## Residential Sales Price Distribution for the Suburbs, YTD January 2024 Source: Cuyahoga County Fiscal Office

Prepared by Northern Ohio Data and Information Service (NODIS), Levin College of Publi

|                        | Type of                     | Number of | Average<br>Sale | Median<br>Sale | Sales<br>< |
|------------------------|-----------------------------|-----------|-----------------|----------------|------------|
| Area                   | Property                    | Sales     | Price           | Price          | \$45K      |
| Bay Village            | One Family                  | 14        | \$266,169       | \$276,250      | 0          |
| Beachwood              | One Family                  | 4         | \$373,000       | \$271,000      | 0          |
| Beachwood              | Condominium                 | 4         | \$394,250       | \$369,750      | 0          |
| Bedford                | One Family                  | 12        | \$120,743       | \$115,200      | 0          |
| Bedford                | Two Family                  | 1         | \$190,000       | \$190,000      | 0          |
| Bedford                | Condominium                 | 1         | \$50,000        | \$50,000       | 0          |
| Bedford Heights        | One Family                  | 10        | \$139,415       | \$148,000      | 0          |
| Bedford Heights        | Condominium                 | 1         | \$65,000        | \$65,000       | 0          |
| Berea                  | One Family                  | 13        | \$215,008       | \$158,500      | 0          |
| Berea                  | Two Family                  | 1         | \$162,500       | \$162,500      | 0          |
| Bratenahl              | One Family                  | 1         | \$300,000       | \$300,000      | 0          |
| Bratenahl              | Condominium                 | 2         | \$317,500       | \$317,500      | 0          |
| Brecksville            | One Family                  | 8         | \$437,100       | \$368,000      | 0          |
| Brecksville            | Condominium                 | 3         | \$172,000       | \$132,000      | 0          |
| Brecksville            | New Construction (inferred) | 1         | \$235,000       | \$235,000      | 0          |
| Broadview Heights      | One Family                  | 10        | \$280,370       | \$265,750      | 0          |
| Broadview Heights      | Two Family                  | 1         | \$124,816       | \$124,816      | 0          |
| Broadview Heights      | Condominium                 | 3         | \$261,800       | \$269,000      | 0          |
| Broadview Heights      | New Construction (inferred) | 1         | \$270,900       | \$270,900      | 0          |
| Brook Park             | One Family                  | 10        | \$186,024       | \$171,500      | 0          |
| Brook Park             | Condominium                 | 2         | \$135,000       | \$135,000      | 0          |
| Brooklyn               | One Family                  | 7         | \$174,929       | \$180,500      | 0          |
| Chagrin Falls          | One Family                  | 7         | \$510,114       | \$440,000      | 0          |
| Chagrin Falls          | Condominium                 | 1         | \$160,000       | \$160,000      | 0          |
| Chagrin Falls Township | One Family                  | 1         | \$900,000       | \$900,000      | 0          |
| Cleveland              | One Family                  | 255       | \$86,468        | \$75,000       | 68         |
| Cleveland              | Two Family                  | 103       | \$102,417       | \$85,000       | 23         |
| Cleveland              | Condominium                 | 139       | \$67,922        | \$45,000       | 113        |
| Cleveland Heights      | One Family                  | 35        | \$218,376       | \$172,000      | 1          |

| Cleveland Heights  | Two Family                  | 5  | \$162,700 | \$195,000 | 0 |
|--------------------|-----------------------------|----|-----------|-----------|---|
| Cleveland Heights  | Condominium                 | 2  | \$82,000  | \$82,000  | 0 |
| East Cleveland     | One Family                  | 9  | \$54,722  | \$40,000  | 5 |
| East Cleveland     | Two Family                  | 3  | \$37,000  | \$19,000  | 2 |
| Euclid             | One Family                  | 47 | \$114,480 | \$105,000 | 1 |
| Euclid             | Two Family                  | 2  | \$149,000 | \$149,000 | 0 |
| Euclid             | Condominium                 | 3  | \$52,167  | \$50,000  | 0 |
| Euclid             | New Construction (inferred) | 1  | \$71,911  | \$71,911  | 0 |
| Fairview Park      | One Family                  | 8  | \$250,375 | \$237,250 | 0 |
| Garfield Heights   | One Family                  | 35 | \$103,881 | \$100,000 | 1 |
| Garfield Heights   | Two Family                  | 3  | \$90,000  | \$70,000  | 0 |
| Gates Mills        | One Family                  | 3  | \$968,667 | \$960,000 | 0 |
| Glenwillow         | One Family                  | 1  | \$415,000 | \$415,000 | 0 |
| Glenwillow         | New Construction (inferred) | 1  | \$100,000 | \$100,000 | 0 |
| Highland Heights   | One Family                  | 3  | \$243,300 | \$190,000 | 0 |
| Highland Heights   | Condominium                 | 1  | \$235,700 | \$235,700 | 0 |
| Independence       | One Family                  | 5  | \$302,400 | \$320,000 | 0 |
| Lakewood           | One Family                  | 26 | \$257,653 | \$245,500 | 0 |
| Lakewood           | Two Family                  | 9  | \$264,262 | \$270,000 | 0 |
| Lakewood           | Condominium                 | 13 | \$144,938 | \$112,900 | 1 |
| Linndale           | Two Family                  | 1  | \$160,000 | \$160,000 | 0 |
| Lyndhurst          | One Family                  | 16 | \$167,138 |           | 0 |
| Lyndhurst          | Condominium                 | 1  | \$140,000 |           | 0 |
| Maple Heights      | One Family                  | 34 | \$88,433  | \$80,500  | 3 |
| Maple Heights      | New Construction (inferred) | 1  | \$268,000 | \$268,000 | 0 |
| Mayfield           | Condominium                 | 2  | \$216,000 | \$216,000 | 0 |
| Mayfield Heights   | One Family                  | 6  | \$158,792 | · ·       | 0 |
| Mayfield Heights   | Condominium                 | 2  | \$174,750 |           | 0 |
| Mayfield Heights   | New Construction (inferred) | 1  | \$819,900 |           | 0 |
| Middleburg Heights | One Family                  | 12 | \$215,750 | \$210,000 | 0 |
| Middleburg Heights | Condominium                 | 1  | \$178,000 | \$178,000 |   |
| Moreland Hills     | New Construction (inferred) | 2  | \$282,500 | \$282,500 | 0 |

| North Olmsted    | One Family                  | 24 | \$211,721 | \$219,900 | 0 |
|------------------|-----------------------------|----|-----------|-----------|---|
| North Olmsted    | Condominium                 | 5  | \$91,920  | \$86,000  | 0 |
| North Olmsted    | New Construction (inferred) | 1  | \$140,000 | \$140,000 | 0 |
| North Royalton   | One Family                  | 16 | \$313,013 | \$338,000 | 0 |
| North Royalton   | Condominium                 | 8  | \$89,456  | \$86,950  | 0 |
| North Royalton   | New Construction (inferred) | 1  | \$635,776 | \$635,776 | 0 |
| Oakwood          | One Family                  | 3  | \$97,000  | \$107,000 | 1 |
| Olmsted Falls    | Condominium                 | 2  | \$109,000 | \$109,000 | 0 |
| Olmsted Township | One Family                  | 7  | \$273,000 | \$234,000 | 0 |
| Olmsted Township | Condominium                 | 1  | \$110,900 | \$110,900 | 0 |
| Olmsted Township | New Construction (inferred) | 5  | \$477,407 | \$512,275 | 0 |
| Orange           | One Family                  | 4  | \$801,250 | \$578,500 | 0 |
| Orange           | New Construction (inferred) | 2  | \$703,185 | \$703,185 | 0 |
| Parma            | One Family                  | 67 | \$168,018 | \$160,000 | 0 |
| Parma            | Two Family                  | 1  | \$165,000 | \$165,000 | 0 |
| Parma            | Condominium                 | 2  | \$123,500 | \$123,500 | 0 |
| Parma Heights    | One Family                  | 15 | \$175,937 | \$173,300 | 0 |
| Parma Heights    | Two Family                  | 1  | \$235,000 | \$235,000 | 0 |
| Parma Heights    | New Construction (inferred) | 1  | \$224,900 | \$224,900 | 0 |
| Pepper Pike      | One Family                  | 2  | \$565,000 | \$565,000 | 0 |
| Richmond Heights | One Family                  | 12 | \$163,250 | \$168,000 | 0 |
| Richmond Heights | Condominium                 | 1  | \$165,000 | \$165,000 | 0 |
| Rocky River      | One Family                  | 3  | \$241,000 | \$237,000 | 0 |
| Rocky River      | Condominium                 | 9  | \$320,312 | \$90,000  | 1 |
| Seven Hills      | One Family                  | 10 | \$241,850 | \$241,500 | 0 |
| Shaker Heights   | One Family                  | 16 | \$258,203 | \$209,950 | 1 |
| Shaker Heights   | Two Family                  | 2  | \$204,950 | \$204,950 | 0 |
| Shaker Heights   | Condominium                 | 6  | \$79,420  | \$75,260  | 0 |
| Solon            | One Family                  | 14 | \$425,007 | \$432,000 | 0 |
| South Euclid     | One Family                  | 26 | \$142,054 | \$135,250 | 0 |
| South Euclid     | Two Family                  | 1  | \$255,000 | \$255,000 | 0 |
| South Euclid     | Condominium                 | 3  | \$112,833 | \$125,500 | 0 |
| Strongsville     | One Family                  | 35 | \$293,428 | \$265,000 | 0 |

| University Heights<br>University Heights | One Family<br>Two Family    | 9<br>1 | \$193,644<br>\$200,000 | \$205,000<br>\$200,000 | 0<br>0 |
|--|-----------------------------|--------|------------------------|------------------------|--------|
| Warrensville Heights                     | One Family                  | 11     | \$84,273               | \$75,000               | 0      |
| Warrensville Heights                     | Condominium                 | 4      | \$34,875               | \$35,000               | 4      |
| Westlake                                 | One Family                  | 10     | \$471,240              | \$410,000              | 0      |
| Westlake                                 | Condominium                 | 11     | \$214,673              | \$155,500              | 0      |
| Westlake                                 | New Construction (inferred) | 10     | \$505,986              | \$447,175              | 0      |
| City of Cleveland                        | One Family                  | 255    | \$86,468               | \$75,000               | 68     |
| City of Cleveland                        | Two Family                  | 103    | \$102,417              | \$85,000               | 23     |
| City of Cleveland                        | Condominium                 | 139    | \$67,922               | \$45,000               | 113    |
| Eastern Suburbs                          | One Family                  | 321    | \$186,829              | \$135,000              | 13     |
| Eastern Suburbs                          | Two Family                  | 18     | \$141,522              | \$149,000              | 2      |
| Eastern Suburbs                          | Condominium                 | 34     | \$149,536              | \$100,000              | 4      |
| Eastern Suburbs                          | New Construction (inferred) | 8      | \$403,898              | \$291,500              | 0      |
| Western Suburbs                          | One Family                  | 300    | \$242,434              | \$219,900              | 0      |
| Western Suburbs                          | Two Family                  | 14     | \$230,405              | \$230,000              | 0      |
| Western Suburbs                          | Condominium                 | 60     | \$177,149              | \$120,500              | 2      |
| Western Suburbs                          | New Construction (inferred) | 20     | \$447,674              | \$447,175              | 0      |
| Total: All Suburbs                       | One Family                  | 621    | \$213,691              | \$172,000              | 13     |
| Total: All Suburbs                       | Two Family                  | 32     | \$180,409              | \$192,500              | 2      |
| Total: All Suburbs                       | Condominium                 | 94     | \$167,162              | \$115,000              | 6      |
| Total: All Suburbs                       | New Construction (inferred) | 28     | \$435,166              | \$429,935              | 0      |
| Total: Cuyahoga County                   | One Family                  | 876    | \$176,657              | \$142,500              | 81     |
| Total: Cuyahoga County                   | Two Family                  | 135    | \$120,904              | \$103,000              | 25     |
| Total: Cuyahoga County                   | Condominium                 | 233    | \$107,959              | \$45,000               | 119    |
| Total: Cuyahoga County                   |                             | 28     | \$435,166              | \$429,935              | 0      |
|  |                             |        |                        |                        |        |

ic Affairs & Education, Cleveland State University

| Percent<br>< | Sales<br>\$45K to | Percent<br>\$45K to |       | Percent<br>\$65K to |        | Percent<br>\$85K to | Sales<br>\$105K to | Percent<br>\$105K to | Sales<br>\$125K to |
|--------------|-------------------|---------------------|-------|---------------------|--------|---------------------|--------------------|----------------------|--------------------|
| \$45K        | \$65K             | \$65K               | \$85K | \$85K               | \$105K | \$105K              | \$125K             | \$125K               | \$150K             |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 2     | 16.67               | 2      | 16.67               | 4                  | 33.33                | 2                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 1                 | 100                 | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 1                 | 10                  | 1     | 10                  | 1      | 10                  | 1                  | 10                   | 1                  |
| 0            | 1                 | 100                 | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 1                  | 7.69                 | 3                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 1                  |
| 0            | 0                 | 0                   | 1     | 33.33               | 0      | 0                   | 0                  | 0                    | 1                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 1      | 10                  | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 1                  | 100                  | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 1                  | 10                   | 2                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 2                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 1                  | 14.29                | 1                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 0            | 0                 | 0                   | 0     | 0                   | 0      | 0                   | 0                  | 0                    | 0                  |
| 26.67        | 48                | 18.82               | 38    | 14.9                | 23     | 9.02                | 31                 | 12.16                | 19                 |
| 22.33        | 16                | 15.53               | 14    | 13.59               | 10     | 9.71                | 13                 | 12.62                | 6                  |
| 81.29        | 12                | 8.63                | 0     | 0                   | 2      | 1.44                | 1                  | 0.72                 | 1                  |
| 2.86         | 0                 | 0                   | 4     | 11.43               | 3      | 8.57                | 3                  | 8.57                 | 2                  |

| 0     | 0 | 0     | 1  | 20    | 0 | 0     | 1 | 20    | 0 |
|-------|---|-------|----|-------|---|-------|---|-------|---|
| 0     | 0 | 0     | 2  | 100   | 0 | 0     | 0 | 0     | 0 |
| 55.56 | 3 | 33.33 | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 66.67 | 0 | 0     | 1  | 33.33 | 0 | 0     | 0 | 0     | 0 |
| 2.13  | 5 | 10.64 | 9  | 19.15 | 9 | 19.15 | 6 | 12.77 | 8 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 1 |
| 0     | 3 | 100   | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 1  | 100   | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 2.86  | 5 | 14.29 | 7  | 20    | 7 | 20    | 5 | 14.29 | 7 |
| 0     | 1 | 33.33 | 1  | 33.33 | 0 | 0     | 0 | 0     | 1 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 1 | 100   | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 1 | 33.33 | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  |       | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 1 | 20    | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 1 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 7.69  | 0 | 0     | 3  | 23.08 | 1 | 7.69  | 2 | 15.38 | 1 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 2  | 12.5  | 0 | 0     | 1 | 6.25  | 4 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 1 |
| 8.82  | 7 | 20.59 | 10 | 29.41 | 3 | 8.82  | 6 | 17.65 | 3 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 2 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 1 | 8.33  | 0 | 0     | 1 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0  | 0     | 0 | 0     | 0 | 0     | 0 |

| 0     | 0 | 0     | 0 | 0     | 1 | 4.17  | 2 | 8.33  | 2 |
|-------|---|-------|---|-------|---|-------|---|-------|---|
| 0     | 1 | 20    | 1 | 20    | 1 | 20    | 2 | 40    | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 1 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 3 |
| 0     | 2 | 25    | 1 | 12.5  | 3 | 37.5  | 1 | 12.5  | 1 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 33.33 | 0 | 0     | 0 | 0     | 0 | 0     | 1 | 33.33 | 0 |
| 0     | 0 | 0     | 0 | 0     | 1 | 50    | 0 | 0     | 1 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 1 | 100   | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 1 | 1.49  | 2 | 2.99  | 6 | 8.96  | 8 | 11.94 | 8 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 1 | 50    | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 1 | 6.67  | 3 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 2 | 16.67 | 2 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     |   |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 11.11 | 1 | 11.11 | 2 | 22.22 | 1 | 11.11 | 0 | 0     | 1 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 6.25  | 0 | 0     | 0 | 0     | 1 | 6.25  | 1 | 6.25  | 2 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 1 | 16.67 | 3 | 50    | 2 | 33.33 | 0 | 0     | 0 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 1 | 3.85  | 2 | 7.69  | 4 | 15.38 | 3 | 11.54 | 6 |
| 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 | 0     | 0 |
| 0     | 1 | 33.33 | 0 | 0     | 0 | 0     | 0 | 0     | 1 |
| 0     | 1 | 2.86  | 1 | 2.86  | 0 | 0     | 0 | 0     | 0 |

| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 1  | 11.11 | 2  |
|-------|----|-------|----|-------|----|-------|----|-------|----|
| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  |
| 0     | 3  | 27.27 | 3  | 27.27 | 3  | 27.27 | 1  | 9.09  | 1  |
| 100   | 0  | 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  |
| 0     | 0  | 0     | 2  | 18.18 | 0  | 0     | 0  | 0     | 3  |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  |
| 26.67 | 48 | 18.82 | 38 | 14.9  | 23 | 9.02  | 31 | 12.16 | 19 |
| 22.33 | 16 | 15.53 | 14 | 13.59 | 10 | 9.71  | 13 | 12.62 | 6  |
| 81.29 | 12 | 8.63  | 0  | 0     | 2  | 1.44  | 1  | 0.72  | 1  |
| 4.05  | 25 | 7.79  | 40 | 12.46 | 34 | 10.59 | 35 | 10.9  | 42 |
| 11.11 | 1  | 5.56  | 3  | 16.67 | 0  | 0     | 1  | 5.56  | 2  |
| 11.76 | 7  | 20.59 | 5  | 14.71 | 2  | 5.88  | 0  | 0     | 2  |
| 0     | 0  | 0     | 1  | 12.5  | 1  | 12.5  | 0  | 0     | 0  |
| 0     | 2  | 0.67  | 3  | 1     | 9  | 3     | 15 | 5     | 25 |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 1  | 7.14  | 0  |
| 3.33  | 5  | 8.33  | 10 | 16.67 | 7  | 11.67 | 6  | 10    | 10 |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     | 0  | 0     | 1  |
| 2.09  | 27 | 4.35  | 43 | 6.92  | 43 | 6.92  | 50 | 8.05  | 67 |
| 6.25  | 1  | 3.13  | 3  | 9.38  | 0  | 0     | 2  | 6.25  | 2  |
| 6.38  | 12 | 12.77 | 15 | 15.96 | 9  | 9.57  | 6  | 6.38  | 12 |
| 0     | 0  | 0     | 1  | 3.57  | 1  | 3.57  | 0  | 0     | 1  |
| 9.25  | 75 | 8.56  | 81 | 9.25  | 66 | 7.53  | 81 | 9.25  | 86 |
| 18.52 | 17 | 12.59 | 17 | 12.59 | 10 | 7.41  | 15 | 11.11 | 8  |
| 51.07 | 24 | 10.3  | 15 | 6.44  | 11 | 4.72  | 7  | 3     | 13 |
| 0     | 0  | 0     | 1  | 3.57  | 1  | 3.57  | 0  | 0     | 1  |

| Percent   | Sales     | Percent   | Sales     | Percent   | Sales  | Percent |
|-----------|-----------|-----------|-----------|-----------|--------|---------|
| \$125K to | \$150K to | \$150K to | \$200K to | \$200K to | \$>    | \$>     |
| \$150K    | \$200K    | \$200K    | \$250K    | \$250K    | \$250K | \$250K  |
| 0         | 2         | 14.29     | 3         | 21.43     | 9      | 64.29   |
| 0         | 2         | 50        | 0         | 0         | 2      | 50      |
| 0         | 0         | 0         | 0         | 0         | 4      | 100     |
| 16.67     | 2         | 16.67     | 0         | 0         | 0      | 0       |
| 0         | 1         | 100       | 0         | 0         | 0      | 0       |
| 0         | 0         | 0         | 0         | 0         | 0      | 0       |
| 10        | 4         | 40        | 1         | 10        | 0      | 0       |
| 0         | 0         | 0         | 0         | 0         | 0      | 0       |
| 23.08     | 5         | 38.46     | 0         | 0         | 4      | 30.77   |
| 0         | 1         | 100       | 0         | 0         | 0      | 0       |
| 0         | 0         | 0         | 0         | 0         | 1      | 100     |
| 0         | 0         | 0         | 0         | 0         | 2      | 100     |
| 12.5      | 0         | 0         | 0         | 0         | 7      | 87.5    |
| 33.33     | 0         | 0         | 0         | 0         | 1      | 33.33   |
| 0         | 0         | 0         | 1         | 100       | 0      | 0       |
| 0         | 1         | 10        | 2         | 20        | 6      | 60      |
| 0         | 0         | 0         | 0         | 0         | 0      | 0       |
| 0         | 1         | 33.33     | 0         | 0         | 2      | 66.67   |
| 0         | 0         | 0         | 0         | 0         | 1      | 100     |
| 20        | 5         | 50        | 1         | 10        | 1      | 10      |
| 100       | 0         | 0         | 0         | 0         | 0      | 0       |
| 14.29     | 3         | 42.86     | 2         | 28.57     | 0      | 0       |
| 0         | 0         | 0         | 1         | 14.29     | 6      | 85.71   |
| 0         | 1         | 100       | 0         | 0         | 0      | 0       |
| 0         | 0         | 0         | 0         | 0         | 1      | 100     |
| 7.45      | 15        | 5.88      | 11        | 4.31      | 2      | 0.78    |
| 5.83      | 13        | 12.62     | 1         | 0.97      | 7      | 6.8     |
| 0.72      | 2         | 1.44      | 1         | 0.72      | 7      | 5.04    |
| 5.71      | 7         | 20        | 8         | 22.86     | 7      | 20      |

| 0     | 2 | 40    | 1 | 20    | 0  | 0     |
|-------|---|-------|---|-------|----|-------|
| 0     | 0 | 0     | 0 | 0     | 0  | 0     |
| 0     | 1 | 11.11 | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 0  | 0     |
| 17.02 | 8 | 17.02 | 0 | 0     | 1  | 2.13  |
| 50    | 1 | 50    | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 0  | 0     |
| 0     | 2 | 25    | 4 | 50    | 2  | 25    |
| 20    | 2 | 5.71  | 1 | 2.86  | 0  | 0     |
| 33.33 | 0 | 0     | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 3  | 100   |
| 0     | 0 | 0     | 0 | 0     | 1  | 100   |
| 0     | 0 | 0     | 0 | 0     | 0  | 0     |
| 0     | 1 | 33.33 | 0 | 0     | 1  | 33.33 |
| 0     | 0 | 0     | 1 | 100   | 0  | 0     |
| 0     | 1 | 20    | 0 | 0     | 3  | 60    |
| 3.85  | 7 | 26.92 | 7 | 26.92 | 11 | 42.31 |
| 0     | 0 | 0     | 4 | 44.44 | 5  | 55.56 |
| 7.69  | 3 | 23.08 | 0 | 0     | 2  | 15.38 |
| 0     | 1 | 100   | 0 | 0     | 0  | 0     |
| 25    | 7 | 43.75 | 1 | 6.25  | 1  | 6.25  |
| 100   | 0 | 0     | 0 | 0     | 0  | 0     |
| 8.82  | 2 | 5.88  | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 1  | 100   |
| 0     | 0 | 0     | 2 | 100   | 0  | 0     |
| 33.33 | 4 | 66.67 | 0 | 0     | 0  | 0     |
| 0     | 2 | 100   | 0 | 0     | 0  | 0     |
| 0     | 0 | 0     | 0 | 0     | 1  | 100   |
| 8.33  | 4 | 33.33 | 2 | 16.67 | 4  | 33.33 |
| 0     | 1 | 100   |   | 0     | 0  | 0     |
| 0     | 0 | 0     | 1 | 50    | 1  | 50    |

| 8.33  | 4  | 16.67 | 9  | 37.5  | 6  | 25    |
|-------|----|-------|----|-------|----|-------|
| 0     | 0  | 0     | 0  | 0     | 0  | 0     |
| 100   | 0  | 0     | 0  | 0     | 0  | 0     |
| 18.75 | 1  | 6.25  | 1  | 6.25  | 11 | 68.75 |
| 12.5  | 0  | 0     | 0  | 0     | 0  | 0     |
| 0     | 0  | 0     | 0  | 0     | 1  | 100   |
| 0     | 1  | 33.33 | 0  | 0     | 0  | 0     |
| 50    | 0  | 0     | 0  | 0     | 0  | 0     |
| 0     | 3  | 42.86 | 1  | 14.29 | 3  | 42.86 |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     |
| 0     | 1  | 20    | 0  | 0     | 4  | 80    |
| 0     | 0  | 0     | 0  | 0     | 4  | 100   |
| 0     | 0  | 0     | 0  | 0     | 2  | 100   |
| 11.94 | 26 | 38.81 | 7  | 10.45 | 9  | 13.43 |
| 0     | 1  | 100   | 0  | 0     | 0  | 0     |
| 0     | 1  | 50    | 0  | 0     | 0  | 0     |
| 20    | 8  | 53.33 | 2  | 13.33 | 1  | 6.67  |
| 0     | 0  | 0     | 1  | 100   | 0  | 0     |
| 0     | 0  | 0     | 1  | 100   | 0  | 0     |
| 0     | 0  | 0     | 0  | 0     | 2  | 100   |
| 16.67 | 7  | 58.33 | 1  | 8.33  | 0  | 0     |
| 0     | 1  | 100   | 0  | 0     | 0  | 0     |
| 0     | 0  | 0     | 3  | 100   | 0  | 0     |
| 11.11 | 0  | 0     | 1  | 11.11 | 2  | 22.22 |
| 0     | 3  | 30    | 2  | 20    | 5  | 50    |
| 12.5  | 3  | 18.75 | 1  | 6.25  | 7  | 43.75 |
| 0     | 1  | 50    | 1  | 50    | 0  | 0     |
| 0     | 0  | 0     | 0  | 0     | 0  | 0     |
| 0     | 0  | 0     | 1  | 7.14  | 13 | 92.86 |
| 23.08 | 7  | 26.92 | 2  | 7.69  | 1  | 3.85  |
| 0     | 0  | 0     | 0  | 0     | 1  | 100   |
| 33.33 | 1  | 33.33 | 0  | 0     | 0  | 0     |
| 0     | 3  | 8.57  | 10 | 28.57 | 20 | 57.14 |

| 22.22 | 1   | 11.11 | 4  | 44.44 | 1   | 11.11 |
|-------|-----|-------|----|-------|-----|-------|
| 0     | 1   | 100   | 0  | 0     | 0   | 0     |
| 9.09  | 0   | 0     | 0  | 0     | 0   | 0     |
| 0     | 0   | 0     | 0  | 0     | 0   | 0     |
| 0     | 1   | 10    | 0  | 0     | 9   | 90    |
| 27.27 | 2   | 18.18 | 1  | 9.09  | 3   | 27.27 |
| 0     | 0   | 0     | 0  | 0     | 10  | 100   |
| 7.45  | 15  | 5.88  | 11 | 4.31  | 2   | 0.78  |
| 5.83  | 13  | 12.62 | 1  | 0.97  | 7   | 6.8   |
| 0.72  | 2   | 1.44  | 1  | 0.72  | 7   | 5.04  |
| 13.08 | 59  | 18.38 | 21 | 6.54  | 52  | 16.2  |
| 11.11 | 6   | 33.33 | 2  | 11.11 | 1   | 5.56  |
| 5.88  | 5   | 14.71 | 3  | 8.82  | 6   | 17.65 |
| 0     | 0   | 0     | 1  | 12.5  | 5   | 62.5  |
| 8.33  | 79  | 26.33 | 56 | 18.67 | 111 | 37    |
| 0     | 3   | 21.43 | 5  | 35.71 | 5   | 35.71 |
| 16.67 | 8   | 13.33 | 2  | 3.33  | 10  | 16.67 |
| 5     | 1   | 5     | 2  | 10    | 16  | 80    |
| 10.79 | 138 | 22.22 | 77 | 12.4  | 163 | 26.25 |
| 6.25  | 9   | 28.13 | 7  | 21.88 | 6   | 18.75 |
| 12.77 | 13  | 13.83 | 5  | 5.32  | 16  | 17.02 |
| 3.57  | 1   | 3.57  | 3  | 10.71 | 21  | 75    |
| 9.82  | 153 | 17.47 | 88 | 10.05 | 165 | 18.84 |
| 5.93  | 22  | 16.3  | 8  | 5.93  | 13  | 9.63  |
| 5.58  | 15  | 6.44  | 6  | 2.58  | 23  | 9.87  |
| 3.57  | 1   | 3.57  | 3  | 10.71 | 21  | 75    |