

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
CONDO	BN01	BHHS	2		2	3.70%	\$ 1,114,000		\$ 1,114,000	4.17%	0.04%	0.02%
CONDO	BN01	CBRR	2	2	4	7.41%	\$ 877,500	\$ 1,319,639	\$ 2,197,139	8.23%	0.09%	0.03%
CONDO	BN01	DNFR	2	2	4	7.41%	\$ 870,000	\$ 815,000	\$ 1,685,000	6.31%	0.07%	0.02%
CONDO	BN01	KW ELITE	1		1	1.85%	\$ 900,000		\$ 900,000	3.37%	0.03%	0.01%
CONDO	BN01	PREM PLUS	3	4	7	12.96%	\$ 1,640,000	\$ 2,157,500	\$ 3,797,500	14.22%	0.15%	0.06%
CONDO	BN01	PREM_SOTH		1	1	1.85%		\$ 450,000	\$ 450,000	1.69%	0.02%	0.01%
CONDO	BN01	ROYAL_SH	1	2	3	5.56%	\$ 160,000	\$ 812,500	\$ 972,500	3.64%	0.04%	0.01%
CONDO	BN01	WOOD	2	2	4	7.41%	\$ 1,206,000	\$ 1,274,900	\$ 2,480,900	9.29%	0.10%	0.04%
CONDO	BN01	X-OTHER	14	14	28	51.85%	\$ 6,585,039	\$ 6,523,000	\$ 13,108,039	49.08%	0.51%	0.19%
CONDO	BN01		27	27	54	100.00%	\$ 13,352,539	\$ 13,352,539	\$ 26,705,078	100.00%	1.04%	0.40%
CONDO	BN02	BHHS	5	5	10	18.52%	\$ 1,060,000	\$ 1,060,000	\$ 2,120,000	17.05%	0.08%	0.03%
CONDO	BN02	CBRR	2	2	4	3.70%		\$ 792,500	\$ 792,500	6.38%	0.03%	0.01%
CONDO	BN02	DNFR	5	2	7	12.96%	\$ 1,152,000	\$ 554,000	\$ 1,706,000	13.72%	0.07%	0.03%
CONDO	BN02	KW ELITE	2		2	3.70%	\$ 444,900		\$ 444,900	3.58%	0.02%	0.01%
CONDO	BN02	PREM PLUS	1	2	3	5.56%	\$ 119,000	\$ 413,000	\$ 532,000	4.28%	0.02%	0.01%
CONDO	BN02	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN02	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN02	WOOD	1	3	4	7.41%	\$ 198,000	\$ 603,000	\$ 801,000	6.44%	0.03%	0.01%
CONDO	BN02	X-OTHER	13	13	26	48.15%	\$ 3,241,450	\$ 2,792,850	\$ 6,034,300	48.54%	0.23%	0.09%
CONDO	BN02		27	27	54	100.00%	\$ 6,215,350	\$ 6,215,350	\$ 12,430,700	100.00%	0.48%	0.18%
CONDO	BN04	BHHS	2		2	1.45%	\$ 2,050,000		\$ 2,050,000	2.11%	0.08%	0.03%
CONDO	BN04	CBRR		1	1	0.72%		\$ 1,150,000	\$ 1,150,000	1.19%	0.04%	0.02%
CONDO	BN04	DNFR	3	6	9	6.52%	\$ 1,530,000	\$ 2,750,000	\$ 4,280,000	4.41%	0.17%	0.06%
CONDO	BN04	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN04	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN04	PREM_SOTH	9	8	17	12.32%	\$ 3,653,500	\$ 3,966,500	\$ 7,620,000	7.86%	0.30%	0.11%
CONDO	BN04	ROYAL_SH	22	12	34	24.64%	\$ 13,715,900	\$ 5,774,400	\$ 19,490,300	20.10%	0.76%	0.29%
CONDO	BN04	WOOD	27	28	55	39.86%	\$ 24,130,450	\$ 25,363,450	\$ 49,493,900	51.03%	1.92%	0.73%
CONDO	BN04	X-OTHER	6	14	20	14.49%	\$ 3,413,214	\$ 9,488,714	\$ 12,901,928	13.30%	0.50%	0.19%
CONDO	BN04		69	69	138	100.00%	\$ 48,493,064	\$ 48,493,064	\$ 96,986,128	100.00%	3.76%	1.43%
CONDO	BN05	BHHS	7	8	15	9.74%	\$ 2,564,400	\$ 2,907,000	\$ 5,471,400	6.94%	0.21%	0.08%
CONDO	BN05	CBRR	4	7	11	7.14%	\$ 1,142,000	\$ 2,321,000	\$ 3,463,000	4.40%	0.13%	0.05%
CONDO	BN05	DNFR	8	6	14	9.09%	\$ 3,014,000	\$ 2,992,500	\$ 6,006,500	7.62%	0.23%	0.09%
CONDO	BN05	KW ELITE	8	3	11	7.14%	\$ 6,025,000	\$ 1,713,000	\$ 7,738,000	9.82%	0.30%	0.11%
CONDO	BN05	PREM PLUS		3	3	1.95%		\$ 544,000	\$ 544,000	0.69%	0.02%	0.01%
CONDO	BN05	PREM_SOTH	7	2	9	5.84%	\$ 2,623,500	\$ 1,097,500	\$ 3,721,000	4.72%	0.14%	0.06%
CONDO	BN05	ROYAL_SH	3	3	6	3.90%	\$ 749,000	\$ 1,615,500	\$ 2,364,500	3.00%	0.09%	0.03%
CONDO	BN05	WOOD	15	16	31	20.13%	\$ 9,993,000	\$ 8,924,200	\$ 18,917,200	24.01%	0.73%	0.28%
CONDO	BN05	X-OTHER	25	29	54	35.06%	\$ 13,284,520	\$ 17,280,720	\$ 30,565,240	38.79%	1.18%	0.45%
CONDO	BN05		77	77	154	100.00%	\$ 39,395,420	\$ 39,395,420	\$ 78,790,840	100.00%	3.05%	1.17%
CONDO	BN06	BHHS		3	3	4.69%		\$ 678,645	\$ 678,645	5.07%	0.03%	0.01%
CONDO	BN06	CBRR	1	1	2	3.13%	\$ 155,000	\$ 131,125	\$ 286,125	2.14%	0.01%	0.00%
CONDO	BN06	DNFR		2	2	3.13%		\$ 367,760	\$ 367,760	2.75%	0.01%	0.01%
CONDO	BN06	KW ELITE	3		3	4.69%	\$ 613,000		\$ 613,000	4.58%	0.02%	0.01%
CONDO	BN06	PREM PLUS	1	1	2	3.13%	\$ 200,000	\$ 257,650	\$ 457,650	3.42%	0.02%	0.01%
CONDO	BN06	PREM_SOTH		1	1	1.56%		\$ 145,000	\$ 145,000	1.08%	0.01%	0.00%
CONDO	BN06	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN06	WOOD	4	1	5	7.81%	\$ 792,500	\$ 130,000	\$ 922,500	6.89%	0.04%	0.01%
CONDO	BN06	X-OTHER	23	23	46	71.88%	\$ 4,935,149	\$ 4,985,469	\$ 9,920,618	74.08%	0.38%	0.15%
CONDO	BN06		32	32	64	100.00%	\$ 6,695,649	\$ 6,695,649	\$ 13,391,298	100.00%	0.52%	0.20%

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CONDO	BN07	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN07	CBRR	1	2	3	2.78%	\$ 223,500	\$ 377,750	\$ 601,250	3.06%	0.02%	0.01%
CONDO	BN07	DNFR	5	5	10	9.26%	\$ 886,250	\$ 795,500	\$ 1,681,750	8.57%	0.07%	0.02%
CONDO	BN07	KW ELITE		3	3	2.78%		\$ 518,000	\$ 518,000	2.64%	0.02%	0.01%
CONDO	BN07	PREM PLUS	13	11	24	22.22%	\$ 2,615,000	\$ 2,284,000	\$ 4,899,000	24.97%	0.19%	0.07%
CONDO	BN07	PREM_SOTH		2	2	1.85%		\$ 430,000	\$ 430,000	2.19%	0.02%	0.01%
CONDO	BN07	ROYAL_SH	3	3	6	5.56%	\$ 534,000	\$ 606,000	\$ 1,140,000	5.81%	0.04%	0.02%
CONDO	BN07	WOOD	2	6	8	7.41%	\$ 310,500	\$ 1,027,500	\$ 1,338,000	6.82%	0.05%	0.02%
CONDO	BN07	X-OTHER	30	22	52	48.15%	\$ 5,241,574	\$ 3,772,074	\$ 9,013,648	45.94%	0.35%	0.13%
CONDO	BN07		54	54	108	100.00%	\$ 9,810,824	\$ 9,810,824	\$ 19,621,648	100.00%	0.76%	0.29%
CONDO	BN08	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN08	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN08	DNFR	1	1	2	12.50%	\$ 180,500	\$ 130,000	\$ 310,500	11.06%	0.01%	0.00%
CONDO	BN08	KW ELITE	1		1	6.25%	\$ 130,000		\$ 130,000	4.63%	0.01%	0.00%
CONDO	BN08	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN08	PREM_SOTH	1		1	6.25%	\$ 125,000		\$ 125,000	4.45%	0.00%	0.00%
CONDO	BN08	ROYAL_SH	1		1	6.25%	\$ 213,000		\$ 213,000	7.59%	0.01%	0.00%
CONDO	BN08	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN08	X-OTHER	4	7	11	68.75%	\$ 755,500	\$ 1,274,000	\$ 2,029,500	72.28%	0.08%	0.03%
CONDO	BN08		8	8	16	100.00%	\$ 1,404,000	\$ 1,404,000	\$ 2,808,000	100.00%	0.11%	0.04%
CONDO	BN09	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN09	CBRR		1	1	2.50%		\$ 230,000	\$ 230,000	2.37%	0.01%	0.00%
CONDO	BN09	DNFR	3	1	4	10.00%	\$ 671,500	\$ 265,000	\$ 936,500	9.66%	0.04%	0.01%
CONDO	BN09	KW ELITE	2		2	5.00%	\$ 478,000		\$ 478,000	4.93%	0.02%	0.01%
CONDO	BN09	PREM PLUS	3	2	5	12.50%	\$ 743,000	\$ 430,000	\$ 1,173,000	12.10%	0.05%	0.02%
CONDO	BN09	PREM_SOTH		2	2	5.00%		\$ 411,000	\$ 411,000	4.24%	0.02%	0.01%
CONDO	BN09	ROYAL_SH	5	3	8	20.00%	\$ 1,329,000	\$ 736,000	\$ 2,065,000	21.30%	0.08%	0.03%
CONDO	BN09	WOOD	1	2	3	7.50%	\$ 315,000	\$ 590,000	\$ 905,000	9.33%	0.04%	0.01%
CONDO	BN09	X-OTHER	6	9	15	37.50%	\$ 1,311,000	\$ 2,185,500	\$ 3,496,500	36.06%	0.14%	0.05%
CONDO	BN09		20	20	40	100.00%	\$ 4,847,500	\$ 4,847,500	\$ 9,695,000	100.00%	0.38%	0.14%
CONDO	BN10	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN10	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN10	DNFR	1	1	2	5.88%	\$ 150,000	\$ 150,000	\$ 300,000	5.33%	0.01%	0.00%
CONDO	BN10	KW ELITE	1	1	2	5.88%	\$ 140,000	\$ 80,000	\$ 220,000	3.91%	0.01%	0.00%
CONDO	BN10	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN10	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN10	ROYAL_SH	1	1	2	5.88%	\$ 269,000	\$ 269,000	\$ 538,000	9.56%	0.02%	0.01%
CONDO	BN10	WOOD	3	2	5	14.71%	\$ 410,000	\$ 450,000	\$ 860,000	15.28%	0.03%	0.01%
CONDO	BN10	X-OTHER	11	12	23	67.65%	\$ 1,845,900	\$ 1,865,900	\$ 3,711,800	65.93%	0.14%	0.05%
CONDO	BN10		17	17	34	100.00%	\$ 2,814,900	\$ 2,814,900	\$ 5,629,800	100.00%	0.22%	0.08%
CONDO	BN11	BHHS		1	1	1.19%		\$ 400,000	\$ 400,000	1.81%	0.02%	0.01%
CONDO	BN11	CBRR	1		1	1.19%	\$ 145,000		\$ 145,000	0.66%	0.01%	0.00%
CONDO	BN11	DNFR	6	6	12	14.29%	\$ 1,644,000	\$ 1,815,500	\$ 3,459,500	15.68%	0.13%	0.05%
CONDO	BN11	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	BN11	PREM PLUS	8	9	17	20.24%	\$ 2,401,900	\$ 2,272,000	\$ 4,673,900	21.18%	0.18%	0.07%
CONDO	BN11	PREM_SOTH	5	2	7	8.33%	\$ 1,549,400	\$ 455,900	\$ 2,005,300	9.09%	0.08%	0.03%
CONDO	BN11	ROYAL_SH		2	2	2.38%		\$ 597,500	\$ 597,500	2.71%	0.02%	0.01%
CONDO	BN11	WOOD	4	2	6	7.14%	\$ 1,145,300	\$ 681,900	\$ 1,827,200	8.28%	0.07%	0.03%
CONDO	BN11	X-OTHER	18	20	38	45.24%	\$ 4,147,952	\$ 4,810,752	\$ 8,958,704	40.60%	0.35%	0.13%
CONDO	BN11		42	42	84	100.00%	\$ 11,033,552	\$ 11,033,552	\$ 22,067,104	100.00%	0.86%	0.33%

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CONDO	BN12	BHHS	3	3	6	3.37%	\$ 887,500	\$ 914,500	\$ 1,802,000	4.06%	0.07%	0.03%
CONDO	BN12	CBRR	3	4	7	3.93%	\$ 583,800	\$ 938,955	\$ 1,522,755	3.43%	0.06%	0.02%
CONDO	BN12	DNFR	3	8	11	6.18%	\$ 901,400	\$ 2,138,910	\$ 3,040,310	6.84%	0.12%	0.04%
CONDO	BN12	KW ELITE	4	1	5	2.81%	\$ 1,008,000	\$ 437,500	\$ 1,445,500	3.25%	0.06%	0.02%
CONDO	BN12	PREM PLUS	2	7	9	5.06%	\$ 401,000	\$ 1,637,715	\$ 2,038,715	4.59%	0.08%	0.03%
CONDO	BN12	PREM_SOTH	10	8	18	10.11%	\$ 2,201,700	\$ 1,903,800	\$ 4,105,500	9.24%	0.16%	0.06%
CONDO	BN12	ROYAL_SH	2	2	4	2.25%	\$ 331,000	\$ 391,579	\$ 722,579	1.63%	0.03%	0.01%
CONDO	BN12	WOOD	17	12	29	16.29%	\$ 4,957,400	\$ 3,174,899	\$ 8,132,299	18.31%	0.32%	0.12%
CONDO	BN12	X-OTHER	45	44	89	50.00%	\$ 10,937,131	\$ 10,671,073	\$ 21,608,204	48.65%	0.84%	0.32%
CONDO	BN12		89	89	178	100.00%	\$ 22,208,931	\$ 22,208,931	\$ 44,417,862	100.00%	1.72%	0.66%
CONDO	ES01	BHHS	5	6	11	6.32%	\$ 1,892,000	\$ 1,860,000	\$ 3,752,000	7.58%	0.15%	0.06%
CONDO	ES01	CBRR	2	2	4	1.15%	\$ 314,400	\$ 314,400	\$ 628,800	0.64%	0.01%	0.00%
CONDO	ES01	DNFR	8	10	18	10.34%	\$ 2,693,000	\$ 3,193,000	\$ 5,886,000	11.89%	0.23%	0.09%
CONDO	ES01	KW ELITE	2	2	4	2.30%	\$ 484,400	\$ 384,000	\$ 868,400	1.75%	0.03%	0.01%
CONDO	ES01	PREM PLUS	3	6	9	5.17%	\$ 488,800	\$ 1,266,900	\$ 1,755,700	3.55%	0.07%	0.03%
CONDO	ES01	PREM_SOTH	1	1	2	1.15%	\$ 235,000	\$ 400,000	\$ 635,000	1.28%	0.02%	0.01%
CONDO	ES01	ROYAL_SH	7	8	15	8.62%	\$ 2,149,000	\$ 2,597,000	\$ 4,746,000	9.59%	0.18%	0.07%
CONDO	ES01	WOOD	7	6	13	7.47%	\$ 2,701,900	\$ 1,892,500	\$ 4,594,400	9.28%	0.18%	0.07%
CONDO	ES01	X-OTHER	54	46	100	57.47%	\$ 14,109,800	\$ 12,846,100	\$ 26,955,900	54.45%	1.04%	0.40%
CONDO	ES01		87	87	174	100.00%	\$ 24,753,900	\$ 24,753,900	\$ 49,507,800	100.00%	1.92%	0.73%
CONDO	ES02	BHHS	1	1	2	0.94%	\$ 234,000	\$ 234,000	\$ 468,000	1.12%	0.01%	0.00%
CONDO	ES02	CBRR	1	1	2	1.89%	\$ 192,000	\$ 196,000	\$ 388,000	1.86%	0.02%	0.01%
CONDO	ES02	DNFR	3	3	6	5.66%	\$ 589,500	\$ 586,000	\$ 1,175,500	5.63%	0.05%	0.02%
CONDO	ES02	KW ELITE	5	4	9	8.49%	\$ 879,500	\$ 721,500	\$ 1,601,000	7.66%	0.06%	0.02%
CONDO	ES02	PREM PLUS	1	2	3	2.83%	\$ 219,000	\$ 381,000	\$ 600,000	2.87%	0.02%	0.01%
CONDO	ES02	PREM_SOTH			0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
CONDO	ES02	ROYAL_SH	2	2	4	3.77%	\$ 373,000	\$ 465,000	\$ 838,000	4.01%	0.03%	0.01%
CONDO	ES02	WOOD	2	1	3	2.83%	\$ 349,500	\$ 174,500	\$ 524,000	2.51%	0.02%	0.01%
CONDO	ES02	X-OTHER	39	39	78	73.58%	\$ 7,845,600	\$ 7,690,100	\$ 15,535,700	74.35%	0.60%	0.23%
CONDO	ES02		53	53	106	100.00%	\$ 10,448,100	\$ 10,448,100	\$ 20,896,200	100.00%	0.81%	0.31%
CONDO	ES03	BHHS	2		2	1.32%	\$ 640,000	\$ 640,000	\$ 1,280,000	1.78%	0.02%	0.01%
CONDO	ES03	CBRR	1		1	0.66%	\$ 255,000	\$ 255,000	\$ 510,000	0.71%	0.01%	0.00%
CONDO	ES03	DNFR	5	3	8	5.26%	\$ 1,165,000	\$ 715,000	\$ 1,880,000	5.22%	0.07%	0.03%
CONDO	ES03	KW ELITE	14	4	18	11.84%	\$ 2,884,270	\$ 1,037,770	\$ 3,922,040	10.89%	0.15%	0.06%
CONDO	ES03	PREM PLUS	4	4	8	5.26%	\$ 951,100	\$ 1,072,500	\$ 2,023,600	5.62%	0.08%	0.03%
CONDO	ES03	PREM_SOTH	1		1	0.66%	\$ 260,000	\$ 260,000	\$ 520,000	0.72%	0.01%	0.00%
CONDO	ES03	ROYAL_SH	2	5	7	4.61%	\$ 484,000	\$ 1,106,000	\$ 1,590,000	4.42%	0.06%	0.02%
CONDO	ES03	WOOD	2	6	8	5.26%	\$ 457,900	\$ 1,720,000	\$ 2,177,900	6.05%	0.08%	0.03%
CONDO	ES03	X-OTHER	45	54	99	65.13%	\$ 10,902,700	\$ 12,348,700	\$ 23,251,400	64.59%	0.90%	0.34%
CONDO	ES03		76	76	152	100.00%	\$ 17,999,970	\$ 17,999,970	\$ 35,999,940	100.00%	1.40%	0.53%
CONDO	ES04	BHHS	4	2	6		\$ 1,533,900	\$ 519,000	\$ 2,052,900		0.08%	0.03%
CONDO	ES04	CBRR	2	1	3		\$ 718,000	\$ 279,000	\$ 997,000		0.04%	0.01%
CONDO	ES04	DNFR	19	14	33		\$ 5,801,400	\$ 4,468,400	\$ 10,269,800		0.40%	0.15%
CONDO	ES04	KW ELITE	23	18	41		\$ 5,964,600	\$ 5,111,900	\$ 11,076,500		0.43%	0.16%
CONDO	ES04	PREM PLUS	3	1	4		\$ 904,000	\$ 161,900	\$ 1,065,900		0.04%	0.02%
CONDO	ES04	PREM_SOTH	6	7	13		\$ 2,325,000	\$ 2,269,000	\$ 4,594,000		0.18%	0.07%
CONDO	ES04	ROYAL_SH	7	8	15		\$ 1,864,000	\$ 2,605,000	\$ 4,469,000		0.17%	0.07%
CONDO	ES04	WOOD	8	15	23		\$ 2,226,500	\$ 4,063,650	\$ 6,290,150		0.24%	0.09%
CONDO	ES04	X-OTHER	33	39	72		\$ 9,270,450	\$ 11,130,000	\$ 20,400,450		0.79%	0.30%
CONDO	ES04		105	105	210		\$ 30,607,850	\$ 30,607,850	\$ 61,215,700		2.37%	0.91%

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Company Market Share Report
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2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
CONDO	NA01	BHHS	2	3	5	1.98%	\$ 670,000	\$ 897,000	\$ 1,567,000	0.98%	0.06%	0.02%
CONDO	NA01	CBRR	8	5	13	5.16%	\$ 4,684,000	\$ 2,711,500	\$ 7,395,500	4.64%	0.29%	0.11%
CONDO	NA01	DNFR	27	9	36	14.29%	\$ 21,407,000	\$ 8,009,000	\$ 29,416,000	18.47%	1.14%	0.44%
CONDO	NA01	KW ELITE	2	1	3	1.19%	\$ 1,480,000	\$ 320,000	\$ 1,800,000	1.13%	0.07%	0.03%
CONDO	NA01	PREM PLUS	9	10	19	7.54%	\$ 3,624,500	\$ 3,121,400	\$ 6,745,900	4.24%	0.26%	0.10%
CONDO	NA01	PREM_SOTH	9	10	19	7.54%	\$ 9,554,500	\$ 10,279,000	\$ 19,833,500	12.45%	0.77%	0.29%
CONDO	NA01	ROYAL_SH	1	4	5	1.98%	\$ 265,000	\$ 3,290,000	\$ 3,555,000	2.23%	0.14%	0.05%
CONDO	NA01	WOOD	10	16	26	10.32%	\$ 9,438,700	\$ 9,639,000	\$ 19,077,700	11.98%	0.74%	0.28%
CONDO	NA01	X-OTHER	58	68	126	50.00%	\$ 28,510,600	\$ 41,367,400	\$ 69,878,000	43.87%	2.71%	1.03%
CONDO	NA01		126	126	252	100.00%	\$ 79,634,300	\$ 79,634,300	\$ 159,268,600	100.00%	6.17%	2.36%
CONDO	NA02	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA02	CBRR	1	1	2	1.82%	\$ 925,000	\$ 742,500	\$ 1,667,500	1.75%	0.06%	0.02%
CONDO	NA02	DNFR	8	9	17	15.45%	\$ 6,407,500	\$ 9,414,500	\$ 15,822,000	16.61%	0.61%	0.23%
CONDO	NA02	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA02	PREM PLUS	2	5	7	6.36%	\$ 2,163,000	\$ 2,563,000	\$ 4,726,000	4.96%	0.18%	0.07%
CONDO	NA02	PREM_SOTH	6	2	8	7.27%	\$ 4,752,000	\$ 1,995,000	\$ 6,747,000	7.08%	0.26%	0.10%
CONDO	NA02	ROYAL_SH	1		1	0.91%	\$ 2,200,000		\$ 2,200,000	2.31%	0.09%	0.03%
CONDO	NA02	WOOD	9	3	12	10.91%	\$ 9,137,625	\$ 4,580,000	\$ 13,717,625	14.40%	0.53%	0.20%
CONDO	NA02	X-OTHER	28	35	63	57.27%	\$ 22,041,600	\$ 28,331,725	\$ 50,373,325	52.88%	1.95%	0.75%
CONDO	NA02		55	55	110	100.00%	\$ 47,626,725	\$ 47,626,725	\$ 95,253,450	100.00%	3.69%	1.41%
CONDO	NA03	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA03	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA03	DNFR		1	1	12.50%		\$ 375,000	\$ 375,000	13.86%	0.01%	0.01%
CONDO	NA03	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA03	PREM PLUS	1		1	12.50%	\$ 292,000		\$ 292,000	10.79%	0.01%	0.00%
CONDO	NA03	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA03	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA03	WOOD	1		1	12.50%	\$ 375,000		\$ 375,000	13.86%	0.01%	0.01%
CONDO	NA03	X-OTHER	2	3	5	62.50%	\$ 685,500	\$ 977,500	\$ 1,663,000	61.48%	0.06%	0.02%
CONDO	NA03		4	4	8	100.00%	\$ 1,352,500	\$ 1,352,500	\$ 2,705,000	100.00%	0.10%	0.04%
CONDO	NA04	BHHS	3	4	7	2.27%	\$ 1,902,500	\$ 2,172,499	\$ 4,074,999	1.11%	0.16%	0.06%
CONDO	NA04	CBRR	3	4	7	2.27%	\$ 2,035,000	\$ 5,878,000	\$ 7,913,000	2.16%	0.31%	0.12%
CONDO	NA04	DNFR	36	36	72	23.38%	\$ 41,045,398	\$ 49,373,150	\$ 90,418,548	24.67%	3.51%	1.34%
CONDO	NA04	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA04	PREM PLUS	7	8	15	4.87%	\$ 4,794,900	\$ 4,911,500	\$ 9,706,400	2.65%	0.38%	0.14%
CONDO	NA04	PREM_SOTH	50	39	89	28.90%	\$ 73,600,000	\$ 55,608,900	\$ 129,208,900	35.26%	5.01%	1.91%
CONDO	NA04	ROYAL_SH	2	2	4	1.30%	\$ 1,619,000	\$ 1,795,000	\$ 3,414,000	0.93%	0.13%	0.05%
CONDO	NA04	WOOD	34	27	61	19.81%	\$ 44,411,650	\$ 31,684,499	\$ 76,096,149	20.76%	2.95%	1.13%
CONDO	NA04	X-OTHER	19	34	53	17.21%	\$ 13,832,000	\$ 31,816,900	\$ 45,648,900	12.46%	1.77%	0.68%
CONDO	NA04		154	154	308	100.00%	\$ 183,240,448	\$ 183,240,448	\$ 366,480,896	100.00%	14.21%	5.42%
CONDO	NA05	BHHS	2	1	3	0.76%	\$ 1,292,000	\$ 317,000	\$ 1,609,000	0.37%	0.06%	0.02%
CONDO	NA05	CBRR	9	10	19	4.82%	\$ 9,271,500	\$ 8,178,000	\$ 17,449,500	3.96%	0.68%	0.26%
CONDO	NA05	DNFR	24	29	53	13.45%	\$ 23,353,500	\$ 36,305,899	\$ 59,659,399	13.53%	2.31%	0.88%
CONDO	NA05	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA05	PREM PLUS	15	16	31	7.87%	\$ 14,061,000	\$ 15,512,950	\$ 29,573,950	6.71%	1.15%	0.44%
CONDO	NA05	PREM_SOTH	48	38	86	21.83%	\$ 82,939,877	\$ 67,491,501	\$ 150,431,378	34.13%	5.83%	2.23%
CONDO	NA05	ROYAL_SH	5	4	9	2.28%	\$ 3,975,001	\$ 2,691,600	\$ 6,666,601	1.51%	0.26%	0.10%
CONDO	NA05	WOOD	41	36	77	19.54%	\$ 49,118,400	\$ 36,227,900	\$ 85,346,300	19.36%	3.31%	1.26%
CONDO	NA05	X-OTHER	53	63	116	29.44%	\$ 36,383,449	\$ 53,669,877	\$ 90,053,326	20.43%	3.49%	1.33%
CONDO	NA05		197	197	394	100.00%	\$ 220,394,727	\$ 220,394,727	\$ 440,789,454	100.00%	17.09%	6.52%

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CONDO	NA06	BHHS	1	2	3	2.50%	\$ 545,000	\$ 1,977,500	\$ 2,522,500	2.98%	0.10%	0.04%
CONDO	NA06	CBRR	2	6	8	6.67%	\$ 850,000	\$ 5,235,000	\$ 6,085,000	7.19%	0.24%	0.09%
CONDO	NA06	DNFR	7	10	17	14.17%	\$ 4,006,000	\$ 5,490,000	\$ 9,496,000	11.21%	0.37%	0.14%
CONDO	NA06	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA06	PREM PLUS	5	5	10	8.33%	\$ 2,960,000	\$ 1,699,000	\$ 4,659,000	5.50%	0.18%	0.07%
CONDO	NA06	PREM_SOTH	13	5	18	15.00%	\$ 11,425,400	\$ 4,802,500	\$ 16,227,900	19.16%	0.63%	0.24%
CONDO	NA06	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA06	WOOD	17	18	35	29.17%	\$ 10,160,250	\$ 15,056,150	\$ 25,216,400	29.78%	0.98%	0.37%
CONDO	NA06	X-OTHER	15	14	29	24.17%	\$ 12,393,700	\$ 8,080,200	\$ 20,473,900	24.18%	0.79%	0.30%
CONDO	NA06		60	60	120	100.00%	\$ 42,340,350	\$ 42,340,350	\$ 84,680,700	100.00%	3.28%	1.25%
CONDO	NA07	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA07	X-OTHER	1	1	2	100.00%	\$ 650,000	\$ 650,000	\$ 1,300,000	100.00%	0.05%	0.02%
CONDO	NA07		1	1	2	100.00%	\$ 650,000	\$ 650,000	\$ 1,300,000	100.00%	0.05%	0.02%
CONDO	NA08	BHHS	1	2	3	3.75%	\$ 469,000	\$ 725,000	\$ 1,194,000	3.07%	0.05%	0.02%
CONDO	NA08	CBRR	2	1	3	3.75%	\$ 1,200,000	\$ 625,000	\$ 1,825,000	4.70%	0.07%	0.03%
CONDO	NA08	DNFR	13	12	25	31.25%	\$ 6,487,000	\$ 5,755,950	\$ 12,242,950	31.50%	0.47%	0.18%
CONDO	NA08	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA08	PREM PLUS		5	5	6.25%		\$ 2,012,000	\$ 2,012,000	5.18%	0.08%	0.03%
CONDO	NA08	PREM_SOTH	3	3	6	7.50%	\$ 1,034,000	\$ 1,337,000	\$ 2,371,000	6.10%	0.09%	0.04%
CONDO	NA08	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA08	WOOD	3	4	7	8.75%	\$ 1,070,000	\$ 2,495,000	\$ 3,565,000	9.17%	0.14%	0.05%
CONDO	NA08	X-OTHER	18	13	31	38.75%	\$ 9,170,700	\$ 6,480,750	\$ 15,651,450	40.28%	0.61%	0.23%
CONDO	NA08		40	40	80	100.00%	\$ 19,430,700	\$ 19,430,700	\$ 38,861,400	100.00%	1.51%	0.57%
CONDO	NA09	BHHS	3	3	6	3.23%	\$ 635,000	\$ 625,500	\$ 1,260,500	2.69%	0.05%	0.02%
CONDO	NA09	CBRR	3	2	5	2.69%	\$ 683,000	\$ 830,000	\$ 1,513,000	3.23%	0.06%	0.02%
CONDO	NA09	DNFR	10	6	16	8.60%	\$ 2,347,300	\$ 1,387,800	\$ 3,735,100	7.96%	0.14%	0.06%
CONDO	NA09	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA09	PREM PLUS	5	8	13	6.99%	\$ 782,833	\$ 2,517,500	\$ 3,300,333	7.04%	0.13%	0.05%
CONDO	NA09	PREM_SOTH	1	4	5	2.69%	\$ 416,000	\$ 1,489,400	\$ 1,905,400	4.06%	0.07%	0.03%
CONDO	NA09	ROYAL_SH	1	1	2	0.54%	\$ 299,750	\$ 299,750	\$ 599,500	0.64%	0.01%	0.00%
CONDO	NA09	WOOD	18	17	35	18.82%	\$ 4,283,350	\$ 3,536,350	\$ 7,819,700	16.67%	0.30%	0.12%
CONDO	NA09	X-OTHER	53	52	105	56.45%	\$ 14,303,275	\$ 12,764,458	\$ 27,067,733	57.71%	1.05%	0.40%
CONDO	NA09		93	93	186	100.00%	\$ 23,450,758	\$ 23,450,758	\$ 46,901,516	100.00%	1.82%	0.69%
CONDO	NA11	BHHS	4	6	10	3.27%	\$ 894,900	\$ 1,246,900	\$ 2,141,800	2.78%	0.08%	0.03%
CONDO	NA11	CBRR	3	4	7	2.29%	\$ 549,500	\$ 853,500	\$ 1,403,000	1.82%	0.05%	0.02%
CONDO	NA11	DNFR	26	18	44	14.38%	\$ 7,364,450	\$ 5,555,900	\$ 12,920,350	16.74%	0.50%	0.19%
CONDO	NA11	KW ELITE		1	1	0.33%		\$ 198,500	\$ 198,500	0.26%	0.01%	0.00%
CONDO	NA11	PREM PLUS	15	12	27	8.82%	\$ 3,568,900	\$ 2,873,500	\$ 6,442,400	8.35%	0.25%	0.10%
CONDO	NA11	PREM_SOTH	8	3	11	3.59%	\$ 2,080,000	\$ 972,900	\$ 3,052,900	3.96%	0.12%	0.05%
CONDO	NA11	ROYAL_SH	1	2	3	0.98%	\$ 150,000	\$ 375,000	\$ 525,000	0.68%	0.02%	0.01%
CONDO	NA11	WOOD	29	26	55	17.97%	\$ 7,766,750	\$ 7,705,500	\$ 15,472,250	20.05%	0.60%	0.23%
CONDO	NA11	X-OTHER	67	81	148	48.37%	\$ 16,215,280	\$ 18,808,080	\$ 35,023,360	45.38%	1.36%	0.52%
CONDO	NA11		153	153	306	100.00%	\$ 38,589,780	\$ 38,589,780	\$ 77,179,560	100.00%	2.99%	1.14%

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CONDO	NA12	BHHS	6	2	8	4.26%	\$ 2,283,000	\$ 614,500	\$ 2,897,500	4.64%	0.11%	0.04%
CONDO	NA12	CBRR	1	3	4	2.13%	\$ 182,000	\$ 958,000	\$ 1,140,000	1.83%	0.04%	0.02%
CONDO	NA12	DNFR	22	10	32	17.02%	\$ 6,924,000	\$ 3,121,800	\$ 10,045,800	16.10%	0.39%	0.15%
CONDO	NA12	KW ELITE	1		1	0.53%	\$ 185,000		\$ 185,000	0.30%	0.01%	0.00%
CONDO	NA12	PREM PLUS	16	14	30	15.96%	\$ 6,439,000	\$ 4,614,000	\$ 11,053,000	17.71%	0.43%	0.16%
CONDO	NA12	PREM_SOTH	7	8	15	7.98%	\$ 3,838,800	\$ 3,843,000	\$ 7,681,800	12.31%	0.30%	0.11%
CONDO	NA12	ROYAL_SH	1		1	0.53%	\$ 470,000		\$ 470,000	0.75%	0.02%	0.01%
CONDO	NA12	WOOD	11	13	24	12.77%	\$ 3,863,500	\$ 6,384,500	\$ 10,248,000	16.42%	0.40%	0.15%
CONDO	NA12	X-OTHER	29	44	73	38.83%	\$ 7,016,099	\$ 11,665,599	\$ 18,681,698	29.94%	0.72%	0.28%
CONDO	NA12		94	94	188	100.00%	\$ 31,201,399	\$ 31,201,399	\$ 62,402,798	100.00%	2.42%	0.92%
CONDO	NA13	BHHS	2		2	12.50%	\$ 490,500		\$ 490,500	14.27%	0.02%	0.01%
CONDO	NA13	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA13	DNFR		1	1	6.25%		\$ 218,500	\$ 218,500	6.36%	0.01%	0.00%
CONDO	NA13	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA13	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA13	PREM_SOTH		1	1	6.25%		\$ 225,000	\$ 225,000	6.55%	0.01%	0.00%
CONDO	NA13	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA13	WOOD	2	1	3	18.75%	\$ 405,000	\$ 266,500	\$ 671,500	19.54%	0.03%	0.01%
CONDO	NA13	X-OTHER	4	5	9	56.25%	\$ 823,000	\$ 1,008,500	\$ 1,831,500	53.29%	0.07%	0.03%
CONDO	NA13		8	8	16	100.00%	\$ 1,718,500	\$ 1,718,500	\$ 3,437,000	100.00%	0.13%	0.05%
CONDO	NA14	BHHS	9	4	13	5.00%	\$ 2,407,600	\$ 1,157,000	\$ 3,564,600	4.48%	0.14%	0.05%
CONDO	NA14	CBRR	4	4	8	3.08%	\$ 1,186,250	\$ 1,347,250	\$ 2,533,500	3.19%	0.10%	0.04%
CONDO	NA14	DNFR	11	12	23	8.85%	\$ 4,007,900	\$ 3,193,500	\$ 7,201,400	9.05%	0.28%	0.11%
CONDO	NA14	KW ELITE		1	1	0.38%		\$ 330,000	\$ 330,000	0.41%	0.01%	0.00%
CONDO	NA14	PREM PLUS	11	14	25	9.62%	\$ 2,698,825	\$ 3,414,900	\$ 6,113,725	7.69%	0.24%	0.09%
CONDO	NA14	PREM_SOTH	12	5	17	6.54%	\$ 3,887,900	\$ 1,519,200	\$ 5,407,100	6.80%	0.21%	0.08%
CONDO	NA14	ROYAL_SH	2	1	3	1.15%	\$ 642,500	\$ 200,000	\$ 842,500	1.06%	0.03%	0.01%
CONDO	NA14	WOOD	18	19	37	14.23%	\$ 6,566,900	\$ 7,212,325	\$ 13,779,225	17.32%	0.53%	0.20%
CONDO	NA14	X-OTHER	63	70	133	51.15%	\$ 18,372,800	\$ 21,396,500	\$ 39,769,300	50.00%	1.54%	0.59%
CONDO	NA14		130	130	260	100.00%	\$ 39,770,675	\$ 39,770,675	\$ 79,541,350	100.00%	3.08%	1.18%
CONDO	NA15	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA15	CBRR	1	2	3	7.14%	\$ 135,000	\$ 340,000	\$ 475,000	4.62%	0.02%	0.01%
CONDO	NA15	DNFR	2	1	3	7.14%	\$ 405,000	\$ 170,000	\$ 575,000	5.59%	0.02%	0.01%
CONDO	NA15	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA15	PREM PLUS	6	4	10	23.81%	\$ 1,410,000	\$ 1,065,000	\$ 2,475,000	24.08%	0.10%	0.04%
CONDO	NA15	PREM_SOTH	2	2	4	9.52%	\$ 491,000	\$ 491,000	\$ 982,000	9.56%	0.04%	0.01%
CONDO	NA15	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA15	WOOD	1	2	3	7.14%	\$ 215,000	\$ 397,000	\$ 612,000	5.95%	0.02%	0.01%
CONDO	NA15	X-OTHER	9	10	19	45.24%	\$ 2,482,575	\$ 2,675,575	\$ 5,158,150	50.19%	0.20%	0.08%
CONDO	NA15		21	21	42	100.00%	\$ 5,138,575	\$ 5,138,575	\$ 10,277,150	100.00%	0.40%	0.15%
CONDO	NA16	BHHS	10	8	18	4.64%	\$ 2,019,900	\$ 2,213,900	\$ 4,233,800	3.70%	0.16%	0.06%
CONDO	NA16	CBRR	9	6	15	3.87%	\$ 2,160,000	\$ 1,037,900	\$ 3,197,900	2.80%	0.12%	0.05%
CONDO	NA16	DNFR	32	22	54	13.92%	\$ 7,942,900	\$ 6,389,700	\$ 14,332,600	12.53%	0.56%	0.21%
CONDO	NA16	KW ELITE	2	2	4	1.03%	\$ 318,450	\$ 387,500	\$ 705,950	0.62%	0.03%	0.01%
CONDO	NA16	PREM PLUS	17	19	36	9.28%	\$ 4,933,900	\$ 4,234,500	\$ 9,168,400	8.02%	0.36%	0.14%
CONDO	NA16	PREM_SOTH	17	16	33	8.51%	\$ 8,400,000	\$ 6,497,500	\$ 14,897,500	13.03%	0.58%	0.22%
CONDO	NA16	ROYAL_SH	1	1	2	0.52%	\$ 650,000	\$ 169,900	\$ 819,900	0.72%	0.03%	0.01%
CONDO	NA16	WOOD	38	29	67	17.27%	\$ 11,572,750	\$ 8,663,000	\$ 20,235,750	17.70%	0.78%	0.30%
CONDO	NA16	X-OTHER	68	91	159	40.98%	\$ 19,174,717	\$ 27,578,717	\$ 46,753,434	40.89%	1.81%	0.69%
CONDO	NA16		194	194	388	100.00%	\$ 57,172,617	\$ 57,172,617	\$ 114,345,234	100.00%	4.43%	1.69%

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Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume	
CONDO	NA17	BHHS	7	9	16	3.92%	\$ 1,392,000	\$ 1,729,195	\$ 3,121,195	4.14%	0.12%	0.05%	
CONDO	NA17	CBRR	13	11	24	5.88%	\$ 2,569,500	\$ 2,115,100	\$ 4,684,600	6.22%	0.18%	0.07%	
CONDO	NA17	DNFR	25	26	51	12.50%	\$ 5,310,200	\$ 5,194,800	\$ 10,505,000	13.95%	0.41%	0.16%	
CONDO	NA17	KW ELITE	2	1	3	0.74%	\$ 412,500	\$ 240,000	\$ 652,500	0.87%	0.03%	0.01%	
CONDO	NA17	PREM PLUS	25	33	58	14.22%	\$ 4,533,650	\$ 6,086,700	\$ 10,620,350	14.10%	0.41%	0.16%	
CONDO	NA17	PREM_SOTH	2	5	7	1.72%	\$ 612,000	\$ 1,010,000	\$ 1,622,000	2.15%	0.06%	0.02%	
CONDO	NA17	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%	
CONDO	NA17	WOOD	13	13	26	6.37%	\$ 2,110,900	\$ 2,764,400	\$ 4,875,300	6.47%	0.19%	0.07%	
CONDO	NA17	X-OTHER	117	106	223	54.66%	\$ 20,718,517	\$ 18,519,072	\$ 39,237,589	52.10%	1.52%	0.58%	
CONDO	NA17		204	204	408	100.00%	\$ 37,659,267	\$ 37,659,267	\$ 75,318,534	100.00%	2.92%	1.11%	
CONDO	NA18	BHHS	23	20	43	8.05%	\$ 4,308,000	\$ 4,141,250	\$ 8,449,250	8.26%	0.33%	0.13%	
CONDO	NA18	CBRR	28	15	43	8.05%	\$ 5,034,900	\$ 2,903,800	\$ 7,938,700	7.76%	0.31%	0.12%	
CONDO	NA18	DNFR	41	35	76	14.23%	\$ 7,732,200	\$ 6,745,500	\$ 14,477,700	14.15%	0.56%	0.21%	
CONDO	NA18	KW ELITE	1	2	3	0.56%	\$ 291,000	\$ 250,000	\$ 541,000	0.53%	0.02%	0.01%	
CONDO	NA18	PREM PLUS	36	31	67	12.55%	\$ 7,632,283	\$ 6,905,773	\$ 14,538,056	14.21%	0.56%	0.22%	
CONDO	NA18	PREM_SOTH	7	8	15	2.81%	\$ 1,279,900	\$ 1,581,900	\$ 2,861,800	2.80%	0.11%	0.04%	
CONDO	NA18	ROYAL_SH	4	4	8	1.50%	\$ 886,500	\$ 884,500	\$ 1,771,000	1.73%	0.07%	0.03%	
CONDO	NA18	WOOD	28	29	57	10.67%	\$ 5,991,500	\$ 6,563,900	\$ 12,555,400	12.27%	0.49%	0.19%	
CONDO	NA18	X-OTHER	99	123	222	41.57%	\$ 17,997,626	\$ 21,177,286	\$ 39,174,912	38.29%	1.52%	0.58%	
CONDO	NA18		267	267	534	100.00%	\$ 51,153,909	\$ 51,153,909	\$ 102,307,818	100.00%	3.97%	1.51%	
CONDO	NA19	BHHS	9	8	17	5.78%	\$ 1,893,000	\$ 1,632,400	\$ 3,525,400	4.79%	0.14%	0.05%	
CONDO	NA19	CBRR	5	5	10	3.40%	\$ 607,900	\$ 1,077,500	\$ 1,685,400	2.29%	0.07%	0.02%	
CONDO	NA19	DNFR	13	9	22	7.48%	\$ 3,464,000	\$ 2,084,000	\$ 5,548,000	7.53%	0.22%	0.08%	
CONDO	NA19	KW ELITE	1	1	2	0.34%		\$ 289,990	\$ 289,990	\$ 289,990	0.39%	0.01%	0.00%
CONDO	NA19	PREM PLUS	12	22	34	11.56%	\$ 2,605,800	\$ 5,713,790	\$ 8,319,590	11.29%	0.32%	0.12%	
CONDO	NA19	PREM_SOTH	3	4	7	2.38%	\$ 949,000	\$ 1,287,990	\$ 2,236,990	3.04%	0.09%	0.03%	
CONDO	NA19	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%	
CONDO	NA19	WOOD	16	15	31	10.54%	\$ 3,037,900	\$ 3,235,300	\$ 6,273,200	8.52%	0.24%	0.09%	
CONDO	NA19	X-OTHER	89	83	172	58.50%	\$ 24,271,405	\$ 21,508,035	\$ 45,779,440	62.15%	1.77%	0.68%	
CONDO	NA19		147	147	294	100.00%	\$ 36,829,005	\$ 36,829,005	\$ 73,658,010	100.00%	2.86%	1.09%	
CONDO	NA21	BHHS	15	9	24	8.22%	\$ 4,111,250	\$ 2,659,000	\$ 6,770,250	9.46%	0.26%	0.10%	
CONDO	NA21	CBRR	1	1	2	0.68%	\$ 380,000	\$ 225,000	\$ 605,000	0.85%	0.02%	0.01%	
CONDO	NA21	DNFR	16	18	34	11.64%	\$ 4,473,900	\$ 3,919,900	\$ 8,393,800	11.73%	0.33%	0.12%	
CONDO	NA21	KW ELITE	1	1	2	0.34%		\$ 195,000	\$ 195,000	\$ 195,000	0.27%	0.01%	0.00%
CONDO	NA21	PREM PLUS	5	14	19	6.51%	\$ 997,900	\$ 3,365,724	\$ 4,363,624	6.10%	0.17%	0.06%	
CONDO	NA21	PREM_SOTH	3	3	6	2.05%	\$ 928,500	\$ 646,100	\$ 1,574,600	2.20%	0.06%	0.02%	
CONDO	NA21	ROYAL_SH	1	1	2	0.34%		\$ 322,500	\$ 322,500	\$ 322,500	0.45%	0.01%	0.00%
CONDO	NA21	WOOD	12	11	23	7.88%	\$ 2,794,500	\$ 2,763,500	\$ 5,558,000	7.76%	0.22%	0.08%	
CONDO	NA21	X-OTHER	94	88	182	62.33%	\$ 22,105,136	\$ 21,694,462	\$ 43,799,598	61.19%	1.70%	0.65%	
CONDO	NA21		146	146	292	100.00%	\$ 35,791,186	\$ 35,791,186	\$ 71,582,372	100.00%	2.77%	1.06%	
CONDO	NA22	BHHS	9	8	17	9.34%	\$ 2,334,000	\$ 2,371,500	\$ 4,705,500	10.75%	0.18%	0.07%	
CONDO	NA22	CBRR	4	3	7	3.85%	\$ 1,122,250	\$ 850,000	\$ 1,972,250	4.51%	0.08%	0.03%	
CONDO	NA22	DNFR	14	7	21	11.54%	\$ 2,806,551	\$ 1,647,051	\$ 4,453,602	10.18%	0.17%	0.07%	
CONDO	NA22	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%	
CONDO	NA22	PREM PLUS	7	5	12	6.59%	\$ 1,585,900	\$ 1,279,000	\$ 2,864,900	6.55%	0.11%	0.04%	
CONDO	NA22	PREM_SOTH	1	1	2	1.10%	\$ 285,000	\$ 275,000	\$ 560,000	1.28%	0.02%	0.01%	
CONDO	NA22	ROYAL_SH		3	3	1.65%		\$ 755,500	\$ 755,500	\$ 755,500	1.73%	0.03%	0.01%
CONDO	NA22	WOOD	9	9	18	9.89%	\$ 2,421,000	\$ 2,701,025	\$ 5,122,025	11.70%	0.20%	0.08%	
CONDO	NA22	X-OTHER	47	55	102	56.04%	\$ 11,325,574	\$ 12,001,199	\$ 23,326,773	53.31%	0.90%	0.35%	
CONDO	NA22		91	91	182	100.00%	\$ 21,880,275	\$ 21,880,275	\$ 43,760,550	100.00%	1.70%	0.65%	

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CONDO	NA23	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA23	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA23	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA23	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA23	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA23	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA23	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA23	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA23	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA23				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA24	BHHS	1	1	2	3.45%	\$ 95,500	\$ 85,000	\$ 180,500	3.16%	0.01%	0.00%
CONDO	NA24	CBRR		1	1	1.72%		\$ 95,000	\$ 95,000	1.66%	0.00%	0.00%
CONDO	NA24	DNFR	2	1	3	5.17%	\$ 192,500	\$ 81,000	\$ 273,500	4.79%	0.01%	0.00%
CONDO	NA24	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA24	PREM PLUS	1		1	1.72%	\$ 95,000		\$ 95,000	1.66%	0.00%	0.00%
CONDO	NA24	PREM_SOTH		2	2	3.45%		\$ 224,300	\$ 224,300	3.93%	0.01%	0.00%
CONDO	NA24	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA24	WOOD	3		3	5.17%	\$ 356,800		\$ 356,800	6.25%	0.01%	0.01%
CONDO	NA24	X-OTHER	22	24	46	79.31%	\$ 2,113,540	\$ 2,368,040	\$ 4,481,580	78.53%	0.17%	0.07%
CONDO	NA24		29	29	58	100.00%	\$ 2,853,340	\$ 2,853,340	\$ 5,706,680	100.00%	0.22%	0.08%
CONDO	NA31	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA31	CBRR	2	1	3	5.17%	\$ 516,000	\$ 330,000	\$ 846,000	6.10%	0.03%	0.01%
CONDO	NA31	DNFR	2	5	7	12.07%	\$ 607,000	\$ 1,193,900	\$ 1,800,900	12.99%	0.07%	0.03%
CONDO	NA31	KW ELITE	1	1	2	3.45%	\$ 159,000	\$ 326,000	\$ 485,000	3.50%	0.02%	0.01%
CONDO	NA31	PREM PLUS	1	2	3	5.17%	\$ 150,000	\$ 586,000	\$ 736,000	5.31%	0.03%	0.01%
CONDO	NA31	PREM_SOTH	1	3	4	6.90%	\$ 310,000	\$ 595,000	\$ 905,000	6.53%	0.04%	0.01%
CONDO	NA31	ROYAL_SH	1	1	2	3.45%	\$ 188,000	\$ 310,000	\$ 498,000	3.59%	0.02%	0.01%
CONDO	NA31	WOOD	1	2	3	5.17%	\$ 172,000	\$ 549,000	\$ 721,000	5.20%	0.03%	0.01%
CONDO	NA31	X-OTHER	20	14	34	58.62%	\$ 4,829,300	\$ 3,041,400	\$ 7,870,700	56.78%	0.31%	0.12%
CONDO	NA31		29	29	58	100.00%	\$ 6,931,300	\$ 6,931,300	\$ 13,862,600	100.00%	0.54%	0.21%
CONDO	NA32	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA32	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA32	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA32	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA32	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA32	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA32	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA32	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA32	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA32				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA33	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA33	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA33	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA33	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA33	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA33	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA33	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA33	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA33	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA33				0	0.00%			\$ -	0.00%	0.00%	0.00%

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CONDO	NA34	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA34	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA34	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA34	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA34	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA34	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA34	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA34	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA34	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA34				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA35	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA35	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA35	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA35	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA35	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA35	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA35	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA35	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA35	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA35				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA36	X-OTHER	1	1	2	100.00%	\$ 45,000	\$ 45,000	\$ 90,000	100.00%	0.00%	0.00%
CONDO	NA36		1	1	2	100.00%	\$ 45,000	\$ 45,000	\$ 90,000	100.00%	0.00%	0.00%
CONDO	NA37	BHHS		2	2	1.54%		\$ 640,000	\$ 640,000	1.76%	0.02%	0.01%
CONDO	NA37	CBRR	8	1	9	6.92%	\$ 1,855,200	\$ 357,500	\$ 2,212,700	6.07%	0.09%	0.03%
CONDO	NA37	DNFR	3	4	7	5.38%	\$ 900,000	\$ 951,700	\$ 1,851,700	5.08%	0.07%	0.03%
CONDO	NA37	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA37	PREM PLUS	6	8	14	10.77%	\$ 1,516,500	\$ 2,151,640	\$ 3,668,140	10.06%	0.14%	0.05%
CONDO	NA37	PREM_SOTH	2	2	4	3.08%	\$ 533,000	\$ 630,000	\$ 1,163,000	3.19%	0.05%	0.02%
CONDO	NA37	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA37	WOOD	1		1	0.77%	\$ 257,500		\$ 257,500	0.71%	0.01%	0.00%
CONDO	NA37	X-OTHER	45	48	93	71.54%	\$ 13,164,735	\$ 13,496,095	\$ 26,660,830	73.14%	1.03%	0.39%
CONDO	NA37		65	65	130	100.00%	\$ 18,226,935	\$ 18,226,935	\$ 36,453,870	100.00%	1.41%	0.54%
CONDO	NA38	BHHS	9	8	17	8.33%	\$ 2,834,100	\$ 1,889,400	\$ 4,723,500	7.67%	0.18%	0.07%
CONDO	NA38	CBRR	7	5	12	5.88%	\$ 1,392,400	\$ 1,113,900	\$ 2,506,300	4.07%	0.10%	0.04%
CONDO	NA38	DNFR	5	6	11	5.39%	\$ 1,757,500	\$ 2,125,000	\$ 3,882,500	6.30%	0.15%	0.06%
CONDO	NA38	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA38	PREM PLUS	6	11	17	8.33%	\$ 1,303,000	\$ 2,836,000	\$ 4,139,000	6.72%	0.16%	0.06%
CONDO	NA38	PREM_SOTH	22	12	34	16.67%	\$ 7,241,500	\$ 4,005,100	\$ 11,246,600	18.25%	0.44%	0.17%
CONDO	NA38	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA38	WOOD	8	3	11	5.39%	\$ 2,281,777	\$ 1,061,000	\$ 3,342,777	5.43%	0.13%	0.05%
CONDO	NA38	X-OTHER	45	57	102	50.00%	\$ 13,994,425	\$ 17,774,302	\$ 31,768,727	51.56%	1.23%	0.47%
CONDO	NA38		102	102	204	100.00%	\$ 30,804,702	\$ 30,804,702	\$ 61,609,404	100.00%	2.39%	0.91%

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CONDO	NA39	BHHS	2	2	4	8.33%	\$ 458,000	\$ 625,000	\$ 1,083,000	9.67%	0.04%	0.02%
CONDO	NA39	CBRR	1	2	3	6.25%	\$ 215,000	\$ 440,000	\$ 655,000	5.85%	0.03%	0.01%
CONDO	NA39	DNFR		3	3	6.25%		\$ 572,000	\$ 572,000	5.11%	0.02%	0.01%
CONDO	NA39	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA39	PREM PLUS	1		1	2.08%	\$ 325,000		\$ 325,000	2.90%	0.01%	0.00%
CONDO	NA39	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA39	ROYAL_SH		1	1	2.08%		\$ 215,000	\$ 215,000	1.92%	0.01%	0.00%
CONDO	NA39	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA39	X-OTHER	20	16	36	75.00%	\$ 4,602,900	\$ 3,748,900	\$ 8,351,800	74.56%	0.32%	0.12%
CONDO	NA39		24	24	48	100.00%	\$ 5,600,900	\$ 5,600,900	\$ 11,201,800	100.00%	0.43%	0.17%
CONDO	NA41	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA41	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA41	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA41	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA41	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA41	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA41	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA41	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA41	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA41				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA42	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA42	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA42	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA42	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA42	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA42	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA42	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA42	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA42	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA42				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA43	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA43	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA43	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA43	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA43	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA43	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA43	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA43	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA43	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA43				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA44	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA44	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA44	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA44	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA44	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA44	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA44	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA44	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA44	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA44				0	0.00%			\$ -	0.00%	0.00%	0.00%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
CONDO	NA45	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA45	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA45	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA45	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA45	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA45	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA45	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA45	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA45	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA45				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA46	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA46	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA46	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA46	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA46	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA46	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA46	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA46	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA46	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA46				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA47	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA47	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA47	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA47	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA47	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA47	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA47	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA47	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA47	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA47				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA48	BHHS			0				\$ -		0.00%	0.00%
CONDO	NA48	CBRR			0				\$ -		0.00%	0.00%
CONDO	NA48	DNFR			0				\$ -		0.00%	0.00%
CONDO	NA48	KW ELITE			0				\$ -		0.00%	0.00%
CONDO	NA48	PREM PLUS			0				\$ -		0.00%	0.00%
CONDO	NA48	PREM_SOTH			0				\$ -		0.00%	0.00%
CONDO	NA48	ROYAL_SH			0				\$ -		0.00%	0.00%
CONDO	NA48	WOOD			0				\$ -		0.00%	0.00%
CONDO	NA48	X-OTHER			0				\$ -		0.00%	0.00%
CONDO	NA48				0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
CONDO	NA50	X-OTHER	2	2	4	100.00%	\$ 250,000	\$ 250,000	\$ 500,000	100.00%	0.02%	0.01%
CONDO	NA50		2	2	4	100.00%	\$ 250,000	\$ 250,000	\$ 500,000	100.00%	0.02%	0.01%
CONDO			3,220	3,220	6,440		\$ 1,289,819,422	\$ 1,289,819,422	\$ 2,579,638,844		100.00%	38.17%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	BN01	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	CBRR	1	2	3	18.75%	\$ 1,375,000	\$ 6,345,000	\$ 7,720,000	26.25%	0.18%	0.11%
Single Family	BN01	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN01	X-OTHER	7	6	13	81.25%	\$ 13,330,000	\$ 8,360,000	\$ 21,690,000	73.75%	0.52%	0.32%
Single Family	BN01		8	8	16	100.00%	\$ 14,705,000	\$ 14,705,000	\$ 29,410,000	100.00%	0.70%	0.44%
Single Family	BN02	BHHS	2	2	4	7.69%	\$ 1,169,000	\$ 1,036,000	\$ 2,205,000	7.07%	0.05%	0.03%
Single Family	BN02	CBRR	2	3	5	9.62%	\$ 604,000	\$ 1,864,000	\$ 2,468,000	7.92%	0.06%	0.04%
Single Family	BN02	DNFR	5	4	9	17.31%	\$ 3,151,900	\$ 1,927,000	\$ 5,078,900	16.29%	0.12%	0.08%
Single Family	BN02	KW ELITE	1		1	1.92%	\$ 600,000		\$ 600,000	1.92%	0.01%	0.01%
Single Family	BN02	PREM PLUS	2	1	3	5.77%	\$ 625,000	\$ 338,000	\$ 963,000	3.09%	0.02%	0.01%
Single Family	BN02	PREM_SOTH	1		1	1.92%	\$ 415,000		\$ 415,000	1.33%	0.01%	0.01%
Single Family	BN02	ROYAL_SH	1	1	2	3.85%	\$ 305,000	\$ 305,000	\$ 610,000	1.96%	0.01%	0.01%
Single Family	BN02	WOOD	1	2	3	5.77%	\$ 599,900	\$ 2,899,900	\$ 3,499,800	11.22%	0.08%	0.05%
Single Family	BN02	X-OTHER	11	13	24	46.15%	\$ 8,119,900	\$ 7,219,800	\$ 15,339,700	49.20%	0.37%	0.23%
Single Family	BN02		26	26	52	100.00%	\$ 15,589,700	\$ 15,589,700	\$ 31,179,400	100.00%	0.75%	0.46%
Single Family	BN04	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN04	CBRR		1	1	1.28%		\$ 1,030,000	\$ 1,030,000	1.18%	0.02%	0.02%
Single Family	BN04	DNFR	3		3	3.85%	\$ 1,532,500		\$ 1,532,500	1.76%	0.04%	0.02%
Single Family	BN04	KW ELITE	1		1	1.28%	\$ 625,000		\$ 625,000	0.72%	0.01%	0.01%
Single Family	BN04	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN04	PREM_SOTH	2	4	6	7.69%	\$ 2,300,000	\$ 6,425,000	\$ 8,725,000	10.00%	0.21%	0.13%
Single Family	BN04	ROYAL_SH	8	8	16	20.51%	\$ 10,395,000	\$ 11,404,000	\$ 21,799,000	24.99%	0.52%	0.32%
Single Family	BN04	WOOD	22	16	38	48.72%	\$ 24,184,000	\$ 11,392,500	\$ 35,576,500	40.79%	0.85%	0.53%
Single Family	BN04	X-OTHER	3	10	13	16.67%	\$ 4,571,340	\$ 13,356,340	\$ 17,927,680	20.56%	0.43%	0.27%
Single Family	BN04		39	39	78	100.00%	\$ 43,607,840	\$ 43,607,840	\$ 87,215,680	100.00%	2.09%	1.29%
Single Family	BN05	BHHS	8	5	13	16.67%	\$ 10,427,500	\$ 4,556,890	\$ 14,984,390	17.81%	0.36%	0.22%
Single Family	BN05	CBRR		1	1	1.28%		\$ 1,125,000	\$ 1,125,000	1.34%	0.03%	0.02%
Single Family	BN05	DNFR	8	6	14	17.95%	\$ 6,801,500	\$ 9,640,000	\$ 16,441,500	19.54%	0.39%	0.24%
Single Family	BN05	KW ELITE	7	7	14	17.95%	\$ 10,230,000	\$ 10,110,575	\$ 20,340,575	24.18%	0.49%	0.30%
Single Family	BN05	PREM PLUS	2		2	2.56%	\$ 1,412,500		\$ 1,412,500	1.68%	0.03%	0.02%
Single Family	BN05	PREM_SOTH	4	4	8	10.26%	\$ 3,400,000	\$ 3,440,000	\$ 6,840,000	8.13%	0.16%	0.10%
Single Family	BN05	ROYAL_SH		3	3	3.85%		\$ 2,032,500	\$ 2,032,500	2.42%	0.05%	0.03%
Single Family	BN05	WOOD	2	7	9	11.54%	\$ 1,795,000	\$ 6,608,660	\$ 8,403,660	9.99%	0.20%	0.12%
Single Family	BN05	X-OTHER	8	6	14	17.95%	\$ 7,996,625	\$ 4,549,500	\$ 12,546,125	14.91%	0.30%	0.19%
Single Family	BN05		39	39	78	100.00%	\$ 42,063,125	\$ 42,063,125	\$ 84,126,250	100.00%	2.01%	1.24%
Single Family	BN06	BHHS	2		2	2.00%	\$ 869,500		\$ 869,500	2.33%	0.02%	0.01%
Single Family	BN06	CBRR		3	3	3.00%		\$ 1,060,500	\$ 1,060,500	2.84%	0.03%	0.02%
Single Family	BN06	DNFR	4	4	8	8.00%	\$ 1,694,000	\$ 1,661,500	\$ 3,355,500	8.98%	0.08%	0.05%
Single Family	BN06	KW ELITE	6	1	7	7.00%	\$ 1,775,500	\$ 370,000	\$ 2,145,500	5.74%	0.05%	0.03%
Single Family	BN06	PREM PLUS	3	3	6	6.00%	\$ 1,270,000	\$ 1,101,000	\$ 2,371,000	6.34%	0.06%	0.04%
Single Family	BN06	PREM_SOTH	2	2	2	2.00%		\$ 840,000	\$ 840,000	2.25%	0.02%	0.01%
Single Family	BN06	ROYAL_SH	2	2	4	4.00%	\$ 585,000	\$ 613,000	\$ 1,198,000	3.20%	0.03%	0.02%
Single Family	BN06	WOOD	5	1	6	6.00%	\$ 2,544,000	\$ 260,000	\$ 2,804,000	7.50%	0.07%	0.04%
Single Family	BN06	X-OTHER	28	34	62	62.00%	\$ 9,952,013	\$ 12,784,013	\$ 22,736,026	60.82%	0.54%	0.34%
Single Family	BN06		50	50	100	100.00%	\$ 18,690,013	\$ 18,690,013	\$ 37,380,026	100.00%	0.89%	0.55%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	BN07	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN07	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN07	DNFR	1	2	3	18.75%	\$ 210,000	\$ 1,015,000	\$ 1,225,000	18.70%	0.03%	0.02%
Single Family	BN07	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN07	PREM PLUS		1	1	6.25%		\$ 217,450	\$ 217,450	3.32%	0.01%	0.00%
Single Family	BN07	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN07	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN07	WOOD	2	3	5	31.25%	\$ 860,000	\$ 1,415,000	\$ 2,275,000	34.73%	0.05%	0.03%
Single Family	BN07	X-OTHER	5	2	7	43.75%	\$ 2,204,950	\$ 627,500	\$ 2,832,450	43.24%	0.07%	0.04%
Single Family	BN07		8	8	16	100.00%	\$ 3,274,950	\$ 3,274,950	\$ 6,549,900	100.00%	0.16%	0.10%
Single Family	BN08	BHHS	2	2	4	4.65%	\$ 401,500	\$ 401,500	\$ 803,000	3.22%	0.02%	0.01%
Single Family	BN08	CBRR	3	2	5	5.81%	\$ 1,138,900	\$ 297,000	\$ 1,435,900	5.76%	0.03%	0.02%
Single Family	BN08	DNFR	6	3	9	10.47%	\$ 1,933,500	\$ 849,900	\$ 2,783,400	11.16%	0.07%	0.04%
Single Family	BN08	KW ELITE	1		1	1.16%	\$ 254,000		\$ 254,000	1.02%	0.01%	0.00%
Single Family	BN08	PREM PLUS	1	6	7	8.14%	\$ 595,000	\$ 1,739,500	\$ 2,334,500	9.36%	0.06%	0.03%
Single Family	BN08	PREM_SOTH	1	1	2	2.33%	\$ 510,000	\$ 342,500	\$ 852,500	3.42%	0.02%	0.01%
Single Family	BN08	ROYAL_SH	2	1	3	3.49%	\$ 448,500	\$ 179,900	\$ 628,400	2.52%	0.02%	0.01%
Single Family	BN08	WOOD	1	2	3	3.49%	\$ 179,900	\$ 849,000	\$ 1,028,900	4.13%	0.02%	0.02%
Single Family	BN08	X-OTHER	26	26	52	60.47%	\$ 7,006,700	\$ 7,808,700	\$ 14,815,400	59.41%	0.35%	0.22%
Single Family	BN08		43	43	86	100.00%	\$ 12,468,000	\$ 12,468,000	\$ 24,936,000	100.00%	0.60%	0.37%
Single Family	BN09	BHHS	1	1	2	4.35%	\$ 410,000	\$ 365,000	\$ 775,000	3.83%	0.02%	0.01%
Single Family	BN09	CBRR	2		2	4.35%	\$ 917,500		\$ 917,500	4.53%	0.02%	0.01%
Single Family	BN09	DNFR	1		1	2.17%	\$ 499,000		\$ 499,000	2.46%	0.01%	0.01%
Single Family	BN09	KW ELITE	1	4	5	10.87%	\$ 365,000	\$ 1,729,052	\$ 2,094,052	10.34%	0.05%	0.03%
Single Family	BN09	PREM PLUS	1	4	5	10.87%	\$ 465,000	\$ 1,621,000	\$ 2,086,000	10.30%	0.05%	0.03%
Single Family	BN09	PREM_SOTH	2	2	4	8.70%	\$ 809,500	\$ 1,104,000	\$ 1,913,500	9.45%	0.05%	0.03%
Single Family	BN09	ROYAL_SH	4	2	6	13.04%	\$ 1,767,500	\$ 925,000	\$ 2,692,500	13.30%	0.06%	0.04%
Single Family	BN09	WOOD	2	3	5	10.87%	\$ 663,057	\$ 1,377,500	\$ 2,040,557	10.08%	0.05%	0.03%
Single Family	BN09	X-OTHER	9	7	16	34.78%	\$ 4,226,495	\$ 3,001,500	\$ 7,227,995	35.70%	0.17%	0.11%
Single Family	BN09		23	23	46	100.00%	\$ 10,123,052	\$ 10,123,052	\$ 20,246,104	100.00%	0.48%	0.30%
Single Family	BN10	BHHS	2	2	4	3.64%	\$ 765,000	\$ 492,499	\$ 1,257,499	4.22%	0.03%	0.02%
Single Family	BN10	CBRR	3	1	4	3.64%	\$ 689,000	\$ 214,000	\$ 903,000	3.03%	0.02%	0.01%
Single Family	BN10	DNFR	5	3	8	7.27%	\$ 1,378,448	\$ 712,000	\$ 2,090,448	7.02%	0.05%	0.03%
Single Family	BN10	KW ELITE	2	2	4	3.64%	\$ 539,000	\$ 539,000	\$ 1,078,000	3.62%	0.03%	0.02%
Single Family	BN10	PREM PLUS	3	5	8	7.27%	\$ 1,140,000	\$ 1,282,648	\$ 2,422,648	8.13%	0.06%	0.04%
Single Family	BN10	PREM_SOTH	1	1	2	0.91%		\$ 430,000	\$ 430,000	1.44%	0.01%	0.01%
Single Family	BN10	ROYAL_SH	4	4	8	3.64%		\$ 1,326,900	\$ 1,326,900	4.45%	0.03%	0.02%
Single Family	BN10	WOOD	3	3	6	5.45%	\$ 752,500	\$ 981,000	\$ 1,733,500	5.82%	0.04%	0.03%
Single Family	BN10	X-OTHER	37	34	71	64.55%	\$ 9,628,448	\$ 8,914,349	\$ 18,542,797	62.26%	0.44%	0.27%
Single Family	BN10		55	55	110	100.00%	\$ 14,892,396	\$ 14,892,396	\$ 29,784,792	100.00%	0.71%	0.44%
Single Family	BN11	BHHS		1	1	4.17%		\$ 885,000	\$ 885,000	2.99%	0.02%	0.01%
Single Family	BN11	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN11	DNFR	2	2	4	16.67%	\$ 1,202,500	\$ 1,151,000	\$ 2,353,500	7.96%	0.06%	0.03%
Single Family	BN11	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN11	PREM PLUS		2	2	8.33%		\$ 1,187,500	\$ 1,187,500	4.02%	0.03%	0.02%
Single Family	BN11	PREM_SOTH	2		2	8.33%	\$ 1,136,000		\$ 1,136,000	3.84%	0.03%	0.02%
Single Family	BN11	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	BN11	WOOD	2	1	3	12.50%	\$ 2,905,000	\$ 2,350,000	\$ 5,255,000	17.77%	0.13%	0.08%
Single Family	BN11	X-OTHER	6	6	12	50.00%	\$ 9,543,235	\$ 9,213,235	\$ 18,756,470	63.42%	0.45%	0.28%
Single Family	BN11		12	12	24	100.00%	\$ 14,786,735	\$ 14,786,735	\$ 29,573,470	100.00%	0.71%	0.44%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	BN12	BHHS	6	12	18	11.69%	\$ 2,263,900	\$ 4,788,900	\$ 7,052,800	10.38%	0.17%	0.10%
Single Family	BN12	CBRR		1	1	0.65%		\$ 655,000	\$ 655,000	0.96%	0.02%	0.01%
Single Family	BN12	DNFR	1	7	8	5.19%	\$ 315,000	\$ 2,517,739	\$ 2,832,739	4.17%	0.07%	0.04%
Single Family	BN12	KW ELITE	2	2	4	2.60%	\$ 1,140,000	\$ 819,000	\$ 1,959,000	2.88%	0.05%	0.03%
Single Family	BN12	PREM PLUS	5	5	10	6.49%	\$ 2,196,000	\$ 3,066,400	\$ 5,262,400	7.74%	0.13%	0.08%
Single Family	BN12	PREM_SOTH	2	2	4	2.60%	\$ 900,500	\$ 1,040,000	\$ 1,940,500	2.86%	0.05%	0.03%
Single Family	BN12	ROYAL_SH	2	2	4	2.60%	\$ 649,900	\$ 858,000	\$ 1,507,900	2.22%	0.04%	0.02%
Single Family	BN12	WOOD	15	11	26	16.88%	\$ 7,284,200	\$ 4,856,900	\$ 12,141,100	17.86%	0.29%	0.18%
Single Family	BN12	X-OTHER	44	35	79	51.30%	\$ 19,231,102	\$ 15,378,663	\$ 34,609,765	50.93%	0.83%	0.51%
Single Family	BN12		77	77	154	100.00%	\$ 33,980,602	\$ 33,980,602	\$ 67,961,204	100.00%	1.63%	1.01%
Single Family	ES01	BHHS	5	3	8	8.16%	\$ 2,835,000	\$ 1,785,000	\$ 4,620,000	9.33%	0.11%	0.07%
Single Family	ES01	CBRR	2	1	3	3.06%	\$ 595,000	\$ 255,000	\$ 850,000	1.72%	0.02%	0.01%
Single Family	ES01	DNFR		5	5	5.10%		\$ 2,400,000	\$ 2,400,000	4.85%	0.06%	0.04%
Single Family	ES01	KW ELITE	2	2	4	4.08%	\$ 772,000	\$ 553,700	\$ 1,325,700	2.68%	0.03%	0.02%
Single Family	ES01	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	ES01	PREM_SOTH	1	1	2	2.04%	\$ 440,000	\$ 440,000	\$ 880,000	1.78%	0.02%	0.01%
Single Family	ES01	ROYAL_SH	6	2	8	8.16%	\$ 3,794,500	\$ 1,277,500	\$ 5,072,000	10.25%	0.12%	0.08%
Single Family	ES01	WOOD	5	3	8	8.16%	\$ 2,414,000	\$ 1,710,000	\$ 4,124,000	8.33%	0.10%	0.06%
Single Family	ES01	X-OTHER	28	32	60	61.22%	\$ 13,897,634	\$ 16,326,934	\$ 30,224,568	61.06%	0.72%	0.45%
Single Family	ES01		49	49	98	100.00%	\$ 24,748,134	\$ 24,748,134	\$ 49,496,268	100.00%	1.18%	0.73%
Single Family	ES02	BHHS	2	3	5	2.23%	\$ 686,000	\$ 1,212,079	\$ 1,898,079	2.33%	0.05%	0.03%
Single Family	ES02	CBRR	3	1	4	1.79%	\$ 1,142,500	\$ 270,000	\$ 1,412,500	1.73%	0.03%	0.02%
Single Family	ES02	DNFR	8	7	15	6.70%	\$ 2,459,500	\$ 2,860,275	\$ 5,319,775	6.53%	0.13%	0.08%
Single Family	ES02	KW ELITE	13	3	16	7.14%	\$ 4,050,750	\$ 1,240,000	\$ 5,290,750	6.49%	0.13%	0.08%
Single Family	ES02	PREM PLUS	3	8	11	4.91%	\$ 1,003,000	\$ 2,612,900	\$ 3,615,900	4.44%	0.09%	0.05%
Single Family	ES02	PREM_SOTH	2	1	3	1.34%	\$ 730,000	\$ 389,000	\$ 1,119,000	1.37%	0.03%	0.02%
Single Family	ES02	ROYAL_SH	5	9	14	6.25%	\$ 1,709,629	\$ 3,569,500	\$ 5,279,129	6.48%	0.13%	0.08%
Single Family	ES02	WOOD	4	5	9	4.02%	\$ 1,375,000	\$ 1,700,000	\$ 3,075,000	3.77%	0.07%	0.05%
Single Family	ES02	X-OTHER	72	75	147	65.63%	\$ 27,590,831	\$ 26,893,456	\$ 54,484,287	66.86%	1.30%	0.81%
Single Family	ES02		112	112	224	100.00%	\$ 40,747,210	\$ 40,747,210	\$ 81,494,420	100.00%	1.95%	1.21%
Single Family	ES03	BHHS	6	3	9	3.75%	\$ 2,628,500	\$ 1,275,615	\$ 3,904,115	4.02%	0.09%	0.06%
Single Family	ES03	CBRR	2	2	4	1.67%	\$ 894,000	\$ 657,500	\$ 1,551,500	1.60%	0.04%	0.02%
Single Family	ES03	DNFR	1	4	5	2.08%	\$ 900,000	\$ 2,272,000	\$ 3,172,000	3.27%	0.08%	0.05%
Single Family	ES03	KW ELITE	21	15	36	15.00%	\$ 8,629,500	\$ 5,704,659	\$ 14,334,159	14.76%	0.34%	0.21%
Single Family	ES03	PREM PLUS	2	3	5	2.08%	\$ 829,000	\$ 1,224,900	\$ 2,053,900	2.11%	0.05%	0.03%
Single Family	ES03	PREM_SOTH	3	1	4	1.67%	\$ 1,093,000	\$ 515,000	\$ 1,608,000	1.66%	0.04%	0.02%
Single Family	ES03	ROYAL_SH	3	4	7	2.92%	\$ 1,365,000	\$ 1,549,000	\$ 2,914,000	3.00%	0.07%	0.04%
Single Family	ES03	WOOD	1	6	7	2.92%	\$ 350,000	\$ 2,420,225	\$ 2,770,225	2.85%	0.07%	0.04%
Single Family	ES03	X-OTHER	81	82	163	67.92%	\$ 31,882,644	\$ 32,952,745	\$ 64,835,389	66.74%	1.55%	0.96%
Single Family	ES03		120	120	240	100.00%	\$ 48,571,644	\$ 48,571,644	\$ 97,143,288	100.00%	2.32%	1.44%
Single Family	ES04	BHHS	1	1	2	1.89%	\$ 840,000	\$ 1,400,000	\$ 2,240,000	2.63%	0.05%	0.03%
Single Family	ES04	CBRR	1	1	2	0.94%	\$ 1,137,500	\$	\$ 1,137,500	1.34%	0.03%	0.02%
Single Family	ES04	DNFR	7	12	19	17.92%	\$ 5,624,000	\$ 8,691,000	\$ 14,315,000	16.84%	0.34%	0.21%
Single Family	ES04	KW ELITE	12	7	19	17.92%	\$ 13,100,000	\$ 6,010,000	\$ 19,110,000	22.48%	0.46%	0.28%
Single Family	ES04	PREM PLUS	3	3	6	2.83%	\$	\$ 4,075,000	\$ 4,075,000	4.79%	0.10%	0.06%
Single Family	ES04	PREM_SOTH	4	2	6	5.66%	\$ 3,329,000	\$ 1,127,000	\$ 4,456,000	5.24%	0.11%	0.07%
Single Family	ES04	ROYAL_SH	7	3	10	9.43%	\$ 3,538,500	\$ 2,672,500	\$ 6,211,000	7.30%	0.15%	0.09%
Single Family	ES04	WOOD	5	10	15	14.15%	\$ 3,454,000	\$ 9,338,000	\$ 12,792,000	15.04%	0.31%	0.19%
Single Family	ES04	X-OTHER	16	15	31	29.25%	\$ 11,489,500	\$ 9,199,000	\$ 20,688,500	24.33%	0.50%	0.31%
Single Family	ES04		53	53	106	100.00%	\$ 42,512,500	\$ 42,512,500	\$ 85,025,000	100.00%	2.03%	1.26%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA01	BHHS	1	1	2	2.00%	\$ 479,500	\$ 925,000	\$ 1,404,500	1.26%	0.03%	0.02%
Single Family	NA01	CBRR	5	2	7	7.00%	\$ 9,395,000	\$ 937,000	\$ 10,332,000	9.24%	0.25%	0.15%
Single Family	NA01	DNFR	6	4	10	10.00%	\$ 6,410,000	\$ 2,770,000	\$ 9,180,000	8.21%	0.22%	0.14%
Single Family	NA01	KW ELITE	3	2	5	5.00%	\$ 1,138,000	\$ 1,750,000	\$ 2,888,000	2.58%	0.07%	0.04%
Single Family	NA01	PREM PLUS	3	6	9	9.00%	\$ 1,580,000	\$ 4,545,000	\$ 6,125,000	5.47%	0.15%	0.09%
Single Family	NA01	PREM_SOTH	4	1	5	5.00%	\$ 2,985,000	\$ 699,000	\$ 3,684,000	3.29%	0.09%	0.05%
Single Family	NA01	ROYAL_SH	5	5	10	10.00%	\$ 5,200,000	\$ 5,200,000	\$ 10,400,000	9.12%	0.24%	0.15%
Single Family	NA01	WOOD	8	6	14	14.00%	\$ 8,752,875	\$ 10,096,375	\$ 18,849,250	16.85%	0.45%	0.28%
Single Family	NA01	X-OTHER	20	23	43	43.00%	\$ 25,196,550	\$ 29,014,550	\$ 54,211,100	48.46%	1.30%	0.80%
Single Family	NA01		50	50	100	100.00%	\$ 55,936,925	\$ 55,936,925	\$ 111,873,850	100.00%	2.68%	1.66%
Single Family	NA02	BHHS	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA02	CBRR	1	1	2	8.33%	\$ 1,195,000	\$ 1,257,500	\$ 2,452,500	4.41%	0.06%	0.04%
Single Family	NA02	DNFR	1	0	1	4.17%	\$ 7,500,000	\$ -	\$ 7,500,000	13.48%	0.18%	0.11%
Single Family	NA02	KW ELITE	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA02	PREM PLUS	2	2	4	8.33%	\$ -	\$ 9,600,000	\$ 9,600,000	17.25%	0.23%	0.14%
Single Family	NA02	PREM_SOTH	3	2	5	20.83%	\$ 6,650,000	\$ 3,375,000	\$ 10,025,000	18.01%	0.24%	0.15%
Single Family	NA02	ROYAL_SH	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA02	WOOD	3	3	6	25.00%	\$ 5,357,500	\$ 6,495,000	\$ 11,852,500	21.30%	0.28%	0.18%
Single Family	NA02	X-OTHER	4	4	8	33.33%	\$ 7,125,000	\$ 7,100,000	\$ 14,225,000	25.56%	0.34%	0.21%
Single Family	NA02		12	12	24	100.00%	\$ 27,827,500	\$ 27,827,500	\$ 55,655,000	100.00%	1.33%	0.82%
Single Family	NA03	BHHS	1	1	2	0.57%	\$ 325,000	\$ -	\$ 325,000	0.49%	0.01%	0.00%
Single Family	NA03	CBRR	3	1	4	2.27%	\$ 1,386,400	\$ 280,000	\$ 1,666,400	2.49%	0.04%	0.02%
Single Family	NA03	DNFR	13	16	29	16.48%	\$ 5,072,651	\$ 5,754,151	\$ 10,826,802	16.21%	0.26%	0.16%
Single Family	NA03	KW ELITE	2	2	4	1.14%	\$ 1,153,000	\$ -	\$ 1,153,000	1.73%	0.03%	0.02%
Single Family	NA03	PREM PLUS	6	10	16	9.09%	\$ 2,248,500	\$ 3,798,900	\$ 6,047,400	9.05%	0.14%	0.09%
Single Family	NA03	PREM_SOTH	6	4	10	5.68%	\$ 2,722,641	\$ 1,554,500	\$ 4,277,141	6.40%	0.10%	0.06%
Single Family	NA03	ROYAL_SH	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA03	WOOD	15	6	21	11.93%	\$ 5,132,000	\$ 2,116,000	\$ 7,248,000	10.85%	0.17%	0.11%
Single Family	NA03	X-OTHER	45	48	93	52.84%	\$ 16,835,300	\$ 18,415,941	\$ 35,251,241	52.78%	0.84%	0.52%
Single Family	NA03		88	88	176	100.00%	\$ 33,397,492	\$ 33,397,492	\$ 66,794,984	100.00%	1.60%	0.99%
Single Family	NA04	BHHS	1	2	3	4.84%	\$ 1,625,000	\$ 5,897,300	\$ 7,522,300	7.62%	0.18%	0.11%
Single Family	NA04	CBRR	2	3	5	8.06%	\$ 2,330,000	\$ 3,670,000	\$ 6,000,000	6.08%	0.14%	0.09%
Single Family	NA04	DNFR	9	3	12	19.35%	\$ 13,150,000	\$ 5,460,000	\$ 18,610,000	18.85%	0.45%	0.28%
Single Family	NA04	KW ELITE	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA04	PREM PLUS	2	2	4	3.23%	\$ -	\$ 3,342,500	\$ 3,342,500	3.39%	0.08%	0.05%
Single Family	NA04	PREM_SOTH	9	9	18	29.03%	\$ 17,366,013	\$ 14,665,913	\$ 32,031,926	32.45%	0.77%	0.47%
Single Family	NA04	ROYAL_SH	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA04	WOOD	6	6	12	19.35%	\$ 10,022,200	\$ 8,965,000	\$ 18,987,200	19.24%	0.45%	0.28%
Single Family	NA04	X-OTHER	4	6	10	16.13%	\$ 4,857,500	\$ 7,350,000	\$ 12,207,500	12.37%	0.29%	0.18%
Single Family	NA04		31	31	62	100.00%	\$ 49,350,713	\$ 49,350,713	\$ 98,701,426	100.00%	2.36%	1.46%
Single Family	NA05	BHHS	1	1	2	0.85%	\$ -	\$ 1,580,000	\$ 1,580,000	0.68%	0.04%	0.02%
Single Family	NA05	CBRR	1	2	3	1.69%	\$ 1,275,000	\$ 2,910,000	\$ 4,185,000	1.79%	0.10%	0.06%
Single Family	NA05	DNFR	14	8	22	18.64%	\$ 25,024,100	\$ 8,770,100	\$ 33,794,200	14.45%	0.81%	0.50%
Single Family	NA05	KW ELITE	0	0	0	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA05	PREM PLUS	5	1	6	5.08%	\$ 7,643,000	\$ 1,100,000	\$ 8,743,000	3.74%	0.21%	0.13%
Single Family	NA05	PREM_SOTH	13	12	25	21.19%	\$ 37,410,000	\$ 28,266,000	\$ 65,676,000	28.07%	1.57%	0.97%
Single Family	NA05	ROYAL_SH	1	1	2	1.69%	\$ 1,045,000	\$ 1,045,000	\$ 2,090,000	0.89%	0.05%	0.03%
Single Family	NA05	WOOD	15	7	22	18.64%	\$ 25,679,000	\$ 13,695,000	\$ 39,374,000	16.83%	0.94%	0.58%
Single Family	NA05	X-OTHER	10	28	38	32.20%	\$ 18,892,895	\$ 59,602,895	\$ 78,495,790	33.55%	1.88%	1.16%
Single Family	NA05		59	59	118	100.00%	\$ 116,968,995	\$ 116,968,995	\$ 233,937,990	100.00%	5.60%	3.46%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA06	BHHS	1	1	2	2.27%	\$ 3,050,000	\$ 3,050,000	\$ 6,100,000	2.32%	0.15%	0.09%
Single Family	NA06	CBRR	3	3	6	6.82%	\$ 8,825,000	\$ 8,575,000	\$ 17,400,000	6.61%	0.42%	0.26%
Single Family	NA06	DNFR	6	4	10	11.36%	\$ 21,350,000	\$ 12,008,000	\$ 33,358,000	12.68%	0.80%	0.49%
Single Family	NA06	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA06	PREM PLUS		3	3	3.41%		\$ 11,350,000	\$ 11,350,000	4.31%	0.27%	0.17%
Single Family	NA06	PREM_SOTH	12	8	20	22.73%	\$ 32,682,500	\$ 19,375,000	\$ 52,057,500	19.79%	1.25%	0.77%
Single Family	NA06	ROYAL_SH	1	1	2	2.27%	\$ 1,700,000	\$ 1,700,000	\$ 3,400,000	1.29%	0.08%	0.05%
Single Family	NA06	WOOD	8	9	17	19.32%	\$ 23,043,000	\$ 30,735,000	\$ 53,778,000	20.44%	1.29%	0.80%
Single Family	NA06	X-OTHER	13	15	28	31.82%	\$ 40,870,000	\$ 44,727,500	\$ 85,597,500	32.54%	2.05%	1.27%
Single Family	NA06		44	44	88	100.00%	\$ 131,520,500	\$ 131,520,500	\$ 263,041,000	100.00%	6.29%	3.89%
Single Family	NA07	BHHS	1	2	3	3.66%	\$ 4,850,000	\$ 12,300,000	\$ 17,150,000	3.39%	0.41%	0.25%
Single Family	NA07	CBRR	3	3	3	3.66%		\$ 17,850,000	\$ 17,850,000	3.53%	0.43%	0.26%
Single Family	NA07	DNFR	1	2	3	3.66%	\$ 2,500,000	\$ 13,600,000	\$ 16,100,000	3.18%	0.39%	0.24%
Single Family	NA07	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA07	PREM PLUS	2	2	4	4.88%	\$ 7,300,000	\$ 7,300,000	\$ 14,600,000	2.89%	0.35%	0.22%
Single Family	NA07	PREM_SOTH	9	10	19	23.17%	\$ 62,290,000	\$ 67,952,000	\$ 130,242,000	25.74%	3.12%	1.93%
Single Family	NA07	ROYAL_SH	2	2	2	2.44%		\$ 15,150,000	\$ 15,150,000	2.99%	0.36%	0.22%
Single Family	NA07	WOOD	10	7	17	20.73%	\$ 63,512,500	\$ 37,200,000	\$ 100,712,500	19.91%	2.41%	1.49%
Single Family	NA07	X-OTHER	18	13	31	37.80%	\$ 112,505,000	\$ 81,605,500	\$ 194,110,500	38.37%	4.64%	2.87%
Single Family	NA07		41	41	82	100.00%	\$ 252,957,500	\$ 252,957,500	\$ 505,915,000	100.00%	12.11%	7.49%
Single Family	NA08	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA08	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA08	DNFR	2	3	5	15.63%	\$ 367,000	\$ 3,283,000	\$ 3,650,000	9.00%	0.09%	0.05%
Single Family	NA08	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA08	PREM PLUS	2	2	4	12.50%	\$ 2,212,500	\$ 2,265,000	\$ 4,477,500	11.04%	0.11%	0.07%
Single Family	NA08	PREM_SOTH	1		1	3.13%	\$ 565,000		\$ 565,000	1.39%	0.01%	0.01%
Single Family	NA08	ROYAL_SH	1	1	1	3.13%		\$ 1,300,000	\$ 1,300,000	3.20%	0.03%	0.02%
Single Family	NA08	WOOD	8	7	15	46.88%	\$ 14,980,000	\$ 12,140,000	\$ 27,120,000	66.84%	0.65%	0.40%
Single Family	NA08	X-OTHER	3	3	6	18.75%	\$ 2,162,500	\$ 1,299,000	\$ 3,461,500	8.53%	0.08%	0.05%
Single Family	NA08		16	16	32	100.00%	\$ 20,287,000	\$ 20,287,000	\$ 40,574,000	100.00%	0.97%	0.60%
Single Family	NA09	BHHS	2	1	3	2.17%	\$ 3,172,500	\$ 1,262,500	\$ 4,435,000	7.52%	0.11%	0.07%
Single Family	NA09	CBRR	1	4	5	3.62%	\$ 250,000	\$ 1,134,900	\$ 1,384,900	2.35%	0.03%	0.02%
Single Family	NA09	DNFR	14	7	21	15.22%	\$ 4,783,400	\$ 2,249,000	\$ 7,032,400	11.92%	0.17%	0.10%
Single Family	NA09	KW ELITE	2	2	2	1.45%		\$ 657,000	\$ 657,000	1.11%	0.02%	0.01%
Single Family	NA09	PREM PLUS	7	7	14	10.14%	\$ 4,064,400	\$ 3,123,500	\$ 7,187,900	12.18%	0.17%	0.11%
Single Family	NA09	PREM_SOTH	7		7	5.07%	\$ 3,045,000		\$ 3,045,000	5.16%	0.07%	0.05%
Single Family	NA09	ROYAL_SH	1		1	0.72%	\$ 215,000		\$ 215,000	0.36%	0.01%	0.00%
Single Family	NA09	WOOD	5	7	12	8.70%	\$ 2,053,000	\$ 3,405,177	\$ 5,458,177	9.25%	0.13%	0.08%
Single Family	NA09	X-OTHER	32	41	73	52.90%	\$ 11,921,068	\$ 17,672,291	\$ 29,593,359	50.15%	0.71%	0.44%
Single Family	NA09		69	69	138	100.00%	\$ 29,504,368	\$ 29,504,368	\$ 59,008,736	100.00%	1.41%	0.87%
Single Family	NA11	BHHS	3	7	10	2.75%	\$ 2,646,000	\$ 5,787,392	\$ 8,433,392	2.46%	0.20%	0.12%
Single Family	NA11	CBRR	5	7	12	3.30%	\$ 4,106,700	\$ 8,306,750	\$ 12,413,450	3.63%	0.30%	0.18%
Single Family	NA11	DNFR	12	18	30	8.24%	\$ 5,966,899	\$ 14,282,420	\$ 20,249,319	5.92%	0.48%	0.30%
Single Family	NA11	KW ELITE	2	3	5	1.37%	\$ 1,075,000	\$ 1,691,390	\$ 2,766,390	0.81%	0.07%	0.04%
Single Family	NA11	PREM PLUS	8	13	21	5.77%	\$ 5,006,000	\$ 7,357,480	\$ 12,363,480	3.61%	0.30%	0.18%
Single Family	NA11	PREM_SOTH	11	10	21	5.77%	\$ 8,150,651	\$ 9,565,000	\$ 17,715,651	5.18%	0.42%	0.26%
Single Family	NA11	ROYAL_SH	1	4	5	1.37%	\$ 434,900	\$ 4,676,000	\$ 5,110,900	1.49%	0.12%	0.08%
Single Family	NA11	WOOD	40	32	72	19.78%	\$ 46,923,100	\$ 39,282,933	\$ 86,206,033	25.19%	2.06%	1.28%
Single Family	NA11	X-OTHER	100	88	188	51.65%	\$ 96,834,537	\$ 80,194,422	\$ 177,028,959	51.72%	4.24%	2.62%
Single Family	NA11		182	182	364	100.00%	\$ 171,143,787	\$ 171,143,787	\$ 342,287,574	100.00%	8.19%	5.06%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA12	BHHS	2	3	5	3.52%	\$ 2,325,000	\$ 3,315,000	\$ 5,640,000	4.36%	0.13%	0.08%
Single Family	NA12	CBRR	4	2	6	4.23%	\$ 2,586,000	\$ 1,960,000	\$ 4,546,000	3.51%	0.11%	0.07%
Single Family	NA12	DNFR	12	14	26	18.31%	\$ 10,057,500	\$ 13,341,900	\$ 23,399,400	18.08%	0.56%	0.35%
Single Family	NA12	KW ELITE	1	3	4	2.82%	\$ 1,400,000	\$ 2,117,000	\$ 3,517,000	2.72%	0.08%	0.05%
Single Family	NA12	PREM PLUS	6	9	15	10.56%	\$ 3,779,000	\$ 5,396,000	\$ 9,175,000	7.09%	0.22%	0.14%
Single Family	NA12	PREM_SOTH	11	7	18	12.68%	\$ 15,547,500	\$ 6,496,500	\$ 22,044,000	17.03%	0.53%	0.33%
Single Family	NA12	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA12	WOOD	10	13	23	16.20%	\$ 12,487,500	\$ 14,965,500	\$ 27,453,000	21.21%	0.66%	0.41%
Single Family	NA12	X-OTHER	25	20	45	31.69%	\$ 16,542,900	\$ 17,133,500	\$ 33,676,400	26.01%	0.81%	0.50%
Single Family	NA12		71	71	142	100.00%	\$ 64,725,400	\$ 64,725,400	\$ 129,450,800	100.00%	3.10%	1.92%
Single Family	NA13	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA13	CBRR	4	3	7	20.59%	\$ 3,366,500	\$ 2,291,500	\$ 5,658,000	15.62%	0.14%	0.08%
Single Family	NA13	DNFR	3	3	6	17.65%	\$ 2,085,000	\$ 2,085,000	\$ 4,170,000	11.51%	0.10%	0.06%
Single Family	NA13	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA13	PREM PLUS	3	2	5	14.71%	\$ 4,670,000	\$ 3,390,000	\$ 8,060,000	22.25%	0.19%	0.12%
Single Family	NA13	PREM_SOTH	1	3	4	11.76%	\$ 640,000	\$ 3,104,000	\$ 3,744,000	10.33%	0.09%	0.06%
Single Family	NA13	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA13	WOOD	3	2	5	14.71%	\$ 2,451,500	\$ 1,650,000	\$ 4,101,500	11.32%	0.10%	0.06%
Single Family	NA13	X-OTHER	3	4	7	20.59%	\$ 4,902,500	\$ 5,595,000	\$ 10,497,500	28.97%	0.25%	0.16%
Single Family	NA13		17	17	34	100.00%	\$ 18,115,500	\$ 18,115,500	\$ 36,231,000	100.00%	0.87%	0.54%
Single Family	NA14	BHHS	3	4	7	3.02%	\$ 1,654,000	\$ 3,520,999	\$ 5,174,999	3.51%	0.12%	0.08%
Single Family	NA14	CBRR	6	6	12	5.17%	\$ 2,952,300	\$ 2,671,156	\$ 5,623,456	3.82%	0.13%	0.08%
Single Family	NA14	DNFR	11	15	26	11.21%	\$ 6,142,500	\$ 7,906,500	\$ 14,049,000	9.54%	0.34%	0.21%
Single Family	NA14	KW ELITE	1		1	0.43%		\$ 445,000	\$ 445,000	0.30%	0.01%	0.01%
Single Family	NA14	PREM PLUS	4	8	12	5.17%	\$ 2,385,000	\$ 5,078,000	\$ 7,463,000	5.07%	0.18%	0.11%
Single Family	NA14	PREM_SOTH	21	20	41	17.67%	\$ 15,386,500	\$ 13,823,500	\$ 29,210,000	19.84%	0.70%	0.43%
Single Family	NA14	ROYAL_SH		3	3	1.29%		\$ 2,318,000	\$ 2,318,000	1.57%	0.06%	0.03%
Single Family	NA14	WOOD	18	11	29	12.50%	\$ 9,570,399	\$ 6,656,900	\$ 16,227,299	11.02%	0.39%	0.24%
Single Family	NA14	X-OTHER	53	48	101	43.53%	\$ 35,528,056	\$ 31,198,700	\$ 66,726,756	45.32%	1.60%	0.99%
Single Family	NA14		116	116	232	100.00%	\$ 73,618,755	\$ 73,618,755	\$ 147,237,510	100.00%	3.52%	2.18%
Single Family	NA15	BHHS		1	1	1.14%		\$ 349,900	\$ 349,900	0.96%	0.01%	0.01%
Single Family	NA15	CBRR	1	2	3	3.41%	\$ 253,000	\$ 683,000	\$ 936,000	2.56%	0.02%	0.01%
Single Family	NA15	DNFR	4	2	6	6.82%	\$ 1,546,850	\$ 852,950	\$ 2,399,800	6.57%	0.06%	0.04%
Single Family	NA15	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA15	PREM PLUS	2	5	7	7.95%	\$ 693,999	\$ 3,115,500	\$ 3,809,499	10.43%	0.09%	0.06%
Single Family	NA15	PREM_SOTH	8	7	15	17.05%	\$ 3,718,000	\$ 3,165,130	\$ 6,883,130	18.85%	0.16%	0.10%
Single Family	NA15	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA15	WOOD	7	7	14	15.91%	\$ 2,292,000	\$ 2,429,999	\$ 4,721,999	12.93%	0.11%	0.07%
Single Family	NA15	X-OTHER	22	20	42	47.73%	\$ 9,754,430	\$ 7,661,800	\$ 17,416,230	47.69%	0.42%	0.26%
Single Family	NA15		44	44	88	100.00%	\$ 18,258,279	\$ 18,258,279	\$ 36,516,558	100.00%	0.87%	0.54%
Single Family	NA16	BHHS	1	4	5	2.81%	\$ 405,000	\$ 2,637,500	\$ 3,042,500	1.72%	0.07%	0.05%
Single Family	NA16	CBRR	2	5	7	3.93%	\$ 1,235,500	\$ 2,703,279	\$ 3,938,779	2.23%	0.09%	0.06%
Single Family	NA16	DNFR	11	7	18	10.11%	\$ 5,746,500	\$ 9,562,345	\$ 15,308,845	8.66%	0.37%	0.23%
Single Family	NA16	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA16	PREM PLUS	7	10	17	9.55%	\$ 2,886,900	\$ 9,666,300	\$ 12,553,200	7.10%	0.30%	0.19%
Single Family	NA16	PREM_SOTH	16	15	31	17.42%	\$ 26,864,000	\$ 23,660,589	\$ 50,524,589	28.59%	1.21%	0.75%
Single Family	NA16	ROYAL_SH	3	1	4	2.25%	\$ 6,871,000	\$ 402,597	\$ 7,273,597	4.12%	0.17%	0.11%
Single Family	NA16	WOOD	21	15	36	20.22%	\$ 23,034,156	\$ 13,797,658	\$ 36,831,814	20.84%	0.88%	0.54%
Single Family	NA16	X-OTHER	28	32	60	33.71%	\$ 21,314,796	\$ 25,927,584	\$ 47,242,380	26.73%	1.13%	0.70%
Single Family	NA16		89	89	178	100.00%	\$ 88,357,852	\$ 88,357,852	\$ 176,715,704	100.00%	4.23%	2.61%

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Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA17	BHHS	3	7	10	3.94%	\$ 734,000	\$ 2,230,700	\$ 2,964,700	3.56%	0.07%	0.04%
Single Family	NA17	CBRR	14	11	25	9.84%	\$ 4,776,900	\$ 3,965,000	\$ 8,741,900	10.50%	0.21%	0.13%
Single Family	NA17	DNFR	11	13	24	9.45%	\$ 3,584,500	\$ 4,618,150	\$ 8,202,650	9.85%	0.20%	0.12%
Single Family	NA17	KW ELITE	2	2	4	1.57%	\$ 590,000	\$ 575,000	\$ 1,165,000	1.40%	0.03%	0.02%
Single Family	NA17	PREM PLUS	18	15	33	12.99%	\$ 6,338,600	\$ 5,227,000	\$ 11,565,600	13.89%	0.28%	0.17%
Single Family	NA17	PREM_SOTH	3	4	7	2.76%	\$ 832,000	\$ 2,049,500	\$ 2,881,500	3.46%	0.07%	0.04%
Single Family	NA17	ROYAL_SH	1	1	2	0.79%	\$ 368,000	\$ 280,000	\$ 648,000	0.78%	0.02%	0.01%
Single Family	NA17	WOOD	12	8	20	7.87%	\$ 4,368,000	\$ 2,589,000	\$ 6,957,000	8.36%	0.17%	0.10%
Single Family	NA17	X-OTHER	63	66	129	50.79%	\$ 20,030,348	\$ 20,087,998	\$ 40,118,346	48.19%	0.96%	0.59%
Single Family	NA17		127	127	254	100.00%	\$ 41,622,348	\$ 41,622,348	\$ 83,244,696	100.00%	1.99%	1.23%
Single Family	NA18	BHHS	1	4	5	2.78%	\$ 305,000	\$ 1,753,000	\$ 2,058,000	3.02%	0.05%	0.03%
Single Family	NA18	CBRR	13	9	22	12.22%	\$ 3,654,900	\$ 3,746,500	\$ 7,401,400	10.85%	0.18%	0.11%
Single Family	NA18	DNFR	13	7	20	11.11%	\$ 7,376,250	\$ 3,602,500	\$ 10,978,750	16.10%	0.26%	0.16%
Single Family	NA18	KW ELITE	1	1	2	0.56%	\$ 285,000	\$ 285,000	\$ 285,000	0.42%	0.01%	0.00%
Single Family	NA18	PREM PLUS	16	11	27	15.00%	\$ 6,277,000	\$ 3,922,800	\$ 10,199,800	14.96%	0.24%	0.15%
Single Family	NA18	PREM_SOTH	1	1	2	0.56%	\$ 455,000	\$ 455,000	\$ 455,000	0.67%	0.01%	0.01%
Single Family	NA18	ROYAL_SH	1	1	2	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA18	WOOD	7	10	17	9.44%	\$ 3,583,000	\$ 4,399,250	\$ 7,982,250	11.71%	0.19%	0.12%
Single Family	NA18	X-OTHER	39	48	87	48.33%	\$ 12,441,346	\$ 16,383,446	\$ 28,824,792	42.27%	0.69%	0.43%
Single Family	NA18		90	90	180	100.00%	\$ 34,092,496	\$ 34,092,496	\$ 68,184,992	100.00%	1.63%	1.01%
Single Family	NA19	BHHS	2	3	5	2.48%	\$ 1,750,000	\$ 1,616,045	\$ 3,366,045	3.18%	0.08%	0.05%
Single Family	NA19	CBRR	4	1	5	2.48%	\$ 1,605,000	\$ 189,000	\$ 1,794,000	1.70%	0.04%	0.03%
Single Family	NA19	DNFR	4	11	15	7.43%	\$ 1,811,000	\$ 7,112,500	\$ 8,923,500	8.43%	0.21%	0.13%
Single Family	NA19	KW ELITE	1	1	2	0.50%	\$ 630,000	\$ 630,000	\$ 630,000	0.60%	0.02%	0.01%
Single Family	NA19	PREM PLUS	15	15	30	14.85%	\$ 8,225,400	\$ 6,351,400	\$ 14,576,800	13.77%	0.35%	0.22%
Single Family	NA19	PREM_SOTH	5	5	10	4.95%	\$ 5,460,000	\$ 2,697,100	\$ 8,157,100	7.71%	0.20%	0.12%
Single Family	NA19	ROYAL_SH	1	1	2	0.00%	\$ -	\$ -	\$ -	0.00%	0.00%	0.00%
Single Family	NA19	WOOD	11	5	16	7.92%	\$ 4,124,500	\$ 3,947,500	\$ 8,072,000	7.63%	0.19%	0.12%
Single Family	NA19	X-OTHER	59	61	120	59.41%	\$ 29,312,197	\$ 31,004,552	\$ 60,316,749	56.99%	1.44%	0.89%
Single Family	NA19		101	101	202	100.00%	\$ 52,918,097	\$ 52,918,097	\$ 105,836,194	100.00%	2.53%	1.57%
Single Family	NA21	BHHS	13	21	34	10.12%	\$ 8,557,500	\$ 15,394,116	\$ 23,951,616	8.85%	0.57%	0.35%
Single Family	NA21	CBRR	2	4	6	1.79%	\$ 1,180,000	\$ 3,686,900	\$ 4,866,900	1.80%	0.12%	0.07%
Single Family	NA21	DNFR	16	17	33	9.82%	\$ 9,494,000	\$ 12,556,400	\$ 22,050,400	8.15%	0.53%	0.33%
Single Family	NA21	KW ELITE	3	1	4	1.19%	\$ 2,100,000	\$ 740,000	\$ 2,840,000	1.05%	0.07%	0.04%
Single Family	NA21	PREM PLUS	7	6	13	3.87%	\$ 6,752,500	\$ 3,662,400	\$ 10,414,900	3.85%	0.25%	0.15%
Single Family	NA21	PREM_SOTH	7	9	16	4.76%	\$ 6,155,000	\$ 8,712,603	\$ 14,867,603	5.49%	0.36%	0.22%
Single Family	NA21	ROYAL_SH	5	2	7	2.08%	\$ 3,343,000	\$ 1,235,000	\$ 4,578,000	1.69%	0.11%	0.07%
Single Family	NA21	WOOD	27	28	55	16.37%	\$ 20,242,116	\$ 26,287,907	\$ 46,530,023	17.19%	1.11%	0.69%
Single Family	NA21	X-OTHER	88	80	168	50.00%	\$ 77,494,455	\$ 63,043,245	\$ 140,537,700	51.93%	3.36%	2.08%
Single Family	NA21		168	168	336	100.00%	\$ 135,318,571	\$ 135,318,571	\$ 270,637,142	100.00%	6.48%	4.00%
Single Family	NA22	BHHS	2	5	7	2.76%	\$ 908,500	\$ 2,317,500	\$ 3,226,000	2.65%	0.08%	0.05%
Single Family	NA22	CBRR	3	4	7	2.76%	\$ 1,828,000	\$ 1,528,000	\$ 3,356,000	2.75%	0.08%	0.05%
Single Family	NA22	DNFR	21	14	35	13.78%	\$ 10,313,400	\$ 5,912,360	\$ 16,225,760	13.31%	0.39%	0.24%
Single Family	NA22	KW ELITE	1	1	2	0.79%	\$ 274,000	\$ 670,000	\$ 944,000	0.77%	0.02%	0.01%
Single Family	NA22	PREM PLUS	9	12	21	8.27%	\$ 6,084,900	\$ 4,752,500	\$ 10,837,400	8.89%	0.26%	0.16%
Single Family	NA22	PREM_SOTH	8	6	14	5.51%	\$ 4,675,000	\$ 3,504,400	\$ 8,179,400	6.71%	0.20%	0.12%
Single Family	NA22	ROYAL_SH	1	1	2	0.79%	\$ 511,000	\$ 244,000	\$ 755,000	0.62%	0.02%	0.01%
Single Family	NA22	WOOD	18	11	29	11.42%	\$ 8,076,500	\$ 5,640,859	\$ 13,717,359	11.25%	0.33%	0.20%
Single Family	NA22	X-OTHER	64	73	137	53.94%	\$ 28,280,404	\$ 36,382,085	\$ 64,662,489	53.04%	1.55%	0.96%
Single Family	NA22		127	127	254	100.00%	\$ 60,951,704	\$ 60,951,704	\$ 121,903,408	100.00%	2.92%	1.80%

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2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA23	BHHS		2	2	3.13%		\$ 798,000	\$ 798,000	2.95%	0.02%	0.01%
Single Family	NA23	CBRR	5		5	7.81%	\$ 2,005,000		\$ 2,005,000	7.41%	0.05%	0.03%
Single Family	NA23	DNFR	4	2	6	9.38%	\$ 2,199,000	\$ 790,000	\$ 2,989,000	11.05%	0.07%	0.04%
Single Family	NA23	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA23	PREM PLUS	4	4	8	12.50%	\$ 2,259,500	\$ 1,820,000	\$ 4,079,500	15.08%	0.10%	0.06%
Single Family	NA23	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA23	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA23	WOOD	2		2	3.13%	\$ 891,000		\$ 891,000	3.29%	0.02%	0.01%
Single Family	NA23	X-OTHER	17	24	41	64.06%	\$ 6,173,022	\$ 10,119,522	\$ 16,292,544	60.22%	0.39%	0.24%
Single Family	NA23		32	32	64	100.00%	\$ 13,527,522	\$ 13,527,522	\$ 27,055,044	100.00%	0.65%	0.40%
Single Family	NA24	BHHS	2		2	1.11%	\$ 510,500		\$ 510,500	1.25%	0.01%	0.01%
Single Family	NA24	CBRR	6	1	7	3.89%	\$ 1,345,500	\$ 178,000	\$ 1,523,500	3.74%	0.04%	0.02%
Single Family	NA24	DNFR	5	4	9	5.00%	\$ 1,146,200	\$ 1,026,100	\$ 2,172,300	5.34%	0.05%	0.03%
Single Family	NA24	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA24	PREM PLUS	10	10	20	11.11%	\$ 2,283,400	\$ 2,182,900	\$ 4,466,300	10.98%	0.11%	0.07%
Single Family	NA24	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA24	ROYAL_SH	1		1	0.56%	\$ 225,000		\$ 225,000	0.55%	0.01%	0.00%
Single Family	NA24	WOOD	1	3	4	2.22%	\$ 245,000	\$ 759,900	\$ 1,004,900	2.47%	0.02%	0.01%
Single Family	NA24	X-OTHER	65	72	137	76.11%	\$ 14,588,625	\$ 16,197,325	\$ 30,785,950	75.66%	0.74%	0.46%
Single Family	NA24		90	90	180	100.00%	\$ 20,344,225	\$ 20,344,225	\$ 40,688,450	100.00%	0.97%	0.60%
Single Family	NA31	BHHS	2	2	4	5.26%	\$ 845,900	\$ 1,362,730	\$ 2,208,630	6.41%	0.05%	0.03%
Single Family	NA31	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA31	DNFR	2	5	7	9.21%	\$ 695,000	\$ 2,004,630	\$ 2,699,630	7.84%	0.06%	0.04%
Single Family	NA31	KW ELITE	1		1	1.32%	\$ 355,000		\$ 355,000	1.03%	0.01%	0.01%
Single Family	NA31	PREM PLUS	2	2	4	5.26%	\$ 740,000	\$ 695,000	\$ 1,435,000	4.17%	0.03%	0.02%
Single Family	NA31	PREM_SOTH	1		1	1.32%	\$ 713,165		\$ 713,165	2.07%	0.02%	0.01%
Single Family	NA31	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA31	WOOD	1	1	2	2.63%	\$ 462,500	\$ 280,000	\$ 742,500	2.16%	0.02%	0.01%
Single Family	NA31	X-OTHER	30	27	57	75.00%	\$ 14,125,010	\$ 12,167,885	\$ 26,292,895	76.33%	0.63%	0.39%
Single Family	NA31		38	38	76	100.00%	\$ 17,223,410	\$ 17,223,410	\$ 34,446,820	100.00%	0.82%	0.51%
Single Family	NA32	BHHS	1		1	12.50%	\$ 222,400		\$ 222,400	11.27%	0.01%	0.00%
Single Family	NA32	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	DNFR		1	1	12.50%		\$ 222,400	\$ 222,400	11.27%	0.01%	0.00%
Single Family	NA32	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA32	X-OTHER	3	3	6	75.00%	\$ 764,000	\$ 764,000	\$ 1,528,000	77.45%	0.04%	0.02%
Single Family	NA32		4	4	8	100.00%	\$ 986,400	\$ 986,400	\$ 1,972,800	100.00%	0.05%	0.03%
Single Family	NA33	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA33	X-OTHER	1	1	2	100.00%	\$ 90,000	\$ 90,000	\$ 180,000	100.00%	0.00%	0.00%
Single Family	NA33		1	1	2	100.00%	\$ 90,000	\$ 90,000	\$ 180,000	100.00%	0.00%	0.00%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA34	BHHS		2	2	1.85%		\$ 697,000	\$ 697,000	2.05%	0.02%	0.01%
Single Family	NA34	CBRR	2	5	7	6.48%	\$ 725,000	\$ 1,692,150	\$ 2,417,150	7.11%	0.06%	0.04%
Single Family	NA34	DNFR	9	7	16	14.81%	\$ 3,040,000	\$ 2,374,995	\$ 5,414,995	15.92%	0.13%	0.08%
Single Family	NA34	KW ELITE	1		1	0.93%	\$ 270,000		\$ 270,000	0.79%	0.01%	0.00%
Single Family	NA34	PREM PLUS	5	4	9	8.33%	\$ 1,482,000	\$ 1,210,000	\$ 2,692,000	7.92%	0.06%	0.04%
Single Family	NA34	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA34	ROYAL_SH	1		1	0.93%	\$ 275,000		\$ 275,000	0.81%	0.01%	0.00%
Single Family	NA34	WOOD	2	1	3	2.78%	\$ 661,000	\$ 325,000	\$ 986,000	2.90%	0.02%	0.01%
Single Family	NA34	X-OTHER	34	35	69	63.89%	\$ 10,551,698	\$ 10,705,553	\$ 21,257,251	62.50%	0.51%	0.31%
Single Family	NA34		54	54	108	100.00%	\$ 17,004,698	\$ 17,004,698	\$ 34,009,396	100.00%	0.81%	0.50%
Single Family	NA35	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	WOOD			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA35	X-OTHER	3	3	6	100.00%	\$ 549,750	\$ 549,750	\$ 1,099,500	100.00%	0.03%	0.02%
Single Family	NA35		3	3	6	100.00%	\$ 549,750	\$ 549,750	\$ 1,099,500	100.00%	0.03%	0.02%
Single Family	NA36	BHHS	2	1	3	4.05%	\$ 695,000	\$ 275,000	\$ 970,000	5.68%	0.02%	0.01%
Single Family	NA36	CBRR		1	1	1.35%		\$ 38,000	\$ 38,000	0.22%	0.00%	0.00%
Single Family	NA36	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA36	KW ELITE	1		1	1.35%	\$ 290,000		\$ 290,000	1.70%	0.01%	0.00%
Single Family	NA36	PREM PLUS		1	1	1.35%		\$ 324,000	\$ 324,000	1.90%	0.01%	0.00%
Single Family	NA36	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA36	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA36	WOOD	6	7	13	17.57%	\$ 1,565,000	\$ 2,130,680	\$ 3,695,680	21.66%	0.09%	0.05%
Single Family	NA36	X-OTHER	28	27	55	74.32%	\$ 5,981,287	\$ 5,763,607	\$ 11,744,894	68.83%	0.28%	0.17%
Single Family	NA36		37	37	74	100.00%	\$ 8,531,287	\$ 8,531,287	\$ 17,062,574	100.00%	0.41%	0.25%
Single Family	NA37	BHHS	3	3	6	5.17%	\$ 1,123,000	\$ 1,973,000	\$ 3,096,000	5.82%	0.07%	0.05%
Single Family	NA37	CBRR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA37	DNFR			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA37	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA37	PREM PLUS	3	3	6	5.17%	\$ 1,500,500	\$ 1,347,795	\$ 2,848,295	5.36%	0.07%	0.04%
Single Family	NA37	PREM_SOTH	4	4	8	6.90%	\$ 1,689,000	\$ 1,727,566	\$ 3,416,566	6.43%	0.08%	0.05%
Single Family	NA37	ROYAL_SH		3	3	2.59%		\$ 1,004,534	\$ 1,004,534	1.89%	0.02%	0.01%
Single Family	NA37	WOOD	1	3	4	3.45%	\$ 1,230,000	\$ 1,098,975	\$ 2,328,975	4.38%	0.06%	0.03%
Single Family	NA37	X-OTHER	47	42	89	76.72%	\$ 21,034,592	\$ 19,425,222	\$ 40,459,814	76.12%	0.97%	0.60%
Single Family	NA37		58	58	116	100.00%	\$ 26,577,092	\$ 26,577,092	\$ 53,154,184	100.00%	1.27%	0.79%
Single Family	NA38	BHHS		2	2	1.79%		\$ 1,205,000	\$ 1,205,000	1.76%	0.03%	0.02%
Single Family	NA38	CBRR	1	4	5	4.46%	\$ 455,000	\$ 1,810,000	\$ 2,265,000	3.31%	0.05%	0.03%
Single Family	NA38	DNFR	2	4	6	5.36%	\$ 1,260,000	\$ 2,764,410	\$ 4,024,410	5.87%	0.10%	0.06%
Single Family	NA38	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA38	PREM PLUS	2	3	5	4.46%	\$ 1,314,000	\$ 1,706,650	\$ 3,020,650	4.41%	0.07%	0.04%
Single Family	NA38	PREM_SOTH	21	14	35	31.25%	\$ 13,138,614	\$ 8,476,114	\$ 21,614,728	31.54%	0.52%	0.32%
Single Family	NA38	ROYAL_SH		1	1	0.89%		\$ 714,910	\$ 714,910	1.04%	0.02%	0.01%
Single Family	NA38	WOOD	1	3	4	3.57%	\$ 515,000	\$ 3,685,000	\$ 4,200,000	6.13%	0.10%	0.06%
Single Family	NA38	X-OTHER	29	25	54	48.21%	\$ 17,581,436	\$ 13,901,966	\$ 31,483,402	45.94%	0.75%	0.47%
Single Family	NA38		56	56	112	100.00%	\$ 34,264,050	\$ 34,264,050	\$ 68,528,100	100.00%	1.64%	1.01%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA39	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA39	CBRR	1		1	5.56%	\$ 180,000		\$ 180,000	2.33%	0.00%	0.00%
Single Family	NA39	DNFR	1	1	2	11.11%	\$ 525,000	\$ 475,000	\$ 1,000,000	12.93%	0.02%	0.01%
Single Family	NA39	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA39	PREM PLUS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA39	PREM_SOTH		1	1	5.56%		\$ 650,000	\$ 650,000	8.41%	0.02%	0.01%
Single Family	NA39	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA39	WOOD	1		1	5.56%	\$ 338,000		\$ 338,000	4.37%	0.01%	0.01%
Single Family	NA39	X-OTHER	6	7	13	72.22%	\$ 2,823,000	\$ 2,741,000	\$ 5,564,000	71.96%	0.13%	0.08%
Single Family	NA39		9	9	18	100.00%	\$ 3,866,000	\$ 3,866,000	\$ 7,732,000	100.00%	0.19%	0.11%
Single Family	NA41	BHHS	2		2	2.70%	\$ 923,000		\$ 923,000	3.58%	0.02%	0.01%
Single Family	NA41	CBRR	2	4	6	8.11%	\$ 573,700	\$ 1,488,077	\$ 2,061,777	7.99%	0.05%	0.03%
Single Family	NA41	DNFR	1	2	3	4.05%	\$ 211,100	\$ 762,000	\$ 973,100	3.77%	0.02%	0.01%
Single Family	NA41	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA41	PREM PLUS		8	10	13.51%	\$ 2,628,000	\$ 634,000	\$ 3,262,000	12.64%	0.08%	0.05%
Single Family	NA41	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA41	ROYAL_SH		1	1	1.35%		\$ 211,100	\$ 211,100	0.82%	0.01%	0.00%
Single Family	NA41	WOOD	3	3	6	8.11%	\$ 1,727,000	\$ 991,000	\$ 2,718,000	10.53%	0.07%	0.04%
Single Family	NA41	X-OTHER	21	25	46	62.16%	\$ 6,844,566	\$ 8,821,189	\$ 15,665,755	60.69%	0.37%	0.23%
Single Family	NA41		37	37	74	100.00%	\$ 12,907,366	\$ 12,907,366	\$ 25,814,732	100.00%	0.62%	0.38%
Single Family	NA42	BHHS	1		2	3.23%	\$ 241,000	\$ 482,000	\$ 723,000	2.82%	0.01%	0.01%
Single Family	NA42	CBRR		2	2	3.23%		\$ 680,000	\$ 680,000	3.98%	0.02%	0.01%
Single Family	NA42	DNFR	5		5	8.06%		\$ 1,438,325	\$ 1,438,325	8.41%	0.03%	0.02%
Single Family	NA42	KW ELITE	1		1	1.61%		\$ 362,000	\$ 362,000	2.12%	0.01%	0.01%
Single Family	NA42	PREM PLUS		4	7	11.29%	\$ 1,168,900	\$ 662,500	\$ 1,831,400	10.71%	0.04%	0.03%
Single Family	NA42	PREM_SOTH		1	1	1.61%		\$ 285,000	\$ 285,000	1.67%	0.01%	0.00%
Single Family	NA42	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA42	WOOD	2	2	4	6.45%	\$ 645,000	\$ 555,000	\$ 1,200,000	7.02%	0.03%	0.02%
Single Family	NA42	X-OTHER	24	16	40	64.52%	\$ 6,491,998	\$ 4,323,073	\$ 10,815,071	63.27%	0.26%	0.16%
Single Family	NA42		31	31	62	100.00%	\$ 8,546,898	\$ 8,546,898	\$ 17,093,796	100.00%	0.41%	0.25%
Single Family	NA43	BHHS	1	2	3	6.00%	\$ 374,000	\$ 789,000	\$ 1,163,000	6.31%	0.03%	0.02%
Single Family	NA43	CBRR	2		2	4.00%	\$ 516,000		\$ 516,000	2.80%	0.01%	0.01%
Single Family	NA43	DNFR	3	2	5	10.00%	\$ 942,500	\$ 667,500	\$ 1,610,000	8.73%	0.04%	0.02%
Single Family	NA43	KW ELITE	1		1	2.00%		\$ 553,000	\$ 553,000	3.00%	0.01%	0.01%
Single Family	NA43	PREM PLUS		4	7	14.00%	\$ 1,419,500	\$ 1,103,500	\$ 2,523,000	13.68%	0.06%	0.04%
Single Family	NA43	PREM_SOTH		1	1	2.00%		\$ 425,000	\$ 425,000	2.31%	0.01%	0.01%
Single Family	NA43	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA43	WOOD	1	3	4	8.00%	\$ 487,500	\$ 884,500	\$ 1,372,000	7.44%	0.03%	0.02%
Single Family	NA43	X-OTHER	14	13	27	54.00%	\$ 5,479,042	\$ 4,796,042	\$ 10,275,084	55.73%	0.25%	0.15%
Single Family	NA43		25	25	50	100.00%	\$ 9,218,542	\$ 9,218,542	\$ 18,437,084	100.00%	0.44%	0.27%
Single Family	NA44	BHHS	4	1	5	7.14%	\$ 1,232,350	\$ 205,000	\$ 1,437,350	7.03%	0.03%	0.02%
Single Family	NA44	CBRR	2	1	3	4.29%	\$ 595,000	\$ 302,000	\$ 897,000	4.39%	0.02%	0.01%
Single Family	NA44	DNFR	3	4	7	10.00%	\$ 971,000	\$ 1,668,900	\$ 2,639,900	12.91%	0.06%	0.04%
Single Family	NA44	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA44	PREM PLUS		5	11	15.71%	\$ 1,597,000	\$ 1,887,500	\$ 3,484,500	17.05%	0.08%	0.05%
Single Family	NA44	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA44	ROYAL_SH		1	1	1.43%		\$ 224,700	\$ 224,700	1.10%	0.01%	0.00%
Single Family	NA44	WOOD	1	2	3	4.29%	\$ 267,000	\$ 667,000	\$ 934,000	4.57%	0.02%	0.01%
Single Family	NA44	X-OTHER	20	20	40	57.14%	\$ 5,558,500	\$ 5,265,750	\$ 10,824,250	52.95%	0.26%	0.16%
Single Family	NA44		35	35	70	100.00%	\$ 10,220,850	\$ 10,220,850	\$ 20,441,700	100.00%	0.49%	0.30%

John R. Wood Inc., REALTORS
Company Market Share Report
1st Half 2016 Market Share Report

2016 1st Half Sales	Geo Code	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% Property Type	% Total Volume
Single Family	NA45	BHHS	1		1	2.17%	\$ 299,000		\$ 299,000	2.22%	0.01%	0.00%
Single Family	NA45	CBRR	1	3	4	8.70%	\$ 310,500	\$ 693,000	\$ 1,003,500	7.45%	0.02%	0.01%
Single Family	NA45	DNFR	1	1	2	4.35%	\$ 225,000	\$ 370,000	\$ 595,000	4.42%	0.01%	0.01%
Single Family	NA45	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA45	PREM PLUS	3	4	7	15.22%	\$ 720,000	\$ 949,000	\$ 1,669,000	12.39%	0.04%	0.02%
Single Family	NA45	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA45	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA45	WOOD	2	3	5	10.87%	\$ 645,000	\$ 859,500	\$ 1,504,500	11.17%	0.04%	0.02%
Single Family	NA45	X-OTHER	15	12	27	58.70%	\$ 4,537,900	\$ 3,865,900	\$ 8,403,800	62.37%	0.20%	0.12%
Single Family	NA45		23	23	46	100.00%	\$ 6,737,400	\$ 6,737,400	\$ 13,474,800	100.00%	0.32%	0.20%
Single Family	NA46	BHHS			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA46	CBRR	3	7	10	9.80%	\$ 662,400	\$ 1,712,500	\$ 2,374,900	9.61%	0.06%	0.04%
Single Family	NA46	DNFR	2	1	3	2.94%	\$ 446,900	\$ 210,000	\$ 656,900	2.66%	0.02%	0.01%
Single Family	NA46	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA46	PREM PLUS	3	6	9	8.82%	\$ 774,797	\$ 1,530,097	\$ 2,304,894	9.33%	0.06%	0.03%
Single Family	NA46	PREM_SOTH	1	1	2	1.96%	\$ 324,500	\$ 205,000	\$ 529,500	2.14%	0.01%	0.01%
Single Family	NA46	ROYAL_SH		2	2	1.96%		\$ 580,250	\$ 580,250	2.35%	0.01%	0.01%
Single Family	NA46	WOOD	5	2	7	6.86%	\$ 1,224,250	\$ 515,000	\$ 1,739,250	7.04%	0.04%	0.03%
Single Family	NA46	X-OTHER	37	32	69	67.65%	\$ 8,923,139	\$ 7,603,139	\$ 16,526,278	66.88%	0.40%	0.24%
Single Family	NA46		51	51	102	100.00%	\$ 12,355,986	\$ 12,355,986	\$ 24,711,972	100.00%	0.59%	0.37%
Single Family	NA47	BHHS	1	1	2	1.85%	\$ 397,000	\$ 285,000	\$ 682,000	2.54%	0.02%	0.01%
Single Family	NA47	CBRR	6	2	8	7.41%	\$ 1,601,000	\$ 553,000	\$ 2,154,000	8.04%	0.05%	0.03%
Single Family	NA47	DNFR	3	2	5	4.63%	\$ 745,000	\$ 466,000	\$ 1,211,000	4.52%	0.03%	0.02%
Single Family	NA47	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA47	PREM PLUS	12	4	16	14.81%	\$ 3,015,400	\$ 1,135,900	\$ 4,151,300	15.49%	0.10%	0.06%
Single Family	NA47	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA47	ROYAL_SH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA47	WOOD	4	5	9	8.33%	\$ 879,000	\$ 1,344,000	\$ 2,223,000	8.29%	0.05%	0.03%
Single Family	NA47	X-OTHER	28	40	68	62.96%	\$ 6,766,000	\$ 9,619,500	\$ 16,385,500	61.12%	0.39%	0.24%
Single Family	NA47		54	54	108	100.00%	\$ 13,403,400	\$ 13,403,400	\$ 26,806,800	100.00%	0.64%	0.40%
Single Family	NA48	BHHS		1	1	0.79%		\$ 274,750	\$ 274,750	0.89%	0.01%	0.00%
Single Family	NA48	CBRR	4	2	6	4.76%	\$ 1,067,000	\$ 464,750	\$ 1,531,750	4.97%	0.04%	0.02%
Single Family	NA48	DNFR	4	6	10	7.94%	\$ 1,046,900	\$ 1,385,900	\$ 2,432,800	7.90%	0.06%	0.04%
Single Family	NA48	KW ELITE			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA48	PREM PLUS	7	8	15	11.90%	\$ 1,507,000	\$ 1,831,900	\$ 3,338,900	10.84%	0.08%	0.05%
Single Family	NA48	PREM_SOTH			0	0.00%			\$ -	0.00%	0.00%	0.00%
Single Family	NA48	ROYAL_SH		1	1	0.79%		\$ 279,000	\$ 279,000	0.91%	0.01%	0.00%
Single Family	NA48	WOOD	3	4	7	5.56%	\$ 882,250	\$ 966,000	\$ 1,848,250	6.00%	0.04%	0.03%
Single Family	NA48	X-OTHER	45	41	86	68.25%	\$ 10,899,899	\$ 10,200,749	\$ 21,100,648	68.50%	0.50%	0.31%
Single Family	NA48		63	63	126	100.00%	\$ 15,403,049	\$ 15,403,049	\$ 30,806,098	100.00%	0.74%	0.46%
Single Family	NA50	BHHS			0				\$ -		0.00%	0.00%
Single Family	NA50	CBRR			0				\$ -		0.00%	0.00%
Single Family	NA50	DNFR			0				\$ -		0.00%	0.00%
Single Family	NA50	KW ELITE			0				\$ -		0.00%	0.00%
Single Family	NA50	PREM PLUS			0				\$ -		0.00%	0.00%
Single Family	NA50	PREM_SOTH			0				\$ -		0.00%	0.00%
Single Family	NA50	ROYAL_SH			0				\$ -		0.00%	0.00%
Single Family	NA50	WOOD			0				\$ -		0.00%	0.00%
Single Family	NA50	X-OTHER	1	1	2		\$ 260,000	\$ 260,000	\$ 520,000		0.01%	0.01%
Single Family	NA50		1	1	2		\$ 260,000	\$ 260,000	\$ 520,000		0.01%	0.01%
Single Family			2,958	2,958	5,916		\$ 2,089,652,608	\$ 2,089,652,608	\$ 4,179,305,216		100.00%	61.83%
Grand			6,178	6,178	12,356		\$ 3,379,472,030	\$ 3,379,472,030	\$ 6,758,944,060			100.00%