



A Number of units sold during last 12 months

B Number of units sold during 12 month period *previous* to last 12 months

C % increase/decrease of **B** to **A** example using values shown: **14**(A) is **175%**(C) of **8**

24 Month Trends (2016-17)	City	Zip	TGNO	Turn Over	# of Units	Total Active	Total Sales A	Average Price D	Average DOM	Non Owner Ratio
Count: 8 B Diff: 175% C Price: \$565,500 E Diff: 95% F	LAGUNA WOODS	92637	n/a	12.5%	112	1	14	\$534,857	n/a	20.54%

D Average price of **Total Sales(A)**

E Average price during 12-month period *previous* to last 12 months **Average Price**

F % increase/decrease of **E** to **D** example using values shown: **\$565,500**(E) is **95%**(F) of **\$534,857**(D)

GREEN = *increase* in last 12 months over previous 12 months

RED = *decrease* in last 12 months over previous 12 months