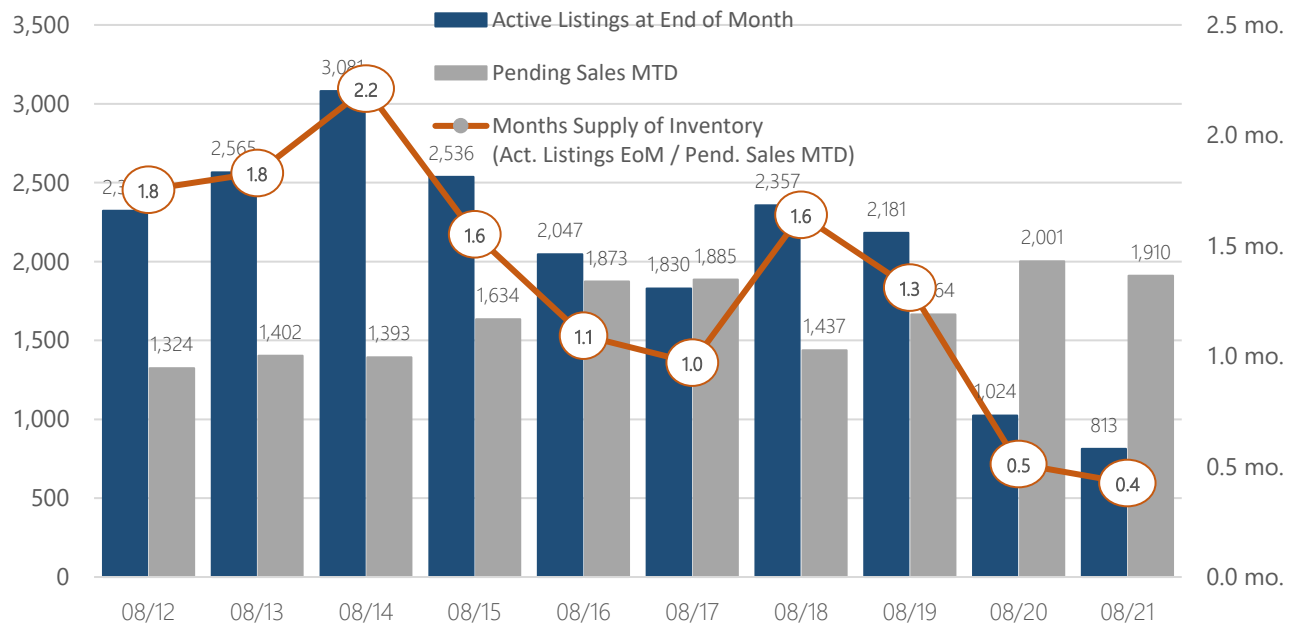
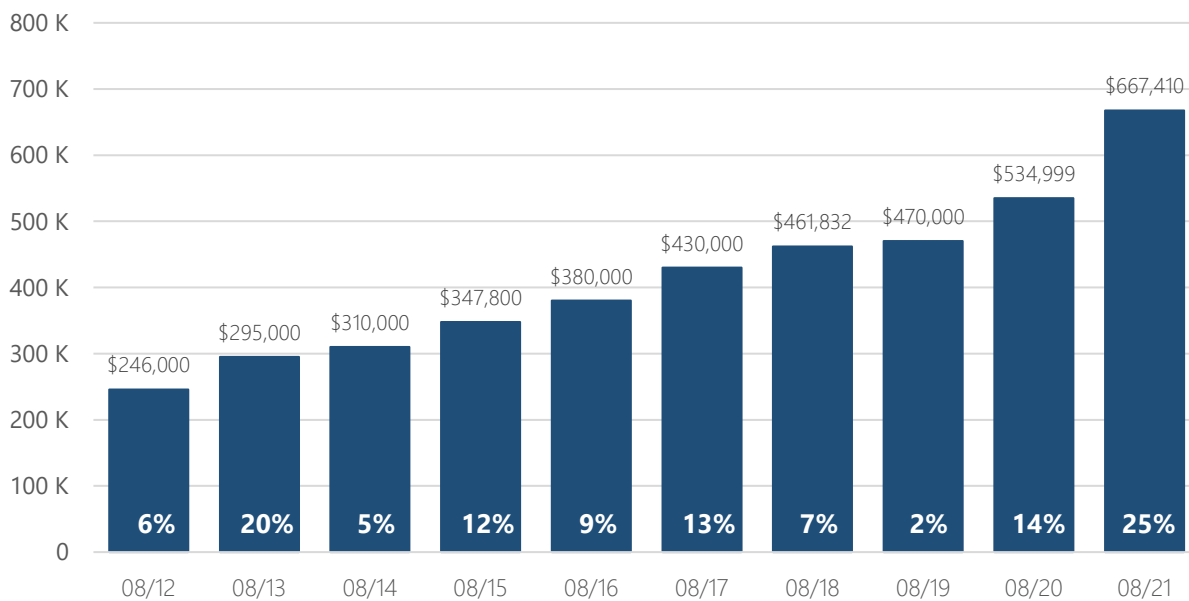


**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



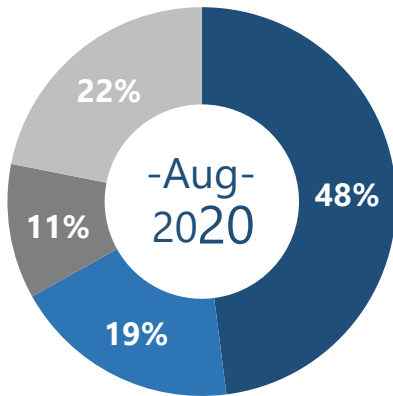
Median Closed Sales Price For Current Month Sold Properties



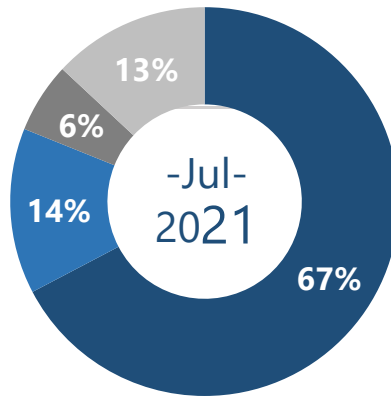
All Snohomish County

RESIDENTIAL & CONDOMINIUM

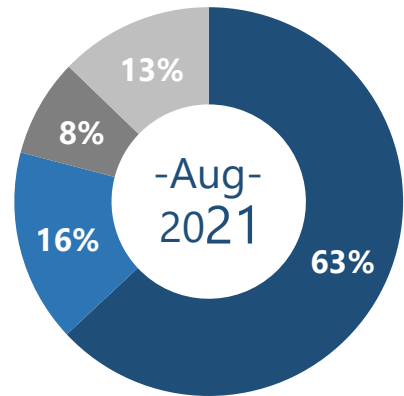
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2021	● SOLD ABOVE LIST PRICE	● SOLD AT LIST PRICE	● SOLD BELOW LIST PRICE	● PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	10	16	26
NUMBER OF SALES IN MONTH	1,045	266	135	212
MEDIAN DIFFERENCE FROM LIST PRICE	7%	0%	-2%	N/A

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price  
based on Market Time

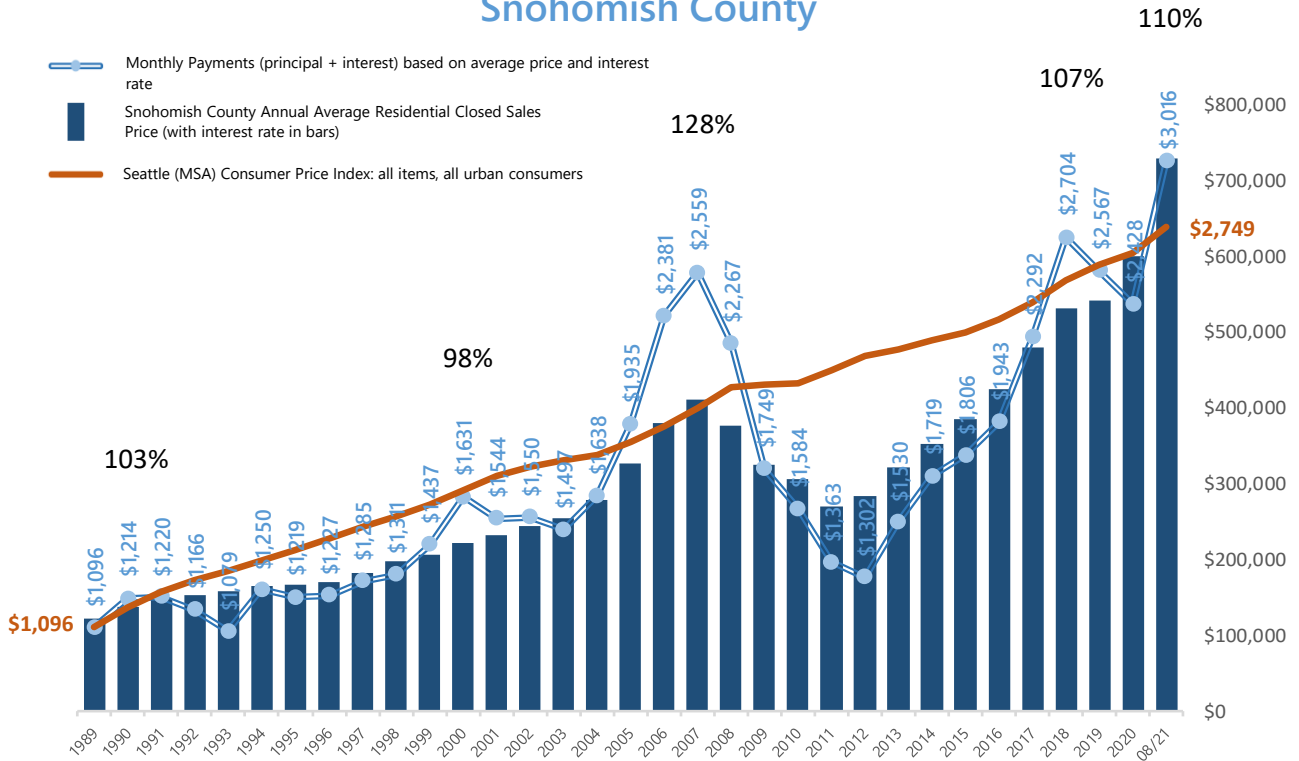
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	104.7%	104.4%	1396	84.2%
15 - 30	100.0%	100.0%	179	10.8%
31 - 60	95.4%	99.3%	67	4.0%
61 - 90	100.0%	100.0%	9	0.5%
90+	96.3%	100.0%	7	0.4%
Totals			1658	100.0%

The Cost of  
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
August, 2021	\$667,410	2.84%	\$2,757
August, 2020	\$534,999	2.94%	\$2,238
	<b>\$132,411</b>	<b>-0.10%</b>	<b>\$518</b> Per Month
			<b>\$6,219</b> Per Year

# Monthly Payments Compared to Inflation Trendline

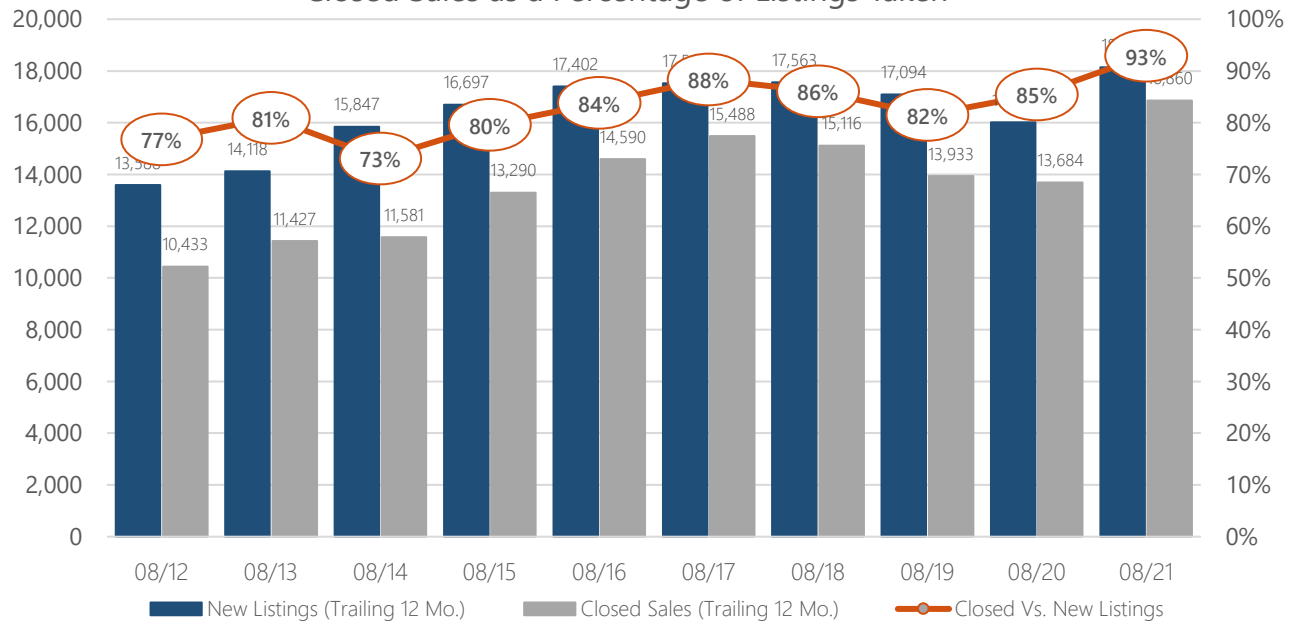
## Snohomish County



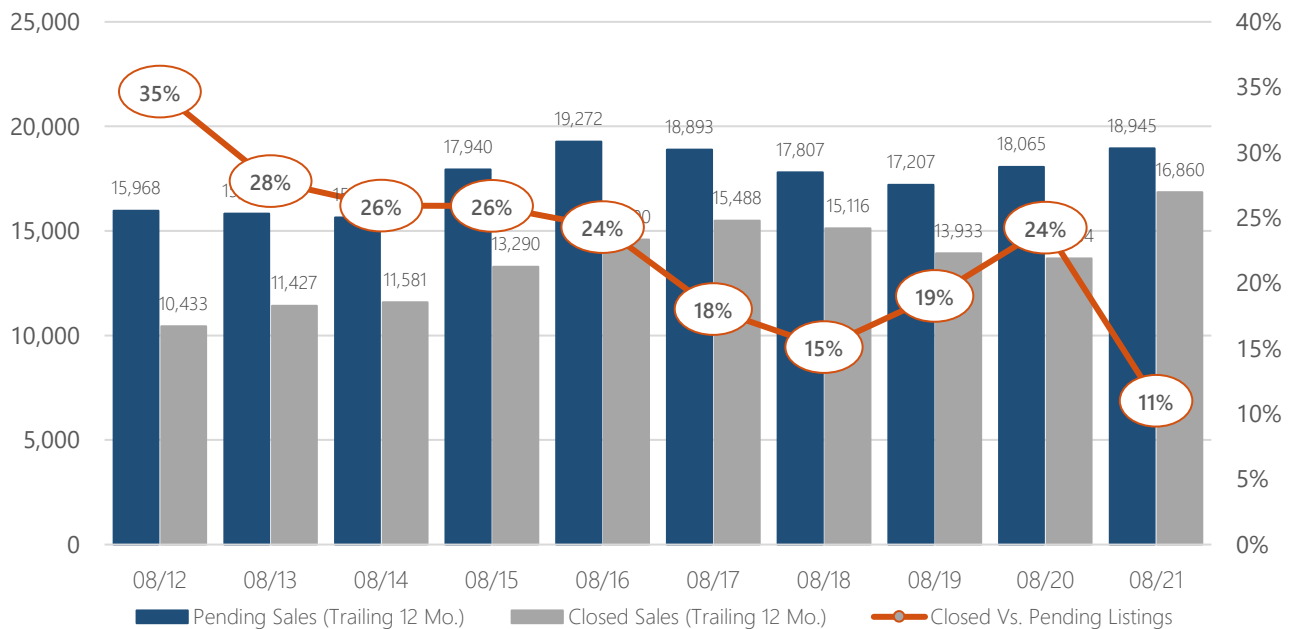
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation line and then return to it</p>
<p><b>D</b></p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

## All Snohomish County RESIDENTIAL & CONDOMINIUM

### What Are The Odds of Selling? Closed Sales as a Percentage of Listings Taken



### Percentage of Pending Sales that do not Close

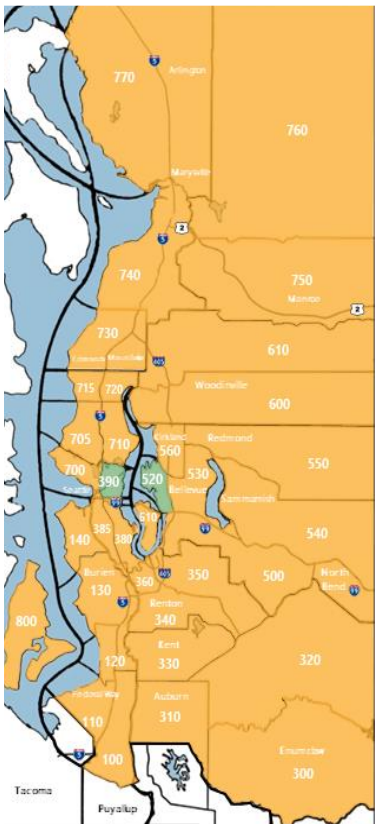


Months Supply  
of  
Inventory  
•  
**CURRENT  
MONTH**  
•  
KING &  
SNOHOMISH  
COUNTY  
•  
RESIDENTIAL &  
CONDOMINIUM

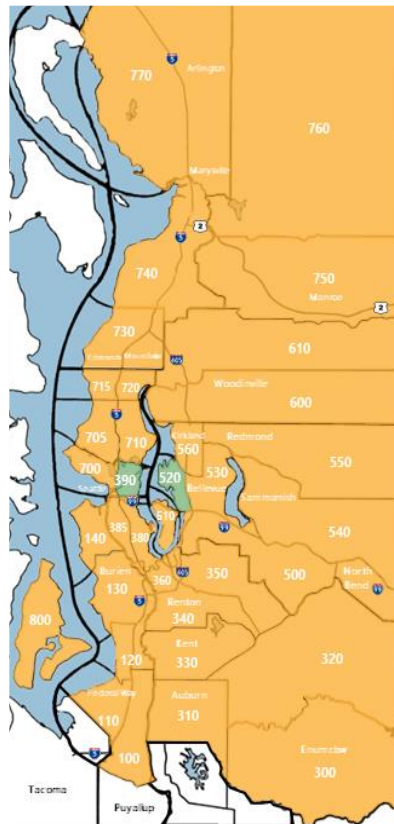
**0 - 2**    **2 - 4**    **4+**  
SELLER'S ADVANTAGE    BALANCED ADVANTAGE    BUYER'S ADVANTAGE

Area			Months Inventory			Area			Months Inventory		
			2019	2020	2021				2019	2020	2021
<b>100</b>	1.6	0.5	0.5	<b>530</b>	1.1	1.1	0.4				
<b>110</b>	0.9	0.4	0.4	<b>540</b>	1.9	0.6	0.3				
<b>120</b>	1.2	0.5	0.4	<b>550</b>	2.0	0.5	0.2				
<b>130</b>	1.7	0.8	0.5	<b>560</b>	2.3	0.9	0.5				
<b>140</b>	1.6	1.2	0.7	<b>600</b>	1.6	0.7	0.4				
<b>300</b>	1.2	0.9	0.5	<b>610</b>	1.7	0.5	0.4				
<b>310</b>	1.0	0.5	0.4	<b>700</b>	1.7	1.5	0.9				
<b>320</b>	1.5	0.4	0.5	<b>701</b>	3.5	6.9	2.2				
<b>330</b>	1.2	0.4	0.4	<b>705</b>	1.6	0.8	0.6				
<b>340</b>	1.2	0.5	0.5	<b>710</b>	1.7	0.9	0.7				
<b>350</b>	1.8	0.4	0.5	<b>715</b>	1.9	0.6	0.5				
<b>360</b>	1.9	0.8	0.8	<b>720</b>	1.7	0.6	0.4				
<b>380</b>	2.0	0.9	0.9	<b>730</b>	1.5	0.5	0.4				
<b>385</b>	2.7	1.9	1.2	<b>740</b>	1.2	0.5	0.4				
<b>390</b>	1.9	2.0	1.1	<b>750</b>	1.4	0.7	0.7				
<b>500</b>	1.9	1.0	0.3	<b>760</b>	1.1	0.5	0.5				
<b>510</b>	2.9	0.9	0.4	<b>770</b>	1.1	0.4	0.4				
<b>520</b>	2.7	2.6	0.7	<b>800</b>	2.0	0.7	0.8				

**2 YEARS AGO**



**1 YEAR AGO**



**CURRENT YEAR**



Created by Windermere Real Estate/East Inc. using NWMLS data. 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.

## All Snohomish County Statistics To Know

### Residential

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.4	0.5	0.0	-8%
Active Listings at End of Month	714	799	-85	-11%
Pending Sales MTD	1,610	1,654	-44	-3%
Pending Sales (Trailing 12 Months)	15,435	14,906	529	4%
Closed Sales MTD	1,363	1,213	150	12%
Closed Sales (Trailing 12 Months)	13,714	11,269	2,445	22%
Closed Sales Price (Median)	\$694,900	\$555,000	\$139,900	25%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$2,870	\$2,322	\$548	24%

### Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.3	0.6	-0.3	-49%
Active Listings at End of Month	99	225	-126	-56%
Pending Sales MTD	300	347	-47	-14%
Pending Sales (Trailing 12 Months)	3,510	3,159	351	11%
Closed Sales MTD	295	279	16	6%
Closed Sales (Trailing 12 Months)	3,146	2,415	731	30%
Closed Sales Price (Median)	\$499,900	\$400,000	\$99,900	25%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$2,065	\$1,673	\$391	23%

### Residential & Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.4	0.5	-0.1	-17%
Active Listings at End of Month	813	1,024	-211	-21%
Pending Sales MTD	1,910	2,001	-91	-5%
Pending Sales (Trailing 12 Months)	18,945	18,065	880	5%
Closed Sales MTD	1,658	1,492	166	11%
Closed Sales (Trailing 12 Months)	16,860	13,684	3,176	23%
Closed Sales Price (Median)	\$667,410	\$534,999	\$132,411	25%
30-Year-Fixed-Rate Mortgage Rates	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$2,757	\$2,238	\$518	23%

## All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021	Active Listings (EOM)	372	347	336	632	500	610	885	813					-21%	562	AVG	-47%
	New Listings Taken in Month	1,018	1,045	1,594	1,898	1,757	2,008	1,963	1,779					1%	13,062	YTD	12%
	# of Pending Transactions	1,045	1,117	1,631	1,630	1,886	1,926	1,733	1,910					-5%	12,878	YTD	1%
	Months Supply of Inventory	0.4	0.3	0.2	0.4	0.3	0.3	0.5	0.4					-17%	0.3	AVG	-50%
	# of Closed Sales	907	835	1,192	1,285	1,469	1,727	1,664	1,658					11%	10,737	YTD	21%
	Median Closed Price	554,990	576,050	607,475	630,000	655,000	675,000	675,000	667,410					25%	633,115	WA	24%
2020	Active Listings (EOM)	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-53%	1,066	AVG	-41%
	New Listings Taken in Month	1,108	1,165	1,542	1,224	1,494	1,544	1,817	1,766	1,741	1,626	904	806	20%	11,660	YTD	-8%
	# of Pending Transactions	1,261	1,465	1,421	1,130	1,669	1,848	1,930	2,001	1,997	1,761	1,291	1,018	20%	12,725	YTD	2%
	Months Supply of Inventory	0.8	0.5	0.7	1.1	0.7	0.6	0.6	0.5	0.4	0.5	0.4	0.4	-61%	0.7	AVG	-40%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	0%	8,881	YTD	-7%
	Median Closed Price	485,000	494,263	509,130	507,500	493,000	521,544	546,450	534,999	550,000	549,994	538,475	535,000	14%	512,277	WA	9%
2019	Active Listings (EOM)	1,452	1,375	1,435	1,554	2,052	2,163	2,164	2,181	2,156	1,912	1,436	1,006	-7%	1,797	AVG	34%
	New Listings Taken in Month	1,101	914	1,623	1,746	2,157	1,756	1,698	1,651	1,520	1,316	906	611	-8%	12,646	YTD	-4%
	# of Pending Transactions	1,239	1,029	1,680	1,714	1,725	1,722	1,707	1,664	1,546	1,508	1,299	987	16%	12,480	YTD	3%
	Months Supply of Inventory	1.2	1.3	0.9	0.9	1.2	1.3	1.3	1.3	1.4	1.3	1.1	1.0	-20%	1.2	AVG	33%
	# of Closed Sales	725	843	1,107	1,201	1,396	1,447	1,376	1,486	1,255	1,268	1,128	1,152	7%	9,581	YTD	-2%
	Median Closed Price	430,000	454,995	479,995	479,000	476,025	488,950	480,000	470,000	470,000	475,000	471,747	495,000	2%	470,536	WA	1%
2018	Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	29%	1,345	AVG	7%
	New Listings Taken in Month	1,024	1,100	1,576	1,716	2,157	1,995	1,781	1,798	1,607	1,329	983	529	-5%	13,147	YTD	0%
	# of Pending Transactions	1,194	1,215	1,578	1,603	1,833	1,652	1,630	1,437	1,307	1,361	1,160	899	-24%	12,142	YTD	-9%
	Months Supply of Inventory	0.6	0.6	0.5	0.6	0.8	1.1	1.2	1.6	2.0	1.8	1.8	1.7	69%	0.9	AVG	17%
	# of Closed Sales	836	812	1,166	1,185	1,427	1,526	1,405	1,386	1,180	1,132	1,019	1,021	-16%	9,743	YTD	-5%
	Median Closed Price	426,250	460,000	452,450	475,000	478,615	485,000	465,000	461,832	458,197	445,000	450,000	454,900	7%	463,652	WA	13%
2017	# of Active Listings	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-11%	1,259	A	-20%
	New Listings Taken in Month	999	1,083	1,537	1,522	2,108	2,135	1,876	1,886	1,594	1,284	924	614	17%	13,146	YTD	4%
	# of Pending Transactions	1,238	1,296	1,614	1,527	1,948	1,949	1,856	1,885	1,614	1,710	1,332	1,009	1%	13,313	YTD	-4%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	0.8	0.9	1.0	1.1	0.9	0.8	0.7	-11%	0.7	A	-18%
	# of Closed Sales	938	904	1,167	1,116	1,394	1,553	1,556	1,648	1,466	1,428	1,237	1,242	7%	10,276	T	3%
	Median Closed Price	380,000	387,250	396,000	416,668	420,000	420,000	430,000	430,000	430,000	415,000	429,950	425,000	13%	410,800	WA	13%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

**AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total**



# MARKET UPDATE

August, 2021



## All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	π	YTD % Change
2016	Active Listings (EOM)	1,267	1,244	1,267	1,462	1,505	1,746	1,969	2,047	2,133	1,788	1,451	1,020	-19%	1,563	AVG	-26%
	New Listings Taken in Month	1,067	1,272	1,621	1,813	1,862	1,927	1,877	1,826	1,625	1,161	939	658	13%	13,265	YTD	5%
	# of Pending Transactions	1,249	1,475	1,825	1,836	1,979	1,862	1,795	1,873	1,601	1,561	1,314	1,104	15%	13,894	YTD	4%
	Months Supply of Inventory	1.0	0.8	0.7	0.8	0.8	0.9	1.1	1.1	1.3	1.1	1.1	0.9	-30%	0.9	AVG	
	# of Closed Sales	811	848	1,156	1,213	1,386	1,493	1,515	1,538	1,431	1,364	1,270	1,147	7%	9,960	YTD	7%
	Median Closed Price	351,500	327,500	365,000	357,000	367,250	372,150	385,000	380,000	377,000	369,950	379,950	379,350	9%	363,969	WA	9%
2015	Active Listings (EOM)	1,918	1,880	1,780	1,937	2,129	2,310	2,459	2,536	2,425	2,248	1,735	1,345	-18%	2,119	AVG	-16%
	New Listings Taken in Month	1,083	1,221	1,600	1,702	1,792	1,840	1,745	1,609	1,335	1,307	810	685	6%	12,592	YTD	7%
	# of Pending Transactions	1,237	1,406	1,938	1,747	1,777	1,799	1,764	1,634	1,501	1,503	1,307	1,067	17%	13,302	YTD	16%
	Months Supply of Inventory	1.6	1.3	0.9	1.1	1.2	1.3	1.4	1.6	1.6	1.5	1.3	1.3	-30%	1.3	AVG	-27%
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	24%	9,315	YTD	19%
	Median Closed Price	315,000	319,000	320,000	335,000	335,000	347,250	343,000	347,800	333,375	342,475	329,638	337,500	12%	333,214	WA	11%
2014	Active Listings (EOM)	2,155	2,151	2,105	2,327	2,542	2,764	2,996	3,081	2,990	2,776	2,474	2,001	20%	2,515	AVG	36%
	New Listings Taken in Month	1,085	1,058	1,378	1,591	1,770	1,710	1,687	1,514	1,376	1,264	816	649	6%	11,793	YTD	9%
	# of Pending Transactions	1,195	1,180	1,481	1,454	1,718	1,545	1,457	1,393	1,328	1,327	1,027	956	-1%	11,423	YTD	1%
	Months Supply of Inventory	1.8	1.8	1.4	1.6	1.5	1.8	2.1	2.2	2.3	2.1	2.4	2.1	21%	1.8	AVG	35%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	2%	7,804	YTD	-1%
	Median Closed Price	269,000	294,000	295,000	296,000	305,000	313,375	319,950	310,000	310,000	317,000	313,800	318,250	5%	301,015	WA	9%
2013	Active Listings (EOM)	1,548	1,529	1,470	1,530	1,777	2,030	2,359	2,565	2,666	2,629	2,451	2,172	10%	1,851	AVG	-28%
	New Listings Taken in Month	1,015	1,036	1,281	1,349	1,564	1,540	1,578	1,424	1,277	1,217	900	660	20%	10,787	YTD	13%
	# of Pending Transactions	1,154	1,236	1,576	1,500	1,487	1,488	1,470	1,402	1,150	1,219	1,010	835	6%	11,313	YTD	-2%
	Months Supply of Inventory	1.3	1.2	0.9	1.0	1.2	1.4	1.6	1.8	2.3	2.2	2.4	2.6	4%	1.3	AVG	-28%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	8%	7,912	YTD	11%
	Median Closed Price	235,950	260,000	269,950	275,000	285,000	284,900	291,000	295,000	284,950	270,000	288,000	290,000	20%	275,796	WA	17%
2012	Active Listings (EOM)	3,162	2,925	2,617	2,486	2,383	2,359	2,277	2,322	2,187	1,960	1,754	1,513	-48%	2,566	AVG	-44%
	New Listings Taken in Month	1,103	1,126	1,210	1,263	1,258	1,252	1,146	1,185	987	967	796	581	-13%	9,543	YTD	-15%
	# of Pending Transactions	1,150	1,391	1,665	1,570	1,579	1,448	1,400	1,324	1,206	1,325	1,114	872	0%	11,527	YTD	19%
	Months Supply of Inventory	2.7	2.1	1.6	1.6	1.5	1.6	1.6	1.8	1.8	1.5	1.6	1.7	-47%	1.8	AVG	-53%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	15%	7,116	YTD	19%
	Median Closed Price	210,000	220,000	228,500	236,817	245,000	249,000	251,111	246,000	261,658	245,000	257,000	254,975	6%	236,634	WA	2%
2011	Active Listings (EOM)	4,691	4,729	4,641	4,617	4,621	4,548	4,546	4,425	4,308	4,045	3,817	3,249	-26%	4,602	AVG	-17%
	New Listings Taken in Month	1,475	1,245	1,481	1,449	1,388	1,466	1,368	1,364	1,229	1,106	947	763	-6%	11,236	YTD	-16%
	# of Pending Transactions	938	1,046	1,375	1,233	1,315	1,279	1,207	1,325	1,161	1,226	1,041	1,013	46%	9,718	YTD	14%
	Months Supply of Inventory	5.0	4.5	3.4	3.7	3.5	3.6	3.8	3.3	3.7	3.3	3.7	3.2	-49%	3.9	AVG	-31%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	43%	5,999	YTD	2%
	Median Closed Price	239,000	228,250	237,000	225,000	230,000	239,925	225,000	232,000	228,400	221,142	229,950	222,750	-11%	232,158	WA	-14%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

**AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total**

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,872	1,814	1,805	1,915	2,095	2,242	2,366	2,437	2,417	2,210	1,883	1,495	2,046	AVG
% of 12 Month Avg.	91%	89%	88%	94%	102%	110%	116%	119%	118%	108%	92%	73%		
New Listings Taken in Month	1,106	1,122	1,485	1,538	1,755	1,717	1,657	1,602	1,429	1,258	893	656	16,216	T
% of 12 Month Avg.	82%	83%	110%	114%	130%	127%	123%	119%	106%	93%	66%	49%		
# of Pending Transactions	1,186	1,274	1,615	1,531	1,703	1,659	1,622	1,594	1,441	1,450	1,190	976	17,240	T
% of 12 Month Avg.	83%	89%	112%	107%	119%	115%	113%	111%	100%	101%	83%	68%		
Months Supply of Inventory	1.6	1.4	1.1	1.3	1.2	1.4	1.5	1.5	1.7	1.5	1.6	1.5	1.4	AVG
% of 12 Month Avg.	110%	99%	78%	87%	86%	94%	101%	106%	117%	106%	110%	107%		
# of Closed Units	723	754	1,025	1,047	1,186	1,301	1,296	1,327	1,202	1,202	1,034	1,069	13,166	T
% of 12 Month Avg.	66%	69%	93%	95%	108%	119%	118%	121%	110%	110%	94%	97%		
Median Closed Price	334,170	344,526	355,303	360,299	363,489	372,209	373,651	370,763	370,358	365,056	368,851	371,273	362,496	AVG
% of 12 Month Avg.	92%	95%	98%	99%	100%	103%	103%	102%	102%	101%	102%	102%		

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM  
Closed Sales by Price by Month  
**2021**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	29	17	27	21	28	19	15	23					<b>179</b>
\$250,000 to \$499,999	332	266	319	319	294	334	331	313					<b>2,508</b>
\$500,000 to \$749,999	358	327	495	524	601	693	681	709					<b>4,388</b>
\$750,000 to \$999,999	142	146	240	275	358	441	431	397					<b>2,430</b>
\$1,000,000 to \$1,499,999	40	60	87	124	169	178	174	176					<b>1,008</b>
\$1,500,000 to \$2,499,999	4	7	20	15	17	36	28	35					<b>162</b>
\$2,500,000 and above	0	1	1	1	3	3	1	5					<b>15</b>
<b>Grand Total</b>	<b>905</b>	<b>824</b>	<b>1,189</b>	<b>1,279</b>	<b>1,470</b>	<b>1,704</b>	<b>1,661</b>	<b>1,658</b>					<b>10,690</b>

**2020**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	32	39	33	30	34	35	53	31	40	31	46	45	<b>287</b>
\$250,000 to \$499,999	385	396	478	400	439	569	527	589	586	663	526	523	<b>3,783</b>
\$500,000 to \$749,999	261	320	430	342	332	539	630	612	671	672	515	571	<b>3,466</b>
\$750,000 to \$999,999	66	65	102	85	84	163	209	179	216	295	195	180	<b>953</b>
\$1,000,000 to \$1,499,999	29	23	31	29	20	36	55	50	56	64	43	70	<b>273</b>
\$1,500,000 to \$2,499,999	1	3	4	4	4	4	12	16	14	9	9	11	<b>48</b>
\$2,500,000 and above	1	0	0	0	0	0	1	3	0	1	1	2	<b>5</b>
<b>Grand Total</b>	<b>775</b>	<b>846</b>	<b>1,078</b>	<b>890</b>	<b>913</b>	<b>1,346</b>	<b>1,487</b>	<b>1,480</b>	<b>1,583</b>	<b>1,735</b>	<b>1,335</b>	<b>1,402</b>	<b>8,815</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-9%	-56%	-18%	-30%	-18%	-46%	-72%	-26%					-38%
\$250,000 to \$499,999	-14%	-33%	-33%	-20%	-33%	-41%	-37%	-47%					-34%
\$500,000 to \$749,999	37%	2%	15%	53%	81%	29%	8%	16%					27%
\$750,000 to \$999,999	115%	125%	135%	224%	326%	171%	106%	122%					155%
\$1,000,000 to \$1,499,999	38%	161%	181%	328%	745%	394%	216%	252%					269%
\$1,500,000 to \$2,499,999	300%	133%	400%	275%	325%	800%	133%	119%					237%
\$2,500,000 and above	-100%	N/A	N/A	N/A	N/A	N/A	0%	67%					200%
<b>Grand Total</b>	<b>17%</b>	<b>-3%</b>	<b>10%</b>	<b>44%</b>	<b>61%</b>	<b>27%</b>	<b>12%</b>	<b>12%</b>					<b>21%</b>