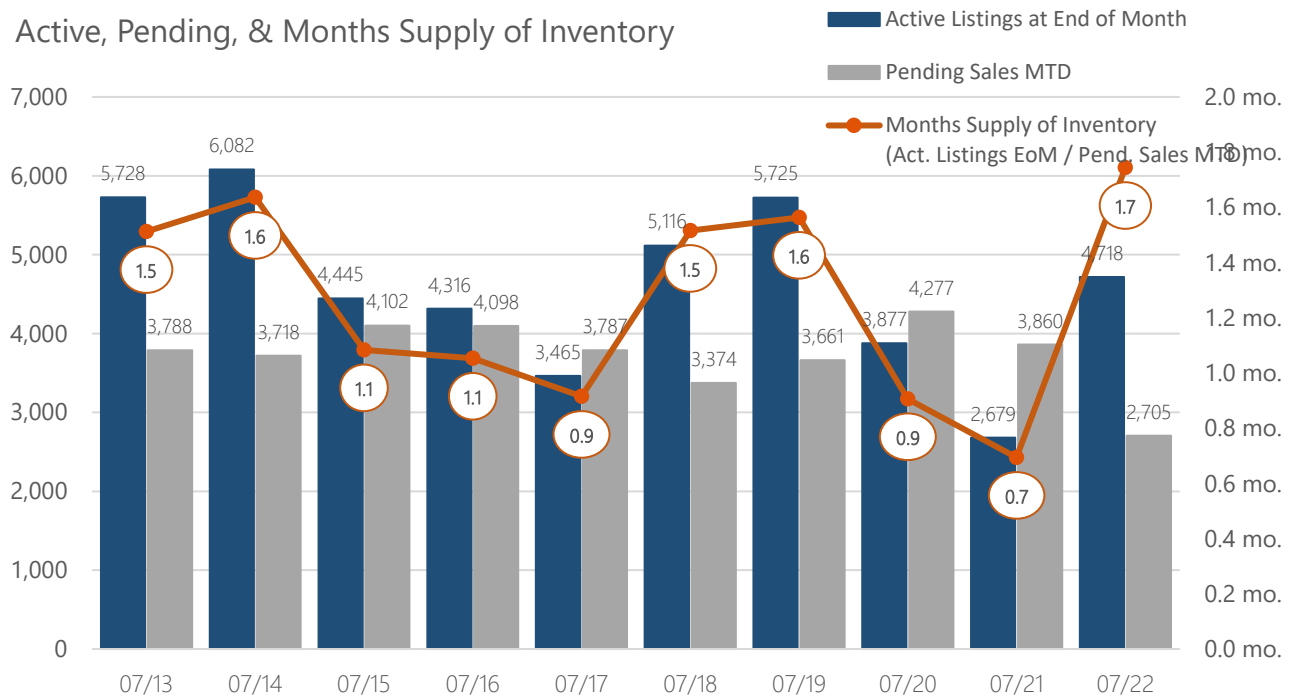
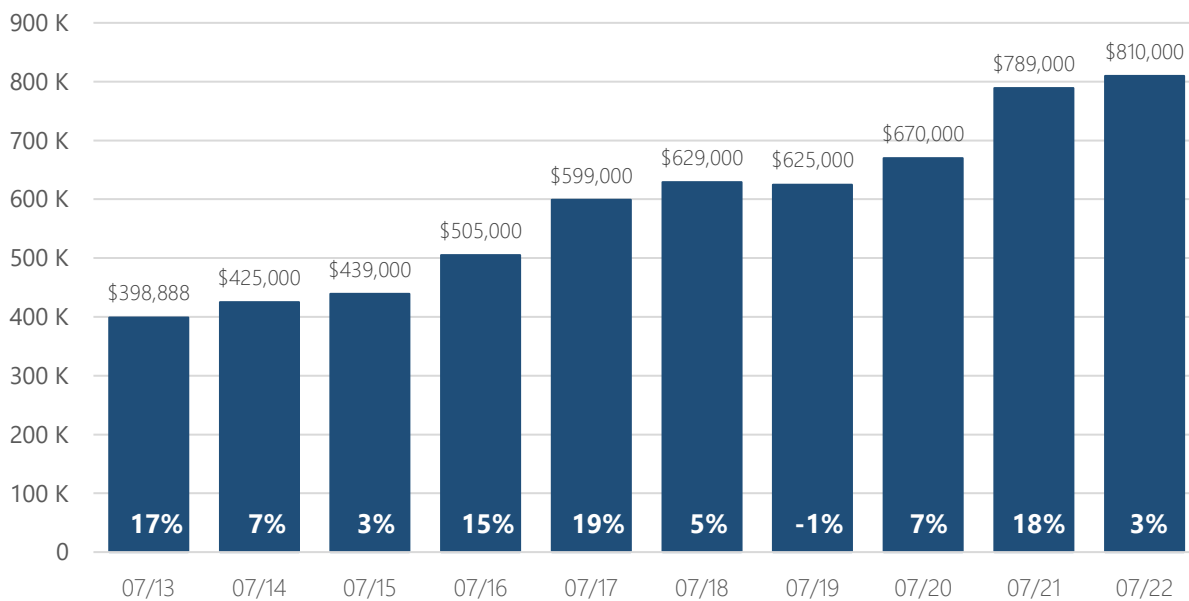


**All King County**  
**RESIDENTIAL & CONDOMINIUM**

Active, Pending, & Months Supply of Inventory



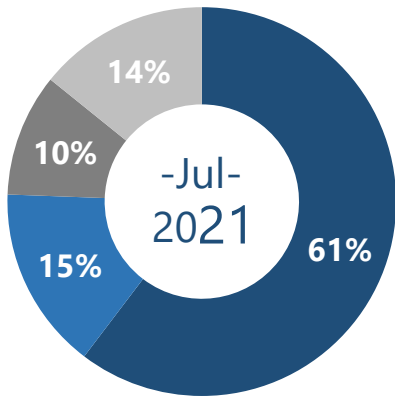
Median Closed Sales Price For Current Month Sold Properties



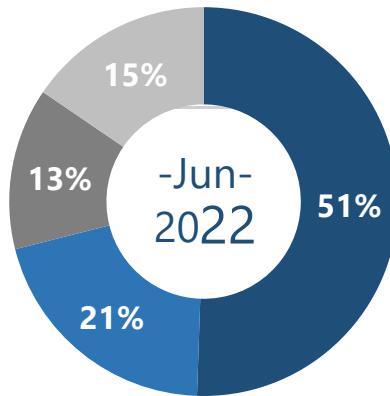
## All King County

### RESIDENTIAL & CONDOMINIUM

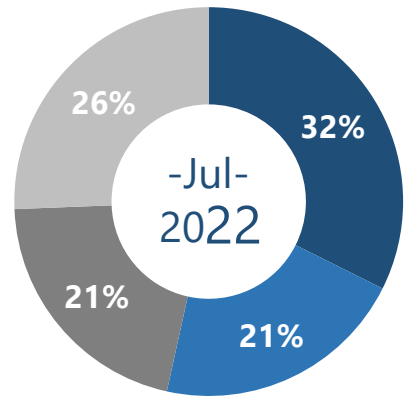
#### PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

#### JULY 2022

**AVERAGE DAYS ON MARKET**



5

7

14

30

**NUMBER OF SALES IN MONTH**



814

530

526

644

**MEDIAN DIFFERENCE FROM LIST PRICE**



4%

0%

-3%

N/A

**All King County**  
RESIDENTIAL & CONDOMINIUM

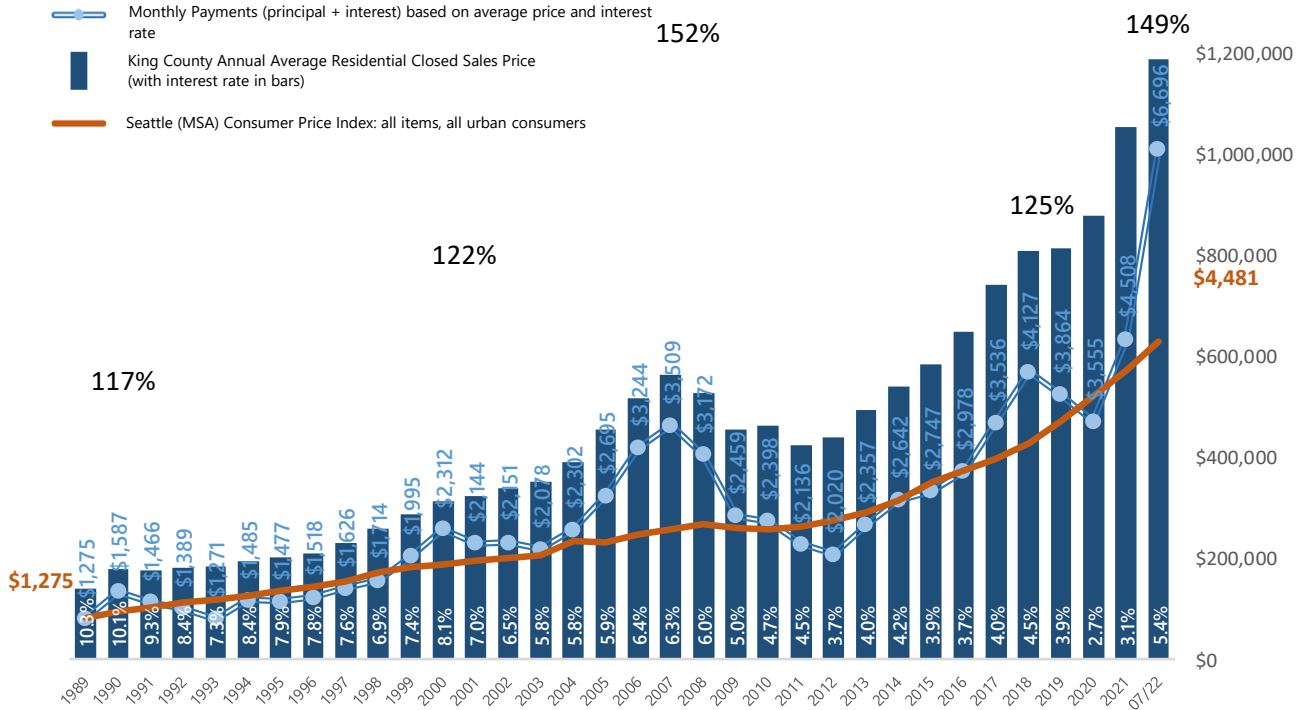
Sales Price to List Price  
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	1803	71.7%
15 - 30	95.4%	98.1%	466	18.5%
31 - 60	92.1%	97.7%	204	8.1%
61 - 90	90.1%	97.2%	31	1.2%
90+	97.8%	100.0%	10	0.4%
<b>Totals</b>			<b>2514</b>	<b>100.0%</b>

The Cost of  
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
July, 2022	\$810,000	5.41%	\$4,553
July, 2021	\$789,000	2.87%	\$3,271
	<b>\$21,000</b>	<b>2.54%</b>	<b>\$1,282</b> Per Month
			<b>\$15,385</b> Per Year

# Monthly Payments Compared to Inflation Trendline King County



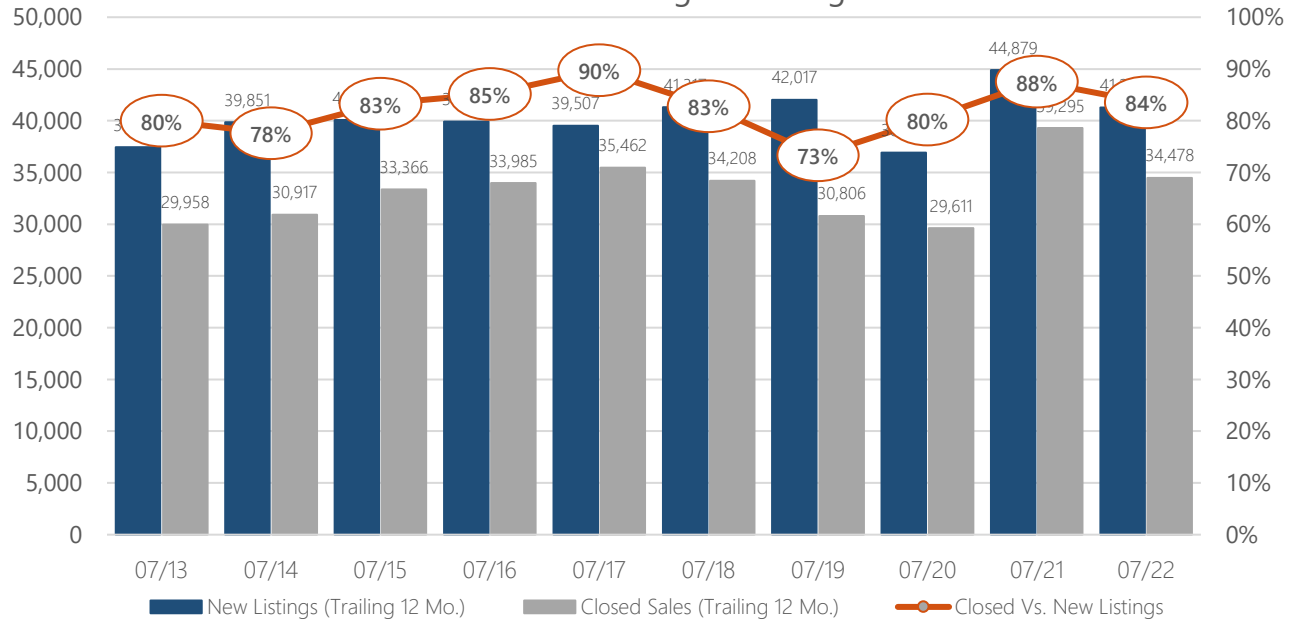
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Median Household Income Estimates by County: 1989 to 2019 and Projection for 2020, 2021 &amp; 2022</p>	<p>Payments tend to rise above the County Median Household Income 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 King County

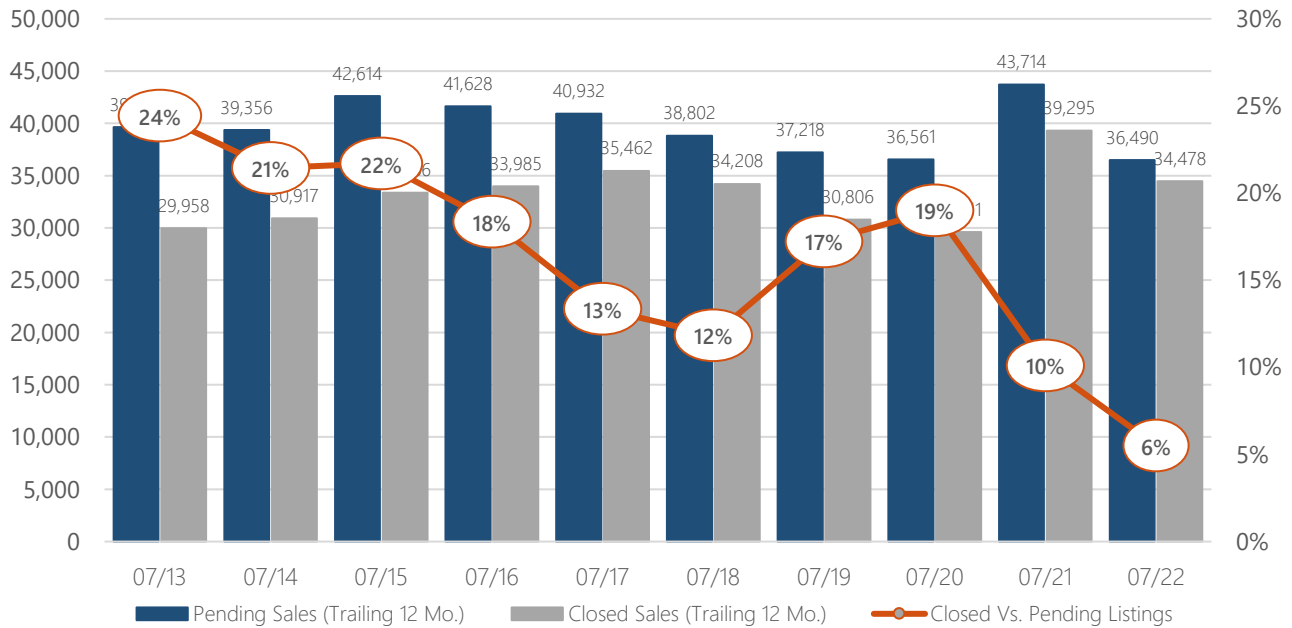
### RESIDENTIAL & CONDOMINIUM

#### 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		
	2020	2021	2022		2020	2021	2022
100	0.4	0.6	2.0	530	1.1	0.4	1.9
110	0.6	0.5	1.2	540	0.6	0.4	1.9
120	0.5	0.5	1.4	550	0.8	0.4	1.7
130	0.8	0.8	1.2	560	1.4	0.6	1.9
140	1.2	0.8	1.3	600	0.7	0.5	1.8
300	0.4	0.6	1.4	610	0.6	0.5	1.7
310	0.4	0.6	1.8	700	1.7	1.1	2.1
320	0.4	0.5	2.2	701	4.7	2.3	4.0
330	0.8	0.6	1.8	705	0.8	0.7	1.5
340	0.5	0.4	1.4	710	0.8	0.7	1.5
350	1.0	0.5	1.5	715	0.8	0.8	1.3
360	1.1	1.0	1.2	720	0.7	0.8	1.3
380	0.8	1.0	1.7	730	0.6	0.5	1.5
385	1.2	1.4	2.5	740	0.5	0.5	1.5
390	1.7	1.1	2.1	750	0.7	0.6	2.2
500	1.0	0.6	2.1	760	0.5	0.5	1.5
510	1.4	0.4	1.3	770	0.5	0.6	1.7
520	1.8	0.8	3.8	800	0.9	0.4	1.3

### 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.

## All King County Statistics To Know

### Residential

	July, 2022	July, 2021	Difference	% Change
Months Supply of Inventory	1.8	0.6	1.1	189%
Active Listings at End of Month	3,684	1,784	1,900	107%
Pending Sales MTD	2,098	2,939	-841	-29%
Pending Sales (Trailing 12 Months)	27,945	33,824	-5,879	-17%
Closed Sales MTD	1,952	3,229	-1,277	-40%
Closed Sales (Trailing 12 Months)	26,457	30,799	-4,342	-14%
Closed Sales Price (Median)	\$890,000	\$871,000	\$19,000	2%
30-Year-Fixed-Rate Mortgage Rate	5.4%	2.9%	2.5%	89%
Monthly Payments (P&I)	\$5,003	\$3,611	\$1,392	39%

### Condominium

	July, 2022	July, 2021	Difference	% Change
Months Supply of Inventory	1.7	1.0	0.7	75%
Active Listings at End of Month	1,034	895	139	16%
Pending Sales MTD	607	921	-314	-34%
Pending Sales (Trailing 12 Months)	8,545	9,890	-1,345	-14%
Closed Sales MTD	583	819	-236	-29%
Closed Sales (Trailing 12 Months)	8,021	8,496	-475	-6%
Closed Sales Price (Median)	\$490,000	\$460,000	\$30,000	7%
30-Year-Fixed-Rate Mortgage Rate	5.4%	2.9%	2.5%	89%
Monthly Payments (P&I)	\$2,755	\$1,907	\$847	44%

### Residential & Condominium

	July, 2022	July, 2021	Difference	% Change
Months Supply of Inventory	1.7	0.7	1.1	151%
Active Listings at End of Month	4,718	2,679	2,039	76%
Pending Sales MTD	2,705	3,860	-1,155	-30%
Pending Sales (Trailing 12 Months)	36,490	43,714	-7,224	-17%
Closed Sales MTD	2,535	4,048	-1,513	-37%
Closed Sales (Trailing 12 Months)	34,478	39,295	-4,817	-12%
Closed Sales Price (Median)	\$810,000	\$789,000	\$21,000	3%
30-Year-Fixed-Rate Mortgage Rates	5.4%	2.9%	2.5%	89%
Monthly Payments (P&I)	\$4,553	\$3,271	\$1,282	39%

## All King County RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2022																
Active Listings (EOM)	761	978	1,395	2,108	2,708	4,207	4,718						76%	2,411	AVG	16%
New Listings Taken in Month	2,083	2,901	4,150	4,199	4,581	4,955	4,009						-9%	26,878	YTD	-3%
# of Pending Transactions	2,009	2,631	3,557	3,356	3,606	2,819	2,705						-30%	20,683	YTD	-21%
Months Supply of Inventory	0.4	0.4	0.4	0.6	0.8	1.5	1.7						151%	0.8	AVG	44%
# of Closed Sales	1,557	1,786	2,863	3,060	3,281	3,143	2,535						-37%	18,225	YTD	-18%
Median Closed Price	720,000	759,735	838,753	880,000	880,000	851,000	810,000						3%	823,803	WA	11%
2021																
Active Listings (EOM)	1,855	1,828	1,769	2,212	1,995	2,257	2,679	2,268	2,391	1,952	1,149	693	-31%	2,085	AVG	-31%
New Listings Taken in Month	2,598	2,893	4,117	4,602	4,372	4,801	4,428	3,774	3,995	3,168	2,068	1,387	-10%	27,811	YTD	15%
# of Pending Transactions	2,625	2,865	4,054	3,977	4,379	4,351	3,860	4,027	3,765	3,500	2,791	1,724	-10%	26,111	YTD	17%
Months Supply of Inventory	0.7	0.6	0.4	0.6	0.5	0.5	0.7	0.6	0.6	0.6	0.4	0.4	-23%	0.6	AVG	-41%
# of Closed Sales	2,006	2,146	2,956	3,402	3,643	4,052	4,048	3,680	3,500	3,436	3,045	2,592	18%	22,253	YTD	37%
Median Closed Price	644,950	679,075	740,000	750,000	775,000	779,919	789,000	771,750	745,000	750,000	740,000	749,000	18%	740,338	WA	16%
2020																
Active Listings (EOM)	2,118	2,221	2,813	3,255	3,467	3,471	3,877	4,010	3,970	3,806	2,867	1,949	-32%	3,032	AVG	-37%
New Listings Taken in Month	2,361	2,969	3,787	2,707	3,585	4,107	4,680	4,628	4,371	3,971	2,305	1,793	25%	24,196	YTD	-11%
# of Pending Transactions	2,476	2,895	3,031	2,246	3,358	4,025	4,277	4,420	4,153	3,833	2,846	2,351	17%	22,308	YTD	-8%
Months Supply of Inventory	0.9	0.8	0.9	1.4	1.0	0.9	0.9	0.9	1.0	1.0	1.0	0.8	-42%	1.0	AVG	-31%
# of Closed Sales	1,665	1,891	2,450	2,073	1,988	2,783	3,420	3,456	3,535	3,857	3,098	3,096	4%	16,270	YTD	-12%
Median Closed Price	589,950	615,000	645,000	650,000	627,000	675,000	670,000	680,000	698,230	685,000	685,000	676,000	7%	640,089	WA	3%
2019																
Active Listings (EOM)	3,688	3,744	4,263	4,624	5,785	5,931	5,725	5,472	5,431	4,808	3,487	2,260	12%	4,823	AVG	61%
New Listings Taken in Month	2,591	2,381	4,153	4,365	5,483	4,381	3,740	3,333	3,525	3,013	1,736	1,107	-13%	27,094	YTD	0%
# of Pending Transactions	2,452	2,278	3,657	3,988	4,196	3,931	3,661	3,298	3,151	3,211	2,695	1,898	9%	24,163	YTD	5%
Months Supply of Inventory	1.5	1.6	1.2	1.2	1.4	1.5	1.6	1.7	1.7	1.5	1.3	1.2	3%	1.4	AVG	60%
# of Closed Sales	1,575	1,795	2,290	2,739	3,378	3,357	3,280	3,152	2,506	2,757	2,510	2,416	1%	18,414	YTD	-2%
Median Closed Price	565,000	604,000	622,500	625,000	645,000	637,675	625,000	615,000	593,750	605,000	612,000	615,000	-1%	618,720	WA	-1%
2018																
# of Active Listings	1,509	1,645	2,060	2,591	3,562	4,503	5,116	5,803	6,587	6,283	5,241	3,690	48%	2,998	A	23%
New Listings Taken in Month	2,326	2,549	3,885	3,977	5,251	4,896	4,289	4,090	4,247	3,355	2,196	1,035	-2%	27,173	YTD	2%
# of Pending Transactions	2,282	2,480	3,465	3,464	4,176	3,830	3,374	3,072	2,869	2,877	2,467	1,770	-11%	23,071	YTD	-6%
Months Supply of Inventory	0.7	0.7	0.6	0.7	0.9	1.2	1.5	1.9	2.3	2.2	2.1	2.1	66%	0.9	A	27%
# of Closed Sales	1,635	1,864	2,479	2,764	3,194	3,502	3,261	3,028	2,331	2,618	2,258	2,157	-6%	18,699	T	-5%
Median Closed Price	571,250	590,000	625,000	650,000	650,000	650,000	629,000	610,000	610,000	613,509	605,000	597,000	5%	624,980	WA	14%



# MARKET UPDATE

July, 2022



## All King County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2017	Active Listings (EOM)	1,885	1,729	2,100	2,281	2,568	3,055	3,465	3,329	3,693	3,108	2,234	1,374	-20%	2,440	AVG	-23%
	New Listings Taken in Month	2,272	2,389	3,719	3,676	4,484	4,769	4,191	3,933	3,856	3,088	2,102	1,165	-4%	25,500	YTD	-5%
	# of Pending Transactions	2,468	2,639	3,500	3,570	4,308	4,276	3,787	4,003	3,514	3,533	2,831	1,850	-8%	24,548	YTD	-6%
	Months Supply of Inventory	0.8	0.7	0.6	0.6	0.6	0.7	0.9	0.8	1.1	0.9	0.8	0.7	-13%	0.7	AVG	-19%
	# of Closed Sales	2,007	1,779	2,699	2,634	3,380	3,652	3,462	3,571	3,262	3,174	2,821	2,681	-5%	19,613	YTD	0%
	Median Closed Price	475,000	506,000	530,000	550,000	560,000	590,000	599,000	585,000	565,000	565,000	575,000	585,000	19%	547,392	WA	16%
2016	Active Listings (EOM)	2,427	2,431	2,700	3,232	3,332	3,889	4,316	4,211	4,519	3,667	2,803	1,985	-3%	3,190	AVG	-19%
	New Listings Taken in Month	2,407	2,791	3,839	4,236	4,334	4,767	4,385	3,953	4,019	2,746	1,960	1,329	8%	26,759	YTD	2%
	# of Pending Transactions	2,385	3,038	3,766	3,925	4,486	4,328	4,098	4,083	3,777	3,576	2,856	2,092	0%	26,026	YTD	-5%
	Months Supply of Inventory	1.0	0.8	0.7	0.8	0.7	0.9	1.1	1.0	1.2	1.0	1.0	0.9	-3%	0.9	AVG	-15%
	# of Closed Sales	1,720	1,824	2,570	2,886	3,242	3,800	3,653	3,656	3,309	3,272	2,911	2,701	-3%	19,695	YTD	-1%
	Median Closed Price	431,502	439,950	458,450	475,000	485,000	510,000	505,000	499,974	494,950	495,500	497,500	505,000	15%	473,812	WA	13%
2015	Active Listings (EOM)	3,536	3,555	3,578	3,864	4,176	4,285	4,445	4,352	4,257	3,851	2,917	2,196	-27%	3,920	AVG	-19%
	New Listings Taken in Month	2,518	2,919	3,749	4,329	4,380	4,243	4,055	3,618	3,411	3,005	1,796	1,314	-5%	26,193	YTD	1%
	# of Pending Transactions	2,788	3,217	4,123	4,459	4,434	4,359	4,102	3,879	3,602	3,439	2,748	1,934	10%	27,482	YTD	11%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	0.9	1.0	1.1	1.1	1.2	1.1	1.1	1.1	-34%	1.0	AVG	-27%
	# of Closed Sales	1,688	1,790	2,670	2,983	3,397	3,693	3,755	3,333	3,079	2,986	2,280	2,612	15%	19,976	YTD	14%
	Median Closed Price	390,000	375,000	411,200	431,000	434,000	450,000	439,000	450,700	440,000	432,750	432,000	450,000	3%	420,159	WA	8%
2014	Active Listings (EOM)	4,110	4,138	4,191	4,511	5,276	5,609	6,082	6,211	6,107	5,614	4,630	3,600	6%	4,845	AVG	7%
	New Listings Taken in Month	2,605	2,755	3,475	3,936	4,714	4,228	4,252	3,710	3,578	3,162	1,999	1,421	5%	25,965	YTD	3%
	# of Pending Transactions	2,629	2,811	3,621	3,797	4,154	3,953	3,718	3,547	3,406	3,350	2,699	2,130	-2%	24,683	YTD	-2%
	Months Supply of Inventory	1.6	1.5	1.2	1.2	1.3	1.4	1.6	1.8	1.8	1.7	1.7	1.7	8%	1.4	AVG	10%
	# of Closed Sales	1,674	1,620	2,297	2,599	2,967	3,109	3,275	3,007	2,690	2,870	2,323	2,500	-1%	17,541	YTD	-2%
	Median Closed Price	364,875	365,000	378,000	386,000	398,000	410,000	425,000	398,000	420,000	399,950	399,000	400,000	7%	390,692	WA	8%
2013	Active Listings (EOM)	3,853	3,854	3,860	4,146	4,832	5,284	5,728	6,171	6,275	5,799	4,876	4,050	-11%	4,508	AVG	-33%
	New Listings Taken in Month	2,638	2,866	3,426	3,779	4,352	4,138	4,051	3,893	3,457	3,047	2,051	1,438	28%	25,250	YTD	13%
	# of Pending Transactions	2,777	3,138	3,740	3,809	4,041	3,900	3,788	3,567	3,218	3,306	2,617	1,965	15%	25,193	YTD	6%
	Months Supply of Inventory	1.4	1.2	1.0	1.1	1.2	1.4	1.5	1.7	1.9	1.8	1.9	2.1	-22%	1.3	AVG	-39%
	# of Closed Sales	1,781	1,688	2,376	2,672	3,122	3,046	3,293	3,227	2,802	2,798	2,244	2,305	25%	17,978	YTD	18%
	Median Closed Price	315,000	332,577	349,950	352,000	375,000	383,000	398,888	392,500	384,925	380,000	379,202	375,900	17%	360,127	WA	15%
2012	Active Listings (EOM)	7,360	7,048	6,700	6,604	6,592	6,500	6,437	6,432	6,312	5,437	4,737	3,801	-42%	6,749	AVG	-37%
	New Listings Taken in Month	2,503	2,832	3,415	3,436	3,602	3,358	3,163	3,195	3,009	2,606	2,004	1,378	-12%	22,309	YTD	-12%
	# of Pending Transactions	2,418	3,123	3,878	3,659	3,812	3,534	3,301	3,298	3,072	3,400	2,633	2,056	13%	23,725	YTD	21%
	Months Supply of Inventory	3.0	2.3	1.7	1.8	1.7	1.8	2.0	2.0	2.1	1.6	1.8	1.8	-48%	2.1	AVG	-47%
	# of Closed Sales	1,429	1,574	2,082	2,260	2,618	2,670	2,641	2,730	2,312	2,474	2,276	2,188	27%	15,274	YTD	19%
	Median Closed Price	280,000	275,000	295,000	319,950	324,997	348,000	340,000	340,000	335,000	342,250	353,250	342,000	7%	314,137	WA	-2%

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

**All King County**  
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	3,234	3,219	3,403	3,732	4,159	4,478	4,787	4,826	4,954	4,433	3,494	2,560	3,940	AVG
% of 12 Month Avg.	82%	82%	86%	95%	106%	114%	121%	122%	126%	113%	89%	65%		
New Listings Taken in Month	2,482	2,734	3,757	3,904	4,456	4,369	4,123	3,813	3,747	3,116	2,022	1,337	39,859	T
% of 12 Month Avg.	75%	82%	113%	118%	134%	132%	124%	115%	113%	94%	61%	40%		
# of Pending Transactions	2,530	2,848	3,684	3,689	4,134	4,049	3,797	3,719	3,453	3,403	2,718	1,977	40,001	T
% of 12 Month Avg.	76%	85%	111%	111%	124%	121%	114%	112%	104%	102%	82%	59%		
Months Supply of Inventory	1.3	1.1	0.9	1.0	1.0	1.1	1.3	1.3	1.4	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	107%	95%	77%	85%	84%	93%	106%	109%	120%	109%	108%	108%		
# of Closed Units	1,718	1,797	2,487	2,701	3,093	3,366	3,409	3,284	2,933	3,024	2,577	2,525	32,914	T
% of 12 Month Avg.	63%	66%	91%	98%	113%	123%	124%	120%	107%	110%	94%	92%		
Median Closed Price	462,753	478,160	505,510	518,895	527,400	543,359	541,989	534,292	528,686	526,896	527,795	529,490	518,769	AVG
% of 12 Month Avg.	89%	92%	97%	100%	102%	105%	104%	103%	102%	102%	102%	102%		

**All King County**  
RESIDENTIAL & CONDOMINIUM  
Closed Sales by Price by Month  
**2022**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	29	17	22	23	24	20	22						<b>157</b>
\$250,000 to \$499,999	297	290	378	386	370	374	372						<b>2,467</b>
\$500,000 to \$749,999	517	546	725	707	757	820	693						<b>4,765</b>
\$750,000 to \$999,999	332	399	695	692	771	730	594						<b>4,213</b>
\$1,000,000 to \$1,499,999	199	293	494	583	675	634	456						<b>3,334</b>
\$1,500,000 to \$2,499,999	131	165	382	493	503	418	281						<b>2,373</b>
\$2,500,000 and above	47	71	168	179	157	138	96						<b>856</b>
<b>Grand Total</b>	<b>1,552</b>	<b>1,781</b>	<b>2,864</b>	<b>3,063</b>	<b>3,257</b>	<b>3,134</b>	<b>2,514</b>						<b>18,165</b>

**2021**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	62	53	66	55	67	64	58	55	49	43	60	36	<b>425</b>
\$250,000 to \$499,999	495	459	507	619	585	647	610	615	622	592	513	460	<b>3,922</b>
\$500,000 to \$749,999	674	720	931	1,019	1,055	1,179	1,181	1,084	1,090	1,058	960	796	<b>6,759</b>
\$750,000 to \$999,999	366	417	594	687	755	839	861	814	734	719	596	596	<b>4,519</b>
\$1,000,000 to \$1,499,999	238	277	460	550	681	694	717	613	537	519	474	345	<b>3,617</b>
\$1,500,000 to \$2,499,999	119	156	299	363	387	462	461	360	343	343	291	253	<b>2,247</b>
\$2,500,000 and above	48	39	87	102	110	136	154	138	124	129	111	90	<b>676</b>
<b>Grand Total</b>	<b>2,002</b>	<b>2,121</b>	<b>2,944</b>	<b>3,395</b>	<b>3,640</b>	<b>4,021</b>	<b>4,042</b>	<b>3,679</b>	<b>3,499</b>	<b>3,403</b>	<b>3,005</b>	<b>2,576</b>	<b>22,165</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-53%	-68%	-67%	-58%	-64%	-69%	-62%						-63%
\$250,000 to \$499,999	-40%	-37%	-25%	-38%	-37%	-42%	-39%						-37%
\$500,000 to \$749,999	-23%	-24%	-22%	-31%	-28%	-30%	-41%						-30%
\$750,000 to \$999,999	-9%	-4%	17%	1%	2%	-13%	-31%						-7%
\$1,000,000 to \$1,499,999	-16%	6%	7%	6%	-1%	-9%	-36%						-8%
\$1,500,000 to \$2,499,999	10%	6%	28%	36%	30%	-10%	-39%						6%
\$2,500,000 and above	-2%	82%	93%	75%	43%	1%	-38%						27%
<b>Grand Total</b>	<b>-22%</b>	<b>-16%</b>	<b>-3%</b>	<b>-10%</b>	<b>-11%</b>	<b>-22%</b>	<b>-38%</b>						<b>-18%</b>