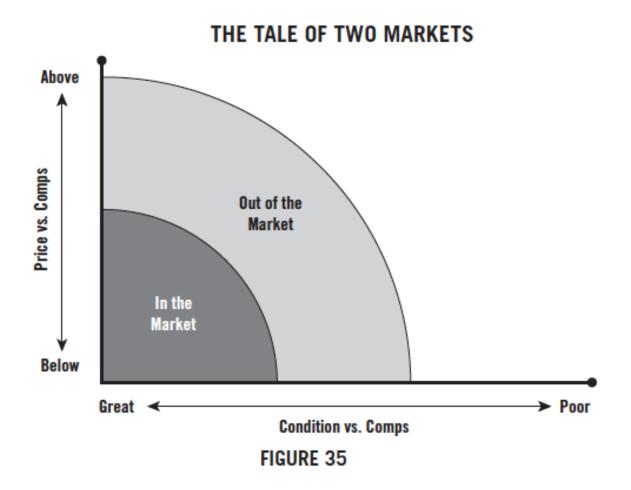


A Tale of Two Markets

FIGURES 35-38 FROM SHIFT

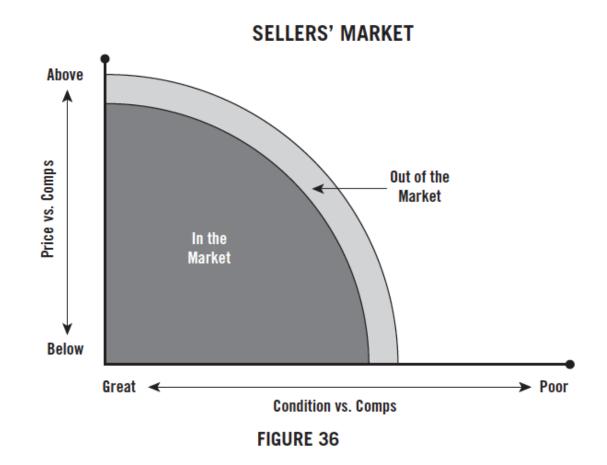
These graphs are meant to support your conversation with clients about pricing their properties. For more information, including a sample dialogue see SHIFT p. 149-154.

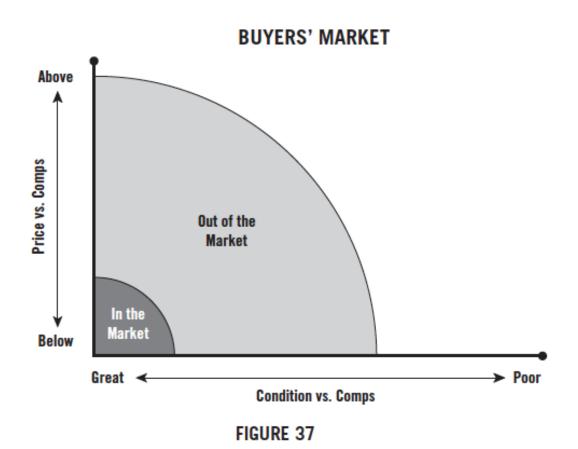
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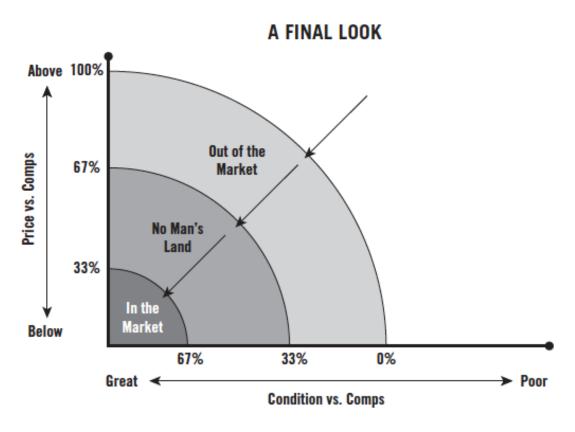


FIGURE 38