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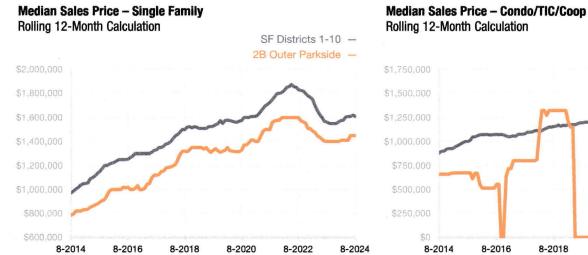
# 2B Outer Parkside

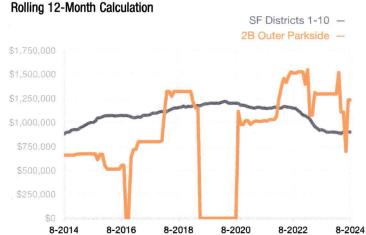
Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	11	3	- 72.7%	54	65	+ 20.4%
Pending Sales	9	7	- 22.2%	36	58	+ 61.1%
Sold Listings	8	7	- 12.5%	36	54	+ 50.0%
Median Sales Price*	\$1,359,000	\$1,521,000	+ 11.9%	\$1,392,500	\$1,450,000	+ 4.1%
Average Sales Price*	\$1,362,375	\$1,655,432	+ 21.5%	\$1,404,500	\$1,460,105	+ 4.0%
Days on Market	22	18	- 18.2%	22	22	0.0%
Active Listings	11	3	- 72.7%			
% of Properties Sold Over List Price	75.0%	85.7%	+ 14.3%	75.0%	85.2%	+ 13.6%
Percent of List Price Received*	116.3%	114.4%	- 1.6%	112.5%	121.0%	+ 7.6%
Months Supply	2.4	0.5	- 79.2%			

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	0	2		2	6	+ 200.0%
Pending Sales	0	1	<u>-</u>	2	4	+ 100.0%
Sold Listings	0	0		2	3	+ 50.0%
Median Sales Price*	\$0	\$0		\$1,297,500	\$1,235,000	- 4.8%
Average Sales Price*	\$0	\$0		\$1,297,500	\$1,111,667	- 14.3%
Days on Market	0	0	-	4	72	+ 1700.0%
Active Listings	2	1	- 50.0%			
% of Properties Sold Over List Price	0.0%	0.0%		50.0%	33.3%	- 33.4%
Percent of List Price Received*	0.0%	0.0%	-	104.0%	107.4%	+ 3.3%
Months Supply	2.0	0.8	- 60.0%	-		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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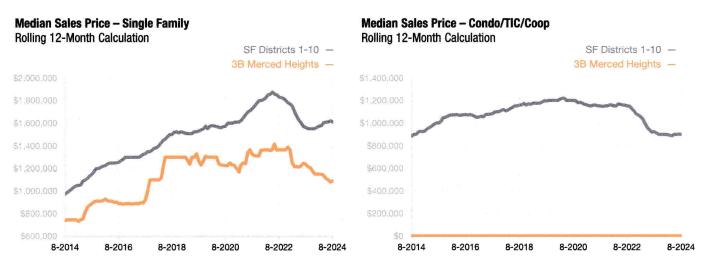
# **3B Merced Heights**

Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	6	2	- 66.7%	27	22	- 18.5%
Pending Sales	2	1	- 50.0%	20	19	- 5.0%
Sold Listings	1	0	- 100.0%	20	20	0.0%
Median Sales Price*	\$1,000,000	\$0	- 100.0%	\$1,212,500	\$1,100,000	- 9.3%
Average Sales Price*	\$1,000,000	\$0	- 100.0%	\$1,272,390	\$1,247,100	- 2.0%
Days on Market	0	0	-	30	18	- 40.0%
Active Listings	5	2	- 60.0%		-	
% of Properties Sold Over List Price	100.0%	0.0%	- 100.0%	75.0%	80.0%	+ 6.7%
Percent of List Price Received*	105.3%	0.0%	- 100.0%	109.1%	111.6%	+ 2.3%
Months Supply	2.0	0.8	- 60.0%			

\* Does not account for sale concessions and/or downpayment assistance. | Percant changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change	
New Listings	0	0		0	0		
Pending Sales	0	0		0	0	· ·	
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0		\$0	\$0	-	
Average Sales Price*	\$0	\$0		\$0	\$0		
Days on Market	0	0		0	0	-	
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%	-	0.0%	0.0%		
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%	-	
Months Supply	0.0	0.0		-		-	

\* Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can semetimes look extreme due to small sample size



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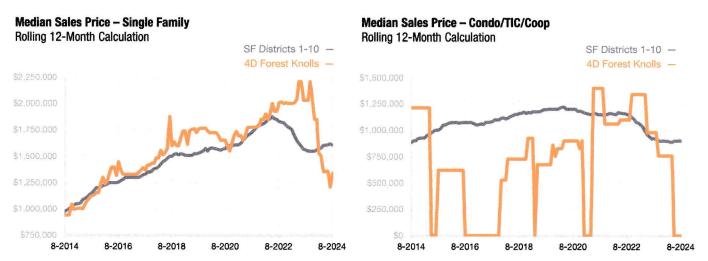
# **4D Forest Knolls**

Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	1	1	0.0%	6	6	0.0%
Pending Sales	0	0		2	3	+ 50.0%
Sold Listings	0	1		2	3	+ 50.0%
Median Sales Price*	\$0	\$1,468,000	_	\$2,030,000	\$1,468,000	- 27.7%
Average Sales Price*	\$0	\$1,468,000	-	\$2,030,000	\$1,319,333	- 35.0%
Days on Market	0	31		42	23	- 45.2%
Active Listings	2	2	0.0%			
% of Properties Sold Over List Price	0.0%	100.0%	-	50.0%	100.0%	+ 100.0%
Percent of List Price Received*	0.0%	100.5%		110.3%	107.8%	- 2.3%
Months Supply	1.5	1.5	0.0%		-	

\* Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change	
New Listings	0	0		1	0	- 100.0%	
Pending Sales	0	0		1	0	- 100.0%	
Sold Listings	0	0		1	o	- 100.0%	
Median Sales Price*	\$0	\$0		\$760,000	\$0	- 100.0%	
Average Sales Price*	\$0	\$0		\$760,000	\$0	- 100.0%	
Days on Market	0	0	<u></u>	24	0	- 100.0%	
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%		100.0%	0.0%	- 100.0%	
Percent of List Price Received*	0.0%	0.0%		101.5%	0.0%	- 100.0%	
Months Supply	0.0	0.0	_				

\* Does not account for sale concessions and/or downpayment assistance. 1 Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



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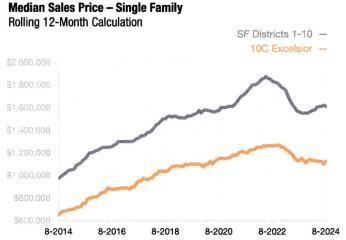
# **10C Excelsior**

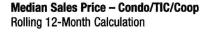
Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	11	13	+ 18.2%	83	94	+ 13.3%
Pending Sales	6	11	+ 83.3%	51	74	+ 45.1%
Sold Listings	4	8	+ 100.0%	47	68	+ 44.7%
Median Sales Price*	\$1,018,500	\$1,250,000	+ 22.7%	\$1,138,000	\$1,127,500	- 0.9%
Average Sales Price*	\$1,123,000	\$1,346,375	+ 19.9%	\$1,202,931	\$1,157,031	- 3.8%
Days on Market	49	27	- 44.9%	30	38	+ 26.7%
Active Listings	25	18	- 28.0%			
% of Properties Sold Over List Price	75.0%	87.5%	+ 16.7%	76.6%	76.5%	- 0.1%
Percent of List Price Received*	104.3%	117.4%	+ 12.6%	109.0%	111.7%	+ 2.5%
Months Supply	3.4	2.1	- 38.2%	_		

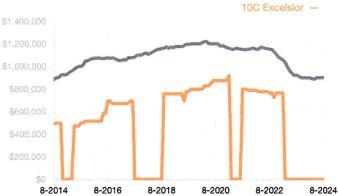
Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size

Condo/TIC/Coop		August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change	
New Listings	0	2		0	2		
Pending Sales	0	2		0	2	_	
Sold Listings	0	0		0	0		
Median Sales Price*	\$0	\$0		\$0	\$0	· ·	
Average Sales Price*	\$0	\$0		\$0	\$0	_	
Days on Market	0	0		0	O	-	
Active Listings	0	0					
% of Properties Sold Over List Price	0.0%	0.0%	<u>-</u>	0.0%	0.0%	-	
Percent of List Price Received*	0.0%	0.0%		0.0%	0.0%		
Months Supply	0.0	0.0		-		· ·	

\* Does not account for sale concessions and/or downpayment assistance, 1. Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.







SF Districts 1-10 -

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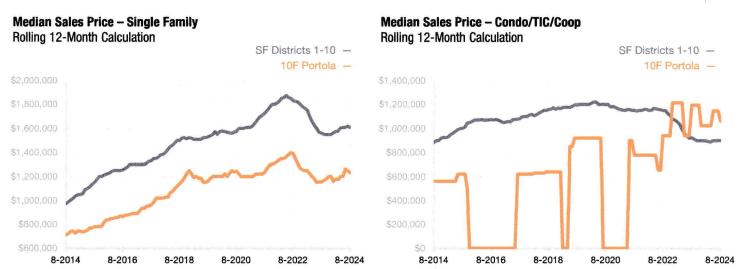
# 10F Portola

Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	4	5	+ 25.0%	49	38	- 22.4%
Pending Sales	7	3	- 57.1%	43	35	- 18.6%
Sold Listings	5	4	- 20.0%	41	31	- 24.4%
Median Sales Price*	\$1,250,000	\$1,206,000	- 3.5%	\$1,200,000	\$1,212,000	+ 1.0%
Average Sales Price*	\$1,389,000	\$1,193,000	- 14.1%	\$1,184,720	\$1,210,129	+ 2.1%
Days on Market	20	14	- 30.0%	39	28	- 28.2%
Active Listings	6	2	- 66.7%			
% of Properties Sold Over List Price	60.0%	100.0%	+ 66.7%	61.0%	77.4%	+ 26.9%
Percent of List Price Received*	106.4%	125.9%	+ 18.3%	106.8%	112.3%	+ 5.1%
Months Supply	1.1	0.5	- 54.5%			-

<sup>\*</sup> Dues not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		<b>August</b>		<b>Year to Date</b>			
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change	
New Listings	0	2		3	10	+ 233.3%	
Pending Sales	0	0		1	3	+ 200.0%	
Sold Listings	0	1		1	3	+ 200.0%	
Median Sales Price*	\$0	\$980,000		\$900,000	\$980,000	+ 8.9%	
Average Sales Price*	\$0	\$980,000		\$900,000	\$976,633	+ 8.5%	
Days on Market	0	115		28	48	+ 71.4%	
Active Listings	0	5					
% of Properties Sold Over List Price	0.0%	0.0%		100.0%	33.3%	- 66.7%	
Percent of List Price Received*	0.0%	98.1%		101.3%	100.5%	- 0.8%	
Months Supply	0.0	4.2	-	-	-		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size,



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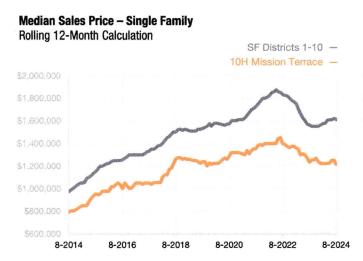
# **10H Mission Terrace**

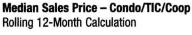
Single Family	August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change
New Listings	2	4	+ 100.0%	28	31	+ 10.7%
Pending Sales	2	3	+ 50.0%	25	29	+ 16.0%
Sold Listings	5	3	- 40.0%	28	28	0.0%
Median Sales Price*	\$1,255,000	\$1,130,000	- 10.0%	\$1,284,000	\$1,263,500	- 1.6%
Average Sales Price*	\$1,301,000	\$1,110,000	- 14.7%	\$1,341,246	\$1,243,943	- 7.3%
Days on Market	30	15	- 50.0%	24	35	+ 45.8%
Active Listings	3	2	- 33.3%			
% of Properties Sold Over List Price	80.0%	100.0%	+ 25.0%	75.0%	82.1%	+ 9.5%
Percent of List Price Received*	107.0%	116.4%	+ 8.8%	108.5%	114.7%	+ 5.7%
Months Supply	0.9	0.6	- 33.3%			

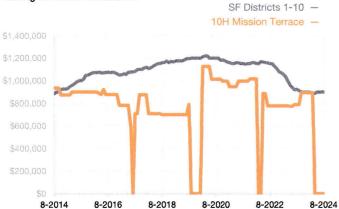
Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condo/TIC/Coop		August			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 8-2023	Thru 8-2024	Percent Change	
New Listings	0	0		1	1	0.0%	
Pending Sales	0	0		1	0	- 100.0%	
Sold Listings	0	0		1	0	- 100.0%	
Median Sales Price*	\$0	\$0	-	\$895,000	\$0	- 100.0%	
Average Sales Price*	\$0	\$0		\$895,000	\$0	- 100.0%	
Days on Market	0	0	-	48	0	- 100.0%	
Active Listings	0	0		-			
% of Properties Sold Over List Price	0.0%	0.0%	_	0.0%	0.0%	-	
Percent of List Price Received*	0.0%	0.0%		100.0%	0.0%	- 100.0%	
Months Supply	0.0	0.0					

Does not account for sale concessions and/or downpayment assistance. I Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.









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# **Monthly Indicators**

#### August 2024

U.S. existing-home sales increased for the first time in 5 months, as lower mortgage rates and rising supply helped boost market activity. According to the National Association of REALTORS® (NAR), sales of previously owned homes rose 1.3% month-over-month to a seasonally adjusted annual rate of 3.95 million units, exceeding economists' expectations and ending the downward trend of recent months.

New Listings were down 24.6 percent for single family homes and 7.9 percent for Condo/TIC/Coop properties. Pending Sales increased 12.8 percent for single family homes and 22.2 percent for Condo/TIC/Coop properties.

The Median Sales Price was down 3.4 percent to \$1,521,000 for single family homes and 4.8 percent to \$1,032,500 for Condo/TIC/Coop properties. Months Supply of Inventory decreased 40.9 percent for single family units and 5.3 percent for Condo/TIC/Coop units.

Nationally, total housing inventory edged up 0.8% from the previous month to 1.33 million units heading into August, for a 4.0-month supply at the current sales pace, NAR data shows. Although inventory is up nearly 20% compared to the same time last year, demand continues to outpace supply, putting upward pressure on sales prices. According to NAR, the nationwide median existing-home price rose 4.2% year-over-year to \$422,600 at last measure, marking the 13th consecutive month of annual price increases.

#### **Monthly Snapshot**

One-Year Change in Median Sales Price 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) composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

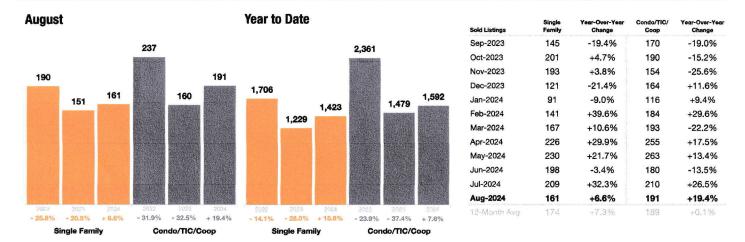
Single Family Activity Overview	2
Condo/TIC/Coop Activity Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Days on Market Until Sale	9
Inventory of Active Listings	10
% of Properties Sold Over List Price	11
% of List Price Received	12
Housing Affordability Ratio	13
Months Supply of Inventory	14
All Properties Activity Overview	15
Activity by District	16

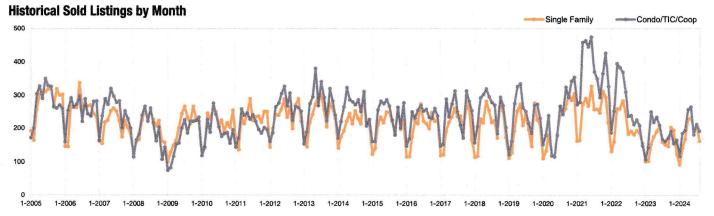


## **Sold Listings**

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



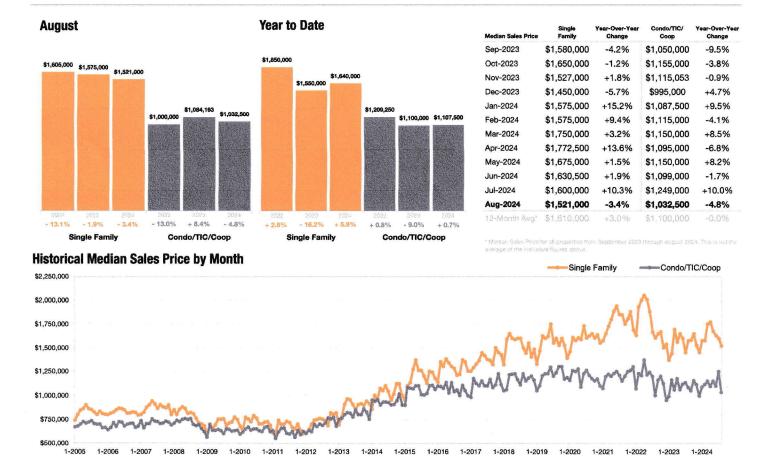




## **Median Sales Price**

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

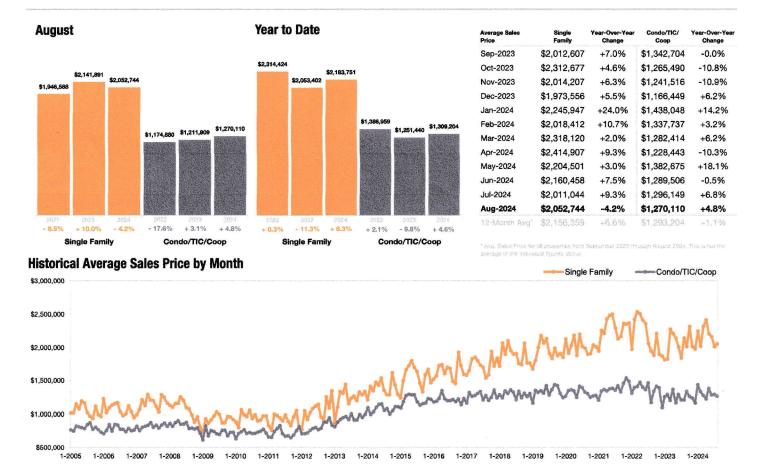




# **Average Sales Price**

Average sales price for all closed sales, not accounting for seller connessions, is a given month





# % of Properties Sold Over List Price



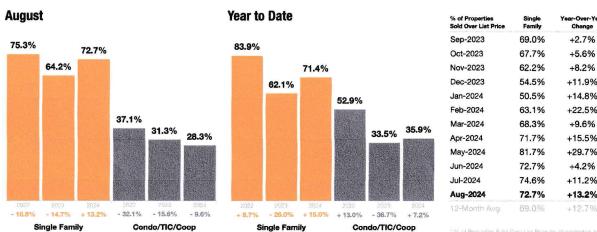
31.2%

34.2%

Year-Over-Yea Change

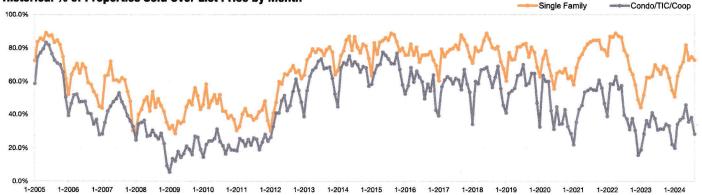
+0.6%

-8.8%



NOV-2023	02.2%	+8.2%	33.1%	+8.9%	
Dec-2023	54.5%	+11.9%	22.1%	+41.7%	
Jan-2024	50.5%	+14.8%	19.8%	+4.8%	
Feb-2024	63.1%	+22.5%	34.2%	+21.3%	
Mar-2024	68.3%	+9.6%	36.8%	+1.4%	
Apr-2024	71.7%	+15.5%	38.0%	+16.2%	
May-2024	81.7%	+29.7%	45.6%	+11.5%	
Jun-2024	72.7%	+4.2%	35.6%	-5.1%	
Jul-2024	74.6%	+11.2%	38.1%	+24.1%	
Aug-2024	72.7%	+13.2%	28.3%	-9.6%	

#### 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.

August	e G		Year to Date								
108.3%	107.2%	111.1%	100.7%	99.5%	99.7%	117.9%	107.2%	111.3%	104.8%	99.8%	100.9%
2022	2023	2024	2022	1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	2024	2022	2023	2024	2002	2023	2024
- 6.7%	- 1.0%	+ 3.6%	- 3.5%	- 1.2%	+ 0.2%	+ 3.2%	- 9.1%	+ 3.8%	+ 1.3%	- 4.8%	+ 1.1%
Sin	gle Fam	lly	Con	do/TIC/C	оор	Si	ngle Fam	iily	Con	do/TIC/C	Соор

% of List Price Received	Single Family	Year-Over-Year Change	Condo/TIC/ Coop	Year-Over-Year Change
Sep-2023	107.6%	-0.8%	99.0%	-1.6%
Oct-2023	107.9%	+0.7%	99.7%	-0.7%
Nov-2023	106.0%	+1.0%	100.1%	+0.9%
Dec-2023	104.3%	+1.4%	99.0%	+0.9%
Jan-2024	104.6%	+1.4%	96.7%	-1.2%
Feb-2024	107.9%	+4.1%	100.5%	+1.5%
Mar-2024	109.9%	+1.9%	101.3%	+0.9%
Apr-2024	113.2%	+5.7%	101.9%	+2.0%
May-2024	113.6%	+5.0%	102.6%	+2.5%
Jun-2024	113.7%	+4.7%	100.3%	-0.3%
Jul-2024	111.2%	+2.7%	101.4%	+1.8%
Aug-2024	111.1%	+3.6%	99.7%	+0.2%
12-Month Avg*	109.8%	+2.9%	100.5%	+0.7%

\* % of List Price Received for all properties from September 2023 through August 2024, This is not the average of the individual figures above.

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



## **Activity by District**





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, 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, Shrwd Fst, Miraloma Pk, Dmnd Hts, Mdtwn Terr)

SF District 5: Central (Haight Ashbury, Cole Vly / Pmssus Hts, Clarmdn 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 Vty, Crocker Amazon)

		Active Listings			Sold Listings			Median Sales Price			Days on Market			Months Supply		
		8-2023	8-2024	+/-	8-2023	8-2024	+/-	8-2023	8-2024	+/-	8-2023	8-2024	+/-	8-2023	8-2024	+/-
Sing	jle Family															
1	SF District 1	32	19	-40.6%	13	18	+38.5%	\$2,000,000	\$2,175,000	+8.7%	45	19	-57.8%	2.4	1.1	-54.2%
2	SF District 2	54	31	-42.6%	36	29	-19.4%	\$1,556,500	\$1,521,000	-2.3%	32	26	-18.8%	1.8	1.0	-44.49
3	SF District 3	28	12	-57.1%	8	6	-25.0%	\$1,214,500	\$979,250	-19.4%	25	44	+76.0%	2.5	0.9	-64.0%
4	SF District 4	28	27	-3.6%	17	19	+11.8%	\$1,700,000	\$1,650,000	-2.9%	30	21	-30.0%	1.2	1.1	-8.3%
5	SF District 5	39	35	-10.3%	18	14	-22.2%	\$2,224,000	\$2,580,000	+16.0%	53	23	-56.6%	1.8	1.4	-22.2%
6	SF District 6	8	5	-37.5%	4	5	+25.0%	\$3,250,000	\$2,200,000	-32.3%	41	42	+2.4%	3.6	1.8	-50.09
7	SF District 7	40	19	-52.5%	10	5	-50.0%	\$5,465,000	\$4,480,000	-18.0%	59	202	+242.4%	5.6	2.0	-64.39
8	SF District 8	10	3	-70.0%	0	3	-	\$0	\$3,900,000	-	0	73	-	6.0	1.0	-83.39
9	SF District 9	26	28	+7.7%	16	20	+25.0%	\$1,590,000	\$1,365,000	-14.2%	29	23	-20.7%	1.6	1.7	+6.3%
10	SF District 10	81	53	-34.6%	29	42	+44.8%	\$1,140,000	\$1,126,500	-1.2%	28	29	+3.6%	2.4	1.6	-33.39
Con	do/TIC/Coop															
1	SF District 1	27	19	-29.6%	8	8	0.0%	\$1,390,000	\$805,000	-42.1%	25	53	+112.0%	2.6	2.1	-19.29
2	SF District 2	8	14	+75.0%	2	4	+100.0%	\$987,500	\$1,157,500	+17.2%	39	40	+2.6%	2.0	4.1	+105.0
3	SF District 3	0	7		0	0		\$0	\$0	-	0	0	-	0.0	3.5	
4	SF District 4	6	11	+83.3%	4	2	-50.0%	\$535,000	\$567,500	+6.1%	38	64	+68.4%	2.1	3.0	+42.99
5	SF District 5	65	35	-46.2%	24	28	+16.7%	\$1,425,000	\$1,340,000	-6.0%	45	53	+17.8%	1.9	1.2	-36.89
6	SF District 6	43	50	+16.3%	19	18	-5.3%	\$1,300,000	\$990,750	-23.8%	48	47	-2.1%	2.1	2.7	+28.69
7	SF District 7	46	54	+17.4%	16	20	+25.0%	\$1,442,500	\$1,750,000	+21.3%	56	60	+7.1%	2.4	2.3	-4.2%
8	SF District 8	165	148	-10.3%	28	43	+53.6%	\$1,002,500	\$870,000	-13.2%	60	78	+30.0%	5.1	3.8	-25.59
9	SF District 9	310	310	0.0%	54	62	+14.8%	\$830,000	\$1,000,000	+20.5%	73	73	0.0%	5.5	5.3	-3.6%
10	SF District 10	32	36	+12.5%	5	6	+20.0%	\$752,000	\$790,000	+5.1%	62	137	+121.0%	8.2	6.4	-22.09