

UNWRAPPED

LM reveals its elite list of the 150 largest landscape contractors.

BY **NICOLE WISNIEWSKI** EDITOR-IN-CHIEF

Flat is the new up. “If you were flat in the last 12 to 18 months in the Green Industry, that’s huge,” says Brian Corbett, managing partner at Atlanta-based CCG Advisors.

“Whatever you are doing to be flat or up means you’re beating the odds,” agrees industry consultant Judy Guido.

Growth was certainly the exception in 2009. Only 33 of the LM150 companies reported growth, 18 broke even and the rest — 99 companies — saw their sales drop.

The LM150 earned a total of \$7.53 billion, down 5.6% from 2008’s \$7.97 billion. Revenue was down an average 7.64% per company in 2009 compared to 2008’s 6.75% average dip.

That’s the bad news.

The good news is in 2010 the LM150 are focusing on understanding how a weak economy can actually help them.

That’s Ron Georgio’s plan. The president of Valencia, CA-based Gothic Grounds Management (No. 54) will invest in high quality talent, analyze mergers and acquisitions potential and develop closer vendor ties with the goal of “emerging from this downturn bigger, stronger and more capable.”

In this report, we present a comprehensive look at some of the LM150’s strongest assets — from growth strategies to employee and client retention tips to business analysis.

For the estimated 272,450 Green Industry enterprises who aren’t on this list, the report is a road map of sorts. Even if limiting overall growth to drive profit — or staying small — is your strategy, you can learn a lot from them.

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LEGEND * = 2008 revenue; + = BNET CBS Business Network figures; ° = Purchased by Massey Services in 12/09; • = Purchased by Brickman in 12/09; NR = Not reported

	Company	Headquarters
1	TruGreen	Memphis, TN
2	ValleyCrest Landscape Cos.	Calabasas, CA
3	Brickman	Gaithersburg, MD
4	The Davey Tree Expert Co.	Kent, OH
6	Scotts LawnService	Marysville, OH
7	Bartlett Tree Experts	Stamford, CT
5	USM	Norristown, PA
8	Ambius	Buffalo Grove, IL
9	Weed Man	Mississauga, Ontario, Canada
10	U.S. Lawns	Orlando, FL
11	Yellowstone Landscape Group	Plano, TX
12	Lawn Doctor	Holmdel, NJ
13	Gothic Landscaping	Valencia, CA
14	Vila & Son Landscaping Corp.	Miami, FL
15	OneSource Landscape & Golf Services, an ABM Co.	Tampa, FL
16	Ruppert Landscape	Laytonsville, MD
17	SavATree	Bedford Hills, NY
18	Clintar Landscape Management	Markham, Ontario, Canada
19	Acres Group	Wauconda, IL
20	Luke Brothers - Sawgrass	Holiday, FL
21	Marina Landscape	Anaheim, CA
22	Jensen Corp.	San Jose, CA
23	ISS Grounds Control	Phoenix, AZ
24	Lipinski Outdoor Services	Martinton, NJ
25	The Groundskeeper	Tucson, AZ
26	NaturaLawn of America	Frederick, MD
27	Mariani Landscape	Lake Bluff, IL
28	Denison Landscaping	Ft. Washington, MD
29	Nanak’s Landscaping	Longwood, FL
30	Spring-Green Lawn Care Corp.	Plainfield, IL
31	Mainscape	Fishers, IN
32	The Bruce Co. of Wisconsin	Middleton, WI
33	Sierra Landscape Co.	Palm Desert, CA
34	Chapel Valley Landscape Co.	Woodbine, MD
35	AAA Landscape	Phoenix, AZ
36	Middleton Lawn & Pest Control°	Orlando, FL
37	Cagwin & Dorward	Novato, CA
38	Teufel Landscape	Portland, OR
39	Terracare Associates	Littleton, CO
40	Landscape Concepts Management	Grayslake, IL
41	Mission Landscape Cos.	Tustin, CA
42	Lucas Tree Expert Co.	Portland, ME
43	The Greenerly	Hilton Head, SC
44	Maldonado Nursery & Landscaping	San Antonio, TX
45	Chalet	Wilmette, IL
46	Cornestone Solutions Group	Dade City, FL
47	McFall & Berry Landscape Management	McLean, VA
48	Greenscape	E. Taunton, MA
	Metroplex Garden Design Landscaping	Dallas, TX
	Scott Byron & Co.	Lake Bluff, IL

2009 Revenue (U.S. Dollars)	% Rev Change From 2008	FT/PT Employees	% Employee Change From 2008	2009 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2008	Comm/ Res Mix
\$1,311,132,213	-7.1%	NR	NR	NR	NR	32.2/67.8
\$937,000,000	-5.4%	10,000/0	-9.1%	\$93,700	4.1%	100/0
\$687,000,000	0.6%	10,053/0	3.2%	\$68,338	-2.5%	70/30
\$562,111,000	-5.7%	6,626/291	-4.3%	\$81,265	-1.4%	NR
\$290,000,000	0%	1,750/250	0%	\$145,000	0%	2/98
\$150,000,000	-11.8%	1,216/26	-5.9%	\$120,773	-6.2%	20/80
\$133,305,900	1%	1,446/536	3.8%	\$224,194	-2.7%	100/0
\$123,000,000*	-0.2%	NR	NR	NR	NR	99/1
\$105,000,000	10.5%	788/2,625	5.0%	\$30,765	5.2%	5/95
\$94,000,000	8%	1,600/0	3.2%	\$58,750	6.6%	100/0
\$80,100,000	0%	600/400	0%	\$80,000	4.6%	100/0
\$80,000,000	-4.8%	40/0	-11.1%	NR	NR	0/100
\$68,300,000	-14.6%	925/0	-7.5%	\$73,838	-7.7%	60/40
\$61,400,000	-1.9%	798/0	8.4%	\$76,942	-9.5%	99/1
\$60,000,000	0%	1,000/0	NR	NR	NR	100/0
\$58,100,000	0.7%	600/0	9.1%	\$96,833	-7.7%	100/0
\$47,600,000	-10.9%	430/30	-9.8%	\$103,478	-1.2%	15/85
\$45,000,000	-2.2%	175/400	0%	\$78,261	-2.2%	90/10
\$44,113,813	-3.2%	100/645	0%	\$59,213	-3.2%	90/10
\$43,000,000	-8.5%	550/100	-13.3%	\$66,154	5.6%	100/0
\$42,000,000	0%	500/5	0%	\$83,168	0%	100/0
\$41,700,000	-19.8%	415/0	17.2%	\$100,482	-31.6%	50/50
\$40,000,000	-16.7%	509/40	-22.0%	\$72,860	6.9%	95/5
\$36,791,000	27.8%	60/60	33.3%	\$306,592	-4.1%	100/0
\$36,000,000	-5.3%	600/0	-14.3%	\$60,000	10.5%	100/0
\$35,500,000	0.3%	250/30	9.4%	\$126,786	-8.3%	10/90
\$35,000,000	2.9%	100/290	5.4%	\$89,744	-2.3%	10/90
\$34,975,000	-4.2%	160/125	-14.9%	\$122,719	12.6%	80/20
\$34,500,000	-4.2%	450/200	-13.3%	\$53,077	10.6%	100/0
\$32,849,000	0%	NR	NR	NR	NR	10/90
\$32,600,000	-6.9%	310/100	-8.9%	\$79,512	2.2%	100/0
\$32,126,000	-23.5%	183/330	-17.9%	\$62,624	-6.8%	80/20
\$32,000,000	-7.8%	250/0	-10.7%	\$128,000	3.3%	90/10
\$29,000,000	-19.4%	210/130	-12.8%	\$85,294	-7.6%	60/40
\$27,987,000	-21.9%	426/1	-5.7%	\$65,543	-17.1%	100/0
\$27,540,000	-51.7%	546/7	2.0%	\$49,801	-52.6%	95/5
\$26,625,961	-12.3%	325/50	-11.8%	\$71,003	-0.6%	100/0
\$26,580,000	-27.4%	303/21	-26.4%	\$82,037	-1.4%	90/10
\$26,500,000	1.9%	200/200	0%	\$66,250	1.9%	100/0
\$26,319,000	-15.3%	110/250	-10%	\$73,108	-5.9%	90/10
\$26,000,000	-18.8%	500/0	-16.7%	\$52,000	-2.5%	80/20
\$25,500,000*	NR	NR	NR	\$68,182	NR	NR
\$25,300,000	-17%	350/50	0%	\$63,250	-17%	60/40
\$24,000,000*	0%	206/3	0%	\$114,833	0%	90/10
\$23,629,100	-14.9%	275/0	-7.1%	\$85,924	-8.4%	10/90
\$23,500,000	-9.6%	225/12	3.0%	\$99,156	-12.3%	50/50
\$23,400,000	6.8%	180/120	0%	\$78,000	6.8%	100/0
\$23,000,000	15%	200/0	11.1%	\$115,000	3.5%	80/20
\$23,000,000	-6.1%	27/2	-9.4%	\$793,103	3.6%	60/40
\$23,000,000	-23.3%	79/177	-7.2%	\$89,844	-17.3%	0/100

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Our LM150 survey reveals minimizing risk is the key strategy for 2010. To do this, these companies are marketing smarter, reducing expenses, driving efficiency, emphasizing client retention and, in some cases, shifting focus.

Zero risk

Assessing risks inherent to every potential job is an important aspect of how Phoenix-based ISS Grounds Control (No. 23) manages its book of business. “Having the knowledge and understanding to know when to walk away from a potential loss is as important as any sale we can make,” says President Dale Micetic.

-7.64%

Average LM150 decline in 2009

**\$7.53
BILLION**

LM150 total revenue

So in the current economic climate, the company’s focus is on creating client and vendor agreements that allow for reciprocal relationships. Maintaining solid financial footing in 2010 also will mean maintaining service delivery schedules and collections consistent with contract documents.

Retain to gain

Instead of trying to add a lot of new customers, Native Land Design (No. 148) is focusing on client retention to have greater control of its cost structure. The Cedar Park, TX-based company is also watching customers’ payment trends weekly — looking for possible complications. “We had a few client bankruptcies that carried over from 2009,” reports Controller Michael Spell. “Hopefully, we won’t have any

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	Company	Headquarters
51	DLC Resources	Phoenix, AZ
52	Shearon Environmental Design	Plymouth Meeting, PA
53	Sebert Landscaping	Bartlett, IL
54	Gothic Grounds Management	Valencia, CA
55	Christy Webber Landscapes	Chicago, IL
56	Bemus Landscape	San Clemente, CA
57	Girard Environmental Services	Sanford, FL
58	D. Schumacher Landscaping	West Bridgewater, MA
59	David J. Frank Landscape Contracting	Germantown, WI
60	James River Grounds Management	Glen Allen, VA
61	Countryside Industries	Wauconda, IL
62	Dennis’ 7 Dees Landscaping	Portland, OR
	Environmental Management Services	Plain City, OH
	Senske Lawn & Tree Care	Kennewick, WA
65	Creative Environments Design & Landscape	Tempe, AZ
66	RCI	Slidell, LA
67	Urban Farmer	Thornton, CO
68	Clarence Davids & Co.	Matteson, IL
	Lambert Landscape Co.	Dallas, TX
	Moore Landscapes	Northbrook, IL
71	Russell Landscape Group	Dacula, GA
72	Heads Up Landscape Contractors	Albuquerque, NM
73	FAIRCO	Scottsdale, AZ
74	Landscape Specialists	Lake Forest, CA
75	Dobson’s Woods & Water	Ocoee, FL
76	Gachina Landscape Management	Menlo Park, CA
77	CoCal Landscape	Denver, CO
78	Benchmark Landscape	Poway, CA
79	Dora Landscaping Co.	Apopka, FL
80	Massey Services	Orlando, FL
81	Dixie Landscape Co.	Miami, FL
82	Nissho of California	Vista, CA
83	Swingle Lawn, Tree & Landscape Care	Denver, CO
84	LMI Landscapes	Carrollton, TX
85	The Dworsky Cos.	Gardena, CA
86	Ryan Lawn & Tree	Overland Park, KS
87	McHale Landscape Design	Upper Marlboro, MD
88	Andre Landscape Service	Azusa, CA
89	Greenscapes	Naples, FL
90	Complete Property Maintenance	Coconut Creek, FL
	The Highridge Corp.	Issaquah, WA
	Meadows Farms	Chantilly, VA
93	Naturescape	Muskego, WI
94	Precision Landscape Management	Dallas, TX
95	Intermountain Plantings	Bluffdale, UT
96	The Green Plan*	Bloomfield, CO
	Hermes Landscaping	Lenexa, KS
98	Stay Green	Santa Clarita, CA
99	Raymow Enterprises	Oldsmar, FL
100	RGS Services	Anaheim, CA

2009 Revenue (U.S. Dollars)	% Rev Change From 2008	FT/PT Employees	% Employee Change From 2008	2009 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2008	Comm/ Res Mix
\$22,375,934	1.9%	330/0	3.1%	\$67,806	-1.2%	100/0
\$22,000,000	0%	350/130	2.1%	\$45,833	-2.1%	80/20
\$21,000,000	-8.7%	50/300	9.4%	\$60,000	-16.5%	90/10
\$20,782,753	13.4%	475/0	13.1%	\$43,753	0.3%	NR
\$20,467,809	6.6%	264/0	9.5%	\$77,530	-2.7%	70/30
\$20,459,000	-23.5%	350/0	-26.3%	\$58,454	3.8%	90/10
\$19,994,920	-5.7%	320/0	42.2%	\$62,484	-33.7%	100/0
\$19,950,000	10.8%	160/0	6.7%	\$124,688	3.9%	NR
\$19,800,000	-8.3%	215/40	-19%	\$77,647	13.2%	65/35
\$19,760,785	10.5%	441/3	0%	\$44,506	10.5%	100/0
\$19,066,000	-26.9%	49/179	-31.1%	\$83,623	6.1%	80/20
\$18,500,000	-15.5%	237/14	-23.9%	\$73,705	11.1%	60/40
\$18,500,000	-15.9%	80/200	3.7%	\$66,071	-18.9%	90/10
\$18,500,000	-4.6%	170/80	-7.4%	\$74,000	3%	30/70
\$18,300,000*	0%	300/90	0%	\$46,923	0%	20/80
\$18,100,000	26.1%	189/30	23%	\$82,648	2.5%	100/0
\$18,065,760	0.1%	150/150	-14.3%	\$60,219	16.8%	100/0
\$18,000,000	-18.7%	275/0	-12.7%	\$65,455	-6.9%	90/10
\$18,000,000	-2.7%	160/5	0%	\$109,091	-2.7%	0/100
\$18,000,000	0%	250/0	0%	\$72,000	-20%	100/0
\$17,750,000	-16.4%	265/310	-4.2%	\$30,870	-12.8%	98 / 2
\$17,600,000	-29.6%	225/10	-35.6%	\$74,894	9.3%	90/10
\$17,500,000*	0%	150/0	0%	\$116,667	0%	100/0
\$17,000,000	-15%	300/0	-14.3%	\$56,667	-0.8%	100/0
\$16,800,000*	0%	248/1	0%	\$67,470	0%	87/13
\$16,538,565	-12.1%	259/0	-4.1%	\$63,855	-8.4%	100/0
\$16,250,000	-26.1%	120/150	-18.2%	\$60,185	-9.7%	100/0
\$16,205,000	-12.2%	204/0	-9.3%	\$79,436	-3.2%	100/0
\$16,000,000	-5.9%	80/0	0%	\$200,000	-5.9%	90/10
\$15,942,808	-79.4%	1,192/0	52.4%	\$13,375	-86.5%	90/10
\$15,750,000	-43.3%	145/0	-35.6%	\$108,621	-12.1%	80/20
\$15,700,000	-15.1%	260/0	-25.9%	\$60,385	14.6%	20/80
\$15,607,805	-12.1%	158/35	-11.5%	\$80,869	-0.7%	35/65
\$15,100,000	-17%	185/0	-17.8%	\$81,622	0.9%	100/0
\$15,000,000*	0%	NR	-100%	NR	NR	100/0
\$14,650,000	1.5%	130/130	100%	\$56,346	-49.2%	15/85
\$14,600,000	-24%	150/0	-21.1%	\$97,333	-3.7%	10/90
\$14,191,846	17.1%	260/0	13%	\$54,584	3.6%	85/15
\$14,100,000	-4.7%	212/0	-18.5%	\$66,509	16.8%	20/80
\$14,000,000	3.7%	275/40	0%	\$44,444	3.7%	90/10
\$14,000,000 ⁺	NR	NR	NR	NR	NR	NR
\$14,000,000	-20%	90/250	-15%	\$41,176	-5.9%	10/90
\$13,828,312	4.6%	156/8	1.2%	\$84,319	3.3%	10/90
\$13,500,000*	0%	172/242	0%	\$32,609	0%	100/0
\$13,150,000*	0%	40/120	0%	\$82,188	0%	90/10
\$13,000,000	36.8%	60/120	20%	\$72,222	14.0%	100/0
\$13,000,000	-13.3%	80/110	-13.6%	\$68,421	0.4%	80/20
\$12,523,196	0%	200/0	4.7%	\$62,616	-4.5%	70/30
\$12,500,000	-7.4%	275/0	-8.3%	\$45,455	1%	90/10
\$12,400,000	2.5%	170/0	21.4%	\$72,941	-15.6%	100/0

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The most — 25 businesses — on the *LM150* call “The Golden State” home.

continued from page S6 more in 2010.” If they notice a problem, they discontinue services faster than they have in the past.

Market smart

Instead of an emphasis on general Swingle Lawn, Tree & Landscape Care (No. 83) marketing programs, the company is dedicating a larger percent of its budget to cause marketing for charity. In partnership with the Denver Nuggets, the mayor’s office and the Denver Parks & Recreation Department, Swingle is working toward planting 1 million trees in the Mile High City by 2025 through “Trees for Threes.” Every time a Nuggets player scores a three-pointer during home games, Swingle plants one more tree. The Nuggets usually make eight to 10 three-pointers per game — at 42 home games per season, this could equal 420 trees.

Success defined

Two years ago, CoCal Landscape (No. 77) made a strategic decision to replace bid/build work with landscape management/maintenance.

The magnitude of the economic downturn — not to mention the numbers — sped up this plan, says President Tom Fochtman. CoCal did \$12 million in bid/build in 2007, \$9.4 million in 2008 and then only \$2 million in 2009 — partly because of the economy and partly by design. The result is a \$15.75 million company in 2009 — less than half its \$33 million from 2007.

But, Fochtman says, “we are a much stronger, financially fit organization and have successfully transformed the company.”

And isn’t success what it’s all about? **LM**

WANT TO BE AN LM150 LEADER?

To compile the *LM150*, we requested submissions by e-mail, Web, phone and fax. We make every attempt to contact firms for the list. Interested in being on next year’s list? Contact Nicole Wisniewski at 216-706-3735 or nwisniewski@questex.com.

	Company	Headquarters
101	ArtisTree Landscape Maintenance & Design	Venice, FL
102	Florida Landscape Service	Orlando, FL
103	ProGrass	Wilsonville, OR
	Sun City Landscapes	Las Vegas, NV
	Westco Grounds Maintenance Co.	Houston, TX
106	Reliable Property Services	St. Paul, MN
107	Kinsella Landscape	Blue Island, IL
108	Land-Tech Enterprises	Warrington, PA
109	Houston Landscapes Unlimited	Sugar Land, TX
110	BDG Maintenance, Berghoff Design Group	Scottsdale, AZ
	Perficut Lawn & Landscape	Des Moines, IA
	Rosehill Gardens	Kansas City, MO
113	Mickman Brothers	Ham Lake, MN
114	New Way Landscape & Tree Services	San Diego, CA
	PROscape	Orlando, FL
116	Angler Environmental	Richmond, VA
117	The Spencer Co.	Houston, TX
118	Cleary Bros. Landscape	Danville, CA
	Realty Landscaping Corp.	Newtown, PA
120	Arteka Cos.	Shakopee, MN
121	Mill Brothers Landscape Group	Fort Collins, CO
122	Lied’s	Sussex, WI
123	Sposato Landscape Co.	Milton, DE
124	Earthworks	Lillian, TX
125	HighGrove Partners	Austell, GA
126	Carson Landscape Industries	Sacramento, CA
	Gardeners’ Guild	Richmond, CA
128	Parker Interior Plantscape	Scotch Plains, NJ
	Visionscapes	Tucker, GA
130	Basnight Land & Lawn	Chesapeake, VA
	Nanak’s Landscaping	Pompano Beach, FL
132	D&K Landscape	Las Vegas, NV
133	Odyssey Landscape Co.	Lodi, CA
134	Becker Landscape Contractors	Indianapolis, IN
	Designs By Sundown	Englewood, CO
	Oak Leaf Landscape	Anaheim, CA
137	American Landscape Systems	Lewisville, TX
138	KEI	Oakcreek, WI
139	John Mini Distinctive Landscapes	Congers, NY
140	Carol King Landscape Maintenance	Orlando, FL
141	Webb Landscape	Ketchum, ID
142	B&L Landscaping	Oak Park, MI
	Blondie’s Treehouse	Mamaroneck, NY
	Tree Tech	Foxboro, MA
145	Executive Landscape	Fallbrook, CA
146	The Celtis Group	San Jose, CA
147	Schultz Industries	Golden, CO
148	Native Land Design	Cedar Park, TX
149	Peabody Landscape Group	Columbus, OH
150	Hoffman Landscapes	Wilton, CT
	Grant & Power Landscaping	West Chicago, IL

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\$12,304,590	-15.5%	250/50	-21.1%	\$41,015	7.1%	90/10
\$12,280,000*	0%	60/0	0%	\$204,667	0%	95/5
\$12,000,000	-20%	175/0	-31.6%	\$68,571	17%	40/60
\$12,000,000*	0%	147/0	0%	\$81,633	0%	5/95
\$12,000,000	-14.3%	145/0	-14.7%	\$82,759	0.5%	30/70
\$11,946,900	-0.7%	30/200	0%	\$51,943	-0.7%	100/0
\$11,770,000	-10.2%	54/60	26.7%	\$103,246	-29.1%	30/70
\$11,675,000	11.7%	245/135	5.6%	\$30,724	5.8%	95/5
\$11,600,000	-4.5%	121/0	-6.2%	\$95,868	1.8%	90/10
\$11,500,000	-4.2%	140/1	-6%	\$81,560	2%	70/30
\$11,500,000	-4.2%	45/65	-8.3%	\$104,545	4.5%	90/10
\$11,500,000	-4.2%	150/30	-2.7%	\$63,889	-1.5%	60/40
\$11,300,000	-1.7%	95/10	-4.5%	\$107,619	2.9%	50/50
\$11,200,000	1.8%	175/25	0%	\$56,000	1.8%	35/65
\$11,200,000	-9.7%	270/0	-12.9%	\$41,481	3.7%	90/10
\$11,119,738	9.4%	84/3	2.4%	\$127,813	6.9%	80/20
\$11,069,516	-18.3%	185/3	-15.2%	\$58,261	-3.7%	100/0
\$11,000,000	-15.4%	160/0	-11.6%	\$68,750	-4.3%	90/10
\$11,000,000	-21.4%	65/75	-6.7%	\$78,571	-15.8%	70/30
\$10,929,718	4.3%	100/5	0%	\$104,093	4.3%	80/20
\$10,818,658	0.2%	140/0	-6.7%	\$77,276	7.3%	80/20
\$10,750,000*	0%	150/18	0%	\$63,988	0%	30/70
\$10,500,000	-10.3%	125/40	-5.7%	\$63,636	-4.8%	80/20
\$10,200,000	-5.6%	135/80	-2.3%	\$47,442	-3.4%	100/0
\$10,100,000	-5.6%	115/0	-4.2%	\$87,826	-1.5%	90/10
\$10,000,000	-33.3%	125/0	-51.9%	\$80,000	38.7%	90/10
\$10,000,000	-4.8%	130/5	-10%	\$74,074	5.8%	70/30
\$9,500,000	-5%	150/10	-7%	\$59,375	2.1%	100/0
\$9,500,000	-9.5%	65/0	-40.9%	\$146,154	53.1%	90/10
\$9,400,000	-17.5%	90/75	-8.3%	\$56,970	-10%	80/20
\$9,400,000	NR	NR	NR	NR	NR	NR
\$9,200,000	8.2%	91/0	9.6%	\$101,099	-1.3%	85/15
\$9,065,000	-39.4%	NR	NR	\$78,826	NR	95/5
\$9,000,000	-23%	40/120	-20%	\$56,250	-3.7%	90/10
\$9,000,000	-18.2%	55/40	-28.6%	\$94,737	14.5%	5/95
\$9,000,000	NR	NR	NR	\$150,000	NR	15/85
\$8,700,000	4.8%	102/0	7.4%	\$85,294	-2.4%	100/0
\$8,530,000	-32.4%	145/0	-12.1%	\$58,828	-23.1%	90/10
\$8,400,000	-8.5%	53/39	-3.2%	\$91,304	-5.6%	100/0
\$8,200,000	-7.9%	122/45	-6.2%	\$49,102	-1.8%	90/10
\$8,150,515	-37.2%	145/20	-13.2%	\$49,397	-27.7%	0/100
\$8,000,000*	0%	120/0	0%	\$66,667	0%	95/5
\$8,000,000	-38.5%	95/35	0%	\$61,538	-38.5%	70/30
\$8,000,000	14.3%	75/4	5.3%	\$101,266	8.5%	60/40
\$7,764,144	-10.7%	120/0	-4.0%	\$64,701	-7%	70/30
\$7,750,000	NR	78/0	NR	\$99,359	NR	NR
\$7,624,456	-28.5%	52/44	-31.9%	\$79,421	5.1%	60/40
\$7,621,617	-20.9%	147/0	0.7%	\$51,848	-21.4%	95/5
\$7,600,000	-2.6%	45/75	-7.7%	\$63,333	5.6%	70/30
\$7,400,000	-5.7%	75/0	0%	\$98,667	-5.7%	10/90
\$7,400,000	-26%	23/60	-2.4%	\$89,157	-24.2%	50/50