

HOW'S THE MARKET?

THIRD QUARTER 2015 NEST REPORT

City of Fredericksburg

Stafford County

Spotsylvania County

Caroline County

King George County

Prince William County



Market Snapshot

9%

TOTAL SALES

There were 1,426 total sales in Q3 2015 compared to 1,301 total sales in Q3 2014. This translates to a 9% year-over-year increase.

\$262,500

MEDIAN SALES PRICE

The median sales price this past quarter was \$262,500 compared to \$249,450 in Q3 2014.

-3%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 3% compared to the end of Q3 2014.

59

DAYS ON MARKET

Homes sold this past quarter spent an average of 59 days on market before being sold.

14%

CONTRACTS WRITTEN

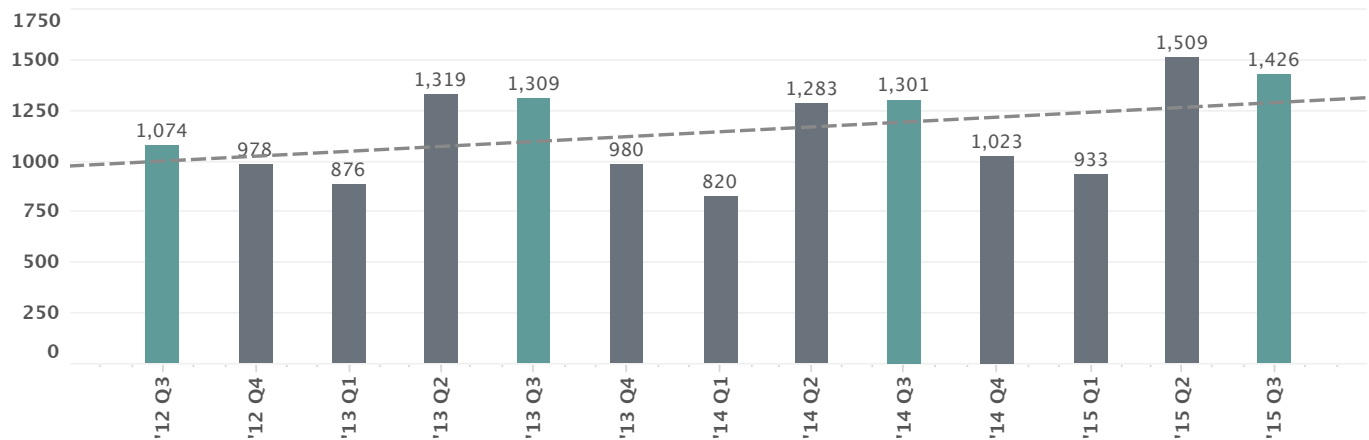
There were 2,289 contracts written this past quarter compared to 2,033 in Q3 2014. This translates to a 14% year-over-year increase.

5

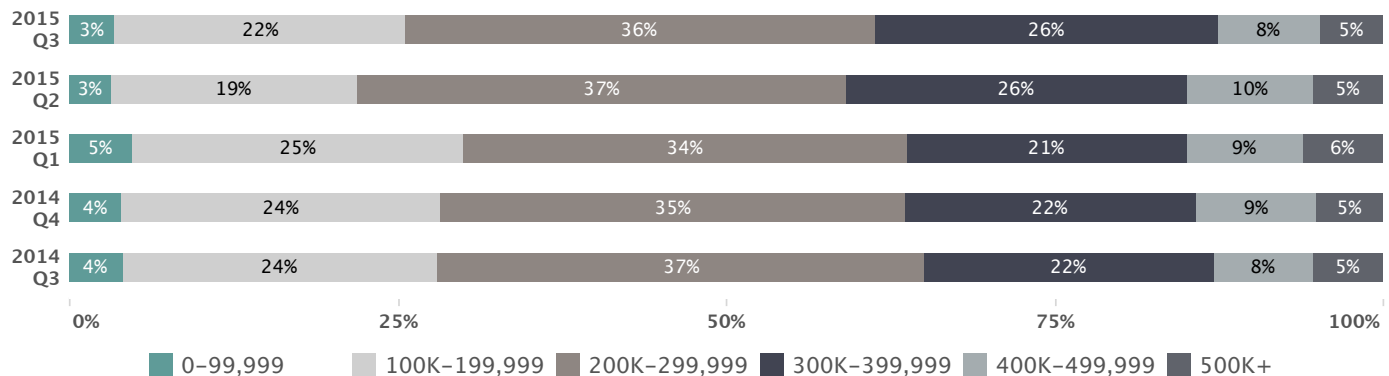
MONTHS OF INVENTORY

At the end of this past quarter, there were 5 months of inventory available.

Five Year Sales Trend (Total Sales)



Sales by Price Range



FREDERICKSBURG AREA MSA MARKET ANALYSIS

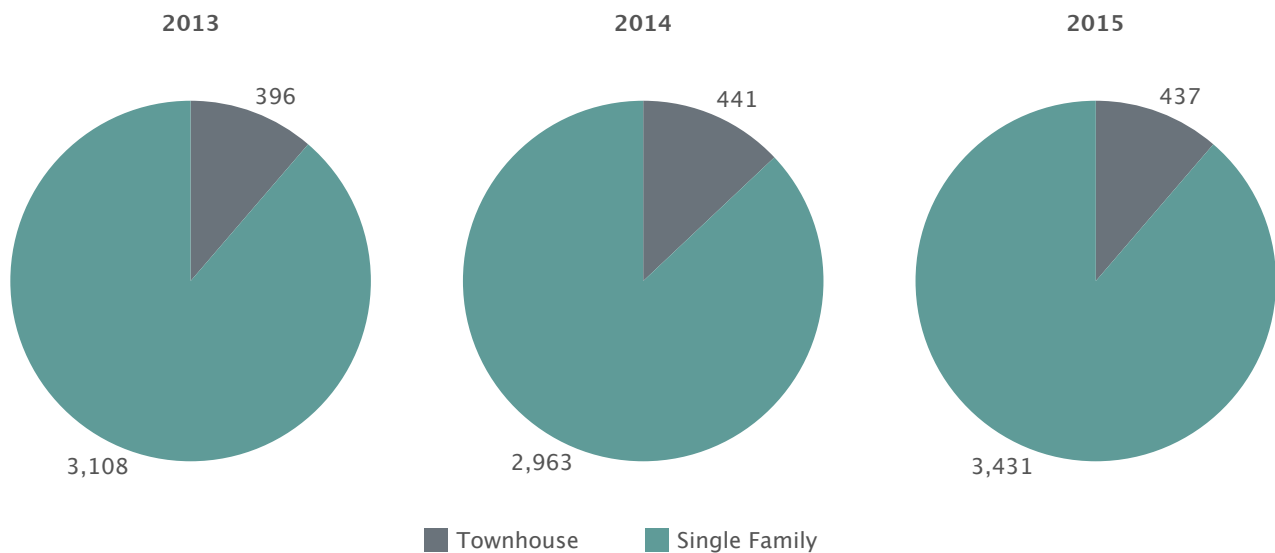
Third Quarter 2015



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2015 Q3	1,277	294,115	288,447	279,617	124	54	1,671
	% Change	13.40%	1.31%	1.42%	3.23%	-0.88%	-7.02%	18.93%
	2014 Q3	1,127	290,935	285,030	271,000	125	59	1,405
	% Change	-3.01%	0.32%	0.23%	-1.26%	3.86%	27.45%	-0.43%
	2013 Q3	1,162	290,009	284,389	274,450	120	46	1,411
ATTACHED	2015 Q3	153	202,855	200,259	205,000	114	33	369
	% Change	-13.56%	-4.36%	-3.94%	1.99%	2.31%	-25.24%	-2.64%
	2014 Q3	177	212,106	208,478	201,000	111	44	304
	% Change	18.79%	4.30%	-15.58%	10.14%	1.32%	35.47%	11.14%
	2013 Q3	149	203,369	246,967	182,500	110	33	341
CONDO	2015 Q3	25	222,505	219,728	230,000	139	51	45
	% Change	-24.24%	6.88%	6.99%	0.00%	-1.35%	-9.16%	-8.16%
	2014 Q3	33	208,190	205,373	230,000	141	56	49
	% Change	83.33%	11.11%	13.07%	24.32%	12.03%	206.94%	48.48%
	2013 Q3	18	187,375	181,641	185,000	126	18	33

Year-to-Date Sales by Property Type



FREDERICKSBURG AREA MSA MARKET ANALYSIS

Third Quarter 2015

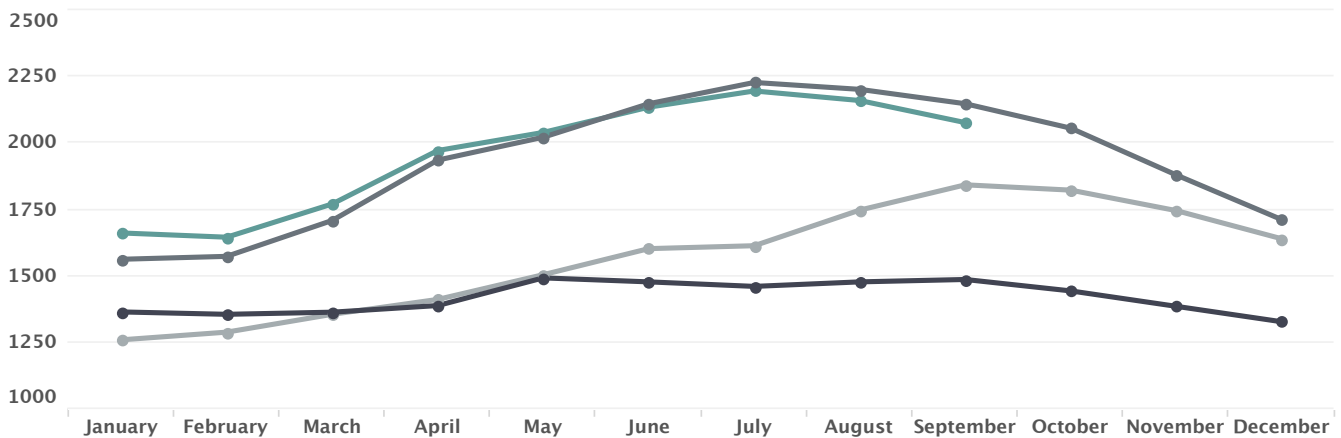


Inventory Levels & Months of Inventory

	September 2014		August 2015		September 2015	
	Inventory	Months of Inventory	Inventory	Months of Inventory	Inventory	Months of Inventory
Detached	1,944	6.25	1,995	5.77	1,938	5.49
Attached	170	3.86	128	2.78	99	2.20
Condo	32	4.57	35	5.83	38	6.33
All	2,146	6.01	2,158	5.56	2,075	5.35

Four Year Inventory History

■ 2012 ■ 2013 ■ 2014 ■ 2015



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012 Inventory	1,363	1,354	1,362	1,387	1,491	1,476	1,459	1,476	1,485	1,442	1,384	1,326
2012 New Listings	533	549	687	601	627	571	511	579	527	559	412	367
2013 Inventory	1,258	1,287	1,354	1,410	1,503	1,601	1,612	1,746	1,841	1,821	1,744	1,638
2013 New Listings	499	522	702	761	746	725	670	726	664	646	478	344
2014 Inventory	1,561	1,572	1,707	1,934	2,020	2,146	2,226	2,200	2,146	2,054	1,878	1,710
2014 New Listings	528	573	734	894	843	839	839	714	637	632	461	390
2015 Inventory	1,660	1,644	1,769	1,970	2,038	2,133	2,194	2,158	2,075			
2015 New Listings	573	561	833	998	892	842	839	713	648			

3 KEY TAKEAWAYS

1. Consumer confidence continues to be evident as more homes were sold month after month compared to 2014 resulting in a 9% year-over-year increase from Q3 2015 to Q3 2014.
2. While townhomes remain a less expensive option, buyer demand in the single-family segment remains stronger as potential buyers are often looking for a place that they can grow into and stay in longer than in years past.
3. Overall, the area has seen a downturn in inventory, which has been reflected in buyer feedback to Nest Realty Fredericksburg agents. Buyers are looking, but they don't want to settle, especially since prices are rising and mortgage loans are becoming a bit harder to obtain.

Market Snapshot

15%

TOTAL SALES

There were 82 total sales this past quarter compared to 71 total sales in Q3 2014. This translates to a 15% year-over-year increase.

\$320,000

MEDIAN SALES PRICE

The median sales price this past quarter was \$320,000 compared to \$284,500 in Q3 2014.

4%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 4% compared to the end of Q3 2014.

65

DAYS ON MARKET

Homes sold this past quarter spent an average of 65 days on market before being sold.

19%

CONTRACTS WRITTEN

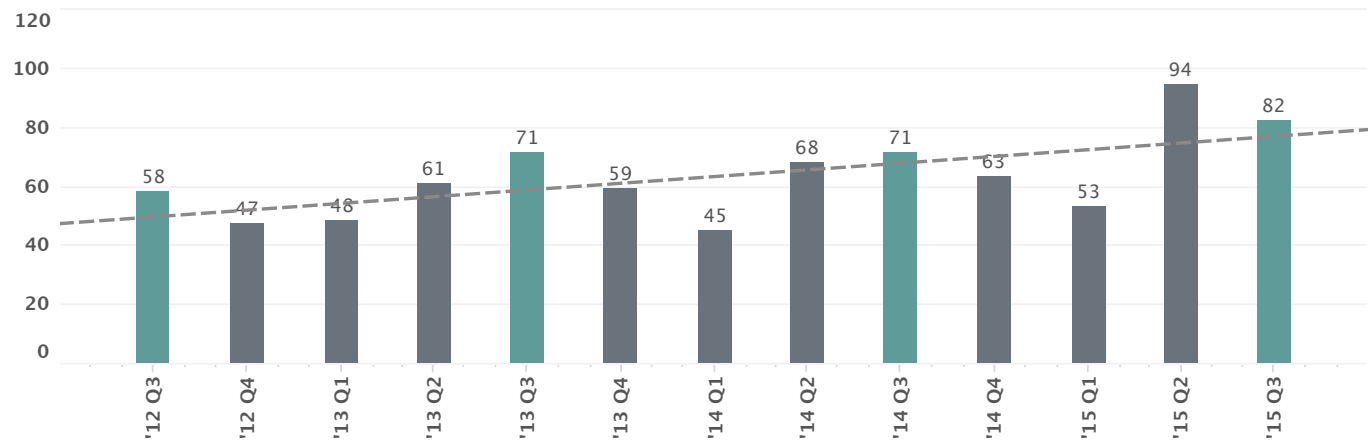
There were 192 contracts written this past quarter compared to 161 in Q3 2014. This translates to a 19% year-over-year increase.

6

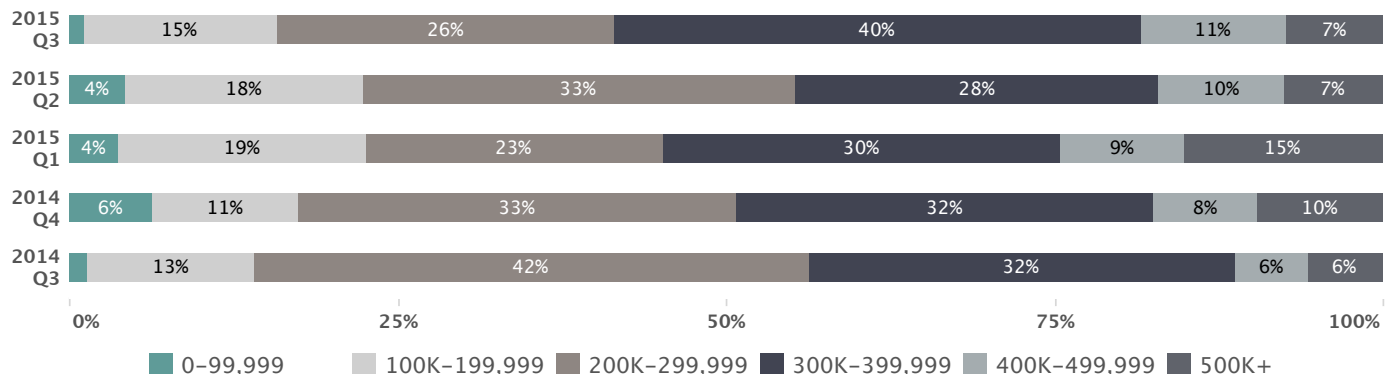
MONTHS OF INVENTORY

At the end of this past quarter, there were 6 months of inventory available.

Five Year Sales Trend (Total Sales)



Sales by Price Range



CITY OF FREDERICKSBURG MARKET ANALYSIS

Third Quarter 2015



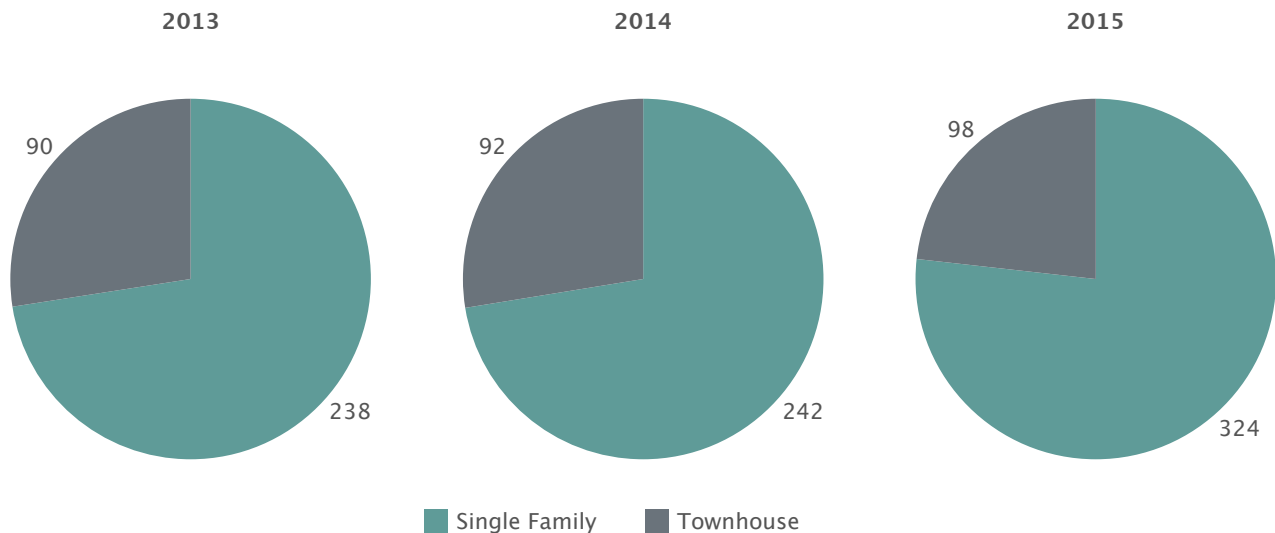
Quarterly Performance & Yearly Growth

SINGLE FAMILY		TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2015 Q3	65	337,376	327,484	325,000	149	66	119
% Change	16.07%	0.64%	1.98%	8.33%	0.59%	-1.52%	26.60%	
2014 Q3	56	335,220	321,136	300,000	148	67	94	
% Change	3.70%	8.23%	7.30%	-2.44%	-0.79%	8.44%	9.30%	
2013 Q3	54	309,736	299,289	307,500	150	62	86	

ATTACHED		TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2015 Q3	10	201,657	194,837	194,000	168	30	34
% Change	0.00%	-39.54%	-40.37%	-24.39%	23.87%	-41.36%	3.03%	
2014 Q3	10	333,520	326,735	256,575	136	52	33	
% Change	-9.09%	-11.00%	-7.66%	9.18%	-13.34%	-61.15%	6.45%	
2013 Q3	11	374,745	353,835	235,000	157	133	31	

CONDO		TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2015 Q3	3	283,167	277,517	326,250	200	32	9
% Change	-40.00%	42.77%	41.17%	63.21%	8.33%	35.59%	-18.18%	
2014 Q3	5	198,340	196,580	199,900	184	24	11	
% Change	66.67%	5.72%	11.27%	-2.49%	10.77%	1.14%	83.33%	
2013 Q3	3	187,600	176,667	205,000	166	23	6	

Year-to-Date Sales by Property Type



CITY OF FREDERICKSBURG MARKET ANALYSIS

Third Quarter 2015

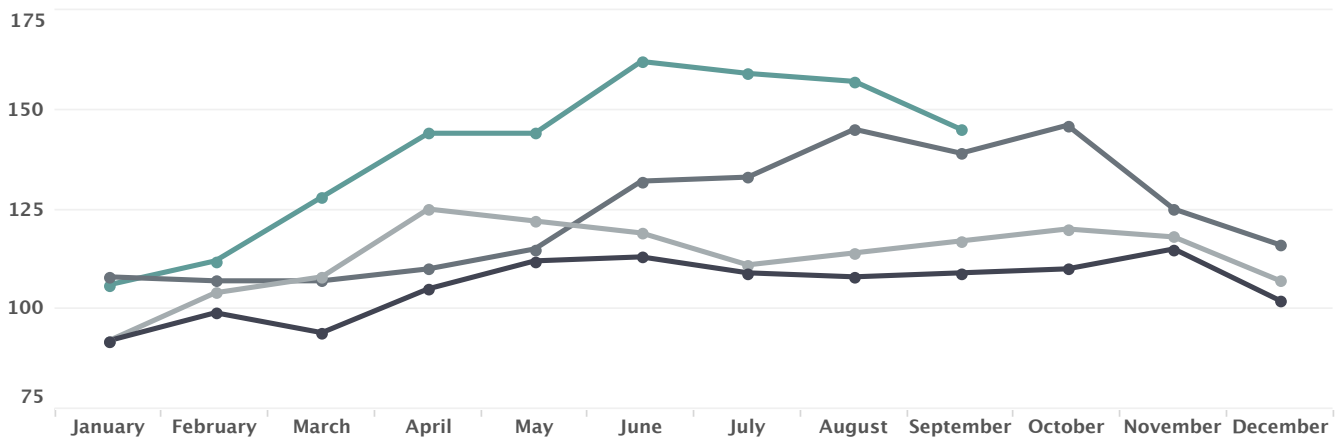


Inventory Levels & Months of Inventory

	September 2014		August 2015		September 2015	
	Inventory	Months of Inventory	Inventory	Months of Inventory	Inventory	Months of Inventory
Detached	117	7.80	118	6.21	116	6.11
Attached	18	6.00	28	9.33	19	4.75
Condo	4	4.00	11	11.00	10	10.00
All	139	7.47	157	7.10	145	6.20

Four Year Inventory History

■ 2012 ■ 2013 ■ 2014 ■ 2015



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012 Inventory	92	99	94	105	112	113	109	108	109	110	115	102
2012 New Listings	26	39	49	38	31	33	23	33	31	29	29	9
2013 Inventory	92	104	108	125	122	119	111	114	117	120	118	107
2013 New Listings	24	36	44	50	36	33	28	40	44	39	35	17
2014 Inventory	108	107	107	110	115	132	133	145	139	146	125	116
2014 New Listings	24	31	41	36	49	58	53	52	35	42	26	26
2015 Inventory	106	112	128	144	144	162	159	157	145			
2015 New Listings	28	45	59	57	58	57	53	47	50			

3 KEY TAKEAWAYS

1. Contrary to other geographic segments of the market, inventory levels have continued to be strong, offering consumers who want to live in the city more choices than in past years. With six months of inventory available, the market is balanced for both buyers and sellers.
2. City sales prices continue to rise as the overall real estate market continues to stabilize. Single family homes experienced an 8% year-over-year increase in median sales price this quarter.
3. The combination of a healthy inventory and the realization that prices are going up has many consumers jumping into the city market. Contracts written increased by 20% over last year, pointing to consumers confidence that these trends will continue and now is a good time to buy in the city.

Market Snapshot

13%

TOTAL SALES

There were 545 total sales this past quarter compared to 481 total sales in Q3 2014. This translates to a 13% year-over-year increase.

\$240,000

MEDIAN SALES PRICE

The median sales price this past quarter was \$240,000 compared to \$242,500 in Q3 2014.

-3%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 3% compared to the end of Q3 2014.

49

DAYS ON MARKET

Homes sold this past quarter spent an average of 49 days on market before being sold.

16%

CONTRACTS WRITTEN

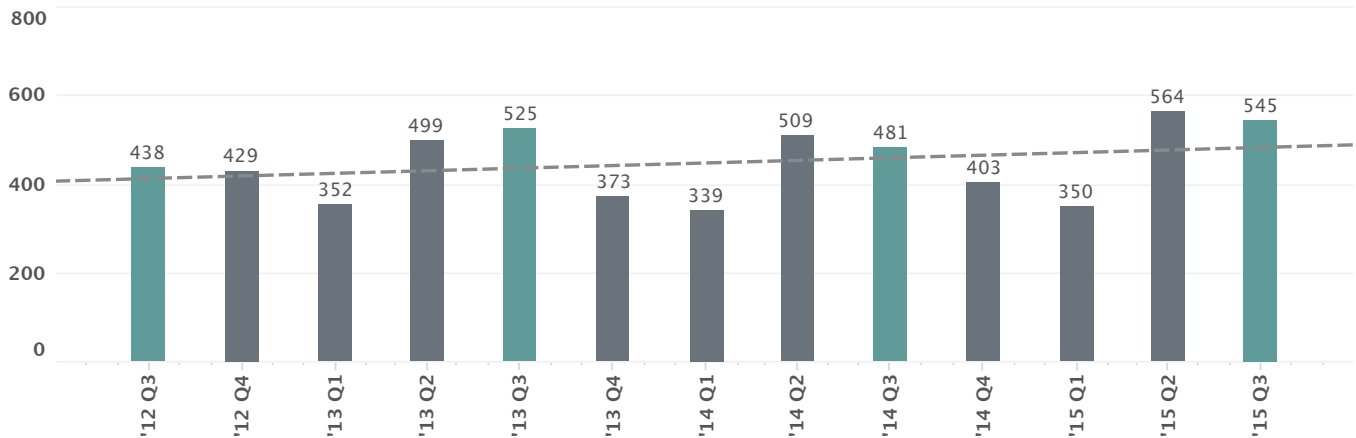
There were 786 contracts written this past quarter compared to 677 in Q3 2014. This translates to a 16% year-over-year increase.

5

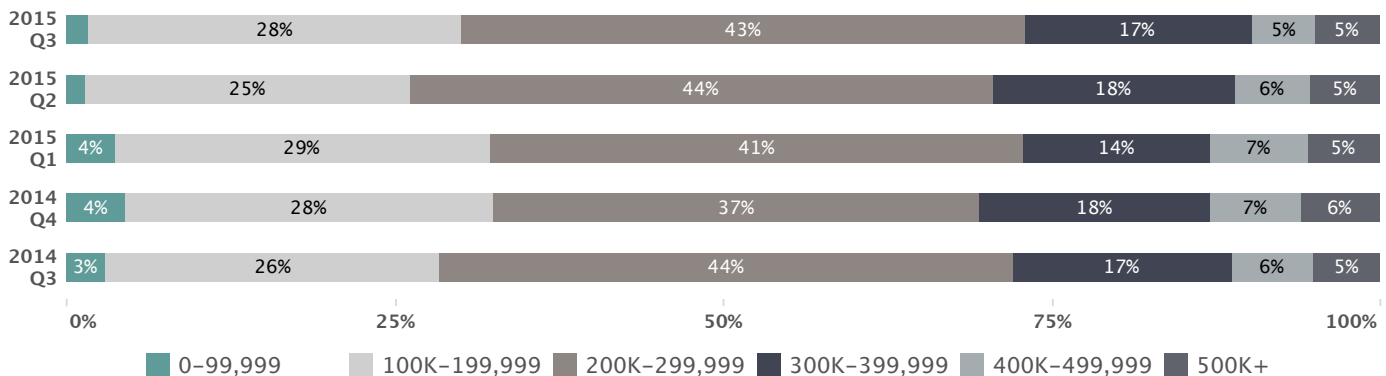
MONTHS OF INVENTORY

At the end of this past quarter, there were 5 months of inventory available.

Five Year Sales Trend (Total Sales)



Sales by Price Range



SPOTSYLVANIA COUNTY MARKET ANALYSIS

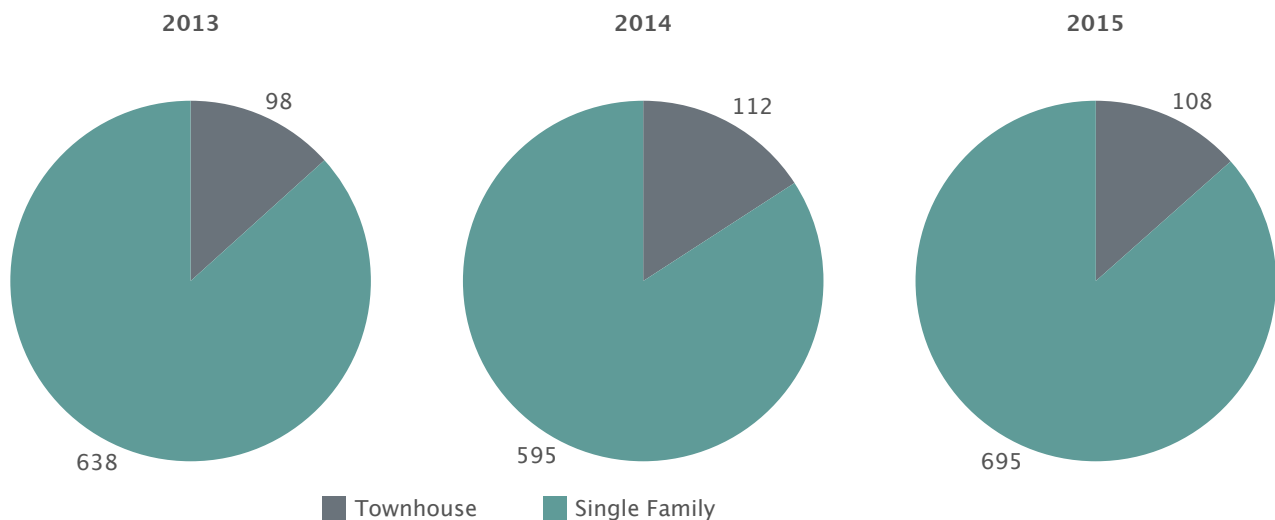
Third Quarter 2015



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2015 Q3	479	282,981	276,880	248,000	126	51	649
	% Change	17.69%	-1.60%	-1.61%	-3.69%	-1.63%	-8.56%	19.30%
	2014 Q3	407	287,577	281,415	257,500	128	56	544
	% Change	-9.76%	3.31%	2.99%	5.14%	5.89%	34.40%	0.37%
	2013 Q3	451	278,366	273,240	244,900	121	42	542
ATTACHED	2015 Q3	40	181,381	177,679	162,950	116	26	102
	% Change	-18.37%	-2.73%	-2.39%	-9.47%	8.67%	29.87%	2.00%
	2014 Q3	49	186,478	182,035	180,000	107	20	100
	% Change	8.89%	20.77%	19.97%	24.14%	8.90%	-9.27%	7.53%
	2013 Q3	45	154,412	151,734	145,000	98	22	93
CONDO	2015 Q3	1	239,950	231,500	231,500	140	101	3
	% Change	-50.00%	31.84%	30.42%	30.42%	11.04%	94.23%	50.00%
	2014 Q3	2	182,000	177,500	177,500	126	52	2
	% Change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	2013 Q3	0	n/a	n/a	n/a	n/a	n/a	0

Year-to-Date Sales by Property Type



SPOTSYLVANIA COUNTY MARKET ANALYSIS

Third Quarter 2015

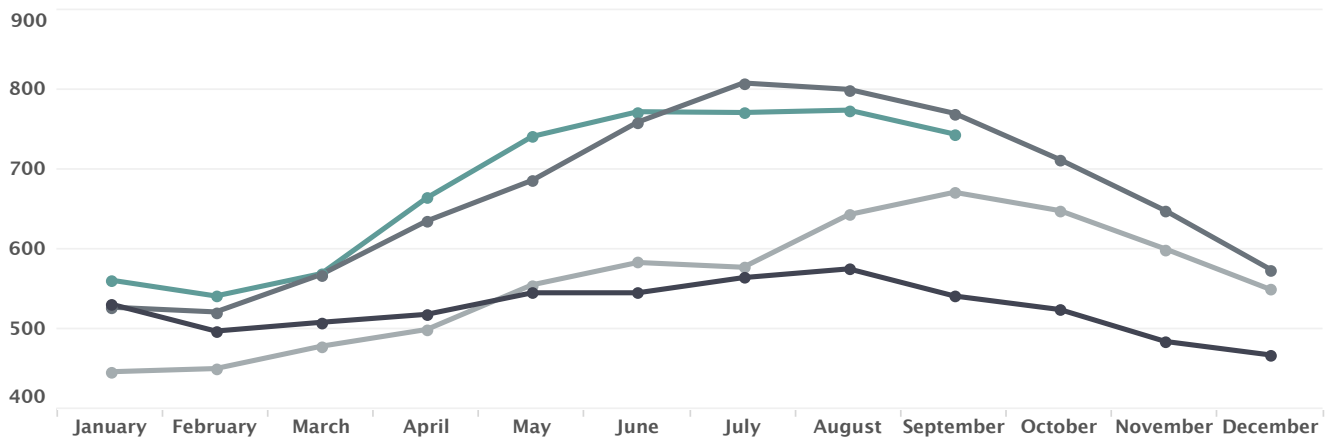


Inventory Levels & Months of Inventory

	September 2014		August 2015		September 2015	
	Inventory	Months of Inventory	Inventory	Months of Inventory	Inventory	Months of Inventory
Detached	721	5.86	737	5.42	716	5.19
Attached	44	3.38	32	2.46	23	1.77
Condo	5	n/a	5	n/a	5	n/a
All	770	5.68	774	5.26	744	5.04

Four Year Inventory History

■ 2012 ■ 2013 ■ 2014 ■ 2015



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012 Inventory	531	497	508	518	545	545	564	575	541	524	484	467
New Listings	212	196	269	232	235	203	207	224	192	220	137	142
2013 Inventory	446	450	478	499	555	583	577	643	671	648	600	549
New Listings	182	196	270	276	308	271	250	281	245	221	164	126
2014 Inventory	527	521	568	635	686	759	808	800	770	712	648	574
New Listings	178	207	250	329	313	317	328	235	240	199	162	144
2015 Inventory	561	541	569	664	741	772	771	774	744			
New Listings	210	193	288	356	334	314	295	282	237			

3 KEY TAKEAWAYS

1. Spotsylvania County enjoyed a significant increase in consumer traffic this past quarter as total sales increased 13% year-over-year and contract activity was up 17% over the same period last year.
2. Like some of the surrounding counties, the housing market is not replacing the inventory at the same rate at which it is being sold which resulted in the 3% decline in total inventory levels we experienced along with months of inventory dropping to five months.
3. The most popular and competitive price range continues to be the first-time home buyer range of \$200,000 to \$299,999. If this trend continue, consumers can expect less time on market and competing offers which will ultimately drive prices up.

Market Snapshot

8%

TOTAL SALES

There were 622 total sales this past quarter compared to 574 total sales in Q3 2014. This translates to a 8% year-over-year increase.

\$302,865

MEDIAN SALES PRICE

The median sales price this past quarter was \$302,865 compared to \$290,000 in Q3 2014.

-4%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 4% compared to the end of Q3 2014.

52

DAYS ON MARKET

Homes sold this past quarter spent an average of 52 days on market before being sold.

14%

CONTRACTS WRITTEN

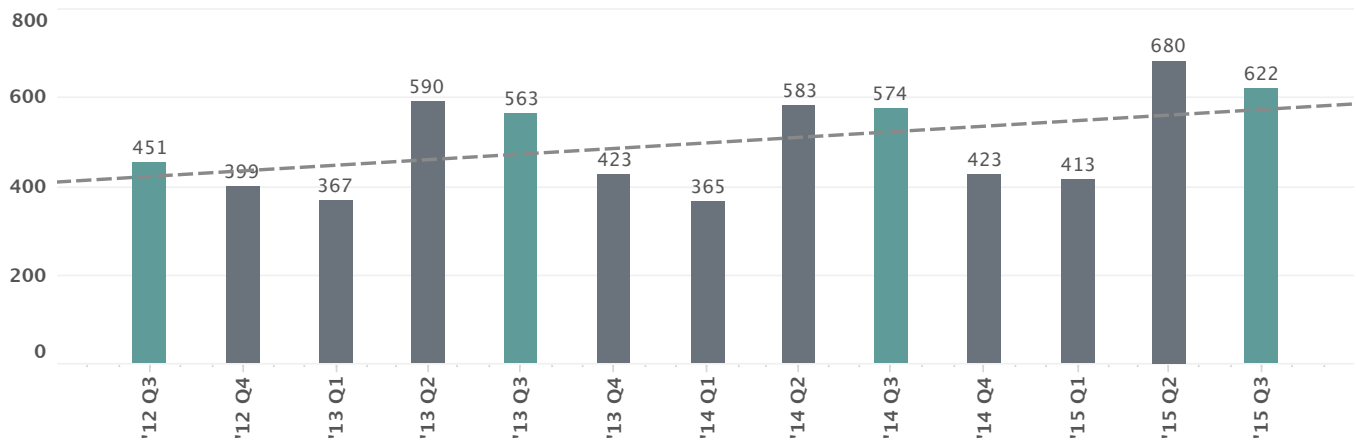
There were 933 contracts written this past quarter compared to 816 in Q3 2014. This translates to a 14% year-over-year increase.

5

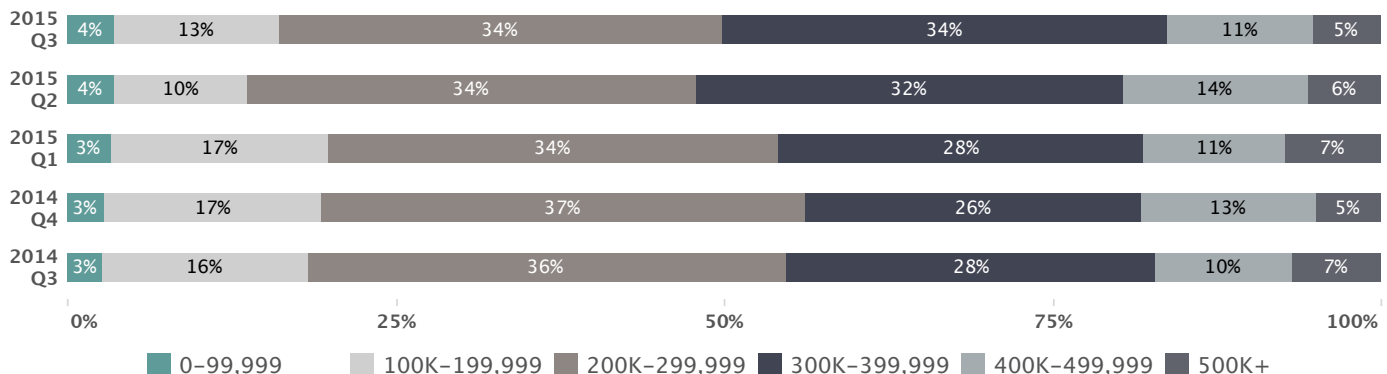
MONTHS OF INVENTORY

At the end of this past quarter, there were 5 months of inventory available.

Three Year Sales Trend (Total Sales)



Sales by Price Range



STAFFORD COUNTY MARKET ANALYSIS

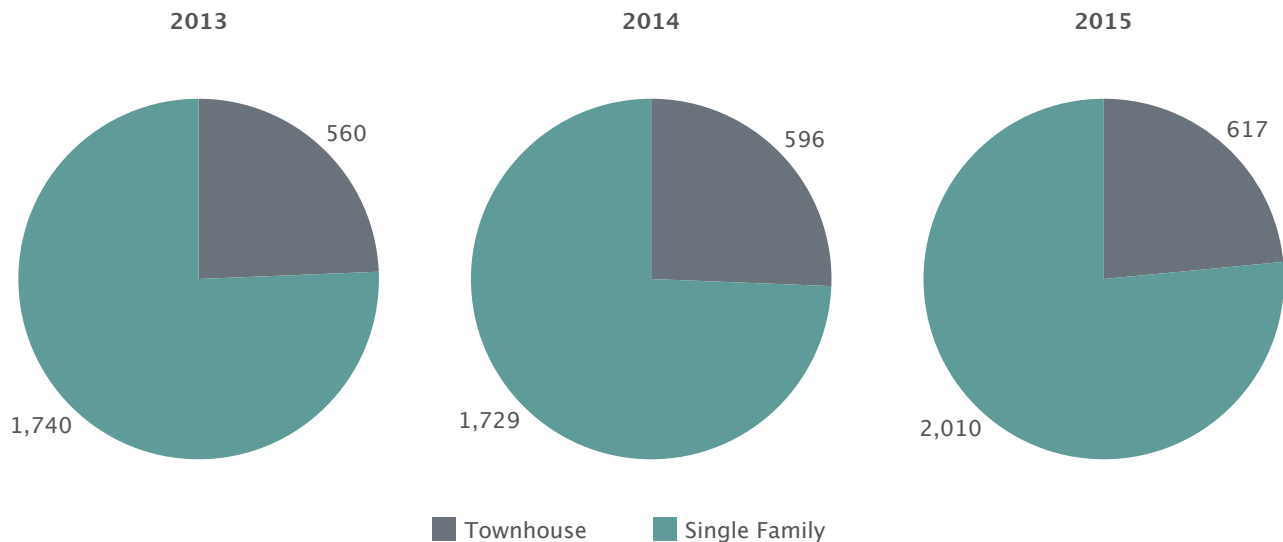
Third Quarter 2015



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2015 Q3	526	329,215	323,629	320,000	123	665	
	% Change	14.60%	1.37%	1.33%	3.23%	-1.84%	21.79%	
	2014 Q3	459	324,761	319,371	310,000	125	546	
	% Change	-3.77%	-1.69%	-1.49%	-0.64%	3.05%	34.84%	-4.55%
	2013 Q3	477	330,355	324,198	312,000	122	42	572
ATTACHED	2015 Q3	95	225,880	224,331	222,997	115	221	
	% Change	-4.04%	-1.16%	-0.46%	-2.41%	-2.05%	-12.05%	-0.90%
	2014 Q3	99	228,534	225,360	228,500	118	42	223
	% Change	20.73%	4.82%	-25.28%	5.79%	6.52%	69.27%	7.21%
	2013 Q3	82	218,015	301,608	216,000	111	25	208
CONDO	2015 Q3	21	213,008	210,911	209,520	130	33	
	% Change	-19.23%	0.43%	0.81%	-13.95%	-2.55%	-18.14%	-8.33%
	2014 Q3	26	212,098	209,208	243,495	133	63	36
	% Change	73.33%	13.22%	14.55%	35.27%	11.09%	262.80%	33.33%
	2013 Q3	15	187,330	182,636	180,000	120	17	27

Year-to-Date Sales by Property Type



STAFFORD COUNTY MARKET ANALYSIS

Third Quarter 2015

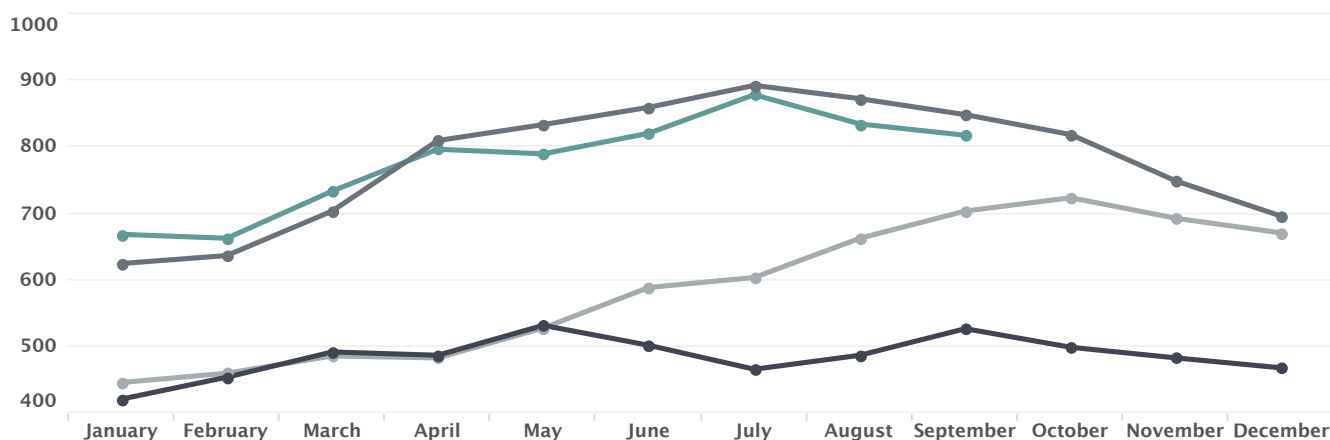


Inventory Levels & Months of Inventory

	September 2014		August 2015		September 2015	
	Inventory	Months of Inventory	Inventory	Months of Inventory	Inventory	Months of Inventory
Detached	736	5.98	760	5.55	749	5.35
Attached	89	3.56	57	2.11	47	1.81
Condo	23	4.60	17	3.40	21	4.20
All	848	5.68	834	5.27	817	5.11

Four Year Inventory History

■ 2012 ■ 2013 ■ 2014 ■ 2015



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012 Inventory	420	453	491	486	531	501	465	486	526	498	482	467
2012 New Listings	191	228	281	230	254	229	201	228	226	220	176	151
2013 Inventory	445	459	485	482	527	588	603	662	703	723	692	670
2013 New Listings	194	197	276	328	302	317	273	300	253	295	196	157
2014 Inventory	624	636	703	809	833	859	892	872	848	818	748	695
2014 New Listings	238	258	325	389	352	344	353	314	258	287	196	156
2015 Inventory	668	662	733	796	789	820	878	834	817			
2015 New Listings	215	232	374	437	373	348	385	295	280			

3 KEY TAKEAWAYS

1. With average prices remaining relatively stable, consumers are choosing to move further north resulting in a significant increase in sales activity and contract activity.
2. However, as is the case in other geographic segments throughout our area, listing activity is not occurring at the rate as sales resulting in a decline in the number of homes a buyer has to choose from, creating a competing offer market.
3. This competing offer market will most likely accounts lead to a rise in sales prices in the area, as buyers try to do what they can to increase their negotiation power.

Market Snapshot

-23%

TOTAL SALES

There were 100 total sales in Q3 2015 compared to 130 total sales in Q3 2014. This translates to a 23% year-over-year decrease.

\$170,000

MEDIAN SALES PRICE

The median sales price in Q3 2015 was \$170,000 compared to \$171,000 in Q3 2014.

-1%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 1% compared to the end of Q3 2014.

52

DAYS ON MARKET

Homes sold in Q3 2015 spent an average of 52 days on market before being sold.

-9%

CONTRACTS WRITTEN

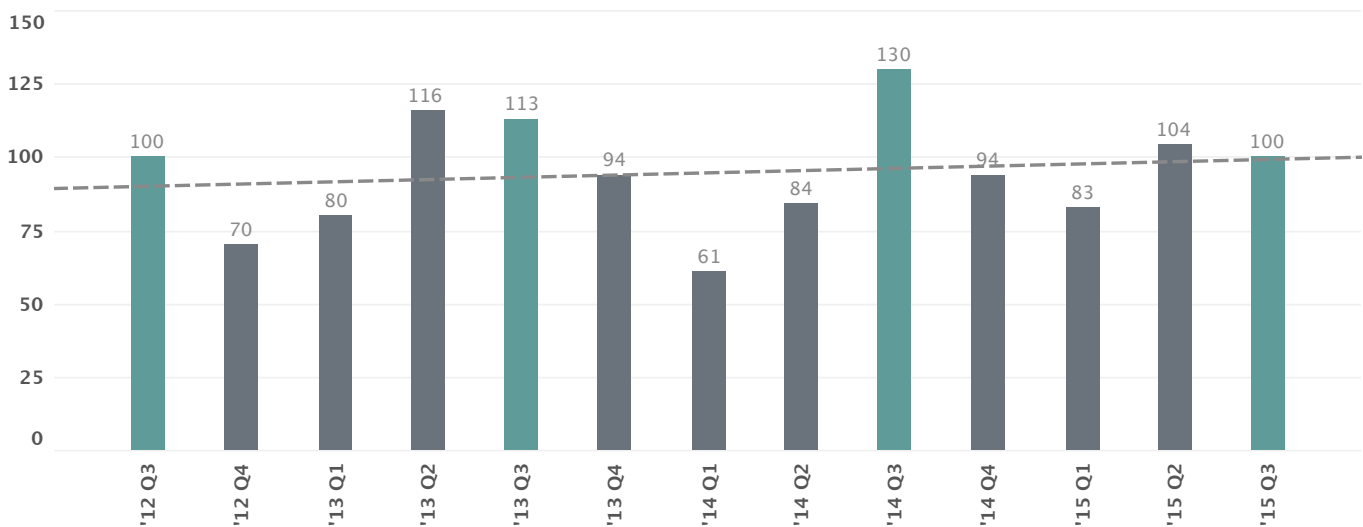
There were 143 contracts written in Q3 2015 compared to 157 in Q3 2014. This translates to a 9% year-over-year decrease.

6

MONTHS OF INVENTORY

At the end of this past quarter, there were 6 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015 Q3	100	184,407	179,479	170,000	109	52	143
% Change	-23.08%	0.69%	0.25%	-0.58%	4.16%	-34.25%	-8.92%
2014 Q3	130	183,138	179,034	171,000	105	80	157
% Change	15.04%	5.43%	6.28%	14.00%	5.95%	29.54%	19.85%
2013 Q3	113	173,703	168,454	150,000	99	61	131

KING GEORGE COUNTY MARKET ANALYSIS

Third Quarter 2015



Market Snapshot

14%

TOTAL SALES

There were 103 total sales in Q3 2015 compared to 90 total sales in Q3 2014. This translates to a 14% year-over-year increase.

\$265,000

MEDIAN SALES PRICE

The median sales price in Q3 2015 was \$265,000 compared to \$243,950 in Q3 2014.

-10%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 10% compared to the end of Q3 2014.

63

DAYS ON MARKET

Homes sold in Q3 2015 spent an average of 63 days on market before being sold.

17%

CONTRACTS WRITTEN

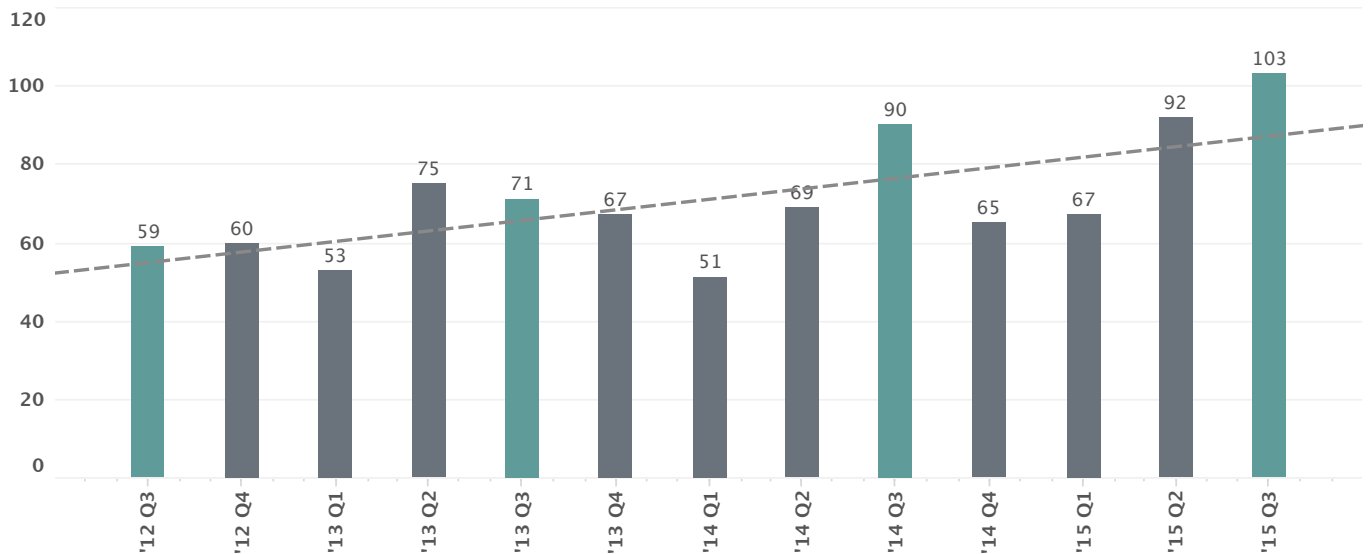
There were 109 contracts written in Q3 2015 compared to 93 in Q3 2014. This translates to a 17% year-over-year increase.

6

MONTHS OF INVENTORY

At the end of this past quarter, there were 6 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015 Q3	103	272,331	269,728	265,000	117	63	109
% Change	14.44%	4.05%	5.01%	8.63%	0.64%	10.07%	17.20%
2014 Q3	90	261,738	256,866	243,950	116	57	93
% Change	13.59%	2.70%	1.62%	-5.15%	18.14%	-0.67%	-7.92%
2013 Q3	71	284,241	281,924	281,500	114	59	101

PRINCE WILLIAM COUNTY MARKET ANALYSIS

Third Quarter 2015



Market Snapshot

10%

TOTAL SALES

There were 1,898 total sales in Q3 2015 compared to 1,729 total sales in Q3 2014. This translates to a 10% year-over-year increase.

\$326,500

MEDIAN SALES PRICE

The median sales price in Q3 2015 was \$326,500 compared to \$330,000 in Q3 2014.

-1%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 1% compared to the end of Q3 2014.

38

DAYS ON MARKET

Homes sold in Q3 2015 spent an average of 38 days on market before being sold.

13%

CONTRACTS WRITTEN

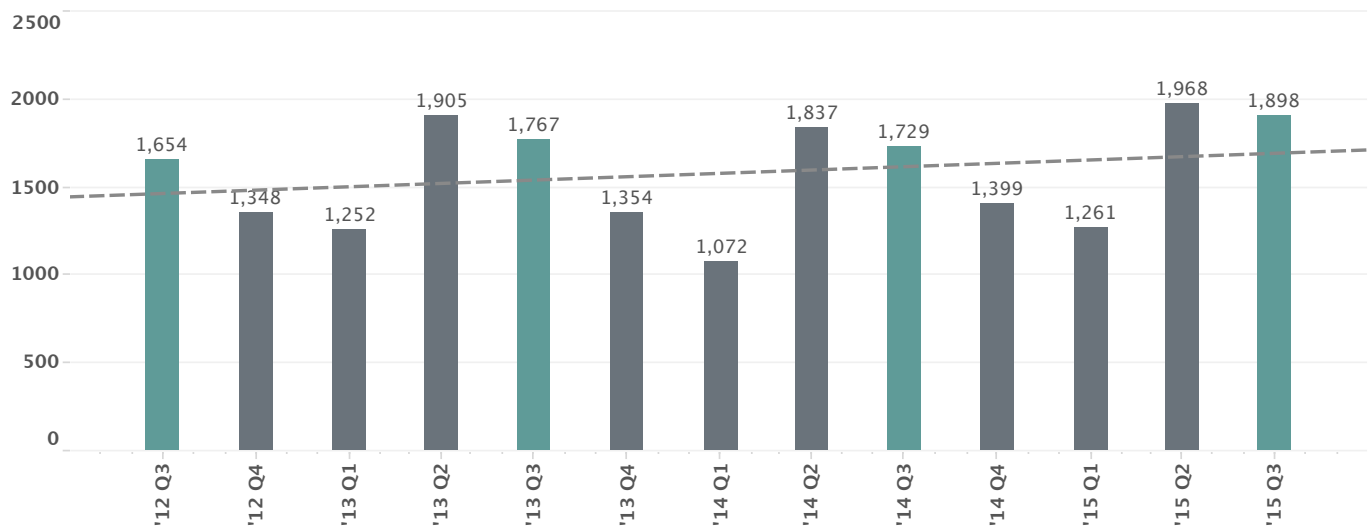
There were 2,526 contracts written in Q3 2015 compared to 2,241 in Q3 2014. This translates to a 13% year-over-year increase.

4

MONTHS OF INVENTORY

At the end of this past quarter, there were 4 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015 Q3	1,898	354,862	349,789	326,500	188	38	2,526
% Change	9.77%	-0.82%	-1.22%	-1.06%	32.81%	4.77%	12.72%
2014 Q3	1,729	357,787	354,125	330,000	142	36	2,241
% Change	-2.15%	2.44%	2.14%	1.85%	-61.85%	42.71%	-1.97%
2013 Q3	1,764	349,471	346,875	324,450	137	25	2,286

ORANGE COUNTY MARKET ANALYSIS

Third Quarter 2015



Market Snapshot

39%

TOTAL SALES

There were 143 total sales in Q3 2015 compared to 103 total sales in Q3 2014. This translates to a 39% year-over-year increase.

\$198,900

MEDIAN SALES PRICE

The median sales price in Q3 2015 was \$198,900 compared to \$201,000 in Q3 2014.

-8%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 8% compared to the end of Q3 2014.

76

DAYS ON MARKET

Homes sold in Q3 2015 spent an average of 76 days on market before being sold.

25%

CONTRACTS WRITTEN

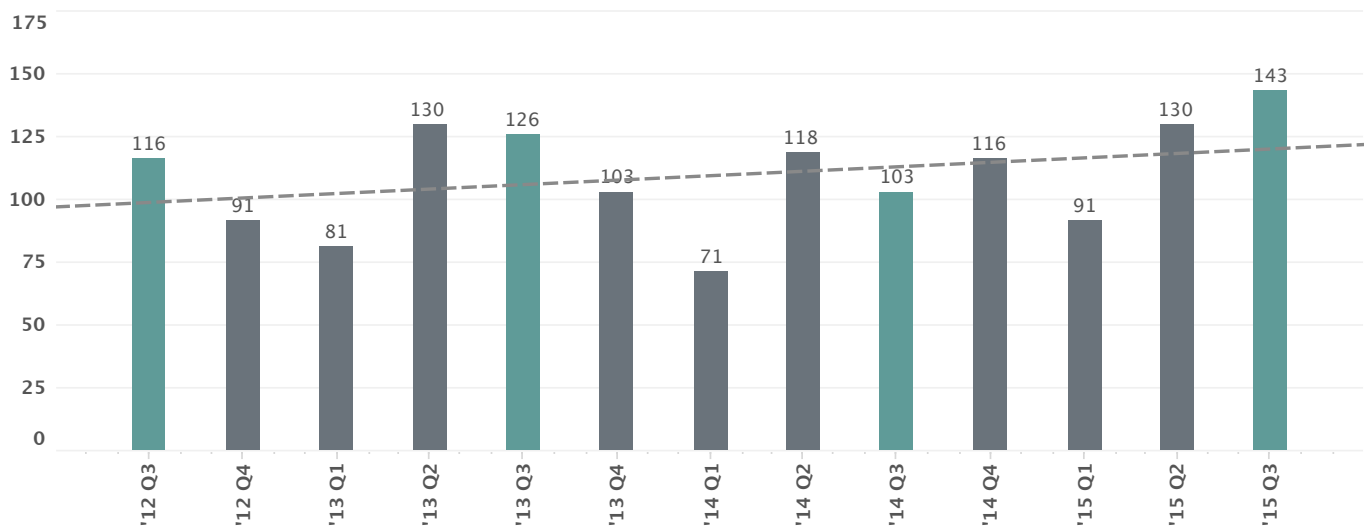
There were 188 contracts written in Q3 2015 compared to 150 in Q3 2014. This translates to a 25% year-over-year increase.

7

MONTHS OF INVENTORY

At the end of this past quarter, there were 7 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALE PRICE	MEDIAN SALE PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2015 Q3	143	233,493	227,010	198,900	113	76	188
% Change	38.83%	-3.21%	-3.29%	-1.04%	-0.95%	2.47%	25.33%
2014 Q3	103	241,247	234,743	201,000	114	74	150
% Change	-18.25%	2.75%	3.84%	-1.71%	4.37%	-15.42%	-7.41%
2013 Q3	126	234,788	226,062	204,500	109	87	162