

MARKET SHARE

Yearend 2012 Versus Yearend 2013

All NA-BN-ES GeoCodes

Condo Data

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	BN01	AMVT	1	1	2	1.89%	\$530,000	\$180,000	\$710,000	1.76%	0.01%
CONDO	BN01	BBRI				0.00%				0.00%	0.00%
CONDO	BN01	CBRR	2	3	5	4.72%	\$1,060,000	\$1,760,000	\$2,820,000	6.98%	0.03%
CONDO	BN01	DNFR	13	5	18	16.98%	\$4,713,000	\$2,050,000	\$6,763,000	16.73%	0.08%
CONDO	BN01	NAPL				0.00%				0.00%	0.00%
CONDO	BN01	PREM				0.00%				0.00%	0.00%
CONDO	BN01	PRUD	2	1	3	2.83%	\$900,000	\$450,000	\$1,350,000	3.34%	0.02%
CONDO	BN01	WOOD	1	1	2	1.89%	\$775,000	\$450,000	\$1,225,000	3.03%	0.01%
CONDO	BN01	X-OTHER	34	42	76	71.70%	\$12,231,800	\$15,319,800	\$27,551,600	68.16%	0.32%
CONDO	BN01 Total		53	53	106	100.00%	\$20,209,800	\$20,209,800	\$40,419,600	100.00%	0.47%
CONDO	BN02	AMVT		1	1	1.43%		\$175,400	\$175,400	1.52%	0.00%
CONDO	BN02	BBRI				0.00%				0.00%	0.00%
CONDO	BN02	CBRR	5	1	6	8.57%	\$739,000	\$165,000	\$904,000	7.81%	0.01%
CONDO	BN02	DNFR	8	11	19	27.14%	\$1,154,600	\$1,702,600	\$2,857,200	24.69%	0.03%
CONDO	BN02	NAPL				0.00%				0.00%	0.00%
CONDO	BN02	PREM	2	1	3	4.29%	\$315,000	\$175,000	\$490,000	4.23%	0.01%
CONDO	BN02	PRUD	3		3	4.29%	\$426,000		\$426,000	3.68%	0.00%
CONDO	BN02	WOOD	1	3	4	5.71%	\$162,500	\$421,500	\$584,000	5.05%	0.01%
CONDO	BN02	X-OTHER	16	18	34	48.57%	\$2,988,900	\$3,146,500	\$6,135,400	53.02%	0.07%
CONDO	BN02 Total		35	35	70	100.00%	\$5,786,000	\$5,786,000	\$11,572,000	100.00%	0.14%
CONDO	BN03	AMVT				0.00%				0.00%	0.00%
CONDO	BN03	BBRI				0.00%				0.00%	0.00%
CONDO	BN03	CBRR	11	8	19	5.34%	\$2,348,500	\$1,742,370	\$4,090,870	5.32%	0.05%
CONDO	BN03	DNFR	41	38	79	22.19%	\$9,080,300	\$8,447,000	\$17,527,300	22.80%	0.21%
CONDO	BN03	NAPL				0.00%				0.00%	0.00%
CONDO	BN03	PREM	7	8	15	4.21%	\$1,501,900	\$1,977,000	\$3,478,900	4.53%	0.04%
CONDO	BN03	PRUD	8	5	13	3.65%	\$1,772,000	\$901,400	\$2,673,400	3.48%	0.03%
CONDO	BN03	WOOD	9	18	27	7.58%	\$1,941,000	\$3,976,000	\$5,917,000	7.70%	0.07%
CONDO	BN03	X-OTHER	102	101	203	57.02%	\$21,791,930	\$21,391,860	\$43,183,790	56.18%	0.51%
CONDO	BN03 Total		178	178	356	100.00%	\$38,435,630	\$38,435,630	\$76,871,260	100.00%	0.90%
CONDO	BN04	AMVT	1	2	3	1.10%	\$262,500	\$1,323,500	\$1,586,000	1.09%	0.02%
CONDO	BN04	BBRI				0.00%				0.00%	0.00%
CONDO	BN04	CBRR	2	7	9	3.31%	\$610,000	\$3,376,000	\$3,986,000	2.74%	0.05%
CONDO	BN04	DNFR	8	15	23	8.46%	\$2,952,500	\$7,963,500	\$10,916,000	7.51%	0.13%
CONDO	BN04	NAPL				0.00%				0.00%	0.00%
CONDO	BN04	PREM	61	45	106	38.97%	\$44,151,000	\$33,438,500	\$77,589,500	53.41%	0.91%
CONDO	BN04	PRUD	3	4	7	2.57%	\$1,536,000	\$1,660,000	\$3,196,000	2.20%	0.04%
CONDO	BN04	WOOD	37	25	62	22.79%	\$14,174,400	\$10,134,750	\$24,309,150	16.73%	0.28%
CONDO	BN04	X-OTHER	24	38	62	22.79%	\$8,951,650	\$14,741,800	\$23,693,450	16.31%	0.28%
CONDO	BN04 Total		136	136	272	100.00%	\$72,638,050	\$72,638,050	\$145,276,100	100.00%	1.70%
CONDO	BN05	AMVT		2	2	0.74%		\$352,000	\$352,000	0.35%	0.00%
CONDO	BN05	BBRI				0.00%				0.00%	0.00%
CONDO	BN05	CBRR	9	4	13	4.78%	\$2,288,000	\$1,209,500	\$3,497,500	3.52%	0.04%
CONDO	BN05	DNFR	27	26	53	19.49%	\$11,948,750	\$13,509,750	\$25,458,500	25.60%	0.30%
CONDO	BN05	NAPL				0.00%				0.00%	0.00%
CONDO	BN05	PREM	17	13	30	11.03%	\$4,259,000	\$3,598,500	\$7,857,500	7.90%	0.09%
CONDO	BN05	PRUD	18	17	35	12.87%	\$10,200,000	\$7,321,999	\$17,521,999	17.62%	0.20%
CONDO	BN05	WOOD	32	26	58	21.32%	\$10,013,399	\$9,348,100	\$19,361,499	19.47%	0.23%
CONDO	BN05	X-OTHER	33	48	81	29.78%	\$11,013,800	\$14,383,100	\$25,396,900	25.54%	0.30%
CONDO	BN05 Total		136	136	272	100.00%	\$49,722,949	\$49,722,949	\$99,445,898	100.00%	1.16%
CONDO	BN06	AMVT	1	1	2	2.94%	\$86,511	\$58,000	\$144,511	2.14%	0.00%
CONDO	BN06	BBRI				0.00%				0.00%	0.00%
CONDO	BN06	CBRR	5	3	8	11.76%	\$524,500	\$261,000	\$785,500	11.61%	0.01%
CONDO	BN06	DNFR	4	3	7	10.29%	\$419,160	\$285,000	\$704,160	10.41%	0.01%
CONDO	BN06	NAPL				0.00%				0.00%	0.00%
CONDO	BN06	PREM	1		1	1.47%	\$119,000		\$119,000	1.76%	0.00%
CONDO	BN06	PRUD	1	5	6	8.82%	\$105,000	\$613,500	\$718,500	10.62%	0.01%
CONDO	BN06	WOOD	5	3	8	11.76%	\$618,000	\$281,660	\$899,660	13.29%	0.01%
CONDO	BN06	X-OTHER	17	19	36	52.94%	\$1,511,500	\$1,884,511	\$3,396,011	50.18%	0.04%
CONDO	BN06 Total		34	34	68	100.00%	\$3,383,671	\$3,383,671	\$6,767,342	100.00%	0.08%

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2013 Yearend Data

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CONDO	BN01	AMVT		1	1	1.02%		\$495,000	\$495,000	1.48%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	5	2	7	7.14%	\$2,274,000	\$700,000	\$2,974,000	8.87%	0.03%
CONDO		DNFR	6	4	10	10.20%	\$2,725,000	\$1,747,500	\$4,472,500	13.34%	0.05%
CONDO		NAPL		2	2	2.04%		\$1,200,000	\$1,200,000	3.58%	0.01%
CONDO		PREM	1		1	1.02%	\$562,500		\$562,500	1.68%	0.01%
CONDO		PRUD	1		1	1.02%	\$405,000		\$405,000	1.21%	0.00%
CONDO		WOOD	4	3	7	7.14%	\$1,830,000	\$1,294,000	\$3,124,000	9.32%	0.04%
CONDO		X-OTHER	32	37	69	70.41%	\$8,966,600	\$11,326,600	\$20,293,200	60.53%	0.24%
CONDO	BN01 Total		49	49	98	100.00%	\$16,763,100	\$16,763,100	\$33,526,200	100.00%	0.39%
CONDO	BN02	AMVT				0.00%				0.00%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	4	5	9	10.98%	\$851,250	\$781,500	\$1,632,750	11.92%	0.02%
CONDO		DNFR	10	7	17	20.73%	\$1,574,900	\$1,176,500	\$2,751,400	20.08%	0.03%
CONDO		NAPL	3	2	5	6.10%	\$514,000	\$358,000	\$872,000	6.37%	0.01%
CONDO		PREM	2		2	2.44%	\$361,000		\$361,000	2.64%	0.00%
CONDO		PRUD	5	2	7	8.54%	\$828,000	\$287,500	\$1,115,500	8.14%	0.01%
CONDO		WOOD	1	1	2	2.44%	\$123,000	\$190,000	\$313,000	2.28%	0.00%
CONDO		X-OTHER	16	24	40	48.78%	\$2,597,610	\$4,056,260	\$6,653,870	48.57%	0.08%
CONDO	BN02 Total		41	41	82	100.00%	\$6,849,760	\$6,849,760	\$13,699,520	100.00%	0.16%
CONDO	BN03	AMVT	1	2	3	0.67%	\$210,000	\$495,330	\$705,330	0.71%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	2	4	6	1.34%	\$468,000	\$779,000	\$1,247,000	1.25%	0.01%
CONDO		DNFR	61	59	120	26.79%	\$13,295,670	\$13,378,470	\$26,674,140	26.68%	0.31%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	6	8	14	3.13%	\$1,674,900	\$2,452,500	\$4,127,400	4.13%	0.05%
CONDO		PRUD	11	7	18	4.02%	\$2,539,500	\$1,632,196	\$4,171,696	4.17%	0.05%
CONDO		WOOD	12	17	29	6.47%	\$2,624,400	\$4,588,380	\$7,212,780	7.22%	0.08%
CONDO		X-OTHER	131	127	258	57.59%	\$29,170,553	\$26,657,147	\$55,827,700	55.85%	0.65%
CONDO	BN03 Total		224	224	448	100.00%	\$49,983,023	\$49,983,023	\$99,966,046	100.00%	1.17%
CONDO	BN04	AMVT	1	1	2	0.65%	\$246,000	\$1,025,000	\$1,271,000	0.69%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	3	4	7	2.26%	\$1,630,000	\$2,916,000	\$4,546,000	2.48%	0.05%
CONDO		DNFR	12	17	29	9.35%	\$4,699,500	\$9,475,750	\$14,175,250	7.72%	0.17%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	65	45	110	35.48%	\$49,020,400	\$34,302,250	\$83,322,650	45.38%	0.97%
CONDO		PRUD	5	5	10	3.23%	\$3,036,500	\$3,886,500	\$6,923,000	3.77%	0.08%
CONDO		WOOD	36	45	81	26.13%	\$15,193,500	\$20,407,800	\$35,601,300	19.39%	0.42%
CONDO		X-OTHER	33	38	71	22.90%	\$17,974,900	\$19,787,500	\$37,762,400	20.57%	0.44%
CONDO	BN04 Total		155	155	310	100.00%	\$91,800,800	\$91,800,800	\$183,601,600	100.00%	2.15%
CONDO	BN05	AMVT	2	3	5	1.76%	\$477,000	\$1,154,000	\$1,631,000	1.64%	0.02%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	12	4	16	5.63%	\$3,353,500	\$1,501,700	\$4,855,200	4.90%	0.06%
CONDO		DNFR	23	26	49	17.25%	\$10,477,460	\$8,381,500	\$18,858,960	19.02%	0.22%
CONDO		NAPL		1	1	0.35%		\$1,099,000	\$1,099,000	1.11%	0.01%
CONDO		PREM	15	11	26	9.15%	\$4,097,650	\$4,002,250	\$8,099,900	8.17%	0.09%
CONDO		PRUD	11	11	22	7.75%	\$3,542,100	\$5,769,000	\$9,311,100	9.39%	0.11%
CONDO		WOOD	30	34	64	22.54%	\$10,407,800	\$9,332,960	\$19,740,760	19.91%	0.23%
CONDO		X-OTHER	49	52	101	35.56%	\$17,227,000	\$18,342,100	\$35,569,100	35.87%	0.42%
CONDO	BN05 Total		142	142	284	100.00%	\$49,582,510	\$49,582,510	\$99,165,020	100.00%	1.16%
CONDO	BN06	AMVT				0.00%				0.00%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	2	4	6	8.82%	\$175,000	\$415,000	\$590,000	7.76%	0.01%
CONDO		DNFR	2	1	3	4.41%	\$204,500	\$63,000	\$267,500	3.52%	0.00%
CONDO		NAPL		1	1	1.47%		\$96,500	\$96,500	1.27%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD	2	1	3	4.41%	\$211,000	\$135,000	\$346,000	4.55%	0.00%
CONDO		WOOD	5	3	8	11.76%	\$567,500	\$369,000	\$936,500	12.31%	0.01%
CONDO		X-OTHER	23	24	47	69.12%	\$2,645,050	\$2,724,550	\$5,369,600	70.60%	0.06%
CONDO	BN06 Total		34	34	68	100.00%	\$3,803,050	\$3,803,050	\$7,606,100	100.00%	0.09%

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Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	BN07	AMVT				0.00%				0.00%	0.00%
CONDO	BN07	BBRI				0.00%				0.00%	0.00%
CONDO	BN07	CBRR		1	1	1.32%		\$125,000	\$125,000	1.13%	0.00%
CONDO	BN07	DNFR	2	4	6	7.89%	\$229,000	\$663,500	\$892,500	8.04%	0.01%
CONDO	BN07	NAPL				0.00%				0.00%	0.00%
CONDO	BN07	PREM				0.00%				0.00%	0.00%
CONDO	BN07	PRUD	1		1	1.32%	\$165,000		\$165,000	1.49%	0.00%
CONDO	BN07	WOOD	10	15	25	32.89%	\$1,614,000	\$2,221,900	\$3,835,900	34.56%	0.04%
CONDO	BN07	X-OTHER	25	18	43	56.58%	\$3,540,950	\$2,538,550	\$6,079,500	54.78%	0.07%
CONDO	BN07 Total		38	38	76	100.00%	\$5,548,950	\$5,548,950	\$11,097,900	100.00%	0.13%
CONDO	BN08	AMVT	1		1	2.38%	\$96,000		\$96,000	2.45%	0.00%
CONDO	BN08	BBRI				0.00%				0.00%	0.00%
CONDO	BN08	CBRR	2	1	3	7.14%	\$182,000	\$68,000	\$250,000	6.37%	0.00%
CONDO	BN08	DNFR	8	2	10	23.81%	\$712,910	\$176,000	\$888,910	22.66%	0.01%
CONDO	BN08	NAPL				0.00%				0.00%	0.00%
CONDO	BN08	PREM				0.00%				0.00%	0.00%
CONDO	BN08	PRUD				0.00%				0.00%	0.00%
CONDO	BN08	WOOD				0.00%				0.00%	0.00%
CONDO	BN08	X-OTHER	10	18	28	66.67%	\$970,200	\$1,717,110	\$2,687,310	68.52%	0.03%
CONDO	BN08 Total		21	21	42	100.00%	\$1,961,110	\$1,961,110	\$3,922,220	100.00%	0.05%
CONDO	BN09	AMVT		3	3	2.54%		\$534,000	\$534,000	2.50%	0.01%
CONDO	BN09	BBRI				0.00%				0.00%	0.00%
CONDO	BN09	CBRR	21	10	31	26.27%	\$4,052,000	\$1,812,400	\$5,864,400	27.45%	0.07%
CONDO	BN09	DNFR	5	11	16	13.56%	\$769,675	\$2,129,000	\$2,898,675	13.57%	0.03%
CONDO	BN09	NAPL	3	1	4	3.39%	\$585,350	\$233,000	\$818,350	3.83%	0.01%
CONDO	BN09	PREM	1	2	3	2.54%	\$175,100	\$340,000	\$515,100	2.41%	0.01%
CONDO	BN09	PRUD				0.00%				0.00%	0.00%
CONDO	BN09	WOOD	2	2	4	3.39%	\$319,000	\$308,000	\$627,000	2.93%	0.01%
CONDO	BN09	X-OTHER	27	30	57	48.31%	\$4,781,200	\$5,325,925	\$10,107,125	47.31%	0.12%
CONDO	BN09 Total		59	59	118	100.00%	\$10,682,325	\$10,682,325	\$21,364,650	100.00%	0.25%
CONDO	BN10	AMVT	1	1	2	4.35%	\$145,000	\$88,900	\$233,900	4.91%	0.00%
CONDO	BN10	BBRI				0.00%				0.00%	0.00%
CONDO	BN10	CBRR	1	2	3	6.52%	\$96,000	\$141,000	\$237,000	4.98%	0.00%
CONDO	BN10	DNFR	4	1	5	10.87%	\$617,000	\$40,100	\$657,100	13.81%	0.01%
CONDO	BN10	NAPL				0.00%				0.00%	0.00%
CONDO	BN10	PREM				0.00%				0.00%	0.00%
CONDO	BN10	PRUD				0.00%				0.00%	0.00%
CONDO	BN10	WOOD				0.00%				0.00%	0.00%
CONDO	BN10	X-OTHER	17	19	36	78.26%	\$1,521,900	\$2,109,900	\$3,631,800	76.30%	0.04%
CONDO	BN10 Total		23	23	46	100.00%	\$2,379,900	\$2,379,900	\$4,759,800	100.00%	0.06%
CONDO	BN11	AMVT	2	1	3	4.55%	\$391,900	\$195,000	\$586,900	4.17%	0.01%
CONDO	BN11	BBRI				0.00%				0.00%	0.00%
CONDO	BN11	CBRR	3		3	4.55%	\$468,500		\$468,500	3.33%	0.01%
CONDO	BN11	DNFR	6	6	12	18.18%	\$1,829,000	\$1,563,500	\$3,392,500	24.10%	0.04%
CONDO	BN11	NAPL	1	2	3	4.55%	\$235,000	\$301,500	\$536,500	3.81%	0.01%
CONDO	BN11	PREM	4	4	8	12.12%	\$788,000	\$967,000	\$1,755,000	12.47%	0.02%
CONDO	BN11	PRUD		1	1	1.52%		\$120,000	\$120,000	0.85%	0.00%
CONDO	BN11	WOOD		5	5	7.58%		\$1,335,000	\$1,335,000	9.48%	0.02%
CONDO	BN11	X-OTHER	17	14	31	46.97%	\$3,326,000	\$2,556,400	\$5,882,400	41.79%	0.07%
CONDO	BN11 Total		33	33	66	100.00%	\$7,038,400	\$7,038,400	\$14,076,800	100.00%	0.16%
CONDO	BN12	AMVT	3	1	4	3.28%	\$405,250	\$145,000	\$550,250	2.65%	0.01%
CONDO	BN12	BBRI				0.00%				0.00%	0.00%
CONDO	BN12	CBRR	2		2	1.64%	\$515,000		\$515,000	2.48%	0.01%
CONDO	BN12	DNFR	6	6	12	9.84%	\$1,071,000	\$978,500	\$2,049,500	9.85%	0.02%
CONDO	BN12	NAPL				0.00%				0.00%	0.00%
CONDO	BN12	PREM		5	5	4.10%		\$641,750	\$641,750	3.08%	0.01%
CONDO	BN12	PRUD	4	3	7	5.74%	\$975,000	\$676,000	\$1,651,000	7.94%	0.02%
CONDO	BN12	WOOD	23	16	39	31.97%	\$4,484,900	\$3,022,450	\$7,507,350	36.09%	0.09%
CONDO	BN12	X-OTHER	23	30	53	43.44%	\$2,950,050	\$4,937,500	\$7,887,550	37.92%	0.09%
CONDO	BN12 Total		61	61	122	100.00%	\$10,401,200	\$10,401,200	\$20,802,400	100.00%	0.24%

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2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	BN07	AMVT	1	1	2	2.00%	\$114,500	\$120,000	\$234,500	1.58%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	2	3	5	5.00%	\$364,900	\$408,500	\$773,400	5.22%	0.01%
CONDO		DNFR	4	6	10	10.00%	\$617,000	\$722,200	\$1,339,200	9.04%	0.02%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	3	1	4	4.00%	\$382,000	\$123,000	\$505,000	3.41%	0.01%
CONDO		PRUD	2	1	3	3.00%	\$407,500	\$218,000	\$625,500	4.22%	0.01%
CONDO		WOOD	10	9	19	19.00%	\$1,457,700	\$1,481,900	\$2,939,600	19.84%	0.03%
CONDO		X-OTHER	28	29	57	57.00%	\$4,064,900	\$4,334,900	\$8,399,800	56.69%	0.10%
CONDO	BN07 Total		50	50	100	100.00%	\$7,408,500	\$7,408,500	\$14,817,000	100.00%	0.17%
CONDO	BN08	AMVT				0.00%				0.00%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	4	1	5	13.16%	\$325,501	\$105,000	\$430,501	11.75%	0.01%
CONDO		DNFR	1		1	2.63%	\$90,000		\$90,000	2.46%	0.00%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD				0.00%				0.00%	0.00%
CONDO		WOOD	1	2	3	7.89%	\$130,500	\$225,500	\$356,000	9.72%	0.00%
CONDO		X-OTHER	13	16	29	76.32%	\$1,285,600	\$1,501,101	\$2,786,701	76.07%	0.03%
CONDO	BN08 Total		19	19	38	100.00%	\$1,831,601	\$1,831,601	\$3,663,202	100.00%	0.04%
CONDO	BN09	AMVT	1		1	1.32%	\$185,000		\$185,000	1.34%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	5	5	10	13.16%	\$804,000	\$871,250	\$1,675,250	12.16%	0.02%
CONDO		DNFR	4	4	8	10.53%	\$682,300	\$612,500	\$1,294,800	9.40%	0.02%
CONDO		NAPL	1	1	2	2.63%	\$145,000	\$190,000	\$335,000	2.43%	0.00%
CONDO		PREM		1	1	1.32%		\$247,000	\$247,000	1.79%	0.00%
CONDO		PRUD	2	1	3	3.95%	\$372,000	\$190,000	\$562,000	4.08%	0.01%
CONDO		WOOD	2	2	4	5.26%	\$350,000	\$386,900	\$736,900	5.35%	0.01%
CONDO		X-OTHER	23	24	47	61.84%	\$4,351,735	\$4,392,385	\$8,744,120	63.45%	0.10%
CONDO	BN09 Total		38	38	76	100.00%	\$6,890,035	\$6,890,035	\$13,780,070	100.00%	0.16%
CONDO	BN10	AMVT	1		1	2.38%	\$250,000		\$250,000	4.84%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR	2	3	5	11.90%	\$260,000	\$428,000	\$688,000	13.33%	0.01%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD	1	1	2	4.76%	\$205,000	\$205,000	\$410,000	7.94%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	17	17	34	80.95%	\$1,865,400	\$1,947,400	\$3,812,800	73.88%	0.04%
CONDO	BN10 Total		21	21	42	100.00%	\$2,580,400	\$2,580,400	\$5,160,800	100.00%	0.06%
CONDO	BN11	AMVT		1	1	1.09%		\$178,500	\$178,500	0.80%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR		2	2	2.17%		\$345,000	\$345,000	1.55%	0.00%
CONDO		DNFR	17	9	26	28.26%	\$4,150,500	\$2,016,000	\$6,166,500	27.79%	0.07%
CONDO		NAPL	2	4	6	6.52%	\$225,000	\$676,000	\$901,000	4.06%	0.01%
CONDO		PREM	5	3	8	8.70%	\$1,470,000	\$897,500	\$2,367,500	10.67%	0.03%
CONDO		PRUD	4	1	5	5.43%	\$1,447,500	\$375,000	\$1,822,500	8.21%	0.02%
CONDO		WOOD	4	4	8	8.70%	\$857,500	\$1,010,000	\$1,867,500	8.42%	0.02%
CONDO		X-OTHER	14	22	36	39.13%	\$2,943,500	\$5,596,000	\$8,539,500	38.49%	0.10%
CONDO	BN11 Total		46	46	92	100.00%	\$11,094,000	\$11,094,000	\$22,188,000	100.00%	0.26%
CONDO	BN12	AMVT	1	1	2	1.23%	\$220,000	\$240,000	\$460,000	1.56%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	2		2	1.23%	\$279,000		\$279,000	0.94%	0.00%
CONDO		DNFR	8	5	13	8.02%	\$1,559,000	\$877,500	\$2,436,500	8.25%	0.03%
CONDO		NAPL		1	1	0.62%		\$255,000	\$255,000	0.86%	0.00%
CONDO		PREM	6	3	9	5.56%	\$802,500	\$406,000	\$1,208,500	4.09%	0.01%
CONDO		PRUD	7	6	13	8.02%	\$1,952,999	\$1,164,499	\$3,117,498	10.55%	0.04%
CONDO		WOOD	25	22	47	29.01%	\$4,222,900	\$4,198,400	\$8,421,300	28.51%	0.10%
CONDO		X-OTHER	32	43	75	46.30%	\$5,733,300	\$7,628,300	\$13,361,600	45.23%	0.16%
CONDO	BN12 Total		81	81	162	100.00%	\$14,769,699	\$14,769,699	\$29,539,398	100.00%	0.35%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	BN13	AMVT									0.00%
CONDO	BN13	BBRI									0.00%
CONDO	BN13	CBRR									0.00%
CONDO	BN13	DNFR									0.00%
CONDO	BN13	NAPL									0.00%
CONDO	BN13	PREM									0.00%
CONDO	BN13	PRUD									0.00%
CONDO	BN13	WOOD									0.00%
CONDO	BN13	X-OTHER									0.00%
CONDO	BN13 Total										0.00%
CONDO	ES01	AMVT	1	2	3	0.91%	\$160,000	\$355,900	\$515,900	0.72%	0.01%
CONDO	ES01	BBRI				0.00%				0.00%	0.00%
CONDO	ES01	CBRR	6	8	14	4.24%	\$982,150	\$1,697,505	\$2,679,655	3.72%	0.03%
CONDO	ES01	DNFR	21	25	46	13.94%	\$5,027,400	\$5,692,054	\$10,719,454	14.86%	0.13%
CONDO	ES01	NAPL		1	1	0.30%		\$78,500	\$78,500	0.11%	0.00%
CONDO	ES01	PREM	1	2	3	0.91%	\$410,000	\$455,000	\$865,000	1.20%	0.01%
CONDO	ES01	PRUD	27	18	45	13.64%	\$5,915,078	\$4,127,954	\$10,043,032	13.93%	0.12%
CONDO	ES01	WOOD	19	15	34	10.30%	\$4,857,000	\$3,454,152	\$8,311,152	11.52%	0.10%
CONDO	ES01	X-OTHER	90	94	184	55.76%	\$18,707,997	\$20,198,560	\$38,906,557	53.95%	0.46%
CONDO	ES01 Total		165	165	330	100.00%	\$36,059,625	\$36,059,625	\$72,119,250	100.00%	0.84%
CONDO	ES02	AMVT	6	1	7	7.00%	\$836,000	\$146,000	\$982,000	7.78%	0.01%
CONDO	ES02	BBRI				0.00%				0.00%	0.00%
CONDO	ES02	CBRR	2		2	2.00%	\$273,500		\$273,500	2.17%	0.00%
CONDO	ES02	DNFR	6	10	16	16.00%	\$806,500	\$1,323,500	\$2,130,000	16.88%	0.02%
CONDO	ES02	NAPL				0.00%				0.00%	0.00%
CONDO	ES02	PREM				0.00%				0.00%	0.00%
CONDO	ES02	PRUD	1	5	6	6.00%	\$133,000	\$592,000	\$725,000	5.75%	0.01%
CONDO	ES02	WOOD	2	2	4	4.00%	\$239,000	\$255,000	\$494,000	3.92%	0.01%
CONDO	ES02	X-OTHER	33	32	65	65.00%	\$4,019,500	\$3,991,000	\$8,010,500	63.50%	0.09%
CONDO	ES02 Total		50	50	100	100.00%	\$6,307,500	\$6,307,500	\$12,615,000	100.00%	0.15%
CONDO	ES03	AMVT	1	2	3	1.90%	\$241,000	\$427,500	\$668,500	2.76%	0.01%
CONDO	ES03	BBRI				0.00%				0.00%	0.00%
CONDO	ES03	CBRR	6	3	9	5.70%	\$866,000	\$491,000	\$1,357,000	5.61%	0.02%
CONDO	ES03	DNFR	17	13	30	18.99%	\$2,785,551	\$1,879,000	\$4,664,551	19.28%	0.05%
CONDO	ES03	NAPL				0.00%				0.00%	0.00%
CONDO	ES03	PREM	1	2	3	1.90%	\$186,500	\$342,000	\$528,500	2.18%	0.01%
CONDO	ES03	PRUD	7	5	12	7.59%	\$1,289,000	\$1,032,500	\$2,321,500	9.60%	0.03%
CONDO	ES03	WOOD	5	3	8	5.06%	\$965,000	\$411,000	\$1,376,000	5.69%	0.02%
CONDO	ES03	X-OTHER	42	51	93	58.86%	\$5,764,000	\$7,514,051	\$13,278,051	54.88%	0.16%
CONDO	ES03 Total		79	79	158	100.00%	\$12,097,051	\$12,097,051	\$24,194,102	100.00%	0.28%
CONDO	NA01	AMVT	12	12	24	4.29%	\$9,311,900	\$6,247,150	\$15,559,050	6.24%	0.18%
CONDO	NA01	BBRI				0.00%				0.00%	0.00%
CONDO	NA01	CBRR	27	22	49	8.75%	\$12,444,164	\$9,913,225	\$22,357,389	8.97%	0.26%
CONDO	NA01	DNFR	43	49	92	16.43%	\$21,457,100	\$24,277,500	\$45,734,600	18.35%	0.53%
CONDO	NA01	NAPL	4	4	8	1.43%	\$971,000	\$2,982,000	\$3,953,000	1.59%	0.05%
CONDO	NA01	PREM	23	20	43	7.68%	\$17,081,000	\$16,638,000	\$33,719,000	13.53%	0.39%
CONDO	NA01	PRUD	5	9	14	2.50%	\$1,004,900	\$5,160,900	\$6,165,800	2.47%	0.07%
CONDO	NA01	WOOD	27	23	50	8.93%	\$7,343,250	\$10,017,000	\$17,360,250	6.97%	0.20%
CONDO	NA01	X-OTHER	139	141	280	50.00%	\$55,008,159	\$49,385,698	\$104,393,857	41.88%	1.22%
CONDO	NA01 Total		280	280	560	100.00%	\$124,621,473	\$124,621,473	\$249,242,946	100.00%	2.92%
CONDO	NA02	AMVT	3	2	5	2.84%	\$1,540,000	\$475,000	\$2,015,000	1.17%	0.02%
CONDO	NA02	BBRI				0.00%				0.00%	0.00%
CONDO	NA02	CBRR	5	3	8	4.55%	\$2,822,200	\$2,232,000	\$5,054,200	2.93%	0.06%
CONDO	NA02	DNFR	9	8	17	9.66%	\$3,865,500	\$4,590,000	\$8,455,500	4.90%	0.10%
CONDO	NA02	NAPL	2	1	3	1.70%	\$665,000	\$880,000	\$1,545,000	0.89%	0.02%
CONDO	NA02	PREM	25	17	42	23.86%	\$52,393,750	\$30,834,500	\$83,228,250	48.19%	0.97%
CONDO	NA02	PRUD	1	2	3	1.70%	\$642,500	\$4,160,000	\$4,802,500	2.78%	0.06%
CONDO	NA02	WOOD	8	9	17	9.66%	\$4,435,000	\$9,637,950	\$14,072,950	8.15%	0.16%
CONDO	NA02	X-OTHER	35	46	81	46.02%	\$19,985,000	\$33,539,500	\$53,524,500	30.99%	0.63%
CONDO	NA02 Total		88	88	176	100.00%	\$86,348,950	\$86,348,950	\$172,697,900	100.00%	2.02%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	BN13	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	BN13 Total										0.00%
CONDO	ES01	AMVT		1	1	0.31%		\$240,000	\$240,000	0.30%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	3	4	7	2.20%	\$398,000	\$613,900	\$1,011,900	1.28%	0.01%
CONDO		DNFR	37	39	76	23.90%	\$10,160,400	\$10,182,100	\$20,342,500	25.63%	0.24%
CONDO		NAPL	1		1	0.31%	\$78,000		\$78,000	0.10%	0.00%
CONDO		PREM		2	2	0.63%		\$535,000	\$535,000	0.67%	0.01%
CONDO		PRUD	11	17	28	8.81%	\$2,962,500	\$4,267,000	\$7,229,500	9.12%	0.08%
CONDO		WOOD	21	23	44	13.84%	\$6,278,500	\$7,319,500	\$13,598,000	17.15%	0.16%
CONDO		X-OTHER	86	73	159	50.00%	\$19,777,245	\$16,497,145	\$36,274,390	45.74%	0.42%
CONDO	ES01 Total		159	159	318	100.00%	\$39,654,645	\$39,654,645	\$79,309,290	100.00%	0.93%
CONDO	ES02	AMVT	9	3	12	10.71%	\$1,212,400	\$370,100	\$1,582,500	10.55%	0.02%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	1	3	4	3.57%	\$103,900	\$373,000	\$476,900	3.18%	0.01%
CONDO		DNFR	7	8	15	13.39%	\$930,950	\$1,128,500	\$2,059,450	13.73%	0.02%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	1	1	2	1.79%	\$110,000	\$105,000	\$215,000	1.43%	0.00%
CONDO		PRUD				0.00%				0.00%	0.00%
CONDO		WOOD	3	3	6	5.36%	\$451,250	\$469,500	\$920,750	6.14%	0.01%
CONDO		X-OTHER	35	38	73	65.18%	\$4,690,015	\$5,052,415	\$9,742,430	64.96%	0.11%
CONDO	ES02 Total		56	56	112	100.00%	\$7,498,515	\$7,498,515	\$14,997,030	100.00%	0.18%
CONDO	ES03	AMVT				0.00%				0.00%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	4	1	5	3.38%	\$581,000	\$156,000	\$737,000	2.90%	0.01%
CONDO		DNFR	5	14	19	12.84%	\$810,500	\$2,025,500	\$2,836,000	11.14%	0.03%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	2	1	3	2.03%	\$273,500	\$155,000	\$428,500	1.68%	0.01%
CONDO		PRUD	8	6	14	9.46%	\$2,068,500	\$1,453,500	\$3,522,000	13.84%	0.04%
CONDO		WOOD	4	6	10	6.76%	\$732,500	\$1,163,500	\$1,896,000	7.45%	0.02%
CONDO		X-OTHER	51	46	97	65.54%	\$8,257,600	\$7,770,100	\$16,027,700	62.98%	0.19%
CONDO	ES03 Total		74	74	148	100.00%	\$12,723,600	\$12,723,600	\$25,447,200	100.00%	0.30%
CONDO	NA01	AMVT	12	11	23	3.72%	\$6,794,000	\$4,122,301	\$10,916,301	3.54%	0.13%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	23	20	43	6.96%	\$8,509,731	\$7,467,568	\$15,977,299	5.18%	0.19%
CONDO		DNFR	46	29	75	12.14%	\$25,963,825	\$17,419,000	\$43,382,825	14.07%	0.51%
CONDO		NAPL	2	4	6	0.97%	\$358,501	\$1,285,000	\$1,643,501	0.53%	0.02%
CONDO		PREM	25	21	46	7.44%	\$19,175,500	\$16,949,000	\$36,124,500	11.71%	0.42%
CONDO		PRUD	11	12	23	3.72%	\$2,012,400	\$5,197,500	\$7,209,900	2.34%	0.08%
CONDO		WOOD	34	35	69	11.17%	\$17,058,400	\$20,823,100	\$37,881,500	12.28%	0.44%
CONDO		X-OTHER	156	177	333	53.88%	\$74,332,300	\$80,941,188	\$155,273,488	50.35%	1.82%
CONDO	NA01 Total		309	309	618	100.00%	\$154,204,657	\$154,204,657	\$308,409,314	100.00%	3.61%
CONDO	NA02	AMVT	1	6	7	2.80%	\$450,000	\$5,153,000	\$5,603,000	1.82%	0.07%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	4	3	7	2.80%	\$2,485,500	\$6,406,000	\$8,891,500	2.88%	0.10%
CONDO		DNFR	13	5	18	7.20%	\$11,587,000	\$8,746,500	\$20,333,500	6.59%	0.24%
CONDO		NAPL	3	4	7	2.80%	\$577,000	\$4,729,500	\$5,306,500	1.72%	0.06%
CONDO		PREM	11	8	19	7.60%	\$14,979,500	\$17,455,000	\$32,434,500	10.52%	0.38%
CONDO		PRUD	2	5	7	2.80%	\$570,000	\$5,991,500	\$6,561,500	2.13%	0.08%
CONDO		WOOD	5	8	13	5.20%	\$4,385,350	\$6,512,000	\$10,897,350	3.53%	0.13%
CONDO		X-OTHER	86	86	172	68.80%	\$119,175,550	\$99,216,400	\$218,391,950	70.81%	2.55%
CONDO	NA02 Total		125	125	250	100.00%	\$154,209,900	\$154,209,900	\$308,419,800	100.00%	3.61%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA03	AMVT		1	1	5.00%		\$240,000	\$240,000	4.86%	0.00%
CONDO	NA03	BBRI				0.00%				0.00%	0.00%
CONDO	NA03	CBRR				0.00%				0.00%	0.00%
CONDO	NA03	DNFR	2	2	4	20.00%	\$413,750	\$470,000	\$883,750	17.88%	0.01%
CONDO	NA03	NAPL				0.00%				0.00%	0.00%
CONDO	NA03	PREM	2	1	3	15.00%	\$565,000	\$280,000	\$845,000	17.10%	0.01%
CONDO	NA03	PRUD				0.00%				0.00%	0.00%
CONDO	NA03	WOOD	1	1	2	10.00%	\$252,500	\$252,500	\$505,000	10.22%	0.01%
CONDO	NA03	X-OTHER	5	5	10	50.00%	\$1,240,000	\$1,228,750	\$2,468,750	49.95%	0.03%
CONDO	NA03 Total		10	10	20	100.00%	\$2,471,250	\$2,471,250	\$4,942,500	100.00%	0.06%
CONDO	NA04	AMVT	3	5	8	1.33%	\$1,565,000	\$3,545,000	\$5,110,000	0.97%	0.06%
CONDO	NA04	BBRI				0.00%				0.00%	0.00%
CONDO	NA04	CBRR	10	12	22	3.65%	\$8,904,000	\$7,510,000	\$16,414,000	3.12%	0.19%
CONDO	NA04	DNFR	77	62	139	23.09%	\$54,867,850	\$44,749,750	\$99,617,600	18.91%	1.17%
CONDO	NA04	NAPL	6	3	9	1.50%	\$2,323,400	\$1,365,000	\$3,688,400	0.70%	0.04%
CONDO	NA04	PREM	83	68	151	25.08%	\$97,879,000	\$72,766,900	\$170,645,900	32.40%	2.00%
CONDO	NA04	PRUD	9	10	19	3.16%	\$5,711,000	\$10,017,800	\$15,728,800	2.99%	0.18%
CONDO	NA04	WOOD	73	77	150	24.92%	\$62,670,500	\$68,081,300	\$130,751,800	24.83%	1.53%
CONDO	NA04	X-OTHER	40	64	104	17.28%	\$29,412,900	\$55,297,900	\$84,710,800	16.08%	0.99%
CONDO	NA04 Total		301	301	602	100.00%	\$263,333,650	\$263,333,650	\$526,667,300	100.00%	6.16%
CONDO	NA05	AMVT	4	13	17	2.11%	\$1,571,977	\$6,078,000	\$7,649,977	1.26%	0.09%
CONDO	NA05	BBRI				0.00%				0.00%	0.00%
CONDO	NA05	CBRR	34	31	65	8.08%	\$13,628,845	\$16,424,945	\$30,053,790	4.96%	0.35%
CONDO	NA05	DNFR	82	64	146	18.16%	\$43,634,400	\$37,880,877	\$81,515,277	13.46%	0.95%
CONDO	NA05	NAPL	2	2	4	0.50%	\$400,000	\$395,000	\$795,000	0.13%	0.01%
CONDO	NA05	PREM	106	82	188	23.38%	\$135,179,499	\$96,538,899	\$231,718,398	38.26%	2.71%
CONDO	NA05	PRUD	11	15	26	3.23%	\$8,357,000	\$11,729,000	\$20,086,000	3.32%	0.23%
CONDO	NA05	WOOD	85	75	160	19.90%	\$53,782,500	\$58,595,500	\$112,378,000	18.56%	1.31%
CONDO	NA05	X-OTHER	78	120	198	24.63%	\$46,232,901	\$75,144,901	\$121,377,802	20.04%	1.42%
CONDO	NA05 Total		402	402	804	100.00%	\$302,787,122	\$302,787,122	\$605,574,244	100.00%	7.08%
CONDO	NA06	AMVT	3	3	6	2.48%	\$932,000	\$1,645,000	\$2,577,000	1.97%	0.03%
CONDO	NA06	BBRI				0.00%				0.00%	0.00%
CONDO	NA06	CBRR	11	9	20	8.26%	\$4,070,000	\$4,119,000	\$8,189,000	6.26%	0.10%
CONDO	NA06	DNFR	17	17	34	14.05%	\$8,895,500	\$8,547,000	\$17,442,500	13.34%	0.20%
CONDO	NA06	NAPL	1		1	0.41%	\$200,000		\$200,000	0.15%	0.00%
CONDO	NA06	PREM	19	14	33	13.64%	\$19,057,500	\$11,477,000	\$30,534,500	23.35%	0.36%
CONDO	NA06	PRUD	2	5	7	2.89%	\$872,000	\$3,987,500	\$4,859,500	3.72%	0.06%
CONDO	NA06	WOOD	32	19	51	21.07%	\$15,061,500	\$9,333,500	\$24,395,000	18.66%	0.29%
CONDO	NA06	X-OTHER	36	54	90	37.19%	\$16,290,575	\$26,270,075	\$42,560,650	32.55%	0.50%
CONDO	NA06 Total		121	121	242	100.00%	\$65,379,075	\$65,379,075	\$130,758,150	100.00%	1.53%
CONDO	NA07	AMVT				0.00%				0.00%	0.00%
CONDO	NA07	BBRI				0.00%				0.00%	0.00%
CONDO	NA07	CBRR				0.00%				0.00%	0.00%
CONDO	NA07	DNFR				0.00%				0.00%	0.00%
CONDO	NA07	NAPL				0.00%				0.00%	0.00%
CONDO	NA07	PREM				0.00%				0.00%	0.00%
CONDO	NA07	PRUD				0.00%				0.00%	0.00%
CONDO	NA07	WOOD				0.00%				0.00%	0.00%
CONDO	NA07	X-OTHER	1	1	2	100.00%	\$395,000	\$395,000	\$790,000	100.00%	0.01%
CONDO	NA07 Total		1	1	2	100.00%	\$395,000	\$395,000	\$790,000	100.00%	0.01%
CONDO	NA08	AMVT	2	3	5	2.69%	\$289,500	\$1,070,000	\$1,359,500	2.55%	0.02%
CONDO	NA08	BBRI				0.00%				0.00%	0.00%
CONDO	NA08	CBRR	7	10	17	9.14%	\$4,612,055	\$2,109,900	\$6,721,955	12.61%	0.08%
CONDO	NA08	DNFR	20	12	32	17.20%	\$4,642,900	\$4,035,400	\$8,678,300	16.27%	0.10%
CONDO	NA08	NAPL	1		1	0.54%	\$340,000		\$340,000	0.64%	0.00%
CONDO	NA08	PREM	7	7	14	7.53%	\$2,593,000	\$2,300,000	\$4,893,000	9.18%	0.06%
CONDO	NA08	PRUD	3	5	8	4.30%	\$985,000	\$1,360,500	\$2,345,500	4.40%	0.03%
CONDO	NA08	WOOD	13	11	24	12.90%	\$4,315,000	\$4,792,500	\$9,107,500	17.08%	0.11%
CONDO	NA08	X-OTHER	40	45	85	45.70%	\$8,884,600	\$10,993,755	\$19,878,355	37.28%	0.23%
CONDO	NA08 Total		93	93	186	100.00%	\$26,662,055	\$26,662,055	\$53,324,110	100.00%	0.62%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA03	AMVT	1		1	3.33%	\$180,000		\$180,000	2.54%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	1	1	2	6.67%	\$242,500	\$315,000	\$557,500	7.86%	0.01%
CONDO		DNFR	2	1	3	10.00%	\$345,000	\$222,000	\$567,000	7.99%	0.01%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	3	1	4	13.33%	\$709,000	\$325,000	\$1,034,000	14.58%	0.01%
CONDO		PRUD				0.00%				0.00%	0.00%
CONDO		WOOD	1	3	4	13.33%	\$365,000	\$735,000	\$1,100,000	15.51%	0.01%
CONDO		X-OTHER	7	9	16	53.33%	\$1,705,500	\$1,950,000	\$3,655,500	51.53%	0.04%
CONDO	NA03 Total		15	15	30	100.00%	\$3,547,000	\$3,547,000	\$7,094,000	100.00%	0.08%
CONDO	NA04	AMVT	2	3	5	0.79%	\$1,019,000	\$1,360,000	\$2,379,000	0.40%	0.03%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	22	21	43	6.83%	\$11,805,447	\$11,446,550	\$23,251,997	3.94%	0.27%
CONDO		DNFR	81	65	146	23.17%	\$67,677,000	\$53,702,350	\$121,379,350	20.59%	1.42%
CONDO		NAPL	5	3	8	1.27%	\$2,335,000	\$1,555,000	\$3,890,000	0.66%	0.05%
CONDO		PREM	91	71	162	25.71%	\$107,951,304	\$82,220,204	\$190,171,508	32.25%	2.22%
CONDO		PRUD	4	8	12	1.90%	\$3,011,000	\$3,922,500	\$6,933,500	1.18%	0.08%
CONDO		WOOD	68	63	131	20.79%	\$70,705,400	\$76,434,547	\$147,139,947	24.95%	1.72%
CONDO		X-OTHER	42	81	123	19.52%	\$30,310,800	\$64,173,800	\$94,484,600	16.02%	1.11%
CONDO	NA04 Total		315	315	630	100.00%	\$294,814,951	\$294,814,951	\$589,629,902	100.00%	6.90%
CONDO	NA05	AMVT	7		7	0.77%	\$5,509,100		\$5,509,100	0.71%	0.06%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	44	44	88	9.63%	\$25,200,300	\$23,847,900	\$49,048,200	6.34%	0.57%
CONDO		DNFR	65	57	122	13.35%	\$40,261,000	\$40,485,757	\$80,746,757	10.44%	0.94%
CONDO		NAPL	2	2	4	0.44%	\$250,500	\$413,000	\$663,500	0.09%	0.01%
CONDO		PREM	120	98	218	23.85%	\$167,846,743	\$121,832,400	\$289,679,143	37.45%	3.39%
CONDO		PRUD	17	16	33	3.61%	\$10,862,000	\$10,910,500	\$21,772,500	2.81%	0.25%
CONDO		WOOD	94	77	171	18.71%	\$66,844,900	\$66,477,800	\$133,322,700	17.24%	1.56%
CONDO		X-OTHER	108	163	271	29.65%	\$69,959,290	\$122,766,476	\$192,725,766	24.92%	2.25%
CONDO	NA05 Total		457	457	914	100.00%	\$386,733,833	\$386,733,833	\$773,467,666	100.00%	9.05%
CONDO	NA06	AMVT	1		1	0.32%	\$560,000		\$560,000	0.27%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	7	9	16	5.13%	\$4,169,000	\$4,844,605	\$9,013,605	4.27%	0.11%
CONDO		DNFR	15	13	28	8.97%	\$7,416,000	\$12,187,000	\$19,603,000	9.29%	0.23%
CONDO		NAPL		1	1	0.32%		\$850,000	\$850,000	0.40%	0.01%
CONDO		PREM	36	24	60	19.23%	\$22,371,505	\$19,005,750	\$41,377,255	19.60%	0.48%
CONDO		PRUD	4	9	13	4.17%	\$1,748,500	\$5,352,900	\$7,101,400	3.36%	0.08%
CONDO		WOOD	25	20	45	14.42%	\$21,992,000	\$16,277,901	\$38,269,901	18.13%	0.45%
CONDO		X-OTHER	68	80	148	47.44%	\$47,305,496	\$47,044,345	\$94,349,841	44.69%	1.10%
CONDO	NA06 Total		156	156	312	100.00%	\$105,562,501	\$105,562,501	\$211,125,002	100.00%	2.47%
CONDO	NA07	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA07 Total										0.00%
CONDO	NA08	AMVT	3	2	5	2.87%	\$504,000	\$701,000	\$1,205,000	2.17%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	6	6	12	6.90%	\$2,390,250	\$2,834,500	\$5,224,750	9.41%	0.06%
CONDO		DNFR	20	16	36	20.69%	\$6,590,000	\$5,425,600	\$12,015,600	21.63%	0.14%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	7	4	11	6.32%	\$2,635,000	\$1,477,500	\$4,112,500	7.40%	0.05%
CONDO		PRUD	5	2	7	4.02%	\$1,541,100	\$616,000	\$2,157,100	3.88%	0.03%
CONDO		WOOD	9	12	21	12.07%	\$4,003,000	\$4,314,200	\$8,317,200	14.97%	0.10%
CONDO		X-OTHER	37	45	82	47.13%	\$10,111,600	\$12,406,150	\$22,517,750	40.54%	0.26%
CONDO	NA08 Total		87	87	174	100.00%	\$27,774,950	\$27,774,950	\$55,549,900	100.00%	0.65%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA09	AMVT		3	3	1.46%		\$158,900	\$158,900	0.64%	0.00%
CONDO	NA09	BBRI				0.00%				0.00%	0.00%
CONDO	NA09	CBRR	10	10	20	9.71%	\$1,230,022	\$622,472	\$1,852,494	7.47%	0.02%
CONDO	NA09	DNFR	4	4	8	3.88%	\$365,500	\$682,000	\$1,047,500	4.22%	0.01%
CONDO	NA09	NAPL	1		1	0.49%	\$59,000		\$59,000	0.24%	0.00%
CONDO	NA09	PREM	3	4	7	3.40%	\$1,655,000	\$1,526,000	\$3,181,000	12.83%	0.04%
CONDO	NA09	PRUD	2	2	4	1.94%	\$350,000	\$208,000	\$558,000	2.25%	0.01%
CONDO	NA09	WOOD	10	17	27	13.11%	\$1,594,900	\$1,924,500	\$3,519,400	14.19%	0.04%
CONDO	NA09	X-OTHER	73	63	136	66.02%	\$7,146,440	\$7,278,990	\$14,425,430	58.16%	0.17%
CONDO	NA09 Total		103	103	206	100.00%	\$12,400,862	\$12,400,862	\$24,801,724	100.00%	0.29%
CONDO	NA11	AMVT	11	11	22	4.42%	\$3,084,000	\$2,663,000	\$5,747,000	5.96%	0.07%
CONDO	NA11	BBRI				0.00%				0.00%	0.00%
CONDO	NA11	CBRR	25	19	44	8.84%	\$4,361,700	\$2,978,500	\$7,340,200	7.61%	0.09%
CONDO	NA11	DNFR	29	29	58	11.65%	\$5,394,600	\$5,439,000	\$10,833,600	11.23%	0.13%
CONDO	NA11	NAPL	2	2	4	0.80%	\$280,000	\$215,000	\$495,000	0.51%	0.01%
CONDO	NA11	PREM	4	5	9	1.81%	\$644,000	\$1,545,000	\$2,189,000	2.27%	0.03%
CONDO	NA11	PRUD	10	15	25	5.02%	\$1,610,400	\$2,302,759	\$3,913,159	4.06%	0.05%
CONDO	NA11	WOOD	54	46	100	20.08%	\$12,030,200	\$11,057,900	\$23,088,100	23.94%	0.27%
CONDO	NA11	X-OTHER	114	122	236	47.39%	\$20,809,524	\$22,013,265	\$42,822,789	44.41%	0.50%
CONDO	NA11 Total		249	249	498	100.00%	\$48,214,424	\$48,214,424	\$96,428,848	100.00%	1.13%
CONDO	NA12	AMVT	6	12	18	4.02%	\$1,497,000	\$2,296,000	\$3,793,000	3.35%	0.04%
CONDO	NA12	BBRI				0.00%				0.00%	0.00%
CONDO	NA12	CBRR	12	12	24	5.36%	\$3,596,500	\$3,179,600	\$6,776,100	5.99%	0.08%
CONDO	NA12	DNFR	53	40	93	20.76%	\$13,250,601	\$9,213,900	\$22,464,501	19.85%	0.26%
CONDO	NA12	NAPL	2	3	5	1.12%	\$182,000	\$583,500	\$765,500	0.68%	0.01%
CONDO	NA12	PREM	34	20	54	12.05%	\$14,347,000	\$8,691,000	\$23,038,000	20.36%	0.27%
CONDO	NA12	PRUD	18	16	34	7.59%	\$4,335,190	\$5,213,706	\$9,548,896	8.44%	0.11%
CONDO	NA12	WOOD	15	17	32	7.14%	\$4,791,500	\$5,355,150	\$10,146,650	8.97%	0.12%
CONDO	NA12	X-OTHER	84	104	188	41.96%	\$14,585,651	\$22,052,586	\$36,638,237	32.37%	0.43%
CONDO	NA12 Total		224	224	448	100.00%	\$56,585,442	\$56,585,442	\$113,170,884	100.00%	1.32%
CONDO	NA13	AMVT	3	5	8	16.67%	\$510,900	\$710,000	\$1,220,900	18.61%	0.01%
CONDO	NA13	BBRI				0.00%				0.00%	0.00%
CONDO	NA13	CBRR	1	1	2	4.17%	\$180,000	\$125,000	\$305,000	4.65%	0.00%
CONDO	NA13	DNFR	4	5	9	18.75%	\$531,000	\$758,500	\$1,289,500	19.65%	0.02%
CONDO	NA13	NAPL	2	2	4	8.33%	\$260,000	\$265,900	\$525,900	8.02%	0.01%
CONDO	NA13	PREM	2		2	4.17%	\$318,000		\$318,000	4.85%	0.00%
CONDO	NA13	PRUD				0.00%				0.00%	0.00%
CONDO	NA13	WOOD		2	2	4.17%		\$306,250	\$306,250	4.67%	0.00%
CONDO	NA13	X-OTHER	12	9	21	43.75%	\$1,480,750	\$1,115,000	\$2,595,750	39.56%	0.03%
CONDO	NA13 Total		24	24	48	100.00%	\$3,280,650	\$3,280,650	\$6,561,300	100.00%	0.08%
CONDO	NA14	AMVT	8	11	19	3.48%	\$947,900	\$1,852,500	\$2,800,400	2.60%	0.03%
CONDO	NA14	BBRI				0.00%				0.00%	0.00%
CONDO	NA14	CBRR	23	14	37	6.78%	\$3,778,800	\$3,376,500	\$7,155,300	6.63%	0.08%
CONDO	NA14	DNFR	41	34	75	13.74%	\$8,221,211	\$6,979,700	\$15,200,911	14.09%	0.18%
CONDO	NA14	NAPL	2	1	3	0.55%	\$168,500	\$100,000	\$268,500	0.25%	0.00%
CONDO	NA14	PREM	6	8	14	2.56%	\$2,017,000	\$2,052,500	\$4,069,500	3.77%	0.05%
CONDO	NA14	PRUD	15	27	42	7.69%	\$3,325,500	\$3,679,400	\$7,004,900	6.49%	0.08%
CONDO	NA14	WOOD	32	29	61	11.17%	\$7,692,899	\$6,740,700	\$14,433,599	13.38%	0.17%
CONDO	NA14	X-OTHER	146	149	295	54.03%	\$27,777,150	\$29,147,660	\$56,924,810	52.78%	0.67%
CONDO	NA14 Total		273	273	546	100.00%	\$53,928,960	\$53,928,960	\$107,857,920	100.00%	1.26%
CONDO	NA15	AMVT	1		1	0.98%	\$97,000		\$97,000	0.77%	0.00%
CONDO	NA15	BBRI				0.00%				0.00%	0.00%
CONDO	NA15	CBRR	5	2	7	6.86%	\$487,500	\$275,900	\$763,400	6.03%	0.01%
CONDO	NA15	DNFR	12	12	24	23.53%	\$1,278,500	\$1,348,950	\$2,627,450	20.75%	0.03%
CONDO	NA15	NAPL	3		3	2.94%	\$475,000		\$475,000	3.75%	0.01%
CONDO	NA15	PREM	3	3	6	5.88%	\$339,500	\$497,000	\$836,500	6.61%	0.01%
CONDO	NA15	PRUD	1	1	2	1.96%	\$55,900	\$73,000	\$128,900	1.02%	0.00%
CONDO	NA15	WOOD	10	4	14	13.73%	\$1,410,400	\$654,000	\$2,064,400	16.31%	0.02%
CONDO	NA15	X-OTHER	16	29	45	44.12%	\$2,185,950	\$3,480,900	\$5,666,850	44.76%	0.07%
CONDO	NA15 Total		51	51	102	100.00%	\$6,329,750	\$6,329,750	\$12,659,500	100.00%	0.15%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA09	AMVT	7	4	11	4.23%	\$694,500	\$438,500	\$1,133,000	2.68%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	7	6	13	5.00%	\$1,577,000	\$843,180	\$2,420,180	5.73%	0.03%
CONDO		DNFR	4	10	14	5.38%	\$241,000	\$1,653,300	\$1,894,300	4.48%	0.02%
CONDO		NAPL	1		1	0.38%	\$100,000		\$100,000	0.24%	0.00%
CONDO		PREM	1	1	2	0.77%	\$145,000	\$165,000	\$310,000	0.73%	0.00%
CONDO		PRUD	3	5	8	3.08%	\$385,000	\$562,000	\$947,000	2.24%	0.01%
CONDO		WOOD	11	10	21	8.08%	\$2,030,900	\$1,483,100	\$3,514,000	8.32%	0.04%
CONDO		X-OTHER	96	94	190	73.08%	\$15,948,136	\$15,976,456	\$31,924,592	75.57%	0.37%
CONDO	NA09 Total		130	130	260	100.00%	\$21,121,536	\$21,121,536	\$42,243,072	100.00%	0.49%
CONDO	NA11	AMVT	11	11	22	3.91%	\$2,808,550	\$2,556,000	\$5,364,550	4.41%	0.06%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	17	14	31	5.52%	\$2,856,000	\$2,692,800	\$5,548,800	4.57%	0.06%
CONDO		DNFR	39	25	64	11.39%	\$7,322,750	\$5,130,000	\$12,452,750	10.25%	0.15%
CONDO		NAPL	2	3	5	0.89%	\$592,000	\$507,000	\$1,099,000	0.90%	0.01%
CONDO		PREM	5	11	16	2.85%	\$1,480,400	\$3,638,000	\$5,118,400	4.21%	0.06%
CONDO		PRUD	10	6	16	2.85%	\$1,519,000	\$1,323,000	\$2,842,000	2.34%	0.03%
CONDO		WOOD	67	57	124	22.06%	\$15,154,575	\$13,677,526	\$28,832,101	23.73%	0.34%
CONDO		X-OTHER	130	154	284	50.53%	\$29,020,801	\$31,229,750	\$60,250,551	49.59%	0.70%
CONDO	NA11 Total		281	281	562	100.00%	\$60,754,076	\$60,754,076	\$121,508,152	100.00%	1.42%
CONDO	NA12	AMVT	5	8	13	2.69%	\$1,186,400	\$1,976,200	\$3,162,600	2.03%	0.04%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	20	8	28	5.79%	\$6,524,300	\$2,019,700	\$8,544,000	5.47%	0.10%
CONDO		DNFR	26	42	68	14.05%	\$6,921,400	\$12,265,900	\$19,187,300	12.29%	0.22%
CONDO		NAPL		3	3	0.62%		\$434,000	\$434,000	0.28%	0.01%
CONDO		PREM	31	34	65	13.43%	\$17,232,250	\$16,994,500	\$34,226,750	21.93%	0.40%
CONDO		PRUD	27	21	48	9.92%	\$12,182,500	\$9,416,600	\$21,599,100	13.84%	0.25%
CONDO		WOOD	33	22	55	11.36%	\$11,346,300	\$7,674,400	\$19,020,700	12.19%	0.22%
CONDO		X-OTHER	100	104	204	42.15%	\$22,644,087	\$27,255,937	\$49,900,024	31.97%	0.58%
CONDO	NA12 Total		242	242	484	100.00%	\$78,037,237	\$78,037,237	\$156,074,474	100.00%	1.83%
CONDO	NA13	AMVT	1	4	5	13.89%	\$160,000	\$658,800	\$818,800	14.93%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	2	1	3	8.33%	\$270,000	\$140,000	\$410,000	7.48%	0.00%
CONDO		DNFR	5	3	8	22.22%	\$781,300	\$445,000	\$1,226,300	22.36%	0.01%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	2	2	4	11.11%	\$238,500	\$323,000	\$561,500	10.24%	0.01%
CONDO		PRUD		2	2	5.56%		\$268,000	\$268,000	4.89%	0.00%
CONDO		WOOD	2	2	4	11.11%	\$320,050	\$340,050	\$660,100	12.04%	0.01%
CONDO		X-OTHER	6	4	10	27.78%	\$972,500	\$567,500	\$1,540,000	28.08%	0.02%
CONDO	NA13 Total		18	18	36	100.00%	\$2,742,350	\$2,742,350	\$5,484,700	100.00%	0.06%
CONDO	NA14	AMVT	13	17	30	4.97%	\$1,885,505	\$2,658,805	\$4,544,310	3.23%	0.05%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	11	12	23	3.81%	\$2,565,750	\$2,962,800	\$5,528,550	3.93%	0.06%
CONDO		DNFR	47	39	86	14.24%	\$12,138,400	\$9,990,450	\$22,128,850	15.72%	0.26%
CONDO		NAPL	2	5	7	1.16%	\$410,000	\$1,002,000	\$1,412,000	1.00%	0.02%
CONDO		PREM	13	13	26	4.30%	\$3,561,250	\$3,377,800	\$6,939,050	4.93%	0.08%
CONDO		PRUD	11	19	30	4.97%	\$1,837,150	\$3,452,800	\$5,289,950	3.76%	0.06%
CONDO		WOOD	40	35	75	12.42%	\$9,714,800	\$9,703,500	\$19,418,300	13.80%	0.23%
CONDO		X-OTHER	165	162	327	54.14%	\$38,268,750	\$37,233,450	\$75,502,200	53.64%	0.88%
CONDO	NA14 Total		302	302	604	100.00%	\$70,381,605	\$70,381,605	\$140,763,210	100.00%	1.65%
CONDO	NA15	AMVT	1		1	0.89%	\$82,000		\$82,000	0.61%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR		1	1	0.89%		\$47,000	\$47,000	0.35%	0.00%
CONDO		DNFR	7	13	20	17.86%	\$794,100	\$1,486,100	\$2,280,200	17.01%	0.03%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	1	3	4	3.57%	\$65,500	\$498,500	\$564,000	4.21%	0.01%
CONDO		PRUD		1	1	0.89%		\$270,000	\$270,000	2.01%	0.00%
CONDO		WOOD	5	5	10	8.93%	\$822,000	\$779,000	\$1,601,000	11.94%	0.02%
CONDO		X-OTHER	42	33	75	66.96%	\$4,940,600	\$3,623,600	\$8,564,200	63.87%	0.10%
CONDO	NA15 Total		56	56	112	100.00%	\$6,704,200	\$6,704,200	\$13,408,400	100.00%	0.16%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA16	AMVT	17	18	35	4.57%	\$2,055,772	\$2,254,100	\$4,309,872	3.12%	0.05%
CONDO	NA16	BBRI				0.00%				0.00%	0.00%
CONDO	NA16	CBRR	22	14	36	4.70%	\$3,460,500	\$1,997,000	\$5,457,500	3.96%	0.06%
CONDO	NA16	DNFR	45	43	88	11.49%	\$6,555,751	\$8,087,100	\$14,642,851	10.61%	0.17%
CONDO	NA16	NAPL	9	6	15	1.96%	\$1,119,100	\$951,500	\$2,070,600	1.50%	0.02%
CONDO	NA16	PREM	13	10	23	3.00%	\$3,263,250	\$3,271,000	\$6,534,250	4.74%	0.08%
CONDO	NA16	PRUD	20	13	33	4.31%	\$3,466,300	\$1,823,650	\$5,289,950	3.83%	0.06%
CONDO	NA16	WOOD	63	52	115	15.01%	\$12,747,999	\$9,479,249	\$22,227,248	16.11%	0.26%
CONDO	NA16	X-OTHER	194	227	421	54.96%	\$36,306,745	\$41,111,818	\$77,418,563	56.12%	0.91%
CONDO	NA16 Total		383	383	766	100.00%	\$68,975,417	\$68,975,417	\$137,950,834	100.00%	1.61%
CONDO	NA17	AMVT	22	18	40	5.05%	\$2,018,511	\$1,919,950	\$3,938,461	4.32%	0.05%
CONDO	NA17	BBRI				0.00%				0.00%	0.00%
CONDO	NA17	CBRR	32	31	63	7.95%	\$4,423,650	\$4,266,600	\$8,690,250	9.54%	0.10%
CONDO	NA17	DNFR	47	52	99	12.50%	\$6,002,500	\$6,562,202	\$12,564,702	13.79%	0.15%
CONDO	NA17	NAPL	5	7	12	1.52%	\$465,400	\$827,011	\$1,292,411	1.42%	0.02%
CONDO	NA17	PREM	2	4	6	0.76%	\$325,500	\$758,500	\$1,084,000	1.19%	0.01%
CONDO	NA17	PRUD	19	15	34	4.29%	\$1,677,075	\$1,697,000	\$3,374,075	3.70%	0.04%
CONDO	NA17	WOOD	22	26	48	6.06%	\$2,977,250	\$3,338,400	\$6,315,650	6.93%	0.07%
CONDO	NA17	X-OTHER	247	243	490	61.87%	\$27,678,091	\$26,198,314	\$53,876,405	59.12%	0.63%
CONDO	NA17 Total		396	396	792	100.00%	\$45,567,977	\$45,567,977	\$91,135,954	100.00%	1.07%
CONDO	NA18	AMVT	12	14	26	3.34%	\$1,361,475	\$1,868,500	\$3,229,975	3.32%	0.04%
CONDO	NA18	BBRI				0.00%				0.00%	0.00%
CONDO	NA18	CBRR	38	40	78	10.03%	\$3,902,502	\$4,369,503	\$8,272,005	8.50%	0.10%
CONDO	NA18	DNFR	54	51	105	13.50%	\$7,033,650	\$7,006,025	\$14,039,675	14.43%	0.16%
CONDO	NA18	NAPL	4	1	5	0.64%	\$393,500	\$66,500	\$460,000	0.47%	0.01%
CONDO	NA18	PREM	1	4	5	0.64%	\$68,500	\$537,000	\$605,500	0.62%	0.01%
CONDO	NA18	PRUD	12	16	28	3.60%	\$1,836,000	\$2,200,450	\$4,036,450	4.15%	0.05%
CONDO	NA18	WOOD	46	40	86	11.05%	\$5,641,601	\$5,246,500	\$10,888,101	11.19%	0.13%
CONDO	NA18	X-OTHER	222	223	445	57.20%	\$28,426,154	\$27,368,904	\$55,795,058	57.33%	0.65%
CONDO	NA18 Total		389	389	778	100.00%	\$48,663,382	\$48,663,382	\$97,326,764	100.00%	1.14%
CONDO	NA19	AMVT	4	5	9	1.87%	\$310,320	\$809,400	\$1,119,720	1.59%	0.01%
CONDO	NA19	BBRI				0.00%				0.00%	0.00%
CONDO	NA19	CBRR	12	19	31	6.43%	\$1,432,550	\$2,384,900	\$3,817,450	5.43%	0.04%
CONDO	NA19	DNFR	28	16	44	9.13%	\$4,618,600	\$2,356,500	\$6,975,100	9.91%	0.08%
CONDO	NA19	NAPL	2	3	5	1.04%	\$315,000	\$365,000	\$680,000	0.97%	0.01%
CONDO	NA19	PREM		4	4	0.83%		\$999,800	\$999,800	1.42%	0.01%
CONDO	NA19	PRUD	11	11	22	4.56%	\$2,002,000	\$1,471,050	\$3,473,050	4.94%	0.04%
CONDO	NA19	WOOD	22	22	44	9.13%	\$2,959,900	\$3,568,975	\$6,528,875	9.28%	0.08%
CONDO	NA19	X-OTHER	162	161	323	67.01%	\$23,541,771	\$23,224,516	\$46,766,287	66.47%	0.55%
CONDO	NA19 Total		241	241	482	100.00%	\$35,180,141	\$35,180,141	\$70,360,282	100.00%	0.82%
CONDO	NA21	AMVT	7	12	19	5.34%	\$680,400	\$1,763,000	\$2,443,400	4.13%	0.03%
CONDO	NA21	BBRI				0.00%				0.00%	0.00%
CONDO	NA21	CBRR	8	6	14	3.93%	\$1,398,999	\$1,095,399	\$2,494,398	4.21%	0.03%
CONDO	NA21	DNFR	36	30	66	18.54%	\$6,535,150	\$5,753,300	\$12,288,450	20.75%	0.14%
CONDO	NA21	NAPL				0.00%				0.00%	0.00%
CONDO	NA21	PREM	2	2	4	1.12%	\$367,000	\$326,000	\$693,000	1.17%	0.01%
CONDO	NA21	PRUD	18	23	41	11.52%	\$3,813,100	\$3,908,200	\$7,721,300	13.04%	0.09%
CONDO	NA21	WOOD	9	11	20	5.62%	\$1,579,500	\$2,025,500	\$3,605,000	6.09%	0.04%
CONDO	NA21	X-OTHER	98	94	192	53.93%	\$15,230,258	\$14,733,008	\$29,963,266	50.61%	0.35%
CONDO	NA21 Total		178	178	356	100.00%	\$29,604,407	\$29,604,407	\$59,208,814	100.00%	0.69%
CONDO	NA22	AMVT	7	3	10	6.85%	\$873,321	\$520,500	\$1,393,821	7.07%	0.02%
CONDO	NA22	BBRI				0.00%				0.00%	0.00%
CONDO	NA22	CBRR	4	6	10	6.85%	\$653,100	\$883,600	\$1,536,700	7.79%	0.02%
CONDO	NA22	DNFR	13	12	25	17.12%	\$1,901,150	\$1,631,200	\$3,532,350	17.91%	0.04%
CONDO	NA22	NAPL				0.00%				0.00%	0.00%
CONDO	NA22	PREM		1	1	0.68%		\$88,500	\$88,500	0.45%	0.00%
CONDO	NA22	PRUD	4	4	8	5.48%	\$857,000	\$755,000	\$1,612,000	8.17%	0.02%
CONDO	NA22	WOOD	4	2	6	4.11%	\$585,900	\$305,000	\$890,900	4.52%	0.01%
CONDO	NA22	X-OTHER	41	45	86	58.90%	\$4,991,508	\$5,678,179	\$10,669,687	54.10%	0.12%
CONDO	NA22 Total		73	73	146	100.00%	\$9,861,979	\$9,861,979	\$19,723,958	100.00%	0.23%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA16	AMVT	20	15	35	4.68%	\$3,890,886	\$3,487,981	\$7,378,867	4.55%	0.09%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	8	13	21	2.81%	\$1,214,000	\$2,973,300	\$4,187,300	2.58%	0.05%
CONDO		DNFR	51	52	103	13.77%	\$9,423,050	\$10,097,663	\$19,520,713	12.04%	0.23%
CONDO		NAPL	3	2	5	0.67%	\$423,000	\$299,000	\$722,000	0.45%	0.01%
CONDO		PREM	20	25	45	6.02%	\$7,206,400	\$8,396,707	\$15,603,107	9.62%	0.18%
CONDO		PRUD	17	16	33	4.41%	\$2,630,950	\$3,904,857	\$6,535,807	4.03%	0.08%
CONDO		WOOD	87	62	149	19.92%	\$20,648,494	\$14,392,507	\$35,041,001	21.61%	0.41%
CONDO		X-OTHER	168	189	357	47.73%	\$35,632,677	\$37,517,442	\$73,150,119	45.12%	0.86%
CONDO	NA16 Total		374	374	748	100.00%	\$81,069,457	\$81,069,457	\$162,138,914	100.00%	1.90%
CONDO	NA17	AMVT	21	19	40	4.77%	\$2,440,500	\$2,539,025	\$4,979,525	4.65%	0.06%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	31	23	54	6.44%	\$4,194,910	\$3,052,810	\$7,247,720	6.77%	0.08%
CONDO		DNFR	46	42	88	10.50%	\$6,593,100	\$6,185,220	\$12,778,320	11.94%	0.15%
CONDO		NAPL	2	3	5	0.60%	\$257,000	\$296,000	\$553,000	0.52%	0.01%
CONDO		PREM		4	4	0.48%		\$501,900	\$501,900	0.47%	0.01%
CONDO		PRUD	10	16	26	3.10%	\$1,306,100	\$1,975,650	\$3,281,750	3.07%	0.04%
CONDO		WOOD	23	19	42	5.01%	\$3,013,400	\$2,473,251	\$5,486,651	5.13%	0.06%
CONDO		X-OTHER	286	293	579	69.09%	\$35,694,926	\$36,476,080	\$72,171,006	67.45%	0.84%
CONDO	NA17 Total		419	419	838	100.00%	\$53,499,936	\$53,499,936	\$106,999,872	100.00%	1.25%
CONDO	NA18	AMVT	14	9	23	2.52%	\$1,954,500	\$1,197,819	\$3,152,319	2.50%	0.04%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	47	37	84	9.21%	\$5,146,340	\$4,231,508	\$9,377,848	7.44%	0.11%
CONDO		DNFR	47	61	108	11.84%	\$6,703,700	\$8,876,000	\$15,579,700	12.36%	0.18%
CONDO		NAPL	1		1	0.11%	\$62,000		\$62,000	0.05%	0.00%
CONDO		PREM	2	2	4	0.44%	\$340,000	\$335,000	\$675,000	0.54%	0.01%
CONDO		PRUD	21	7	28	3.07%	\$3,639,000	\$874,000	\$4,513,000	3.58%	0.05%
CONDO		WOOD	44	44	88	9.65%	\$6,027,750	\$5,886,750	\$11,914,500	9.45%	0.14%
CONDO		X-OTHER	280	296	576	63.16%	\$39,173,912	\$41,646,125	\$80,820,037	64.09%	0.95%
CONDO	NA18 Total		456	456	912	100.00%	\$63,047,202	\$63,047,202	\$126,094,404	100.00%	1.47%
CONDO	NA19	AMVT	6	1	7	1.48%	\$1,175,400	\$92,500	\$1,267,900	1.67%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	24	16	40	8.47%	\$2,900,360	\$2,374,900	\$5,275,260	6.94%	0.06%
CONDO		DNFR	21	29	50	10.59%	\$4,152,500	\$4,048,100	\$8,200,600	10.79%	0.10%
CONDO		NAPL	3	3	6	1.27%	\$271,450	\$213,800	\$485,250	0.64%	0.01%
CONDO		PREM	1	6	7	1.48%	\$225,000	\$1,277,000	\$1,502,000	1.98%	0.02%
CONDO		PRUD	12	19	31	6.57%	\$1,985,005	\$3,177,550	\$5,162,555	6.79%	0.06%
CONDO		WOOD	16	20	36	7.63%	\$2,106,300	\$3,302,900	\$5,409,200	7.12%	0.06%
CONDO		X-OTHER	153	142	295	62.50%	\$25,174,353	\$23,503,618	\$48,677,971	64.07%	0.57%
CONDO	NA19 Total		236	236	472	100.00%	\$37,990,368	\$37,990,368	\$75,980,736	100.00%	0.89%
CONDO	NA21	AMVT	7	15	22	4.78%	\$833,924	\$2,728,500	\$3,562,424	4.22%	0.04%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	10	5	15	3.26%	\$1,694,300	\$923,000	\$2,617,300	3.10%	0.03%
CONDO		DNFR	39	31	70	15.22%	\$7,402,200	\$6,229,525	\$13,631,725	16.16%	0.16%
CONDO		NAPL	2		2	0.43%	\$299,900		\$299,900	0.36%	0.00%
CONDO		PREM	2	1	3	0.65%	\$242,000	\$179,000	\$421,000	0.50%	0.00%
CONDO		PRUD	35	19	54	11.74%	\$7,336,500	\$3,872,500	\$11,209,000	13.28%	0.13%
CONDO		WOOD	9	7	16	3.48%	\$1,691,500	\$1,303,900	\$2,995,400	3.55%	0.04%
CONDO		X-OTHER	126	152	278	60.43%	\$22,687,625	\$26,951,524	\$49,639,149	58.83%	0.58%
CONDO	NA21 Total		230	230	460	100.00%	\$42,187,949	\$42,187,949	\$84,375,898	100.00%	0.99%
CONDO	NA22	AMVT	2	1	3	1.74%	\$380,100	\$173,100	\$553,200	1.86%	0.01%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	5	2	7	4.07%	\$756,975	\$228,475	\$985,450	3.31%	0.01%
CONDO		DNFR	12	13	25	14.53%	\$1,918,200	\$2,074,700	\$3,992,900	13.40%	0.05%
CONDO		NAPL	1	1	2	1.16%	\$259,000	\$141,000	\$400,000	1.34%	0.00%
CONDO		PREM	2	1	3	1.74%	\$550,000	\$275,000	\$825,000	2.77%	0.01%
CONDO		PRUD	14	6	20	11.63%	\$3,471,000	\$1,331,900	\$4,802,900	16.12%	0.06%
CONDO		WOOD	3	5	8	4.65%	\$617,400	\$1,126,500	\$1,743,900	5.85%	0.02%
CONDO		X-OTHER	47	57	104	60.47%	\$6,942,283	\$9,544,283	\$16,486,566	55.34%	0.19%
CONDO	NA22 Total		86	86	172	100.00%	\$14,894,958	\$14,894,958	\$29,789,916	100.00%	0.35%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA23	AMVT				0.00%				0.00%	0.00%
CONDO	NA23	BBRI				0.00%				0.00%	0.00%
CONDO	NA23	CBRR				0.00%				0.00%	0.00%
CONDO	NA23	DNFR				0.00%				0.00%	0.00%
CONDO	NA23	NAPL				0.00%				0.00%	0.00%
CONDO	NA23	PREM				0.00%				0.00%	0.00%
CONDO	NA23	PRUD	1		1	50.00%	\$161,000		\$161,000	50.00%	0.00%
CONDO	NA23	WOOD		1	1	50.00%		\$161,000	\$161,000	50.00%	0.00%
CONDO	NA23	X-OTHER				0.00%				0.00%	0.00%
CONDO	NA23 Total		1	1	2	100.00%	\$161,000	\$161,000	\$322,000	100.00%	0.00%
CONDO	NA24	AMVT	6	2	8	9.76%	\$295,800	\$95,475	\$391,275	8.33%	0.00%
CONDO	NA24	BBRI				0.00%				0.00%	0.00%
CONDO	NA24	CBRR	2		2	2.44%	\$111,000		\$111,000	2.36%	0.00%
CONDO	NA24	DNFR	1	1	2	2.44%	\$42,800	\$62,500	\$105,300	2.24%	0.00%
CONDO	NA24	NAPL				0.00%				0.00%	0.00%
CONDO	NA24	PREM		1	1	1.22%		\$60,000	\$60,000	1.28%	0.00%
CONDO	NA24	PRUD	1	3	4	4.88%	\$104,500	\$187,000	\$291,500	6.21%	0.00%
CONDO	NA24	WOOD	1	1	2	2.44%	\$35,700	\$35,700	\$71,400	1.52%	0.00%
CONDO	NA24	X-OTHER	30	33	63	76.83%	\$1,757,770	\$1,906,895	\$3,664,665	78.05%	0.04%
CONDO	NA24 Total		41	41	82	100.00%	\$2,347,570	\$2,347,570	\$4,695,140	100.00%	0.05%
CONDO	NA31	AMVT		1	1	1.32%		\$169,500	\$169,500	1.15%	0.00%
CONDO	NA31	BBRI				0.00%				0.00%	0.00%
CONDO	NA31	CBRR	1	2	3	3.95%	\$150,000	\$530,000	\$680,000	4.61%	0.01%
CONDO	NA31	DNFR	7	7	14	18.42%	\$1,339,900	\$1,325,900	\$2,665,800	18.07%	0.03%
CONDO	NA31	NAPL				0.00%				0.00%	0.00%
CONDO	NA31	PREM				0.00%				0.00%	0.00%
CONDO	NA31	PRUD	4	2	6	7.89%	\$865,000	\$452,000	\$1,317,000	8.93%	0.02%
CONDO	NA31	WOOD	3	3	6	7.89%	\$585,000	\$630,000	\$1,215,000	8.24%	0.01%
CONDO	NA31	X-OTHER	23	23	46	60.53%	\$4,436,800	\$4,269,300	\$8,706,100	59.01%	0.10%
CONDO	NA31 Total		38	38	76	100.00%	\$7,376,700	\$7,376,700	\$14,753,400	100.00%	0.17%
CONDO	NA32	AMVT									0.00%
CONDO	NA32	BBRI									0.00%
CONDO	NA32	CBRR									0.00%
CONDO	NA32	DNFR									0.00%
CONDO	NA32	NAPL									0.00%
CONDO	NA32	PREM									0.00%
CONDO	NA32	PRUD									0.00%
CONDO	NA32	WOOD									0.00%
CONDO	NA32	X-OTHER									0.00%
CONDO	NA32 Total										0.00%
CONDO	NA33	AMVT									0.00%
CONDO	NA33	BBRI									0.00%
CONDO	NA33	CBRR									0.00%
CONDO	NA33	DNFR									0.00%
CONDO	NA33	NAPL									0.00%
CONDO	NA33	PREM									0.00%
CONDO	NA33	PRUD									0.00%
CONDO	NA33	WOOD									0.00%
CONDO	NA33	X-OTHER									0.00%
CONDO	NA33 Total										0.00%
CONDO	NA34	AMVT				0.00%				0.00%	0.00%
CONDO	NA34	BBRI				0.00%				0.00%	0.00%
CONDO	NA34	CBRR				0.00%				0.00%	0.00%
CONDO	NA34	DNFR				0.00%				0.00%	0.00%
CONDO	NA34	NAPL				0.00%				0.00%	0.00%
CONDO	NA34	PREM				0.00%				0.00%	0.00%
CONDO	NA34	PRUD				0.00%				0.00%	0.00%
CONDO	NA34	WOOD		1	1	16.67%		\$150,000	\$150,000	13.04%	0.00%
CONDO	NA34	X-OTHER	3	2	5	83.33%	\$575,000	\$425,000	\$1,000,000	86.96%	0.01%
CONDO	NA34 Total		3	3	6	100.00%	\$575,000	\$575,000	\$1,150,000	100.00%	0.01%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA23	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA23 Total										0.00%
CONDO	NA24	AMVT		1	1	1.25%		\$70,000	\$70,000	1.40%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	1	2	3	3.75%	\$70,000	\$144,500	\$214,500	4.29%	0.00%
CONDO		DNFR	2	2	4	5.00%	\$128,500	\$130,500	\$259,000	5.18%	0.00%
CONDO		NAPL	1	4	5	6.25%	\$45,000	\$236,700	\$281,700	5.63%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD	1	1	2	2.50%	\$89,900	\$61,500	\$151,400	3.03%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	35	30	65	81.25%	\$2,167,233	\$1,857,433	\$4,024,666	80.47%	0.05%
CONDO	NA24 Total		40	40	80	100.00%	\$2,500,633	\$2,500,633	\$5,001,266	100.00%	0.06%
CONDO	NA31	AMVT		1	1	1.16%		\$217,000	\$217,000	1.20%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR		2	2	2.33%		\$364,900	\$364,900	2.01%	0.00%
CONDO		DNFR	4	4	8	9.30%	\$914,800	\$853,104	\$1,767,904	9.74%	0.02%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD	2	2	4	4.65%	\$254,900	\$341,000	\$595,900	3.28%	0.01%
CONDO		WOOD	4	4	8	9.30%	\$948,000	\$754,800	\$1,702,800	9.38%	0.02%
CONDO		X-OTHER	33	30	63	73.26%	\$6,955,021	\$6,541,917	\$13,496,938	74.38%	0.16%
CONDO	NA31 Total		43	43	86	100.00%	\$9,072,721	\$9,072,721	\$18,145,442	100.00%	0.21%
CONDO	NA32	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA32 Total										0.00%
CONDO	NA33	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA33 Total										0.00%
CONDO	NA34	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA34 Total										0.00%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA35	AMVT									0.00%
CONDO	NA35	BBRI									0.00%
CONDO	NA35	CBRR									0.00%
CONDO	NA35	DNFR									0.00%
CONDO	NA35	NAPL									0.00%
CONDO	NA35	PREM									0.00%
CONDO	NA35	PRUD									0.00%
CONDO	NA35	WOOD									0.00%
CONDO	NA35	X-OTHER									0.00%
CONDO	NA35 Total										0.00%
CONDO	NA36	AMVT				0.00%				0.00%	0.00%
CONDO	NA36	BBRI				0.00%				0.00%	0.00%
CONDO	NA36	CBRR				0.00%				0.00%	0.00%
CONDO	NA36	DNFR				0.00%				0.00%	0.00%
CONDO	NA36	NAPL				0.00%				0.00%	0.00%
CONDO	NA36	PREM				0.00%				0.00%	0.00%
CONDO	NA36	PRUD				0.00%				0.00%	0.00%
CONDO	NA36	WOOD	5	4	9	75.00%	\$900,000	\$730,000	\$1,630,000	87.93%	0.02%
CONDO	NA36	X-OTHER	1	2	3	25.00%	\$26,900	\$196,900	\$223,800	12.07%	0.00%
CONDO	NA36 Total		6	6	12	100.00%	\$926,900	\$926,900	\$1,853,800	100.00%	0.02%
CONDO	NA37	AMVT	2	2	4	2.56%	\$267,000	\$281,000	\$548,000	2.38%	0.01%
CONDO	NA37	BBRI				0.00%				0.00%	0.00%
CONDO	NA37	CBRR	9	7	16	10.26%	\$1,368,900	\$1,069,000	\$2,437,900	10.61%	0.03%
CONDO	NA37	DNFR	11	6	17	10.90%	\$1,726,000	\$826,500	\$2,552,500	11.11%	0.03%
CONDO	NA37	NAPL				0.00%				0.00%	0.00%
CONDO	NA37	PREM	2	3	5	3.21%	\$290,900	\$425,000	\$715,900	3.12%	0.01%
CONDO	NA37	PRUD	12	10	22	14.10%	\$2,081,400	\$1,873,000	\$3,954,400	17.21%	0.05%
CONDO	NA37	WOOD	4	3	7	4.49%	\$551,400	\$412,000	\$963,400	4.19%	0.01%
CONDO	NA37	X-OTHER	38	47	85	54.49%	\$5,204,300	\$6,603,400	\$11,807,700	51.38%	0.14%
CONDO	NA37 Total		78	78	156	100.00%	\$11,489,900	\$11,489,900	\$22,979,800	100.00%	0.27%
CONDO	NA38	AMVT	6	5	11	2.67%	\$399,100	\$1,061,000	\$1,460,100	1.48%	0.02%
CONDO	NA38	BBRI				0.00%				0.00%	0.00%
CONDO	NA38	CBRR	28	10	38	9.22%	\$7,088,600	\$2,104,400	\$9,193,000	9.32%	0.11%
CONDO	NA38	DNFR	9	10	19	4.61%	\$3,347,130	\$3,469,430	\$6,816,560	6.91%	0.08%
CONDO	NA38	NAPL				0.00%				0.00%	0.00%
CONDO	NA38	PREM	30	21	51	12.38%	\$7,892,651	\$6,267,750	\$14,160,401	14.35%	0.17%
CONDO	NA38	PRUD	14	12	26	6.31%	\$2,477,644	\$2,844,544	\$5,322,188	5.39%	0.06%
CONDO	NA38	WOOD	1	4	5	1.21%	\$77,500	\$570,000	\$647,500	0.66%	0.01%
CONDO	NA38	X-OTHER	118	144	262	63.59%	\$28,060,976	\$33,026,477	\$61,087,453	61.90%	0.71%
CONDO	NA38 Total		206	206	412	100.00%	\$49,343,601	\$49,343,601	\$98,687,202	100.00%	1.15%
CONDO	NA39	AMVT				0.00%				0.00%	0.00%
CONDO	NA39	BBRI				0.00%				0.00%	0.00%
CONDO	NA39	CBRR				0.00%				0.00%	0.00%
CONDO	NA39	DNFR	1		1	2.17%	\$14,500		\$14,500	0.19%	0.00%
CONDO	NA39	NAPL				0.00%				0.00%	0.00%
CONDO	NA39	PREM		1	1	2.17%		\$197,000	\$197,000	2.60%	0.00%
CONDO	NA39	PRUD	2	1	3	6.52%	\$510,000	\$260,000	\$770,000	10.18%	0.01%
CONDO	NA39	WOOD				0.00%				0.00%	0.00%
CONDO	NA39	X-OTHER	20	21	41	89.13%	\$3,259,150	\$3,326,650	\$6,585,800	87.03%	0.08%
CONDO	NA39 Total		23	23	46	100.00%	\$3,783,650	\$3,783,650	\$7,567,300	100.00%	0.09%
CONDO	NA41	AMVT									0.00%
CONDO	NA41	BBRI									0.00%
CONDO	NA41	CBRR									0.00%
CONDO	NA41	DNFR									0.00%
CONDO	NA41	NAPL									0.00%
CONDO	NA41	PREM									0.00%
CONDO	NA41	PRUD									0.00%
CONDO	NA41	WOOD									0.00%
CONDO	NA41	X-OTHER									0.00%
CONDO	NA41 Total										0.00%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA35	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA35 Total										0.00%
CONDO	NA36	AMVT				0.00%				0.00%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM				0.00%				0.00%	0.00%
CONDO		PRUD				0.00%				0.00%	0.00%
CONDO		WOOD	13	13	26	92.86%	\$2,072,161	\$2,072,161	\$4,144,322	98.67%	0.05%
CONDO		X-OTHER	1	1	2	7.14%	\$28,000	\$28,000	\$56,000	1.33%	0.00%
CONDO	NA36 Total		14	14	28	100.00%	\$2,100,161	\$2,100,161	\$4,200,322	100.00%	0.05%
CONDO	NA37	AMVT	7	7	14	10.14%	\$1,205,000	\$1,491,000	\$2,696,000	11.32%	0.03%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	9	4	13	9.42%	\$1,569,250	\$630,000	\$2,199,250	9.24%	0.03%
CONDO		DNFR	8	8	16	11.59%	\$1,594,900	\$1,425,000	\$3,019,900	12.68%	0.04%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	2	5	7	5.07%	\$296,600	\$844,000	\$1,140,600	4.79%	0.01%
CONDO		PRUD	18	10	28	20.29%	\$3,428,000	\$1,834,700	\$5,262,700	22.10%	0.06%
CONDO		WOOD		3	3	2.17%		\$431,000	\$431,000	1.81%	0.01%
CONDO		X-OTHER	25	32	57	41.30%	\$3,811,100	\$5,249,150	\$9,060,250	38.05%	0.11%
CONDO	NA37 Total		69	69	138	100.00%	\$11,904,850	\$11,904,850	\$23,809,700	100.00%	0.28%
CONDO	NA38	AMVT	2	3	5	1.21%	\$361,200	\$947,500	\$1,308,700	1.14%	0.02%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	18	12	30	7.28%	\$3,994,700	\$3,498,400	\$7,493,100	6.52%	0.09%
CONDO		DNFR	27	19	46	11.17%	\$8,415,800	\$6,023,950	\$14,439,750	12.56%	0.17%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	73	35	108	26.21%	\$22,307,150	\$11,408,300	\$33,715,450	29.33%	0.39%
CONDO		PRUD	13	24	37	8.98%	\$4,068,300	\$6,220,300	\$10,288,600	8.95%	0.12%
CONDO		WOOD	2	6	8	1.94%	\$464,900	\$1,082,000	\$1,546,900	1.35%	0.02%
CONDO		X-OTHER	71	107	178	43.20%	\$17,861,300	\$28,292,900	\$46,154,200	40.15%	0.54%
CONDO	NA38 Total		206	206	412	100.00%	\$57,473,350	\$57,473,350	\$114,946,700	100.00%	1.34%
CONDO	NA39	AMVT	2	2	4	6.45%	\$155,000	\$75,000	\$230,000	3.03%	0.00%
CONDO		BBRI				0.00%				0.00%	0.00%
CONDO		CBRR	1	1	2	3.23%	\$24,900	\$72,500	\$97,400	1.28%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		NAPL				0.00%				0.00%	0.00%
CONDO		PREM	1		1	1.61%	\$170,000		\$170,000	2.24%	0.00%
CONDO		PRUD	3	2	5	8.06%	\$765,000	\$408,000	\$1,173,000	15.43%	0.01%
CONDO		WOOD		1	1	1.61%		\$74,200	\$74,200	0.98%	0.00%
CONDO		X-OTHER	24	25	49	79.03%	\$2,686,523	\$3,171,723	\$5,858,246	77.05%	0.07%
CONDO	NA39 Total		31	31	62	100.00%	\$3,801,423	\$3,801,423	\$7,602,846	100.00%	0.09%
CONDO	NA41	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO	NA41 Total										0.00%

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA42	AMVT									0.00%
CONDO	NA42	BBRI									0.00%
CONDO	NA42	CBRR									0.00%
CONDO	NA42	DNFR									0.00%
CONDO	NA42	NAPL									0.00%
CONDO	NA42	PREM									0.00%
CONDO	NA42	PRUD									0.00%
CONDO	NA42	WOOD									0.00%
CONDO	NA42	X-OTHER									0.00%
CONDO	NA42 Total										0.00%
CONDO	NA43	AMVT									0.00%
CONDO	NA43	BBRI									0.00%
CONDO	NA43	CBRR									0.00%
CONDO	NA43	DNFR									0.00%
CONDO	NA43	NAPL									0.00%
CONDO	NA43	PREM									0.00%
CONDO	NA43	PRUD									0.00%
CONDO	NA43	WOOD									0.00%
CONDO	NA43	X-OTHER									0.00%
CONDO	NA43 Total										0.00%
CONDO	NA44	AMVT									0.00%
CONDO	NA44	BBRI									0.00%
CONDO	NA44	CBRR									0.00%
CONDO	NA44	DNFR									0.00%
CONDO	NA44	NAPL									0.00%
CONDO	NA44	PREM									0.00%
CONDO	NA44	PRUD									0.00%
CONDO	NA44	WOOD									0.00%
CONDO	NA44	X-OTHER									0.00%
CONDO	NA44 Total										0.00%
CONDO	NA45	AMVT									0.00%
CONDO	NA45	BBRI									0.00%
CONDO	NA45	CBRR									0.00%
CONDO	NA45	DNFR									0.00%
CONDO	NA45	NAPL									0.00%
CONDO	NA45	PREM									0.00%
CONDO	NA45	PRUD									0.00%
CONDO	NA45	WOOD									0.00%
CONDO	NA45	X-OTHER									0.00%
CONDO	NA45 Total										0.00%
CONDO	NA46	AMVT									0.00%
CONDO	NA46	BBRI									0.00%
CONDO	NA46	CBRR									0.00%
CONDO	NA46	DNFR									0.00%
CONDO	NA46	NAPL									0.00%
CONDO	NA46	PREM									0.00%
CONDO	NA46	PRUD									0.00%
CONDO	NA46	WOOD									0.00%
CONDO	NA46	X-OTHER									0.00%
CONDO	NA46 Total										0.00%
CONDO	NA47	AMVT									0.00%
CONDO	NA47	BBRI									0.00%
CONDO	NA47	CBRR									0.00%
CONDO	NA47	DNFR									0.00%
CONDO	NA47	NAPL									0.00%
CONDO	NA47	PREM									0.00%
CONDO	NA47	PRUD									0.00%
CONDO	NA47	WOOD									0.00%
CONDO	NA47	X-OTHER									0.00%
CONDO	NA47 Total										0.00%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA42	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA42 Total										0.00%
CONDO	NA43	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA43 Total										0.00%
CONDO	NA44	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA44 Total										0.00%
CONDO	NA45	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA45 Total										0.00%
CONDO	NA46	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA46 Total										0.00%
CONDO	NA47	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA47 Total										0.00%

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA48	AMVT									0.00%
CONDO	NA48	BBRI									0.00%
CONDO	NA48	CBRR									0.00%
CONDO	NA48	DNFR									0.00%
CONDO	NA48	NAPL									0.00%
CONDO	NA48	PREM									0.00%
CONDO	NA48	PRUD									0.00%
CONDO	NA48	WOOD									0.00%
CONDO	NA48	X-OTHER									0.00%
CONDO	NA48 Total										0.00%
CONDO	NA50	AMVT									0.00%
CONDO	NA50	BBRI									0.00%
CONDO	NA50	CBRR									0.00%
CONDO	NA50	DNFR									0.00%
CONDO	NA50	NAPL									0.00%
CONDO	NA50	PREM									0.00%
CONDO	NA50	PRUD									0.00%
CONDO	NA50	WOOD									0.00%
CONDO	NA50	X-OTHER									0.00%
CONDO	NA50 Total										0.00%
CONDO Total			5,377	5,377	10,754		\$1,649,248,448	\$1,649,248,448	\$3,298,496,896		38.58%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
CONDO	NA48	AMVT									0.00%
CONDO		BBRI									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA48 Total										0.00%
CONDO	NA50	AMVT		1	1			\$152,000	\$152,000		0.00%
CONDO		BBRI									0.00%
CONDO		CBRR	1		1		\$142,500		\$142,500		0.00%
CONDO		DNFR		1	1			\$135,000	\$135,000		0.00%
CONDO		NAPL									0.00%
CONDO		PREM									0.00%
CONDO		PRUD									0.00%
CONDO		WOOD	1	2	3		\$135,000	\$308,000	\$443,000		0.01%
CONDO		X-OTHER	8	6	14		\$1,143,000	\$825,500	\$1,968,500		0.02%
CONDO	NA50 Total		10	10	20		\$1,420,500	\$1,420,500	\$2,841,000		0.03%
CONDO Total			5,896	5,896	11,792		\$2,070,785,542	\$2,070,785,542	\$4,141,571,084		48.44%

MARKET SHARE

Yearend 2012 Versus Yearend 2013

All NA-BN-ES GeoCodes

Single Family Data

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN01	AMVT				0.00%				0.00%	0.00%
Single Family	BN01	BBRI				0.00%				0.00%	0.00%
Single Family	BN01	CBRR	6	4	10	29.41%	\$13,015,000	\$9,315,000	\$22,330,000	33.25%	0.26%
Single Family	BN01	DNFR	1	2	3	8.82%	\$2,550,000	\$2,949,900	\$5,499,900	8.19%	0.06%
Single Family	BN01	NAPL				0.00%				0.00%	0.00%
Single Family	BN01	PREM		1	1	2.94%		\$467,500	\$467,500	0.70%	0.01%
Single Family	BN01	PRUD		1	1	2.94%		\$1,650,000	\$1,650,000	2.46%	0.02%
Single Family	BN01	WOOD				0.00%				0.00%	0.00%
Single Family	BN01	X-OTHER	10	9	19	55.88%	\$18,016,400	\$19,199,000	\$37,215,400	55.41%	0.44%
Single Family	BN01 Total		17	17	34	100.00%	\$33,581,400	\$33,581,400	\$67,162,800	100.00%	0.79%
Single Family	BN02	AMVT	1	1	2	1.56%	\$175,000	\$630,000	\$805,000	1.95%	0.01%
Single Family	BN02	BBRI				0.00%				0.00%	0.00%
Single Family	BN02	CBRR	6	5	11	8.59%	\$2,682,100	\$868,600	\$3,550,700	8.59%	0.04%
Single Family	BN02	DNFR	18	12	30	23.44%	\$5,354,000	\$3,391,000	\$8,745,000	21.15%	0.10%
Single Family	BN02	NAPL		2	2	1.56%		\$684,500	\$684,500	1.66%	0.01%
Single Family	BN02	PREM		1	1	0.78%		\$251,000	\$251,000	0.61%	0.00%
Single Family	BN02	PRUD	8	6	14	10.94%	\$4,245,500	\$3,256,000	\$7,501,500	18.14%	0.09%
Single Family	BN02	WOOD	3	5	8	6.25%	\$907,000	\$1,119,750	\$2,026,750	4.90%	0.02%
Single Family	BN02	X-OTHER	28	32	60	46.88%	\$7,309,950	\$10,472,700	\$17,782,650	43.01%	0.21%
Single Family	BN02 Total		64	64	128	100.00%	\$20,673,550	\$20,673,550	\$41,347,100	100.00%	0.48%
Single Family	BN03	AMVT	1	2	3	1.63%	\$760,000	\$2,138,000	\$2,898,000	2.37%	0.03%
Single Family	BN03	BBRI				0.00%				0.00%	0.00%
Single Family	BN03	CBRR	8	9	17	9.24%	\$5,695,000	\$6,145,400	\$11,840,400	9.70%	0.14%
Single Family	BN03	DNFR	19	21	40	21.74%	\$11,357,225	\$14,902,500	\$26,259,725	21.52%	0.31%
Single Family	BN03	NAPL				0.00%				0.00%	0.00%
Single Family	BN03	PREM	2	9	11	5.98%	\$1,350,000	\$5,534,500	\$6,884,500	5.64%	0.08%
Single Family	BN03	PRUD	1	2	3	1.63%	\$435,000	\$1,419,500	\$1,854,500	1.52%	0.02%
Single Family	BN03	WOOD	6	3	9	4.89%	\$4,670,900	\$1,533,500	\$6,204,400	5.08%	0.07%
Single Family	BN03	X-OTHER	55	46	101	54.89%	\$36,742,500	\$29,337,225	\$66,079,725	54.15%	0.77%
Single Family	BN03 Total		92	92	184	100.00%	\$61,010,625	\$61,010,625	\$122,021,250	100.00%	1.43%
Single Family	BN04	AMVT		1	1	0.69%		\$425,000	\$425,000	0.32%	0.00%
Single Family	BN04	BBRI				0.00%				0.00%	0.00%
Single Family	BN04	CBRR	6	1	7	4.86%	\$7,366,700	\$1,030,000	\$8,396,700	6.35%	0.10%
Single Family	BN04	DNFR	6	5	11	7.64%	\$3,525,000	\$3,425,000	\$6,950,000	5.26%	0.08%
Single Family	BN04	NAPL				0.00%				0.00%	0.00%
Single Family	BN04	PREM	21	14	35	24.31%	\$18,277,925	\$10,937,425	\$29,215,350	22.11%	0.34%
Single Family	BN04	PRUD				0.00%				0.00%	0.00%
Single Family	BN04	WOOD	28	28	56	38.89%	\$26,191,414	\$23,383,000	\$49,574,414	37.51%	0.58%
Single Family	BN04	X-OTHER	11	23	34	23.61%	\$10,720,000	\$26,880,614	\$37,600,614	28.45%	0.44%
Single Family	BN04 Total		72	72	144	100.00%	\$66,081,039	\$66,081,039	\$132,162,078	100.00%	1.55%
Single Family	BN05	AMVT		1	1	0.75%		\$296,650	\$296,650	0.37%	0.00%
Single Family	BN05	BBRI				0.00%				0.00%	0.00%
Single Family	BN05	CBRR	3	3	6	4.48%	\$1,331,650	\$952,000	\$2,283,650	2.88%	0.03%
Single Family	BN05	DNFR	4	7	11	8.21%	\$4,287,500	\$3,822,400	\$8,109,900	10.23%	0.09%
Single Family	BN05	NAPL	1	4	5	3.73%	\$210,000	\$1,607,500	\$1,817,500	2.29%	0.02%
Single Family	BN05	PREM	8	5	13	9.70%	\$4,402,000	\$3,113,000	\$7,515,000	9.48%	0.09%
Single Family	BN05	PRUD	11	6	17	12.69%	\$6,315,000	\$5,134,000	\$11,449,000	14.45%	0.13%
Single Family	BN05	WOOD	16	16	32	23.88%	\$12,275,000	\$9,941,800	\$22,216,800	28.03%	0.26%
Single Family	BN05	X-OTHER	24	25	49	36.57%	\$10,805,876	\$14,759,676	\$25,565,552	32.26%	0.30%
Single Family	BN05 Total		67	67	134	100.00%	\$39,627,026	\$39,627,026	\$79,254,052	100.00%	0.93%
Single Family	BN06	AMVT				0.00%				0.00%	0.00%
Single Family	BN06	BBRI				0.00%				0.00%	0.00%
Single Family	BN06	CBRR	11	4	15	15.31%	\$2,424,400	\$682,900	\$3,107,300	15.67%	0.04%
Single Family	BN06	DNFR	11	6	17	17.35%	\$2,375,900	\$1,403,000	\$3,778,900	19.05%	0.04%
Single Family	BN06	NAPL				0.00%				0.00%	0.00%
Single Family	BN06	PREM		1	1	1.02%		\$140,400	\$140,400	0.71%	0.00%
Single Family	BN06	PRUD		2	2	2.04%		\$526,000	\$526,000	2.65%	0.01%
Single Family	BN06	WOOD		2	2	2.04%		\$354,900	\$354,900	1.79%	0.00%
Single Family	BN06	X-OTHER	27	34	61	62.24%	\$5,116,010	\$6,809,110	\$11,925,120	60.13%	0.14%
Single Family	BN06 Total		49	49	98	100.00%	\$9,916,310	\$9,916,310	\$19,832,620	100.00%	0.23%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN01	AMVT	1		1	2.78%	\$2,100,000		\$2,100,000	3.02%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	6	6	12	33.33%	\$11,705,000	\$10,840,000	\$22,545,000	32.47%	0.26%
Single Family		DNFR	1		1	2.78%	\$565,000		\$565,000	0.81%	0.01%
Single Family		NAPL	1		1	2.78%	\$3,375,000		\$3,375,000	4.86%	0.04%
Single Family		PREM		1	1	2.78%		\$2,100,000	\$2,100,000	3.02%	0.02%
Single Family		PRUD		1	1	2.78%		\$3,375,000	\$3,375,000	4.86%	0.04%
Single Family		WOOD	1	1	2	5.56%	\$860,000	\$1,275,000	\$2,135,000	3.08%	0.02%
Single Family		X-OTHER	8	9	17	47.22%	\$16,109,000	\$17,124,000	\$33,233,000	47.87%	0.39%
Single Family	BN01 Total		18	18	36	100.00%	\$34,714,000	\$34,714,000	\$69,428,000	100.00%	0.81%
Single Family	BN02	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	10	5	15	12.30%	\$3,756,000	\$3,291,000	\$7,047,000	17.15%	0.08%
Single Family		DNFR	5	11	16	13.11%	\$1,428,500	\$3,675,900	\$5,104,400	12.42%	0.06%
Single Family		NAPL	3	1	4	3.28%	\$1,365,000	\$419,000	\$1,784,000	4.34%	0.02%
Single Family		PREM	1	1	2	1.64%	\$412,000	\$412,000	\$824,000	2.01%	0.01%
Single Family		PRUD	4	3	7	5.74%	\$1,455,000	\$980,000	\$2,435,000	5.93%	0.03%
Single Family		WOOD	5	4	9	7.38%	\$1,596,700	\$1,249,000	\$2,845,700	6.93%	0.03%
Single Family		X-OTHER	33	36	69	56.56%	\$10,533,200	\$10,519,500	\$21,052,700	51.23%	0.25%
Single Family	BN02 Total		61	61	122	100.00%	\$20,546,400	\$20,546,400	\$41,092,800	100.00%	0.48%
Single Family	BN03	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	3	3	6	2.75%	\$2,353,000	\$2,044,000	\$4,397,000	3.02%	0.05%
Single Family		DNFR	17	16	33	15.14%	\$9,841,300	\$11,004,650	\$20,845,950	14.30%	0.24%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	6	9	15	6.88%	\$5,414,500	\$7,269,500	\$12,684,000	8.70%	0.15%
Single Family		PRUD	2	3	5	2.29%	\$1,010,000	\$1,628,500	\$2,638,500	1.81%	0.03%
Single Family		WOOD	7	12	19	8.72%	\$5,594,500	\$8,253,780	\$13,848,280	9.50%	0.16%
Single Family		X-OTHER	74	66	140	64.22%	\$48,685,897	\$42,698,767	\$91,384,664	62.68%	1.07%
Single Family	BN03 Total		109	109	218	100.00%	\$72,899,197	\$72,899,197	\$145,798,394	100.00%	1.71%
Single Family	BN04	AMVT		1	1	0.62%		\$452,000	\$452,000	0.29%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	3	6	9	5.56%	\$3,198,000	\$5,968,000	\$9,166,000	5.87%	0.11%
Single Family		DNFR	6	7	13	8.02%	\$5,987,500	\$5,925,000	\$11,912,500	7.63%	0.14%
Single Family		NAPL		1	1	0.62%		\$1,035,000	\$1,035,000	0.66%	0.01%
Single Family		PREM	22	12	34	20.99%	\$17,792,500	\$10,150,250	\$27,942,750	17.91%	0.33%
Single Family		PRUD	3	4	7	4.32%	\$2,025,000	\$3,032,500	\$5,057,500	3.24%	0.06%
Single Family		WOOD	26	19	45	27.78%	\$24,935,750	\$16,040,250	\$40,976,000	26.26%	0.48%
Single Family		X-OTHER	21	31	52	32.10%	\$24,087,250	\$35,423,000	\$59,510,250	38.13%	0.70%
Single Family	BN04 Total		81	81	162	100.00%	\$78,026,000	\$78,026,000	\$156,052,000	100.00%	1.83%
Single Family	BN05	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	3	5	2.87%	\$752,900	\$1,755,000	\$2,507,900	2.07%	0.03%
Single Family		DNFR	7	17	24	13.79%	\$7,098,500	\$15,037,900	\$22,136,400	18.28%	0.26%
Single Family		NAPL	3	4	7	4.02%	\$771,000	\$1,346,500	\$2,117,500	1.75%	0.02%
Single Family		PREM	22	14	36	20.69%	\$12,604,000	\$7,325,400	\$19,929,400	16.46%	0.23%
Single Family		PRUD	6	6	12	6.90%	\$4,035,000	\$4,322,400	\$8,357,400	6.90%	0.10%
Single Family		WOOD	18	14	32	18.39%	\$12,050,500	\$9,919,500	\$21,970,000	18.14%	0.26%
Single Family		X-OTHER	29	29	58	33.33%	\$23,237,700	\$20,842,900	\$44,080,600	36.40%	0.52%
Single Family	BN05 Total		87	87	174	100.00%	\$60,549,600	\$60,549,600	\$121,099,200	100.00%	1.42%
Single Family	BN06	AMVT	1	2	3	3.26%	\$110,000	\$334,900	\$444,900	2.05%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR		2	2	2.17%		\$510,000	\$510,000	2.35%	0.01%
Single Family		DNFR	7	5	12	13.04%	\$1,590,900	\$1,252,000	\$2,842,900	13.10%	0.03%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM		1	1	1.09%		\$187,000	\$187,000	0.86%	0.00%
Single Family		PRUD	2	2	4	4.35%	\$328,500	\$304,500	\$633,000	2.92%	0.01%
Single Family		WOOD	1		1	1.09%	\$160,000		\$160,000	0.74%	0.00%
Single Family		X-OTHER	35	34	69	75.00%	\$8,657,257	\$8,258,257	\$16,915,514	77.98%	0.20%
Single Family	BN06 Total		46	46	92	100.00%	\$10,846,657	\$10,846,657	\$21,693,314	100.00%	0.25%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN07	AMVT				0.00%				0.00%	0.00%
Single Family	BN07	BBRI				0.00%				0.00%	0.00%
Single Family	BN07	CBRR	1	2	3	5.00%	\$125,000	\$387,000	\$512,000	3.72%	0.01%
Single Family	BN07	DNFR	3	1	4	6.67%	\$710,100	\$318,000	\$1,028,100	7.46%	0.01%
Single Family	BN07	NAPL	1	4	5	8.33%	\$130,000	\$743,500	\$873,500	6.34%	0.01%
Single Family	BN07	PREM				0.00%				0.00%	0.00%
Single Family	BN07	PRUD		2	2	3.33%		\$773,500	\$773,500	5.61%	0.01%
Single Family	BN07	WOOD	6	8	14	23.33%	\$1,761,000	\$2,337,000	\$4,098,000	29.74%	0.05%
Single Family	BN07	X-OTHER	19	13	32	53.33%	\$4,164,000	\$2,331,100	\$6,495,100	47.13%	0.08%
Single Family	BN07 Total		30	30	60	100.00%	\$6,890,100	\$6,890,100	\$13,780,200	100.00%	0.16%
Single Family	BN08	AMVT	2		2	1.37%	\$204,100		\$204,100	0.70%	0.00%
Single Family	BN08	BBRI				0.00%				0.00%	0.00%
Single Family	BN08	CBRR	4	1	5	3.42%	\$575,300	\$157,700	\$733,000	2.51%	0.01%
Single Family	BN08	DNFR	10	12	22	15.07%	\$1,681,450	\$1,738,400	\$3,419,850	11.69%	0.04%
Single Family	BN08	NAPL				0.00%				0.00%	0.00%
Single Family	BN08	PREM	1	2	3	2.05%	\$297,900	\$597,000	\$894,900	3.06%	0.01%
Single Family	BN08	PRUD	1	3	4	2.74%	\$365,000	\$648,900	\$1,013,900	3.47%	0.01%
Single Family	BN08	WOOD	4	4	8	5.48%	\$1,070,000	\$1,214,000	\$2,284,000	7.81%	0.03%
Single Family	BN08	X-OTHER	51	51	102	69.86%	\$10,428,806	\$10,266,556	\$20,695,362	70.77%	0.24%
Single Family	BN08 Total		73	73	146	100.00%	\$14,622,556	\$14,622,556	\$29,245,112	100.00%	0.34%
Single Family	BN09	AMVT	2	1	3	4.69%	\$740,000	\$365,000	\$1,105,000	5.15%	0.01%
Single Family	BN09	BBRI				0.00%				0.00%	0.00%
Single Family	BN09	CBRR	8	3	11	17.19%	\$2,611,000	\$1,150,500	\$3,761,500	17.53%	0.04%
Single Family	BN09	DNFR	7	5	12	18.75%	\$2,457,401	\$1,597,000	\$4,054,401	18.90%	0.05%
Single Family	BN09	NAPL	1	3	4	6.25%	\$345,000	\$1,045,000	\$1,390,000	6.48%	0.02%
Single Family	BN09	PREM	1		1	1.56%	\$550,000		\$550,000	2.56%	0.01%
Single Family	BN09	PRUD		2	2	3.13%		\$565,000	\$565,000	2.63%	0.01%
Single Family	BN09	WOOD	1	3	4	6.25%	\$350,000	\$1,130,000	\$1,480,000	6.90%	0.02%
Single Family	BN09	X-OTHER	12	15	27	42.19%	\$3,674,000	\$4,874,901	\$8,548,901	39.85%	0.10%
Single Family	BN09 Total		32	32	64	100.00%	\$10,727,401	\$10,727,401	\$21,454,802	100.00%	0.25%
Single Family	BN10	AMVT	4	2	6	2.91%	\$495,100	\$230,000	\$725,100	2.50%	0.01%
Single Family	BN10	BBRI				0.00%				0.00%	0.00%
Single Family	BN10	CBRR	9	6	15	7.28%	\$1,168,000	\$634,500	\$1,802,500	6.23%	0.02%
Single Family	BN10	DNFR	19	19	38	18.45%	\$2,940,100	\$2,729,900	\$5,670,000	19.58%	0.07%
Single Family	BN10	NAPL	1	1	2	0.97%	\$252,000	\$78,000	\$330,000	1.14%	0.00%
Single Family	BN10	PREM		3	3	1.46%		\$684,836	\$684,836	2.37%	0.01%
Single Family	BN10	PRUD	1	1	2	0.97%	\$280,000	\$160,000	\$440,000	1.52%	0.01%
Single Family	BN10	WOOD	5	6	11	5.34%	\$826,500	\$1,129,000	\$1,955,500	6.75%	0.02%
Single Family	BN10	X-OTHER	64	65	129	62.62%	\$8,513,711	\$8,829,175	\$17,342,886	59.90%	0.20%
Single Family	BN10 Total		103	103	206	100.00%	\$14,475,411	\$14,475,411	\$28,950,822	100.00%	0.34%
Single Family	BN11	AMVT	1	1	2	6.67%	\$750,000	\$750,000	\$1,500,000	6.76%	0.02%
Single Family	BN11	BBRI				0.00%				0.00%	0.00%
Single Family	BN11	CBRR				0.00%				0.00%	0.00%
Single Family	BN11	DNFR	6	4	10	33.33%	\$2,810,900	\$1,916,000	\$4,726,900	21.29%	0.06%
Single Family	BN11	NAPL		1	1	3.33%		\$420,000	\$420,000	1.89%	0.00%
Single Family	BN11	PREM		2	2	6.67%		\$959,900	\$959,900	4.32%	0.01%
Single Family	BN11	PRUD				0.00%				0.00%	0.00%
Single Family	BN11	WOOD		2	2	6.67%		\$1,018,000	\$1,018,000	4.59%	0.01%
Single Family	BN11	X-OTHER	8	5	13	43.33%	\$7,538,000	\$6,035,000	\$13,573,000	61.15%	0.16%
Single Family	BN11 Total		15	15	30	100.00%	\$11,098,900	\$11,098,900	\$22,197,800	100.00%	0.26%
Single Family	BN12	AMVT	2	2	4	1.21%	\$1,534,900	\$437,900	\$1,972,800	1.79%	0.02%
Single Family	BN12	BBRI				0.00%				0.00%	0.00%
Single Family	BN12	CBRR	4	7	11	3.33%	\$861,000	\$3,001,500	\$3,862,500	3.51%	0.05%
Single Family	BN12	DNFR	21	26	47	14.24%	\$7,637,075	\$7,246,725	\$14,883,800	13.51%	0.17%
Single Family	BN12	NAPL	3	1	4	1.21%	\$707,900	\$350,000	\$1,057,900	0.96%	0.01%
Single Family	BN12	PREM	2	4	6	1.82%	\$709,000	\$2,589,516	\$3,298,516	2.99%	0.04%
Single Family	BN12	PRUD	11	11	22	6.67%	\$3,744,000	\$4,638,000	\$8,382,000	7.61%	0.10%
Single Family	BN12	WOOD	39	32	71	21.52%	\$16,558,900	\$14,911,246	\$31,470,146	28.57%	0.37%
Single Family	BN12	X-OTHER	83	82	165	50.00%	\$23,318,830	\$21,896,718	\$45,215,548	41.05%	0.53%
Single Family	BN12 Total		165	165	330	100.00%	\$55,071,605	\$55,071,605	\$110,143,210	100.00%	1.29%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN07	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR		2	2	2.78%		\$360,000	\$360,000	1.87%	0.00%
Single Family		DNFR	3	10	13	18.06%	\$725,000	\$2,783,400	\$3,508,400	18.25%	0.04%
Single Family		NAPL	1		1	1.39%	\$277,500		\$277,500	1.44%	0.00%
Single Family		PREM		1	1	1.39%		\$265,000	\$265,000	1.38%	0.00%
Single Family		PRUD	3	2	5	6.94%	\$1,047,000	\$810,000	\$1,857,000	9.66%	0.02%
Single Family		WOOD	9	6	15	20.83%	\$2,444,000	\$1,612,000	\$4,056,000	21.10%	0.05%
Single Family		X-OTHER	20	15	35	48.61%	\$5,116,900	\$3,780,000	\$8,896,900	46.29%	0.10%
Single Family	BN07 Total		36	36	72	100.00%	\$9,610,400	\$9,610,400	\$19,220,800	100.00%	0.22%
Single Family	BN08	AMVT	1	1	2	1.41%	\$542,000	\$110,000	\$652,000	2.05%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	4	6	4.23%	\$198,000	\$1,288,000	\$1,486,000	4.68%	0.02%
Single Family		DNFR	12	7	19	13.38%	\$2,744,000	\$1,390,000	\$4,134,000	13.01%	0.05%
Single Family		NAPL		1	1	0.70%		\$338,000	\$338,000	1.06%	0.00%
Single Family		PREM	3		3	2.11%	\$1,410,000		\$1,410,000	4.44%	0.02%
Single Family		PRUD	2	2	4	2.82%	\$681,000	\$827,000	\$1,508,000	4.75%	0.02%
Single Family		WOOD	2	5	7	4.93%	\$1,072,500	\$1,125,000	\$2,197,500	6.92%	0.03%
Single Family		X-OTHER	49	51	100	70.42%	\$9,237,750	\$10,807,250	\$20,045,000	63.09%	0.23%
Single Family	BN08 Total		71	71	142	100.00%	\$15,885,250	\$15,885,250	\$31,770,500	100.00%	0.37%
Single Family	BN09	AMVT	1	1	2	1.61%	\$461,000	\$390,000	\$851,000	1.89%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	10	9	19	15.32%	\$3,539,700	\$3,617,000	\$7,156,700	15.89%	0.08%
Single Family		DNFR	11	10	21	16.94%	\$3,674,665	\$3,228,000	\$6,902,665	15.33%	0.08%
Single Family		NAPL	2	3	5	4.03%	\$630,000	\$1,039,700	\$1,669,700	3.71%	0.02%
Single Family		PREM	2	2	4	3.23%	\$875,000	\$676,000	\$1,551,000	3.44%	0.02%
Single Family		PRUD		3	3	2.42%		\$1,125,000	\$1,125,000	2.50%	0.01%
Single Family		WOOD	9	5	14	11.29%	\$3,185,000	\$1,582,665	\$4,767,665	10.59%	0.06%
Single Family		X-OTHER	27	29	56	45.16%	\$10,152,500	\$10,859,500	\$21,012,000	46.66%	0.25%
Single Family	BN09 Total		62	62	124	100.00%	\$22,517,865	\$22,517,865	\$45,035,730	100.00%	0.53%
Single Family	BN10	AMVT	2	2	4	1.68%	\$373,325	\$543,178	\$916,503	1.70%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1	7	8	3.36%	\$215,000	\$1,558,459	\$1,773,459	3.29%	0.02%
Single Family		DNFR	15	11	26	10.92%	\$3,572,500	\$2,913,393	\$6,485,893	12.04%	0.08%
Single Family		NAPL	3	2	5	2.10%	\$246,063	\$168,063	\$414,126	0.77%	0.00%
Single Family		PREM	1	1	2	0.84%	\$222,500	\$223,759	\$446,259	0.83%	0.01%
Single Family		PRUD	6	8	14	5.88%	\$1,810,911	\$2,270,449	\$4,081,360	7.58%	0.05%
Single Family		WOOD	3	6	9	3.78%	\$709,000	\$1,449,537	\$2,158,537	4.01%	0.03%
Single Family		X-OTHER	88	82	170	71.43%	\$19,774,466	\$17,796,927	\$37,571,393	69.77%	0.44%
Single Family	BN10 Total		119	119	238	100.00%	\$26,923,765	\$26,923,765	\$53,847,530	100.00%	0.63%
Single Family	BN11	AMVT	1	1	2	6.67%	\$542,500	\$542,500	\$1,085,000	7.69%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR	3	4	7	23.33%	\$1,522,000	\$1,534,800	\$3,056,800	21.66%	0.04%
Single Family		NAPL	1	1	2	6.67%	\$82,000	\$500,000	\$582,000	4.12%	0.01%
Single Family		PREM	1		1	3.33%	\$545,000		\$545,000	3.86%	0.01%
Single Family		PRUD	1	1	2	6.67%	\$500,000	\$525,000	\$1,025,000	7.26%	0.01%
Single Family		WOOD	2		2	6.67%	\$800,000		\$800,000	5.67%	0.01%
Single Family		X-OTHER	6	8	14	46.67%	\$3,063,300	\$3,952,500	\$7,015,800	49.72%	0.08%
Single Family	BN11 Total		15	15	30	100.00%	\$7,054,800	\$7,054,800	\$14,109,600	100.00%	0.17%
Single Family	BN12	AMVT	2	3	5	1.44%	\$684,600	\$868,000	\$1,552,600	1.22%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	5	3	8	2.30%	\$3,294,000	\$707,900	\$4,001,900	3.14%	0.05%
Single Family		DNFR	18	24	42	12.07%	\$4,997,150	\$9,909,315	\$14,906,465	11.69%	0.17%
Single Family		NAPL	3	1	4	1.15%	\$757,400	\$335,000	\$1,092,400	0.86%	0.01%
Single Family		PREM	4	12	16	4.60%	\$1,550,000	\$6,203,250	\$7,753,250	6.08%	0.09%
Single Family		PRUD	10	15	25	7.18%	\$3,357,600	\$4,423,008	\$7,780,608	6.10%	0.09%
Single Family		WOOD	41	32	73	20.98%	\$17,642,400	\$16,390,700	\$34,033,100	26.70%	0.40%
Single Family		X-OTHER	91	84	175	50.29%	\$31,457,731	\$24,903,708	\$56,361,439	44.21%	0.66%
Single Family	BN12 Total		174	174	348	100.00%	\$63,740,881	\$63,740,881	\$127,481,762	100.00%	1.49%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN13	AMVT									0.00%
Single Family	BN13	BBRI									0.00%
Single Family	BN13	CBRR									0.00%
Single Family	BN13	DNFR									0.00%
Single Family	BN13	NAPL									0.00%
Single Family	BN13	PREM									0.00%
Single Family	BN13	PRUD									0.00%
Single Family	BN13	WOOD									0.00%
Single Family	BN13	X-OTHER									0.00%
Single Family	BN13 Total										0.00%
Single Family	ES01	AMVT	1	3	4	2.17%	\$1,100,000	\$1,041,000	\$2,141,000	3.40%	0.03%
Single Family	ES01	BBRI				0.00%				0.00%	0.00%
Single Family	ES01	CBRR	5	2	7	3.80%	\$1,107,000	\$708,000	\$1,815,000	2.88%	0.02%
Single Family	ES01	DNFR	12	19	31	16.85%	\$4,069,500	\$6,833,000	\$10,902,500	17.32%	0.13%
Single Family	ES01	NAPL	2	4	6	3.26%	\$248,000	\$928,500	\$1,176,500	1.87%	0.01%
Single Family	ES01	PREM	1	2	3	1.63%	\$294,000	\$477,000	\$771,000	1.23%	0.01%
Single Family	ES01	PRUD	12	11	23	12.50%	\$4,554,000	\$4,997,000	\$9,551,000	15.18%	0.11%
Single Family	ES01	WOOD	6	11	17	9.24%	\$2,940,842	\$5,180,342	\$8,121,184	12.90%	0.09%
Single Family	ES01	X-OTHER	53	40	93	50.54%	\$17,154,992	\$11,303,492	\$28,458,484	45.22%	0.33%
Single Family	ES01 Total		92	92	184	100.00%	\$31,468,334	\$31,468,334	\$62,936,668	100.00%	0.74%
Single Family	ES02	AMVT	5	5	10	3.62%	\$929,900	\$1,297,900	\$2,227,800	3.75%	0.03%
Single Family	ES02	BBRI				0.00%				0.00%	0.00%
Single Family	ES02	CBRR	5	5	10	3.62%	\$1,178,700	\$1,091,000	\$2,269,700	3.82%	0.03%
Single Family	ES02	DNFR	13	23	36	13.04%	\$3,016,500	\$5,337,000	\$8,353,500	14.07%	0.10%
Single Family	ES02	NAPL	1		1	0.36%	\$126,000		\$126,000	0.21%	0.00%
Single Family	ES02	PREM				0.00%				0.00%	0.00%
Single Family	ES02	PRUD	3	6	9	3.26%	\$680,500	\$1,111,000	\$1,791,500	3.02%	0.02%
Single Family	ES02	WOOD	8	6	14	5.07%	\$1,696,500	\$1,395,000	\$3,091,500	5.21%	0.04%
Single Family	ES02	X-OTHER	103	93	196	71.01%	\$22,060,647	\$19,456,847	\$41,517,494	69.92%	0.49%
Single Family	ES02 Total		138	138	276	100.00%	\$29,688,747	\$29,688,747	\$59,377,494	100.00%	0.69%
Single Family	ES03	AMVT	15	9	24	7.41%	\$7,194,600	\$4,819,000	\$12,013,600	11.67%	0.14%
Single Family	ES03	BBRI				0.00%				0.00%	0.00%
Single Family	ES03	CBRR	5	7	12	3.70%	\$1,414,500	\$2,388,500	\$3,803,000	3.69%	0.04%
Single Family	ES03	DNFR	20	22	42	12.96%	\$6,967,800	\$6,528,500	\$13,496,300	13.11%	0.16%
Single Family	ES03	NAPL	2	1	3	0.93%	\$510,100	\$325,000	\$835,100	0.81%	0.01%
Single Family	ES03	PREM	2	4	6	1.85%	\$645,000	\$1,630,000	\$2,275,000	2.21%	0.03%
Single Family	ES03	PRUD	12	9	21	6.48%	\$4,697,900	\$4,171,600	\$8,869,500	8.61%	0.10%
Single Family	ES03	WOOD	4	8	12	3.70%	\$1,229,000	\$2,213,000	\$3,442,000	3.34%	0.04%
Single Family	ES03	X-OTHER	102	102	204	62.96%	\$28,826,250	\$29,409,550	\$58,235,800	56.56%	0.68%
Single Family	ES03 Total		162	162	324	100.00%	\$51,485,150	\$51,485,150	\$102,970,300	100.00%	1.20%
Single Family	NA01	AMVT	4	2	6	3.37%	\$4,177,500	\$729,000	\$4,906,500	3.02%	0.06%
Single Family	NA01	BBRI				0.00%				0.00%	0.00%
Single Family	NA01	CBRR	9	7	16	8.99%	\$7,822,000	\$4,243,559	\$12,065,559	7.41%	0.14%
Single Family	NA01	DNFR	19	14	33	18.54%	\$11,977,459	\$15,524,000	\$27,501,459	16.90%	0.32%
Single Family	NA01	NAPL	1	2	3	1.69%	\$283,000	\$655,000	\$938,000	0.58%	0.01%
Single Family	NA01	PREM	2	3	5	2.81%	\$1,122,000	\$2,480,000	\$3,602,000	2.21%	0.04%
Single Family	NA01	PRUD	1	4	5	2.81%	\$765,000	\$3,817,000	\$4,582,000	2.82%	0.05%
Single Family	NA01	WOOD	12	11	23	12.92%	\$8,174,500	\$12,084,500	\$20,259,000	12.45%	0.24%
Single Family	NA01	X-OTHER	41	46	87	48.88%	\$47,045,700	\$41,834,100	\$88,879,800	54.62%	1.04%
Single Family	NA01 Total		89	89	178	100.00%	\$81,367,159	\$81,367,159	\$162,734,318	100.00%	1.90%
Single Family	NA02	AMVT		3	3	5.00%		\$4,510,000	\$4,510,000	6.72%	0.05%
Single Family	NA02	BBRI				0.00%				0.00%	0.00%
Single Family	NA02	CBRR	5		5	8.33%	\$6,850,000		\$6,850,000	10.21%	0.08%
Single Family	NA02	DNFR	4	4	8	13.33%	\$4,420,000	\$3,135,000	\$7,555,000	11.26%	0.09%
Single Family	NA02	NAPL				0.00%				0.00%	0.00%
Single Family	NA02	PREM	2	3	5	8.33%	\$2,045,000	\$3,480,000	\$5,525,000	8.23%	0.06%
Single Family	NA02	PRUD	1		1	1.67%	\$835,000		\$835,000	1.24%	0.01%
Single Family	NA02	WOOD	3	2	5	8.33%	\$3,942,000	\$2,480,000	\$6,422,000	9.57%	0.08%
Single Family	NA02	X-OTHER	15	18	33	55.00%	\$15,459,000	\$19,946,000	\$35,405,000	52.76%	0.41%
Single Family	NA02 Total		30	30	60	100.00%	\$33,551,000	\$33,551,000	\$67,102,000	100.00%	0.78%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	BN13	AMVT									0.00%
Single Family		BBRI									0.00%
Single Family		CBRR									0.00%
Single Family		DNFR									0.00%
Single Family		NAPL									0.00%
Single Family		PREM									0.00%
Single Family		PRUD									0.00%
Single Family		WOOD									0.00%
Single Family		X-OTHER									0.00%
Single Family	BN13 Total										0.00%
Single Family	ES01	AMVT	1	2	3	1.40%	\$133,000	\$885,000	\$1,018,000	1.33%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR		4	4	1.87%		\$985,500	\$985,500	1.28%	0.01%
Single Family		DNFR	10	17	27	12.62%	\$3,173,000	\$5,811,950	\$8,984,950	11.70%	0.11%
Single Family		NAPL		1	1	0.47%		\$280,000	\$280,000	0.36%	0.00%
Single Family		PREM	2	3	5	2.34%	\$524,000	\$1,177,450	\$1,701,450	2.22%	0.02%
Single Family		PRUD	10	6	16	7.48%	\$4,653,500	\$3,317,000	\$7,970,500	10.38%	0.09%
Single Family		WOOD	12	7	19	8.88%	\$5,726,550	\$2,885,650	\$8,612,200	11.22%	0.10%
Single Family		X-OTHER	72	67	139	64.95%	\$24,171,650	\$23,039,150	\$47,210,800	61.50%	0.55%
Single Family	ES01 Total		107	107	214	100.00%	\$38,381,700	\$38,381,700	\$76,763,400	100.00%	0.90%
Single Family	ES02	AMVT	1		1	0.41%	\$215,000		\$215,000	0.35%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	4	6	2.46%	\$631,600	\$1,295,000	\$1,926,600	3.16%	0.02%
Single Family		DNFR	17	16	33	13.52%	\$4,325,700	\$3,591,000	\$7,916,700	12.98%	0.09%
Single Family		NAPL	1		1	0.41%	\$225,000		\$225,000	0.37%	0.00%
Single Family		PREM		1	1	0.41%		\$300,000	\$300,000	0.49%	0.00%
Single Family		PRUD	8	4	12	4.92%	\$1,666,800	\$877,900	\$2,544,700	4.17%	0.03%
Single Family		WOOD	8	9	17	6.97%	\$1,931,600	\$2,801,497	\$4,733,097	7.76%	0.06%
Single Family		X-OTHER	85	88	173	70.90%	\$21,501,930	\$21,632,233	\$43,134,163	70.72%	0.50%
Single Family	ES02 Total		122	122	244	100.00%	\$30,497,630	\$30,497,630	\$60,995,260	100.00%	0.71%
Single Family	ES03	AMVT	2	2	4	0.84%	\$899,000	\$1,079,900	\$1,978,900	1.15%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	9	6	15	3.14%	\$3,531,500	\$2,348,758	\$5,880,258	3.41%	0.07%
Single Family		DNFR	29	35	64	13.39%	\$9,875,400	\$13,661,000	\$23,536,400	13.63%	0.28%
Single Family		NAPL		1	1	0.21%		\$225,000	\$225,000	0.13%	0.00%
Single Family		PREM	8	6	14	2.93%	\$3,053,000	\$2,193,000	\$5,246,000	3.04%	0.06%
Single Family		PRUD	13	19	32	6.69%	\$5,980,500	\$7,364,000	\$13,344,500	7.73%	0.16%
Single Family		WOOD	7	13	20	4.18%	\$2,540,900	\$5,600,400	\$8,141,300	4.72%	0.10%
Single Family		X-OTHER	171	157	328	68.62%	\$60,429,973	\$53,838,215	\$114,268,188	66.20%	1.34%
Single Family	ES03 Total		239	239	478	100.00%	\$86,310,273	\$86,310,273	\$172,620,546	100.00%	2.02%
Single Family	NA01	AMVT	3	3	6	2.52%	\$2,223,250	\$2,268,950	\$4,492,200	2.48%	0.05%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	18	6	24	10.08%	\$15,574,000	\$3,775,000	\$19,349,000	10.68%	0.23%
Single Family		DNFR	22	17	39	16.39%	\$14,701,950	\$14,126,000	\$28,827,950	15.92%	0.34%
Single Family		NAPL	1	3	4	1.68%	\$198,000	\$1,264,000	\$1,462,000	0.81%	0.02%
Single Family		PREM	6	7	13	5.46%	\$5,116,000	\$5,782,000	\$10,898,000	6.02%	0.13%
Single Family		PRUD	1	8	9	3.78%	\$140,650	\$2,886,150	\$3,026,800	1.67%	0.04%
Single Family		WOOD	8	11	19	7.98%	\$4,664,000	\$6,516,500	\$11,180,500	6.17%	0.13%
Single Family		X-OTHER	60	64	124	52.10%	\$47,934,409	\$53,933,659	\$101,868,068	56.25%	1.19%
Single Family	NA01 Total		119	119	238	100.00%	\$90,552,259	\$90,552,259	\$181,104,518	100.00%	2.12%
Single Family	NA02	AMVT	1	2	3	5.77%	\$625,000	\$1,378,500	\$2,003,500	3.42%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	4		4	7.69%	\$4,748,000		\$4,748,000	8.10%	0.06%
Single Family		DNFR	2	4	6	11.54%	\$1,775,000	\$5,638,049	\$7,413,049	12.64%	0.09%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	2	3	5	9.62%	\$4,520,000	\$5,950,000	\$10,470,000	17.85%	0.12%
Single Family		PRUD	1		1	1.92%	\$515,000		\$515,000	0.88%	0.01%
Single Family		WOOD	4	2	6	11.54%	\$5,625,000	\$2,725,000	\$8,350,000	14.24%	0.10%
Single Family		X-OTHER	12	15	27	51.92%	\$11,518,549	\$13,635,000	\$25,153,549	42.89%	0.29%
Single Family	NA02 Total		26	26	52	100.00%	\$29,326,549	\$29,326,549	\$58,653,098	100.00%	0.69%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA03	AMVT	27	18	45	14.15%	\$5,598,165	\$4,011,785	\$9,609,950	14.08%	0.11%
Single Family	NA03	BBRI				0.00%				0.00%	0.00%
Single Family	NA03	CBRR	11	7	18	5.66%	\$2,139,050	\$1,978,500	\$4,117,550	6.03%	0.05%
Single Family	NA03	DNFR	14	17	31	9.75%	\$3,083,700	\$3,273,930	\$6,357,630	9.31%	0.07%
Single Family	NA03	NAPL	8	7	15	4.72%	\$2,536,600	\$1,520,950	\$4,057,550	5.94%	0.05%
Single Family	NA03	PREM	2	6	8	2.52%	\$646,400	\$1,363,900	\$2,010,300	2.95%	0.02%
Single Family	NA03	PRUD	3	2	5	1.57%	\$887,500	\$580,000	\$1,467,500	2.15%	0.02%
Single Family	NA03	WOOD	6	5	11	3.46%	\$1,389,500	\$1,449,000	\$2,838,500	4.16%	0.03%
Single Family	NA03	X-OTHER	88	97	185	58.18%	\$17,845,600	\$19,948,450	\$37,794,050	55.37%	0.44%
Single Family	NA03 Total		159	159	318	100.00%	\$34,126,515	\$34,126,515	\$68,253,030	100.00%	0.80%
Single Family	NA04	AMVT	1	1	2	1.69%	\$2,300,000	\$700,000	\$3,000,000	2.04%	0.04%
Single Family	NA04	BBRI				0.00%				0.00%	0.00%
Single Family	NA04	CBRR	3	2	5	4.24%	\$3,575,000	\$2,190,000	\$5,765,000	3.92%	0.07%
Single Family	NA04	DNFR	16	18	34	28.81%	\$19,604,000	\$24,062,500	\$43,666,500	29.67%	0.51%
Single Family	NA04	NAPL				0.00%				0.00%	0.00%
Single Family	NA04	PREM	15	15	30	25.42%	\$25,115,000	\$19,888,500	\$45,003,500	30.58%	0.53%
Single Family	NA04	PRUD	2		2	1.69%	\$2,845,000		\$2,845,000	1.93%	0.03%
Single Family	NA04	WOOD	15	11	26	22.03%	\$12,389,500	\$15,835,000	\$28,224,500	19.18%	0.33%
Single Family	NA04	X-OTHER	7	12	19	16.10%	\$7,754,000	\$10,906,500	\$18,660,500	12.68%	0.22%
Single Family	NA04 Total		59	59	118	100.00%	\$73,582,500	\$73,582,500	\$147,165,000	100.00%	1.72%
Single Family	NA05	AMVT	6	2	8	3.15%	\$6,053,000	\$4,125,000	\$10,178,000	3.51%	0.12%
Single Family	NA05	BBRI				0.00%				0.00%	0.00%
Single Family	NA05	CBRR	8	4	12	4.72%	\$6,395,000	\$4,200,000	\$10,595,000	3.65%	0.12%
Single Family	NA05	DNFR	19	18	37	14.57%	\$16,604,000	\$15,553,500	\$32,157,500	11.09%	0.38%
Single Family	NA05	NAPL	1	1	2	0.79%	\$750,000	\$1,660,000	\$2,410,000	0.83%	0.03%
Single Family	NA05	PREM	29	28	57	22.44%	\$41,176,800	\$45,891,500	\$87,068,300	30.02%	1.02%
Single Family	NA05	PRUD	1	1	2	0.79%	\$620,000	\$420,000	\$1,040,000	0.36%	0.01%
Single Family	NA05	WOOD	26	23	49	19.29%	\$27,713,000	\$22,786,000	\$50,499,000	17.41%	0.59%
Single Family	NA05	X-OTHER	37	50	87	34.25%	\$45,693,212	\$50,369,012	\$96,062,224	33.12%	1.12%
Single Family	NA05 Total		127	127	254	100.00%	\$145,005,012	\$145,005,012	\$290,010,024	100.00%	3.39%
Single Family	NA06	AMVT	1		1	0.66%	\$455,000		\$455,000	0.15%	0.01%
Single Family	NA06	BBRI				0.00%				0.00%	0.00%
Single Family	NA06	CBRR	5	3	8	5.26%	\$19,245,000	\$15,635,000	\$34,880,000	11.47%	0.41%
Single Family	NA06	DNFR	9	15	24	15.79%	\$14,998,000	\$33,101,900	\$48,099,900	15.82%	0.56%
Single Family	NA06	NAPL		1	1	0.66%		\$3,500,000	\$3,500,000	1.15%	0.04%
Single Family	NA06	PREM	17	14	31	20.39%	\$50,085,000	\$21,041,000	\$71,126,000	23.40%	0.83%
Single Family	NA06	PRUD	4	3	7	4.61%	\$4,614,000	\$8,100,000	\$12,714,000	4.18%	0.15%
Single Family	NA06	WOOD	15	12	27	17.76%	\$20,725,000	\$14,490,000	\$35,215,000	11.59%	0.41%
Single Family	NA06	X-OTHER	25	28	53	34.87%	\$41,862,900	\$56,117,000	\$97,979,900	32.23%	1.15%
Single Family	NA06 Total		76	76	152	100.00%	\$151,984,900	\$151,984,900	\$303,969,800	100.00%	3.56%
Single Family	NA07	AMVT	1	1	2	1.35%	\$1,575,000	\$1,700,000	\$3,275,000	0.58%	0.04%
Single Family	NA07	BBRI				0.00%				0.00%	0.00%
Single Family	NA07	CBRR		1	1	0.68%		\$6,300,000	\$6,300,000	1.12%	0.07%
Single Family	NA07	DNFR	7	8	15	10.14%	\$27,331,770	\$31,975,000	\$59,306,770	10.58%	0.69%
Single Family	NA07	NAPL		1	1	0.68%		\$4,700,000	\$4,700,000	0.84%	0.05%
Single Family	NA07	PREM	19	16	35	23.65%	\$82,350,000	\$69,148,000	\$151,498,000	27.02%	1.77%
Single Family	NA07	PRUD	6	7	13	8.78%	\$20,470,000	\$23,350,000	\$43,820,000	7.81%	0.51%
Single Family	NA07	WOOD	15	14	29	19.59%	\$60,952,500	\$55,850,000	\$116,802,500	20.83%	1.37%
Single Family	NA07	X-OTHER	26	26	52	35.14%	\$87,683,000	\$87,339,270	\$175,022,270	31.21%	2.05%
Single Family	NA07 Total		74	74	148	100.00%	\$280,362,270	\$280,362,270	\$560,724,540	100.00%	6.56%
Single Family	NA08	AMVT	2	4	6	4.00%	\$485,000	\$6,169,800	\$6,654,800	5.12%	0.08%
Single Family	NA08	BBRI				0.00%				0.00%	0.00%
Single Family	NA08	CBRR	9	7	16	10.67%	\$11,598,000	\$8,794,500	\$20,392,500	15.70%	0.24%
Single Family	NA08	DNFR	11	12	23	15.33%	\$6,408,500	\$11,117,500	\$17,526,000	13.49%	0.20%
Single Family	NA08	NAPL	3	5	8	5.33%	\$2,367,000	\$3,526,000	\$5,893,000	4.54%	0.07%
Single Family	NA08	PREM	1	2	3	2.00%	\$1,250,000	\$1,515,000	\$2,765,000	2.13%	0.03%
Single Family	NA08	PRUD	3	3	6	4.00%	\$709,100	\$523,000	\$1,232,100	0.95%	0.01%
Single Family	NA08	WOOD	16	5	21	14.00%	\$16,831,313	\$7,410,000	\$24,241,313	18.66%	0.28%
Single Family	NA08	X-OTHER	30	37	67	44.67%	\$25,293,550	\$25,886,663	\$51,180,213	39.40%	0.60%
Single Family	NA08 Total		75	75	150	100.00%	\$64,942,463	\$64,942,463	\$129,884,926	100.00%	1.52%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA03	AMVT	28	14	42	13.73%	\$6,777,255	\$3,463,400	\$10,240,655	12.41%	0.12%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	9	4	13	4.25%	\$2,609,500	\$1,280,000	\$3,889,500	4.71%	0.05%
Single Family		DNFR	11	10	21	6.86%	\$3,206,700	\$2,469,100	\$5,675,800	6.88%	0.07%
Single Family		NAPL	6	3	9	2.94%	\$2,140,000	\$1,054,000	\$3,194,000	3.87%	0.04%
Single Family		PREM	5	4	9	2.94%	\$1,361,900	\$1,091,500	\$2,453,400	2.97%	0.03%
Single Family		PRUD	3	4	7	2.29%	\$851,500	\$1,067,000	\$1,918,500	2.32%	0.02%
Single Family		WOOD	13	8	21	6.86%	\$3,616,100	\$2,118,900	\$5,735,000	6.95%	0.07%
Single Family		X-OTHER	78	106	184	60.13%	\$20,698,818	\$28,717,873	\$49,416,691	59.88%	0.58%
Single Family	NA03 Total		153	153	306	100.00%	\$41,261,773	\$41,261,773	\$82,523,546	100.00%	0.97%
Single Family	NA04	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	1.56%	\$700,000	\$1,820,000	\$2,520,000	1.76%	0.03%
Single Family		DNFR	20	14	34	26.56%	\$24,236,250	\$13,807,000	\$38,043,250	26.58%	0.44%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	16	13	29	22.66%	\$20,652,500	\$16,770,750	\$37,423,250	26.15%	0.44%
Single Family		PRUD	2	2	4	3.13%	\$1,700,000	\$2,162,500	\$3,862,500	2.70%	0.05%
Single Family		WOOD	17	19	36	28.13%	\$16,886,000	\$21,072,500	\$37,958,500	26.52%	0.44%
Single Family		X-OTHER	8	15	23	17.97%	\$7,379,750	\$15,921,750	\$23,301,500	16.28%	0.27%
Single Family	NA04 Total		64	64	128	100.00%	\$71,554,500	\$71,554,500	\$143,109,000	100.00%	1.67%
Single Family	NA05	AMVT	2	2	4	1.54%	\$1,587,000	\$1,417,000	\$3,004,000	0.87%	0.04%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	3	5	8	3.08%	\$1,373,100	\$2,795,000	\$4,168,100	1.20%	0.05%
Single Family		DNFR	18	19	37	14.23%	\$18,584,500	\$23,756,799	\$42,341,299	12.20%	0.50%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	36	21	57	21.92%	\$66,471,449	\$45,384,400	\$111,855,849	32.23%	1.31%
Single Family		PRUD	3	6	9	3.46%	\$1,830,000	\$5,145,000	\$6,975,000	2.01%	0.08%
Single Family		WOOD	34	15	49	18.85%	\$41,860,125	\$18,239,125	\$60,099,250	17.32%	0.70%
Single Family		X-OTHER	34	62	96	36.92%	\$41,834,855	\$76,803,705	\$118,638,560	34.18%	1.39%
Single Family	NA05 Total		130	130	260	100.00%	\$173,541,029	\$173,541,029	\$347,082,058	100.00%	4.06%
Single Family	NA06	AMVT	1	1	2	0.99%	\$741,000	\$2,725,000	\$3,466,000	0.76%	0.04%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	4	3	7	3.47%	\$4,090,000	\$12,950,000	\$17,040,000	3.76%	0.20%
Single Family		DNFR	18	17	35	17.33%	\$39,730,000	\$29,430,000	\$69,160,000	15.26%	0.81%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	22	19	41	20.30%	\$47,362,500	\$52,096,000	\$99,458,500	21.95%	1.16%
Single Family		PRUD	2	8	10	4.95%	\$3,446,000	\$14,438,500	\$17,884,500	3.95%	0.21%
Single Family		WOOD	17	19	36	17.82%	\$32,987,500	\$32,150,000	\$65,137,500	14.38%	0.76%
Single Family		X-OTHER	37	34	71	35.15%	\$98,192,500	\$82,760,000	\$180,952,500	39.94%	2.12%
Single Family	NA06 Total		101	101	202	100.00%	\$226,549,500	\$226,549,500	\$453,099,000	100.00%	5.30%
Single Family	NA07	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	2	4	3.45%	\$9,300,000	\$4,710,000	\$14,010,000	2.58%	0.16%
Single Family		DNFR	7	9	16	13.79%	\$31,925,000	\$36,420,000	\$68,345,000	12.59%	0.80%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	17	13	30	25.86%	\$114,275,000	\$70,345,000	\$184,620,000	34.01%	2.16%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD	10	10	20	17.24%	\$33,775,000	\$34,275,000	\$68,050,000	12.54%	0.80%
Single Family		X-OTHER	22	24	46	39.66%	\$82,117,000	\$125,642,000	\$207,759,000	38.28%	2.43%
Single Family	NA07 Total		58	58	116	100.00%	\$271,392,000	\$271,392,000	\$542,784,000	100.00%	6.35%
Single Family	NA08	AMVT		1	1	0.86%		\$525,000	\$525,000	0.39%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	6	4	10	8.62%	\$5,595,000	\$4,715,000	\$10,310,000	7.67%	0.12%
Single Family		DNFR	6	7	13	11.21%	\$3,410,000	\$6,000,000	\$9,410,000	7.00%	0.11%
Single Family		NAPL	3	1	4	3.45%	\$1,812,340	\$500,000	\$2,312,340	1.72%	0.03%
Single Family		PREM	3	5	8	6.90%	\$2,685,000	\$8,292,000	\$10,977,000	8.17%	0.13%
Single Family		PRUD	2		2	1.72%	\$2,820,000		\$2,820,000	2.10%	0.03%
Single Family		WOOD	13	10	23	19.83%	\$16,809,500	\$12,634,500	\$29,444,000	21.92%	0.34%
Single Family		X-OTHER	25	30	55	47.41%	\$34,037,000	\$34,502,340	\$68,539,340	51.02%	0.80%
Single Family	NA08 Total		58	58	116	100.00%	\$67,168,840	\$67,168,840	\$134,337,680	100.00%	1.57%

John R. Wood Properties
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2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA09	AMVT	6	3	9	3.66%	\$513,722	\$246,000	\$759,722	1.99%	0.01%
Single Family	NA09	BBRI				0.00%				0.00%	0.00%
Single Family	NA09	CBRR	5	3	8	3.25%	\$951,622	\$276,900	\$1,228,522	3.22%	0.01%
Single Family	NA09	DNFR	6	13	19	7.72%	\$571,500	\$2,114,108	\$2,685,608	7.04%	0.03%
Single Family	NA09	NAPL	3		3	1.22%	\$272,000		\$272,000	0.71%	0.00%
Single Family	NA09	PREM	1	3	4	1.63%	\$305,000	\$375,500	\$680,500	1.78%	0.01%
Single Family	NA09	PRUD	6	3	9	3.66%	\$945,200	\$1,065,000	\$2,010,200	5.27%	0.02%
Single Family	NA09	WOOD	2	5	7	2.85%	\$496,000	\$1,333,100	\$1,829,100	4.79%	0.02%
Single Family	NA09	X-OTHER	94	93	187	76.02%	\$15,032,403	\$13,676,839	\$28,709,242	75.20%	0.34%
Single Family	NA09 Total		123	123	246	100.00%	\$19,087,447	\$19,087,447	\$38,174,894	100.00%	0.45%
Single Family	NA11	AMVT	14	15	29	4.82%	\$9,830,000	\$13,957,000	\$23,787,000	6.56%	0.28%
Single Family	NA11	BBRI				0.00%				0.00%	0.00%
Single Family	NA11	CBRR	15	13	28	4.65%	\$5,862,950	\$6,268,499	\$12,131,449	3.34%	0.14%
Single Family	NA11	DNFR	55	42	97	16.11%	\$20,325,499	\$18,668,900	\$38,994,399	10.75%	0.46%
Single Family	NA11	NAPL	4		4	0.66%	\$882,900		\$882,900	0.24%	0.01%
Single Family	NA11	PREM	3	14	17	2.82%	\$1,049,000	\$17,447,400	\$18,496,400	5.10%	0.22%
Single Family	NA11	PRUD	7	9	16	2.66%	\$3,949,000	\$5,825,000	\$9,774,000	2.69%	0.11%
Single Family	NA11	WOOD	67	50	117	19.44%	\$42,059,577	\$25,105,677	\$67,165,254	18.51%	0.79%
Single Family	NA11	X-OTHER	136	158	294	48.84%	\$97,458,315	\$94,144,765	\$191,603,080	52.81%	2.24%
Single Family	NA11 Total		301	301	602	100.00%	\$181,417,241	\$181,417,241	\$362,834,482	100.00%	4.24%
Single Family	NA12	AMVT	2	5	7	2.52%	\$843,500	\$2,377,000	\$3,220,500	1.59%	0.04%
Single Family	NA12	BBRI				0.00%				0.00%	0.00%
Single Family	NA12	CBRR	9	7	16	5.76%	\$4,485,900	\$6,699,500	\$11,185,400	5.52%	0.13%
Single Family	NA12	DNFR	17	15	32	11.51%	\$10,451,600	\$7,597,000	\$18,048,600	8.90%	0.21%
Single Family	NA12	NAPL	2	1	3	1.08%	\$432,000	\$159,000	\$591,000	0.29%	0.01%
Single Family	NA12	PREM	22	15	37	13.31%	\$35,502,500	\$11,820,000	\$47,322,500	23.35%	0.55%
Single Family	NA12	PRUD	12	8	20	7.19%	\$11,567,500	\$15,795,000	\$27,362,500	13.50%	0.32%
Single Family	NA12	WOOD	14	15	29	10.43%	\$9,897,500	\$11,512,499	\$21,409,999	10.56%	0.25%
Single Family	NA12	X-OTHER	61	73	134	48.20%	\$28,172,724	\$45,393,225	\$73,565,949	36.29%	0.86%
Single Family	NA12 Total		139	139	278	100.00%	\$101,353,224	\$101,353,224	\$202,706,448	100.00%	2.37%
Single Family	NA13	AMVT	1		1	1.56%	\$157,000		\$157,000	0.31%	0.00%
Single Family	NA13	BBRI				0.00%				0.00%	0.00%
Single Family	NA13	CBRR	3	1	4	6.25%	\$1,995,500	\$615,000	\$2,610,500	5.14%	0.03%
Single Family	NA13	DNFR	2	5	7	10.94%	\$995,000	\$3,687,500	\$4,682,500	9.23%	0.05%
Single Family	NA13	NAPL	2	1	3	4.69%	\$905,121	\$410,121	\$1,315,242	2.59%	0.02%
Single Family	NA13	PREM	1	3	4	6.25%	\$1,000,000	\$1,915,000	\$2,915,000	5.74%	0.03%
Single Family	NA13	PRUD	3		3	4.69%	\$2,174,000		\$2,174,000	4.28%	0.03%
Single Family	NA13	WOOD	11	9	20	31.25%	\$9,322,500	\$7,422,500	\$16,745,000	33.00%	0.20%
Single Family	NA13	X-OTHER	9	13	22	34.38%	\$8,823,000	\$11,322,000	\$20,145,000	39.70%	0.24%
Single Family	NA13 Total		32	32	64	100.00%	\$25,372,121	\$25,372,121	\$50,744,242	100.00%	0.59%
Single Family	NA14	AMVT	4	11	15	3.07%	\$1,015,900	\$3,917,400	\$4,933,300	2.36%	0.06%
Single Family	NA14	BBRI				0.00%				0.00%	0.00%
Single Family	NA14	CBRR	25	18	43	8.81%	\$9,172,800	\$7,285,500	\$16,458,300	7.88%	0.19%
Single Family	NA14	DNFR	16	33	49	10.04%	\$8,391,000	\$14,930,180	\$23,321,180	11.16%	0.27%
Single Family	NA14	NAPL		4	4	0.82%		\$1,467,500	\$1,467,500	0.70%	0.02%
Single Family	NA14	PREM	23	21	44	9.02%	\$14,425,000	\$10,146,200	\$24,571,200	11.76%	0.29%
Single Family	NA14	PRUD	14	12	26	5.33%	\$4,901,750	\$3,957,500	\$8,859,250	4.24%	0.10%
Single Family	NA14	WOOD	44	35	79	16.19%	\$17,464,075	\$17,096,295	\$34,560,370	16.54%	0.40%
Single Family	NA14	X-OTHER	118	110	228	46.72%	\$49,073,252	\$45,643,202	\$94,716,454	45.34%	1.11%
Single Family	NA14 Total		244	244	488	100.00%	\$104,443,777	\$104,443,777	\$208,887,554	100.00%	2.44%
Single Family	NA15	AMVT	3	6	9	4.79%	\$293,000	\$733,985	\$1,026,985	3.17%	0.01%
Single Family	NA15	BBRI				0.00%				0.00%	0.00%
Single Family	NA15	CBRR	8	3	11	5.85%	\$1,669,268	\$631,000	\$2,300,268	7.11%	0.03%
Single Family	NA15	DNFR	13	15	28	14.89%	\$2,104,500	\$2,375,493	\$4,479,993	13.84%	0.05%
Single Family	NA15	NAPL	1	5	6	3.19%	\$195,000	\$652,780	\$847,780	2.62%	0.01%
Single Family	NA15	PREM	1	2	3	1.60%	\$270,000	\$242,000	\$512,000	1.58%	0.01%
Single Family	NA15	PRUD	3	2	5	2.66%	\$538,900	\$225,000	\$763,900	2.36%	0.01%
Single Family	NA15	WOOD	12	12	24	12.77%	\$2,204,500	\$2,914,500	\$5,119,000	15.81%	0.06%
Single Family	NA15	X-OTHER	53	49	102	54.26%	\$8,909,255	\$8,409,665	\$17,318,920	53.50%	0.20%
Single Family	NA15 Total		94	94	188	100.00%	\$16,184,423	\$16,184,423	\$32,368,846	100.00%	0.38%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA09	AMVT	2	3	5	2.14%	\$169,100	\$226,000	\$395,100	0.92%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	7	12	19	8.12%	\$1,845,000	\$2,833,500	\$4,678,500	10.90%	0.05%
Single Family		DNFR	6	10	16	6.84%	\$673,000	\$2,217,800	\$2,890,800	6.73%	0.03%
Single Family		NAPL	4		4	1.71%	\$623,500		\$623,500	1.45%	0.01%
Single Family		PREM	2	3	5	2.14%	\$1,358,000	\$1,348,000	\$2,706,000	6.30%	0.03%
Single Family		PRUD	4	1	5	2.14%	\$554,000	\$100,000	\$654,000	1.52%	0.01%
Single Family		WOOD	3	2	5	2.14%	\$170,250	\$83,250	\$253,500	0.59%	0.00%
Single Family		X-OTHER	89	86	175	74.79%	\$16,072,000	\$14,656,300	\$30,728,300	71.58%	0.36%
Single Family	NA09 Total		117	117	234	100.00%	\$21,464,850	\$21,464,850	\$42,929,700	100.00%	0.50%
Single Family	NA11	AMVT	16	16	32	5.21%	\$9,653,900	\$9,889,610	\$19,543,510	5.17%	0.23%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	12	15	27	4.40%	\$4,631,000	\$7,872,500	\$12,503,500	3.31%	0.15%
Single Family		DNFR	23	45	68	11.07%	\$9,071,700	\$23,318,951	\$32,390,651	8.57%	0.38%
Single Family		NAPL	1	3	4	0.65%	\$230,000	\$922,000	\$1,152,000	0.30%	0.01%
Single Family		PREM	13	10	23	3.75%	\$8,397,000	\$7,369,898	\$15,766,898	4.17%	0.18%
Single Family		PRUD	7	9	16	2.61%	\$2,549,000	\$8,972,000	\$11,521,000	3.05%	0.13%
Single Family		WOOD	73	50	123	20.03%	\$44,410,550	\$30,009,450	\$74,420,000	19.70%	0.87%
Single Family		X-OTHER	162	159	321	52.28%	\$109,935,967	\$100,524,708	\$210,460,675	55.71%	2.46%
Single Family	NA11 Total		307	307	614	100.00%	\$188,879,117	\$188,879,117	\$377,758,234	100.00%	4.42%
Single Family	NA12	AMVT	7	2	9	3.17%	\$2,981,500	\$698,000	\$3,679,500	1.64%	0.04%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	5	6	11	3.87%	\$2,707,000	\$4,364,000	\$7,071,000	3.16%	0.08%
Single Family		DNFR	19	24	43	15.14%	\$15,004,500	\$15,820,500	\$30,825,000	13.77%	0.36%
Single Family		NAPL	1		1	0.35%	\$456,500		\$456,500	0.20%	0.01%
Single Family		PREM	25	21	46	16.20%	\$29,092,500	\$28,684,290	\$57,776,790	25.81%	0.68%
Single Family		PRUD	5	13	18	6.34%	\$4,150,000	\$10,997,500	\$15,147,500	6.77%	0.18%
Single Family		WOOD	20	22	42	14.79%	\$27,854,500	\$23,318,905	\$51,173,405	22.86%	0.60%
Single Family		X-OTHER	60	54	114	40.14%	\$29,667,718	\$28,031,023	\$57,698,741	25.78%	0.67%
Single Family	NA12 Total		142	142	284	100.00%	\$111,914,218	\$111,914,218	\$223,828,436	100.00%	2.62%
Single Family	NA13	AMVT	1	1	2	3.13%	\$500,000	\$200,000	\$700,000	0.98%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	6	2	8	12.50%	\$9,990,000	\$2,535,000	\$12,525,000	17.53%	0.15%
Single Family		DNFR	3	3	6	9.38%	\$2,249,000	\$1,924,000	\$4,173,000	5.84%	0.05%
Single Family		NAPL	1		1	1.56%	\$550,000		\$550,000	0.77%	0.01%
Single Family		PREM	2	2	4	6.25%	\$1,475,000	\$3,355,000	\$4,830,000	6.76%	0.06%
Single Family		PRUD		1	1	1.56%		\$590,000	\$590,000	0.83%	0.01%
Single Family		WOOD	5	6	11	17.19%	\$3,415,000	\$4,418,000	\$7,833,000	10.96%	0.09%
Single Family		X-OTHER	14	17	31	48.44%	\$17,549,500	\$22,706,500	\$40,256,000	56.34%	0.47%
Single Family	NA13 Total		32	32	64	100.00%	\$35,728,500	\$35,728,500	\$71,457,000	100.00%	0.84%
Single Family	NA14	AMVT	5	7	12	2.26%	\$1,342,000	\$2,152,500	\$3,494,500	1.39%	0.04%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	8	11	19	3.57%	\$4,845,000	\$5,368,000	\$10,213,000	4.07%	0.12%
Single Family		DNFR	25	30	55	10.34%	\$11,713,450	\$13,491,750	\$25,205,200	10.05%	0.29%
Single Family		NAPL	2	4	6	1.13%	\$492,000	\$1,451,000	\$1,943,000	0.77%	0.02%
Single Family		PREM	21	19	40	7.52%	\$13,313,500	\$9,057,000	\$22,370,500	8.92%	0.26%
Single Family		PRUD	19	18	37	6.95%	\$8,192,000	\$10,079,400	\$18,271,400	7.29%	0.21%
Single Family		WOOD	35	28	63	11.84%	\$16,376,000	\$13,398,380	\$29,774,380	11.88%	0.35%
Single Family		X-OTHER	151	149	300	56.39%	\$69,090,806	\$70,366,726	\$139,457,532	55.62%	1.63%
Single Family	NA14 Total		266	266	532	100.00%	\$125,364,756	\$125,364,756	\$250,729,512	100.00%	2.93%
Single Family	NA15	AMVT	4	2	6	2.65%	\$744,500	\$335,400	\$1,079,900	2.10%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	7	6	13	5.75%	\$1,542,500	\$1,494,000	\$3,036,500	5.91%	0.04%
Single Family		DNFR	20	15	35	15.49%	\$4,732,150	\$3,190,550	\$7,922,700	15.43%	0.09%
Single Family		NAPL	1		1	0.44%	\$265,000		\$265,000	0.52%	0.00%
Single Family		PREM	3	4	7	3.10%	\$895,200	\$677,200	\$1,572,400	3.06%	0.02%
Single Family		PRUD	4	2	6	2.65%	\$883,800	\$526,000	\$1,409,800	2.75%	0.02%
Single Family		WOOD	11	13	24	10.62%	\$2,900,124	\$2,721,124	\$5,621,248	10.95%	0.07%
Single Family		X-OTHER	63	71	134	59.29%	\$13,715,722	\$16,734,722	\$30,450,444	59.29%	0.36%
Single Family	NA15 Total		113	113	226	100.00%	\$25,678,996	\$25,678,996	\$51,357,992	100.00%	0.60%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA16	AMVT	3	9	12	2.96%	\$2,745,000	\$4,913,920	\$7,658,920	2.75%	0.09%
Single Family	NA16	BBRI				0.00%				0.00%	0.00%
Single Family	NA16	CBRR	12	14	26	6.40%	\$17,550,000	\$15,843,500	\$33,393,500	11.99%	0.39%
Single Family	NA16	DNFR	20	21	41	10.10%	\$7,944,900	\$7,864,980	\$15,809,880	5.68%	0.18%
Single Family	NA16	NAPL	4	5	9	2.22%	\$543,900	\$1,099,900	\$1,643,800	0.59%	0.02%
Single Family	NA16	PREM	22	24	46	11.33%	\$36,660,715	\$35,118,416	\$71,779,131	25.77%	0.84%
Single Family	NA16	PRUD	7	4	11	2.71%	\$3,095,000	\$1,232,000	\$4,327,000	1.55%	0.05%
Single Family	NA16	WOOD	36	40	76	18.72%	\$27,633,650	\$27,764,869	\$55,398,519	19.89%	0.65%
Single Family	NA16	X-OTHER	99	86	185	45.57%	\$43,115,536	\$45,451,116	\$88,566,652	31.79%	1.04%
Single Family	NA16 Total		203	203	406	100.00%	\$139,288,701	\$139,288,701	\$278,577,402	100.00%	3.26%
Single Family	NA17	AMVT	20	15	35	5.49%	\$3,221,000	\$3,472,500	\$6,693,500	4.45%	0.08%
Single Family	NA17	BBRI				0.00%				0.00%	0.00%
Single Family	NA17	CBRR	24	16	40	6.27%	\$4,886,100	\$3,899,500	\$8,785,600	5.84%	0.10%
Single Family	NA17	DNFR	41	55	96	15.05%	\$9,675,499	\$11,851,548	\$21,527,047	14.31%	0.25%
Single Family	NA17	NAPL	8	5	13	2.04%	\$1,614,210	\$1,039,460	\$2,653,670	1.76%	0.03%
Single Family	NA17	PREM	8	7	15	2.35%	\$2,349,650	\$1,685,900	\$4,035,550	2.68%	0.05%
Single Family	NA17	PRUD	15	12	27	4.23%	\$4,277,950	\$2,992,000	\$7,269,950	4.83%	0.09%
Single Family	NA17	WOOD	17	24	41	6.43%	\$5,009,900	\$6,864,452	\$11,874,352	7.90%	0.14%
Single Family	NA17	X-OTHER	186	185	371	58.15%	\$44,164,176	\$43,393,125	\$87,557,301	58.22%	1.02%
Single Family	NA17 Total		319	319	638	100.00%	\$75,198,485	\$75,198,485	\$150,396,970	100.00%	1.76%
Single Family	NA18	AMVT	6	7	13	3.25%	\$1,139,450	\$1,278,450	\$2,417,900	2.50%	0.03%
Single Family	NA18	BBRI				0.00%				0.00%	0.00%
Single Family	NA18	CBRR	23	15	38	9.50%	\$5,049,000	\$3,218,550	\$8,267,550	8.55%	0.10%
Single Family	NA18	DNFR	20	29	49	12.25%	\$5,306,685	\$7,928,050	\$13,234,735	13.69%	0.15%
Single Family	NA18	NAPL	7	2	9	2.25%	\$1,623,000	\$490,000	\$2,113,000	2.19%	0.02%
Single Family	NA18	PREM	1	3	4	1.00%	\$577,500	\$895,000	\$1,472,500	1.52%	0.02%
Single Family	NA18	PRUD	8	9	17	4.25%	\$2,085,000	\$3,243,500	\$5,328,500	5.51%	0.06%
Single Family	NA18	WOOD	11	12	23	5.75%	\$3,131,650	\$2,651,500	\$5,783,150	5.98%	0.07%
Single Family	NA18	X-OTHER	124	123	247	61.75%	\$29,424,255	\$28,631,490	\$58,055,745	60.05%	0.68%
Single Family	NA18 Total		200	200	400	100.00%	\$48,336,540	\$48,336,540	\$96,673,080	100.00%	1.13%
Single Family	NA19	AMVT	2	5	7	1.79%	\$348,900	\$1,998,500	\$2,347,400	1.43%	0.03%
Single Family	NA19	BBRI				0.00%				0.00%	0.00%
Single Family	NA19	CBRR	11	9	20	5.10%	\$4,744,750	\$3,109,355	\$7,854,105	4.80%	0.09%
Single Family	NA19	DNFR	19	25	44	11.22%	\$6,977,500	\$11,217,275	\$18,194,775	11.11%	0.21%
Single Family	NA19	NAPL		1	1	0.26%		\$265,000	\$265,000	0.16%	0.00%
Single Family	NA19	PREM	1	4	5	1.28%	\$435,000	\$1,595,000	\$2,030,000	1.24%	0.02%
Single Family	NA19	PRUD	13	18	31	7.91%	\$4,912,000	\$7,778,962	\$12,690,962	7.75%	0.15%
Single Family	NA19	WOOD	16	13	29	7.40%	\$5,530,500	\$5,155,000	\$10,685,500	6.53%	0.12%
Single Family	NA19	X-OTHER	134	121	255	65.05%	\$58,908,474	\$50,738,032	\$109,646,506	66.97%	1.28%
Single Family	NA19 Total		196	196	392	100.00%	\$81,857,124	\$81,857,124	\$163,714,248	100.00%	1.91%
Single Family	NA21	AMVT	2	7	9	2.27%	\$1,186,000	\$3,622,500	\$4,808,500	1.84%	0.06%
Single Family	NA21	BBRI				0.00%				0.00%	0.00%
Single Family	NA21	CBRR	8	13	21	5.30%	\$9,225,000	\$12,700,400	\$21,925,400	8.38%	0.26%
Single Family	NA21	DNFR	35	32	67	16.92%	\$16,548,350	\$16,744,447	\$33,292,797	12.72%	0.39%
Single Family	NA21	NAPL	1		1	0.25%	\$275,000		\$275,000	0.11%	0.00%
Single Family	NA21	PREM	6	7	13	3.28%	\$6,700,000	\$6,315,000	\$13,015,000	4.97%	0.15%
Single Family	NA21	PRUD	10	10	20	5.05%	\$9,164,500	\$4,984,056	\$14,148,556	5.41%	0.17%
Single Family	NA21	WOOD	13	22	35	8.84%	\$7,371,053	\$17,013,052	\$24,384,105	9.32%	0.29%
Single Family	NA21	X-OTHER	123	107	230	58.08%	\$80,388,096	\$69,478,544	\$149,866,640	57.26%	1.75%
Single Family	NA21 Total		198	198	396	100.00%	\$130,857,999	\$130,857,999	\$261,715,998	100.00%	3.06%
Single Family	NA22	AMVT	19	18	37	4.84%	\$4,969,502	\$5,481,050	\$10,450,552	4.61%	0.12%
Single Family	NA22	BBRI				0.00%				0.00%	0.00%
Single Family	NA22	CBRR	12	17	29	3.80%	\$4,640,750	\$5,212,552	\$9,853,302	4.35%	0.12%
Single Family	NA22	DNFR	60	56	116	15.18%	\$16,584,816	\$17,082,125	\$33,666,941	14.85%	0.39%
Single Family	NA22	NAPL	5	3	8	1.05%	\$1,828,000	\$809,500	\$2,637,500	1.16%	0.03%
Single Family	NA22	PREM	4	11	15	1.96%	\$1,319,000	\$4,229,500	\$5,548,500	2.45%	0.06%
Single Family	NA22	PRUD	15	18	33	4.32%	\$4,635,500	\$5,036,800	\$9,672,300	4.27%	0.11%
Single Family	NA22	WOOD	42	30	72	9.42%	\$16,333,350	\$10,547,531	\$26,880,881	11.85%	0.31%
Single Family	NA22	X-OTHER	225	229	454	59.42%	\$63,070,642	\$64,982,502	\$128,053,144	56.47%	1.50%
Single Family	NA22 Total		382	382	764	100.00%	\$113,381,560	\$113,381,560	\$226,763,120	100.00%	2.65%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA16	AMVT	5	9	14	3.08%	\$2,836,000	\$4,246,075	\$7,082,075	1.81%	0.08%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	11	11	22	4.85%	\$9,881,000	\$7,427,386	\$17,308,386	4.42%	0.20%
Single Family		DNFR	36	27	63	13.88%	\$22,381,250	\$21,792,452	\$44,173,702	11.27%	0.52%
Single Family		NAPL	5	3	8	1.76%	\$1,859,000	\$1,128,500	\$2,987,500	0.76%	0.03%
Single Family		PREM	38	33	71	15.64%	\$59,931,100	\$49,812,500	\$109,743,600	28.00%	1.28%
Single Family		PRUD	3	7	10	2.20%	\$1,210,000	\$9,512,846	\$10,722,846	2.74%	0.13%
Single Family		WOOD	54	39	93	20.48%	\$32,928,182	\$28,700,210	\$61,628,392	15.73%	0.72%
Single Family		X-OTHER	75	98	173	38.11%	\$64,912,941	\$73,319,504	\$138,232,445	35.27%	1.62%
Single Family	NA16 Total		227	227	454	100.00%	\$195,939,473	\$195,939,473	\$391,878,945	100.00%	4.58%
Single Family	NA17	AMVT	10	14	24	3.72%	\$2,820,500	\$3,631,000	\$6,451,500	3.75%	0.08%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	27	21	48	7.43%	\$7,136,775	\$6,398,000	\$13,534,775	7.87%	0.16%
Single Family		DNFR	34	34	68	10.53%	\$8,580,800	\$8,258,000	\$16,838,800	9.79%	0.20%
Single Family		NAPL	6	4	10	1.55%	\$1,384,550	\$1,620,000	\$3,004,550	1.75%	0.04%
Single Family		PREM	9	7	16	2.48%	\$3,064,800	\$2,457,650	\$5,522,450	3.21%	0.06%
Single Family		PRUD	12	7	19	2.94%	\$2,979,800	\$1,661,500	\$4,641,300	2.70%	0.05%
Single Family		WOOD	24	29	53	8.20%	\$6,655,750	\$8,049,100	\$14,704,850	8.55%	0.17%
Single Family		X-OTHER	201	207	408	63.16%	\$53,398,046	\$53,945,771	\$107,343,817	62.39%	1.26%
Single Family	NA17 Total		323	323	646	100.00%	\$86,021,021	\$86,021,021	\$172,042,042	100.00%	2.01%
Single Family	NA18	AMVT	2	7	9	2.34%	\$366,000	\$1,310,000	\$1,676,000	1.68%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	18	10	28	7.29%	\$3,346,200	\$2,774,700	\$6,120,900	6.13%	0.07%
Single Family		DNFR	22	22	44	11.46%	\$5,851,900	\$5,700,000	\$11,551,900	11.57%	0.14%
Single Family		NAPL	1	3	4	1.04%	\$180,000	\$464,900	\$644,900	0.65%	0.01%
Single Family		PREM	2	1	3	0.78%	\$749,000	\$286,900	\$1,035,900	1.04%	0.01%
Single Family		PRUD	9	9	18	4.69%	\$2,367,800	\$2,836,000	\$5,203,800	5.21%	0.06%
Single Family		WOOD	17	10	27	7.03%	\$4,595,400	\$2,771,901	\$7,367,301	7.38%	0.09%
Single Family		X-OTHER	121	130	251	65.36%	\$32,458,243	\$33,770,142	\$66,228,385	66.34%	0.77%
Single Family	NA18 Total		192	192	384	100.00%	\$49,914,543	\$49,914,543	\$99,829,086	100.00%	1.17%
Single Family	NA19	AMVT		3	3	0.66%		\$1,349,122	\$1,349,122	0.67%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	13	22	35	7.71%	\$4,470,050	\$8,832,075	\$13,302,125	6.56%	0.16%
Single Family		DNFR	24	28	52	11.45%	\$10,116,700	\$11,951,365	\$22,068,065	10.89%	0.26%
Single Family		NAPL		1	1	0.22%		\$329,000	\$329,000	0.16%	0.00%
Single Family		PREM	1	3	4	0.88%	\$489,500	\$2,455,500	\$2,945,000	1.45%	0.03%
Single Family		PRUD	17	13	30	6.61%	\$7,061,575	\$5,321,085	\$12,382,660	6.11%	0.14%
Single Family		WOOD	30	28	58	12.78%	\$10,494,560	\$9,778,150	\$20,272,710	10.00%	0.24%
Single Family		X-OTHER	142	129	271	59.69%	\$68,701,695	\$61,317,783	\$130,019,478	64.15%	1.52%
Single Family	NA19 Total		227	227	454	100.00%	\$101,334,080	\$101,334,080	\$202,668,160	100.00%	2.37%
Single Family	NA21	AMVT	4	4	8	1.73%	\$1,946,815	\$3,373,000	\$5,319,815	1.61%	0.06%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	11	6	17	3.68%	\$9,663,500	\$4,839,790	\$14,503,290	4.38%	0.17%
Single Family		DNFR	35	30	65	14.07%	\$19,252,580	\$20,116,850	\$39,369,430	11.88%	0.46%
Single Family		NAPL		1	1	0.22%		\$167,915	\$167,915	0.05%	0.00%
Single Family		PREM	7	11	18	3.90%	\$5,539,999	\$7,328,900	\$12,868,899	3.88%	0.15%
Single Family		PRUD	14	21	35	7.58%	\$10,366,500	\$20,210,721	\$30,577,221	9.23%	0.36%
Single Family		WOOD	18	17	35	7.58%	\$10,144,760	\$11,665,224	\$21,809,984	6.58%	0.26%
Single Family		X-OTHER	142	141	283	61.26%	\$108,800,376	\$98,012,130	\$206,812,506	62.40%	2.42%
Single Family	NA21 Total		231	231	462	100.00%	\$165,714,530	\$165,714,530	\$331,429,060	100.00%	3.88%
Single Family	NA22	AMVT	17	10	27	3.45%	\$4,774,350	\$3,455,399	\$8,229,749	3.16%	0.10%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	17	20	37	4.73%	\$5,622,555	\$6,295,875	\$11,918,430	4.58%	0.14%
Single Family		DNFR	55	59	114	14.58%	\$19,453,837	\$21,102,600	\$40,556,437	15.60%	0.47%
Single Family		NAPL	6	2	8	1.02%	\$1,278,500	\$323,142	\$1,601,642	0.62%	0.02%
Single Family		PREM	13	11	24	3.07%	\$7,704,000	\$4,030,941	\$11,734,941	4.51%	0.14%
Single Family		PRUD	21	13	34	4.35%	\$7,906,900	\$4,274,630	\$12,181,530	4.68%	0.14%
Single Family		WOOD	27	36	63	8.06%	\$8,819,950	\$14,080,545	\$22,900,495	8.81%	0.27%
Single Family		X-OTHER	235	240	475	60.74%	\$74,459,061	\$76,456,021	\$150,915,082	58.04%	1.77%
Single Family	NA22 Total		391	391	782	100.00%	\$130,019,153	\$130,019,153	\$260,038,306	100.00%	3.04%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA23	AMVT	2	2	4	2.82%	\$290,800	\$323,000	\$613,800	1.82%	0.01%
Single Family	NA23	BBRI				0.00%				0.00%	0.00%
Single Family	NA23	CBRR	5	3	8	5.63%	\$1,635,900	\$741,000	\$2,376,900	7.03%	0.03%
Single Family	NA23	DNFR	9	12	21	14.79%	\$2,129,350	\$2,624,480	\$4,753,830	14.06%	0.06%
Single Family	NA23	NAPL	1	4	5	3.52%	\$207,000	\$812,500	\$1,019,500	3.02%	0.01%
Single Family	NA23	PREM	1	1	2	1.41%	\$425,000	\$308,000	\$733,000	2.17%	0.01%
Single Family	NA23	PRUD	3	3	6	4.23%	\$625,000	\$682,000	\$1,307,000	3.87%	0.02%
Single Family	NA23	WOOD	4	2	6	4.23%	\$940,000	\$735,000	\$1,675,000	4.95%	0.02%
Single Family	NA23	X-OTHER	46	44	90	63.38%	\$10,649,741	\$10,676,811	\$21,326,552	63.09%	0.25%
Single Family	NA23 Total		71	71	142	100.00%	\$16,902,791	\$16,902,791	\$33,805,582	100.00%	0.40%
Single Family	NA24	AMVT	10	6	16	2.68%	\$926,578	\$695,250	\$1,621,828	2.54%	0.02%
Single Family	NA24	BBRI				0.00%				0.00%	0.00%
Single Family	NA24	CBRR	7	8	15	2.52%	\$656,360	\$1,030,500	\$1,686,860	2.64%	0.02%
Single Family	NA24	DNFR	22	17	39	6.54%	\$2,419,888	\$1,994,300	\$4,414,188	6.91%	0.05%
Single Family	NA24	NAPL	13	8	21	3.52%	\$1,638,250	\$941,200	\$2,579,450	4.04%	0.03%
Single Family	NA24	PREM				0.00%				0.00%	0.00%
Single Family	NA24	PRUD	6	4	10	1.68%	\$529,900	\$426,028	\$955,928	1.50%	0.01%
Single Family	NA24	WOOD	2	4	6	1.01%	\$127,000	\$492,000	\$619,000	0.97%	0.01%
Single Family	NA24	X-OTHER	238	251	489	82.05%	\$25,624,773	\$26,343,471	\$51,968,244	81.40%	0.61%
Single Family	NA24 Total		298	298	596	100.00%	\$31,922,749	\$31,922,749	\$63,845,498	100.00%	0.75%
Single Family	NA31	AMVT	1	4	5	4.72%	\$185,000	\$796,500	\$981,500	3.67%	0.01%
Single Family	NA31	BBRI				0.00%				0.00%	0.00%
Single Family	NA31	CBRR	3	2	5	4.72%	\$980,000	\$441,900	\$1,421,900	5.31%	0.02%
Single Family	NA31	DNFR	8	6	14	13.21%	\$1,720,000	\$1,579,500	\$3,299,500	12.33%	0.04%
Single Family	NA31	NAPL				0.00%				0.00%	0.00%
Single Family	NA31	PREM	3	3	6	2.83%	\$653,000		\$653,000	2.44%	0.01%
Single Family	NA31	PRUD	4	5	9	8.49%	\$1,856,400	\$2,056,922	\$3,913,322	14.63%	0.05%
Single Family	NA31	WOOD	3	4	7	6.60%	\$1,090,000	\$1,091,000	\$2,181,000	8.15%	0.03%
Single Family	NA31	X-OTHER	31	32	63	59.43%	\$6,893,157	\$7,411,735	\$14,304,892	53.47%	0.17%
Single Family	NA31 Total		53	53	106	100.00%	\$13,377,557	\$13,377,557	\$26,755,114	100.00%	0.31%
Single Family	NA32	AMVT	2	2	4	22.22%	\$143,100	\$208,000	\$351,100	7.67%	0.00%
Single Family	NA32	BBRI				0.00%				0.00%	0.00%
Single Family	NA32	CBRR				0.00%				0.00%	0.00%
Single Family	NA32	DNFR		1	1	5.56%		\$1,500,000	\$1,500,000	32.78%	0.02%
Single Family	NA32	NAPL				0.00%				0.00%	0.00%
Single Family	NA32	PREM	1		1	5.56%	\$1,500,000		\$1,500,000	32.78%	0.02%
Single Family	NA32	PRUD				0.00%				0.00%	0.00%
Single Family	NA32	WOOD				0.00%				0.00%	0.00%
Single Family	NA32	X-OTHER	6	6	12	66.67%	\$645,000	\$580,100	\$1,225,100	26.77%	0.01%
Single Family	NA32 Total		9	9	18	100.00%	\$2,288,100	\$2,288,100	\$4,576,200	100.00%	0.05%
Single Family	NA33	AMVT		1	1	50.00%		\$37,000	\$37,000	50.00%	0.00%
Single Family	NA33	BBRI				0.00%				0.00%	0.00%
Single Family	NA33	CBRR				0.00%				0.00%	0.00%
Single Family	NA33	DNFR				0.00%				0.00%	0.00%
Single Family	NA33	NAPL				0.00%				0.00%	0.00%
Single Family	NA33	PREM				0.00%				0.00%	0.00%
Single Family	NA33	PRUD				0.00%				0.00%	0.00%
Single Family	NA33	WOOD				0.00%				0.00%	0.00%
Single Family	NA33	X-OTHER	1		1	50.00%	\$37,000		\$37,000	50.00%	0.00%
Single Family	NA33 Total		1	1	2	100.00%	\$37,000	\$37,000	\$74,000	100.00%	0.00%
Single Family	NA34	AMVT	5	11	16	5.37%	\$919,000	\$2,075,200	\$2,994,200	5.22%	0.04%
Single Family	NA34	BBRI				0.00%				0.00%	0.00%
Single Family	NA34	CBRR		10	10	3.36%		\$2,071,723	\$2,071,723	3.61%	0.02%
Single Family	NA34	DNFR	20	13	33	11.07%	\$4,171,900	\$2,304,500	\$6,476,400	11.29%	0.08%
Single Family	NA34	NAPL	7	6	13	4.36%	\$1,394,000	\$1,171,000	\$2,565,000	4.47%	0.03%
Single Family	NA34	PREM		1	1	0.34%		\$157,500	\$157,500	0.27%	0.00%
Single Family	NA34	PRUD	3	5	8	2.68%	\$559,000	\$1,030,000	\$1,589,000	2.77%	0.02%
Single Family	NA34	WOOD	9	5	14	4.70%	\$1,812,900	\$898,400	\$2,711,300	4.73%	0.03%
Single Family	NA34	X-OTHER	105	98	203	68.12%	\$19,823,729	\$18,972,206	\$38,795,935	67.63%	0.45%
Single Family	NA34 Total		149	149	298	100.00%	\$28,680,529	\$28,680,529	\$57,361,058	100.00%	0.67%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA23	AMVT	2	1	3	1.95%	\$672,000	\$615,000	\$1,287,000	2.87%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	10	5	15	9.74%	\$2,968,200	\$1,209,750	\$4,177,950	9.32%	0.05%
Single Family		DNFR	6	10	16	10.39%	\$1,732,000	\$2,948,500	\$4,680,500	10.44%	0.05%
Single Family		NAPL		1	1	0.65%		\$220,000	\$220,000	0.49%	0.00%
Single Family		PREM	1	1	2	1.30%	\$547,500	\$540,000	\$1,087,500	2.43%	0.01%
Single Family		PRUD	2		2	1.30%	\$1,268,300		\$1,268,300	2.83%	0.01%
Single Family		WOOD	6	8	14	9.09%	\$2,816,000	\$2,322,975	\$5,138,975	11.47%	0.06%
Single Family		X-OTHER	50	51	101	65.58%	\$12,406,929	\$14,554,704	\$26,961,633	60.15%	0.32%
Single Family	NA23 Total		77	77	154	100.00%	\$22,410,929	\$22,410,929	\$44,821,858	100.00%	0.52%
Single Family	NA24	AMVT	10	2	12	2.80%	\$1,416,965	\$237,000	\$1,653,965	2.90%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	5	7	12	2.80%	\$689,000	\$1,004,900	\$1,693,900	2.97%	0.02%
Single Family		DNFR	15	13	28	6.54%	\$2,241,000	\$1,815,250	\$4,056,250	7.11%	0.05%
Single Family		NAPL	9	7	16	3.74%	\$1,251,971	\$904,070	\$2,156,041	3.78%	0.03%
Single Family		PREM		1	1	0.23%		\$144,500	\$144,500	0.25%	0.00%
Single Family		PRUD	4	4	8	1.87%	\$454,200	\$629,800	\$1,084,000	1.90%	0.01%
Single Family		WOOD	3	3	6	1.40%	\$264,000	\$385,000	\$649,000	1.14%	0.01%
Single Family		X-OTHER	168	177	345	80.61%	\$22,200,740	\$23,397,356	\$45,598,096	79.95%	0.53%
Single Family	NA24 Total		214	214	428	100.00%	\$28,517,876	\$28,517,876	\$57,035,752	100.00%	0.67%
Single Family	NA31	AMVT	1	3	4	3.57%	\$115,000	\$649,500	\$764,500	2.39%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	4	3	7	6.25%	\$843,000	\$794,000	\$1,637,000	5.12%	0.02%
Single Family		DNFR	6	5	11	9.82%	\$1,219,000	\$1,469,000	\$2,688,000	8.41%	0.03%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM		3	3	2.68%		\$1,704,000	\$1,704,000	5.33%	0.02%
Single Family		PRUD		5	5	4.46%		\$1,178,640	\$1,178,640	3.69%	0.01%
Single Family		WOOD	4	2	6	5.36%	\$1,327,000	\$799,000	\$2,126,000	6.65%	0.02%
Single Family		X-OTHER	41	35	76	67.86%	\$12,485,687	\$9,395,547	\$21,881,234	68.42%	0.26%
Single Family	NA31 Total		56	56	112	100.00%	\$15,989,687	\$15,989,687	\$31,979,374	100.00%	0.37%
Single Family	NA32	AMVT	1	1	2	6.67%	\$150,000	\$150,000	\$300,000	5.78%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1		1	3.33%	\$149,900		\$149,900	2.89%	0.00%
Single Family		DNFR	2	1	3	10.00%	\$576,300	\$128,100	\$704,400	13.58%	0.01%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD		1	1	3.33%		\$149,900	\$149,900	2.89%	0.00%
Single Family		X-OTHER	11	12	23	76.67%	\$1,718,000	\$2,166,200	\$3,884,200	74.86%	0.05%
Single Family	NA32 Total		15	15	30	100.00%	\$2,594,200	\$2,594,200	\$5,188,400	100.00%	0.06%
Single Family	NA33	AMVT	1		1	16.67%	\$27,200		\$27,200	6.10%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD	1		1	16.67%	\$117,999		\$117,999	26.48%	0.00%
Single Family		X-OTHER	1	3	4	66.67%	\$77,600	\$222,799	\$300,399	67.41%	0.00%
Single Family	NA33 Total		3	3	6	100.00%	\$222,799	\$222,799	\$445,598	100.00%	0.01%
Single Family	NA34	AMVT	4	3	7	2.65%	\$915,000	\$598,000	\$1,513,000	2.46%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	3	4	7	2.65%	\$842,000	\$971,350	\$1,813,350	2.95%	0.02%
Single Family		DNFR	21	21	42	15.91%	\$5,159,000	\$5,437,000	\$10,596,000	17.26%	0.12%
Single Family		NAPL	5	1	6	2.27%	\$1,001,800	\$173,000	\$1,174,800	1.91%	0.01%
Single Family		PREM		2	2	0.76%		\$448,000	\$448,000	0.73%	0.01%
Single Family		PRUD	6	4	10	3.79%	\$1,367,500	\$829,000	\$2,196,500	3.58%	0.03%
Single Family		WOOD	5	7	12	4.55%	\$1,022,000	\$1,645,500	\$2,667,500	4.35%	0.03%
Single Family		X-OTHER	88	90	178	67.42%	\$20,384,363	\$20,589,813	\$40,974,176	66.75%	0.48%
Single Family	NA34 Total		132	132	264	100.00%	\$30,691,663	\$30,691,663	\$61,383,326	100.00%	0.72%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA35	AMVT		1	1	25.00%		\$110,000	\$110,000	19.30%	0.00%
Single Family	NA35	BBRI				0.00%				0.00%	0.00%
Single Family	NA35	CBRR				0.00%				0.00%	0.00%
Single Family	NA35	DNFR				0.00%				0.00%	0.00%
Single Family	NA35	NAPL				0.00%				0.00%	0.00%
Single Family	NA35	PREM				0.00%				0.00%	0.00%
Single Family	NA35	PRUD				0.00%				0.00%	0.00%
Single Family	NA35	WOOD				0.00%				0.00%	0.00%
Single Family	NA35	X-OTHER	2	1	3	75.00%	\$285,000	\$175,000	\$460,000	80.70%	0.01%
Single Family	NA35 Total		2	2	4	100.00%	\$285,000	\$285,000	\$570,000	100.00%	0.01%
Single Family	NA36	AMVT				0.00%				0.00%	0.00%
Single Family	NA36	BBRI				0.00%				0.00%	0.00%
Single Family	NA36	CBRR	1		1	1.56%	\$172,000		\$172,000	2.08%	0.00%
Single Family	NA36	DNFR	2		2	3.13%	\$124,800		\$124,800	1.51%	0.00%
Single Family	NA36	NAPL				0.00%				0.00%	0.00%
Single Family	NA36	PREM				0.00%				0.00%	0.00%
Single Family	NA36	PRUD				0.00%				0.00%	0.00%
Single Family	NA36	WOOD	2	4	6	9.38%	\$447,000	\$764,500	\$1,211,500	14.65%	0.01%
Single Family	NA36	X-OTHER	27	28	55	85.94%	\$3,389,674	\$3,368,974	\$6,758,648	81.76%	0.08%
Single Family	NA36 Total		32	32	64	100.00%	\$4,133,474	\$4,133,474	\$8,266,948	100.00%	0.10%
Single Family	NA37	AMVT	5	5	10	4.63%	\$1,049,000	\$991,500	\$2,040,500	3.79%	0.02%
Single Family	NA37	BBRI				0.00%				0.00%	0.00%
Single Family	NA37	CBRR	3	3	6	2.78%	\$557,000	\$485,000	\$1,042,000	1.93%	0.01%
Single Family	NA37	DNFR	9	6	15	6.94%	\$1,840,150	\$1,548,250	\$3,388,400	6.29%	0.04%
Single Family	NA37	NAPL	1		1	0.46%	\$245,000		\$245,000	0.45%	0.00%
Single Family	NA37	PREM	2	4	6	2.78%	\$532,500	\$1,014,000	\$1,546,500	2.87%	0.02%
Single Family	NA37	PRUD	8	5	13	6.02%	\$2,436,500	\$1,532,000	\$3,968,500	7.36%	0.05%
Single Family	NA37	WOOD		7	7	3.24%		\$1,744,000	\$1,744,000	3.24%	0.02%
Single Family	NA37	X-OTHER	80	78	158	73.15%	\$20,286,719	\$19,632,119	\$39,918,838	74.07%	0.47%
Single Family	NA37 Total		108	108	216	100.00%	\$26,946,869	\$26,946,869	\$53,893,738	100.00%	0.63%
Single Family	NA38	AMVT	1		1	0.74%	\$348,000		\$348,000	0.62%	0.00%
Single Family	NA38	BBRI				0.00%				0.00%	0.00%
Single Family	NA38	CBRR	1	2	3	2.21%	\$400,000	\$667,000	\$1,067,000	1.89%	0.01%
Single Family	NA38	DNFR	4	3	7	5.15%	\$1,745,000	\$2,029,890	\$3,774,890	6.68%	0.04%
Single Family	NA38	NAPL	1		1	0.74%	\$290,000		\$290,000	0.51%	0.00%
Single Family	NA38	PREM	16	16	32	23.53%	\$7,638,500	\$6,916,345	\$14,554,845	25.77%	0.17%
Single Family	NA38	PRUD	3	3	6	4.41%	\$893,000	\$1,110,000	\$2,003,000	3.55%	0.02%
Single Family	NA38	WOOD		2	2	1.47%		\$470,000	\$470,000	0.83%	0.01%
Single Family	NA38	X-OTHER	42	42	84	61.76%	\$16,928,412	\$17,049,677	\$33,978,089	60.15%	0.40%
Single Family	NA38 Total		68	68	136	100.00%	\$28,242,912	\$28,242,912	\$56,485,824	100.00%	0.66%
Single Family	NA39	AMVT				0.00%				0.00%	0.00%
Single Family	NA39	BBRI				0.00%				0.00%	0.00%
Single Family	NA39	CBRR	1		1	3.57%	\$265,000		\$265,000	3.37%	0.00%
Single Family	NA39	DNFR				0.00%				0.00%	0.00%
Single Family	NA39	NAPL				0.00%				0.00%	0.00%
Single Family	NA39	PREM				0.00%				0.00%	0.00%
Single Family	NA39	PRUD	2		2	7.14%	\$705,000		\$705,000	8.97%	0.01%
Single Family	NA39	WOOD				0.00%				0.00%	0.00%
Single Family	NA39	X-OTHER	11	14	25	89.29%	\$2,958,500	\$3,928,500	\$6,887,000	87.65%	0.08%
Single Family	NA39 Total		14	14	28	100.00%	\$3,928,500	\$3,928,500	\$7,857,000	100.00%	0.09%
Single Family	NA41	AMVT	5	4	9	4.41%	\$931,600	\$1,066,500	\$1,998,100	4.74%	0.02%
Single Family	NA41	BBRI				0.00%				0.00%	0.00%
Single Family	NA41	CBRR	2	2	4	1.96%	\$1,035,000	\$730,100	\$1,765,100	4.19%	0.02%
Single Family	NA41	DNFR	15	17	32	15.69%	\$3,250,500	\$3,433,100	\$6,683,600	15.87%	0.08%
Single Family	NA41	NAPL	2	1	3	1.47%	\$196,000	\$290,000	\$486,000	1.15%	0.01%
Single Family	NA41	PREM	1	3	4	1.96%	\$445,000	\$1,335,000	\$1,780,000	4.23%	0.02%
Single Family	NA41	PRUD	4	1	5	2.45%	\$658,000	\$165,000	\$823,000	1.95%	0.01%
Single Family	NA41	WOOD	8	9	17	8.33%	\$2,021,400	\$1,700,300	\$3,721,700	8.83%	0.04%
Single Family	NA41	X-OTHER	65	65	130	63.73%	\$12,524,779	\$12,342,279	\$24,867,058	59.03%	0.29%
Single Family	NA41 Total		102	102	204	100.00%	\$21,062,279	\$21,062,279	\$42,124,558	100.00%	0.49%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA35	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	2	2	4	100.00%	\$413,000	\$413,000	\$826,000	100.00%	0.01%
Single Family	NA35 Total		2	2	4	100.00%	\$413,000	\$413,000	\$826,000	100.00%	0.01%
Single Family	NA36	AMVT				0.00%				0.00%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR		3	3	3.41%		\$693,032	\$693,032	5.34%	0.01%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD		1	1	1.14%		\$229,900	\$229,900	1.77%	0.00%
Single Family		WOOD	15	11	26	29.55%	\$3,298,800	\$2,178,100	\$5,476,900	42.19%	0.06%
Single Family		X-OTHER	29	29	58	65.91%	\$3,191,982	\$3,389,750	\$6,581,732	50.70%	0.08%
Single Family	NA36 Total		44	44	88	100.00%	\$6,490,782	\$6,490,782	\$12,981,564	100.00%	0.15%
Single Family	NA37	AMVT	2	8	10	4.13%	\$620,000	\$2,239,000	\$2,859,000	4.02%	0.03%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	4	6	2.48%	\$491,500	\$1,220,000	\$1,711,500	2.40%	0.02%
Single Family		DNFR	5	4	9	3.72%	\$1,805,000	\$974,900	\$2,779,900	3.90%	0.03%
Single Family		NAPL		1	1	0.41%		\$250,000	\$250,000	0.35%	0.00%
Single Family		PREM	1	1	2	0.83%	\$345,000	\$383,000	\$728,000	1.02%	0.01%
Single Family		PRUD	12	10	22	9.09%	\$3,549,900	\$3,001,800	\$6,551,700	9.20%	0.08%
Single Family		WOOD	4	3	7	2.89%	\$1,253,100	\$917,000	\$2,170,100	3.05%	0.03%
Single Family		X-OTHER	95	90	185	76.45%	\$27,533,256	\$26,612,056	\$54,145,312	76.05%	0.63%
Single Family	NA37 Total		121	121	242	100.00%	\$35,597,756	\$35,597,756	\$71,195,512	100.00%	0.83%
Single Family	NA38	AMVT		1	1	0.76%		\$415,000	\$415,000	0.61%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	2	4	3.03%	\$437,000	\$519,000	\$956,000	1.40%	0.01%
Single Family		DNFR	5	8	13	9.85%	\$2,313,400	\$3,527,400	\$5,840,800	8.57%	0.07%
Single Family		NAPL				0.00%				0.00%	0.00%
Single Family		PREM	20	14	34	25.76%	\$9,892,000	\$8,702,556	\$18,594,556	27.30%	0.22%
Single Family		PRUD	2	5	7	5.30%	\$859,000	\$2,678,814	\$3,537,814	5.19%	0.04%
Single Family		WOOD		2	2	1.52%		\$1,465,000	\$1,465,000	2.15%	0.02%
Single Family		X-OTHER	37	34	71	53.79%	\$20,555,813	\$16,749,443	\$37,305,256	54.77%	0.44%
Single Family	NA38 Total		66	66	132	100.00%	\$34,057,213	\$34,057,213	\$68,114,426	100.00%	0.80%
Single Family	NA39	AMVT		1	1	2.94%		\$235,000	\$235,000	2.73%	0.00%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1		1	2.94%	\$240,000		\$240,000	2.79%	0.00%
Single Family		DNFR		1	1	2.94%		\$240,000	\$240,000	2.79%	0.00%
Single Family		NAPL	1		1	2.94%	\$175,000		\$175,000	2.04%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	15	15	30	88.24%	\$3,881,900	\$3,821,900	\$7,703,800	89.64%	0.09%
Single Family	NA39 Total		17	17	34	100.00%	\$4,296,900	\$4,296,900	\$8,593,800	100.00%	0.10%
Single Family	NA41	AMVT	3	3	6	3.06%	\$1,036,399	\$968,750	\$2,005,149	3.51%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	7	6	13	6.63%	\$2,450,300	\$1,304,700	\$3,755,000	6.57%	0.04%
Single Family		DNFR	9	15	24	12.24%	\$3,494,250	\$4,263,000	\$7,757,250	13.56%	0.09%
Single Family		NAPL	3	2	5	2.55%	\$662,500	\$470,000	\$1,132,500	1.98%	0.01%
Single Family		PREM	2	1	3	1.53%	\$1,299,000	\$617,500	\$1,916,500	3.35%	0.02%
Single Family		PRUD	2	3	5	2.55%	\$1,302,500	\$1,487,000	\$2,789,500	4.88%	0.03%
Single Family		WOOD	4	7	11	5.61%	\$1,140,000	\$2,989,001	\$4,129,001	7.22%	0.05%
Single Family		X-OTHER	68	61	129	65.82%	\$17,211,580	\$16,496,578	\$33,708,158	58.94%	0.39%
Single Family	NA41 Total		98	98	196	100.00%	\$28,596,529	\$28,596,529	\$57,193,058	100.00%	0.67%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA42	AMVT	2	5	7	4.32%	\$205,900	\$787,500	\$993,400	3.68%	0.01%
Single Family	NA42	BBRI				0.00%				0.00%	0.00%
Single Family	NA42	CBRR	3	4	7	4.32%	\$438,000	\$650,000	\$1,088,000	4.03%	0.01%
Single Family	NA42	DNFR	7	6	13	8.02%	\$1,029,000	\$780,100	\$1,809,100	6.71%	0.02%
Single Family	NA42	NAPL	3		3	1.85%	\$640,900		\$640,900	2.38%	0.01%
Single Family	NA42	PREM		1	1	0.62%		\$185,000	\$185,000	0.69%	0.00%
Single Family	NA42	PRUD	5	1	6	3.70%	\$1,179,900	\$195,000	\$1,374,900	5.10%	0.02%
Single Family	NA42	WOOD	1	2	3	1.85%	\$170,000	\$231,900	\$401,900	1.49%	0.00%
Single Family	NA42	X-OTHER	60	62	122	75.31%	\$9,822,599	\$10,656,799	\$20,479,398	75.93%	0.24%
Single Family	NA42 Total		81	81	162	100.00%	\$13,486,299	\$13,486,299	\$26,972,598	100.00%	0.32%
Single Family	NA43	AMVT	4	4	8	7.84%	\$414,000	\$494,000	\$908,000	5.74%	0.01%
Single Family	NA43	BBRI				0.00%				0.00%	0.00%
Single Family	NA43	CBRR	1	1	2	1.96%	\$310,500	\$120,000	\$430,500	2.72%	0.01%
Single Family	NA43	DNFR	7	3	10	9.80%	\$1,050,600	\$445,000	\$1,495,600	9.46%	0.02%
Single Family	NA43	NAPL	1	2	3	2.94%	\$135,000	\$260,000	\$395,000	2.50%	0.00%
Single Family	NA43	PREM				0.00%				0.00%	0.00%
Single Family	NA43	PRUD		2	2	1.96%		\$261,199	\$261,199	1.65%	0.00%
Single Family	NA43	WOOD	1	1	2	1.96%	\$190,000	\$275,100	\$465,100	2.94%	0.01%
Single Family	NA43	X-OTHER	37	38	75	73.53%	\$5,807,099	\$6,051,900	\$11,858,999	74.99%	0.14%
Single Family	NA43 Total		51	51	102	100.00%	\$7,907,199	\$7,907,199	\$15,814,398	100.00%	0.18%
Single Family	NA44	AMVT	1	2	3	2.00%	\$55,100	\$188,100	\$243,200	1.01%	0.00%
Single Family	NA44	BBRI				0.00%				0.00%	0.00%
Single Family	NA44	CBRR	4	2	6	4.00%	\$609,000	\$232,250	\$841,250	3.49%	0.01%
Single Family	NA44	DNFR	13	12	25	16.67%	\$2,192,597	\$2,000,197	\$4,192,794	17.39%	0.05%
Single Family	NA44	NAPL	3	1	4	2.67%	\$358,000	\$110,000	\$468,000	1.94%	0.01%
Single Family	NA44	PREM				0.00%				0.00%	0.00%
Single Family	NA44	PRUD	1	3	4	2.67%	\$126,000	\$432,999	\$558,999	2.32%	0.01%
Single Family	NA44	WOOD	3	4	7	4.67%	\$678,000	\$793,000	\$1,471,000	6.10%	0.02%
Single Family	NA44	X-OTHER	50	51	101	67.33%	\$8,035,069	\$8,297,220	\$16,332,289	67.75%	0.19%
Single Family	NA44 Total		75	75	150	100.00%	\$12,053,766	\$12,053,766	\$24,107,532	100.00%	0.28%
Single Family	NA45	AMVT	5	5	10	5.81%	\$723,900	\$727,000	\$1,450,900	6.44%	0.02%
Single Family	NA45	BBRI				0.00%				0.00%	0.00%
Single Family	NA45	CBRR	6	5	11	6.40%	\$879,500	\$965,000	\$1,844,500	8.19%	0.02%
Single Family	NA45	DNFR	5	8	13	7.56%	\$569,200	\$1,114,500	\$1,683,700	7.47%	0.02%
Single Family	NA45	NAPL	4	2	6	3.49%	\$448,000	\$257,000	\$705,000	3.13%	0.01%
Single Family	NA45	PREM				0.00%				0.00%	0.00%
Single Family	NA45	PRUD	3	3	6	3.49%	\$310,000	\$447,500	\$757,500	3.36%	0.01%
Single Family	NA45	WOOD	1		1	0.58%	\$130,000		\$130,000	0.58%	0.00%
Single Family	NA45	X-OTHER	62	63	125	72.67%	\$8,205,880	\$7,755,480	\$15,961,360	70.84%	0.19%
Single Family	NA45 Total		86	86	172	100.00%	\$11,266,480	\$11,266,480	\$22,532,960	100.00%	0.26%
Single Family	NA46	AMVT	8	9	17	7.80%	\$1,043,800	\$1,043,602	\$2,087,402	7.80%	0.02%
Single Family	NA46	BBRI				0.00%				0.00%	0.00%
Single Family	NA46	CBRR	4	2	6	2.75%	\$666,000	\$374,000	\$1,040,000	3.88%	0.01%
Single Family	NA46	DNFR	7	6	13	5.96%	\$854,400	\$609,500	\$1,463,900	5.47%	0.02%
Single Family	NA46	NAPL	5	3	8	3.67%	\$514,502	\$269,000	\$783,502	2.93%	0.01%
Single Family	NA46	PREM				0.00%				0.00%	0.00%
Single Family	NA46	PRUD	3	2	5	2.29%	\$353,800	\$249,900	\$603,700	2.25%	0.01%
Single Family	NA46	WOOD	2	4	6	2.75%	\$273,000	\$559,500	\$832,500	3.11%	0.01%
Single Family	NA46	X-OTHER	80	83	163	74.77%	\$9,681,406	\$10,281,406	\$19,962,812	74.56%	0.23%
Single Family	NA46 Total		109	109	218	100.00%	\$13,386,908	\$13,386,908	\$26,773,816	100.00%	0.31%
Single Family	NA47	AMVT	9	11	20	6.80%	\$982,100	\$1,462,799	\$2,444,899	6.59%	0.03%
Single Family	NA47	BBRI				0.00%				0.00%	0.00%
Single Family	NA47	CBRR	8	12	20	6.80%	\$1,079,900	\$1,673,700	\$2,753,600	7.42%	0.03%
Single Family	NA47	DNFR	17	9	26	8.84%	\$2,550,215	\$1,356,285	\$3,906,500	10.53%	0.05%
Single Family	NA47	NAPL	8	5	13	4.42%	\$1,004,900	\$430,210	\$1,435,110	3.87%	0.02%
Single Family	NA47	PREM		1	1	0.34%		\$180,000	\$180,000	0.48%	0.00%
Single Family	NA47	PRUD		2	2	0.68%		\$184,000	\$184,000	0.50%	0.00%
Single Family	NA47	WOOD	5	9	14	4.76%	\$776,000	\$1,175,065	\$1,951,065	5.26%	0.02%
Single Family	NA47	X-OTHER	100	98	198	67.35%	\$12,164,174	\$12,095,230	\$24,259,404	65.36%	0.28%
Single Family	NA47 Total		147	147	294	100.00%	\$18,557,289	\$18,557,289	\$37,114,578	100.00%	0.43%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA42	AMVT	5	2	7	4.12%	\$1,189,101	\$372,000	\$1,561,101	4.13%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	2	4	2.35%	\$630,000	\$480,250	\$1,110,250	2.93%	0.01%
Single Family		DNFR	10	12	22	12.94%	\$3,297,000	\$3,066,851	\$6,363,851	16.82%	0.07%
Single Family		NAPL	2	5	7	4.12%	\$305,500	\$812,900	\$1,118,400	2.96%	0.01%
Single Family		PREM	1		1	0.59%	\$365,000		\$365,000	0.96%	0.00%
Single Family		PRUD		2	2	1.18%		\$315,000	\$315,000	0.83%	0.00%
Single Family		WOOD	3	3	6	3.53%	\$897,500	\$705,000	\$1,602,500	4.23%	0.02%
Single Family		X-OTHER	62	59	121	71.18%	\$12,236,369	\$13,168,469	\$25,404,838	67.14%	0.30%
Single Family	NA42 Total		85	85	170	100.00%	\$18,920,470	\$18,920,470	\$37,840,940	100.00%	0.44%
Single Family	NA43	AMVT	3	1	4	4.44%	\$439,500	\$215,000	\$654,500	4.32%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	3	5	5.56%	\$347,250	\$452,450	\$799,700	5.28%	0.01%
Single Family		DNFR	2	7	9	10.00%	\$362,500	\$1,317,750	\$1,680,250	11.10%	0.02%
Single Family		NAPL	5	2	7	7.78%	\$880,900	\$276,500	\$1,157,400	7.64%	0.01%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD				0.00%				0.00%	0.00%
Single Family		WOOD	1	1	2	2.22%	\$205,000	\$331,000	\$536,000	3.54%	0.01%
Single Family		X-OTHER	32	31	63	70.00%	\$5,335,853	\$4,978,303	\$10,314,156	68.12%	0.12%
Single Family	NA43 Total		45	45	90	100.00%	\$7,571,003	\$7,571,003	\$15,142,006	100.00%	0.18%
Single Family	NA44	AMVT	2	4	6	4.62%	\$626,000	\$758,400	\$1,384,400	5.27%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1	3	4	3.08%	\$188,000	\$826,400	\$1,014,400	3.86%	0.01%
Single Family		DNFR	5	6	11	8.46%	\$1,445,400	\$1,710,500	\$3,155,900	12.01%	0.04%
Single Family		NAPL	3	1	4	3.08%	\$374,900	\$60,000	\$434,900	1.66%	0.01%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD	1	3	4	3.08%	\$375,000	\$815,000	\$1,190,000	4.53%	0.01%
Single Family		WOOD	5	2	7	5.38%	\$1,144,000	\$351,000	\$1,495,000	5.69%	0.02%
Single Family		X-OTHER	48	46	94	72.31%	\$8,982,913	\$8,614,913	\$17,597,826	66.98%	0.21%
Single Family	NA44 Total		65	65	130	100.00%	\$13,136,213	\$13,136,213	\$26,272,426	100.00%	0.31%
Single Family	NA45	AMVT	2	2	4	2.78%	\$272,100	\$314,100	\$586,200	2.42%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	2	3	5	3.47%	\$470,000	\$452,000	\$922,000	3.81%	0.01%
Single Family		DNFR	4	1	5	3.47%	\$804,900	\$223,000	\$1,027,900	4.25%	0.01%
Single Family		NAPL	2	2	4	2.78%	\$267,500	\$207,500	\$475,000	1.96%	0.01%
Single Family		PREM	1	1	2	1.39%	\$189,900	\$285,000	\$474,900	1.96%	0.01%
Single Family		PRUD		2	2	1.39%		\$640,000	\$640,000	2.65%	0.01%
Single Family		WOOD	1	3	4	2.78%	\$115,000	\$549,000	\$664,000	2.75%	0.01%
Single Family		X-OTHER	60	58	118	81.94%	\$9,971,503	\$9,420,303	\$19,391,806	80.19%	0.23%
Single Family	NA45 Total		72	72	144	100.00%	\$12,090,903	\$12,090,903	\$24,181,806	100.00%	0.28%
Single Family	NA46	AMVT	5	2	7	4.02%	\$642,500	\$319,000	\$961,500	3.45%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	3	4	7	4.02%	\$392,499	\$792,339	\$1,184,838	4.25%	0.01%
Single Family		DNFR	5	5	10	5.75%	\$858,839	\$718,900	\$1,577,739	5.65%	0.02%
Single Family		NAPL	5	2	7	4.02%	\$649,000	\$275,000	\$924,000	3.31%	0.01%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD		1	1	0.57%		\$148,000	\$148,000	0.53%	0.00%
Single Family		WOOD	2	2	4	2.30%	\$341,900	\$440,000	\$781,900	2.80%	0.01%
Single Family		X-OTHER	67	71	138	79.31%	\$11,065,834	\$11,257,333	\$22,323,167	80.01%	0.26%
Single Family	NA46 Total		87	87	174	100.00%	\$13,950,572	\$13,950,572	\$27,901,144	100.00%	0.33%
Single Family	NA47	AMVT	6	4	10	3.55%	\$894,000	\$615,300	\$1,509,300	3.30%	0.02%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	4	10	14	4.96%	\$522,000	\$1,891,900	\$2,413,900	5.29%	0.03%
Single Family		DNFR	5	11	16	5.67%	\$843,900	\$1,995,000	\$2,838,900	6.22%	0.03%
Single Family		NAPL	2	2	4	1.42%	\$234,000	\$280,100	\$514,100	1.13%	0.01%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD	1	6	7	2.48%	\$250,000	\$953,000	\$1,203,000	2.63%	0.01%
Single Family		WOOD	3	1	4	1.42%	\$828,000	\$181,000	\$1,009,000	2.21%	0.01%
Single Family		X-OTHER	120	107	227	80.50%	\$19,262,745	\$16,918,345	\$36,181,090	79.22%	0.42%
Single Family	NA47 Total		141	141	282	100.00%	\$22,834,645	\$22,834,645	\$45,669,290	100.00%	0.53%

John R. Wood Properties
Company Market Share Report
Year End 2013 Sales

2012 Yearend Data											
Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA48	AMVT	5	4	9	4.46%	\$758,000	\$539,200	\$1,297,200	4.97%	0.02%
Single Family	NA48	BBRI				0.00%				0.00%	0.00%
Single Family	NA48	CBRR	5	11	16	7.92%	\$689,000	\$1,477,500	\$2,166,500	8.29%	0.03%
Single Family	NA48	DNFR	13	6	19	9.41%	\$1,718,670	\$970,800	\$2,689,470	10.30%	0.03%
Single Family	NA48	NAPL	2	6	8	3.96%	\$153,500	\$677,000	\$830,500	3.18%	0.01%
Single Family	NA48	PREM				0.00%				0.00%	0.00%
Single Family	NA48	PRUD	3	2	5	2.48%	\$316,700	\$359,000	\$675,700	2.59%	0.01%
Single Family	NA48	WOOD	1	2	3	1.49%	\$145,000	\$393,000	\$538,000	2.06%	0.01%
Single Family	NA48	X-OTHER	72	70	142	70.30%	\$9,278,688	\$8,643,058	\$17,921,746	68.62%	0.21%
Single Family	NA48 Total		101	101	202	100.00%	\$13,059,558	\$13,059,558	\$26,119,116	100.00%	0.31%
Single Family	NA50	AMVT				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	BBRI				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	CBRR				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	DNFR				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	NAPL				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	PREM				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	PRUD				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	WOOD				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50	X-OTHER				#DIV/0!				#DIV/0!	0.00%
Single Family	NA50 Total					100.00%				100.00%	0.00%
Single Family Total			5,848	5,848	11,696		\$2,625,643,874	\$2,625,643,874	\$5,251,287,748		61.42%
Grand Total			11,225	11,225	22,450		\$4,274,892,322	\$4,274,892,322	\$8,549,784,644		100.00%

2013 Yearend Data

Prop Type	Geo Code	Company	List side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	Pct of Total Volume
Single Family	NA48	AMVT	3	1	4	1.45%	\$466,900	\$159,650	\$626,550	1.40%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	5	7	12	4.35%	\$793,900	\$1,135,900	\$1,929,800	4.31%	0.02%
Single Family		DNFR	10	11	21	7.61%	\$1,347,850	\$1,798,200	\$3,146,050	7.03%	0.04%
Single Family		NAPL	12	3	15	5.43%	\$1,816,580	\$471,000	\$2,287,580	5.11%	0.03%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD	4		4	1.45%	\$829,900		\$829,900	1.86%	0.01%
Single Family		WOOD	2	2	4	1.45%	\$288,500	\$236,000	\$524,500	1.17%	0.01%
Single Family		X-OTHER	102	114	216	78.26%	\$16,819,237	\$18,562,117	\$35,381,354	79.11%	0.41%
Single Family	NA48 Total		138	138	276	100.00%	\$22,362,867	\$22,362,867	\$44,725,734	100.00%	0.52%
Single Family	NA50	AMVT		2	2	5.26%		\$589,900	\$589,900	6.87%	0.01%
Single Family		BBRI				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	5.26%	\$325,000	\$210,000	\$535,000	6.23%	0.01%
Single Family		DNFR	2	2	4	10.53%	\$322,000	\$350,000	\$672,000	7.83%	0.01%
Single Family		NAPL		1	1	2.63%		\$225,000	\$225,000	2.62%	0.00%
Single Family		PREM				0.00%				0.00%	0.00%
Single Family		PRUD	2	2	4	10.53%	\$558,900	\$514,000	\$1,072,900	12.50%	0.01%
Single Family		WOOD	1		1	2.63%	\$225,000		\$225,000	2.62%	0.00%
Single Family		X-OTHER	13	11	24	63.16%	\$2,862,000	\$2,404,000	\$5,266,000	61.33%	0.06%
Single Family	NA50 Total		19	19	38	100.00%	\$4,292,900	\$4,292,900	\$8,585,800	100.00%	0.10%
Single Family Total			6,121	6,121	12,242		\$3,112,863,012	\$3,112,863,012	\$6,225,726,023		72.82%
Grand Total			12017	12017	24034		\$ 5,183,648,554	\$ 5,183,648,554	\$ 10,367,297,107		100.00%