

Summary Statistics for Explanatory and Congressional Activities

Comparison: All Responses vs. High Performers

	Variable	N	Mean	[Min , Max]	Std Dev	Q25%	Median	Q75%	95% CI for Mean
<u>All Reponse</u> Tactics	Q72	71	3.08	[0 , 40]	5.8	1	1	3	(1.7 , 4.4)
	Q73	69	1.32	[0 , 6]	1.7	0	1	2	(0.9 , 1.7)
	Q84	73	2.40	[1 , 6]	1.2	1	2	3	(2.1 , 2.7)
	pacbux (\$k)	206	118	[0 , 1621]	205	0	37	162	(90 , 147)
	sftbux (\$k)	206	165	[0 , 3147]	388	0	6	119	(112 , 219)
	lobtot	209	5.17	[0 , 75]	10	0	1	6	(3.8 , 6.6)
	lobbux (\$k)	121	1,242	[0 , 9411]	1,720	160	640	1,520	(933 , 1552)
<u>Hi Performer</u> Tactics	Q72	13	4.00	[1 , 24]	6.1	2	2	4	(0.3 , 7.7)
	Q73	13	1.23	[0 , 6]	2.0	0	0	1	(0.0 , 2.4)
	Q84	14	2.86	[1 , 4]	1.2	2	3	4	(2.2 , 3.5)
	pacbux (\$k)	13	91	[0 , 369]	134	0	3	108	(10 , 172)
	sftbux (\$k)	13	328	[0 , 3147]	862	0	25	89	(0 , 849)
	lobtot	13	4.00	[0 , 21]	6	0	1	4	(0.1 , 7.9)
	lobbux (\$k)	7	2,057	[0 , 8260]	2,858	200	960	2,380	(0 , 4700)
<u>All Reponse</u> Coordination	Q39	73	3.01	[1 , 5]	1.3	2	3	4	(2.7 , 3.3)
	Q44	72	2.86	[1 , 5]	1.4	1	3	4	(2.5 , 3.2)
	Q52	70	1.71	[0 , 5]	1.1	1	1	3	(1.5 , 2.0)
	Q57	73	2.52	[0 , 5]	1.4	1	3	3	(2.2 , 2.9)
<u>Hi Performer</u> Coordination	Q39	14	2.86	[1 , 5]	1.5	2	2	5	(2.0 , 3.7)
	Q44	13	3.54	[1 , 5]	1.3	3	3	5	(2.8 , 4.3)
	Q52	13	2.62	[1 , 5]	1.6	1	3	4	(1.7 , 3.6)
	Q57	14	3.14	[1 , 5]	1.4	3	3	4	(2.3 , 4.0)

Summary Statistics for Explanatory and Congressional Activities

Comparison: All Responses vs. High Performers

	Variable	N	Mean	[Min , Max]	Std Dev	Q25%	Median	Q75%	95% CI for Mean
<u>All Reponse</u> Senate	Q8	70	29.37	[0 , 100]	21.5	11	25	45	(24.2 , 34.5)
	Q9	68	7.55	[0 , 25]	6.0	4	6	10	(6.1 , 9.0)
	Q10	68	12.67	[0 , 50]	13.1	4	8.5	15	(9.5 , 15.8)
	Q11a	71	9.96	[0 , 65]	13.9	0	3.5	14	(6.7 , 13.2)
	Q11c	71	17.33	[0 , 75]	16.8	4.5	11	25	(13.4 , 21.3)
	Q11d	69	2.74	[0 , 20]	4.1	0	1	4	(1.7 , 3.7)
	Q11e	71	3.80	[0 , 50]	6.5	1	2	5	(2.3 , 5.3)
	Q13b	70	15.56	[0 , 80]	15.5	4	10	20	(11.9 , 19.3)
	Q13e	70	3.16	[0 , 40]	6.4	0	2	4	(1.6 , 4.7)
<u>Hi Performer</u> Senate	Q8	12	39.92	[10 , 100]	27.1	17.8	38.8	50	(22.7 , 57.1)
	Q9	11	8.50	[2 , 15]	4.4	4	10	10	(5.5 , 11.5)
	Q10	12	19.24	[2 , 46]	16.0	6	15.3	31.7	(9.1 , 29.4)
	Q11a	13	7.88	[0 , 25]	8.8	2	4	11	(2.6 , 13.2)
	Q11c	13	18.58	[2 , 50]	14.0	10	15	22	(10.1 , 27.1)
	Q11d	13	2.58	[0 , 12]	3.4	0	2	4	(0.6 , 4.6)
	Q11e	13	3.96	[0 , 15]	4.3	1	3	4	(1.3 , 6.6)
	Q13b	12	21.71	[0 , 80]	22.9	6.5	17.8	25	(7.1 , 36.3)
	Q13e	13	4.38	[0 , 40]	10.8	0	1.5	2	(0.0 , 10.9)
<u>All Reponse</u> House	Q17	71	74.88	[0 , 300]	74.0	30	50	87.5	(57.4 , 92.4)
	Q18	67	11.44	[0 , 50]	11.3	3	10	16	(8.7 , 14.2)
	Q19	67	31.65	[0 , 300]	52.1	6.5	14	36	(19.0 , 44.4)
	Q20a	70	20.43	[0 , 175]	31.9	1	5	30	(12.8 , 28.0)
	Q20c	70	37.26	[0 , 300]	45.3	10	25	50	(26.5 , 48.1)
	Q20d	69	6.09	[0 , 50]	9.0	0	2	10	(3.9 , 8.2)
	Q20e	70	12.66	[0 , 300]	36.1	3	5	11	(4.0 , 21.3)
	Q21b	69	34.98	[0 , 270]	40.7	9	25	50	(25.2 , 44.7)
	Q21e	69	7.71	[0 , 150]	20.7	0	2	5	(2.7 , 12.7)
<u>Hi Performer</u> House	Q17	13	102.85	[15 , 300]	87.2	45	75	100	(50.1 , 155.6)
	Q18	11	11.68	[2 , 23]	5.8	10	11	16	(7.8 , 15.6)
	Q19	12	50.83	[1 , 200]	63.1	7.75	34	52.5	(10.8 , 90.9)
	Q20a	13	17.08	[0 , 80]	24.1	2	4	25	(2.5 , 31.6)
	Q20c	13	43.96	[12 , 87]	22.1	25	40	60	(30.6 , 57.3)
	Q20d	13	6.92	[0 , 18]	6.0	2	5	12	(3.3 , 10.5)
	Q20e	13	8.35	[1 , 30]	8.0	3	4.5	12	(3.5 , 13.2)
	Q21b	12	37.71	[5 , 100]	32.3	9.75	32.5	55	(17.2 , 58.2)
	Q21e	13	8.23	[0 , 44]	13.2	0	2.5	6	(0.3 , 16.2)

Hi-Performance Summary Statistics for Tactics - By Major SIC Grouping

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All SIC	Q72	71	3.08	[0 , 40]	1	1	3	(1.7 , 4.4)
	Q73	69	1.32	[0 , 6]	0	1	2	(0.9 , 1.7)
	Q84	73	2.40	[1 , 6]	1	2	3	(2.1 , 2.7)
	pacbux (\$k)	206	118	[0 , 1621]	0	37	162	(90 , 147)
	sftbux (\$k)	206	165	[0 , 3147]	0	6	119	(112 , 219)
	lobtot	209	5.17	[0 , 75]	0	1	6	(3.8 , 6.6)
	lobbux (\$k)	121	1,242	[0 , 9411]	160	640	1520	(933 , 1552)

Major SIC Group Breakdown for High Performers

Ag	Q72	0	.	[. , .]	.	.	.	.
	Q73	0	.	[. , .]	.	.	.	.
	Q84	1	1	[1 , 1]	1	1	1	.
	pacbux (\$k)	1	33	[33 , 33]	33	33	33	.
	sftbux (\$k)	1	25	[25 , 25]	25	25	25	.
	lobtot	1	4.0	[4 , 4]	4	4	4	.
	lobbux (\$k)	1	1,740	[1740 , 1740]	1740	1740	1740	.
Manuf	Q72	6	2.33	[1 , 4]	1	2	4	(0.9 , 3.8)
	Q73	6	1.17	[0 , 5]	0	0.5	1	(0.0 , 3.2)
	Q84	6	2.83	[1 , 4]	2	3	4	(1.6 , 4.1)
	pacbux (\$k)	5	111	[0 , 336]	2.75	108	108	(0 , 280)
	sftbux (\$k)	5	195	[0 , 450]	5	89	430	(0 , 477)
	lobtot	5	4.00	[0 , 14]	0	0	6	(0.0 , 11.7)
	lobbux (\$k)	3	860	[0 , 2380]	0	200	2380	(0 , 4139)
Xport	Q72	1	24.00	[24 , 24]	24	24	24	.
	Q73	1	6.00	[6 , 6]	6	6	6	.
	Q84	1	4.00	[4 , 4]	4	4	4	.
	pacbux (\$k)	1	369	[369 , 369]	368.774	369	369	.
	sftbux (\$k)	1	3,147	[3147 , 3147]	3146.97	3,147	3,147	.
	lobtot	1	21.00	[21 , 21]	21	21	21	.
	lobbux (\$k)	1	8,260	[8260 , 8260]	8260	8260	8260	.
Trade	Q72	1	4.00	[4 , 4]	4	4	4	.
	Q73	1	0.00	[0 , 0]	0	0	0	.
	Q84	1	3.00	[3 , 3]	3	3	3	.
	pacbux (\$k)	1	0	[0 , 0]	0	0	0	.
	sftbux (\$k)	1	0	[0 , 0]	0	0	0	.
	lobtot	1	0.00	[0 , 0]	0	0	0	.
	lobbux (\$k)	0	.	[. , .]	.	.	.	.
Finance		0	No survey Response for this SIC Group					-
Service		0	No survey Response for this SIC Group					-

Hi-Performance Summary Statistics for Coordination - Major SIC Grouping

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All SIC	Q39	73	3.0	[1 , 5]	2	3	4	(2.7 , 3.3)
	Q44	72	2.9	[1 , 5]	1	3	4	(2.5 , 3.2)
	Q52	70	1.7	[0 , 5]	1	1	3	(1.5 , 2.0)
	Q57	73	2.5	[0 , 5]	1	3	3	(2.2 , 2.9)
Major SIC Group Breakdown for High Performers								
Ag	Q39	1	3.0	[3 , 3]	3	3	3	.
	Q44	0	.	[. , .]	.	.	.	.
	Q52	0	.	[. , .]	.	.	.	.
	Q57	1	4.0	[4 , 4]	4	4	4	.
Manuf	Q39	6	1.8	[1 , 2]	2	2	2	(1.4 , 2.3)
	Q44	6	3.3	[2 , 5]	3	3	4	(2.2 , 4.4)
	Q52	6	2.3	[1 , 4]	1	2.5	3	(1.1 , 3.6)
	Q57	6	2.0	[1 , 3]	1	2	3	(0.9 , 3.1)
Xport	Q39	1	5.0	[5 , 5]	5	5	5	.
	Q44	1	5.0	[5 , 5]	5	5	5	.
	Q52	1	5.0	[5 , 5]	5	5	5	.
	Q57	1	5.0	[5 , 5]	5	5	5	.
Trade	Q39	1	5.0	[5 , 5]	5	5	5	.
	Q44	1	4.0	[4 , 4]	4	4	4	.
	Q52	1	3.0	[3 , 3]	3	3	3	.
	Q57	1	3.0	[3 , 3]	3	3	3	.
Finance		0	<i>No survey Response for this SIC Group</i>					-
Service		0	<i>No survey Response for this SIC Group</i>					-

Hi Performance Summary Statistics for the Senate - Major SIC Grouping

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All SIC	Q8	70	29.4	[0 , 100]	11	25	45	(24.2 , 34.5)
	Q9	68	7.5	[0 , 25]	4	6	10	(6.1 , 9.0)
	Q10	68	12.7	[0 , 50]	4	8.5	15	(9.5 , 15.8)
	Q11a	71	10.0	[0 , 65]	0	3.5	14	(6.7 , 13.2)
	Q11c	71	17.3	[0 , 75]	4.5	11	25	(13.4 , 21.3)
	Q11d	69	2.7	[0 , 20]	0	1	4	(1.7 , 3.7)
	Q11e	71	3.8	[0 , 50]	1	2	5	(2.3 , 5.3)
	Q13b	70	15.6	[0 , 80]	4	10	20	(11.9 , 19.3)
	Q13e	70	3.2	[0 , 40]	0	2	4	(1.6 , 4.7)

Major SIC Group Breakdown for High Performers

Ag	Q8-Q13e	0	No survey Response for this SIC Group					-
Manuf	Q8	6	36.7	[18 , 55]	25	38.75	45	(22.4 , 50.9)
	Q9	6	10.4	[4 , 15]	9	10	15	(5.9 , 14.9)
	Q10	6	22.1	[10 , 45]	10	18.75	30	(8.0 , 36.2)
	Q11a	6	11.0	[0 , 25]	0	8	25	(0.0 , 23.6)
	Q11c	6	15.0	[2 , 35]	6	12.5	22	(2.4 , 27.6)
	Q11d	6	4.2	[0 , 12]	2	3.5	4	(0.0 , 8.5)
	Q11e	6	6.8	[3 , 15]	3	5	10	(1.8 , 11.9)
	Q13b	6	15.9	[0 , 30]	10	17.75	20	(5.3 , 26.5)
	Q13e	6	2.6	[0 , 6]	2	2	3.5	(0.5 , 4.7)
Xport	Q8	1	100.0	[100 , 100]	100	100	100	.
	Q9	0	.	[. , .]	.	.	.	.
	Q10	1	33.3	[33 , 33]	33.3	33.3	33.3	.
	Q11a	1	6.0	[6 , 6]	6	6	6	.
	Q11c	1	15.0	[15 , 15]	15	15	15	.
	Q11d	1	0.0	[0 , 0]	0	0	0	.
	Q11e	1	3.5	[4 , 4]	3.5	3.5	3.5	.
	Q13b	1	80.0	[80 , 80]	80	80	80	.
	Q13e	1	40.0	[40 , 40]	40	40	40	.
Trade	Q8	1	45.0	[45 , 45]	45	45	45	.
	Q9	1	10.0	[10 , 10]	10	10	10	.
	Q10	1	2.0	[2 , 2]	2	2	2	.
	Q11a	1	10.0	[10 , 10]	10	10	10	.
	Q11c	1	10.0	[10 , 10]	10	10	10	.
	Q11d	1	1.0	[1 , 1]	1	1	1	.
	Q11e	1	1.0	[1 , 1]	1	1	1	.
	Q13b	1	20.0	[20 , 20]	20	20	20	.
	Q13e	1	0.0	[0 , 0]	0	0	0	.
Finance		0	No survey Response for this SIC Group					-
Service		0	No survey Response for this SIC Group					-

Hi Performance Summary Statistics for the House - Major SIC Grouping

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All SIC	Q17	71	74.9	[0 , 300]	30	50	87.5	(57.4 , 92.4)
	Q18	67	11.4	[0 , 50]	3	10	16	(8.7 , 14.2)
	Q19	67	31.7	[0 , 300]	6.5	14	36	(19.0 , 44.4)
	Q20a	70	20.4	[0 , 175]	1	5	30	(12.8 , 28.0)
	Q20c	70	37.3	[0 , 300]	10	25	50	(26.5 , 48.1)
	Q20d	69	6.1	[0 , 50]	0	2	10	(3.9 , 8.2)
	Q20e	70	12.7	[0 , 300]	3	5	11	(4.0 , 21.3)
	Q21b	69	35.0	[0 , 270]	9	25	50	(25.2 , 44.7)
	Q21e	69	7.7	[0 , 150]	0	2	5	(2.7 , 12.7)

Major SIC Group Breakdown for High Performers

Ag	Q17-Q21e	0	No survey Response for this SIC Group					-
Manuf	Q17	6	119.2	[30 , 300]	45	82.5	175	(11.6 , 226.8)
	Q18	6	12.9	[2 , 23]	10	13.5	16	(5.6 , 20.2)
	Q19	6	54.4	[6 , 156]	20	42.5	60	(0.0 , 110.4)
	Q20a	6	25.2	[0 , 80]	0	14	43	(0.0 , 58.6)
	Q20c	6	32.0	[12 , 60]	20	25	50	(12.4 , 51.6)
	Q20d	6	9.9	[2 , 18]	5	9.75	15	(3.5 , 16.4)
	Q20e	6	12.3	[2 , 30]	4.5	11	15	(1.8 , 22.7)
	Q21b	6	24.5	[5 , 45]	12	20	45	(6.5 , 42.5)
	Q21e	6	5.6	[0 , 20]	0	3.75	6	(0.0 , 13.4)
Xport	Q17	1	87.0	[87 , 87]	87	87	87	.
	Q18	0		[. , .]				.
	Q19	1	43.5	[44 , 44]	43.5	43.5	43.5	.
	Q20a	1	3.0	[3 , 3]	3	3	3	.
	Q20c	1	87.0	[87 , 87]	87	87	87	.
	Q20d	1	1.5	[2 , 2]	1.5	1.5	1.5	.
	Q20e	1	1.5	[2 , 2]	1.5	1.5	1.5	.
	Q21b	1	87.0	[87 , 87]	87	87	87	.
	Q21e	1	43.5	[44 , 44]	43.5	43.5	43.5	.
Trade	Q17	1	75.0	[75 , 75]	75	75	75	.
	Q18	1	15.0	[15 , 15]	15	15	15	.
	Q19	1	10.0	[10 , 10]	10	10	10	.
	Q20a	1	40.0	[40 , 40]	40	40	40	.
	Q20c	1	40.0	[40 , 40]	40	40	40	.
	Q20d	1	2.0	[2 , 2]	2	2	2	.
	Q20e	1	4.0	[4 , 4]	4	4	4	.
	Q21b	1	40.0	[40 , 40]	40	40	40	.
	Q21e	1	0.0	[0 , 0]	0	0	0	.
Finance		0	No survey Response for this SIC Group					-
Service		0	No survey Response for this SIC Group					-

Summary Statistics for Tactics - By 2003 Revenue

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All Sales	Q72	71	3.1	[0 , 40]	1	1	3	(1.7 , 4.4)
	Q73	69	1.3	[0 , 6]	0	1	2	(0.9 , 1.7)
	Q84	73	2.4	[1 , 6]	1	2	3	(2.1 , 2.7)
	pacbux (\$k)	206	118	[0 , 1621]	0	37	162	(90 , 147)
	sftbux (\$k)	206	165	[0 , 3147]	0	6	119	(112 , 219)
	lobtot	209	5.17	[0 , 75]	0	1	6	(3.8 , 6.6)
	lobbux (\$k)	121	1,242	[0 , 9411]	160	640	1520	(933 , 1552)

2003 Revenue Breakdown for High Performers

< \$5B	Q72	9	2.1	[1 , 4]	2	2	2	(1.4 , 2.8)
	Q73	9	1.0	[0 , 5]	0	0	1	(0.0 , 2.3)
	Q84	9	2.8	[1 , 4]	2	3	4	(1.9 , 3.7)
	pacbux (\$k)	9	49	[0 , 223]	0	0	108	(0 , 110)
	sftbux (\$k)	9	71	[0 , 430]	0	5	61	(0 , 178)
	lobtot	9	3	[0 , 14]	0	1	4	(0.0 , 6.6)
	lobbux (\$k)	5	880	[0 , 2380]	200	860	960	(0 , 2040)
\$5-10B	Q72	2	4.0	[4 , 4]	4	4	4	(4.0 , 4.0)
	Q73	2	0.0	[0 , 0]	0	0	0	(0.0 , 0.0)
	Q84	3	2.3	[1 , 3]	1	3	3	(0.0 , 5.2)
	pacbux (\$k)	2	17	[0 , 33]	0	17	33	(0 , 226)
	sftbux (\$k)	2	13	[0 , 25]	0	13	25	(0 , 171)
	lobtot	2	2	[0 , 4]	0	2	4	(0.0 , 27.4)
	lobbux (\$k)	1	1,740	[1740 , 1740]	1,740	1,740	1,740	.
> \$10B	Q72	2	12.5	[1 , 24]	1	12.5	24	(0.0 , 158.6)
	Q73	2	3.5	[1 , 6]	1	3.5	6	(0.0 , 35.3)
	Q84	2	4.0	[4 , 4]	4	4	4	(4.0 , 4.0)
	pacbux (\$k)	2	352	[336 , 369]	336	352	369	(142 , 562)
	sftbux (\$k)	2	1,799	[450 , 3147]	450	1,799	3,147	(0 , 18931)
	lobtot	2	11	[0 , 21]	0	10.5	21	(0.0 , 143.9)
	lobbux (\$k)	1	8,260	[8260 , 8260]	8,260	8,260	8,260	.

Summary Statistics for Coordination - By 2003 Revenue

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All Sales	Q39	73	3.0	[1 , 5]	2	3	4	(2.7 , 3.3)
	Q44	72	2.9	[1 , 5]	1	3	4	(2.5 , 3.2)
	Q52	70	1.7	[0 , 5]	1	1	3	(1.5 , 2.0)
	Q57	73	2.5	[0 , 5]	1	3	3	(2.2 , 2.9)
2003 Revenue Breakdown for High Performers								
< \$5B	Q39	9	2.6	[1 , 5]	2	2	2	(1.5 , 3.7)
	Q44	9	3.4	[1 , 5]	3	3	5	(2.3 , 4.5)
	Q52	9	2.1	[1 , 5]	1	1	3	(0.9 , 3.3)
	Q57	9	3.1	[1 , 5]	3	3	4	(2.0 , 4.2)
\$5-10B	Q39	3	3.3	[2 , 5]	2	3	5	(0.0 , 7.1)
	Q44	2	3.5	[3 , 4]	3	3.5	4	(0.0 , 9.9)
	Q52	2	3.0	[3 , 3]	3	3	3	(3.0 , 3.0)
	Q57	3	2.7	[1 , 4]	1	3	4	(0.0 , 6.5)
> \$10B	Q39	2	3.5	[2 , 5]	2	3.5	5	(0.0 , 22.6)
	Q44	2	4.0	[3 , 5]	3	4	5	(0.0 , 16.7)
	Q52	2	4.5	[4 , 5]	4	4.5	5	(0.0 , 10.9)
	Q57	2	4.0	[3 , 5]	3	4	5	(0.0 , 16.7)

Summary Statistics for the Senate - By 2003 Revenue

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All Sales	Q8	70	29.4	[0 , 100]	11	25	45	(24.2 , 34.5)
	Q9	68	7.5	[0 , 25]	4	6	10	(6.1 , 9.0)
	Q10	68	12.7	[0 , 50]	4	8.5	15	(9.5 , 15.8)
	Q11a	71	10.0	[0 , 65]	0	3.5	14	(6.7 , 13.2)
	Q11c	71	17.3	[0 , 75]	4.5	11	25	(13.4 , 21.3)
	Q11d	69	2.7	[0 , 20]	0	1	4	(1.7 , 3.7)
	Q11e	71	3.8	[0 , 50]	1	2	5	(2.3 , 5.3)
	Q13b	70	15.6	[0 , 80]	4	10	20	(11.9 , 19.3)
	Q13e	70	3.2	[0 , 40]	0	2	4	(1.6 , 4.7)

2003 Revenue Breakdown for High Performers

< \$5B	Q8	8	29.9	[10 , 75]	14.25	21.5	41.25	(11.5 , 48.3)
	Q9	8	7.3	[2 , 15]	3.75	7	10	(3.6 , 11.0)
	Q10	8	15.1	[2 , 46]	6	11.5	18.75	(3.3 , 26.8)
	Q11a	9	4.1	[0 , 14]	0	2	4	(0.2 , 7.9)
	Q11c	9	21.7	[2 , 50]	10	18	35	(9.5 , 33.9)
	Q11d	9	2.9	[0 , 12]	0	2.5	4	(0.0 , 5.9)
	Q11e	9	3.4	[0 , 15]	0	3	4	(0.0 , 7.0)
	Q13b	8	16.3	[0 , 50]	2.5	13.75	24	(2.1 , 30.5)
	Q13e	9	1.4	[0 , 6]	0	0	2	(0.0 , 3.1)
\$5-10B	Q8	2	42.5	[40 , 45]	40	42.5	45	(10.7 , 74.3)
	Q9	2	10.0	[10 , 10]	10	10	10	(10.0 , 10.0)
	Q10	2	16.0	[2 , 30]	2	16	30	(0.0 , 193.9)
	Q11a	2	17.5	[10 , 25]	10	17.5	25	(0.0 , 112.8)
	Q11c	2	8.0	[6 , 10]	6	8	10	(0.0 , 33.4)
	Q11d	2	2.5	[1 , 4]	1	2.5	4	(0.0 , 21.6)
	Q11e	2	3.5	[1 , 6]	1	3.5	6	(0.0 , 35.3)
	Q13b	2	15.0	[10 , 20]	10	15	20	(0.0 , 78.5)
	Q13e	2	1.0	[0 , 2]	0	1	2	(0.0 , 13.7)
> \$10B	Q8	2	77.5	[55 , 100]	55	77.5	100	(0.0 , 363.4)
	Q9	1	15.0	[15 , 15]	15	15	15	.
	Q10	2	39.2	[33 , 45]	33.3	39.2	45	(0.0 , 113.3)
	Q11a	2	15.5	[6 , 25]	6	15.5	25	(0.0 , 136.2)
	Q11c	2	15.0	[15 , 15]	15	15	15	(15.0 , 15.0)
	Q11d	2	1.0	[0 , 2]	0	1	2	(0.0 , 13.7)
	Q11e	2	6.8	[4 , 10]	3.5	6.75	10	(0.0 , 48.0)
	Q13b	2	50.0	[20 , 80]	20	50	80	(0.0 , 431.2)
	Q13e	2	21.0	[2 , 40]	2	21	40	(0.0 , 262.4)

Summary Statistics for the House - By 2003 Revenue

	Variable	N	Mean	[Min , Max]	Q25%	Median	Q75%	95% CI for Mean
All Sales	Q17	71	74.9	[0 , 300]	30	50	87.5	(57.4 , 92.4)
	Q18	67	11.4	[0 , 50]	3	10	16	(8.7 , 14.2)
	Q19	67	31.7	[0 , 300]	6.5	14	36	(19.0 , 44.4)
	Q20a	70	20.4	[0 , 175]	1	5	30	(12.8 , 28.0)
	Q20c	70	37.3	[0 , 300]	10	25	50	(26.5 , 48.1)
	Q20d	69	6.1	[0 , 50]	0	2	10	(3.9 , 8.2)
	Q20e	70	12.7	[0 , 300]	3	5	11	(4.0 , 21.3)
	Q21b	69	35.0	[0 , 270]	9	25	50	(25.2 , 44.7)
	Q21e	69	7.7	[0 , 150]	0	2	5	(2.7 , 12.7)
2003 Revenue Breakdown for High Performers								
< \$5B	Q17	9	100.0	[15 , 300]	30	65	100	(20.8 , 179.2)
	Q18	8	10.9	[2 , 23]	6.5	11	14	(5.4 , 16.4)
	Q19	8	42.6	[1 , 200]	3.3	24.0	42.5	(0.0 , 97.6)
	Q20a	9	6.2	[0 , 25]	0	3	10	(0.0 , 12.6)
	Q20c	9	41.1	[12 , 70]	25	37.5	60	(24.9 , 57.2)
	Q20d	9	7.7	[0 , 18]	2	7.5	12	(2.7 , 12.7)
	Q20e	9	8.4	[1 , 30]	3	4.5	10	(1.5 , 15.4)
	Q21b	8	31.9	[5 , 100]	6.75	13.5	55	(2.7 , 61.2)
	Q21e	9	6.4	[0 , 24]	0	2.5	5	(0.0 , 13.4)
\$5-10B	Q17	2	87.5	[75 , 100]	75	87.5	100	(0.0 , 246.3)
	Q18	2	12.5	[10 , 15]	10	12.5	15	(0.0 , 44.3)
	Q19	2	35.0	[10 , 60]	10.0	35.0	60	(0.0 , 352.7)
	Q20a	2	60.0	[40 , 80]	40	60	80	(0.0 , 314.1)
	Q20c	2	45.0	[40 , 50]	40	45	50	(0.0 , 108.5)
	Q20d	2	3.5	[2 , 5]	2	3.5	5	(0.0 , 22.6)
	Q20e	2	8.0	[4 , 12]	4	8	12	(0.0 , 58.8)
	Q21b	2	42.5	[40 , 45]	40	42.5	45	(10.7 , 74.3)
	Q21e	2	3.0	[0 , 6]	0	3	6	(0.0 , 41.1)
> \$10B	Q17	2	131.0	[87 , 175]	87	131	175	(0.0 , 690.1)
	Q18	1	16.0	[16 , 16]	16	16	16	.
	Q19	2	99.8	[44 , 156]	43.5	99.8	156	(0.0 , 814.5)
	Q20a	2	23.0	[3 , 43]	3	23	43	(0.0 , 277.1)
	Q20c	2	56.0	[25 , 87]	25	56	87	(0.0 , 449.9)
	Q20d	2	6.8	[2 , 12]	1.5	6.75	12	(0.0 , 73.5)
	Q20e	2	8.3	[2 , 15]	1.5	8.25	15	(0.0 , 94.0)
	Q21b	2	56.0	[25 , 87]	25	56	87	(0.0 , 449.9)
	Q21e	2	21.8	[0 , 44]	0	21.75	43.5	(0.0 , 298.1)