

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	BN01	BHHS		1	1	0.66%		\$ 539,000	\$ 539,000	0.88%	0.00%
CONDO		CBRR	3	2	5	3.29%	\$ 1,574,050	\$ 935,000	\$ 2,509,050	4.11%	0.02%
CONDO		DNFR	10	8	18	11.84%	\$ 3,758,400	\$ 3,138,700	\$ 6,897,100	11.30%	0.05%
CONDO		KW ELITE		1	1	0.66%		\$ 420,000	\$ 420,000	0.69%	0.00%
CONDO		PREM PLUS	4	5	9	5.92%	\$ 1,960,000	\$ 2,464,000	\$ 4,424,000	7.25%	0.03%
CONDO		PREM SOTH			2	1.32%		\$ 610,000	\$ 610,000	1.00%	0.00%
CONDO		ROYAL SH	3	4	7	4.61%	\$ 876,500	\$ 1,561,000	\$ 2,437,500	3.99%	0.02%
CONDO		WOOD	5	4	9	5.92%	\$ 2,009,000	\$ 2,420,000	\$ 4,429,000	7.26%	0.03%
CONDO		X-OTHER	51	49	100	65.79%	\$ 20,330,100	\$ 18,420,350	\$ 38,750,450	63.51%	0.29%
CONDO		BN01 Total		76	76	152	100.00%	\$ 30,508,050	\$ 30,508,050	\$ 61,016,100	100.00%
CONDO	BN02	BHHS	8	3	11	9.48%	\$ 1,590,000	\$ 764,900	\$ 2,354,900	9.34%	0.02%
CONDO		CBRR	4	2	6	5.17%	\$ 1,030,000	\$ 602,500	\$ 1,632,500	6.48%	0.01%
CONDO		DNFR	7	5	12	10.34%	\$ 1,249,400	\$ 1,066,500	\$ 2,315,900	9.19%	0.02%
CONDO		KW ELITE	1	2	3	2.59%	\$ 260,000	\$ 385,000	\$ 645,000	2.56%	0.00%
CONDO		PREM PLUS	1	3	4	3.45%	\$ 160,000	\$ 564,000	\$ 724,000	2.87%	0.01%
CONDO		PREM SOTH	1		1	0.86%	\$ 178,000		\$ 178,000	0.71%	0.00%
CONDO		ROYAL SH	2	2	4	3.45%	\$ 410,000	\$ 422,000	\$ 832,000	3.30%	0.01%
CONDO		WOOD	3	4	7	6.03%	\$ 915,000	\$ 736,500	\$ 1,651,500	6.55%	0.01%
CONDO		X-OTHER	31	37	68	58.62%	\$ 6,813,567	\$ 8,064,567	\$ 14,878,134	59.01%	0.11%
CONDO		BN02 Total		58	58	116	100.00%	\$ 12,605,967	\$ 12,605,967	\$ 25,211,934	100.00%
CONDO	BN04	BHHS	1	2	3	1.32%	\$ 3,000,000	\$ 1,442,000	\$ 4,442,000	2.92%	0.03%
CONDO		CBRR	2	1	3	1.32%	\$ 635,000	\$ 410,000	\$ 1,045,000	0.69%	0.01%
CONDO		DNFR	8	10	18	7.89%	\$ 3,847,000	\$ 4,728,000	\$ 8,575,000	5.64%	0.06%
CONDO		KW ELITE	2	3	5	2.19%	\$ 680,000	\$ 1,851,000	\$ 2,531,000	1.66%	0.02%
CONDO		PREM PLUS		1	1	0.44%		\$ 326,000	\$ 326,000	0.21%	0.00%
CONDO		PREM SOTH	30	33	63	27.63%	\$ 26,180,250	\$ 27,499,000	\$ 53,679,250	35.28%	0.40%
CONDO		ROYAL SH	30	21	51	22.37%	\$ 18,987,000	\$ 11,300,000	\$ 30,287,000	19.91%	0.22%
CONDO		WOOD	27	24	51	22.37%	\$ 17,698,000	\$ 16,450,250	\$ 34,148,250	22.44%	0.25%
CONDO		X-OTHER	14	19	33	14.47%	\$ 5,047,000	\$ 12,068,000	\$ 17,115,000	11.25%	0.13%
CONDO		BN04 Total		114	114	228	100.00%	\$ 76,074,250	\$ 76,074,250	\$ 152,148,500	100.00%
CONDO	BN05	BHHS	15	12	27	8.71%	\$ 14,889,900	\$ 5,712,800	\$ 20,602,700	11.67%	0.15%
CONDO		CBRR	4	8	12	3.87%	\$ 1,419,000	\$ 2,702,100	\$ 4,121,100	2.33%	0.03%
CONDO		DNFR	18	10	28	9.03%	\$ 6,225,100	\$ 4,397,000	\$ 10,622,100	6.01%	0.08%
CONDO		KW ELITE	9	10	19	6.13%	\$ 7,550,400	\$ 6,686,440	\$ 14,236,840	8.06%	0.11%
CONDO		PREM PLUS	1	4	5	1.61%	\$ 365,000	\$ 1,555,000	\$ 1,920,000	1.09%	0.01%
CONDO		PREM SOTH	12	13	25	8.06%	\$ 4,584,000	\$ 6,631,000	\$ 11,215,000	6.35%	0.08%
CONDO		ROYAL SH	6	9	15	4.84%	\$ 2,837,000	\$ 4,175,600	\$ 7,012,600	3.97%	0.05%
CONDO		WOOD	48	40	88	28.39%	\$ 26,993,900	\$ 22,867,300	\$ 49,861,200	28.23%	0.37%
CONDO		X-OTHER	42	49	91	29.35%	\$ 23,440,540	\$ 33,577,600	\$ 57,018,140	32.28%	0.42%
CONDO		BN05 Total		155	155	310	100.00%	\$ 88,304,840	\$ 88,304,840	\$ 176,609,680	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	BN06	BHHS	1	2	3	3.57%	\$ 117,000	\$ 380,500	\$ 497,500	3.13%	0.00%
CONDO		CBRR	3	1	4	4.76%	\$ 395,000	\$ 150,000	\$ 545,000	3.43%	0.00%
CONDO		DNFR	4	6	10	11.90%	\$ 573,000	\$ 947,000	\$ 1,520,000	9.57%	0.01%
CONDO		KW_ELITE	3	4	7	8.33%	\$ 334,900	\$ 583,000	\$ 917,900	5.78%	0.01%
CONDO		PREM_PLUS		4	4	4.76%		\$ 531,400	\$ 531,400	3.35%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	1	1	2	2.38%	\$ 168,000	\$ 395,000	\$ 563,000	3.55%	0.00%
CONDO		WOOD	9	2	11	13.10%	\$ 1,823,900	\$ 474,000	\$ 2,297,900	14.47%	0.02%
CONDO		X-OTHER	21	22	43	51.19%	\$ 4,527,165	\$ 4,478,065	\$ 9,005,230	56.72%	0.07%
CONDO	BN06 Total		42	42	84	100.00%	\$ 7,938,965	\$ 7,938,965	\$ 15,877,930	100.00%	0.12%
CONDO	BN07	BHHS	5	3	8	5.26%	\$ 929,900	\$ 521,000	\$ 1,450,900	5.80%	0.01%
CONDO		CBRR	1	1	2	1.32%	\$ 149,000	\$ 110,000	\$ 259,000	1.04%	0.00%
CONDO		DNFR	3	7	10	6.58%	\$ 405,000	\$ 1,206,400	\$ 1,611,400	6.44%	0.01%
CONDO		KW_ELITE	3	4	7	4.61%	\$ 420,100	\$ 623,100	\$ 1,043,200	4.17%	0.01%
CONDO		PREM_PLUS	6	10	16	10.53%	\$ 1,024,000	\$ 1,659,500	\$ 2,683,500	10.73%	0.02%
CONDO		PREM_SOTH	1	3	4	2.63%	\$ 189,900	\$ 369,000	\$ 558,900	2.23%	0.00%
CONDO		ROYAL_SH	11	6	17	11.18%	\$ 2,157,900	\$ 1,130,850	\$ 3,288,750	13.14%	0.02%
CONDO		WOOD	14	10	24	15.79%	\$ 2,292,971	\$ 1,783,621	\$ 4,076,592	16.29%	0.03%
CONDO		X-OTHER	32	32	64	42.11%	\$ 4,941,050	\$ 5,106,350	\$ 10,047,400	40.16%	0.07%
CONDO	BN07 Total		76	76	152	100.00%	\$ 12,509,821	\$ 12,509,821	\$ 25,019,642	100.00%	0.19%
CONDO	BN08	BHHS		2	2	3.45%		\$ 175,000	\$ 175,000	1.94%	0.00%
CONDO		CBRR	1	1	2	3.45%	\$ 119,600	\$ 119,600	\$ 239,200	2.65%	0.00%
CONDO		DNFR	2	5	7	12.07%	\$ 405,000	\$ 909,000	\$ 1,314,000	14.55%	0.01%
CONDO		KW_ELITE	2		2	3.45%	\$ 341,000		\$ 341,000	3.78%	0.00%
CONDO		PREM_PLUS	1		1	1.72%	\$ 134,700		\$ 134,700	1.49%	0.00%
CONDO		PREM_SOTH		2	2	3.45%		\$ 505,000	\$ 505,000	5.59%	0.00%
CONDO		ROYAL_SH	5	1	6	10.34%	\$ 803,500	\$ 214,000	\$ 1,017,500	11.27%	0.01%
CONDO		WOOD	2	2	4	6.90%	\$ 446,000	\$ 344,000	\$ 790,000	8.75%	0.01%
CONDO		X-OTHER	16	16	32	55.17%	\$ 2,265,150	\$ 2,248,350	\$ 4,513,500	49.98%	0.03%
CONDO	BN08 Total		29	29	58	100.00%	\$ 4,514,950	\$ 4,514,950	\$ 9,029,900	100.00%	0.07%
CONDO	BN09	BHHS	1		1	1.04%	\$ 210,000		\$ 210,000	0.93%	0.00%
CONDO		CBRR		2	2	2.08%		\$ 428,000	\$ 428,000	1.90%	0.00%
CONDO		DNFR	3	4	7	7.29%	\$ 683,000	\$ 867,500	\$ 1,550,500	6.90%	0.01%
CONDO		KW_ELITE	3	3	6	6.25%	\$ 656,500	\$ 841,400	\$ 1,497,900	6.66%	0.01%
CONDO		PREM_PLUS	7	8	15	15.63%	\$ 1,769,100	\$ 1,969,000	\$ 3,738,100	16.63%	0.03%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	11	3	14	14.58%	\$ 2,793,000	\$ 622,500	\$ 3,415,500	15.19%	0.03%
CONDO		WOOD	6	4	10	10.42%	\$ 1,405,000	\$ 974,000	\$ 2,379,000	10.58%	0.02%
CONDO		X-OTHER	17	24	41	42.71%	\$ 3,723,000	\$ 5,537,200	\$ 9,260,200	41.19%	0.07%
CONDO	BN09 Total		48	48	96	100.00%	\$ 11,239,600	\$ 11,239,600	\$ 22,479,200	100.00%	0.17%

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CONDO	BN10	BHHS	1	4	5	6.10%	\$ 158,000	\$ 512,000	\$ 670,000	4.85%	0.00%
CONDO		CBRR	2	1	3	3.66%	\$ 227,500	\$ 249,900	\$ 477,400	3.46%	0.00%
CONDO		DNFR	3	7	10	12.20%	\$ 646,500	\$ 1,303,000	\$ 1,949,500	14.12%	0.01%
CONDO		KW_ELITE	2	2	4	4.88%	\$ 138,000	\$ 293,400	\$ 431,400	3.12%	0.00%
CONDO		PREM_PLUS	1	3	4	4.88%	\$ 238,000	\$ 522,500	\$ 760,500	5.51%	0.01%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	2	2	4	4.88%	\$ 484,900	\$ 515,400	\$ 1,000,300	7.24%	0.01%
CONDO		WOOD	4	3	7	8.54%	\$ 900,300	\$ 629,300	\$ 1,529,600	11.08%	0.01%
CONDO		X-OTHER	26	19	45	54.88%	\$ 4,111,461	\$ 2,879,161	\$ 6,990,622	50.62%	0.05%
CONDO	BN10 Total		41	41	82	100.00%	\$ 6,904,661	\$ 6,904,661	\$ 13,809,322	100.00%	0.10%
CONDO	BN11	BHHS	2	1	3	1.38%	\$ 535,000	\$ 336,000	\$ 871,000	1.63%	0.01%
CONDO		CBRR	1	3	4	1.83%	\$ 165,000	\$ 538,279	\$ 703,279	1.31%	0.01%
CONDO		DNFR	20	24	44	20.18%	\$ 5,546,000	\$ 6,647,890	\$ 12,193,890	22.79%	0.09%
CONDO		KW_ELITE	4	4	8	3.67%	\$ 805,500	\$ 822,000	\$ 1,627,500	3.04%	0.01%
CONDO		PREM_PLUS	10	11	21	9.63%	\$ 2,267,250	\$ 2,392,250	\$ 4,659,500	8.71%	0.03%
CONDO		PREM_SOTH	7	4	11	5.05%	\$ 2,156,000	\$ 1,177,800	\$ 3,333,800	6.23%	0.02%
CONDO		ROYAL_SH	4	6	10	4.59%	\$ 1,014,800	\$ 1,292,524	\$ 2,307,324	4.31%	0.02%
CONDO		WOOD	4	6	10	4.59%	\$ 901,000	\$ 1,734,000	\$ 2,635,000	4.93%	0.02%
CONDO		X-OTHER	57	50	107	49.08%	\$ 13,360,663	\$ 11,810,470	\$ 25,171,133	47.05%	0.19%
CONDO	BN11 Total		109	109	218	100.00%	\$ 26,751,213	\$ 26,751,213	\$ 53,502,426	100.00%	0.40%
CONDO	BN12	BHHS	15	12	27	6.92%	\$ 3,579,500	\$ 2,469,200	\$ 6,048,700	6.63%	0.04%
CONDO		CBRR	4	5	9	2.31%	\$ 743,100	\$ 1,189,900	\$ 1,933,000	2.12%	0.01%
CONDO		DNFR	20	23	43	11.03%	\$ 4,760,300	\$ 5,782,700	\$ 10,543,000	11.56%	0.08%
CONDO		KW_ELITE	7	1	8	2.05%	\$ 1,622,000	\$ 255,000	\$ 1,877,000	2.06%	0.01%
CONDO		PREM_PLUS	1	9	10	2.56%	\$ 97,000	\$ 2,031,495	\$ 2,128,495	2.33%	0.02%
CONDO		PREM_SOTH	18	10	28	7.18%	\$ 3,525,395	\$ 1,901,000	\$ 5,426,395	5.95%	0.04%
CONDO		ROYAL_SH		6	6	1.54%		\$ 1,668,000	\$ 1,668,000	1.83%	0.01%
CONDO		WOOD	46	40	86	22.05%	\$ 11,175,850	\$ 10,555,750	\$ 21,731,600	23.83%	0.16%
CONDO		X-OTHER	84	89	173	44.36%	\$ 20,102,570	\$ 19,752,670	\$ 39,855,240	43.70%	0.30%
CONDO	BN12 Total		195	195	390	100.00%	\$ 45,605,715	\$ 45,605,715	\$ 91,211,430	100.00%	0.68%
CONDO	ES01	BHHS	9	9	18	4.43%	\$ 2,436,900	\$ 2,276,800	\$ 4,713,700	4.18%	0.03%
CONDO		CBRR	5	2	7	1.72%	\$ 1,195,000	\$ 928,000	\$ 2,123,000	1.88%	0.02%
CONDO		DNFR	44	42	86	21.18%	\$ 11,878,200	\$ 11,902,394	\$ 23,780,594	21.10%	0.18%
CONDO		KW_ELITE	8	10	18	4.43%	\$ 1,816,750	\$ 2,872,300	\$ 4,689,050	4.16%	0.03%
CONDO		PREM_PLUS	4	1	5	1.23%	\$ 624,900	\$ 255,000	\$ 879,900	0.78%	0.01%
CONDO		PREM_SOTH	1	3	4	0.99%	\$ 295,000	\$ 918,900	\$ 1,213,900	1.08%	0.01%
CONDO		ROYAL_SH	5	11	16	3.94%	\$ 1,342,000	\$ 2,984,500	\$ 4,326,500	3.84%	0.03%
CONDO		WOOD	19	20	39	9.61%	\$ 6,722,100	\$ 6,590,350	\$ 13,312,450	11.81%	0.10%
CONDO		X-OTHER	108	105	213	52.46%	\$ 30,038,044	\$ 27,620,650	\$ 57,658,694	51.16%	0.43%
CONDO	ES01 Total		203	203	406	100.00%	\$ 56,348,894	\$ 56,348,894	\$ 112,697,788	100.00%	0.83%

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CONDO	ES02	BHHS	3	2	5	2.84%	\$ 757,500	\$ 395,000	\$ 1,152,500	3.14%	0.01%
CONDO		CBRR		3	3	1.70%		\$ 773,709	\$ 773,709	2.11%	0.01%
CONDO		DNFR	8	9	17	9.66%	\$ 2,149,900	\$ 1,681,900	\$ 3,831,800	10.44%	0.03%
CONDO		KW_ELITE	6	6	12	6.82%	\$ 1,036,800	\$ 1,005,900	\$ 2,042,700	5.56%	0.02%
CONDO		PREM_PLUS	3	4	7	3.98%	\$ 536,900	\$ 736,000	\$ 1,272,900	3.47%	0.01%
CONDO		PREM_SOTH		1	1	0.57%		\$ 315,000	\$ 315,000	0.86%	0.00%
CONDO		ROYAL_SH	1		1	0.57%	\$ 210,000		\$ 210,000	0.57%	0.00%
CONDO		WOOD	2	3	5	2.84%	\$ 326,000	\$ 599,710	\$ 925,710	2.52%	0.01%
CONDO		X-OTHER	65	60	125	71.02%	\$ 13,337,354	\$ 12,847,235	\$ 26,184,589	71.33%	0.19%
CONDO	ES02 Total		88	88	176	100.00%	\$ 18,354,454	\$ 18,354,454	\$ 36,708,908	100.00%	0.27%
CONDO	ES03	BHHS	9	6	15	4.26%	\$ 2,777,500	\$ 1,667,560	\$ 4,445,060	5.50%	0.03%
CONDO		CBRR		4	4	1.14%		\$ 1,029,000	\$ 1,029,000	1.27%	0.01%
CONDO		DNFR	22	18	40	11.36%	\$ 4,943,060	\$ 4,407,900	\$ 9,350,960	11.57%	0.07%
CONDO		KW_ELITE	27	19	46	13.07%	\$ 6,200,900	\$ 4,316,700	\$ 10,517,600	13.01%	0.08%
CONDO		PREM_PLUS	5	8	13	3.69%	\$ 1,232,250	\$ 1,810,250	\$ 3,042,500	3.76%	0.02%
CONDO		PREM_SOTH	3	3	6	1.70%	\$ 685,500	\$ 752,500	\$ 1,438,000	1.78%	0.01%
CONDO		ROYAL_SH	2	12	14	3.98%	\$ 590,000	\$ 2,753,800	\$ 3,343,800	4.14%	0.02%
CONDO		WOOD	7	7	14	3.98%	\$ 1,854,500	\$ 1,829,500	\$ 3,684,000	4.56%	0.03%
CONDO		X-OTHER	101	99	200	56.82%	\$ 22,131,945	\$ 21,848,445	\$ 43,980,390	54.41%	0.33%
CONDO	ES03 Total		176	176	352	100.00%	\$ 40,415,655	\$ 40,415,655	\$ 80,831,310	100.00%	0.60%
CONDO	ES04	BHHS	2	2	4	4.44%	\$ 690,000	\$ 480,000	\$ 1,170,000	4.93%	0.01%
CONDO		CBRR	2	3	5	5.56%	\$ 563,000	\$ 904,500	\$ 1,467,500	6.18%	0.01%
CONDO		DNFR	7	3	10	11.11%	\$ 2,217,000	\$ 933,000	\$ 3,150,000	13.28%	0.02%
CONDO		KW_ELITE	9	6	15	16.67%	\$ 2,438,800	\$ 1,792,500	\$ 4,231,300	17.83%	0.03%
CONDO		PREM_PLUS		1	1	1.11%		\$ 250,000	\$ 250,000	1.05%	0.00%
CONDO		PREM_SOTH	3		3	3.33%	\$ 730,000		\$ 730,000	3.08%	0.01%
CONDO		ROYAL_SH	2	2	4	4.44%	\$ 610,000	\$ 610,000	\$ 1,220,000	5.14%	0.01%
CONDO		WOOD	4	3	7	7.78%	\$ 1,040,500	\$ 606,500	\$ 1,647,000	6.94%	0.01%
CONDO		X-OTHER	16	25	41	45.56%	\$ 3,574,350	\$ 6,287,150	\$ 9,861,500	41.56%	0.07%
CONDO	ES04 Total		45	45	90	100.00%	\$ 11,863,650	\$ 11,863,650	\$ 23,727,300	100.00%	0.18%
CONDO	NA01	BHHS	14	10	24	4.51%	\$ 6,263,000	\$ 4,202,000	\$ 10,465,000	3.45%	0.08%
CONDO		CBRR	10	11	21	3.95%	\$ 8,457,750	\$ 7,450,900	\$ 15,908,650	5.24%	0.12%
CONDO		DNFR	57	50	107	20.11%	\$ 34,422,400	\$ 32,668,300	\$ 67,090,700	22.12%	0.50%
CONDO		KW_ELITE	2	1	3	0.56%	\$ 600,000	\$ 250,000	\$ 850,000	0.28%	0.01%
CONDO		PREM_PLUS	18	20	38	7.14%	\$ 6,809,400	\$ 7,429,500	\$ 14,238,900	4.69%	0.11%
CONDO		PREM_SOTH	12	12	24	4.51%	\$ 13,819,000	\$ 11,346,750	\$ 25,165,750	8.30%	0.19%
CONDO		ROYAL_SH	5	3	8	1.50%	\$ 2,689,500	\$ 948,500	\$ 3,638,000	1.20%	0.03%
CONDO		WOOD	32	23	55	10.34%	\$ 24,932,500	\$ 16,581,000	\$ 41,513,500	13.68%	0.31%
CONDO		X-OTHER	116	136	252	47.37%	\$ 53,684,614	\$ 70,801,214	\$ 124,485,828	41.04%	0.92%
CONDO	NA01 Total		266	266	532	100.00%	\$ 151,678,164	\$ 151,678,164	\$ 303,356,328	100.00%	2.25%

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2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA02	BHHS	2	2	4	1.98%	\$ 1,415,000	\$ 1,400,000	\$ 2,815,000	1.62%	0.02%
CONDO		CBRR	6	4	10	4.95%	\$ 3,222,000	\$ 8,349,939	\$ 11,571,939	6.64%	0.09%
CONDO		DNFR	13	17	30	14.85%	\$ 10,705,900	\$ 12,356,900	\$ 23,062,800	13.24%	0.17%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	4	10	14	6.93%	\$ 1,544,000	\$ 5,534,500	\$ 7,078,500	4.06%	0.05%
CONDO		PREM_SOTH	14	6	20	9.90%	\$ 18,087,000	\$ 4,965,500	\$ 23,052,500	13.23%	0.17%
CONDO		ROYAL_SH	1	4	5	2.48%	\$ 1,250,000	\$ 2,995,000	\$ 4,245,000	2.44%	0.03%
CONDO		WOOD	7	6	13	6.44%	\$ 6,110,939	\$ 4,213,000	\$ 10,323,939	5.93%	0.08%
CONDO		X-OTHER	54	52	106	52.48%	\$ 44,776,000	\$ 47,296,000	\$ 92,072,000	52.85%	0.68%
CONDO	NA02 Total		101	101	202	100.00%	\$ 87,110,839	\$ 87,110,839	\$ 174,221,678	100.00%	1.29%
CONDO	NA03	BHHS		1	1	3.13%		\$ 480,000	\$ 480,000	4.50%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR	5	4	9	28.13%	\$ 1,696,000	\$ 1,355,500	\$ 3,051,500	28.61%	0.02%
CONDO		KW_ELITE		1	1	3.13%		\$ 453,500	\$ 453,500	4.25%	0.00%
CONDO		PREM_PLUS	1		1	3.13%	\$ 231,000		\$ 231,000	2.17%	0.00%
CONDO		PREM_SOTH	2		2	6.25%	\$ 853,000		\$ 853,000	8.00%	0.01%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1	1	2	6.25%	\$ 232,500	\$ 220,000	\$ 452,500	4.24%	0.00%
CONDO		X-OTHER	7	9	16	50.00%	\$ 2,321,000	\$ 2,824,500	\$ 5,145,500	48.24%	0.04%
CONDO	NA03 Total		16	16	32	100.00%	\$ 5,333,500	\$ 5,333,500	\$ 10,667,000	100.00%	0.08%
CONDO	NA04	BHHS	6	5	11	1.77%	\$ 4,555,000	\$ 7,948,500	\$ 12,503,500	1.81%	0.09%
CONDO		CBRR	5	8	13	2.10%	\$ 7,462,000	\$ 5,507,500	\$ 12,969,500	1.87%	0.10%
CONDO		DNFR	82	75	157	25.32%	\$ 77,738,100	\$ 66,757,820	\$ 144,495,920	20.88%	1.07%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	14	19	33	5.32%	\$ 8,608,900	\$ 11,002,500	\$ 19,611,400	2.83%	0.15%
CONDO		PREM_SOTH	75	80	155	25.00%	\$ 96,817,900	\$ 116,280,600	\$ 213,098,500	30.79%	1.58%
CONDO		ROYAL_SH	5	4	9	1.45%	\$ 6,116,000	\$ 4,087,000	\$ 10,203,000	1.47%	0.08%
CONDO		WOOD	84	73	157	25.32%	\$ 111,695,270	\$ 92,166,000	\$ 203,861,270	29.46%	1.51%
CONDO		X-OTHER	39	46	85	13.71%	\$ 33,041,350	\$ 42,284,600	\$ 75,325,950	10.88%	0.56%
CONDO	NA04 Total		310	310	620	100.00%	\$ 346,034,520	\$ 346,034,520	\$ 692,069,040	100.00%	5.13%
CONDO	NA05	BHHS	19	20	39	4.29%	\$ 15,678,000	\$ 25,908,900	\$ 41,586,900	4.68%	0.31%
CONDO		CBRR	32	25	57	6.26%	\$ 20,789,000	\$ 27,601,600	\$ 48,390,600	5.45%	0.36%
CONDO		DNFR	63	65	128	14.07%	\$ 52,004,000	\$ 46,616,399	\$ 98,620,399	11.10%	0.73%
CONDO		KW_ELITE	2	1	3	0.33%	\$ 1,180,000	\$ 220,000	\$ 1,400,000	0.16%	0.01%
CONDO		PREM_PLUS	31	24	55	6.04%	\$ 20,848,500	\$ 19,157,900	\$ 40,006,400	4.50%	0.30%
CONDO		PREM_SOTH	103	93	196	21.54%	\$ 164,974,439	\$ 134,183,089	\$ 299,157,528	33.68%	2.22%
CONDO		ROYAL_SH	3	11	14	1.54%	\$ 3,065,000	\$ 12,327,000	\$ 15,392,000	1.73%	0.11%
CONDO		WOOD	106	93	199	21.87%	\$ 96,174,489	\$ 79,959,290	\$ 176,133,779	19.83%	1.30%
CONDO		X-OTHER	96	123	219	24.07%	\$ 69,428,528	\$ 98,167,778	\$ 167,596,306	18.87%	1.24%
CONDO	NA05 Total		455	455	910	100.00%	\$ 444,141,956	\$ 444,141,956	\$ 888,283,912	100.00%	6.58%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA06	BHHS	2	6	8	2.90%	\$ 1,380,000	\$ 3,282,400	\$ 4,662,400	2.19%	0.03%
CONDO		CBRR	5	9	14	5.07%	\$ 3,750,500	\$ 8,758,500	\$ 12,509,000	5.86%	0.09%
CONDO		DNFR	22	21	43	15.58%	\$ 15,676,000	\$ 10,726,800	\$ 26,402,800	12.38%	0.20%
CONDO		KW_ELITE		1	1	0.36%		\$ 435,000	\$ 435,000	0.20%	0.00%
CONDO		PREM_PLUS	12	16	28	10.14%	\$ 8,316,400	\$ 10,330,000	\$ 18,646,400	8.74%	0.14%
CONDO		PREM_SOTH	26	19	45	16.30%	\$ 22,285,750	\$ 20,170,000	\$ 42,455,750	19.90%	0.31%
CONDO		ROYAL_SH	3	2	5	1.81%	\$ 2,135,000	\$ 1,970,000	\$ 4,105,000	1.92%	0.03%
CONDO		WOOD	25	24	49	17.75%	\$ 19,956,000	\$ 18,651,250	\$ 38,607,250	18.10%	0.29%
CONDO		X-OTHER	43	40	83	30.07%	\$ 33,154,800	\$ 32,330,500	\$ 65,485,300	30.70%	0.48%
CONDO	NA06 Total		138	138	276	100.00%	\$ 106,654,450	\$ 106,654,450	\$ 213,308,900	100.00%	1.58%
CONDO	NA07	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS				0.00%				0.00%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1		1	16.67%	\$ 600,000		\$ 600,000	16.69%	0.00%
CONDO		X-OTHER	2	3	5	83.33%	\$ 1,198,000	\$ 1,798,000	\$ 2,996,000	83.31%	0.02%
CONDO	NA07 Total		3	3	6	100.00%	\$ 1,798,000	\$ 1,798,000	\$ 3,596,000	100.00%	0.03%
CONDO	NA08	BHHS	1	2	3	1.72%	\$ 420,000	\$ 934,000	\$ 1,354,000	2.06%	0.01%
CONDO		CBRR	9	8	17	9.77%	\$ 3,257,500	\$ 2,875,900	\$ 6,133,400	9.32%	0.05%
CONDO		DNFR	17	19	36	20.69%	\$ 7,264,000	\$ 7,720,500	\$ 14,984,500	22.77%	0.11%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	10	13	23	13.22%	\$ 3,339,900	\$ 4,940,500	\$ 8,280,400	12.58%	0.06%
CONDO		PREM_SOTH	6	3	9	5.17%	\$ 2,040,000	\$ 925,000	\$ 2,965,000	4.51%	0.02%
CONDO		ROYAL_SH	1	2	3	1.72%	\$ 330,000	\$ 610,000	\$ 940,000	1.43%	0.01%
CONDO		WOOD	9	6	15	8.62%	\$ 2,851,000	\$ 1,874,500	\$ 4,725,500	7.18%	0.03%
CONDO		X-OTHER	34	34	68	39.08%	\$ 13,399,000	\$ 13,021,000	\$ 26,420,000	40.15%	0.20%
CONDO	NA08 Total		87	87	174	100.00%	\$ 32,901,400	\$ 32,901,400	\$ 65,802,800	100.00%	0.49%
CONDO	NA09	BHHS	4	2	6	2.59%	\$ 937,500	\$ 783,000	\$ 1,720,500	3.08%	0.01%
CONDO		CBRR	5	4	9	3.88%	\$ 929,400	\$ 1,047,500	\$ 1,976,900	3.54%	0.01%
CONDO		DNFR	10	9	19	8.19%	\$ 2,578,730	\$ 2,339,494	\$ 4,918,224	8.81%	0.04%
CONDO		KW_ELITE	1		1	0.43%	\$ 61,000		\$ 61,000	0.11%	0.00%
CONDO		PREM_PLUS	8	13	21	9.05%	\$ 1,471,900	\$ 2,517,500	\$ 3,989,400	7.14%	0.03%
CONDO		PREM_SOTH	5	9	14	6.03%	\$ 1,205,500	\$ 2,386,280	\$ 3,591,780	6.43%	0.03%
CONDO		ROYAL_SH	1	3	4	1.72%	\$ 263,000	\$ 607,000	\$ 870,000	1.56%	0.01%
CONDO		WOOD	14	10	24	10.34%	\$ 3,054,000	\$ 2,406,500	\$ 5,460,500	9.78%	0.04%
CONDO		X-OTHER	68	66	134	57.76%	\$ 17,420,184	\$ 15,833,940	\$ 33,254,124	59.55%	0.25%
CONDO	NA09 Total		116	116	232	100.00%	\$ 27,921,214	\$ 27,921,214	\$ 55,842,428	100.00%	0.41%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA11	BHHS	9	13	22	3.49%	\$ 2,341,500	\$ 2,413,190	\$ 4,754,690	2.91%	0.04%
CONDO		CBRR	7	12	19	3.02%	\$ 1,569,500	\$ 3,066,500	\$ 4,636,000	2.84%	0.03%
CONDO		DNFR	47	32	79	12.54%	\$ 11,452,250	\$ 7,328,700	\$ 18,780,950	11.50%	0.14%
CONDO		KW_ELITE	2	4	6	0.95%	\$ 378,000	\$ 1,240,000	\$ 1,618,000	0.99%	0.01%
CONDO		PREM_PLUS	24	30	54	8.57%	\$ 5,657,500	\$ 7,900,500	\$ 13,558,000	8.31%	0.10%
CONDO		PREM_SOTH	13	16	29	4.60%	\$ 3,620,490	\$ 4,804,000	\$ 8,424,490	5.16%	0.06%
CONDO		ROYAL_SH	4	8	12	1.90%	\$ 1,169,000	\$ 2,057,000	\$ 3,226,000	1.98%	0.02%
CONDO		WOOD	72	59	131	20.79%	\$ 20,868,090	\$ 18,519,090	\$ 39,387,180	24.13%	0.29%
CONDO		X-OTHER	137	141	278	44.13%	\$ 34,567,925	\$ 34,295,275	\$ 68,863,200	42.18%	0.51%
CONDO	NA11 Total		315	315	630	100.00%	\$ 81,624,255	\$ 81,624,255	\$ 163,248,510	100.00%	1.21%
CONDO	NA12	BHHS	22	14	36	7.69%	\$ 16,309,427	\$ 8,353,900	\$ 24,663,327	13.13%	0.18%
CONDO		CBRR	8	7	15	3.21%	\$ 2,578,900	\$ 2,482,000	\$ 5,060,900	2.69%	0.04%
CONDO		DNFR	32	30	62	13.25%	\$ 13,432,624	\$ 14,475,624	\$ 27,908,248	14.85%	0.21%
CONDO		KW_ELITE	3	2	5	1.07%	\$ 670,000	\$ 517,900	\$ 1,187,900	0.63%	0.01%
CONDO		PREM_PLUS	23	31	54	11.54%	\$ 7,608,900	\$ 9,435,200	\$ 17,044,100	9.07%	0.13%
CONDO		PREM_SOTH	30	26	56	11.97%	\$ 15,649,000	\$ 14,013,500	\$ 29,662,500	15.79%	0.22%
CONDO		ROYAL_SH	2	3	5	1.07%	\$ 1,515,000	\$ 1,422,000	\$ 2,937,000	1.56%	0.02%
CONDO		WOOD	30	26	56	11.97%	\$ 11,681,286	\$ 13,321,300	\$ 25,002,586	13.31%	0.19%
CONDO		X-OTHER	84	95	179	38.25%	\$ 24,499,400	\$ 29,923,113	\$ 54,422,513	28.97%	0.40%
CONDO	NA12 Total		234	234	468	100.00%	\$ 93,944,537	\$ 93,944,537	\$ 187,889,074	100.00%	1.39%
CONDO	NA13	BHHS	1	3	4	8.33%	\$ 230,000	\$ 702,000	\$ 932,000	9.27%	0.01%
CONDO		CBRR	1	2	3	6.25%	\$ 180,000	\$ 409,900	\$ 589,900	5.87%	0.00%
CONDO		DNFR	2	3	5	10.42%	\$ 449,900	\$ 726,500	\$ 1,176,400	11.70%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	1		1	2.08%	\$ 192,000		\$ 192,000	1.91%	0.00%
CONDO		PREM_SOTH	3	2	5	10.42%	\$ 555,600	\$ 234,600	\$ 790,200	7.86%	0.01%
CONDO		ROYAL_SH	1	1	2	4.17%	\$ 209,000	\$ 220,000	\$ 429,000	4.27%	0.00%
CONDO		WOOD	1	3	4	8.33%	\$ 259,900	\$ 764,900	\$ 1,024,800	10.19%	0.01%
CONDO		X-OTHER	14	10	24	50.00%	\$ 2,951,500	\$ 1,970,000	\$ 4,921,500	48.94%	0.04%
CONDO	NA13 Total		24	24	48	100.00%	\$ 5,027,900	\$ 5,027,900	\$ 10,055,800	100.00%	0.07%
CONDO	NA14	BHHS	20	23	43	6.70%	\$ 5,540,984	\$ 6,085,200	\$ 11,626,184	6.06%	0.09%
CONDO		CBRR	12	17	29	4.52%	\$ 3,191,500	\$ 4,299,700	\$ 7,491,200	3.91%	0.06%
CONDO		DNFR	43	43	86	13.40%	\$ 12,787,150	\$ 13,269,000	\$ 26,056,150	13.59%	0.19%
CONDO		KW_ELITE	2	4	6	0.93%	\$ 383,750	\$ 791,250	\$ 1,175,000	0.61%	0.01%
CONDO		PREM_PLUS	29	28	57	8.88%	\$ 7,592,810	\$ 7,373,250	\$ 14,966,060	7.81%	0.11%
CONDO		PREM_SOTH	18	25	43	6.70%	\$ 6,150,400	\$ 8,133,000	\$ 14,283,400	7.45%	0.11%
CONDO		ROYAL_SH	5	8	13	2.02%	\$ 1,351,500	\$ 2,076,250	\$ 3,427,750	1.79%	0.03%
CONDO		WOOD	33	39	72	11.21%	\$ 10,114,299	\$ 13,334,783	\$ 23,449,082	12.23%	0.17%
CONDO		X-OTHER	159	134	293	45.64%	\$ 48,741,051	\$ 40,491,011	\$ 89,232,062	46.55%	0.66%
CONDO	NA14 Total		321	321	642	100.00%	\$ 95,853,444	\$ 95,853,444	\$ 191,706,888	100.00%	1.42%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA15	BHHS	1	4	5	4.17%	\$ 165,000	\$ 697,500	\$ 862,500	3.60%	0.01%
CONDO		CBRR	3	3	6	5.00%	\$ 476,400	\$ 610,000	\$ 1,086,400	4.54%	0.01%
CONDO		DNFR	4	7	11	9.17%	\$ 712,500	\$ 1,253,287	\$ 1,965,787	8.21%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	14	11	25	20.83%	\$ 2,772,387	\$ 2,297,900	\$ 5,070,287	21.19%	0.04%
CONDO		PREM_SOTH	3	4	7	5.83%	\$ 615,000	\$ 902,500	\$ 1,517,500	6.34%	0.01%
CONDO		ROYAL_SH	2		2	1.67%	\$ 672,500		\$ 672,500	2.81%	0.00%
CONDO		WOOD	9	6	15	12.50%	\$ 1,856,400	\$ 1,562,500	\$ 3,418,900	14.29%	0.03%
CONDO		X-OTHER	24	25	49	40.83%	\$ 4,694,850	\$ 4,641,350	\$ 9,336,200	39.01%	0.07%
CONDO	NA15 Total		60	60	120	100.00%	\$ 11,965,037	\$ 11,965,037	\$ 23,930,074	100.00%	0.18%
CONDO	NA16	BHHS	34	17	51	6.09%	\$ 7,559,350	\$ 3,204,500	\$ 10,763,850	4.95%	0.08%
CONDO		CBRR	8	21	29	3.46%	\$ 2,114,150	\$ 5,519,901	\$ 7,634,051	3.51%	0.06%
CONDO		DNFR	52	63	115	13.72%	\$ 12,198,400	\$ 15,137,700	\$ 27,336,100	12.57%	0.20%
CONDO		KW_ELITE	1	1	2	0.24%	\$ 225,000	\$ 199,000	\$ 424,000	0.19%	0.00%
CONDO		PREM_PLUS	30	34	64	7.64%	\$ 7,963,700	\$ 8,005,650	\$ 15,969,350	7.34%	0.12%
CONDO		PREM_SOTH	27	31	58	6.92%	\$ 8,958,800	\$ 11,954,103	\$ 20,912,903	9.62%	0.15%
CONDO		ROYAL_SH	3	5	8	0.95%	\$ 643,500	\$ 1,002,500	\$ 1,646,000	0.76%	0.01%
CONDO		WOOD	84	70	154	18.38%	\$ 23,405,650	\$ 20,436,125	\$ 43,841,775	20.16%	0.32%
CONDO		X-OTHER	180	177	357	42.60%	\$ 45,667,391	\$ 43,276,462	\$ 88,943,853	40.90%	0.66%
CONDO	NA16 Total		419	419	838	100.00%	\$ 108,735,941	\$ 108,735,941	\$ 217,471,882	100.00%	1.61%
CONDO	NA17	BHHS	11	16	27	3.01%	\$ 1,876,750	\$ 2,600,650	\$ 4,477,400	2.94%	0.03%
CONDO		CBRR	30	21	51	5.69%	\$ 5,792,172	\$ 4,299,100	\$ 10,091,272	6.62%	0.07%
CONDO		DNFR	51	62	113	12.61%	\$ 10,217,099	\$ 11,145,699	\$ 21,362,798	14.01%	0.16%
CONDO		KW_ELITE	3	2	5	0.56%	\$ 322,000	\$ 322,400	\$ 694,400	0.46%	0.01%
CONDO		PREM_PLUS	54	60	114	12.72%	\$ 9,613,250	\$ 10,304,250	\$ 19,917,500	13.06%	0.15%
CONDO		PREM_SOTH	6	5	11	1.23%	\$ 948,500	\$ 931,900	\$ 1,880,400	1.23%	0.01%
CONDO		ROYAL_SH	7	1	8	0.89%	\$ 1,083,000	\$ 152,500	\$ 1,235,500	0.81%	0.01%
CONDO		WOOD	32	30	62	6.92%	\$ 6,332,900	\$ 6,092,900	\$ 12,425,800	8.15%	0.09%
CONDO		X-OTHER	254	251	505	56.36%	\$ 40,031,356	\$ 40,417,628	\$ 80,448,984	52.74%	0.60%
CONDO	NA17 Total		448	448	896	100.00%	\$ 76,267,027	\$ 76,267,027	\$ 152,534,054	100.00%	1.13%
CONDO	NA18	BHHS	26	18	44	3.81%	\$ 5,055,400	\$ 3,170,400	\$ 8,225,800	4.13%	0.06%
CONDO		CBRR	49	41	90	7.80%	\$ 8,041,000	\$ 7,313,600	\$ 15,354,600	7.70%	0.11%
CONDO		DNFR	87	61	148	12.82%	\$ 15,623,800	\$ 11,208,100	\$ 26,831,900	13.46%	0.20%
CONDO		KW_ELITE	3	2	5	0.43%	\$ 497,500	\$ 227,900	\$ 725,400	0.36%	0.01%
CONDO		PREM_PLUS	77	87	164	14.21%	\$ 15,984,915	\$ 16,499,000	\$ 32,483,915	16.29%	0.24%
CONDO		PREM_SOTH	7	10	17	1.47%	\$ 1,029,000	\$ 1,306,520	\$ 2,335,520	1.17%	0.02%
CONDO		ROYAL_SH	5	9	14	1.21%	\$ 802,500	\$ 1,465,000	\$ 2,267,500	1.14%	0.02%
CONDO		WOOD	64	58	122	10.57%	\$ 10,914,525	\$ 10,456,518	\$ 21,371,043	10.72%	0.16%
CONDO		X-OTHER	259	291	550	47.66%	\$ 41,731,519	\$ 48,033,121	\$ 89,764,640	45.03%	0.66%
CONDO	NA18 Total		577	577	1154	100.00%	\$ 99,680,159	\$ 99,680,159	\$ 199,360,318	100.00%	1.48%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA19	BHHS	9	10	19	3.04%	\$ 1,847,900	\$ 2,489,785	\$ 4,337,685	2.82%	0.03%
CONDO		CBRR	25	9	34	5.45%	\$ 4,595,200	\$ 1,616,500	\$ 6,211,700	4.04%	0.05%
CONDO		DNFR	39	33	72	11.54%	\$ 10,628,400	\$ 9,055,190	\$ 19,683,590	12.80%	0.15%
CONDO		KW_ELITE	2	4	6	0.96%	\$ 293,000	\$ 1,062,490	\$ 1,355,490	0.88%	0.01%
CONDO		PREM_PLUS	27	47	74	11.86%	\$ 5,247,050	\$ 11,759,100	\$ 17,006,150	11.06%	0.13%
CONDO		PREM_SOTH	7	8	15	2.40%	\$ 1,432,650	\$ 2,141,650	\$ 3,574,300	2.32%	0.03%
CONDO		ROYAL_SH	1	1	2	0.32%	\$ 185,000	\$ 345,000	\$ 530,000	0.34%	0.00%
CONDO		WOOD	37	35	72	11.54%	\$ 8,993,859	\$ 8,523,309	\$ 17,517,168	11.39%	0.13%
CONDO		X-OTHER	165	165	330	52.88%	\$ 43,664,674	\$ 39,894,709	\$ 83,559,383	54.34%	0.62%
CONDO		NA19 Total		312	312	624	100.00%	\$ 76,887,733	\$ 76,887,733	\$ 153,775,466	100.00%
CONDO	NA21	BHHS	16	16	32	5.76%	\$ 3,799,950	\$ 4,129,478	\$ 7,929,428	6.00%	0.06%
CONDO		CBRR	1	4	5	0.90%	\$ 195,000	\$ 1,328,000	\$ 1,523,000	1.15%	0.01%
CONDO		DNFR	37	34	71	12.77%	\$ 9,195,800	\$ 8,662,468	\$ 17,858,268	13.51%	0.13%
CONDO		KW_ELITE	3	3	6	1.08%	\$ 570,000	\$ 640,500	\$ 1,210,500	0.92%	0.01%
CONDO		PREM_PLUS	14	26	40	7.19%	\$ 2,779,250	\$ 5,850,052	\$ 8,629,302	6.53%	0.06%
CONDO		PREM_SOTH	8	13	21	3.78%	\$ 2,078,500	\$ 3,193,000	\$ 5,271,500	3.99%	0.04%
CONDO		ROYAL_SH	1		1	0.18%	\$ 310,000		\$ 310,000	0.23%	0.00%
CONDO		WOOD	23	23	46	8.27%	\$ 5,309,900	\$ 5,138,350	\$ 10,448,250	7.90%	0.08%
CONDO		X-OTHER	175	159	334	60.07%	\$ 41,875,279	\$ 37,171,831	\$ 79,047,110	59.78%	0.59%
CONDO		NA21 Total		278	278	556	100.00%	\$ 66,113,679	\$ 66,113,679	\$ 132,227,358	100.00%
CONDO	NA22	BHHS	11	11	22	5.95%	\$ 3,067,900	\$ 2,891,500	\$ 5,959,400	6.40%	0.04%
CONDO		CBRR	6	5	11	2.97%	\$ 1,345,000	\$ 1,187,000	\$ 2,532,000	2.72%	0.02%
CONDO		DNFR	28	16	44	11.89%	\$ 7,995,400	\$ 4,116,500	\$ 12,111,900	13.01%	0.09%
CONDO		KW_ELITE	1	1	2	0.54%	\$ 250,000	\$ 332,000	\$ 582,000	0.63%	0.00%
CONDO		PREM_PLUS	20	23	43	11.62%	\$ 5,386,300	\$ 6,152,750	\$ 11,539,050	12.39%	0.09%
CONDO		PREM_SOTH	11	11	22	5.95%	\$ 3,015,800	\$ 2,607,400	\$ 5,623,200	6.04%	0.04%
CONDO		ROYAL_SH	1	2	3	0.81%	\$ 307,000	\$ 494,000	\$ 801,000	0.86%	0.01%
CONDO		WOOD	15	16	31	8.38%	\$ 3,820,500	\$ 3,902,300	\$ 7,722,800	8.30%	0.06%
CONDO		X-OTHER	92	100	192	51.89%	\$ 21,363,004	\$ 24,867,454	\$ 46,230,458	49.66%	0.34%
CONDO		NA22 Total		185	185	370	100.00%	\$ 46,550,904	\$ 46,550,904	\$ 93,101,808	100.00%
CONDO	NA23	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS		1	1	16.67%		\$ 325,000	\$ 325,000	27.08%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	3	2	5	83.33%	\$ 600,000	\$ 275,000	\$ 875,000	72.92%	0.01%
CONDO		NA23 Total		3	3	6	100.00%	\$ 600,000	\$ 600,000	\$ 1,200,000	100.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA24	BHHS		1	1	1.00%		\$ 69,100	\$ 69,100	0.80%	0.00%
CONDO		CBRR	1	3	4	4.00%	\$ 89,000	\$ 289,000	\$ 378,000	4.37%	0.00%
CONDO		DNFR	1	4	5	5.00%	\$ 95,000	\$ 386,000	\$ 481,000	5.56%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	5	4	9	9.00%	\$ 434,000	\$ 314,000	\$ 748,000	8.65%	0.01%
CONDO		PREM_SOTH	1		1	1.00%	\$ 92,500		\$ 92,500	1.07%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1	2	3	3.00%	\$ 111,000	\$ 200,500	\$ 311,500	3.60%	0.00%
CONDO		X-OTHER	41	36	77	77.00%	\$ 3,503,600	\$ 3,066,500	\$ 6,570,100	75.95%	0.05%
CONDO	NA24 Total		50	50	100	100.00%	\$ 4,325,100	\$ 4,325,100	\$ 8,650,200	100.00%	0.06%
CONDO	NA31	BHHS	2	2	4	3.39%	\$ 585,000	\$ 314,900	\$ 899,900	3.55%	0.01%
CONDO		CBRR	1	1	2	1.69%	\$ 217,500	\$ 282,000	\$ 499,500	1.97%	0.00%
CONDO		DNFR	5	12	17	14.41%	\$ 771,400	\$ 2,525,300	\$ 3,296,700	13.01%	0.02%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	4	3	7	5.93%	\$ 968,500	\$ 716,500	\$ 1,685,000	6.65%	0.01%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	5	2	7	5.93%	\$ 1,282,900	\$ 690,000	\$ 1,972,900	7.79%	0.01%
CONDO		WOOD	3	1	4	3.39%	\$ 657,500	\$ 149,900	\$ 807,400	3.19%	0.01%
CONDO		X-OTHER	39	38	77	65.25%	\$ 8,187,596	\$ 7,991,796	\$ 16,179,392	63.85%	0.12%
CONDO	NA31 Total		59	59	118	100.00%	\$ 12,670,396	\$ 12,670,396	\$ 25,340,792	100.00%	0.19%
CONDO	NA32	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA32 Total										0.00%
CONDO	NA33	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA33 Total										0.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA34	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA34 Total									
CONDO	NA35	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA35 Total									
CONDO	NA36	BHHS	2	1	3	13.64%	\$ 550,500	\$ 315,500	\$ 866,000	29.07%	0.01%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS		1	1	4.55%		\$ 35,000	\$ 35,000	1.17%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	3	3	6	27.27%	\$ 640,000	\$ 525,500	\$ 1,165,500	39.12%	0.01%
CONDO		X-OTHER	6	6	12	54.55%	\$ 299,000	\$ 613,500	\$ 912,500	30.63%	0.01%
CONDO		NA36 Total		11	11	22	100.00%	\$ 1,489,500	\$ 1,489,500	\$ 2,979,000	100.00%
CONDO	NA37	BHHS	25	24	49	13.84%	\$ 5,075,100	\$ 4,862,000	\$ 9,937,100	11.73%	0.07%
CONDO		CBRR	8	12	20	5.65%	\$ 1,525,300	\$ 2,734,500	\$ 4,259,800	5.03%	0.03%
CONDO		DNFR	10	9	19	5.37%	\$ 1,944,577	\$ 2,159,777	\$ 4,104,354	4.85%	0.03%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	22	25	47	13.28%	\$ 5,030,900	\$ 6,053,400	\$ 11,084,300	13.09%	0.08%
CONDO		PREM_SOTH	7	10	17	4.80%	\$ 1,722,500	\$ 2,511,100	\$ 4,233,600	5.00%	0.03%
CONDO		ROYAL_SH		3	3	0.85%		\$ 717,000	\$ 717,000	0.85%	0.01%
CONDO		WOOD	5	9	14	3.95%	\$ 1,018,000	\$ 2,303,950	\$ 3,321,950	3.92%	0.02%
CONDO		X-OTHER	100	85	185	52.26%	\$ 26,031,790	\$ 21,006,440	\$ 47,038,230	55.54%	0.35%
CONDO		NA37 Total		177	177	354	100.00%	\$ 42,348,167	\$ 42,348,167	\$ 84,696,334	100.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA38	BHHS	8	19	27	6.31%	\$ 2,252,000	\$ 7,582,413	\$ 9,834,413	7.01%	0.07%
CONDO		CBRR	14	14	28	6.54%	\$ 3,165,750	\$ 3,358,300	\$ 6,524,050	4.65%	0.05%
CONDO		DNFR	12	12	24	5.61%	\$ 4,116,000	\$ 4,302,550	\$ 8,418,550	6.00%	0.06%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	9	27	36	8.41%	\$ 2,876,900	\$ 7,946,150	\$ 10,823,050	7.72%	0.08%
CONDO		PREM_SOTH	78	42	120	28.04%	\$ 28,179,025	\$ 15,332,400	\$ 43,511,425	31.02%	0.32%
CONDO		ROYAL_SH	2	1	3	0.70%	\$ 305,000	\$ 415,000	\$ 720,000	0.51%	0.01%
CONDO		WOOD	4	8	12	2.80%	\$ 1,105,000	\$ 2,630,300	\$ 3,735,300	2.66%	0.03%
CONDO		X-OTHER	87	91	178	41.59%	\$ 28,134,822	\$ 28,567,384	\$ 56,702,206	40.42%	0.42%
CONDO	NA38 Total		214	214	428	100.00%	\$ 70,134,497	\$ 70,134,497	\$ 140,268,994	100.00%	1.04%
CONDO	NA39	BHHS		2	2	2.27%		\$ 616,000	\$ 616,000	3.40%	0.00%
CONDO		CBRR	2	2	4	4.55%	\$ 300,000	\$ 264,000	\$ 564,000	3.12%	0.00%
CONDO		DNFR	4	2	6	6.82%	\$ 794,000	\$ 415,000	\$ 1,209,000	6.68%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	3	4	7	7.95%	\$ 984,000	\$ 1,089,900	\$ 2,073,900	11.46%	0.02%
CONDO		PREM_SOTH	1		1	1.14%	\$ 360,000		\$ 360,000	1.99%	0.00%
CONDO		ROYAL_SH		1	1	1.14%		\$ 113,000	\$ 113,000	0.62%	0.00%
CONDO		WOOD	1		1	1.14%	\$ 50,000		\$ 50,000	0.28%	0.00%
CONDO		X-OTHER	33	33	66	75.00%	\$ 6,562,150	\$ 6,552,250	\$ 13,114,400	72.45%	0.10%
CONDO	NA39 Total		44	44	88	100.00%	\$ 9,050,150	\$ 9,050,150	\$ 18,100,300	100.00%	0.13%
CONDO	NA41	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS				0.00%				0.00%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	1	1	2	100.00%	\$ 360,000	\$ 360,000	\$ 720,000	100.00%	0.01%
CONDO	NA41 Total		1	1	2	100.00%	\$ 360,000	\$ 360,000	\$ 720,000	100.00%	0.01%
CONDO	NA42	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA42 Total										0.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA43	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA43 Total									
CONDO	NA44	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA44 Total									
CONDO	NA45	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA45 Total									
CONDO	NA46	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA46 Total									

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA47	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA47 Total									
CONDO	NA48	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA48 Total									
CONDO	NA50	BHHS	1	1	2	3.85%	\$ 176,000	\$ 161,225	\$ 337,225	3.08%	0.00%
CONDO		CBRR	2	2	4	7.69%	\$ 480,000	\$ 503,900	\$ 983,900	8.99%	0.01%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	2	5	7	13.46%	\$ 561,000	\$ 1,164,900	\$ 1,725,900	15.76%	0.01%
CONDO		PREM_SOTH		1	1	1.92%		\$ 165,000	\$ 165,000	1.51%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1	1	2	3.85%	\$ 227,500	\$ 284,000	\$ 511,500	4.67%	0.00%
CONDO		X-OTHER	20	16	36	69.23%	\$ 4,029,825	\$ 3,195,300	\$ 7,225,125	65.99%	0.05%
CONDO	NA50 Total		26	26	52	100.00%	\$ 5,474,325	\$ 5,474,325	\$ 10,948,650	100.00%	0.08%
CONDO Total			6705	6705	13410		\$ 2,562,617,479	\$ 2,562,617,479	\$ 5,125,234,958		37.95%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN01	BHHS		1	1	2.27%		\$ 1,399,866	\$ 1,399,866	1.28%	0.01%
Single Family		CBRR	5	3	8	18.18%	\$ 21,650,000	\$ 13,150,000	\$ 34,800,000	31.70%	0.26%
Single Family		DNFR	2	3	5	11.36%	\$ 3,235,000	\$ 5,335,000	\$ 8,570,000	7.81%	0.06%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH	1		1	2.27%	\$ 3,100,000		\$ 3,100,000	2.82%	0.02%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD		2	2	4.55%		\$ 5,850,000	\$ 5,850,000	5.33%	0.04%
Single Family		X-OTHER	14	13	27	61.36%	\$ 26,911,616	\$ 29,161,750	\$ 56,073,366	51.07%	0.42%
Single Family	BN01 Total		22	22	44	100.00%	\$ 54,896,616	\$ 54,896,616	\$ 109,793,232	100.00%	0.81%
Single Family	BN02	BHHS	3	2	5	4.17%	\$ 1,637,500	\$ 1,097,500	\$ 2,735,000	5.14%	0.02%
Single Family		CBRR	8	5	13	10.83%	\$ 6,611,250	\$ 3,861,750	\$ 10,473,000	19.69%	0.08%
Single Family		DNFR	9	5	14	11.67%	\$ 3,510,500	\$ 1,547,000	\$ 5,057,500	9.51%	0.04%
Single Family		KW_ELITE	1	1	2	1.67%	\$ 145,000	\$ 293,000	\$ 438,000	0.82%	0.00%
Single Family		PREM_PLUS	2	3	5	4.17%	\$ 1,259,000	\$ 1,287,000	\$ 2,546,000	4.79%	0.02%
Single Family		PREM_SOTH	1	2	3	2.50%	\$ 700,000	\$ 1,700,000	\$ 2,400,000	4.51%	0.02%
Single Family		ROYAL_SH	3	1	4	3.33%	\$ 1,358,000	\$ 543,000	\$ 1,901,000	3.57%	0.01%
Single Family		WOOD	5	2	7	5.83%	\$ 1,446,500	\$ 729,600	\$ 2,176,100	4.09%	0.02%
Single Family		X-OTHER	28	39	67	55.83%	\$ 9,929,100	\$ 15,538,000	\$ 25,467,100	47.88%	0.19%
Single Family	BN02 Total		60	60	120	100.00%	\$ 26,596,850	\$ 26,596,850	\$ 53,193,700	100.00%	0.39%
Single Family	BN04	BHHS	1	2	3	1.97%	\$ 665,000	\$ 1,684,000	\$ 2,349,000	1.43%	0.02%
Single Family		CBRR		3	3	1.97%		\$ 1,439,600	\$ 1,439,600	0.88%	0.01%
Single Family		DNFR	4	5	9	5.92%	\$ 3,862,000	\$ 4,038,500	\$ 7,900,500	4.80%	0.06%
Single Family		KW_ELITE	1	1	1	0.66%		\$ 1,200,000	\$ 1,200,000	0.73%	0.01%
Single Family		PREM_PLUS		2	2	1.32%		\$ 3,300,000	\$ 3,300,000	2.01%	0.02%
Single Family		PREM_SOTH	12	15	27	17.76%	\$ 16,376,900	\$ 15,669,500	\$ 32,046,400	19.48%	0.24%
Single Family		ROYAL_SH	30	20	50	32.89%	\$ 32,417,500	\$ 23,403,400	\$ 55,820,900	33.94%	0.41%
Single Family		WOOD	22	17	39	25.66%	\$ 21,773,100	\$ 20,050,000	\$ 41,823,100	25.43%	0.31%
Single Family		X-OTHER	7	11	18	11.84%	\$ 7,139,500	\$ 11,449,000	\$ 18,588,500	11.30%	0.14%
Single Family	BN04 Total		76	76	152	100.00%	\$ 82,234,000	\$ 82,234,000	\$ 164,468,000	100.00%	1.22%
Single Family	BN05	BHHS	8	8	16	9.76%	\$ 7,120,000	\$ 6,764,000	\$ 13,884,000	9.06%	0.10%
Single Family		CBRR	2	2	4	2.44%	\$ 987,500	\$ 1,581,161	\$ 2,568,661	1.68%	0.02%
Single Family		DNFR	13	12	25	15.24%	\$ 18,526,800	\$ 13,874,500	\$ 32,401,300	21.14%	0.24%
Single Family		KW_ELITE	8	5	13	7.93%	\$ 8,404,000	\$ 5,124,000	\$ 13,528,000	8.83%	0.10%
Single Family		PREM_PLUS	1	1	2	1.22%	\$ 580,000	\$ 370,000	\$ 950,000	0.62%	0.01%
Single Family		PREM_SOTH	14	8	22	13.41%	\$ 10,526,950	\$ 6,355,950	\$ 16,882,900	11.01%	0.13%
Single Family		ROYAL_SH	6	8	14	8.54%	\$ 4,480,000	\$ 7,232,500	\$ 11,712,500	7.64%	0.09%
Single Family		WOOD	12	14	26	15.85%	\$ 11,719,000	\$ 12,595,000	\$ 24,314,000	15.86%	0.18%
Single Family		X-OTHER	18	24	42	25.61%	\$ 14,295,701	\$ 22,742,840	\$ 37,038,541	24.16%	0.27%
Single Family	BN05 Total		82	82	164	100.00%	\$ 76,639,951	\$ 76,639,951	\$ 153,279,902	100.00%	1.14%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN06	BHHS	4	7	11	6.11%	\$ 1,461,000	\$ 2,716,500	\$ 4,177,500	7.09%	0.03%
Single Family		CBRR	3	7	10	5.56%	\$ 681,500	\$ 2,420,225	\$ 3,101,725	5.26%	0.02%
Single Family		DNFR	17	12	29	16.11%	\$ 5,117,500	\$ 4,186,475	\$ 9,303,975	15.78%	0.07%
Single Family		KW_ELITE	6	4	10	5.56%	\$ 1,773,000	\$ 1,424,125	\$ 3,197,125	5.42%	0.02%
Single Family		PREM_PLUS	3	1	4	2.22%	\$ 1,066,000	\$ 179,000	\$ 1,245,000	2.11%	0.01%
Single Family		PREM_SOTH	1	2	3	1.67%	\$ 302,000	\$ 539,000	\$ 841,000	1.43%	0.01%
Single Family		ROYAL_SH	5	4	9	5.00%	\$ 1,941,500	\$ 1,197,500	\$ 3,139,000	5.32%	0.02%
Single Family		WOOD	4	5	9	5.00%	\$ 1,078,400	\$ 1,755,535	\$ 2,833,935	4.81%	0.02%
Single Family		X-OTHER	47	48	95	52.78%	\$ 16,055,913	\$ 15,058,453	\$ 31,114,366	52.78%	0.23%
Single Family	BN06 Total		90	90	180	100.00%	\$ 29,476,813	\$ 29,476,813	\$ 58,953,626	100.00%	0.44%
Single Family	BN07	BHHS	5	1	6	8.11%	\$ 1,988,000	\$ 382,000	\$ 2,370,000	9.54%	0.02%
Single Family		CBRR	1	4	5	6.76%	\$ 145,000	\$ 1,262,000	\$ 1,407,000	5.67%	0.01%
Single Family		DNFR	2	4	6	8.11%	\$ 657,000	\$ 1,552,000	\$ 2,209,000	8.89%	0.02%
Single Family		KW_ELITE	2	1	3	4.05%	\$ 885,000	\$ 297,000	\$ 1,182,000	4.76%	0.01%
Single Family		PREM_PLUS	1	2	3	4.05%	\$ 565,000	\$ 710,200	\$ 1,275,200	5.13%	0.01%
Single Family		PREM_SOTH		4	4	5.41%		\$ 1,443,000	\$ 1,443,000	5.81%	0.01%
Single Family		ROYAL_SH	5	4	9	12.16%	\$ 1,399,900	\$ 1,306,000	\$ 2,705,900	10.90%	0.02%
Single Family		WOOD	2		2	2.70%	\$ 857,000		\$ 857,000	3.45%	0.01%
Single Family		X-OTHER	19	17	36	48.65%	\$ 5,920,796	\$ 5,465,496	\$ 11,386,292	45.85%	0.08%
Single Family	BN07 Total		37	37	74	100.00%	\$ 12,417,696	\$ 12,417,696	\$ 24,835,392	100.00%	0.18%
Single Family	BN08	BHHS	3	4	7	3.33%	\$ 716,000	\$ 1,371,600	\$ 2,087,600	3.05%	0.02%
Single Family		CBRR	6	5	11	5.24%	\$ 2,620,900	\$ 1,199,800	\$ 3,820,700	5.58%	0.03%
Single Family		DNFR	9	15	24	11.43%	\$ 4,070,000	\$ 5,456,950	\$ 9,526,950	13.92%	0.07%
Single Family		KW_ELITE	3	5	8	3.81%	\$ 704,900	\$ 2,430,000	\$ 3,134,900	4.58%	0.02%
Single Family		PREM_PLUS	5	4	9	4.29%	\$ 1,040,500	\$ 1,829,900	\$ 2,870,400	4.19%	0.02%
Single Family		PREM_SOTH	1	4	5	2.38%	\$ 328,500	\$ 1,935,000	\$ 2,263,500	3.31%	0.02%
Single Family		ROYAL_SH	2	3	5	2.38%	\$ 593,000	\$ 868,000	\$ 1,461,000	2.13%	0.01%
Single Family		WOOD	10	7	17	8.10%	\$ 4,479,550	\$ 2,835,500	\$ 7,315,050	10.69%	0.05%
Single Family		X-OTHER	66	58	124	59.05%	\$ 19,666,844	\$ 16,293,444	\$ 35,960,288	52.54%	0.27%
Single Family	BN08 Total		105	105	210	100.00%	\$ 34,220,194	\$ 34,220,194	\$ 68,440,388	100.00%	0.51%
Single Family	BN09	BHHS		1	1	1.16%		\$ 395,000	\$ 395,000	1.08%	0.00%
Single Family		CBRR	2	1	3	3.49%	\$ 870,000	\$ 546,000	\$ 1,416,000	3.88%	0.01%
Single Family		DNFR	4	2	6	6.98%	\$ 1,814,900	\$ 976,000	\$ 2,790,900	7.64%	0.02%
Single Family		KW_ELITE	1	1	1	1.16%		\$ 640,000	\$ 640,000	1.75%	0.00%
Single Family		PREM_PLUS	3	4	7	8.14%	\$ 1,209,000	\$ 1,646,500	\$ 2,855,500	7.81%	0.02%
Single Family		PREM_SOTH	1	3	4	4.65%	\$ 445,000	\$ 1,339,000	\$ 1,784,000	4.88%	0.01%
Single Family		ROYAL_SH	11	8	19	22.09%	\$ 5,361,000	\$ 3,350,000	\$ 8,711,000	23.84%	0.06%
Single Family		WOOD	2	1	3	3.49%	\$ 894,500	\$ 460,000	\$ 1,354,500	3.71%	0.01%
Single Family		X-OTHER	20	22	42	48.84%	\$ 7,675,000	\$ 8,916,900	\$ 16,591,900	45.41%	0.12%
Single Family	BN09 Total		43	43	86	100.00%	\$ 18,269,400	\$ 18,269,400	\$ 36,538,800	100.00%	0.27%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN10	BHHS	1	3	4	1.40%	\$ 400,000	\$ 663,600	\$ 1,063,600	1.49%	0.01%
Single Family		CBRR	12	7	19	6.64%	\$ 3,212,854	\$ 1,379,000	\$ 4,591,854	6.44%	0.03%
Single Family		DNFR	15	20	35	12.24%	\$ 4,553,900	\$ 5,448,935	\$ 10,002,835	14.04%	0.07%
Single Family		KW_ELITE	5	5	10	3.50%	\$ 1,091,899	\$ 1,477,000	\$ 2,568,899	3.60%	0.02%
Single Family		PREM_PLUS	4	16	20	6.99%	\$ 939,000	\$ 4,102,900	\$ 5,041,900	7.07%	0.04%
Single Family		PREM_SOTH	1	5	6	2.10%	\$ 299,000	\$ 2,121,500	\$ 2,420,500	3.40%	0.02%
Single Family		ROYAL_SH	10	7	17	5.94%	\$ 2,844,400	\$ 1,702,200	\$ 4,546,600	6.38%	0.03%
Single Family		WOOD	3	9	12	4.20%	\$ 884,500	\$ 2,496,565	\$ 3,381,065	4.74%	0.03%
Single Family		X-OTHER	92	71	163	56.99%	\$ 21,408,167	\$ 16,242,020	\$ 37,650,187	52.83%	0.28%
Single Family	BN10 Total		143	143	286	100.00%	\$ 35,633,720	\$ 35,633,720	\$ 71,267,440	100.00%	0.53%
Single Family	BN11	BHHS	1	1	2	2.70%	\$ 1,850,000	\$ 1,850,000	\$ 3,700,000	4.79%	0.03%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR	9	7	16	21.62%	\$ 5,240,750	\$ 5,837,000	\$ 11,077,750	14.34%	0.08%
Single Family		KW_ELITE	2	1	3	4.05%	\$ 1,410,000	\$ 2,050,000	\$ 3,460,000	4.48%	0.03%
Single Family		PREM_PLUS	3	4	7	9.46%	\$ 1,470,000	\$ 2,375,000	\$ 3,845,000	4.98%	0.03%
Single Family		PREM_SOTH	1	2	3	4.05%	\$ 455,000	\$ 2,401,580	\$ 2,856,580	3.70%	0.02%
Single Family		ROYAL_SH	1	1	2	2.70%	\$ 580,000	\$ 455,000	\$ 1,035,000	1.34%	0.01%
Single Family		WOOD	4	4	8	10.81%	\$ 4,097,500	\$ 3,744,271	\$ 7,841,771	10.15%	0.06%
Single Family		X-OTHER	16	17	33	44.59%	\$ 23,522,032	\$ 19,912,431	\$ 43,434,463	56.23%	0.32%
Single Family	BN11 Total		37	37	74	100.00%	\$ 38,625,282	\$ 38,625,282	\$ 77,250,564	100.00%	0.57%
Single Family	BN12	BHHS	9	7	16	5.13%	\$ 3,850,000	\$ 2,590,000	\$ 6,440,000	4.42%	0.05%
Single Family		CBRR	1	4	5	1.60%	\$ 320,000	\$ 1,566,000	\$ 1,886,000	1.29%	0.01%
Single Family		DNFR	12	18	30	9.62%	\$ 4,930,500	\$ 6,604,755	\$ 11,535,255	7.91%	0.09%
Single Family		KW_ELITE	5	5	10	3.21%	\$ 1,887,000	\$ 2,231,000	\$ 4,118,000	2.83%	0.03%
Single Family		PREM_PLUS	3	7	10	3.21%	\$ 1,037,900	\$ 3,440,000	\$ 4,477,900	3.07%	0.03%
Single Family		PREM_SOTH	6	7	13	4.17%	\$ 2,595,900	\$ 4,417,529	\$ 7,013,429	4.81%	0.05%
Single Family		ROYAL_SH	7	3	10	3.21%	\$ 6,014,000	\$ 1,300,000	\$ 7,314,000	5.02%	0.05%
Single Family		WOOD	36	32	68	21.79%	\$ 19,288,901	\$ 18,315,900	\$ 37,604,801	25.80%	0.28%
Single Family		X-OTHER	77	73	150	48.08%	\$ 32,956,553	\$ 32,415,570	\$ 65,372,123	44.85%	0.48%
Single Family	BN12 Total		156	156	312	100.00%	\$ 72,880,754	\$ 72,880,754	\$ 145,761,508	100.00%	1.08%
Single Family	ES01	BHHS	6	5	11	5.56%	\$ 3,052,000	\$ 2,024,000	\$ 5,076,000	5.55%	0.04%
Single Family		CBRR	3	4	7	3.54%	\$ 938,000	\$ 2,000,000	\$ 2,938,000	3.21%	0.02%
Single Family		DNFR	10	12	22	11.11%	\$ 3,819,777	\$ 4,809,777	\$ 8,629,554	9.43%	0.06%
Single Family		KW_ELITE	1	3	4	2.02%	\$ 383,000	\$ 1,080,000	\$ 1,463,000	1.60%	0.01%
Single Family		PREM_PLUS	4	5	9	4.55%	\$ 1,246,000	\$ 1,936,000	\$ 3,182,000	3.48%	0.02%
Single Family		PREM_SOTH	2	1	3	1.52%	\$ 1,775,000	\$ 1,425,000	\$ 3,200,000	3.50%	0.02%
Single Family		ROYAL_SH	3	5	8	4.04%	\$ 1,655,000	\$ 3,223,500	\$ 4,878,500	5.33%	0.04%
Single Family		WOOD	8	10	18	9.09%	\$ 4,766,000	\$ 5,878,000	\$ 10,644,000	11.63%	0.08%
Single Family		X-OTHER	62	54	116	58.59%	\$ 28,131,464	\$ 23,389,964	\$ 51,521,428	56.29%	0.38%
Single Family	ES01 Total		99	99	198	100.00%	\$ 45,766,241	\$ 45,766,241	\$ 91,532,482	100.00%	0.68%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	ES02	BHHS	2	3	5	1.37%	\$ 680,000	\$ 965,000	\$ 1,645,000	1.32%	0.01%
Single Family		CBRR	1	3	4	1.09%	\$ 464,000	\$ 1,072,000	\$ 1,536,000	1.24%	0.01%
Single Family		DNFR	20	13	33	9.02%	\$ 6,374,649	\$ 4,516,444	\$ 10,891,093	8.76%	0.08%
Single Family		KW_ELITE	19	17	36	9.84%	\$ 5,644,000	\$ 5,527,374	\$ 11,171,374	8.98%	0.08%
Single Family		PREM_PLUS		9	9	2.46%		\$ 3,332,571	\$ 3,332,571	2.68%	0.02%
Single Family		PREM_SOTH	1	4	5	1.37%	\$ 553,750	\$ 1,225,900	\$ 1,779,650	1.43%	0.01%
Single Family		ROYAL_SH	9	9	18	4.92%	\$ 3,758,500	\$ 3,081,000	\$ 6,839,500	5.50%	0.05%
Single Family		WOOD	8	12	20	5.46%	\$ 2,948,300	\$ 4,238,659	\$ 7,186,959	5.78%	0.05%
Single Family		X-OTHER	123	113	236	64.48%	\$ 41,750,085	\$ 38,214,336	\$ 79,964,421	64.31%	0.59%
Single Family		ES02 Total		183	183	366	100.00%	\$ 62,173,284	\$ 62,173,284	\$ 124,346,568	100.00%
Single Family	ES03	BHHS	12	11	23	4.46%	\$ 6,315,000	\$ 4,810,500	\$ 11,125,500	5.03%	0.08%
Single Family		CBRR	8	10	18	3.49%	\$ 3,839,000	\$ 3,897,500	\$ 7,736,500	3.50%	0.06%
Single Family		DNFR	19	24	43	8.33%	\$ 8,195,999	\$ 10,067,500	\$ 18,263,499	8.26%	0.14%
Single Family		KW_ELITE	49	28	77	14.92%	\$ 19,699,900	\$ 11,520,702	\$ 31,220,602	14.12%	0.23%
Single Family		PREM_PLUS	12	13	25	4.84%	\$ 5,942,000	\$ 5,707,500	\$ 11,649,500	5.27%	0.09%
Single Family		PREM_SOTH	3	8	11	2.13%	\$ 1,113,000	\$ 3,230,000	\$ 4,343,000	1.96%	0.03%
Single Family		ROYAL_SH	6	8	14	2.71%	\$ 2,344,250	\$ 3,797,000	\$ 6,141,250	2.78%	0.05%
Single Family		WOOD	9	15	24	4.65%	\$ 4,030,000	\$ 6,790,500	\$ 10,820,500	4.89%	0.08%
Single Family		X-OTHER	140	141	281	54.46%	\$ 59,101,922	\$ 60,759,869	\$ 119,861,791	54.20%	0.89%
Single Family		ES03 Total		258	258	516	100.00%	\$ 110,581,071	\$ 110,581,071	\$ 221,162,142	100.00%
Single Family	ES04	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR	3	2	5	27.78%	\$ 1,560,000	\$ 1,090,000	\$ 2,650,000	18.97%	0.02%
Single Family		KW_ELITE		1	1	5.56%		\$ 2,075,000	\$ 2,075,000	14.85%	0.02%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH		2	2	11.11%		\$ 1,600,000	\$ 1,600,000	11.45%	0.01%
Single Family		WOOD	2		2	11.11%	\$ 1,625,000		\$ 1,625,000	11.63%	0.01%
Single Family		X-OTHER	4	4	8	44.44%	\$ 3,800,000	\$ 2,220,000	\$ 6,020,000	43.09%	0.04%
Single Family	ES04 Total		9	9	18	100.00%	\$ 6,985,000	\$ 6,985,000	\$ 13,970,000	100.00%	0.10%
Single Family	NA01	BHHS	1	2	3	1.69%	\$ 590,000	\$ 2,450,000	\$ 3,040,000	1.33%	0.02%
Single Family		CBRR	11	8	19	10.67%	\$ 17,600,000	\$ 9,855,000	\$ 27,455,000	12.05%	0.20%
Single Family		DNFR	15	12	27	15.17%	\$ 12,011,000	\$ 10,765,000	\$ 22,776,000	9.99%	0.17%
Single Family		KW_ELITE	5	2	7	3.93%	\$ 2,435,000	\$ 885,000	\$ 3,320,000	1.46%	0.02%
Single Family		PREM_PLUS	2	5	7	3.93%	\$ 365,000	\$ 3,803,500	\$ 4,168,500	1.83%	0.03%
Single Family		PREM_SOTH	3	4	7	3.93%	\$ 3,270,000	\$ 3,510,000	\$ 6,780,000	2.97%	0.05%
Single Family		ROYAL_SH	1	1	2	1.12%	\$ 7,482,500	\$ 256,000	\$ 7,738,500	3.40%	0.06%
Single Family		WOOD	3	7	10	5.62%	\$ 2,955,500	\$ 5,249,000	\$ 8,204,500	3.60%	0.06%
Single Family		X-OTHER	48	48	96	53.93%	\$ 67,250,575	\$ 77,186,075	\$ 144,436,650	63.37%	1.07%
Single Family		NA01 Total		89	89	178	100.00%	\$ 113,959,575	\$ 113,959,575	\$ 227,919,150	100.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA02	BHHS	1	2	3	4.84%	\$ 957,000	\$ 3,477,500	\$ 4,434,500	4.68%	0.03%
Single Family		CBRR	2	3	5	8.06%	\$ 3,795,000	\$ 3,355,000	\$ 7,150,000	7.55%	0.05%
Single Family		DNFR	5	3	8	12.90%	\$ 7,769,500	\$ 3,140,000	\$ 10,909,500	11.52%	0.08%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS		4	4	6.45%		\$ 5,969,000	\$ 5,969,000	6.30%	0.04%
Single Family		PREM_SOTH	1	1	2	3.23%	\$ 2,200,000	\$ 1,350,000	\$ 3,550,000	3.75%	0.03%
Single Family		ROYAL_SH	2		2	3.23%	\$ 3,937,500		\$ 3,937,500	4.16%	0.03%
Single Family		WOOD	8	6	14	22.58%	\$ 10,011,500	\$ 8,501,000	\$ 18,512,500	19.54%	0.14%
Single Family		X-OTHER	12	12	24	38.71%	\$ 18,688,500	\$ 21,566,500	\$ 40,255,000	42.50%	0.30%
Single Family	NA02 Total		31	31	62	100.00%	\$ 47,359,000	\$ 47,359,000	\$ 94,718,000	100.00%	0.70%
Single Family	NA03	BHHS	4	4	8	2.60%	\$ 1,290,000	\$ 1,756,500	\$ 3,046,500	2.95%	0.02%
Single Family		CBRR	11	11	22	7.14%	\$ 4,303,758	\$ 3,899,758	\$ 8,203,516	7.95%	0.06%
Single Family		DNFR	17	17	34	11.04%	\$ 5,438,100	\$ 5,484,600	\$ 10,922,700	10.58%	0.08%
Single Family		KW_ELITE	2	1	3	0.97%	\$ 760,000	\$ 310,000	\$ 1,070,000	1.04%	0.01%
Single Family		PREM_PLUS	10	13	23	7.47%	\$ 2,862,000	\$ 3,850,500	\$ 6,712,500	6.50%	0.05%
Single Family		PREM_SOTH	7	8	15	4.87%	\$ 2,836,000	\$ 3,071,000	\$ 5,907,000	5.72%	0.04%
Single Family		ROYAL_SH	3		3	0.97%	\$ 849,000		\$ 849,000	0.82%	0.01%
Single Family		WOOD	8	11	19	6.17%	\$ 2,604,000	\$ 3,505,500	\$ 6,109,500	5.92%	0.05%
Single Family		X-OTHER	92	89	181	58.77%	\$ 30,657,700	\$ 29,722,700	\$ 60,380,400	58.51%	0.45%
Single Family	NA03 Total		154	154	308	100.00%	\$ 51,600,558	\$ 51,600,558	\$ 103,201,116	100.00%	0.76%
Single Family	NA04	BHHS	1		1	0.88%	\$ 900,000		\$ 900,000	0.34%	0.01%
Single Family		CBRR	2	3	5	4.39%	\$ 5,100,000	\$ 3,967,600	\$ 9,067,600	3.41%	0.07%
Single Family		DNFR	14	11	25	21.93%	\$ 18,350,000	\$ 13,660,000	\$ 32,010,000	12.05%	0.24%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	5	8	7.02%	\$ 3,875,000	\$ 5,957,500	\$ 9,832,500	3.70%	0.07%
Single Family		PREM_SOTH	22	19	41	35.96%	\$ 74,641,100	\$ 78,212,500	\$ 152,853,600	57.52%	1.13%
Single Family		ROYAL_SH		1	1	0.88%		\$ 750,000	\$ 750,000	0.28%	0.01%
Single Family		WOOD	11	8	19	16.67%	\$ 22,221,900	\$ 11,500,500	\$ 33,722,400	12.69%	0.25%
Single Family		X-OTHER	4	10	14	12.28%	\$ 7,780,000	\$ 18,819,900	\$ 26,599,900	10.01%	0.20%
Single Family	NA04 Total		57	57	114	100.00%	\$ 132,868,000	\$ 132,868,000	\$ 265,736,000	100.00%	1.97%
Single Family	NA05	BHHS	7	9	16	5.33%	\$ 12,794,000	\$ 18,670,000	\$ 31,464,000	5.46%	0.23%
Single Family		CBRR	6	8	14	4.67%	\$ 7,320,000	\$ 15,907,500	\$ 23,227,500	4.03%	0.17%
Single Family		DNFR	24	17	41	13.67%	\$ 37,121,450	\$ 25,776,000	\$ 62,897,450	10.92%	0.47%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	8	6	14	4.67%	\$ 15,351,000	\$ 16,349,000	\$ 31,700,000	5.51%	0.23%
Single Family		PREM_SOTH	45	26	71	23.67%	\$ 115,286,500	\$ 48,192,450	\$ 163,478,950	28.39%	1.21%
Single Family		ROYAL_SH		1	1	0.33%		\$ 3,150,000	\$ 3,150,000	0.55%	0.02%
Single Family		WOOD	20	28	48	16.00%	\$ 25,494,500	\$ 52,162,500	\$ 77,657,000	13.49%	0.58%
Single Family		X-OTHER	40	55	95	31.67%	\$ 74,545,968	\$ 107,705,968	\$ 182,251,936	31.65%	1.35%
Single Family	NA05 Total		150	150	300	100.00%	\$ 287,913,418	\$ 287,913,418	\$ 575,826,836	100.00%	4.26%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA06	BHHS	2		2	1.35%	\$ 4,975,000		\$ 4,975,000	1.11%	0.04%
Single Family		CBRR	1	2	3	2.03%	\$ 2,200,000	\$ 4,835,000	\$ 7,035,000	1.56%	0.05%
Single Family		DNFR	12	9	21	14.19%	\$ 29,306,500	\$ 31,444,000	\$ 60,750,500	13.51%	0.45%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2		2	1.35%	\$ 8,087,500		\$ 8,087,500	1.80%	0.06%
Single Family		PREM_SOTH	19	17	36	24.32%	\$ 66,168,000	\$ 62,717,500	\$ 128,885,500	28.66%	0.95%
Single Family		ROYAL_SH		2	2	1.35%		\$ 3,975,000	\$ 3,975,000	0.88%	0.03%
Single Family		WOOD	14	18	32	21.62%	\$ 38,990,000	\$ 58,007,290	\$ 96,997,290	21.57%	0.72%
Single Family		X-OTHER	24	26	50	33.78%	\$ 75,152,290	\$ 63,900,500	\$ 139,052,790	30.92%	1.03%
Single Family	NA06 Total		74	74	148	100.00%	\$ 224,879,290	\$ 224,879,290	\$ 449,758,580	100.00%	3.33%
Single Family	NA07	BHHS	3	2	5	3.73%	\$ 12,525,000	\$ 10,525,000	\$ 23,050,000	2.61%	0.17%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR	5	8	13	9.70%	\$ 23,650,000	\$ 41,808,000	\$ 65,458,000	7.42%	0.48%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	4	2	6	4.48%	\$ 13,507,500	\$ 5,430,000	\$ 18,937,500	2.15%	0.14%
Single Family		PREM_SOTH	14	17	31	23.13%	\$ 92,198,000	\$ 116,380,000	\$ 208,578,000	23.65%	1.54%
Single Family		ROYAL_SH	3	3	6	4.48%	\$ 15,455,000	\$ 18,300,000	\$ 33,755,000	3.83%	0.25%
Single Family		WOOD	11	13	24	17.91%	\$ 80,205,000	\$ 107,950,000	\$ 188,155,000	21.34%	1.39%
Single Family		X-OTHER	27	22	49	36.57%	\$ 203,360,000	\$ 140,507,500	\$ 343,867,500	39.00%	2.55%
Single Family	NA07 Total		67	67	134	100.00%	\$ 440,900,500	\$ 440,900,500	\$ 881,801,000	100.00%	6.53%
Single Family	NA08	BHHS		3	3	2.11%		\$ 3,625,000	\$ 3,625,000	2.00%	0.03%
Single Family		CBRR	4	1	5	3.52%	\$ 5,672,500	\$ 3,025,000	\$ 8,697,500	4.79%	0.06%
Single Family		DNFR	9	6	15	10.56%	\$ 11,649,600	\$ 4,739,600	\$ 16,389,200	9.03%	0.12%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	10	8	18	12.68%	\$ 12,297,000	\$ 10,783,000	\$ 23,080,000	12.72%	0.17%
Single Family		PREM_SOTH	1	6	7	4.93%	\$ 2,100,000	\$ 11,879,000	\$ 13,979,000	7.70%	0.10%
Single Family		ROYAL_SH		1	1	0.70%		\$ 1,000,000	\$ 1,000,000	0.55%	0.01%
Single Family		WOOD	23	19	42	29.58%	\$ 41,367,000	\$ 29,102,000	\$ 70,469,000	38.83%	0.52%
Single Family		X-OTHER	24	27	51	35.92%	\$ 17,648,997	\$ 26,581,497	\$ 44,230,494	24.37%	0.33%
Single Family	NA08 Total		71	71	142	100.00%	\$ 90,735,097	\$ 90,735,097	\$ 181,470,194	100.00%	1.34%
Single Family	NA09	BHHS	2	5	7	2.30%	\$ 1,695,000	\$ 1,626,456	\$ 3,321,456	2.67%	0.02%
Single Family		CBRR	6	6	12	3.95%	\$ 2,807,800	\$ 1,685,300	\$ 4,493,100	3.61%	0.03%
Single Family		DNFR	13	10	23	7.57%	\$ 4,521,800	\$ 5,223,110	\$ 9,744,910	7.83%	0.07%
Single Family		KW_ELITE	2		2	0.66%	\$ 318,000		\$ 318,000	0.26%	0.00%
Single Family		PREM_PLUS	13	16	29	9.54%	\$ 3,115,900	\$ 8,494,000	\$ 11,609,900	9.33%	0.09%
Single Family		PREM_SOTH	4	7	11	3.62%	\$ 4,958,780	\$ 6,255,780	\$ 11,214,560	9.01%	0.08%
Single Family		ROYAL_SH	1		1	0.33%	\$ 260,000		\$ 260,000	0.21%	0.00%
Single Family		WOOD	5	10	15	4.93%	\$ 2,023,000	\$ 4,967,735	\$ 6,990,735	5.62%	0.05%
Single Family		X-OTHER	106	98	204	67.11%	\$ 42,539,681	\$ 33,987,580	\$ 76,527,261	61.48%	0.57%
Single Family	NA09 Total		152	152	304	100.00%	\$ 62,239,961	\$ 62,239,961	\$ 124,479,922	100.00%	0.92%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA11	BHHS	4	13	17	2.52%	\$ 3,325,000	\$ 9,606,604	\$ 12,931,604	2.31%	0.10%
Single Family		CBRR	16	20	36	5.34%	\$ 7,729,900	\$ 10,330,888	\$ 18,060,788	3.22%	0.13%
Single Family		DNFR	26	31	57	8.46%	\$ 11,185,509	\$ 19,775,600	\$ 30,961,109	5.53%	0.23%
Single Family		KW_ELITE		3	3	0.45%		\$ 1,267,858	\$ 1,267,858	0.23%	0.01%
Single Family		PREM_PLUS	22	21	43	6.38%	\$ 8,937,300	\$ 10,443,425	\$ 19,380,725	3.46%	0.14%
Single Family		PREM_SOTH	18	15	33	4.90%	\$ 11,922,000	\$ 16,501,269	\$ 28,423,269	5.07%	0.21%
Single Family		ROYAL_SH	7	12	19	2.82%	\$ 9,073,000	\$ 9,502,317	\$ 18,575,317	3.32%	0.14%
Single Family		WOOD	79	53	132	19.58%	\$ 68,873,650	\$ 55,662,620	\$ 124,536,270	22.23%	0.92%
Single Family		X-OTHER	165	169	334	49.55%	\$ 159,110,245	\$ 147,066,023	\$ 306,176,268	54.64%	2.27%
Single Family	NA11 Total		337	337	674	100.00%	\$ 280,156,604	\$ 280,156,604	\$ 560,313,208	100.00%	4.15%
Single Family	NA12	BHHS	11	14	25	8.12%	\$ 14,810,500	\$ 14,184,000	\$ 28,994,500	8.29%	0.21%
Single Family		CBRR	6	4	10	3.25%	\$ 3,878,000	\$ 2,720,000	\$ 6,598,000	1.89%	0.05%
Single Family		DNFR	22	25	47	15.26%	\$ 25,252,500	\$ 23,209,125	\$ 48,461,625	13.85%	0.36%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	11	13	24	7.79%	\$ 7,633,000	\$ 8,240,000	\$ 15,873,000	4.54%	0.12%
Single Family		PREM_SOTH	33	21	54	17.53%	\$ 48,436,125	\$ 36,307,500	\$ 84,743,625	24.22%	0.63%
Single Family		ROYAL_SH	3	1	4	1.30%	\$ 2,816,000	\$ 3,450,000	\$ 6,266,000	1.79%	0.05%
Single Family		WOOD	21	19	40	12.99%	\$ 32,090,000	\$ 21,731,000	\$ 53,821,000	15.38%	0.40%
Single Family		X-OTHER	47	57	104	33.77%	\$ 40,042,874	\$ 65,117,374	\$ 105,160,248	30.05%	0.78%
Single Family	NA12 Total		154	154	308	100.00%	\$ 174,958,999	\$ 174,958,999	\$ 349,917,998	100.00%	2.59%
Single Family	NA13	BHHS	2		2	2.86%	\$ 3,000,000		\$ 3,000,000	3.62%	0.02%
Single Family		CBRR	12	1	13	18.57%	\$ 12,306,001	\$ 645,000	\$ 12,951,001	15.64%	0.10%
Single Family		DNFR	5	6	11	15.71%	\$ 9,100,000	\$ 6,170,000	\$ 15,270,000	18.45%	0.11%
Single Family		KW_ELITE	1		1	1.43%	\$ 750,000		\$ 750,000	0.91%	0.01%
Single Family		PREM_PLUS	1	2	3	4.29%	\$ 975,000	\$ 2,301,000	\$ 3,276,000	3.96%	0.02%
Single Family		PREM_SOTH	4	8	12	17.14%	\$ 4,180,000	\$ 13,700,001	\$ 17,880,001	21.60%	0.13%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	6	8	14	20.00%	\$ 7,495,000	\$ 8,127,500	\$ 15,622,500	18.87%	0.12%
Single Family		X-OTHER	4	10	14	20.00%	\$ 3,586,500	\$ 10,449,000	\$ 14,035,500	16.95%	0.10%
Single Family	NA13 Total		35	35	70	100.00%	\$ 41,392,501	\$ 41,392,501	\$ 82,785,002	100.00%	0.61%
Single Family	NA14	BHHS	13	10	23	5.53%	\$ 7,053,500	\$ 5,438,200	\$ 12,491,700	4.79%	0.09%
Single Family		CBRR	12	7	19	4.57%	\$ 7,063,000	\$ 4,229,900	\$ 11,292,900	4.33%	0.08%
Single Family		DNFR	25	27	52	12.50%	\$ 15,373,900	\$ 13,226,000	\$ 28,599,900	10.97%	0.21%
Single Family		KW_ELITE	2		2	0.48%	\$ 795,000		\$ 795,000	0.30%	0.01%
Single Family		PREM_PLUS	11	14	25	6.01%	\$ 5,312,700	\$ 8,105,500	\$ 13,418,200	5.15%	0.10%
Single Family		PREM_SOTH	20	14	34	8.17%	\$ 17,418,500	\$ 10,337,500	\$ 27,756,000	10.65%	0.21%
Single Family		ROYAL_SH	2		2	0.48%	\$ 1,030,000		\$ 1,030,000	0.40%	0.01%
Single Family		WOOD	35	39	74	17.79%	\$ 21,017,390	\$ 27,875,140	\$ 48,892,530	18.76%	0.36%
Single Family		X-OTHER	88	97	185	44.47%	\$ 55,272,500	\$ 61,124,250	\$ 116,396,750	44.65%	0.86%
Single Family	NA14 Total		208	208	416	100.00%	\$ 130,336,490	\$ 130,336,490	\$ 260,672,980	100.00%	1.93%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA15	BHHS	1	2	3	1.32%	\$ 275,000	\$ 464,000	\$ 739,000	0.95%	0.01%
Single Family		CBRR	3	3	6	2.63%	\$ 560,500	\$ 1,015,100	\$ 1,575,600	2.02%	0.01%
Single Family		DNFR	23	22	45	19.74%	\$ 7,261,500	\$ 6,733,400	\$ 13,994,900	17.96%	0.10%
Single Family		KW_ELITE	1		1	0.44%	\$ 290,000		\$ 290,000	0.37%	0.00%
Single Family		PREM_PLUS	13	14	27	11.84%	\$ 4,517,900	\$ 4,263,500	\$ 8,781,400	11.27%	0.07%
Single Family		PREM_SOTH	7	10	17	7.46%	\$ 2,792,000	\$ 3,570,550	\$ 6,362,550	8.16%	0.05%
Single Family		ROYAL_SH	1		1	0.44%	\$ 312,000		\$ 312,000	0.40%	0.00%
Single Family		WOOD	10	16	26	11.40%	\$ 4,326,000	\$ 6,438,035	\$ 10,764,035	13.81%	0.08%
Single Family		X-OTHER	55	47	102	44.74%	\$ 18,636,585	\$ 16,486,900	\$ 35,123,485	45.06%	0.26%
Single Family	NA15 Total		114	114	228	100.00%	\$ 38,971,485	\$ 38,971,485	\$ 77,942,970	100.00%	0.58%
Single Family	NA16	BHHS	4	11	15	2.79%	\$ 2,069,000	\$ 14,112,055	\$ 16,181,055	2.95%	0.12%
Single Family		CBRR	10	8	18	3.35%	\$ 8,520,900	\$ 10,916,500	\$ 19,437,400	3.54%	0.14%
Single Family		DNFR	29	34	63	11.71%	\$ 24,641,000	\$ 30,180,146	\$ 54,821,146	9.99%	0.41%
Single Family		KW_ELITE	1	1	1	0.19%		\$ 7,000,000	\$ 7,000,000	1.28%	0.05%
Single Family		PREM_PLUS	18	26	44	8.18%	\$ 9,818,000	\$ 14,353,153	\$ 24,171,153	4.40%	0.18%
Single Family		PREM_SOTH	49	27	76	14.13%	\$ 110,498,522	\$ 54,656,500	\$ 165,155,022	30.09%	1.22%
Single Family		ROYAL_SH	2	5	7	1.30%	\$ 779,000	\$ 6,909,197	\$ 7,688,197	1.40%	0.06%
Single Family		WOOD	71	53	124	23.05%	\$ 51,661,675	\$ 43,658,526	\$ 95,320,201	17.36%	0.71%
Single Family		X-OTHER	86	104	190	35.32%	\$ 66,472,746	\$ 92,674,766	\$ 159,147,512	28.99%	1.18%
Single Family	NA16 Total		269	269	538	100.00%	\$ 274,460,843	\$ 274,460,843	\$ 548,921,686	100.00%	4.06%
Single Family	NA17	BHHS	14	11	25	4.55%	\$ 4,676,100	\$ 2,959,675	\$ 7,635,775	4.36%	0.06%
Single Family		CBRR	16	13	29	5.27%	\$ 6,333,800	\$ 5,161,000	\$ 11,494,800	6.57%	0.09%
Single Family		DNFR	31	36	67	12.18%	\$ 10,303,400	\$ 11,963,594	\$ 22,266,994	12.72%	0.16%
Single Family		KW_ELITE	2	1	3	0.55%	\$ 482,000	\$ 163,100	\$ 645,100	0.37%	0.00%
Single Family		PREM_PLUS	30	30	60	10.91%	\$ 9,697,300	\$ 9,313,000	\$ 19,010,300	10.86%	0.14%
Single Family		PREM_SOTH	6	7	13	2.36%	\$ 2,222,500	\$ 2,089,000	\$ 4,311,500	2.46%	0.03%
Single Family		ROYAL_SH	4	6	10	1.82%	\$ 1,192,000	\$ 1,973,500	\$ 3,165,500	1.81%	0.02%
Single Family		WOOD	16	17	33	6.00%	\$ 5,177,400	\$ 5,519,000	\$ 10,696,400	6.11%	0.08%
Single Family		X-OTHER	156	154	310	56.36%	\$ 47,409,209	\$ 48,351,840	\$ 95,761,049	54.72%	0.71%
Single Family	NA17 Total		275	275	550	100.00%	\$ 87,493,709	\$ 87,493,709	\$ 174,987,418	100.00%	1.30%
Single Family	NA18	BHHS	2	5	7	1.72%	\$ 1,050,000	\$ 1,518,593	\$ 2,568,593	2.07%	0.02%
Single Family		CBRR	18	21	39	9.61%	\$ 4,507,700	\$ 5,575,650	\$ 10,083,350	8.15%	0.07%
Single Family		DNFR	21	28	49	12.07%	\$ 6,821,690	\$ 9,711,300	\$ 16,532,990	13.36%	0.12%
Single Family		KW_ELITE	4	3	7	1.72%	\$ 1,402,000	\$ 605,000	\$ 2,007,000	1.62%	0.01%
Single Family		PREM_PLUS	26	30	56	13.79%	\$ 8,354,900	\$ 9,417,976	\$ 17,772,876	14.36%	0.13%
Single Family		PREM_SOTH	4	5	9	2.22%	\$ 1,688,344	\$ 2,030,444	\$ 3,718,788	3.00%	0.03%
Single Family		ROYAL_SH	1	2	3	0.74%	\$ 208,000	\$ 907,800	\$ 1,115,800	0.90%	0.01%
Single Family		WOOD	13	10	23	5.67%	\$ 4,213,900	\$ 3,069,000	\$ 7,282,900	5.88%	0.05%
Single Family		X-OTHER	114	99	213	52.46%	\$ 33,647,834	\$ 29,058,605	\$ 62,706,439	50.66%	0.46%
Single Family	NA18 Total		203	203	406	100.00%	\$ 61,894,368	\$ 61,894,368	\$ 123,788,736	100.00%	0.92%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA19	BHHS	7	8	15	3.57%	\$ 3,192,500	\$ 5,232,000	\$ 8,424,500	3.75%	0.06%
Single Family		CBRR	9	12	21	5.00%	\$ 4,760,500	\$ 6,393,000	\$ 11,153,500	4.97%	0.08%
Single Family		DNFR	20	27	47	11.19%	\$ 11,575,500	\$ 15,517,340	\$ 27,092,840	12.07%	0.20%
Single Family		KW_ELITE	1	2	3	0.71%	\$ 237,500	\$ 717,500	\$ 955,000	0.43%	0.01%
Single Family		PREM_PLUS	31	24	55	13.10%	\$ 18,190,400	\$ 13,273,585	\$ 31,463,985	14.02%	0.23%
Single Family		PREM_SOTH	6	8	14	3.33%	\$ 3,138,601	\$ 5,852,601	\$ 8,991,202	4.01%	0.07%
Single Family		ROYAL_SH		1	1	0.24%		\$ 285,000	\$ 285,000	0.13%	0.00%
Single Family		WOOD	27	24	51	12.14%	\$ 10,789,250	\$ 11,085,500	\$ 21,874,750	9.75%	0.16%
Single Family		X-OTHER	109	104	213	50.71%	\$ 60,308,656	\$ 53,836,381	\$ 114,145,037	50.87%	0.85%
Single Family	NA19 Total		210	210	420	100.00%	\$ 112,192,907	\$ 112,192,907	\$ 224,385,814	100.00%	1.66%
Single Family	NA21	BHHS	17	24	41	6.16%	\$ 14,505,500	\$ 17,839,735	\$ 32,345,235	5.91%	0.24%
Single Family		CBRR	5	10	15	2.25%	\$ 5,333,000	\$ 8,871,881	\$ 14,204,881	2.59%	0.11%
Single Family		DNFR	47	39	86	12.91%	\$ 32,636,200	\$ 29,576,086	\$ 62,212,286	11.37%	0.46%
Single Family		KW_ELITE	7	4	11	1.65%	\$ 3,215,000	\$ 2,813,500	\$ 6,028,500	1.10%	0.04%
Single Family		PREM_PLUS	17	22	39	5.86%	\$ 10,944,500	\$ 14,022,834	\$ 24,967,334	4.56%	0.18%
Single Family		PREM_SOTH	15	23	38	5.71%	\$ 14,513,245	\$ 15,878,695	\$ 30,391,940	5.55%	0.23%
Single Family		ROYAL_SH	1	2	3	0.45%	\$ 1,200,000	\$ 1,038,500	\$ 2,238,500	0.41%	0.02%
Single Family		WOOD	46	33	79	11.86%	\$ 42,440,397	\$ 28,786,600	\$ 71,226,997	13.01%	0.53%
Single Family		X-OTHER	178	176	354	53.15%	\$ 148,909,910	\$ 154,869,921	\$ 303,779,831	55.50%	2.25%
Single Family	NA21 Total		333	333	666	100.00%	\$ 273,697,752	\$ 273,697,752	\$ 547,395,504	100.00%	4.05%
Single Family	NA22	BHHS	17	16	33	5.89%	\$ 8,351,952	\$ 7,417,750	\$ 15,769,702	6.34%	0.12%
Single Family		CBRR	16	16	32	5.71%	\$ 7,910,252	\$ 7,190,900	\$ 15,101,152	6.07%	0.11%
Single Family		DNFR	58	35	93	16.61%	\$ 27,187,873	\$ 17,352,483	\$ 44,540,356	17.90%	0.33%
Single Family		KW_ELITE	1	2	3	0.54%	\$ 325,000	\$ 987,000	\$ 1,312,000	0.53%	0.01%
Single Family		PREM_PLUS	21	26	47	8.39%	\$ 10,003,750	\$ 9,969,451	\$ 19,973,201	8.03%	0.15%
Single Family		PREM_SOTH	16	20	36	6.43%	\$ 7,102,400	\$ 9,540,900	\$ 16,643,300	6.69%	0.12%
Single Family		ROYAL_SH	3		3	0.54%	\$ 1,615,000		\$ 1,615,000	0.65%	0.01%
Single Family		WOOD	28	30	58	10.36%	\$ 12,997,000	\$ 14,069,452	\$ 27,066,452	10.88%	0.20%
Single Family		X-OTHER	120	135	255	45.54%	\$ 48,886,687	\$ 57,851,978	\$ 106,738,665	42.91%	0.79%
Single Family	NA22 Total		280	280	560	100.00%	\$ 124,379,914	\$ 124,379,914	\$ 248,759,828	100.00%	1.84%
Single Family	NA23	BHHS		1	1	0.78%		\$ 240,000	\$ 240,000	0.50%	0.00%
Single Family		CBRR	3	1	4	3.13%	\$ 926,250	\$ 520,800	\$ 1,447,050	3.04%	0.01%
Single Family		DNFR	9	5	14	10.94%	\$ 3,241,000	\$ 1,850,500	\$ 5,091,500	10.70%	0.04%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	7	6	13	10.16%	\$ 2,258,300	\$ 2,666,900	\$ 4,925,200	10.35%	0.04%
Single Family		PREM_SOTH	1	2	3	2.34%	\$ 500,000	\$ 789,000	\$ 1,289,000	2.71%	0.01%
Single Family		ROYAL_SH	1	1	2	1.56%	\$ 500,000	\$ 270,000	\$ 770,000	1.62%	0.01%
Single Family		WOOD	7	7	14	10.94%	\$ 3,733,900	\$ 3,021,000	\$ 6,754,900	14.19%	0.05%
Single Family		X-OTHER	36	41	77	60.16%	\$ 12,635,295	\$ 14,436,545	\$ 27,071,840	56.89%	0.20%
Single Family	NA23 Total		64	64	128	100.00%	\$ 23,794,745	\$ 23,794,745	\$ 47,589,490	100.00%	0.35%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA24	BHHS	9	2	11	2.55%	\$ 1,842,900	\$ 465,000	\$ 2,307,900	2.74%	0.02%
Single Family		CBRR	7	16	23	5.32%	\$ 1,591,668	\$ 3,451,700	\$ 5,043,368	5.99%	0.04%
Single Family		DNFR	13	12	25	5.79%	\$ 2,584,800	\$ 2,252,100	\$ 4,836,900	5.75%	0.04%
Single Family		KW_ELITE	2		2	0.46%	\$ 515,000		\$ 515,000	0.61%	0.00%
Single Family		PREM_PLUS	29	11	40	9.26%	\$ 6,082,600	\$ 2,299,764	\$ 8,382,364	9.96%	0.06%
Single Family		PREM_SOTH	1		1	0.23%	\$ 223,000		\$ 223,000	0.26%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	6	4	10	2.31%	\$ 1,064,000	\$ 750,000	\$ 1,814,000	2.16%	0.01%
Single Family		X-OTHER	149	171	320	74.07%	\$ 28,181,018	\$ 32,866,422	\$ 61,047,440	72.53%	0.45%
Single Family		NA24 Total		216	216	432	100.00%	\$ 42,084,986	\$ 42,084,986	\$ 84,169,972	100.00%
Single Family	NA31	BHHS	1	2	3	2.05%	\$ 274,000	\$ 829,302	\$ 1,103,302	1.88%	0.01%
Single Family		CBRR	2	1	3	2.05%	\$ 770,000	\$ 426,775	\$ 1,196,775	2.04%	0.01%
Single Family		DNFR	4	5	9	6.16%	\$ 1,181,275	\$ 2,399,370	\$ 3,580,645	6.10%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	1	7	8	5.48%	\$ 395,000	\$ 2,531,195	\$ 2,926,195	4.98%	0.02%
Single Family		PREM_SOTH		2	2	1.37%		\$ 724,000	\$ 724,000	1.23%	0.01%
Single Family		ROYAL_SH		4	4	2.74%		\$ 1,521,118	\$ 1,521,118	2.59%	0.01%
Single Family		WOOD	1	5	6	4.11%	\$ 362,500	\$ 2,278,283	\$ 2,640,783	4.50%	0.02%
Single Family		X-OTHER	64	47	111	76.03%	\$ 26,382,859	\$ 18,655,591	\$ 45,038,450	76.69%	0.33%
Single Family		NA31 Total		73	73	146	100.00%	\$ 29,365,634	\$ 29,365,634	\$ 58,731,268	100.00%
Single Family	NA32	BHHS		1	1	5.00%		\$ 136,000	\$ 136,000	3.49%	0.00%
Single Family		CBRR	1		1	5.00%	\$ 280,000		\$ 280,000	7.18%	0.00%
Single Family		DNFR	1		1	5.00%	\$ 197,000		\$ 197,000	5.05%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	1	3	15.00%	\$ 470,000	\$ 332,000	\$ 802,000	20.57%	0.01%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD		1	1	5.00%		\$ 280,000	\$ 280,000	7.18%	0.00%
Single Family		X-OTHER	6	7	13	65.00%	\$ 1,002,601	\$ 1,201,601	\$ 2,204,202	56.53%	0.02%
Single Family		NA32 Total		10	10	20	100.00%	\$ 1,949,601	\$ 1,949,601	\$ 3,899,202	100.00%
Single Family	NA33	BHHS				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		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD		1	1	16.67%		\$ 229,000	\$ 229,000	15.24%	0.00%
Single Family		X-OTHER	3	2	5	83.33%	\$ 751,550	\$ 522,550	\$ 1,274,100	84.76%	0.01%
Single Family		NA33 Total		3	3	6	100.00%	\$ 751,550	\$ 751,550	\$ 1,503,100	100.00%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA34	BHHS	4	2	6	2.14%	\$ 1,268,800	\$ 658,800	\$ 1,927,600	2.34%	0.01%
Single Family		CBRR	11	6	17	6.07%	\$ 3,502,000	\$ 1,732,000	\$ 5,234,000	6.35%	0.04%
Single Family		DNFR	21	13	34	12.14%	\$ 6,888,600	\$ 3,885,900	\$ 10,774,500	13.07%	0.08%
Single Family		KW_ELITE	1	1	2	0.71%	\$ 295,000	\$ 288,400	\$ 583,400	0.71%	0.00%
Single Family		PREM_PLUS	11	21	32	11.43%	\$ 3,143,000	\$ 5,990,900	\$ 9,133,900	11.08%	0.07%
Single Family		PREM_SOTH	2	4	6	2.14%	\$ 740,000	\$ 1,270,100	\$ 2,010,100	2.44%	0.01%
Single Family		ROYAL_SH	1		1	0.36%	\$ 264,900		\$ 264,900	0.32%	0.00%
Single Family		WOOD	4	12	16	5.71%	\$ 1,233,000	\$ 3,727,400	\$ 4,960,400	6.02%	0.04%
Single Family		X-OTHER	85	81	166	59.29%	\$ 23,888,690	\$ 23,670,490	\$ 47,559,180	57.68%	0.35%
Single Family	NA34 Total		140	140	280	100.00%	\$ 41,223,990	\$ 41,223,990	\$ 82,447,980	100.00%	0.61%
Single Family	NA35	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR		1	1	12.50%		\$ 213,000	\$ 213,000	8.13%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD		1	1	12.50%		\$ 435,000	\$ 435,000	16.59%	0.00%
Single Family		X-OTHER	4	2	6	75.00%	\$ 1,310,769	\$ 662,769	\$ 1,973,538	75.28%	0.01%
Single Family	NA35 Total		4	4	8	100.00%	\$ 1,310,769	\$ 1,310,769	\$ 2,621,538	100.00%	0.02%
Single Family	NA36	BHHS	4	3	7	4.07%	\$ 1,280,140	\$ 966,623	\$ 2,246,763	5.90%	0.02%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR		1	1	0.58%		\$ 196,000	\$ 196,000	0.51%	0.00%
Single Family		KW_ELITE	1		1	0.58%	\$ 380,000		\$ 380,000	1.00%	0.00%
Single Family		PREM_PLUS	3	3	6	3.49%	\$ 920,000	\$ 790,173	\$ 1,710,173	4.49%	0.01%
Single Family		PREM_SOTH		2	2	1.16%		\$ 760,255	\$ 760,255	2.00%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	13	21	34	19.77%	\$ 3,419,400	\$ 5,517,717	\$ 8,937,117	23.47%	0.07%
Single Family		X-OTHER	65	56	121	70.35%	\$ 13,037,440	\$ 10,806,212	\$ 23,843,652	62.62%	0.18%
Single Family	NA36 Total		86	86	172	100.00%	\$ 19,036,980	\$ 19,036,980	\$ 38,073,960	100.00%	0.28%
Single Family	NA37	BHHS	7	7	14	8.54%	\$ 2,628,400	\$ 3,112,090	\$ 5,740,490	8.88%	0.04%
Single Family		CBRR	2	4	6	3.66%	\$ 592,000	\$ 1,477,900	\$ 2,069,900	3.20%	0.02%
Single Family		DNFR	5	4	9	5.49%	\$ 2,099,900	\$ 1,520,900	\$ 3,620,800	5.60%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	11	16	27	16.46%	\$ 4,018,800	\$ 6,230,250	\$ 10,249,050	15.85%	0.08%
Single Family		PREM_SOTH	2	2	4	2.44%	\$ 727,500	\$ 847,500	\$ 1,575,000	2.44%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	3	2	5	3.05%	\$ 1,320,000	\$ 902,000	\$ 2,222,000	3.44%	0.02%
Single Family		X-OTHER	52	47	99	60.37%	\$ 20,936,009	\$ 18,231,969	\$ 39,167,978	60.59%	0.29%
Single Family	NA37 Total		82	82	164	100.00%	\$ 32,322,609	\$ 32,322,609	\$ 64,645,218	100.00%	0.48%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA38	BHHS	1	2	3	1.85%	\$ 360,000	\$ 805,000	\$ 1,165,000	1.22%	0.01%
Single Family		CBRR	3	1	4	2.47%	\$ 1,332,225	\$ 267,225	\$ 1,599,450	1.68%	0.01%
Single Family		DNFR	6	8	14	8.64%	\$ 3,223,000	\$ 4,926,000	\$ 8,149,000	8.56%	0.06%
Single Family		KW_ELITE		2	2	1.23%		\$ 1,355,000	\$ 1,355,000	1.42%	0.01%
Single Family		PREM_PLUS	8	12	20	12.35%	\$ 3,574,600	\$ 6,866,400	\$ 10,441,000	10.96%	0.08%
Single Family		PREM_SOTH	26	21	47	29.01%	\$ 15,925,585	\$ 11,747,185	\$ 27,672,770	29.05%	0.20%
Single Family		ROYAL_SH		1	1	0.62%		\$ 349,900	\$ 349,900	0.37%	0.00%
Single Family		WOOD	1	2	3	1.85%	\$ 582,500	\$ 1,332,000	\$ 1,914,500	2.01%	0.01%
Single Family		X-OTHER	36	32	68	41.98%	\$ 22,627,378	\$ 19,976,578	\$ 42,603,956	44.73%	0.32%
Single Family	NA38 Total		81	81	162	100.00%	\$ 47,625,288	\$ 47,625,288	\$ 95,250,576	100.00%	0.71%
Single Family	NA39	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR		1	1	2.94%		\$ 480,000	\$ 480,000	3.64%	0.00%
Single Family		DNFR	1	2	3	8.82%	\$ 190,000	\$ 867,000	\$ 1,057,000	8.01%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	1	4	11.76%	\$ 1,207,000	\$ 625,000	\$ 1,832,000	13.88%	0.01%
Single Family		PREM_SOTH	1	1	2	5.88%	\$ 650,000	\$ 650,000	\$ 1,300,000	9.85%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	2		2	5.88%	\$ 515,000		\$ 515,000	3.90%	0.00%
Single Family		X-OTHER	10	12	22	64.71%	\$ 4,035,500	\$ 3,975,500	\$ 8,011,000	60.71%	0.06%
Single Family	NA39 Total		17	17	34	100.00%	\$ 6,597,500	\$ 6,597,500	\$ 13,195,000	100.00%	0.10%
Single Family	NA41	BHHS	6	3	9	4.33%	\$ 2,331,500	\$ 933,600	\$ 3,265,100	4.59%	0.02%
Single Family		CBRR	10	1	11	5.29%	\$ 4,773,900	\$ 295,000	\$ 5,068,900	7.13%	0.04%
Single Family		DNFR	15	7	22	10.58%	\$ 5,185,805	\$ 2,393,505	\$ 7,579,310	10.66%	0.06%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	6	9	15	7.21%	\$ 2,076,000	\$ 2,281,400	\$ 4,357,400	6.13%	0.03%
Single Family		PREM_SOTH		6	6	2.88%		\$ 2,024,000	\$ 2,024,000	2.85%	0.01%
Single Family		ROYAL_SH		4	4	1.92%		\$ 2,102,000	\$ 2,102,000	2.96%	0.02%
Single Family		WOOD	5	10	15	7.21%	\$ 3,047,500	\$ 5,096,400	\$ 8,143,900	11.46%	0.06%
Single Family		X-OTHER	62	64	126	60.58%	\$ 18,131,792	\$ 20,420,592	\$ 38,552,384	54.23%	0.29%
Single Family	NA41 Total		104	104	208	100.00%	\$ 35,546,497	\$ 35,546,497	\$ 71,092,994	100.00%	0.53%
Single Family	NA42	BHHS	2		2	1.25%	\$ 488,000		\$ 488,000	1.02%	0.00%
Single Family		CBRR	4	5	9	5.63%	\$ 966,500	\$ 1,399,500	\$ 2,366,000	4.96%	0.02%
Single Family		DNFR	13	7	20	12.50%	\$ 4,270,500	\$ 2,051,900	\$ 6,322,400	13.27%	0.05%
Single Family		KW_ELITE		1	1	0.63%		\$ 465,000	\$ 465,000	0.98%	0.00%
Single Family		PREM_PLUS	12	11	23	14.38%	\$ 3,606,377	\$ 3,881,250	\$ 7,487,627	15.71%	0.06%
Single Family		PREM_SOTH	2	1	3	1.88%	\$ 556,000	\$ 229,500	\$ 785,500	1.65%	0.01%
Single Family		ROYAL_SH	1	1	2	1.25%	\$ 155,000	\$ 155,000	\$ 310,000	0.65%	0.00%
Single Family		WOOD	3	4	7	4.38%	\$ 1,180,000	\$ 1,104,500	\$ 2,284,500	4.79%	0.02%
Single Family		X-OTHER	43	50	93	58.13%	\$ 12,606,850	\$ 14,542,577	\$ 27,149,427	56.97%	0.20%
Single Family	NA42 Total		80	80	160	100.00%	\$ 23,829,227	\$ 23,829,227	\$ 47,658,454	100.00%	0.35%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA43	BHHS	1		1	1.19%	\$ 165,000		\$ 165,000	0.69%	0.00%
Single Family		CBRR	3	2	5	5.95%	\$ 740,000	\$ 725,000	\$ 1,465,000	6.08%	0.01%
Single Family		DNFR	4	6	10	11.90%	\$ 1,042,000	\$ 1,869,850	\$ 2,911,850	12.09%	0.02%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	6	9	10.71%	\$ 811,500	\$ 2,027,500	\$ 2,839,000	11.79%	0.02%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	1	1	2	2.38%	\$ 218,000	\$ 297,000	\$ 515,000	2.14%	0.00%
Single Family		X-OTHER	30	27	57	67.86%	\$ 9,066,750	\$ 7,123,900	\$ 16,190,650	67.22%	0.12%
Single Family	NA43 Total		42	42	84	100.00%	\$ 12,043,250	\$ 12,043,250	\$ 24,086,500	100.00%	0.18%
Single Family	NA44	BHHS	2	1	3	2.21%	\$ 690,000	\$ 265,000	\$ 955,000	2.48%	0.01%
Single Family		CBRR	1	1	2	1.47%	\$ 285,000	\$ 284,900	\$ 569,900	1.48%	0.00%
Single Family		DNFR	6	4	10	7.35%	\$ 1,791,500	\$ 1,342,000	\$ 3,133,500	8.13%	0.02%
Single Family		KW_ELITE	1		1	0.74%	\$ 360,000		\$ 360,000	0.93%	0.00%
Single Family		PREM_PLUS	6	8	14	10.29%	\$ 1,548,600	\$ 2,099,700	\$ 3,648,300	9.47%	0.03%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH		1	1	0.74%		\$ 215,000	\$ 215,000	0.56%	0.00%
Single Family		WOOD	3	5	8	5.88%	\$ 622,000	\$ 1,412,909	\$ 2,034,909	5.28%	0.02%
Single Family		X-OTHER	49	48	97	71.32%	\$ 13,967,684	\$ 13,645,275	\$ 27,612,959	71.67%	0.20%
Single Family	NA44 Total		68	68	136	100.00%	\$ 19,264,784	\$ 19,264,784	\$ 38,529,568	100.00%	0.29%
Single Family	NA45	BHHS	1		1	0.89%	\$ 174,000		\$ 174,000	0.69%	0.00%
Single Family		CBRR	1	3	4	3.57%	\$ 220,000	\$ 820,000	\$ 1,040,000	4.12%	0.01%
Single Family		DNFR	6	7	13	11.61%	\$ 1,249,800	\$ 1,474,900	\$ 2,724,700	10.78%	0.02%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	3	5	4.46%	\$ 454,000	\$ 695,000	\$ 1,149,000	4.55%	0.01%
Single Family		PREM_SOTH		1	1	0.89%		\$ 285,000	\$ 285,000	1.13%	0.00%
Single Family		ROYAL_SH	1	1	2	1.79%	\$ 175,000	\$ 175,000	\$ 350,000	1.39%	0.00%
Single Family		WOOD	1	3	4	3.57%	\$ 191,000	\$ 672,000	\$ 863,000	3.42%	0.01%
Single Family		X-OTHER	44	38	82	73.21%	\$ 10,170,090	\$ 8,511,990	\$ 18,682,080	73.94%	0.14%
Single Family	NA45 Total		56	56	112	100.00%	\$ 12,633,890	\$ 12,633,890	\$ 25,267,780	100.00%	0.19%
Single Family	NA46	BHHS	2	1	3	1.38%	\$ 412,400	\$ 370,000	\$ 782,400	1.58%	0.01%
Single Family		CBRR	9	10	19	8.72%	\$ 2,450,600	\$ 2,559,700	\$ 5,010,300	10.15%	0.04%
Single Family		DNFR	4	6	10	4.59%	\$ 831,000	\$ 1,303,800	\$ 2,134,800	4.32%	0.02%
Single Family		KW_ELITE	2	4	6	2.75%	\$ 406,000	\$ 869,000	\$ 1,275,000	2.58%	0.01%
Single Family		PREM_PLUS	8	8	16	7.34%	\$ 1,938,450	\$ 1,880,100	\$ 3,818,550	7.73%	0.03%
Single Family		PREM_SOTH		4	4	1.83%		\$ 1,362,000	\$ 1,362,000	2.76%	0.01%
Single Family		ROYAL_SH	1		1	0.46%	\$ 174,000		\$ 174,000	0.35%	0.00%
Single Family		WOOD	8	5	13	5.96%	\$ 1,894,600	\$ 857,600	\$ 2,752,200	5.57%	0.02%
Single Family		X-OTHER	75	71	146	66.97%	\$ 16,584,951	\$ 15,489,801	\$ 32,074,752	64.95%	0.24%
Single Family	NA46 Total		109	109	218	100.00%	\$ 24,692,001	\$ 24,692,001	\$ 49,384,002	100.00%	0.37%

John R. Wood Properties
Market Share Report 2015 Yearend

2015 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA47	BHHS	4	3	7	3.37%	\$ 935,000	\$ 850,000	\$ 1,785,000	3.79%	0.01%
Single Family		CBRR	5	3	8	3.85%	\$ 1,251,000	\$ 820,500	\$ 2,071,500	4.40%	0.02%
Single Family		DNFR	6	9	15	7.21%	\$ 1,274,800	\$ 2,355,000	\$ 3,629,800	7.71%	0.03%
Single Family		KW_ELITE	1		1	0.48%	\$ 236,000		\$ 236,000	0.50%	0.00%
Single Family		PREM_PLUS	16	10	26	12.50%	\$ 4,513,000	\$ 2,093,000	\$ 6,606,000	14.03%	0.05%
Single Family		PREM_SOTH	1	1	2	0.96%	\$ 235,000	\$ 261,500	\$ 496,500	1.05%	0.00%
Single Family		ROYAL_SH	1	2	3	1.44%	\$ 230,000	\$ 420,000	\$ 650,000	1.38%	0.00%
Single Family		WOOD	5	7	12	5.77%	\$ 1,273,500	\$ 1,347,200	\$ 2,620,700	5.56%	0.02%
Single Family		X-OTHER	65	69	134	64.42%	\$ 13,599,895	\$ 15,400,995	\$ 29,000,890	61.58%	0.21%
Single Family		NA47 Total		104	104	208	100.00%	\$ 23,548,195	\$ 23,548,195	\$ 47,096,390	100.00%
Single Family	NA48	BHHS	2	1	3	1.55%	\$ 510,000	\$ 565,000	\$ 1,075,000	2.33%	0.01%
Single Family		CBRR	4	2	6	3.09%	\$ 987,000	\$ 325,000	\$ 1,312,000	2.85%	0.01%
Single Family		DNFR	15	13	28	14.43%	\$ 3,331,100	\$ 3,131,475	\$ 6,462,575	14.02%	0.05%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	7	15	22	11.34%	\$ 1,729,800	\$ 3,408,850	\$ 5,138,650	11.15%	0.04%
Single Family		PREM_SOTH	1	1	2	1.03%	\$ 425,000	\$ 225,000	\$ 650,000	1.41%	0.00%
Single Family		ROYAL_SH	1	1	2	1.03%	\$ 245,000	\$ 226,500	\$ 471,500	1.02%	0.00%
Single Family		WOOD	5	7	12	6.19%	\$ 1,648,500	\$ 1,749,800	\$ 3,398,300	7.37%	0.03%
Single Family		X-OTHER	62	57	119	61.34%	\$ 14,164,015	\$ 13,408,790	\$ 27,572,805	59.84%	0.20%
Single Family		NA48 Total		97	97	194	100.00%	\$ 23,040,415	\$ 23,040,415	\$ 46,080,830	100.00%
Single Family	NA50	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR		1	1	1.72%		\$ 130,000	\$ 130,000	0.74%	0.00%
Single Family		DNFR	1	3	4	6.90%	\$ 179,573	\$ 809,522	\$ 989,095	5.63%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	1	4	5	8.62%	\$ 337,000	\$ 1,451,500	\$ 1,788,500	10.17%	0.01%
Single Family		PREM_SOTH	3	5	8	13.79%	\$ 1,042,000	\$ 1,769,120	\$ 2,811,120	15.99%	0.02%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	24	16	40	68.97%	\$ 7,232,672	\$ 4,631,103	\$ 11,863,775	67.47%	0.09%
Single Family		NA50 Total		29	29	58	100.00%	\$ 8,791,245	\$ 8,791,245	\$ 17,582,490	100.00%
Single Family Total			6128	6128	12256		\$ 4,189,240,999	\$ 4,189,240,999	\$ 8,378,481,998		62.05%
Grand Total			12833	12833	25666		\$ 6,751,858,478	\$ 6,751,858,478	\$ 13,503,716,956		100.00%