

Quarterly Indicators

Rockland County



Q4-2021

Q4 picked up where last quarter left off to finish the year strong, capping a record-breaking year for the real estate industry. Nationally, existing home sales grew month after month this quarter, despite rising sales prices and increasing mortgage interest rates, as buyers move to lock in their home purchases before the end of the year. New listings have also increased, albeit slowly, and builders are working steadily to add much needed supply to an ultra-competitive housing environment.

- Single-Family Closed Sales were down 11.0 percent to 747.
- Condos Closed Sales were down 19.4 percent to 175.
- Co-ops Closed Sales were up 12.0 percent to 28.
- Single-Family Median Sales Price increased 12.4 percent to \$590,000.
- Condos Median Sales Price increased 11.8 percent to \$313,000.
- Co-ops Median Sales Price increased 40.8 percent to \$122,500.

The Federal Reserve recently announced the tapering of their bond buying program, set to end in March 2022, with a series of interest rate increases to follow. Lawrence Yun, chief economist at the National Association of REALTORS®, expects mortgage interest rates will reach 3.7% by the end of 2022, and high sales prices, coupled with increasing down payment amounts, will further decrease affordability, which may leave many first-time home buyers unable to compete. But rising interest rates may also serve to help cool buyer demand, which would likely mean a greater selection of homes for potential buyers.

Quarterly Snapshot

- 12.1% **- 56.6%** **+ 12.9%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
- 12.1%	- 56.6%	+ 12.9%

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

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Single-Family Homes Market Overview



Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>713, 1,159, 918, 562, 730, 774, 1,093, 632, 626, 992, 815, 503</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	632	503	- 20.4%	3,229	2,936	- 9.1%
Pending Sales	<p>398, 608, 606, 463, 408, 511, 920, 680, 565, 725, 731, 583</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	680	583	- 14.3%	2,519	2,604	+ 3.4%
Closed Sales	<p>393, 461, 643, 531, 452, 363, 677, 839, 609, 613, 714, 747</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	839	747	- 11.0%	2,331	2,683	+ 15.1%
Days on Market	<p>88, 89, 67, 79, 90, 78, 76, 63, 61, 54, 37, 40</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	63	40	- 36.5%	75	47	- 37.3%
Median Sales Price	<p>\$445,000, \$450,000, \$475,000, \$450,000, \$469,000, \$475,000, \$510,000, \$525,000, \$522,000, \$550,000, \$579,495, \$580,000</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$525,000	\$590,000	+ 12.4%	\$500,000	\$560,000	+ 12.0%
Average Sales Price	<p>\$488,252, \$492,293, \$497,380, \$482,385, \$466,154, \$514,522, \$549,883, \$573,727, \$560,479, \$602,959, \$640,792, \$657,105</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$573,727	\$657,105	+ 14.5%	\$540,556	\$618,460	+ 14.4%
Pct. of Orig. Price Received	<p>93.8%, 95.1%, 95.6%, 94.0%, 93.5%, 95.5%, 96.3%, 97.2%, 97.8%, 100.1%, 101.8%, 100.8%</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	97.2%	100.8%	+ 3.7%	95.9%	100.2%	+ 4.5%
Housing Affordability Index	<p>78, 80, 78, 82, 85, 85, 81, 80, 115, 108, 103, 102</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	80	102	+ 27.5%	84	107	+ 27.4%
Inventory of Homes for Sale	<p>870, 1,150, 1,101, 835, 886, 885, 805, 549, 455, 587, 482, 242</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	549	242	- 55.9%	--	--	--
Months Supply of Inventory	<p>5.4, 7.1, 6.4, 4.8, 5.1, 5.3, 4.2, 2.6, 2.0, 2.4, 2.1, 1.1</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	2.6	1.1	- 57.7%	--	--	--

Condos Market Overview

Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>Q1-2019: 186, Q3-2019: 201, Q1-2020: 195, Q3-2020: 253, Q1-2021: 191, Q3-2021: 200</p>	187	152	- 18.7%	799	794	- 0.6%
Pending Sales	<p>Q1-2019: 105, Q3-2019: 146, Q1-2020: 125, Q3-2020: 234, Q1-2021: 178, Q3-2021: 154</p>	182	181	- 0.5%	636	726	+ 14.2%
Closed Sales	<p>Q1-2019: 117, Q3-2019: 145, Q1-2020: 106, Q3-2020: 144, Q1-2021: 169, Q3-2021: 175</p>	217	175	- 19.4%	571	728	+ 27.5%
Days on Market	<p>Q1-2019: 74, Q3-2019: 67, Q1-2020: 76, Q3-2020: 55, Q1-2021: 56, Q3-2021: 33</p>	69	38	- 44.9%	69	41	- 40.6%
Median Sales Price	<p>Q1-2019: \$235,000, Q3-2019: \$256,000, Q1-2020: \$254,000, Q3-2020: \$274,400, Q1-2021: \$285,000, Q3-2021: \$313,000</p>	\$280,000	\$313,000	+ 11.8%	\$265,000	\$310,000	+ 17.0%
Average Sales Price	<p>Q1-2019: \$282,210, Q3-2019: \$283,806, Q1-2020: \$271,884, Q3-2020: \$305,496, Q1-2021: \$371,507, Q3-2021: \$372,930</p>	\$335,212	\$372,930	+ 11.3%	\$306,961	\$371,872	+ 21.1%
Pct. of Orig. Price Received	<p>Q1-2019: 94.9%, Q3-2019: 95.1%, Q1-2020: 94.9%, Q3-2020: 96.8%, Q1-2021: 97.4%, Q3-2021: 99.8%</p>	96.7%	99.8%	+ 3.2%	96.2%	99.1%	+ 3.0%
Housing Affordability Index	<p>Q1-2019: 148, Q3-2019: 145, Q1-2020: 154, Q3-2020: 151, Q1-2021: 210, Q3-2021: 193</p>	151	191	+ 26.5%	159	193	+ 21.4%
Inventory of Homes for Sale	<p>Q1-2019: 184, Q3-2019: 213, Q1-2020: 178, Q3-2020: 156, Q1-2021: 103, Q3-2021: 116</p>	117	49	- 58.1%	--	--	--
Months Supply of Inventory	<p>Q1-2019: 3.9, Q3-2019: 4.9, Q1-2020: 3.9, Q3-2020: 3.2, Q1-2021: 1.8, Q3-2021: 0.8</p>	2.2	0.8	- 63.6%	--	--	--

Co-ops Market Overview

Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

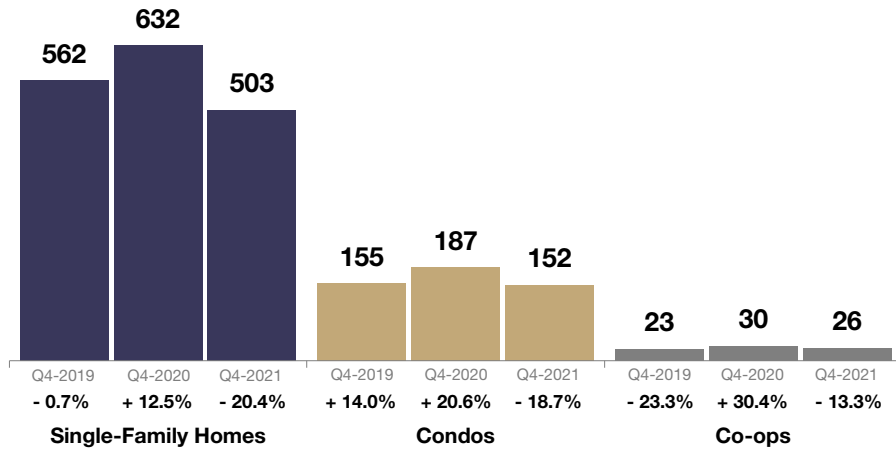


Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>41, 45, 27, 23, 36, 24, 53, 30, 25, 35, 28, 26</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	30	26	- 13.3%	143	114	- 20.3%
Pending Sales	<p>26, 26, 27, 16, 14, 16, 30, 21, 27, 21, 28, 30</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	21	30	+ 42.9%	81	106	+ 30.9%
Closed Sales	<p>32, 25, 19, 25, 23, 13, 18, 25, 15, 31, 24, 28</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	25	28	+ 12.0%	79	98	+ 24.1%
Days on Market	<p>119, 81, 100, 115, 99, 77, 103, 69, 56, 108, 82, 57</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	69	57	- 17.4%	87	79	- 9.2%
Median Sales Price	<p>\$70,000, \$90,000, \$82,500, \$99,999, \$95,000, \$77,500, \$77,500, \$87,000, \$86,725, \$85,000, \$120,000, \$122,500</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$87,000	\$122,500	+ 40.8%	\$85,000	\$93,750	+ 10.3%
Average Sales Price	<p>\$97,895, \$90,300, \$104,263, \$94,196, \$124,615, \$123,038, \$102,822, \$123,016, \$108,182, \$122,258, \$158,142, \$154,800</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	\$123,016	\$154,800	+ 25.8%	\$118,884	\$138,189	+ 16.2%
Pct. of Orig. Price Received	<p>89.6%, 93.4%, 90.0%, 88.5%, 92.9%, 91.7%, 92.5%, 93.7%, 92.8%, 92.9%, 97.2%, 98.7%</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	93.7%	98.7%	+ 5.3%	92.8%	95.6%	+ 3.0%
Housing Affordability Index	<p>496, 449, 449, 528, 461, 520, 534, 485, 675, 696, 499, 489</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	485	489	+ 0.8%	496	639	+ 28.8%
Inventory of Homes for Sale	<p>48, 57, 43, 37, 41, 38, 49, 46, 32, 35, 33, 18</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	46	18	- 60.9%	--	--	--
Months Supply of Inventory	<p>5.9, 6.6, 5.0, 4.7, 5.9, 6.2, 7.7, 6.8, 4.1, 4.2, 4.1, 2.0</p> <p>Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021</p>	6.8	2.0	- 70.6%	--	--	--

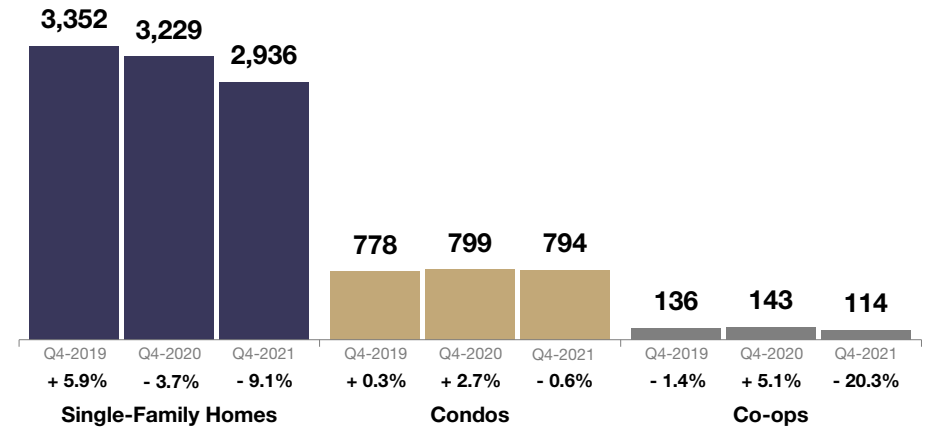
New Listings

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

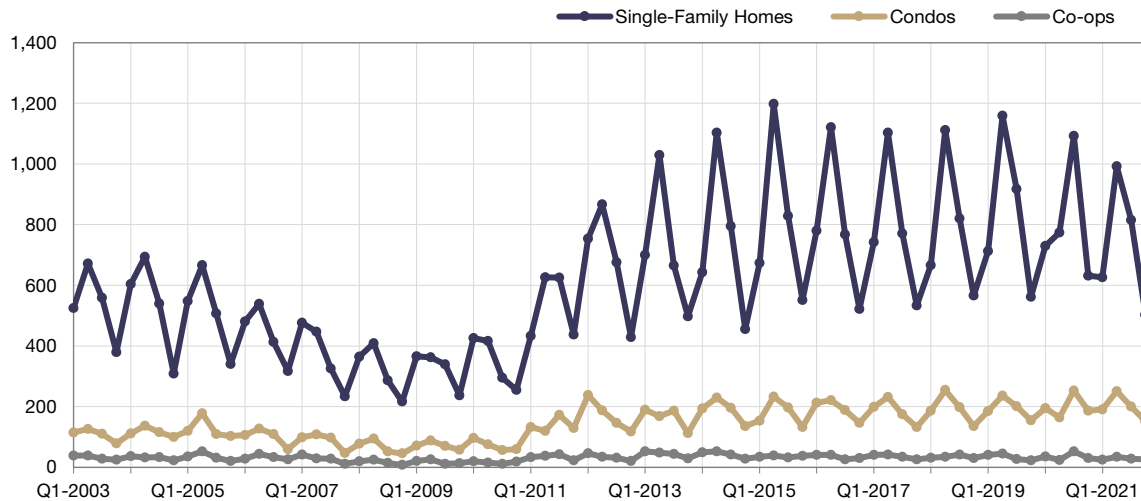
Q4-2021



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Historical New Listings by Quarter



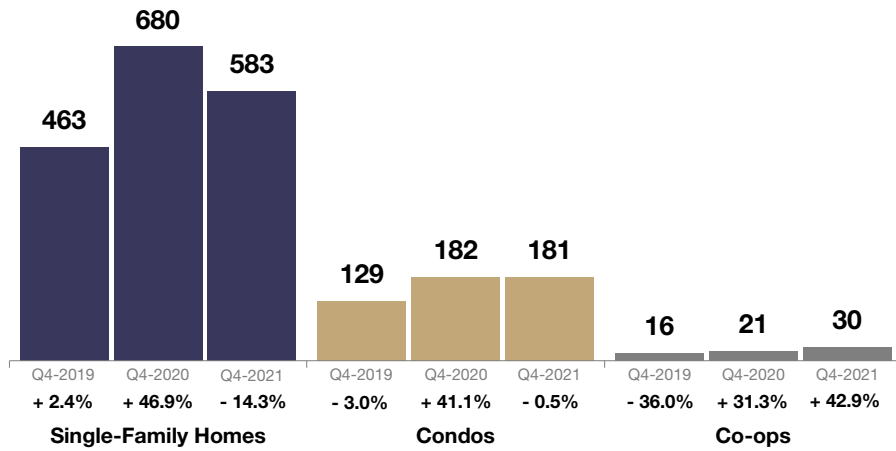
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	713	186	41
Q2-2019	1,159	236	45
Q3-2019	918	201	27
Q4-2019	562	155	23
Q1-2020	730	195	36
Q2-2020	774	164	24
Q3-2020	1,093	253	53
Q4-2020	632	187	30
Q1-2021	626	191	25
Q2-2021	992	251	35
Q3-2021	815	200	28
Q4-2021	503	152	26

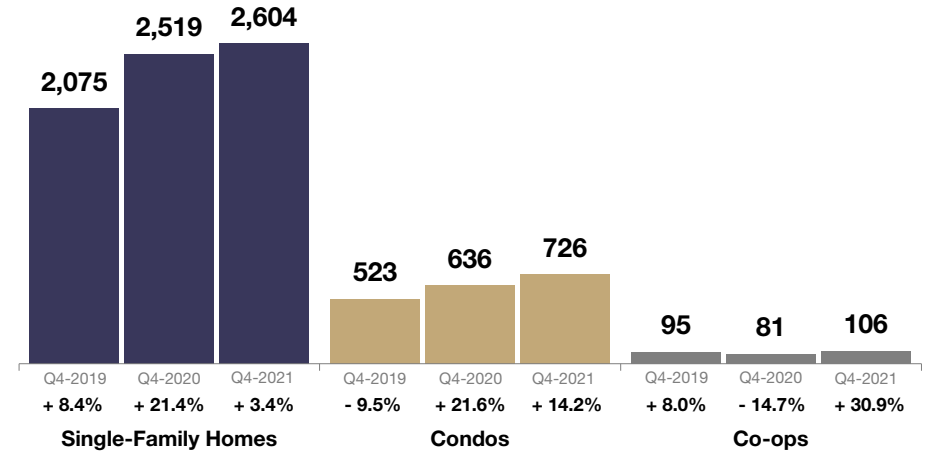
Pending Sales

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

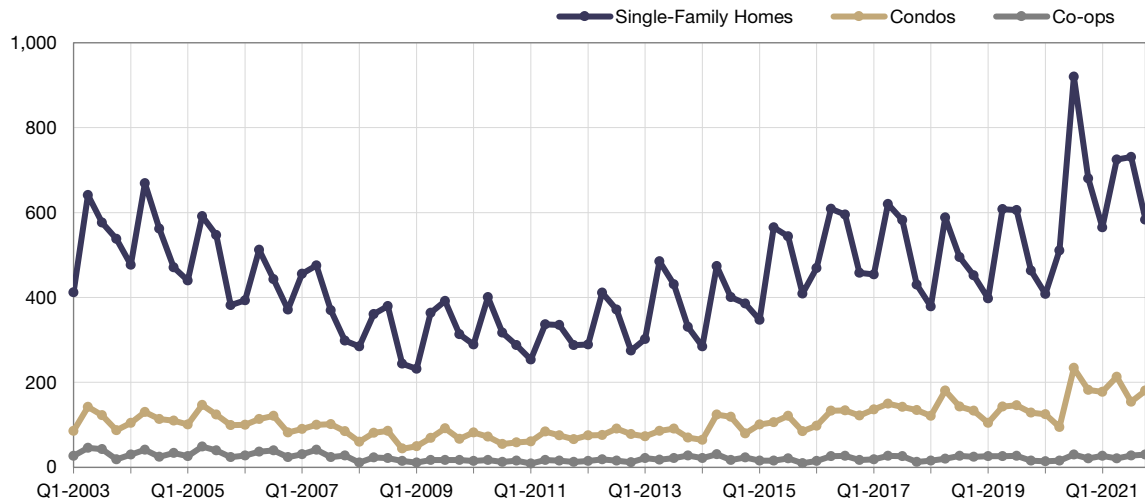
Q4-2021



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Historical Pending Sales by Quarter



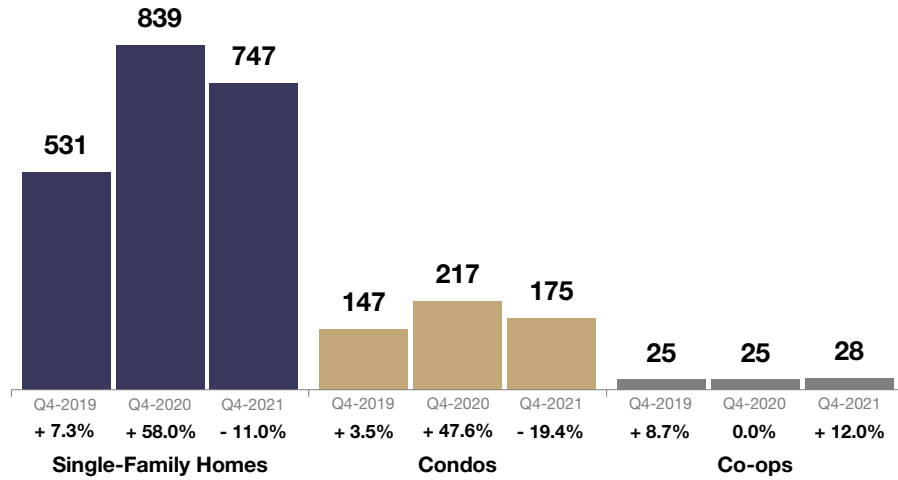
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	398	105	26
Q2-2019	608	143	26
Q3-2019	606	146	27
Q4-2019	463	129	16
Q1-2020	408	125	14
Q2-2020	511	95	16
Q3-2020	920	234	30
Q4-2020	680	182	21
Q1-2021	565	178	27
Q2-2021	725	213	21
Q3-2021	731	154	28
Q4-2021	583	181	30

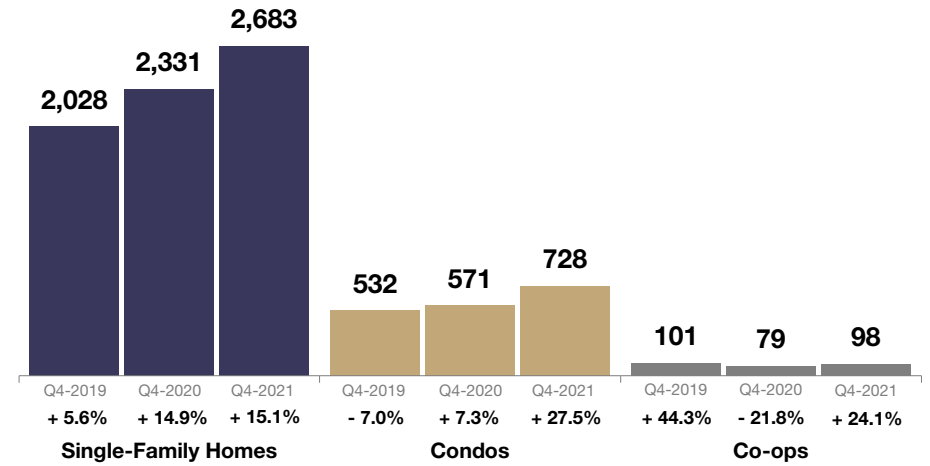
Closed Sales

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

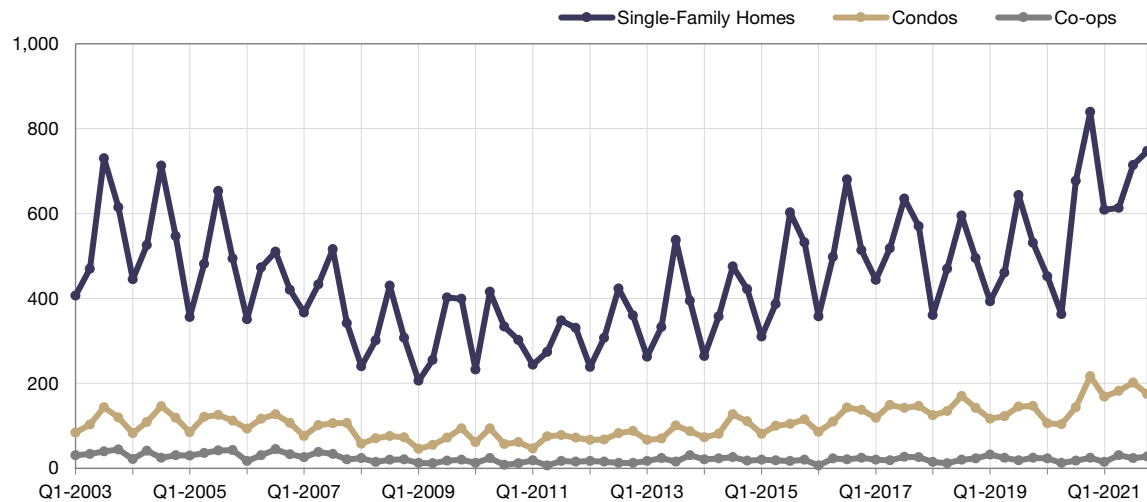
Q4-2021



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Historical Closed Sales by Quarter



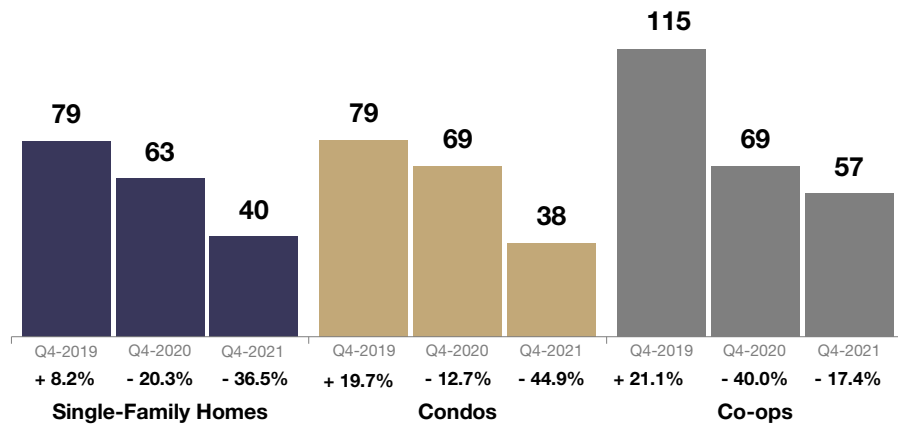
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	393	117	32
Q2-2019	461	123	25
Q3-2019	643	145	19
Q4-2019	531	147	25
Q1-2020	452	106	23
Q2-2020	363	104	13
Q3-2020	677	144	18
Q4-2020	839	217	25
Q1-2021	609	169	15
Q2-2021	613	182	31
Q3-2021	714	202	24
Q4-2021	747	175	28

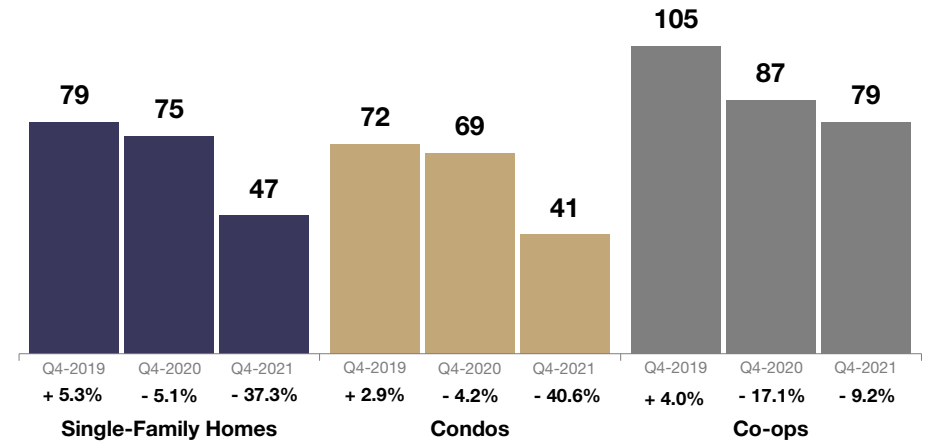
Days on Market Until Sale

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

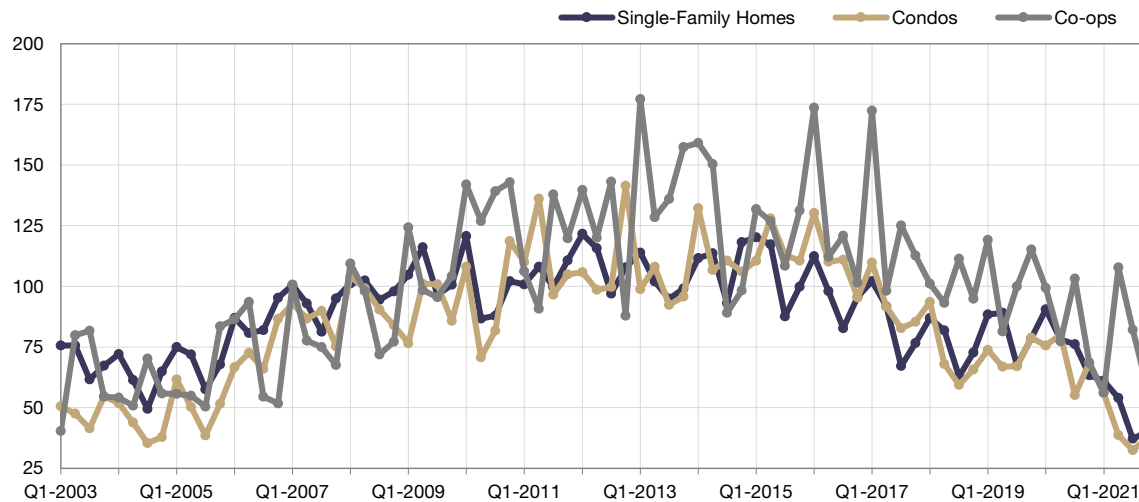
Q4-2021



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Historical Days on Market Until Sale by Quarter



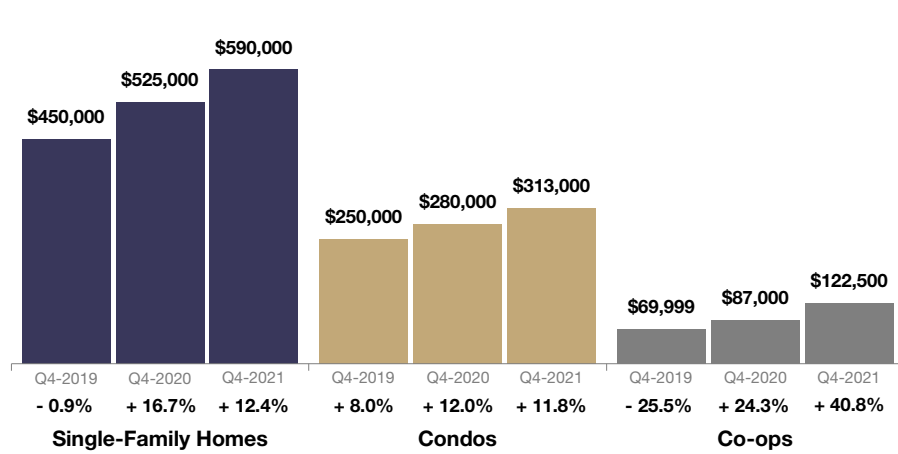
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	88	74	119
Q2-2019	89	67	81
Q3-2019	67	67	100
Q4-2019	79	79	115
Q1-2020	90	76	99
Q2-2020	78	80	77
Q3-2020	76	55	103
Q4-2020	63	69	69
Q1-2021	61	56	56
Q2-2021	54	39	108
Q3-2021	37	33	82
Q4-2021	40	38	57

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

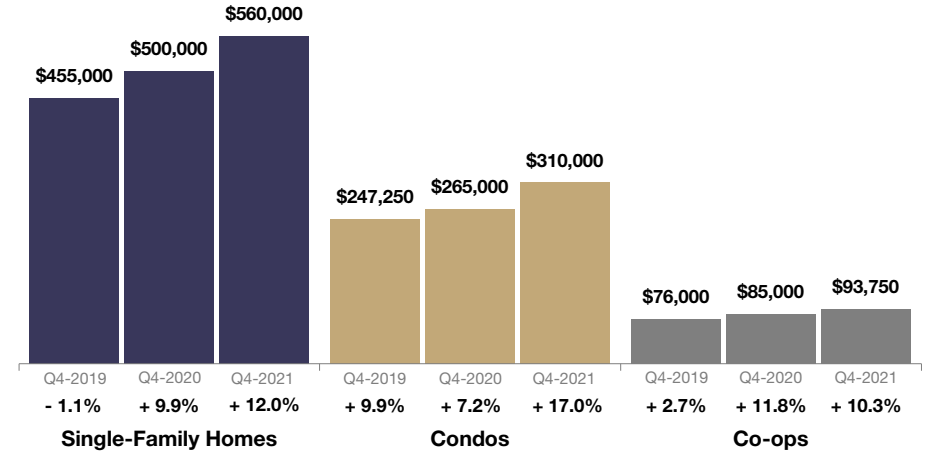
Median Sales Price

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

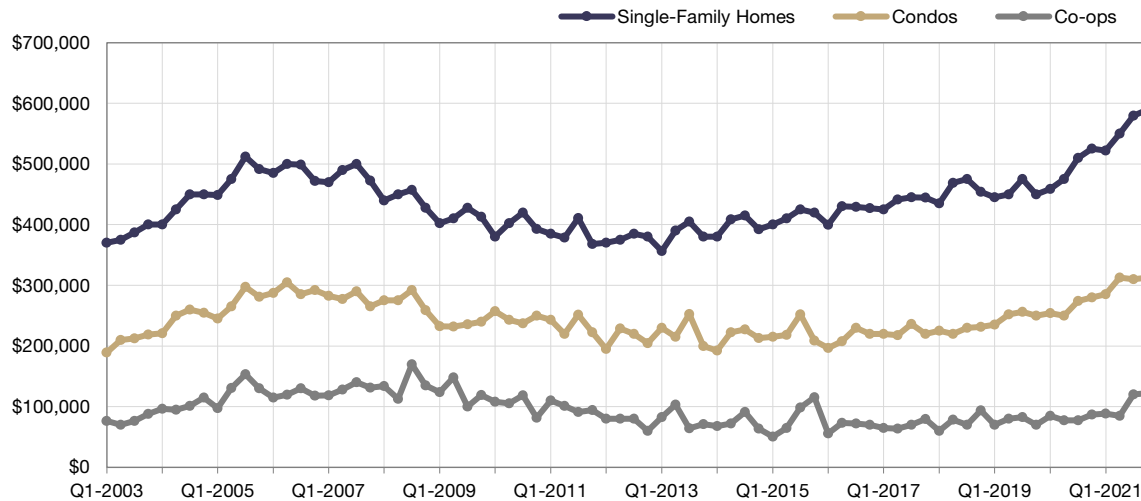
Q4-2021



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Historical Median Sales Price by Quarter



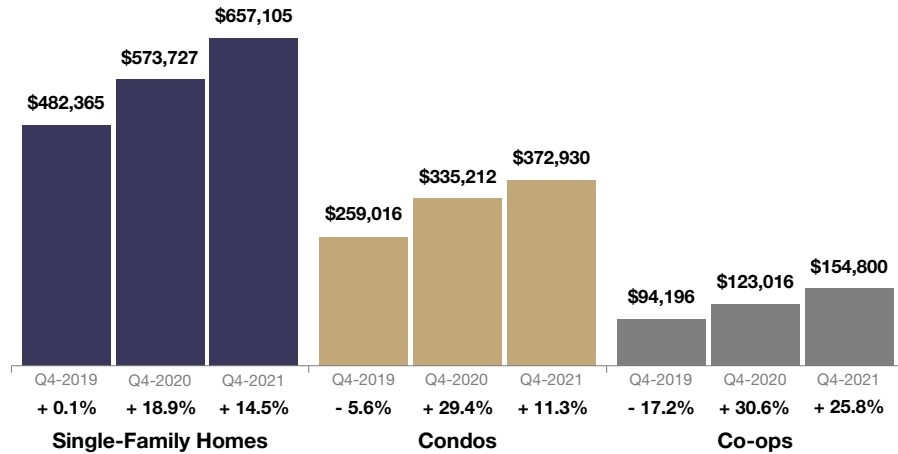
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	\$445,000	\$235,000	\$70,000
Q2-2019	\$450,000	\$252,000	\$80,000
Q3-2019	\$475,000	\$256,000	\$82,500
Q4-2019	\$450,000	\$250,000	\$69,999
Q1-2020	\$459,000	\$254,000	\$85,000
Q2-2020	\$475,000	\$250,000	\$77,500
Q3-2020	\$510,000	\$274,400	\$77,500
Q4-2020	\$525,000	\$280,000	\$87,000
Q1-2021	\$522,000	\$285,000	\$88,725
Q2-2021	\$550,000	\$312,500	\$85,000
Q3-2021	\$579,495	\$309,950	\$120,000
Q4-2021	\$590,000	\$313,000	\$122,500

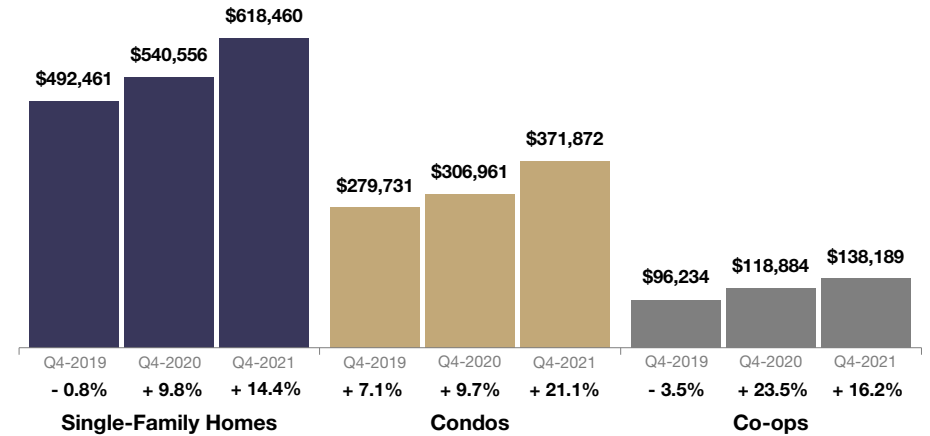
Average Sales Price

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

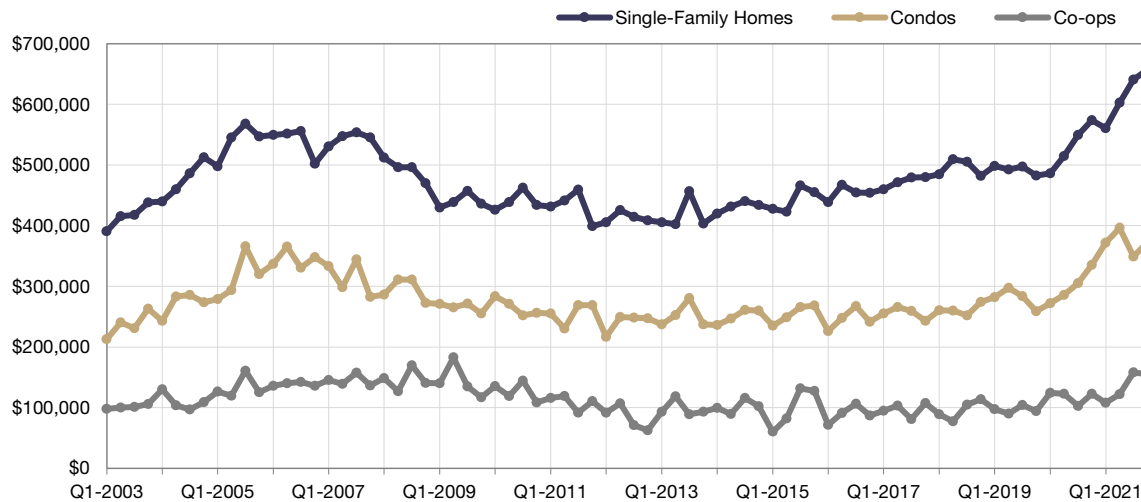
Q4-2021



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Historical Average Sales Price by Quarter



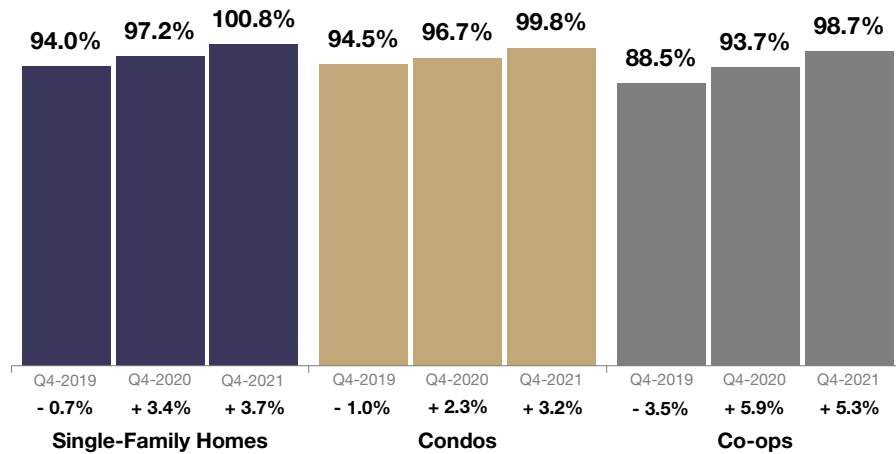
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	\$498,252	\$282,310	\$97,695
Q2-2019	\$492,293	\$297,233	\$90,300
Q3-2019	\$497,380	\$283,806	\$104,263
Q4-2019	\$482,365	\$259,016	\$94,196
Q1-2020	\$486,154	\$271,964	\$124,615
Q2-2020	\$514,532	\$285,712	\$123,038
Q3-2020	\$549,683	\$305,496	\$102,822
Q4-2020	\$573,727	\$335,212	\$123,016
Q1-2021	\$560,479	\$371,507	\$108,182
Q2-2021	\$602,959	\$396,393	\$122,258
Q3-2021	\$640,792	\$349,170	\$158,142
Q4-2021	\$657,105	\$372,930	\$154,800

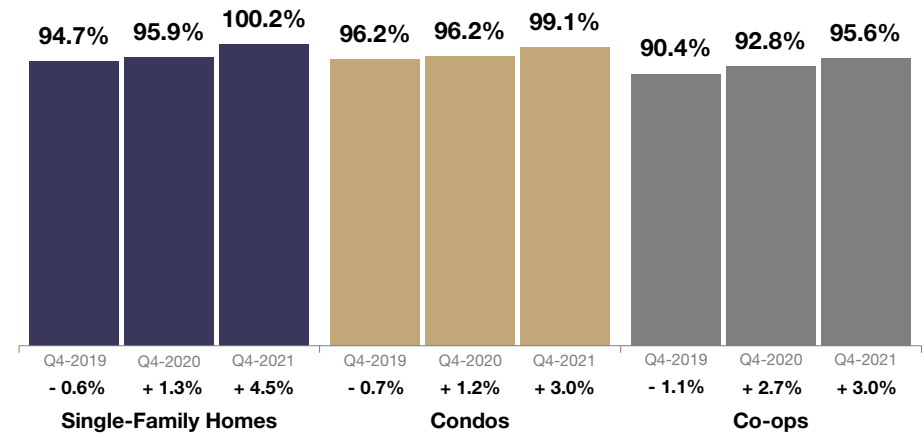
Percent of Original List Price Received

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

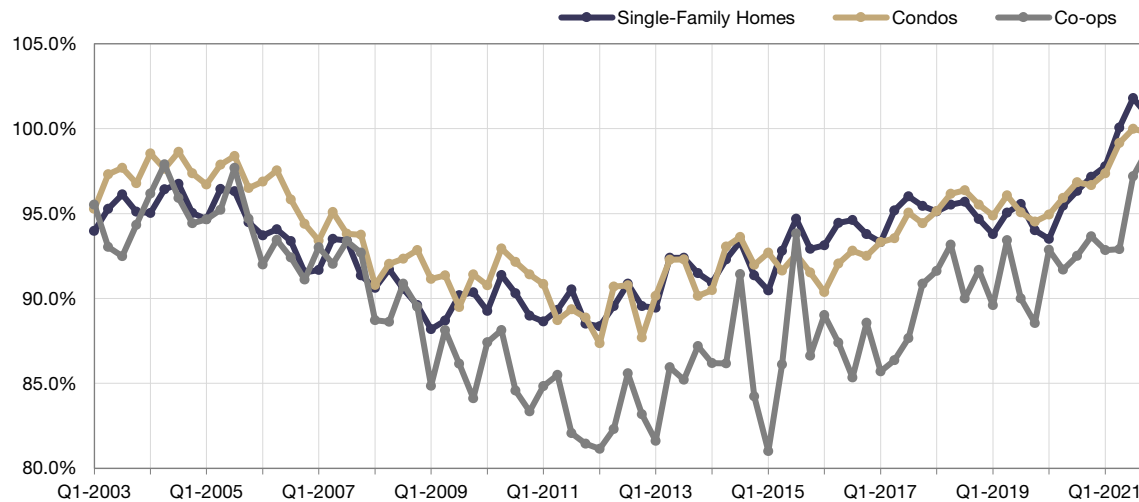
Q4-2021



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Historical Percent of Original List Price Received by Quarter



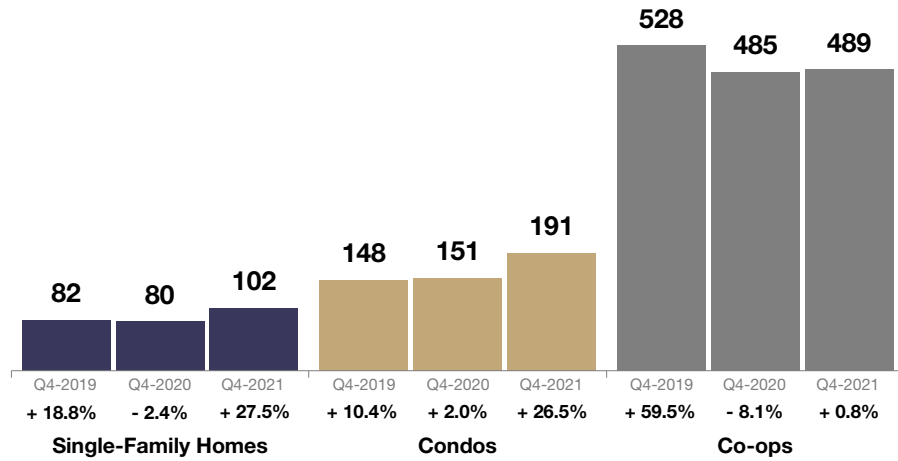
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	93.8%	94.9%	89.6%
Q2-2019	95.1%	96.1%	93.4%
Q3-2019	95.6%	95.1%	90.0%
Q4-2019	94.0%	94.5%	88.5%
Q1-2020	93.5%	94.9%	92.9%
Q2-2020	95.5%	95.9%	91.7%
Q3-2020	96.3%	96.8%	92.5%
Q4-2020	97.2%	96.7%	93.7%
Q1-2021	97.8%	97.4%	92.8%
Q2-2021	100.1%	99.1%	92.9%
Q3-2021	101.8%	100.0%	97.2%
Q4-2021	100.8%	99.8%	98.7%

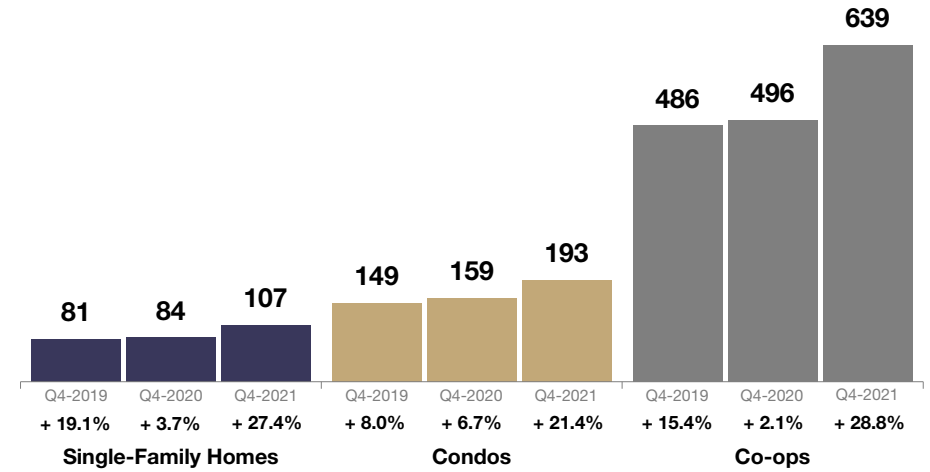
Housing Affordability Index

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.

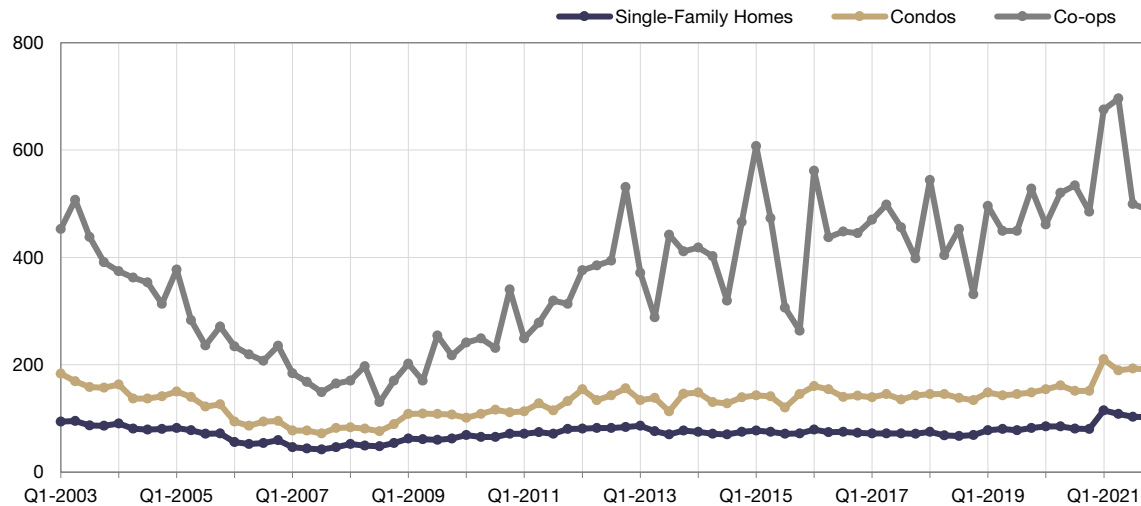
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Historical Housing Affordability Index by Quarter



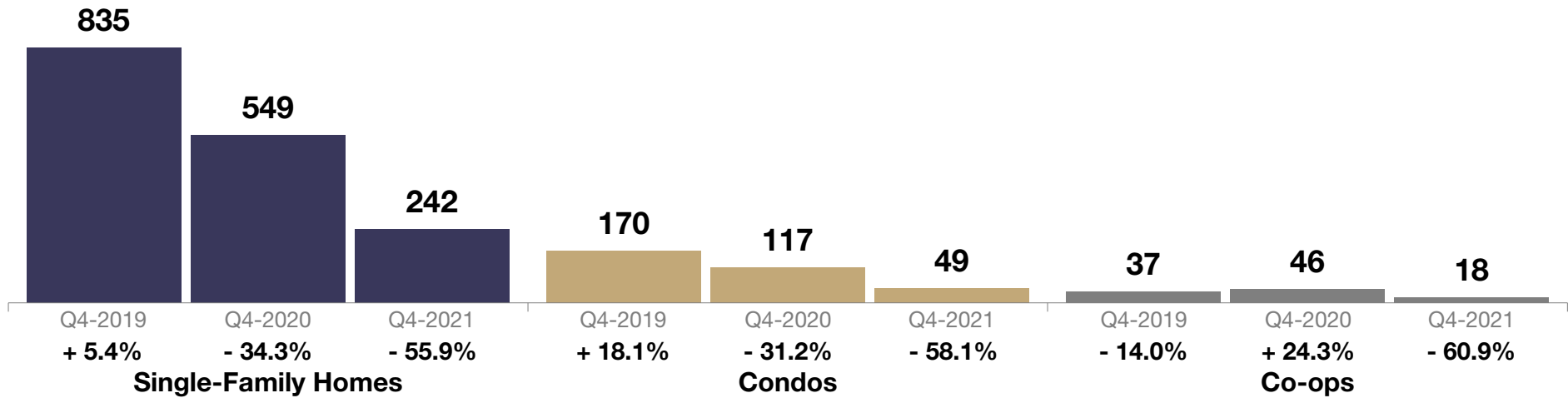
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	78	148	496
Q2-2019	80	143	449
Q3-2019	78	145	449
Q4-2019	82	148	528
Q1-2020	85	154	461
Q2-2020	85	161	520
Q3-2020	81	151	534
Q4-2020	80	151	485
Q1-2021	115	210	675
Q2-2021	108	189	696
Q3-2021	103	193	499
Q4-2021	102	191	489

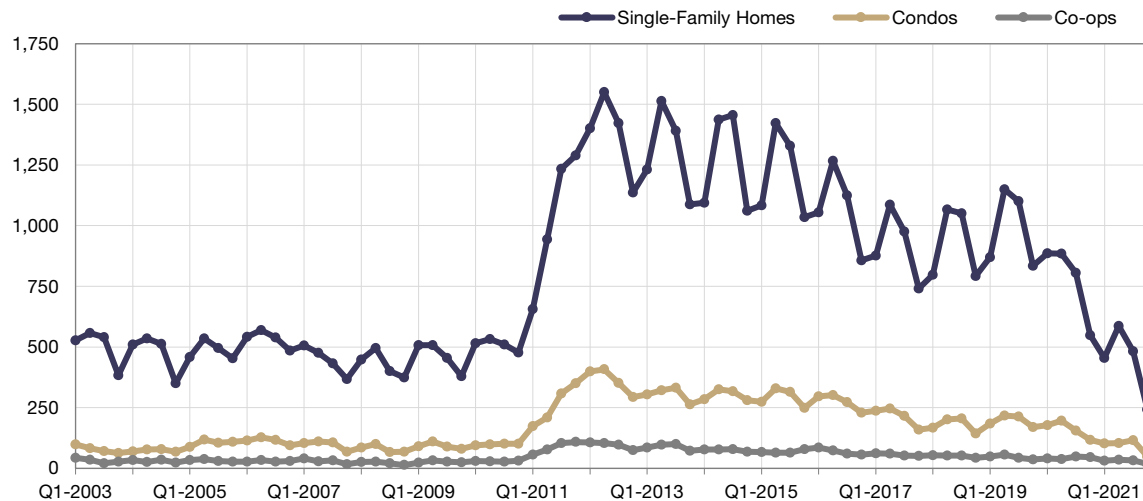
Inventory of Homes for Sale

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

Q4-2021



Historical Inventory of Homes for Sale by Quarter



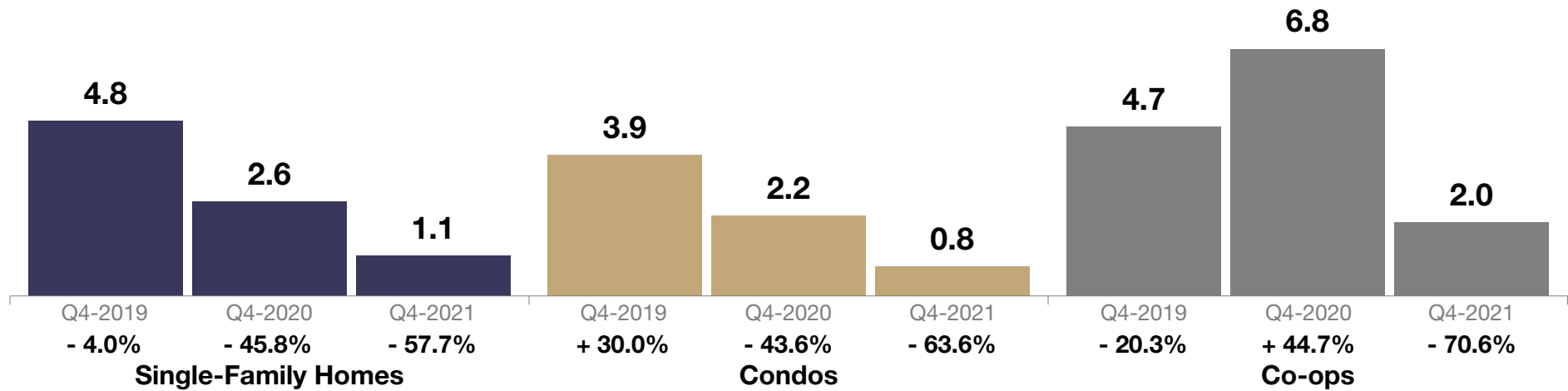
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	870	184	48
Q2-2019	1,150	217	57
Q3-2019	1,101	213	43
Q4-2019	835	170	37
Q1-2020	886	178	41
Q2-2020	885	196	38
Q3-2020	805	156	49
Q4-2020	549	117	46
Q1-2021	455	103	32
Q2-2021	587	104	35
Q3-2021	482	116	33
Q4-2021	242	49	18

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

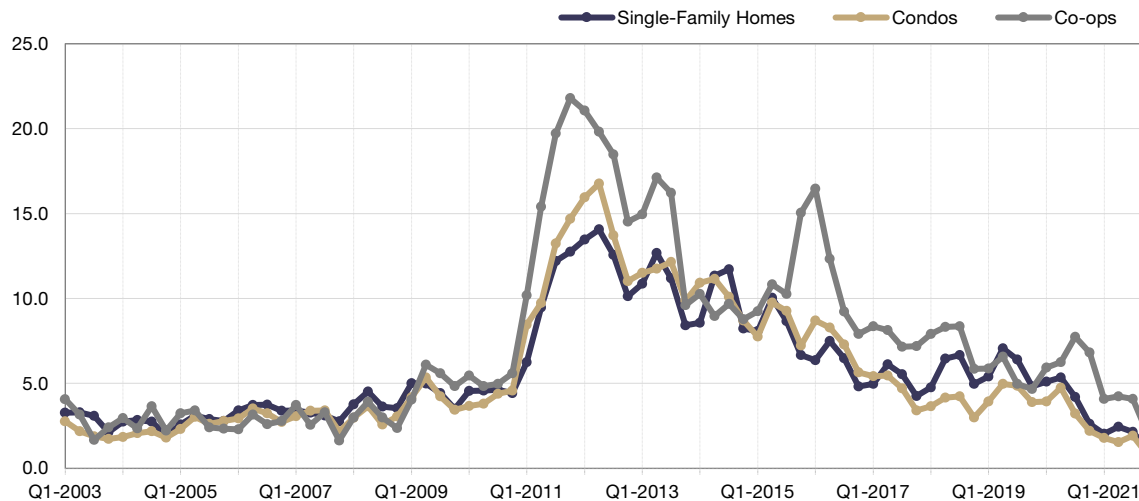
Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

Q4-2021



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	5.4	3.9	5.9
Q2-2019	7.1	5.0	6.6
Q3-2019	6.4	4.9	5.0
Q4-2019	4.8	3.9	4.7
Q1-2020	5.1	3.9	5.9
Q2-2020	5.3	4.8	6.2
Q3-2020	4.2	3.2	7.7
Q4-2020	2.6	2.2	6.8
Q1-2021	2.0	1.8	4.1
Q2-2021	2.4	1.5	4.2
Q3-2021	2.1	1.9	4.1
Q4-2021	1.1	0.8	2.0

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>Bar chart showing New Listings from Q1-2019 to Q3-2021. Values: 940, 1,440, 1,146, 740, 961, 962, 1,399, 849, 842, 1,278, 1,043, 681.</p>	849	681	- 19.8%	4,171	3,844	- 7.8%
Pending Sales	<p>Bar chart showing Pending Sales from Q1-2019 to Q3-2021. Values: 529, 777, 779, 608, 547, 622, 1,184, 883, 770, 959, 913, 794.</p>	883	794	- 10.1%	3,236	3,436	+ 6.2%
Closed Sales	<p>Bar chart showing Closed Sales from Q1-2019 to Q3-2021. Values: 542, 609, 807, 703, 581, 480, 839, 1,081, 793, 826, 940, 950.</p>	1,081	950	- 12.1%	2,981	3,509	+ 17.7%
Days on Market	<p>Bar chart showing Days on Market from Q1-2019 to Q3-2021. Values: 87, 84, 68, 80, 88, 79, 73, 65, 60, 53, 37, 40.</p>	65	40	- 38.5%	74	47	- 36.5%
Median Sales Price	<p>Bar chart showing Median Sales Price from Q1-2019 to Q3-2021. Values: \$390,000, \$418,064, \$435,000, \$408,000, \$415,000, \$439,000, \$470,000, \$485,000, \$485,000, \$511,000, \$530,000, \$547,500.</p>	\$485,000	\$547,500	+ 12.9%	\$459,000	\$520,000	+ 13.3%
Average Sales Price	<p>Bar chart showing Average Sales Price from Q1-2019 to Q3-2021. Values: \$427,988, \$436,302, \$449,750, \$421,858, \$432,754, \$454,226, \$499,186, \$515,424, \$511,651, \$539,404, \$565,801, \$589,952.</p>	\$515,424	\$589,952	+ 14.5%	\$484,618	\$553,888	+ 14.3%
Pct. of Orig. Price Received	<p>Bar chart showing Pct. of Orig. Price Received from Q1-2019 to Q3-2021. Values: 93.8%, 95.2%, 95.3%, 93.9%, 93.7%, 95.5%, 96.3%, 97.0%, 97.6%, 99.6%, 101.3%, 100.5%.</p>	97.0%	100.5%	+ 3.6%	95.9%	99.8%	+ 4.1%
Housing Affordability Index	<p>Bar chart showing Housing Affordability Index from Q1-2019 to Q3-2021. Values: 89, 86, 85, 91, 95, 92, 88, 87, 123, 116, 113, 109.</p>	87	109	+ 25.3%	92	115	+ 25.0%
Inventory of Homes for Sale	<p>Bar chart showing Inventory of Homes for Sale from Q1-2019 to Q3-2021. Values: 1,102, 1,424, 1,357, 1,042, 1,105, 1,119, 1,010, 712, 590, 726, 631, 309.</p>	712	309	- 56.6%	--	--	--
Months Supply of Inventory	<p>Bar chart showing Months Supply of Inventory from Q1-2019 to Q3-2021. Values: 5.1, 6.6, 6.0, 4.6, 4.9, 5.3, 4.1, 2.6, 2.0, 2.3, 2.1, 1.1.</p>	2.6	1.1	- 57.7%	--	--	--