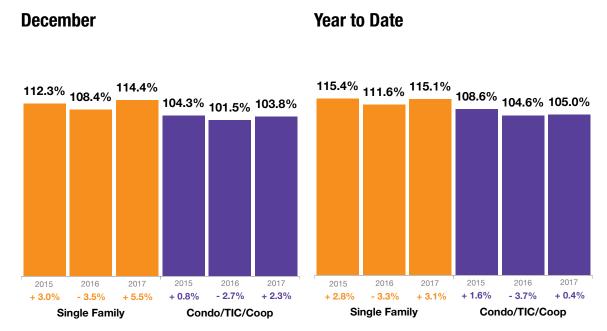
#### **Historical % of Properties Sold Over List Price by Month**



### % of List Price Received



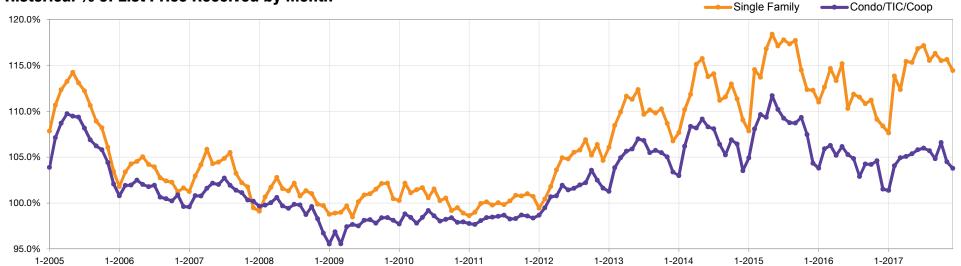
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	107.6%	-3.1%	101.4%	-2.3%
Feb-2017	113.8%	+1.1%	104.1%	-1.7%
Mar-2017	112.4%	-2.0%	104.9%	-1.3%
Apr-2017	115.4%	+1.9%	105.1%	-0.1%
May-2017	115.3%	+0.1%	105.4%	-0.7%
Jun-2017	116.8%	+5.9%	105.8%	+0.5%
Jul-2017	117.1%	+4.7%	106.0%	+1.1%
Aug-2017	115.5%	+3.6%	105.7%	+2.7%
Sep-2017	116.3%	+5.0%	104.8%	+0.5%
Oct-2017	115.5%	+3.9%	106.6%	+2.3%
Nov-2017	115.6%	+6.0%	104.5%	-0.1%
Dec-2017	114.4%	+5.5%	103.8%	+2.3%
12-Month Avg*	115.1%	+3.1%	105.0%	+0.4%

<sup>\* %</sup> of List Price Received for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

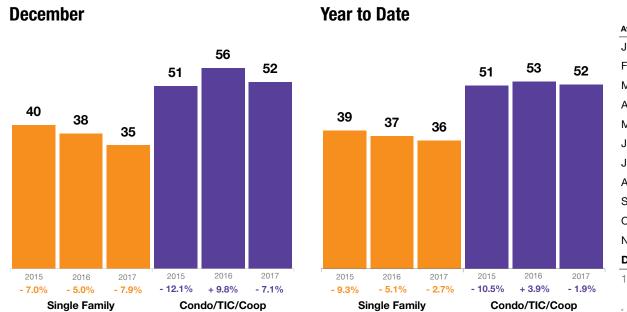
#### **Historical % of List Price Received by Month**



## **Housing Affordability Ratio**



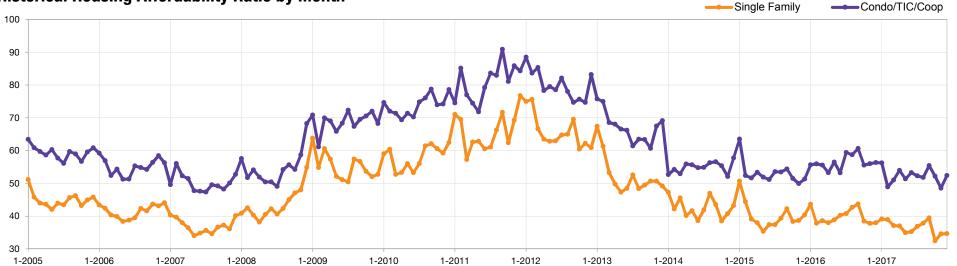
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Ratio	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	39	-11.4%	56	0.0%
Feb-2017	39	+2.6%	49	-12.5%
Mar-2017	37	-5.1%	51	-8.9%
Apr-2017	37	-2.6%	54	+1.9%
May-2017	35	-10.3%	51	-8.9%
Jun-2017	35	-12.5%	53	0.0%
Jul-2017	37	-9.8%	52	-11.9%
Aug-2017	38	-11.6%	52	-11.9%
Sep-2017	39	-11.4%	55	-9.8%
Oct-2017	32	-17.9%	52	-7.1%
Nov-2017	35	-7.9%	49	-12.5%
Dec-2017	35	-7.9%	52	-7.1%
12-Month Avg*	37	-12.3%	40	-7.8%

<sup>\*</sup> Affordability Ratio for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

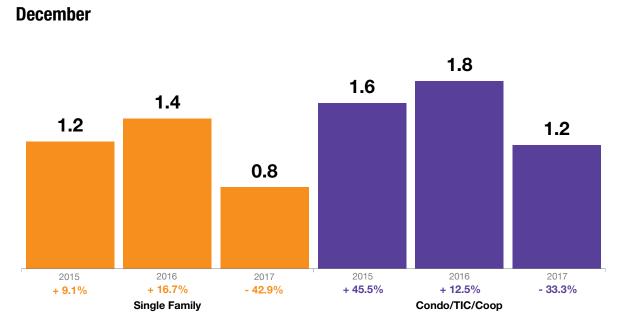
#### **Historical Housing Affordability Ratio by Month**



### **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.



Months Supply	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Jan-2017	1.8	+12.5%	2.4	+20.0%
Feb-2017	1.9	-5.0%	2.7	+17.4%
Mar-2017	2.1	-12.5%	2.7	-3.6%
Apr-2017	2.3	-11.5%	2.7	-12.9%
May-2017	2.4	-4.0%	2.8	-12.5%
Jun-2017	2.1	-8.7%	2.6	-25.7%
Jul-2017	2.1	-16.0%	2.6	-16.1%
Aug-2017	2.0	-9.1%	2.5	-13.8%
Sep-2017	2.3	-20.7%	3.1	-11.4%
Oct-2017	2.1	-22.2%	2.7	-22.9%
Nov-2017	1.5	-28.6%	2.2	-12.0%
Dec-2017	8.0	-42.9%	1.2	-33.3%
12-Month Avg*	1.9	-13.9%	2.5	-12.0%

<sup>\*</sup> Months Supply for all properties from January 2017 through December 2017. 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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings	12-2014 12-2015 12-2016 12-2017	190	123	- 35.3%	6,410	6,036	- 5.8%
Pending Sales	12-2014 12-2015 12-2016 12-2017	301	292	- 3.0%	5,005	5,157	+ 3.0%
Sold Listings	12-2014 12-2015 12-2016 12-2017	438	378	- 13.7%	5,017	5,134	+ 2.3%
Median Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,177,500	\$1,272,500	+ 8.1%	\$1,195,000	\$1,250,000	+ 4.6%
Avg. Sales Price	12-2014 12-2015 12-2016 12-2017	\$1,436,356	\$1,533,037	+ 6.7%	\$1,442,739	\$1,509,906	+ 4.7%
Days on Market	12-2014 12-2015 12-2016 12-2017	45	38	- 15.6%	36	33	- 8.3%
Active Listings	12-2014 12-2015 12-2016 12-2017	668	423	- 36.7%			
% of Properties Sold Over List Price	12-2014 12-2015 12-2016 12-2017	54.3%	62.4%	+ 14.9%	66.0%	67.8%	+ 2.7%
% of List Price Received	12-2014 12-2015 12-2016 12-2017	104.6%	107.8%	+ 3.1%	107.7%	109.4%	+ 1.6%
Affordability Ratio	12-2014 12-2015 12-2016 12-2017	40	39	- 2.5%	40	40	0.0%
Months Supply	12-2014 12-2015 12-2016 12-2017	1.6	1.0	- 37.5%			

### **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) SF District 2:
- SF District 3: 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)

		<b>Active Listings</b>			<b>Sold Listings</b>			<b>Median Sales Price</b>			Days on Market			<b>Months Supply</b>		
		12-2016	12-2017	+/-	12-2016	12-2017	+/-	12-2016	12-2017	+/-	12-2016	12-2017	+/-	12-2016	12-2017	+/-
Sing	le Family															
1	SF District 1	21	12	-42.9%	21	10	-52.4%	\$1,738,000	\$1,970,900	+13.4%	48	48	0.0%	1.4	0.9	-35.7%
2	SF District 2	29	12	-58.6%	39	24	-38.5%	\$1,250,788	\$1,460,000	+16.7%	31	24	-22.6%	0.9	0.4	-55.6%
3	SF District 3	15	8	-46.7%	21	8	-61.9%	\$1,230,000	\$1,210,000	-1.6%	28	19	-32.1%	0.9	0.6	-33.3%
4	SF District 4	24	12	-50.0%	25	19	-24.0%	\$1,330,250	\$1,575,250	+18.4%	36	24	-33.3%	0.9	0.5	-44.4%
5	SF District 5	42	19	-54.8%	27	19	-29.6%	\$2,150,000	\$2,300,000	+7.0%	41	25	-39.0%	1.6	0.7	-56.3%
6	SF District 6	4	8	+100.0%	2	1	-50.0%	\$2,187,500	\$3,800,000	+73.7%	55	100	+81.8%	1.2	2.8	+133.3%
7	SF District 7	26	16	-38.5%	7	8	+14.3%	\$3,737,500	\$4,247,500	+13.6%	61	55	-9.8%	3.1	1.9	-38.7%
8	SF District 8	8	6	-25.0%	1	1	0.0%	\$7,200,000	\$13,750,000	+91.0%	26	0	-100.0%	4.3	2.3	-46.5%
9	SF District 9	35	19	-45.7%	18	18	0.0%	\$1,400,000	\$1,579,500	+12.8%	49	20	-59.2%	1.7	0.9	-47.1%
10	SF District 10	56	32	-42.9%	39	33	-15.4%	\$877,500	\$1,010,000	+15.1%	49	25	-49.0%	1.6	0.8	-50.0%
Con	do/TIC/Coop															
1	SF District 1	10	10	0.0%	11	12	+9.1%	\$1,050,000	\$1,025,000	-2.4%	25	49	+96.0%	0.9	1.0	+11.1%
2	SF District 2	2	4	+100.0%	3	1	-66.7%	\$635,000	\$1,250,000	+96.9%	71	55	-22.5%	0.5	1.4	+180.0%
3	SF District 3	8	3	-62.5%	4	4	0.0%	\$864,000	\$1,332,326	+54.2%	76	14	-81.6%	2.0	1.1	-45.0%
4	SF District 4	8	7	-12.5%	3	8	+166.7%	\$487,000	\$832,500	+70.9%	77	51	-33.8%	3.4	2.0	-41.2%
5	SF District 5	45	22	-51.1%	21	30	+42.9%	\$1,230,000	\$1,377,000	+12.0%	35	40	+14.3%	1.4	0.6	-57.1%
6	SF District 6	51	38	-25.5%	31	22	-29.0%	\$975,000	\$1,110,000	+13.8%	45	39	-13.3%	1.9	1.5	-21.1%
7	SF District 7	40	17	-57.5%	40	23	-42.5%	\$1,567,500	\$1,500,000	-4.3%	47	38	-19.1%	1.6	0.7	-56.3%
8	SF District 8	75	51	-32.0%	39	34	-12.8%	\$920,000	\$1,185,000	+28.8%	41	55	+34.1%	1.9	1.3	-31.6%
9	SF District 9	160	108	-32.5%	77	95	+23.4%	\$940,000	\$1,065,000	+13.3%	56	43	-23.2%	2.0	1.2	-40.0%
10	SF District 10	9	19	+111.1%	9	8	-11.1%	\$655,000	\$985,500	+50.5%	62	50	-19.4%	1.3	2.4	+84.6%