

**Williamson County
Market Condition Report**

**JULY 2020
Issued: 08/06/2020**

AREA	JUL 2020 Activity			YEAR TO DATE ACTIVITY THRU JULY 2020								08/01/19 - 07/31/20			JUL
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information			2020
Williamson County	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	609	\$546,937	27	3232	\$571,118	\$564,730	98.9%	\$485,000	33	3155	\$179.00				
2019	634	\$615,965	30	3170	\$627,708	\$616,657	98.2%	\$535,000	35	3245	\$190.03				
2020	708	\$666,790	31	3146	\$646,894	\$640,051	98.9%	\$549,900	31	3258	\$196.46				
Var to LY	11.7%	8.3%	1	-0.8%	3.1%	3.8%	0.7%	2.8%	-4	13	3.4%				
Spring Hill	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	99	\$366,847	23	483	\$365,025	\$363,670	99.6%	\$353,885	27	2587	\$140.58				
2019	78	\$389,775	33	392	\$387,703	\$384,614	99.2%	\$370,709	35	2652	\$145.03				
2020	87	\$444,171	31	425	\$417,291	\$415,830	99.6%	\$409,900	32	2737	\$151.93				
Var to LY	11.5%	14.0%	-2	8.4%	7.6%	8.1%	0.5%	10.6%	-3	85	4.8%				
Franklin	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	228	\$582,265	23	1363	\$580,287	\$573,449	98.8%	\$499,000	31	3008	\$190.64				
2019	241	\$607,318	33	1371	\$651,901	\$639,360	98.1%	\$549,000	34	3135	\$203.94				
2020	295	\$687,508	37	1295	\$668,616	\$660,495	98.8%	\$569,000	33	3177	\$207.90				
Var to LY	22.4%	13.2%	4	-5.5%	2.6%	3.3%	0.7%	3.6%	-1	42	1.9%				
Fairview	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	26	\$317,939	35	143	\$332,246	\$330,631	99.5%	\$302,266	35	2296	\$144.00				
2019	19	\$389,602	33	126	\$315,024	\$309,928	98.4%	\$299,990	48	2089	\$148.36				
2020	24	\$363,015	24	127	\$356,038	\$353,788	99.4%	\$337,000	30	2258	\$156.68				
Var to LY	26.3%	-6.8%	-9	0.8%	13.0%	14.2%	1.0%	12.3%	-18	169	5.6%				
Brentwood	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	102	\$800,653	40	502	\$864,295	\$848,980	98.2%	\$730,000	40	4406	\$192.69				
2019	122	\$880,582	24	499	\$894,683	\$869,541	97.2%	\$747,000	32	4358	\$199.53				
2020	110	\$918,603	20	404	\$954,239	\$937,455	98.2%	\$780,000	27	4421	\$212.05				
Var to LY	-9.8%	4.3%	-4	-19.0%	6.7%	7.8%	1.1%	4.4%	-5	63	6.3%				

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College Grove	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	13	\$648,338	11	78	\$749,859	\$743,620	99.2%	\$652,675	36	3789	\$196.26				
2019	15	\$814,913	22	84	\$876,705	\$870,342	99.3%	\$739,998	39	3875	\$224.60				
2020	27	\$768,710	23	143	\$795,963	\$792,845	99.6%	\$630,000	20	3644	\$217.58				
Var to LY	80.0%	-5.7%	1	70.2%	-9.2%	-8.9%	0.3%	-14.9%	-19	-231	-3.1%	246	20.5	42	2.0
Thompsons Station	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	74	\$406,897	24	292	\$433,495	\$431,565	99.6%	\$397,500	27	2630	\$164.09				
2019	61	\$456,309	25	266	\$475,624	\$472,490	99.3%	\$430,000	32	2818	\$167.67				
2020	57	\$490,312	13	281	\$491,211	\$490,698	99.9%	\$460,020	29	2820	\$174.01				
Var to LY	-6.6%	7.5%	-12	5.6%	3.3%	3.9%	0.6%	7.0%	-3	2	3.8%	524	43.7	46	1.1
Nolensville	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	60	\$524,228	32	314	\$539,984	\$536,231	99.3%	\$520,000	40	3250	\$164.99				
2019	81	\$560,360	28	348	\$553,728	\$550,637	99.4%	\$535,000	32	3216	\$171.22				
2020	75	\$596,732	27	363	\$583,855	\$583,915	100.0%	\$566,000	25	3217	\$181.51				
Var to LY	-7.4%	6.5%	-1	4.3%	5.4%	6.0%	0.6%	5.8%	-7	1	6.0%	638	53.2	75	1.4
Arrington	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	Sales Price Ratio	Med. Sales Price	Days on Market	Avg. Square Feet	Avg SP/SF	Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2018	4	\$722,525	22	35	\$774,003	\$770,893	99.6%	\$729,364	59	4004	\$192.53				
2019	8	\$739,474	52	38	\$778,625	\$764,327	98.2%	\$750,000	48	3891	\$196.43				
2020	17	\$799,778	78	51	\$893,024	\$884,993	99.1%	\$825,000	66	4041	\$219.00				
Var to LY	112.5%	8.2%	26	34.2%	14.7%	15.8%	1.0%	10.0%	18	150	11.5%	71	5.9	32	5.4
AREA												Sales Last 12 Months	Absorption Rate	Current Inventory	Months of Inventory
2017							#DIV/0!				#DIV/0!				
2018							#DIV/0!				#DIV/0!				
2019							#DIV/0!				#DIV/0!				
Var to LY	#DIV/0!	#DIV/0!	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0	0	#DIV/0!	0.0			#DIV/0!

Williamson County Absorption Report

Report Issued: 08/06/2020. Single Family Home Data based on 12 Month
Rolling Calendar of: 08/01/19 to 07/31/20

Report is a SNAPSHOT, showing how long a home might take to sell if NO OTHER ACTIVITY TAKES PLACE. Use in conjunction with normal CMA/Price development strategies.

Price Ranges	WILLIAMSON COUNTY				SPRING HILL				FRANKLIN				FAIRVIEW				BRENTWOOD			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020	
	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply
under 99,999	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
100,000 - 124,999	3	0.3	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a
125,000 - 149,999	2	0.2	0	0.0	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a
150,000 - 174,999	10	0.8	0	0.0	0	0.0	0	n/a	4	0.3	0	0.0	2	0.2	0	0.0	0	0.0	0	n/a
175,000 - 199,999	16	1.3	0	0.0	2	0.2	0	0.0	5	0.4	0	0.0	6	0.5	0	0.0	0	0.0	0	n/a
Price Category	33	2.8	0	0.0	2	0.2	0	0.0	10	0.8	0	0.0	9	0.8	0	0.0	0	0.0	0	n/a
200,000 - 224,999	27	2.3	1	0.4	3	0.3	0	0.0	6	0.5	1	2.0	12	1.0	0	0.0	1	0.1	0	0.0
225,000 - 249,999	64	5.3	1	0.2	17	1.4	0	0.0	14	1.2	0	0.0	24	2.0	1	0.5	2	0.2	0	0.0
250,000 - 274,999	113	9.4	10	1.1	51	4.3	2	0.5	14	1.2	3	2.6	17	1.4	2	1.4	1	0.1	0	0.0
275,000 - 299,999	187	15.6	9	0.6	81	6.8	2	0.3	26	2.2	1	0.5	28	2.3	6	2.6	3	0.3	0	0.0
Price Category	391	32.6	21	0.6	152	12.7	4	0.3	60	5.0	5	1.0	81	6.8	9	1.3	7	0.6	0	0.0
300,000 - 324,999	203	16.9	6	0.4	56	4.7	2	0.4	62	5.2	1	0.2	27	2.3	3	1.3	2	0.2	0	0.0
325,000 - 349,999	198	16.5	8	0.5	51	4.3	4	0.9	76	6.3	1	0.2	18	1.5	2	1.3	3	0.3	0	0.0
350,000 - 374,999	206	17.2	15	0.9	54	4.5	1	0.2	87	7.3	5	0.7	19	1.6	7	4.4	1	0.1	0	0.0
375,000 - 399,999	232	19.3	23	1.2	55	4.6	0	0.0	119	9.9	9	0.9	12	1.0	6	6.0	0	0.0	3	unk
Price Category	839	69.9	52	0.7	216	18.0	7	0.4	344	28.7	16	0.6	76	6.3	18	2.8	6	0.5	3	6.0
400,000 - 449,999	502	41.8	28	0.7	142	11.8	7	0.6	213	17.8	15	0.8	15	1.3	1	0.8	15	1.3	1	0.8
450,000 - 499,999	593	49.4	43	0.9	110	9.2	11	1.2	246	20.5	15	0.7	16	1.3	3	2.3	31	2.6	0	0.0
500,000 - 549,999	521	43.4	41	0.9	48	4.0	6	1.5	256	21.3	25	1.2	6	0.5	1	2.0	42	3.5	1	0.3
550,000 - 599,999	493	41.1	53	1.3	29	2.4	8	3.3	252	21.0	27	1.3	6	0.5	0	0.0	67	5.6	1	0.2
Price Category	2,109	175.8	165	0.9	329	27.4	32	1.2	967	80.6	82	1.0	43	3.6	5	1.4	155	12.9	3	0.2
600,000 - 649,999	396	33.0	67	2.0	32	2.7	9	3.4	178	14.8	33	2.2	8	0.7	0	0.0	57	4.8	4	0.8
650,000 - 699,999	332	27.7	54	2.0	8	0.7	0	0.0	133	11.1	31	2.8	1	0.1	0	0.0	68	5.7	2	0.4
700,000 - 749,999	260	21.7	47	2.2	3	0.3	0	0.0	104	8.7	26	3.0	1	0.1	0	0.0	49	4.1	9	2.2
750,000 - 799,999	209	17.4	40	2.3	1	0.1	0	0.0	94	7.8	25	3.2	1	0.1	0	0.0	44	3.7	3	0.8
Price Category	1,197	99.8	208	2.1	44	3.7	9	2.5	509	42.4	115	2.7	11	0.9	0	0.0	218	18.2	18	1.0
800,000 - 849,999	159	13.3	29	2.2	0	0.0	1	unk	59	4.9	13	2.6	0	0.0	1	unk	30	2.5	6	2.4
850,000 - 899,999	146	12.2	20	1.6	0	0.0	1	unk	53	4.4	10	2.3	0	0.0	0	n/a	42	3.5	2	0.6
900,000 - 949,999	76	6.3	21	3.3	0	0.0	0	n/a	36	3.0	9	3.0	0	0.0	0	n/a	16	1.3	1	0.8
950,000 - 999,999	91	7.6	35	4.6	0	0.0	1	unk	42	3.5	23	6.6	0	0.0	1	unk	26	2.2	2	0.9
Price Category	472	39.3	105	2.7	0	0.0	3	unk	190	15.8	55	3.5	0	0.0	2	unk	114	9.5	11	1.2
1,000,000 - 1,249,999	215	17.9	53	3.0	0	0.0	0	n/a	101	8.4	22	2.6	0	0.0	0	n/a	88	7.3	20	2.7
1,250,000 - 1,499,999	137	11.4	59	5.2	0	0.0	0	n/a	67	5.6	26	4.7	0	0.0	0	n/a	53	4.4	20	4.5
1,500,000 - 1,749,999	60	5.0	28	5.6	0	0.0	0	n/a	17	1.4	13	9.2	0	0.0	0	n/a	28	2.3	8	3.4
1,750,000 - 1,999,999	39	3.3	19	5.8	1	0.1	0	0.0	14	1.2	5	4.3	0	0.0	0	n/a	18	1.5	12	8.0
Price Category	451	37.6	159	4.2	1	0.1	0	0.0	199	16.6	66	4.0	0	0.0	0	n/a	187	15.6	60	3.9
2,000,000 - 2,499,999	34	2.8	33	11.6	0	0.0	0	n/a	10	0.8	11	13.2	0	0.0	0	n/a	19	1.6	16	10.1
2,500,000 - 2,999,999	19	1.6	19	12.0	0	0.0	0	n/a	9	0.8	8	10.7	0	0.0	0	n/a	6	0.5	10	20.0
3,000,000 - 3,499,999	7	0.6	10	17.1	0	0.0	0	n/a	2	0.2	6	36.0	0	0.0	0	n/a	4	0.3	1	3.0
3,500,000 - 3,999,999	3	0.3	11	44.0	0	0.0	0	n/a	0	0.0	3	unk	0	0.0	0	n/a	2	0.2	5	30.0
4,000 & Up	9	0.8	24	32.0	0	0.0	0	n/a	5	0.4	17	40.8	0	0.0	1	unk	2	0.2	3	18.0
Price Category	72	6.0	97	16.2	0	0.0	0	n/a	26	2.2	45	20.8	0	0.0	1	unk	33	2.8	35	12.7
All Categories	5,564	463.7	807	1.7	744	62.0	55	0.9	2,305	192.1	384	2.0	220	18.3	35	1.9	720	60.0	130	2.2

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Price Ranges	COLLEGE GROVE				THOMPSONS STATION				NOLENSVILLE				ARRINGTON				AREA			
	08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		08/01/19-07/31/20		Aug 2020		03/01/18-02/28/19		Mar 2019	
	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply	Number Sold	Absorp Rate	Current Active Listings	Months of Supply
under 99,999	1	0.1	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
100,000 - 124,999	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
125,000 - 149,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
150,000 - 174,999	1	0.1	0	0.0	2	0.2	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a		0.0		n/a
175,000 - 199,999	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
Price Category	3	0.3	0	0.0	4	0.3	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a
200,000 - 224,999	1	0.1	0	0.0	3	0.3	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
225,000 - 249,999	1	0.1	0	0.0	5	0.4	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
250,000 - 274,999	1	0.1	1	12.0	27	2.3	1	0.4	2	0.2	0	0.0	0	0.0	1	unk		0.0		n/a
275,000 - 299,999	0	0.0	0	n/a	42	3.5	0	0.0	5	0.4	0	0.0	0	0.0	0	n/a		0.0		n/a
Price Category	3	0.3	1	4.0	77	6.4	1	0.2	7	0.6	0	0.0	0	0.0	1	unk	0	0.0	0	n/a
300,000 - 324,999	2	0.2	0	0.0	40	3.3	0	0.0	14	1.2	0	0.0	0	0.0	0	n/a		0.0		n/a
325,000 - 349,999	1	0.1	0	0.0	30	2.5	1	0.4	19	1.6	0	0.0	0	0.0	0	n/a		0.0		n/a
350,000 - 374,999	0	0.0	0	n/a	24	2.0	1	0.5	21	1.8	1	0.6	0	0.0	0	n/a		0.0		n/a
375,000 - 399,999	3	0.3	0	0.0	19	1.6	4	2.5	23	1.9	0	0.0	0	0.0	1	unk		0.0		n/a
Price Category	6	0.5	0	0.0	113	9.4	6	0.6	77	6.4	1	0.2	0	0.0	1	unk	0	0.0	0	n/a
400,000 - 449,999	8	0.7	0	0.0	70	5.8	2	0.3	36	3.0	2	0.7	2	0.2	0	0.0		0.0		n/a
450,000 - 499,999	29	2.4	1	0.4	91	7.6	5	0.7	69	5.8	8	1.4	1	0.1	0	0.0		0.0		n/a
500,000 - 549,999	38	3.2	1	0.3	33	2.8	2	0.7	95	7.9	4	0.5	1	0.1	1	12.0		0.0		n/a
550,000 - 599,999	21	1.8	1	0.6	24	2.0	6	3.0	90	7.5	9	1.2	1	0.1	1	12.0		0.0		n/a
Price Category	96	8.0	3	0.4	218	18.2	15	0.8	290	24.2	23	1.0	5	0.4	2	4.8	0	0.0	0	n/a
600,000 - 649,999	25	2.1	4	1.9	31	2.6	2	0.8	57	4.8	14	2.9	1	0.1	1	12.0		0.0		n/a
650,000 - 699,999	14	1.2	7	6.0	29	2.4	2	0.8	60	5.0	9	1.8	5	0.4	2	4.8		0.0		n/a
700,000 - 749,999	26	2.2	4	1.8	7	0.6	0	0.0	47	3.9	6	1.5	9	0.8	0	0.0		0.0		n/a
750,000 - 799,999	13	1.1	0	0.0	11	0.9	1	1.1	27	2.3	5	2.2	7	0.6	3	5.1		0.0		n/a
Price Category	78	6.5	15	2.3	78	6.5	5	0.8	191	15.9	34	2.1	22	1.8	6	3.3	0	0.0	0	n/a
800,000 - 849,999	6	0.5	0	0.0	11	0.9	2	2.2	25	2.1	2	1.0	16	1.3	4	3.0		0.0		n/a
850,000 - 899,999	4	0.3	0	0.0	9	0.8	1	1.3	16	1.3	4	3.0	18	1.5	1	0.7		0.0		n/a
900,000 - 949,999	3	0.3	2	8.0	3	0.3	0	0.0	8	0.7	5	7.5	4	0.3	4	12.0		0.0		n/a
950,000 - 999,999	2	0.2	1	6.0	4	0.3	2	6.0	13	1.1	2	1.8	2	0.2	2	12.0		0.0		n/a
Price Category	15	1.3	3	2.4	27	2.3	5	2.2	62	5.2	13	2.5	40	3.3	11	3.3	0	0.0	0	n/a
1,000,000 - 1,249,999	9	0.8	2	2.7	1	0.1	2	24.0	9	0.8	1	1.3	2	0.2	5	30.0		0.0		n/a
1,250,000 - 1,499,999	11	0.9	6	6.5	3	0.3	3	12.0	1	0.1	1	12.0	0	0.0	2	unk		0.0		n/a
1,500,000 - 1,749,999	13	1.1	3	2.8	2	0.2	0	0.0	0	0.0	0	n/a	0	0.0	4	unk		0.0		n/a
1,750,000 - 1,999,999	4	0.3	0	0.0	0	0.0	2	unk	0	0.0	0	n/a	1	0.1	0	0.0		0.0		n/a
Price Category	37	3.1	11	3.6	6	0.5	7	14.0	10	0.8	2	2.4	3	0.3	11	44.0	0	0.0	0	n/a
2,000,000 - 2,499,999	4	0.3	4	12.0	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a		0.0		n/a
2,500,000 - 2,999,999	2	0.2	0	0.0	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
3,000,000 - 3,499,999	1	0.1	2	24.0	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
3,500,000 - 3,999,999	0	0.0	0	n/a	0	0.0	3	unk	0	0.0	0	n/a	0	0.0	0	n/a		0.0		n/a
4,000 & Up	1	0.1	1	12.0	0	0.0	2	unk	0	0.0	0	n/a	1	0.1	0	0.0		0.0		n/a
Price Category	8	0.7	7	10.5	1	0.1	7	84.0	0	0.0	1	unk	1	0.1	0	0.0	0	0.0	0	n/a
All Categories	246	20.5	40	2.0	524	43.7	46	1.1	638	53.2	74	1.4	71	5.9	32	5.4	0	0.0	0	n/a