

Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



September 2017

Number of Available Lender-Mediated Properties for Sale

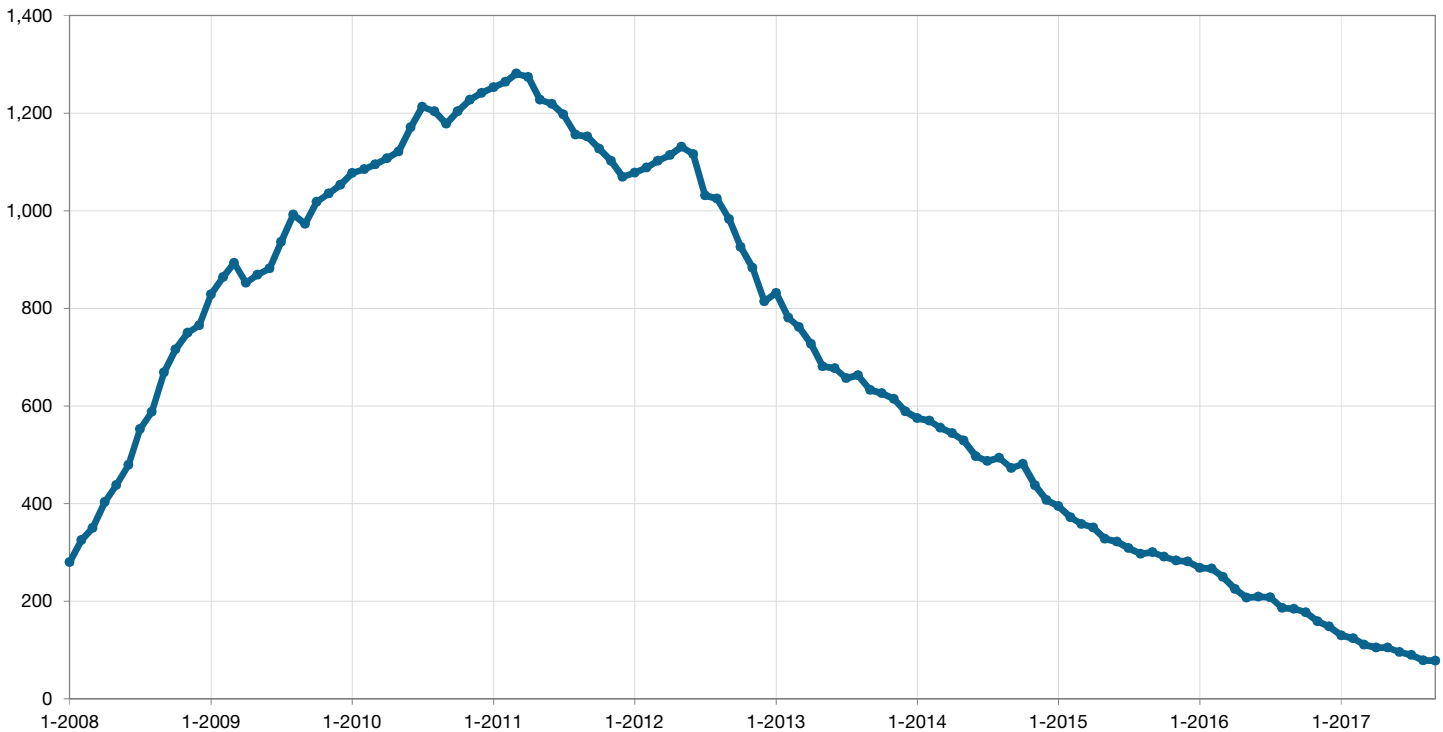


Table of Contents

New Listings, Closed Sales and Market Share of Lender-Mediated Properties	2
Inventory of Homes for Sale by Property Type and Price Range	3
Median Sales Price and Average Days on Market Until Sale	4
Inventory, Closed Sales and Median Sales Price by Area	5

Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



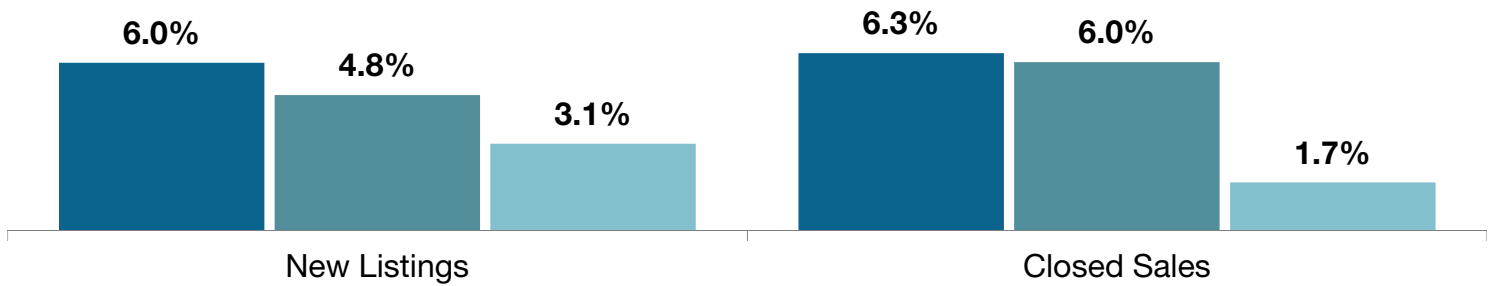
September 2017

New Listings and Closed Sales

	Lender Mediated				Traditional				Total				Market Share of Lender Mediated		
	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017
New Listings	66	55	36	-34.5%	1,040	1,088	1,131	+4.0%	1,106	1,143	1,167	+2.1%	6.0%	4.8%	3.1%
Closed Sales	57	54	16	-70.4%	847	848	920	+8.5%	904	902	936	+3.8%	6.3%	6.0%	1.7%

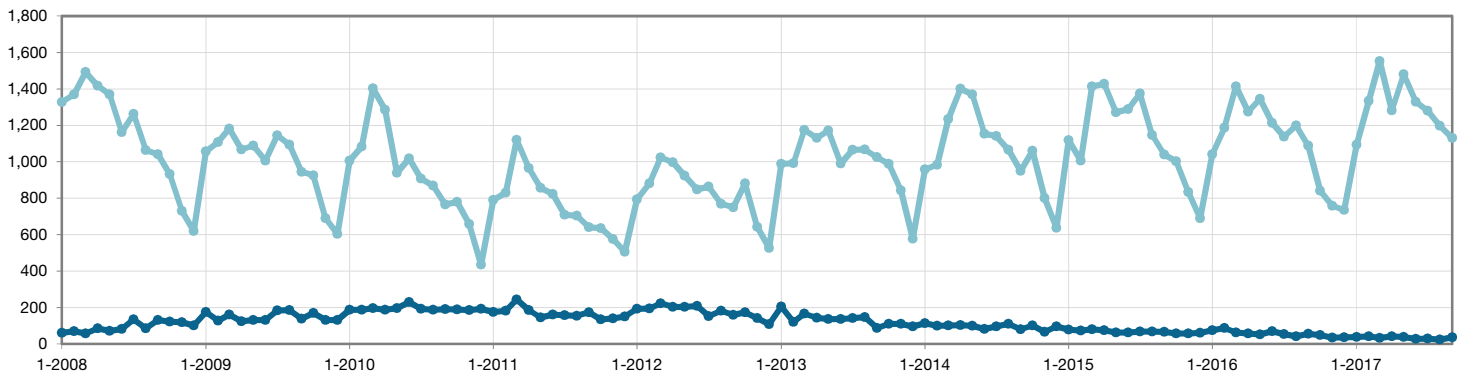
Market Share of Lender-Mediated Properties

■ 9-2015 ■ 9-2016 ■ 9-2017



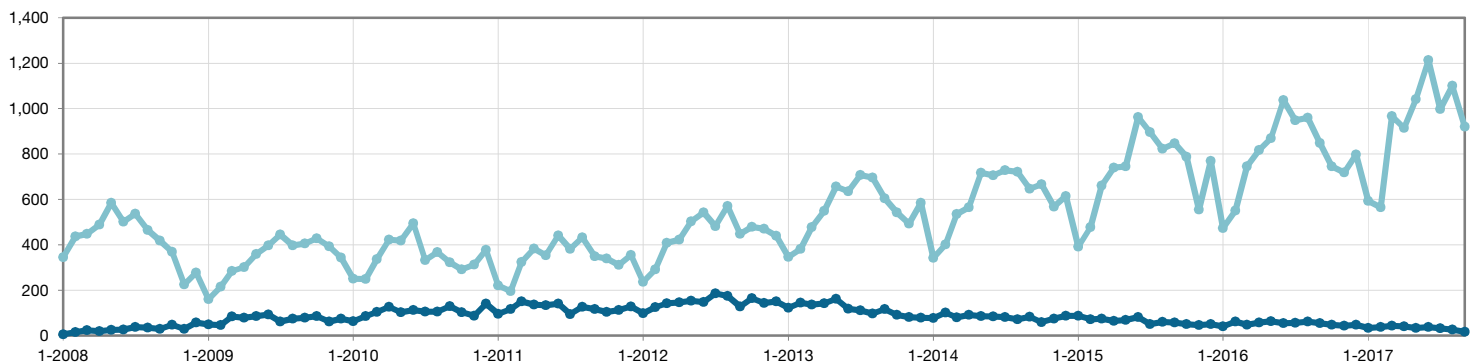
Historical New Listing Activity

— Traditional — Lender Mediated



Historical Closed Sales Activity

— Traditional — Lender Mediated



Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES

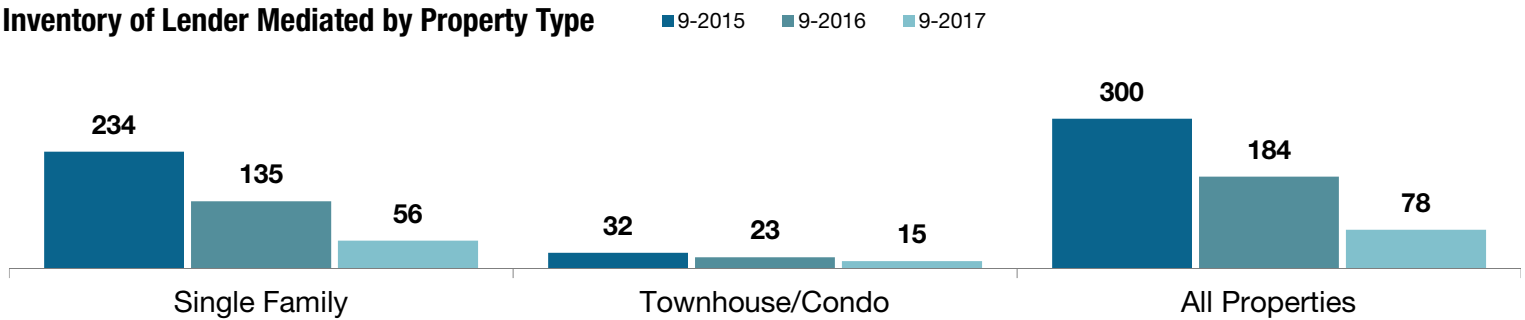


September 2017

Inventory by Property Type

	Lender Mediated				Traditional				Total				Market Share of Lender Mediated		
	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017
Single Family	234	135	56	-58.5%	4,815	3,746	3,301	-11.9%	5,049	3,881	3,357	-13.5%	4.6%	3.5%	1.7%
Townhouse/Condo	32	23	15	-34.8%	1,083	899	767	-14.7%	1,115	922	782	-15.2%	2.9%	2.5%	1.9%
All Properties	300	184	78	-57.6%	6,251	4,880	4,234	-13.2%	6,551	5,064	4,312	-14.8%	4.6%	3.6%	1.8%

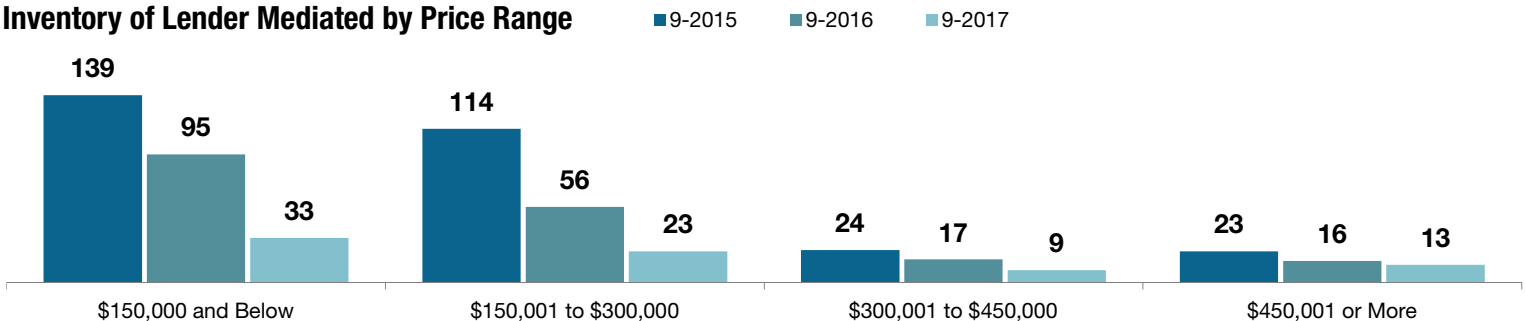
Inventory of Lender Mediated by Property Type



Inventory by Price Range

	Lender Mediated				Traditional				Total				Market Share of Lender Mediated		
	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017
\$150,000 and Below	139	95	33	-65.3%	1,208	679	444	-34.6%	1,347	774	477	-38.4%	10.3%	12.3%	6.9%
\$150,001 to \$300,000	114	56	23	-58.9%	2,377	1,788	1,503	-15.9%	2,491	1,844	1,526	-17.2%	4.6%	3.0%	1.5%
\$300,001 to \$450,000	24	17	9	-47.1%	1,337	1,176	1,018	-13.4%	1,361	1,193	1,027	-13.9%	1.8%	1.4%	0.9%
\$450,001 or More	23	16	13	-18.8%	1,329	1,237	1,269	+2.6%	1,352	1,253	1,282	+2.3%	1.7%	1.3%	1.0%
All Prices	300	184	78	-57.6%	6,251	4,880	4,234	-13.2%	6,551	5,064	4,312	-14.8%	4.6%	3.6%	1.8%

Inventory of Lender Mediated by Price Range



Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES

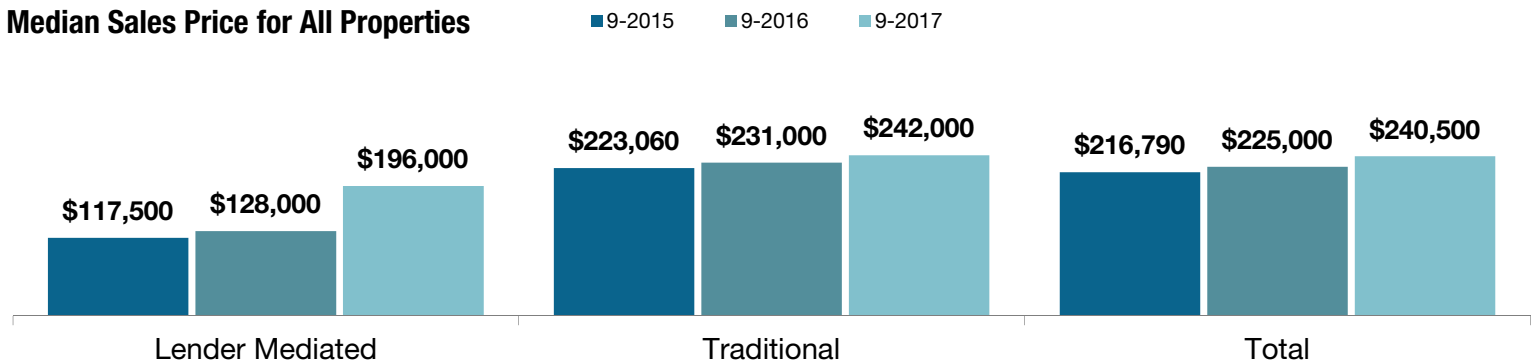


September 2017

Median Sales Price

	Lender Mediated				Traditional				Total			
	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change
Single Family	\$118,500	\$131,087	\$190,000	+ 44.9%	\$242,000	\$250,000	\$269,900	+ 8.0%	\$235,000	\$245,000	\$268,906	+ 9.8%
Townhouse/Condo	\$235,750	\$121,800	\$277,500	+ 127.8%	\$172,039	\$156,250	\$174,900	+ 11.9%	\$173,875	\$152,000	\$176,000	+ 15.8%
All Properties	\$117,500	\$128,000	\$196,000	+ 53.1%	\$223,060	\$231,000	\$242,000	+ 4.8%	\$216,790	\$225,000	\$240,500	+ 6.9%

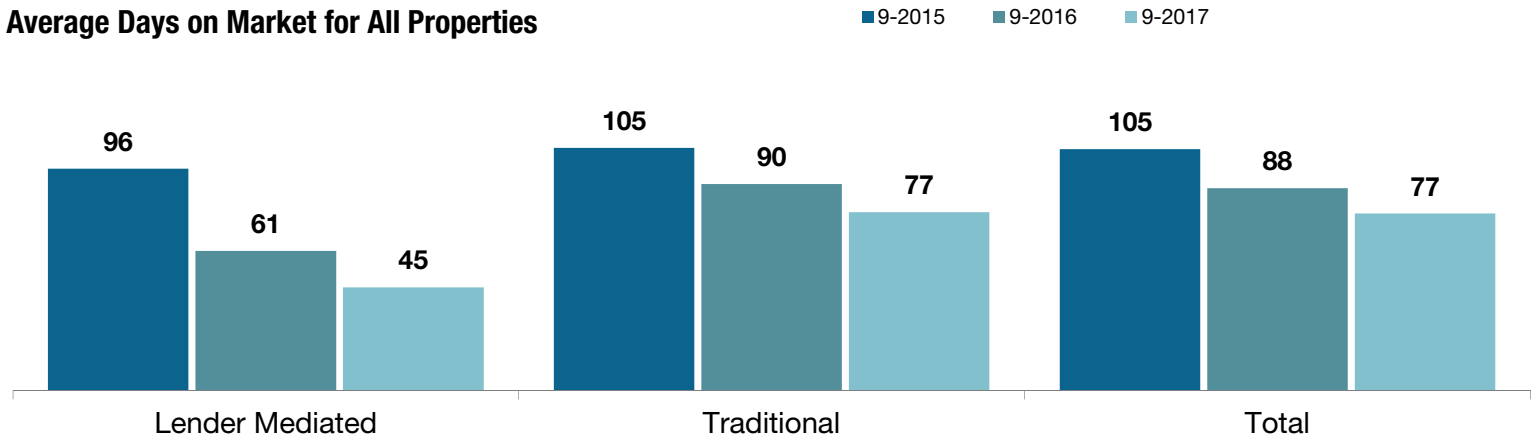
Median Sales Price for All Properties



Average Days on Market Until Sale

	Lender Mediated				Traditional				Total			
	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change	9-2015	9-2016	9-2017	1-Year Change
Single Family	88	53	46	- 13.2%	101	87	73	- 16.1%	100	85	73	- 14.1%
Townhouse/Condo	89	67	9	- 86.6%	116	96	91	- 5.2%	115	95	90	- 5.3%
All Properties	96	61	45	- 26.2%	105	90	77	- 14.4%	105	88	77	- 12.5%

Average Days on Market for All Properties



Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



September 2017

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales for each area.

	Inventory for September 2017			Closed Sales for the Last 12 Months Through September 2017		
	Total	Lender Mediated	Share	Total	Lender Mediated	Share
Regional MLS*	9,277	326	3.5%	21,970	2,079	9.5%
Cape Fear Area**	6,283	242	3.9%	15,666	1,592	10.2%
Three-County Area†	4,312	78	1.8%	11,012	439	4.0%
Beaufort County	382	10	2.6%	489	42	8.6%
Bladen County	70	4	5.7%	84	15	17.9%
Brunswick County	2,078	33	1.6%	4,532	182	4.0%
Carteret County	1,165	22	1.9%	1,747	111	6.4%
Columbus County	173	13	7.5%	182	52	28.6%
Craven County	605	21	3.5%	1,660	172	10.4%
Duplin County	125	8	6.4%	188	48	25.5%
Hyde County	17	1	5.9%	7	3	42.9%
Jones County	48	5	10.4%	62	22	35.5%
New Hanover County	1,680	27	1.6%	5,116	181	3.5%
Onslow County	1,497	131	8.8%	3,993	1,010	25.3%
Pamlico County	178	4	2.2%	167	17	10.2%
Pender County	554	18	3.2%	1,364	76	5.6%
Pitt County	599	21	3.5%	2,172	120	5.5%
Roberson County	25	5	20.0%	55	6	10.9%
Sampson County	80	3	3.8%	151	22	14.6%
Scotland County	1	0	0.0%	1	0	0.0%
City of Wilmington	1,329	22	1.7%	4,312	150	3.5%
Wilmington Historic District	50	2	4.0%	56	4	7.1%
Atkinson	4	3	75.0%	20	11	55.0%
Bald Head Island	120	2	1.7%	75	0	0.0%
Belville	3	0	0.0%	12	0	0.0%
Boiling Spring Lakes	0	0	--	5	0	0.0%
Bolivia	118	3	2.5%	194	10	5.2%
Burgaw	59	4	6.8%	110	11	10.0%
Calabash	92	3	3.3%	244	14	5.7%
Carolina Beach	154	2	1.3%	458	15	3.3%
Carolina Shores	94	3	3.2%	220	8	3.6%
Caswell Beach	6	0	0.0%	25	1	4.0%
Holden Beach	127	0	0.0%	117	3	2.6%
Kure Beach	57	2	3.5%	113	0	0.0%
Leland	349	2	0.6%	1,117	39	3.5%
Navassa	6	0	0.0%	12	0	0.0%
Northwest	0	0	--	0	0	--
Oak Island	257	2	0.8%	603	20	3.3%
Ocean Isle Beach	212	0	0.0%	372	12	3.2%
Saint Helena	0	0	--	0	0	--
Saint James	128	6	4.7%	191	3	1.6%
Sandy Creek	0	0	--	0	0	--
Shallotte	107	4	3.7%	188	13	6.9%
Southport	281	7	2.5%	652	22	3.4%
Sunset Beach	133	1	0.8%	288	7	2.4%
Surf City	122	3	2.5%	226	9	4.0%
Topsail Beach	55	0	0.0%	54	0	0.0%

* 17-County Area: Beaufort, Bladen, Brunswick, Carteret, Columbus, Craven, Duplin, Hyde, Jones, New Hanover, Onslow, Pamlico, Pender, Pitt, Roberson, Sampson and Scotland.

** 10-County Area: Bladen, Brunswick, Columbus, Duplin, New Hanover, Onslow, Pender, Roberson, Sampson and Scotland.

† Three-County Area: Brunswick, New Hanover and Pender.

Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



September 2017

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales for each area.

	Inventory for September 2017			Closed Sales for the Last 12 Months Through September 2017		
	Total	Lender Mediated	Share	Total	Lender Mediated	Share
Varnamtown	2	0	0.0%	3	1	33.3%
Wallace	1,329	22	1.7%	4,312	150	3.5%
Watha	50	2	4.0%	56	4	7.1%
Wrightsville Beach	90	1	1.1%	129	3	2.3%
ZIP Code 28325	0	0	--	0	0	--
ZIP Code 28341	0	0	--	8	2	25.0%
ZIP Code 28349	14	1	7.1%	11	6	54.5%
ZIP Code 28398	14	1	7.1%	33	3	9.1%
ZIP Code 28401	163	4	2.5%	349	29	8.3%
ZIP Code 28403	172	3	1.7%	565	13	2.3%
ZIP Code 28405	220	3	1.4%	621	20	3.2%
ZIP Code 28409	219	5	2.3%	751	25	3.3%
ZIP Code 28410	0	0	--	0	0	--
ZIP Code 28411	289	5	1.7%	954	25	2.6%
ZIP Code 28412	266	2	0.8%	1,073	38	3.5%
ZIP Code 28420	9	1	11.1%	13	3	23.1%
ZIP Code 28421	4	3	75.0%	20	11	55.0%
ZIP Code 28422	118	3	2.5%	194	10	5.2%
ZIP Code 28425	59	4	6.8%	110	11	10.0%
ZIP Code 28428	154	2	1.3%	458	15	3.3%
ZIP Code 28429	61	1	1.6%	128	15	11.7%
ZIP Code 28435	7	0	0.0%	22	4	18.2%
ZIP Code 28443	249	3	1.2%	733	20	2.7%
ZIP Code 28445	268	6	2.2%	522	23	4.4%
ZIP Code 28449	57	2	3.5%	113	0	0.0%
ZIP Code 28451	351	2	0.6%	1,140	39	3.4%
ZIP Code 28452	1	0	0.0%	2	1	50.0%
ZIP Code 28453	4	1	25.0%	7	3	42.9%
ZIP Code 28457	53	1	1.9%	160	11	6.9%
ZIP Code 28458	11	1	9.1%	14	3	21.4%
ZIP Code 28461	401	9	2.2%	732	22	3.0%
ZIP Code 28462	252	2	0.8%	367	24	6.5%
ZIP Code 28464	6	1	16.7%	13	3	23.1%
ZIP Code 28465	263	2	0.8%	628	21	3.3%
ZIP Code 28466	55	1	1.8%	46	6	13.0%
ZIP Code 28467	186	6	3.2%	464	22	4.7%
ZIP Code 28468	133	1	0.8%	288	7	2.4%
ZIP Code 28469	212	0	0.0%	371	12	3.2%
ZIP Code 28470	107	4	3.7%	187	13	7.0%
ZIP Code 28478	9	2	22.2%	35	6	17.1%
ZIP Code 28479	45	3	6.7%	141	7	5.0%
ZIP Code 28480	90	1	1.1%	129	3	2.3%
ZIP Code 28508	2	0	0.0%	0	0	--
ZIP Code 28518	30	6	20.0%	86	33	38.4%
ZIP Code 28521	3	0	0.0%	15	5	33.3%
ZIP Code 28572	9	0	0.0%	16	5	31.3%

Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



September 2017

Median Sales Price by Area

	Lender Mediated			Traditional		
	Last 12 Months Through September 2016	Last 12 Months Through September 2017	1-Year Change	Last 12 Months Through September 2016	Last 12 Months Through September 2017	1-Year Change
Regional MLS*	\$91,107	\$86,600	- 4.9%	\$189,000	\$201,000	+ 6.3%
Cape Fear Area**	\$94,550	\$89,900	- 4.9%	\$199,900	\$212,000	+ 6.1%
Three-County Area†	\$127,750	\$126,300	- 1.1%	\$223,800	\$235,500	+ 5.2%
Beaufort County	\$60,000	\$49,185	- 18.0%	\$145,000	\$167,000	+ 15.2%
Bladen County	\$34,310	\$52,000	+ 51.6%	\$123,250	\$127,500	+ 3.4%
Brunswick County	\$124,900	\$110,000	- 11.9%	\$207,000	\$218,612	+ 5.6%
Carteret County	\$136,776	\$125,000	- 8.6%	\$240,000	\$257,750	+ 7.4%
Columbus County	\$45,250	\$40,800	- 9.8%	\$100,000	\$117,500	+ 17.5%
Craven County	\$83,500	\$83,700	+ 0.2%	\$160,000	\$168,000	+ 5.0%
Duplin County	\$41,000	\$38,900	- 5.1%	\$122,000	\$101,800	- 16.6%
Hyde County	\$0	\$35,000	--	\$110,000	\$126,250	+ 14.8%
Jones County	\$60,000	\$54,000	- 10.0%	\$133,000	\$123,950	- 6.8%
New Hanover County	\$139,000	\$150,050	+ 7.9%	\$230,000	\$245,200	+ 6.6%
Onslow County	\$85,375	\$86,800	+ 1.7%	\$165,000	\$167,000	+ 1.2%
Pamlico County	\$101,450	\$57,750	- 43.1%	\$169,000	\$203,475	+ 20.4%
Pender County	\$97,450	\$94,900	- 2.6%	\$245,000	\$255,000	+ 4.1%
Pitt County	\$70,600	\$64,000	- 9.3%	\$150,000	\$157,435	+ 5.0%
Roberson County	\$41,500	\$29,500	- 28.9%	\$95,000	\$89,000	- 6.3%
Sampson County	\$39,400	\$49,500	+ 25.6%	\$111,750	\$115,675	+ 3.5%
Scotland County	\$0	\$0	--	\$0	\$65,500	--
City of Wilmington	\$133,700	\$150,000	+ 12.2%	\$220,000	\$237,500	+ 8.0%
Wilmington Historic District	\$116,000	\$87,800	- 24.3%	\$180,000	\$195,000	+ 8.3%
Atkinson	\$26,000	\$64,500	+ 148.1%	\$95,000	\$129,500	+ 36.3%
Bald Head Island	\$567,550	\$0	- 100.0%	\$746,250	\$700,000	- 6.2%
Belville	\$139,250	\$0	- 100.0%	\$173,450	\$188,000	+ 8.4%
Boiling Spring Lakes	\$0	\$0	--	\$0	\$180,900	--
Bolivia	\$125,000	\$63,000	- 49.6%	\$172,000	\$172,500	+ 0.3%
Burgaw	\$69,635	\$115,000	+ 65.1%	\$147,000	\$149,900	+ 2.0%
Calabash	\$104,900	\$99,250	- 5.4%	\$154,950	\$172,750	+ 11.5%
Carolina Beach	\$200,000	\$205,000	+ 2.5%	\$257,000	\$278,000	+ 8.2%
Carolina Shores	\$159,000	\$124,950	- 21.4%	\$170,067	\$174,148	+ 2.4%
Caswell Beach	\$0	\$276,000	--	\$260,250	\$321,000	+ 23.3%
Holden Beach	\$740,000	\$630,000	- 14.9%	\$390,500	\$445,875	+ 14.2%
Kure Beach	\$262,500	\$0	- 100.0%	\$347,500	\$380,153	+ 9.4%
Leland	\$105,500	\$84,000	- 20.4%	\$216,775	\$215,000	- 0.8%
Navassa	\$100,000	\$0	- 100.0%	\$129,000	\$147,388	+ 14.3%
Northwest	\$0	\$0	--	\$75,780	\$0	- 100.0%
Oak Island	\$157,250	\$192,250	+ 22.3%	\$234,500	\$235,000	+ 0.2%
Ocean Isle Beach	\$174,000	\$189,500	+ 8.9%	\$272,000	\$300,000	+ 10.3%
Saint Helena	\$0	\$0	--	\$279,000	\$0	- 100.0%
Saint James	\$350,000	\$315,000	- 10.0%	\$366,378	\$378,500	+ 3.3%
Sandy Creek	\$0	\$0	--	\$0	\$0	--
Shallotte	\$124,900	\$160,000	+ 28.1%	\$177,500	\$174,000	- 2.0%
Southport	\$127,450	\$137,450	+ 7.8%	\$212,300	\$248,000	+ 16.8%
Sunset Beach	\$135,000	\$130,000	- 3.7%	\$165,000	\$218,000	+ 32.1%
Surf City	\$255,000	\$255,000	0.0%	\$275,000	\$301,000	+ 9.5%
Topsail Beach	\$35,000	\$0	- 100.0%	\$435,000	\$452,500	+ 4.0%

* 17-County Area: Beaufort, Bladen, Brunswick, Carteret, Columbus, Craven, Duplin, Hyde, Jones, New Hanover, Onslow, Pamlico, Pender, Pitt, Roberson, Sampson and Scotland.

** 10-County Area: Bladen, Brunswick, Columbus, Duplin, New Hanover, Onslow, Pender, Roberson, Sampson and Scotland.

† Three-County Area: Brunswick, New Hanover and Pender.

Lender Mediated Report

A RESEARCH TOOL PROVIDED BY CAPE FEAR REALTORS®
FOR THE THREE-COUNTY AREA OF BRUNSWICK, NEW HANOVER AND PENDER COUNTIES



September 2017

Median Sales Price by Area

	Lender Mediated			Traditional		
	Last 12 Months Through September 2016	Last 12 Months Through September 2017	1-Year Change	Last 12 Months Through September 2016	Last 12 Months Through September 2017	1-Year Change
Varnamtown	\$345,000	\$36,500	- 89.4%	\$0	\$259,500	--
Wallace	\$64,410	\$40,000	- 37.9%	\$167,000	\$102,500	- 38.6%
Watha	\$95,950	\$47,500	- 50.5%	\$161,000	\$131,250	- 18.5%
Wrightsville Beach	\$710,000	\$958,000	+ 34.9%	\$677,500	\$675,000	- 0.4%
ZIP Code 28325	\$0	\$0	--	\$0	\$0	--
ZIP Code 28341	\$0	\$34,001	--	\$0	\$68,500	--
ZIP Code 28349	\$48,477	\$41,500	- 14.4%	\$148,000	\$50,000	- 66.2%
ZIP Code 28398	\$30,000	\$52,715	+ 75.7%	\$84,500	\$95,000	+ 12.4%
ZIP Code 28401	\$74,494	\$65,000	- 12.7%	\$135,000	\$156,450	+ 15.9%
ZIP Code 28403	\$132,500	\$180,000	+ 35.8%	\$183,000	\$207,750	+ 13.5%
ZIP Code 28405	\$130,000	\$113,250	- 12.9%	\$195,000	\$210,200	+ 7.8%
ZIP Code 28409	\$185,500	\$176,000	- 5.1%	\$273,500	\$282,265	+ 3.2%
ZIP Code 28410	\$0	\$0	--	\$0	\$0	--
ZIP Code 28411	\$147,000	\$173,376	+ 17.9%	\$256,750	\$256,600	- 0.1%
ZIP Code 28412	\$139,000	\$140,000	+ 0.7%	\$200,000	\$230,000	+ 15.0%
ZIP Code 28420	\$38,750	\$37,005	- 4.5%	\$188,000	\$170,750	- 9.2%
ZIP Code 28421	\$26,000	\$64,500	+ 148.1%	\$95,000	\$129,500	+ 36.3%
ZIP Code 28422	\$125,000	\$63,000	- 49.6%	\$172,000	\$172,500	+ 0.3%
ZIP Code 28425	\$69,635	\$115,000	+ 65.1%	\$147,070	\$149,900	+ 1.9%
ZIP Code 28428	\$200,000	\$205,000	+ 2.5%	\$257,000	\$278,000	+ 8.2%
ZIP Code 28429	\$77,500	\$112,000	+ 44.5%	\$173,750	\$160,000	- 7.9%
ZIP Code 28435	\$59,500	\$56,500	- 5.0%	\$186,000	\$192,500	+ 3.5%
ZIP Code 28443	\$145,000	\$170,500	+ 17.6%	\$257,000	\$268,168	+ 4.3%
ZIP Code 28445	\$140,450	\$157,000	+ 11.8%	\$235,250	\$235,000	- 0.1%
ZIP Code 28449	\$262,500	\$0	- 100.0%	\$347,500	\$380,153	+ 9.4%
ZIP Code 28451	\$105,500	\$84,000	- 20.4%	\$215,000	\$213,500	- 0.7%
ZIP Code 28452	\$94,000	\$31,500	- 66.5%	\$256,950	\$54,000	- 79.0%
ZIP Code 28453	\$0	\$43,800	--	\$150,000	\$107,750	- 28.2%
ZIP Code 28457	\$73,200	\$65,900	- 10.0%	\$181,500	\$206,175	+ 13.6%
ZIP Code 28458	\$53,550	\$28,514	- 46.8%	\$94,450	\$91,350	- 3.3%
ZIP Code 28461	\$148,000	\$137,450	- 7.1%	\$225,000	\$267,950	+ 19.1%
ZIP Code 28462	\$121,025	\$65,000	- 46.3%	\$220,000	\$205,000	- 6.8%
ZIP Code 28464	\$68,500	\$27,750	- 59.5%	\$123,500	\$128,500	+ 4.0%
ZIP Code 28465	\$157,250	\$199,000	+ 26.6%	\$241,500	\$239,000	- 1.0%
ZIP Code 28466	\$64,410	\$40,000	- 37.9%	\$167,000	\$102,500	- 38.6%
ZIP Code 28467	\$127,500	\$110,000	- 13.7%	\$167,490	\$173,550	+ 3.6%
ZIP Code 28468	\$135,000	\$130,000	- 3.7%	\$165,000	\$218,000	+ 32.1%
ZIP Code 28469	\$174,000	\$189,500	+ 8.9%	\$269,950	\$300,000	+ 11.1%
ZIP Code 28470	\$124,900	\$160,000	+ 28.1%	\$177,500	\$176,000	- 0.8%
ZIP Code 28478	\$67,000	\$28,250	- 57.8%	\$121,000	\$122,000	+ 0.8%
ZIP Code 28479	\$64,000	\$70,000	+ 9.4%	\$209,500	\$214,286	+ 2.3%
ZIP Code 28480	\$710,000	\$958,000	+ 34.9%	\$677,500	\$675,000	- 0.4%
ZIP Code 28508	\$40,000	\$0	- 100.0%	\$134,900	\$0	- 100.0%
ZIP Code 28518	\$75,000	\$79,238	+ 5.7%	\$124,900	\$132,900	+ 6.4%
ZIP Code 28521	\$81,000	\$37,900	- 53.2%	\$135,000	\$118,450	- 12.3%
ZIP Code 28572	\$45,501	\$27,900	- 38.7%	\$90,000	\$139,900	+ 55.4%