

John R. Wood Properties
Market Share Report 2016 Yearend

2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	BN01	BHHS	3	1	4	3.64%	\$ 1,575,000	\$ 335,000	\$ 1,910,000	3.70%	0.02%
CONDO		CBRR	3	3	6	5.45%	\$ 1,567,500	\$ 1,754,639	\$ 3,322,139	6.43%	0.03%
CONDO		DNFR	3	3	6	5.45%	\$ 1,492,500	\$ 1,390,000	\$ 2,882,500	5.58%	0.02%
CONDO		KW_ELITE	2	1	3	2.73%	\$ 1,385,000	\$ 485,000	\$ 1,870,000	3.62%	0.02%
CONDO		PREM_PLUS	3	5	8	7.27%	\$ 1,640,000	\$ 2,707,500	\$ 4,347,500	8.42%	0.04%
CONDO		PREM_SOTH		2	2	1.82%		\$ 1,140,000	\$ 1,140,000	2.21%	0.01%
CONDO		ROYAL_SH	3	3	6	5.45%	\$ 1,031,250	\$ 1,348,750	\$ 2,380,000	4.61%	0.02%
CONDO		WOOD	3	4	7	6.36%	\$ 1,826,000	\$ 2,324,900	\$ 4,150,900	8.04%	0.03%
CONDO		X-OTHER	35	33	68	61.82%	\$ 15,296,939	\$ 14,328,400	\$ 29,625,339	57.38%	0.25%
CONDO	BN01 Total		55	55	110	100.00%	\$ 25,814,189	\$ 25,814,189	\$ 51,628,378	100.00%	0.43%
CONDO	BN02	BHHS	5	5	10	10.42%	\$ 1,060,000	\$ 1,060,000	\$ 2,120,000	9.77%	0.02%
CONDO		CBRR		2	2	2.08%		\$ 792,500	\$ 792,500	3.65%	0.01%
CONDO		DNFR	5	4	9	9.38%	\$ 1,152,000	\$ 921,000	\$ 2,073,000	9.55%	0.02%
CONDO		KW_ELITE	2		2	2.08%	\$ 444,900		\$ 444,900	2.05%	0.00%
CONDO		PREM_PLUS	1	5	6	6.25%	\$ 119,000	\$ 982,500	\$ 1,101,500	5.07%	0.01%
CONDO		PREM_SOTH	1		1	1.04%	\$ 247,000		\$ 247,000	1.14%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	4	6	10	10.42%	\$ 810,000	\$ 1,217,000	\$ 2,027,000	9.34%	0.02%
CONDO		X-OTHER	30	26	56	58.33%	\$ 7,020,249	\$ 5,880,149	\$ 12,900,398	59.43%	0.11%
CONDO	BN02 Total		48	48	96	100.00%	\$ 10,853,149	\$ 10,853,149	\$ 21,706,298	100.00%	0.18%
CONDO	BN04	BHHS	3		3	1.35%	\$ 2,255,000		\$ 2,255,000	1.51%	0.02%
CONDO		CBRR		3	3	1.35%		\$ 1,752,400	\$ 1,752,400	1.17%	0.01%
CONDO		DNFR	7	9	16	7.21%	\$ 2,720,000	\$ 4,704,000	\$ 7,424,000	4.97%	0.06%
CONDO		KW_ELITE		2	2	0.90%		\$ 879,000	\$ 879,000	0.59%	0.01%
CONDO		PREM_PLUS		1	1	0.45%		\$ 455,000	\$ 455,000	0.30%	0.00%
CONDO		PREM_SOTH	17	10	27	12.16%	\$ 6,804,900	\$ 5,030,500	\$ 11,835,400	7.93%	0.10%
CONDO		ROYAL_SH	25	14	39	17.57%	\$ 15,030,900	\$ 7,458,001	\$ 22,488,901	15.06%	0.19%
CONDO		WOOD	51	47	98	44.14%	\$ 43,847,451	\$ 37,591,450	\$ 81,438,901	54.55%	0.68%
CONDO		X-OTHER	8	25	33	14.86%	\$ 3,983,214	\$ 16,771,114	\$ 20,754,328	13.90%	0.17%
CONDO	BN04 Total		111	111	222	100.00%	\$ 74,641,465	\$ 74,641,465	\$ 149,282,930	100.00%	1.24%
CONDO	BN05	BHHS	15	12	27	10.55%	\$ 6,384,000	\$ 4,944,400	\$ 11,328,400	7.64%	0.09%
CONDO		CBRR	4	7	11	4.30%	\$ 1,142,000	\$ 2,321,000	\$ 3,463,000	2.33%	0.03%
CONDO		DNFR	12	10	22	8.59%	\$ 4,948,000	\$ 5,307,500	\$ 10,255,500	6.91%	0.09%
CONDO		KW_ELITE	13	6	19	7.42%	\$ 7,852,000	\$ 3,307,500	\$ 11,159,500	7.52%	0.09%
CONDO		PREM_PLUS		4	4	1.56%		\$ 682,000	\$ 682,000	0.46%	0.01%
CONDO		PREM_SOTH	10	4	14	5.47%	\$ 3,687,500	\$ 2,172,500	\$ 5,860,000	3.95%	0.05%
CONDO		ROYAL_SH	5	7	12	4.69%	\$ 1,748,900	\$ 3,330,400	\$ 5,079,300	3.42%	0.04%
CONDO		WOOD	23	23	46	17.97%	\$ 15,772,500	\$ 17,218,700	\$ 32,991,200	22.24%	0.27%
CONDO		X-OTHER	46	55	101	39.45%	\$ 32,645,280	\$ 34,896,180	\$ 67,541,460	45.53%	0.56%
CONDO	BN05 Total		128	128	256	100.00%	\$ 74,180,180	\$ 74,180,180	\$ 148,360,360	100.00%	1.23%

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CONDO	BN06	BHHS	1	5	6	3.85%	\$ 166,000	\$ 1,118,645	\$ 1,284,645	3.99%	0.01%
CONDO		CBRR	4	2	6	3.85%	\$ 765,500	\$ 264,125	\$ 1,029,625	3.20%	0.01%
CONDO		DNFR	1	5	6	3.85%	\$ 208,500	\$ 826,260	\$ 1,034,760	3.21%	0.01%
CONDO		KW_ELITE	9	3	12	7.69%	\$ 1,456,900	\$ 465,900	\$ 1,922,800	5.97%	0.02%
CONDO		PREM_PLUS	2	2	4	2.56%	\$ 333,000	\$ 495,650	\$ 828,650	2.57%	0.01%
CONDO		PREM_SOTH		2	2	1.28%		\$ 414,000	\$ 414,000	1.29%	0.00%
CONDO		ROYAL_SH		2	2	1.28%		\$ 573,000	\$ 573,000	1.78%	0.00%
CONDO		WOOD	8	7	15	9.62%	\$ 1,687,500	\$ 1,246,000	\$ 2,933,500	9.11%	0.02%
CONDO		X-OTHER	53	50	103	66.03%	\$ 11,489,383	\$ 10,703,203	\$ 22,192,586	68.89%	0.18%
CONDO	BN06 Total		78	78	156	100.00%	\$ 16,106,783	\$ 16,106,783	\$ 32,213,566	100.00%	0.27%
CONDO	BN07	BHHS	2	1	3	1.69%	\$ 305,000	\$ 100,000	\$ 405,000	1.28%	0.00%
CONDO		CBRR	2	3	5	2.81%	\$ 439,500	\$ 525,750	\$ 965,250	3.05%	0.01%
CONDO		DNFR	5	7	12	6.74%	\$ 886,250	\$ 1,066,000	\$ 1,952,250	6.16%	0.02%
CONDO		KW_ELITE		3	3	1.69%		\$ 518,000	\$ 518,000	1.63%	0.00%
CONDO		PREM_PLUS	18	15	33	18.54%	\$ 3,589,500	\$ 3,199,500	\$ 6,789,000	21.43%	0.06%
CONDO		PREM_SOTH		2	2	1.12%		\$ 430,000	\$ 430,000	1.36%	0.00%
CONDO		ROYAL_SH	6	6	12	6.74%	\$ 1,202,000	\$ 1,161,000	\$ 2,363,000	7.46%	0.02%
CONDO		WOOD	6	12	18	10.11%	\$ 987,500	\$ 2,067,000	\$ 3,054,500	9.64%	0.03%
CONDO		X-OTHER	50	40	90	50.56%	\$ 8,431,574	\$ 6,774,074	\$ 15,205,648	47.99%	0.13%
CONDO	BN07 Total		89	89	178	100.00%	\$ 15,841,324	\$ 15,841,324	\$ 31,682,648	100.00%	0.26%
CONDO	BN08	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR	1	1	2	5.00%	\$ 140,000	\$ 203,910	\$ 343,910	5.22%	0.00%
CONDO		DNFR	1	2	3	7.50%	\$ 180,500	\$ 292,500	\$ 473,000	7.17%	0.00%
CONDO		KW_ELITE	2	2	4	10.00%	\$ 235,000	\$ 287,000	\$ 522,000	7.92%	0.00%
CONDO		PREM_PLUS		2	2	5.00%		\$ 241,000	\$ 241,000	3.66%	0.00%
CONDO		PREM_SOTH	1		1	2.50%	\$ 125,000		\$ 125,000	1.90%	0.00%
CONDO		ROYAL_SH	1	2	3	7.50%	\$ 213,000	\$ 350,000	\$ 563,000	8.54%	0.00%
CONDO		WOOD		1	1	2.50%		\$ 105,000	\$ 105,000	1.59%	0.00%
CONDO		X-OTHER	14	10	24	60.00%	\$ 2,402,810	\$ 1,816,900	\$ 4,219,710	64.01%	0.04%
CONDO	BN08 Total		20	20	40	100.00%	\$ 3,296,310	\$ 3,296,310	\$ 6,592,620	100.00%	0.05%
CONDO	BN09	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR		1	1	1.52%		\$ 230,000	\$ 230,000	1.49%	0.00%
CONDO		DNFR	3	1	4	6.06%	\$ 671,500	\$ 265,000	\$ 936,500	6.09%	0.01%
CONDO		KW_ELITE	2	1	3	4.55%	\$ 478,000	\$ 230,000	\$ 708,000	4.60%	0.01%
CONDO		PREM_PLUS	5	6	11	16.67%	\$ 1,123,000	\$ 1,325,000	\$ 2,448,000	15.91%	0.02%
CONDO		PREM_SOTH		2	2	3.03%		\$ 411,000	\$ 411,000	2.67%	0.00%
CONDO		ROYAL_SH	10	5	15	22.73%	\$ 2,521,500	\$ 1,106,000	\$ 3,627,500	23.58%	0.03%
CONDO		WOOD	1	2	3	4.55%	\$ 315,000	\$ 590,000	\$ 905,000	5.88%	0.01%
CONDO		X-OTHER	12	15	27	40.91%	\$ 2,584,000	\$ 3,536,000	\$ 6,120,000	39.78%	0.05%
CONDO	BN09 Total		33	33	66	100.00%	\$ 7,693,000	\$ 7,693,000	\$ 15,386,000	100.00%	0.13%

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CONDO	BN10	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR	1	2	3	4.05%	\$ 143,000	\$ 432,000	\$ 575,000	4.51%	0.00%
CONDO		DNFR	1	2	3	4.05%	\$ 150,000	\$ 279,000	\$ 429,000	3.37%	0.00%
CONDO		KW_ELITE	1	3	4	5.41%	\$ 140,000	\$ 517,500	\$ 657,500	5.16%	0.01%
CONDO		PREM_PLUS	1		1	1.35%	\$ 289,000		\$ 289,000	2.27%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	2	2	4	5.41%	\$ 516,000	\$ 484,000	\$ 1,000,000	7.85%	0.01%
CONDO		WOOD	5	4	9	12.16%	\$ 680,000	\$ 895,000	\$ 1,575,000	12.36%	0.01%
CONDO		X-OTHER	26	24	50	67.57%	\$ 4,450,850	\$ 3,761,350	\$ 8,212,200	64.47%	0.07%
CONDO	BN10 Total		37	37	74	100.00%	\$ 6,368,850	\$ 6,368,850	\$ 12,737,700	100.00%	0.11%
CONDO	BN11	BHHS		2	2	1.52%		\$ 685,000	\$ 685,000	1.99%	0.01%
CONDO		CBRR	4		4	3.03%	\$ 1,187,000		\$ 1,187,000	3.45%	0.01%
CONDO		DNFR	7	12	19	14.39%	\$ 1,959,000	\$ 3,200,500	\$ 5,159,500	15.01%	0.04%
CONDO		KW_ELITE	1		1	0.76%	\$ 521,500		\$ 521,500	1.52%	0.00%
CONDO		PREM_PLUS	13	12	25	18.94%	\$ 3,868,900	\$ 3,158,000	\$ 7,026,900	20.45%	0.06%
CONDO		PREM_SOTH	5	3	8	6.06%	\$ 1,549,400	\$ 575,900	\$ 2,125,300	6.18%	0.02%
CONDO		ROYAL_SH		2	2	1.52%		\$ 597,500	\$ 597,500	1.74%	0.00%
CONDO		WOOD	4	2	6	4.55%	\$ 1,145,300	\$ 681,900	\$ 1,827,200	5.32%	0.02%
CONDO		X-OTHER	32	33	65	49.24%	\$ 6,950,452	\$ 8,282,752	\$ 15,233,204	44.33%	0.13%
CONDO	BN11 Total		66	66	132	100.00%	\$ 17,181,552	\$ 17,181,552	\$ 34,363,104	100.00%	0.29%
CONDO	BN12	BHHS	6	9	15	3.79%	\$ 1,392,400	\$ 1,934,621	\$ 3,327,021	3.44%	0.03%
CONDO		CBRR	4	4	8	2.02%	\$ 851,300	\$ 938,955	\$ 1,790,255	1.85%	0.01%
CONDO		DNFR	11	16	27	6.82%	\$ 3,165,300	\$ 4,163,717	\$ 7,329,017	7.58%	0.06%
CONDO		KW_ELITE	7	8	15	3.79%	\$ 1,797,118	\$ 2,366,919	\$ 4,164,037	4.31%	0.03%
CONDO		PREM_PLUS	7	16	23	5.81%	\$ 1,549,000	\$ 4,003,615	\$ 5,552,615	5.75%	0.05%
CONDO		PREM_SOTH	19	15	34	8.59%	\$ 3,940,700	\$ 3,237,495	\$ 7,178,195	7.43%	0.06%
CONDO		ROYAL_SH	4	3	7	1.77%	\$ 860,000	\$ 661,079	\$ 1,521,079	1.57%	0.01%
CONDO		WOOD	38	24	62	15.66%	\$ 10,351,800	\$ 6,156,399	\$ 16,508,199	17.08%	0.14%
CONDO		X-OTHER	102	103	205	51.77%	\$ 24,407,664	\$ 24,852,482	\$ 49,260,146	50.98%	0.41%
CONDO	BN12 Total		198	198	396	100.00%	\$ 48,315,282	\$ 48,315,282	\$ 96,630,564	100.00%	0.80%
CONDO	ES01	BHHS	9	11	20	6.06%	\$ 3,059,000	\$ 3,259,500	\$ 6,318,500	7.05%	0.05%
CONDO		CBRR		4	4	1.21%		\$ 755,400	\$ 755,400	0.84%	0.01%
CONDO		DNFR	18	20	38	11.52%	\$ 5,852,900	\$ 6,015,500	\$ 11,868,400	13.24%	0.10%
CONDO		KW_ELITE	6	6	12	3.64%	\$ 1,166,400	\$ 1,287,550	\$ 2,453,950	2.74%	0.02%
CONDO		PREM_PLUS	8	8	16	4.85%	\$ 1,465,800	\$ 1,654,400	\$ 3,120,200	3.48%	0.03%
CONDO		PREM_SOTH	1	1	2	0.61%	\$ 235,000	\$ 400,000	\$ 635,000	0.71%	0.01%
CONDO		ROYAL_SH	10	9	19	5.76%	\$ 2,765,000	\$ 2,812,000	\$ 5,577,000	6.22%	0.05%
CONDO		WOOD	12	13	25	7.58%	\$ 4,364,400	\$ 4,009,500	\$ 8,373,900	9.34%	0.07%
CONDO		X-OTHER	101	93	194	58.79%	\$ 25,901,849	\$ 24,616,499	\$ 50,518,348	56.37%	0.42%
CONDO	ES01 Total		165	165	330	100.00%	\$ 44,810,349	\$ 44,810,349	\$ 89,620,698	100.00%	0.74%

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CONDO	ES02	BHHS	2	4	6	2.94%	\$ 415,000	\$ 877,500	\$ 1,292,500	3.11%	0.01%
CONDO		CBRR	3	1	4	1.96%	\$ 512,850	\$ 196,000	\$ 708,850	1.71%	0.01%
CONDO		DNFR	3	5	8	3.92%	\$ 589,500	\$ 971,000	\$ 1,560,500	3.76%	0.01%
CONDO		KW_ELITE	10	5	15	7.35%	\$ 1,724,500	\$ 951,500	\$ 2,676,000	6.44%	0.02%
CONDO		PREM_PLUS	3	7	10	4.90%	\$ 658,900	\$ 1,389,000	\$ 2,047,900	4.93%	0.02%
CONDO		PREM_SOTH	1		1	0.49%	\$ 300,000		\$ 300,000	0.72%	0.00%
CONDO		ROYAL_SH	6	3	9	4.41%	\$ 1,165,500	\$ 630,000	\$ 1,795,500	4.32%	0.01%
CONDO		WOOD	7	4	11	5.39%	\$ 1,654,000	\$ 832,500	\$ 2,486,500	5.99%	0.02%
CONDO		X-OTHER	67	73	140	68.63%	\$ 13,740,500	\$ 14,913,250	\$ 28,653,750	69.01%	0.24%
CONDO	ES02 Total		102	102	204	100.00%	\$ 20,760,750	\$ 20,760,750	\$ 41,521,500	100.00%	0.35%
CONDO	ES03	BHHS	5	2	7	2.45%	\$ 1,318,000	\$ 532,500	\$ 1,850,500	2.78%	0.02%
CONDO		CBRR	2		2	0.70%	\$ 492,000		\$ 492,000	0.74%	0.00%
CONDO		DNFR	8	7	15	5.24%	\$ 2,143,000	\$ 1,727,500	\$ 3,870,500	5.82%	0.03%
CONDO		KW_ELITE	27	14	41	14.34%	\$ 5,777,270	\$ 3,702,270	\$ 9,479,540	14.26%	0.08%
CONDO		PREM_PLUS	5	8	13	4.55%	\$ 1,223,100	\$ 1,856,000	\$ 3,079,100	4.63%	0.03%
CONDO		PREM_SOTH	2		2	0.70%	\$ 416,500		\$ 416,500	0.63%	0.00%
CONDO		ROYAL_SH	3	7	10	3.50%	\$ 726,500	\$ 1,644,500	\$ 2,371,000	3.57%	0.02%
CONDO		WOOD	4	7	11	3.85%	\$ 887,900	\$ 1,907,000	\$ 2,794,900	4.20%	0.02%
CONDO		X-OTHER	87	98	185	64.69%	\$ 20,262,100	\$ 21,876,600	\$ 42,138,700	63.37%	0.35%
CONDO	ES03 Total		143	143	286	100.00%	\$ 33,246,370	\$ 33,246,370	\$ 66,492,740	100.00%	0.55%
CONDO	ES04	BHHS	5	4	9	2.71%	\$ 1,789,900	\$ 1,054,000	\$ 2,843,900	2.96%	0.02%
CONDO		CBRR	2	1	3	0.90%	\$ 718,000	\$ 279,000	\$ 997,000	1.04%	0.01%
CONDO		DNFR	34	23	57	17.17%	\$ 10,710,550	\$ 7,457,150	\$ 18,167,700	18.93%	0.15%
CONDO		KW_ELITE	30	19	49	14.76%	\$ 7,711,000	\$ 5,371,900	\$ 13,082,900	13.63%	0.11%
CONDO		PREM_PLUS	4	5	9	2.71%	\$ 1,137,000	\$ 1,356,900	\$ 2,493,900	2.60%	0.02%
CONDO		PREM_SOTH	7	8	15	4.52%	\$ 2,627,500	\$ 2,600,500	\$ 5,228,000	5.45%	0.04%
CONDO		ROYAL_SH	11	15	26	7.83%	\$ 3,403,500	\$ 4,551,059	\$ 7,954,559	8.29%	0.07%
CONDO		WOOD	11	21	32	9.64%	\$ 3,124,400	\$ 5,787,150	\$ 8,911,550	9.29%	0.07%
CONDO		X-OTHER	62	70	132	39.76%	\$ 16,756,409	\$ 19,520,600	\$ 36,277,009	37.81%	0.30%
CONDO	ES04 Total		166	166	332	100.00%	\$ 47,978,259	\$ 47,978,259	\$ 95,956,518	100.00%	0.80%
CONDO	NA01	BHHS	2	3	5	1.29%	\$ 670,000	\$ 897,000	\$ 1,567,000	0.69%	0.01%
CONDO		CBRR	12	6	18	4.64%	\$ 6,894,000	\$ 3,711,500	\$ 10,605,500	4.67%	0.09%
CONDO		DNFR	40	13	53	13.66%	\$ 28,051,500	\$ 9,100,500	\$ 37,152,000	16.37%	0.31%
CONDO		KW_ELITE	2	1	3	0.77%	\$ 1,480,000	\$ 320,000	\$ 1,800,000	0.79%	0.01%
CONDO		PREM_PLUS	18	18	36	9.28%	\$ 7,018,000	\$ 6,460,400	\$ 13,478,400	5.94%	0.11%
CONDO		PREM_SOTH	11	13	24	6.19%	\$ 10,947,500	\$ 11,001,900	\$ 21,949,400	9.67%	0.18%
CONDO		ROYAL_SH	1	4	5	1.29%	\$ 265,000	\$ 3,290,000	\$ 3,555,000	1.57%	0.03%
CONDO		WOOD	15	22	37	9.54%	\$ 13,083,700	\$ 14,835,000	\$ 27,918,700	12.30%	0.23%
CONDO		X-OTHER	93	114	207	53.35%	\$ 45,084,500	\$ 63,877,900	\$ 108,962,400	48.00%	0.91%
CONDO	NA01 Total		194	194	388	100.00%	\$ 113,494,200	\$ 113,494,200	\$ 226,988,400	100.00%	1.89%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA02	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR	4	2	6	3.37%	\$ 3,200,000	\$ 1,992,500	\$ 5,192,500	3.33%	0.04%
CONDO		DNFR	13	10	23	12.92%	\$ 10,710,000	\$ 10,214,500	\$ 20,924,500	13.43%	0.17%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	4	9	13	7.30%	\$ 3,948,000	\$ 5,546,600	\$ 9,494,600	6.09%	0.08%
CONDO		PREM_SOTH	9	6	15	8.43%	\$ 13,737,000	\$ 4,252,000	\$ 17,989,000	11.54%	0.15%
CONDO		ROYAL_SH	1		1	0.56%	\$ 2,200,000		\$ 2,200,000	1.41%	0.02%
CONDO		WOOD	14	7	21	11.80%	\$ 12,742,625	\$ 6,658,000	\$ 19,400,625	12.45%	0.16%
CONDO		X-OTHER	44	55	99	55.62%	\$ 31,376,200	\$ 49,250,225	\$ 80,626,425	51.74%	0.67%
CONDO	NA02 Total		89	89	178	100.00%	\$ 77,913,825	\$ 77,913,825	\$ 155,827,650	100.00%	1.29%
CONDO	NA03	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR		1	1	6.25%		\$ 375,000	\$ 375,000	6.70%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	2	1	3	18.75%	\$ 543,000	\$ 251,000	\$ 794,000	14.19%	0.01%
CONDO		PREM_SOTH	1		1	6.25%	\$ 365,000		\$ 365,000	6.52%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	3	1	4	25.00%	\$ 1,204,000	\$ 474,000	\$ 1,678,000	29.99%	0.01%
CONDO		X-OTHER	2	5	7	43.75%	\$ 685,500	\$ 1,697,500	\$ 2,383,000	42.59%	0.02%
CONDO	NA03 Total		8	8	16	100.00%	\$ 2,797,500	\$ 2,797,500	\$ 5,595,000	100.00%	0.05%
CONDO	NA04	BHHS	3	5	8	1.63%	\$ 1,902,500	\$ 2,562,499	\$ 4,464,999	0.79%	0.04%
CONDO		CBRR	5	8	13	2.65%	\$ 3,325,000	\$ 9,132,000	\$ 12,457,000	2.19%	0.10%
CONDO		DNFR	64	50	114	23.27%	\$ 66,152,498	\$ 62,531,550	\$ 128,684,048	22.65%	1.07%
CONDO		KW_ELITE	1		1	0.20%	\$ 2,450,000		\$ 2,450,000	0.43%	0.02%
CONDO		PREM_PLUS	10	14	24	4.90%	\$ 6,172,900	\$ 8,756,500	\$ 14,929,400	2.63%	0.12%
CONDO		PREM_SOTH	73	58	131	26.73%	\$ 102,815,500	\$ 80,015,900	\$ 182,831,400	32.18%	1.52%
CONDO		ROYAL_SH	5	4	9	1.84%	\$ 4,169,000	\$ 3,615,000	\$ 7,784,000	1.37%	0.06%
CONDO		WOOD	57	54	111	22.65%	\$ 77,925,650	\$ 68,124,199	\$ 146,049,849	25.71%	1.21%
CONDO		X-OTHER	27	52	79	16.12%	\$ 19,172,000	\$ 49,347,400	\$ 68,519,400	12.06%	0.57%
CONDO	NA04 Total		245	245	490	100.00%	\$ 284,085,048	\$ 284,085,048	\$ 568,170,096	100.00%	4.72%
CONDO	NA05	BHHS	5	4	9	1.34%	\$ 2,338,000	\$ 1,272,000	\$ 3,610,000	0.50%	0.03%
CONDO		CBRR	17	20	37	5.49%	\$ 12,535,500	\$ 14,171,000	\$ 26,706,500	3.70%	0.22%
CONDO		DNFR	49	50	99	14.69%	\$ 40,037,315	\$ 54,618,649	\$ 94,655,964	13.10%	0.79%
CONDO		KW_ELITE		1	1	0.15%		\$ 210,000	\$ 210,000	0.03%	0.00%
CONDO		PREM_PLUS	25	31	56	8.31%	\$ 22,458,000	\$ 25,723,950	\$ 48,181,950	6.67%	0.40%
CONDO		PREM_SOTH	89	68	157	23.29%	\$ 146,007,627	\$ 123,643,501	\$ 269,651,128	37.32%	2.24%
CONDO		ROYAL_SH	5	4	9	1.34%	\$ 3,975,001	\$ 2,691,600	\$ 6,666,601	0.92%	0.06%
CONDO		WOOD	70	64	134	19.88%	\$ 81,048,400	\$ 62,297,400	\$ 143,345,800	19.84%	1.19%
CONDO		X-OTHER	77	95	172	25.52%	\$ 52,858,349	\$ 76,630,092	\$ 129,488,441	17.92%	1.08%
CONDO	NA05 Total		337	337	674	100.00%	\$ 361,258,192	\$ 361,258,192	\$ 722,516,384	100.00%	6.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA06	BHHS	1	3	4	1.71%	\$ 545,000	\$ 2,396,500	\$ 2,941,500	1.79%	0.02%
CONDO		CBRR	4	7	11	4.70%	\$ 1,750,000	\$ 6,610,000	\$ 8,360,000	5.09%	0.07%
CONDO		DNFR	12	18	30	12.82%	\$ 6,440,000	\$ 13,209,500	\$ 19,649,500	11.97%	0.16%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	14	11	25	10.68%	\$ 6,865,500	\$ 4,459,500	\$ 11,325,000	6.90%	0.09%
CONDO		PREM_SOTH	18	10	28	11.97%	\$ 17,456,900	\$ 9,237,500	\$ 26,694,400	16.26%	0.22%
CONDO		ROYAL_SH		1	1	0.43%		\$ 557,500	\$ 557,500	0.34%	0.00%
CONDO		WOOD	28	26	54	23.08%	\$ 20,204,250	\$ 22,470,150	\$ 42,674,400	26.00%	0.35%
CONDO		X-OTHER	40	41	81	34.62%	\$ 28,811,200	\$ 23,132,200	\$ 51,943,400	31.64%	0.43%
CONDO	NA06 Total		117	117	234	100.00%	\$ 82,072,850	\$ 82,072,850	\$ 164,145,700	100.00%	1.36%
CONDO	NA07	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS				0.00%				0.00%	0.00%
CONDO		PREM_SOTH	1	1	2	50.00%	\$ 650,000	\$ 650,000	\$ 1,300,000	50.00%	0.01%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	1	1	2	50.00%	\$ 650,000	\$ 650,000	\$ 1,300,000	50.00%	0.01%
CONDO	NA07 Total		2	2	4	100.00%	\$ 1,300,000	\$ 1,300,000	\$ 2,600,000	100.00%	0.02%
CONDO	NA08	BHHS	1	2	3	2.54%	\$ 469,000	\$ 725,000	\$ 1,194,000	2.16%	0.01%
CONDO		CBRR	4	2	6	5.08%	\$ 1,807,500	\$ 1,105,000	\$ 2,912,500	5.26%	0.02%
CONDO		DNFR	16	12	28	23.73%	\$ 7,606,000	\$ 5,755,950	\$ 13,361,950	24.12%	0.11%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	2	10	12	10.17%	\$ 787,000	\$ 3,806,500	\$ 4,593,500	8.29%	0.04%
CONDO		PREM_SOTH	4	4	8	6.78%	\$ 2,229,000	\$ 1,816,500	\$ 4,045,500	7.30%	0.03%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	7	8	15	12.71%	\$ 2,471,500	\$ 3,736,500	\$ 6,208,000	11.21%	0.05%
CONDO		X-OTHER	25	21	46	38.98%	\$ 12,329,690	\$ 10,754,240	\$ 23,083,930	41.67%	0.19%
CONDO	NA08 Total		59	59	118	100.00%	\$ 27,699,690	\$ 27,699,690	\$ 55,399,380	100.00%	0.46%
CONDO	NA09	BHHS	4	7	11	3.11%	\$ 1,070,000	\$ 2,922,000	\$ 3,992,000	4.31%	0.03%
CONDO		CBRR	6	4	10	2.82%	\$ 1,045,000	\$ 1,255,000	\$ 2,300,000	2.49%	0.02%
CONDO		DNFR	17	13	30	8.47%	\$ 4,445,911	\$ 3,408,800	\$ 7,854,711	8.49%	0.07%
CONDO		KW_ELITE		1	1	0.28%		\$ 289,000	\$ 289,000	0.31%	0.00%
CONDO		PREM_PLUS	9	13	22	6.21%	\$ 1,646,833	\$ 3,532,000	\$ 5,178,833	5.60%	0.04%
CONDO		PREM_SOTH	2	8	10	2.82%	\$ 716,000	\$ 2,958,290	\$ 3,674,290	3.97%	0.03%
CONDO		ROYAL_SH		2	2	0.56%		\$ 341,750	\$ 341,750	0.37%	0.00%
CONDO		WOOD	25	25	50	14.12%	\$ 5,846,750	\$ 5,698,290	\$ 11,545,040	12.48%	0.10%
CONDO		X-OTHER	114	104	218	61.58%	\$ 31,495,893	\$ 25,861,257	\$ 57,357,150	61.99%	0.48%
CONDO	NA09 Total		177	177	354	100.00%	\$ 46,266,387	\$ 46,266,387	\$ 92,532,774	100.00%	0.77%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA11	BHHS	10	10	20	3.83%	\$ 2,405,400	\$ 3,165,840	\$ 5,571,240	4.08%	0.05%
CONDO		CBRR	6	9	15	2.87%	\$ 1,225,000	\$ 2,099,500	\$ 3,324,500	2.43%	0.03%
CONDO		DNFR	38	33	71	13.60%	\$ 9,984,350	\$ 8,879,850	\$ 18,864,200	13.80%	0.16%
CONDO		KW_ELITE	4	4	8	1.53%	\$ 758,400	\$ 714,750	\$ 1,473,150	1.08%	0.01%
CONDO		PREM_PLUS	22	25	47	9.00%	\$ 5,283,400	\$ 5,777,400	\$ 11,060,800	8.09%	0.09%
CONDO		PREM_SOTH	13	9	22	4.21%	\$ 3,942,500	\$ 2,871,300	\$ 6,813,800	4.98%	0.06%
CONDO		ROYAL_SH	1	2	3	0.57%	\$ 150,000	\$ 375,000	\$ 525,000	0.38%	0.00%
CONDO		WOOD	48	42	90	17.24%	\$ 12,879,200	\$ 12,094,400	\$ 24,973,600	18.27%	0.21%
CONDO		X-OTHER	119	127	246	47.13%	\$ 31,729,070	\$ 32,379,280	\$ 64,108,350	46.89%	0.53%
CONDO	NA11 Total		261	261	522	100.00%	\$ 68,357,320	\$ 68,357,320	\$ 136,714,640	100.00%	1.14%
CONDO	NA12	BHHS	14	9	23	5.84%	\$ 6,593,000	\$ 4,770,500	\$ 11,363,500	7.26%	0.09%
CONDO		CBRR	5	10	15	3.81%	\$ 1,625,000	\$ 3,373,000	\$ 4,998,000	3.19%	0.04%
CONDO		DNFR	36	24	60	15.23%	\$ 11,959,000	\$ 9,879,265	\$ 21,838,265	13.96%	0.18%
CONDO		KW_ELITE	2	1	3	0.76%	\$ 377,000	\$ 192,000	\$ 569,000	0.36%	0.00%
CONDO		PREM_PLUS	26	24	50	12.69%	\$ 9,804,500	\$ 8,376,000	\$ 18,180,500	11.62%	0.15%
CONDO		PREM_SOTH	22	18	40	10.15%	\$ 19,795,217	\$ 14,931,552	\$ 34,726,769	22.20%	0.29%
CONDO		ROYAL_SH	3	1	4	1.02%	\$ 1,054,000	\$ 153,000	\$ 1,207,000	0.77%	0.01%
CONDO		WOOD	20	25	45	11.42%	\$ 7,955,500	\$ 10,763,400	\$ 18,718,900	11.97%	0.16%
CONDO		X-OTHER	69	85	154	39.09%	\$ 19,053,198	\$ 25,777,698	\$ 44,830,896	28.66%	0.37%
CONDO	NA12 Total		197	197	394	100.00%	\$ 78,216,415	\$ 78,216,415	\$ 156,432,830	100.00%	1.30%
CONDO	NA13	BHHS	2	1	3	10.00%	\$ 490,500	\$ 265,000	\$ 755,500	12.35%	0.01%
CONDO		CBRR	2		2	6.67%	\$ 310,000		\$ 310,000	5.07%	0.00%
CONDO		DNFR	2	2	4	13.33%	\$ 439,400	\$ 428,500	\$ 867,900	14.19%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS				0.00%				0.00%	0.00%
CONDO		PREM_SOTH		1	1	3.33%		\$ 225,000	\$ 225,000	3.68%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	2	4	6	20.00%	\$ 405,000	\$ 835,900	\$ 1,240,900	20.29%	0.01%
CONDO		X-OTHER	7	7	14	46.67%	\$ 1,413,000	\$ 1,303,500	\$ 2,716,500	44.42%	0.02%
CONDO	NA13 Total		15	15	30	100.00%	\$ 3,057,900	\$ 3,057,900	\$ 6,115,800	100.00%	0.05%
CONDO	NA14	BHHS	16	15	31	5.87%	\$ 4,383,250	\$ 5,198,550	\$ 9,581,800	6.14%	0.08%
CONDO		CBRR	11	6	17	3.22%	\$ 3,132,025	\$ 1,771,625	\$ 4,903,650	3.14%	0.04%
CONDO		DNFR	27	24	51	9.66%	\$ 8,681,950	\$ 6,312,400	\$ 14,994,350	9.60%	0.12%
CONDO		KW_ELITE		1	1	0.19%		\$ 330,000	\$ 330,000	0.21%	0.00%
CONDO		PREM_PLUS	29	26	55	10.42%	\$ 7,542,425	\$ 6,168,219	\$ 13,710,644	8.78%	0.11%
CONDO		PREM_SOTH	19	13	32	6.06%	\$ 6,604,900	\$ 4,449,100	\$ 11,054,000	7.08%	0.09%
CONDO		ROYAL_SH	3	3	6	1.14%	\$ 982,500	\$ 882,000	\$ 1,864,500	1.19%	0.02%
CONDO		WOOD	31	38	69	13.07%	\$ 10,912,410	\$ 12,594,659	\$ 23,507,069	15.06%	0.20%
CONDO		X-OTHER	128	138	266	50.38%	\$ 35,818,657	\$ 40,351,564	\$ 76,170,221	48.79%	0.63%
CONDO	NA14 Total		264	264	528	100.00%	\$ 78,058,117	\$ 78,058,117	\$ 156,116,234	100.00%	1.30%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA15	BHHS	1	1	2	2.27%	\$ 185,000	\$ 185,000	\$ 370,000	1.55%	0.00%
CONDO		CBRR	2	2	4	4.55%	\$ 397,000	\$ 340,000	\$ 737,000	3.09%	0.01%
CONDO		DNFR	3	5	8	9.09%	\$ 550,000	\$ 898,500	\$ 1,448,500	6.07%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	14	9	23	26.14%	\$ 3,022,800	\$ 2,468,700	\$ 5,491,500	23.02%	0.05%
CONDO		PREM_SOTH	4	4	8	9.09%	\$ 812,000	\$ 2,376,000	\$ 3,188,000	13.37%	0.03%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1	2	3	3.41%	\$ 215,000	\$ 397,000	\$ 612,000	2.57%	0.01%
CONDO		X-OTHER	19	21	40	45.45%	\$ 6,744,375	\$ 5,260,975	\$ 12,005,350	50.33%	0.10%
CONDO		NA15 Total		44	44	88	100.00%	\$ 11,926,175	\$ 11,926,175	\$ 23,852,350	100.00%
CONDO	NA16	BHHS	23	14	37	5.20%	\$ 6,422,400	\$ 3,946,400	\$ 10,368,800	5.20%	0.09%
CONDO		CBRR	19	11	30	4.21%	\$ 4,565,000	\$ 2,598,100	\$ 7,163,100	3.59%	0.06%
CONDO		DNFR	51	41	92	12.92%	\$ 11,974,800	\$ 11,386,700	\$ 23,361,500	11.71%	0.19%
CONDO		KW_ELITE	3	3	6	0.84%	\$ 563,450	\$ 627,500	\$ 1,190,950	0.60%	0.01%
CONDO		PREM_PLUS	27	39	66	9.27%	\$ 8,253,150	\$ 8,407,750	\$ 16,660,900	8.35%	0.14%
CONDO		PREM_SOTH	29	33	62	8.71%	\$ 12,360,900	\$ 11,183,000	\$ 23,543,900	11.80%	0.20%
CONDO		ROYAL_SH	5	3	8	1.12%	\$ 1,942,500	\$ 1,184,062	\$ 3,126,562	1.57%	0.03%
CONDO		WOOD	68	52	120	16.85%	\$ 20,186,850	\$ 15,119,500	\$ 35,306,350	17.69%	0.29%
CONDO		X-OTHER	131	160	291	40.87%	\$ 33,494,729	\$ 45,310,767	\$ 78,805,496	39.50%	0.65%
CONDO		NA16 Total		356	356	712	100.00%	\$ 99,763,779	\$ 99,763,779	\$ 199,527,558	100.00%
CONDO	NA17	BHHS	12	12	24	3.17%	\$ 2,284,900	\$ 2,256,445	\$ 4,541,345	3.28%	0.04%
CONDO		CBRR	25	26	51	6.73%	\$ 5,073,400	\$ 4,877,100	\$ 9,950,500	7.19%	0.08%
CONDO		DNFR	45	41	86	11.35%	\$ 8,900,200	\$ 8,233,600	\$ 17,133,800	12.39%	0.14%
CONDO		KW_ELITE	5	3	8	1.06%	\$ 1,012,500	\$ 646,000	\$ 1,658,500	1.20%	0.01%
CONDO		PREM_PLUS	54	58	112	14.78%	\$ 9,951,550	\$ 10,625,100	\$ 20,576,650	14.88%	0.17%
CONDO		PREM_SOTH	5	9	14	1.85%	\$ 1,162,000	\$ 1,753,500	\$ 2,915,500	2.11%	0.02%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	33	24	57	7.52%	\$ 5,936,100	\$ 4,904,400	\$ 10,840,500	7.84%	0.09%
CONDO		X-OTHER	200	206	406	53.56%	\$ 34,830,641	\$ 35,855,146	\$ 70,685,787	51.11%	0.59%
CONDO		NA17 Total		379	379	758	100.00%	\$ 69,151,291	\$ 69,151,291	\$ 138,302,582	100.00%
CONDO	NA18	BHHS	36	37	73	7.10%	\$ 7,246,500	\$ 7,713,750	\$ 14,960,250	7.80%	0.12%
CONDO		CBRR	53	29	82	7.98%	\$ 9,447,400	\$ 5,491,700	\$ 14,939,100	7.78%	0.12%
CONDO		DNFR	71	60	131	12.74%	\$ 13,024,600	\$ 11,596,650	\$ 24,621,250	12.83%	0.20%
CONDO		KW_ELITE	4	4	8	0.78%	\$ 803,500	\$ 512,000	\$ 1,315,500	0.69%	0.01%
CONDO		PREM_PLUS	67	69	136	13.23%	\$ 13,284,283	\$ 13,820,173	\$ 27,104,456	14.12%	0.23%
CONDO		PREM_SOTH	12	12	24	2.33%	\$ 2,343,900	\$ 2,292,900	\$ 4,636,800	2.42%	0.04%
CONDO		ROYAL_SH	6	6	12	1.17%	\$ 1,266,500	\$ 1,142,500	\$ 2,409,000	1.26%	0.02%
CONDO		WOOD	57	46	103	10.02%	\$ 11,672,500	\$ 9,855,100	\$ 21,527,600	11.22%	0.18%
CONDO		X-OTHER	208	251	459	44.65%	\$ 36,862,995	\$ 43,527,405	\$ 80,390,400	41.89%	0.67%
CONDO		NA18 Total		514	514	1028	100.00%	\$ 95,952,178	\$ 95,952,178	\$ 191,904,356	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA19	BHHS	12	10	22	4.64%	\$ 2,583,000	\$ 2,302,400	\$ 4,885,400	4.18%	0.04%
CONDO		CBRR	5	6	11	2.32%	\$ 607,900	\$ 1,244,500	\$ 1,852,400	1.59%	0.02%
CONDO		DNFR	20	17	37	7.81%	\$ 4,874,500	\$ 4,143,500	\$ 9,018,000	7.72%	0.07%
CONDO		KW_ELITE	1	1	1	0.21%		\$ 289,990	\$ 289,990	0.25%	0.00%
CONDO		PREM_PLUS	18	29	47	9.92%	\$ 4,027,290	\$ 7,307,670	\$ 11,334,960	9.71%	0.09%
CONDO		PREM_SOTH	6	5	11	2.32%	\$ 2,181,000	\$ 1,589,990	\$ 3,770,990	3.23%	0.03%
CONDO		ROYAL_SH	1		1	0.21%	\$ 148,000		\$ 148,000	0.13%	0.00%
CONDO		WOOD	32	23	55	11.60%	\$ 6,663,400	\$ 5,106,300	\$ 11,769,700	10.08%	0.10%
CONDO		X-OTHER	143	146	289	60.97%	\$ 37,311,672	\$ 36,412,412	\$ 73,724,084	63.12%	0.61%
CONDO	NA19 Total		237	237	474	100.00%	\$ 58,396,762	\$ 58,396,762	\$ 116,793,524	100.00%	0.97%
CONDO	NA21	BHHS	22	15	37	7.31%	\$ 5,717,350	\$ 4,137,100	\$ 9,854,450	7.93%	0.08%
CONDO		CBRR	1	3	4	0.79%	\$ 380,000	\$ 738,650	\$ 1,118,650	0.90%	0.01%
CONDO		DNFR	25	28	53	10.47%	\$ 6,921,800	\$ 6,174,300	\$ 13,096,100	10.54%	0.11%
CONDO		KW_ELITE	5	3	8	1.58%	\$ 1,086,500	\$ 732,500	\$ 1,819,000	1.46%	0.02%
CONDO		PREM_PLUS	11	21	32	6.32%	\$ 2,397,400	\$ 5,101,124	\$ 7,498,524	6.04%	0.06%
CONDO		PREM_SOTH	4	6	10	1.98%	\$ 1,143,500	\$ 1,307,877	\$ 2,451,377	1.97%	0.02%
CONDO		ROYAL_SH		2	2	0.40%		\$ 494,500	\$ 494,500	0.40%	0.00%
CONDO		WOOD	21	27	48	9.49%	\$ 4,857,500	\$ 7,242,850	\$ 12,100,350	9.74%	0.10%
CONDO		X-OTHER	164	148	312	61.66%	\$ 39,596,459	\$ 36,171,608	\$ 75,768,067	61.00%	0.63%
CONDO	NA21 Total		253	253	506	100.00%	\$ 62,100,509	\$ 62,100,509	\$ 124,201,018	100.00%	1.03%
CONDO	NA22	BHHS	16	10	26	7.69%	\$ 4,452,900	\$ 2,995,700	\$ 7,448,600	8.76%	0.06%
CONDO		CBRR	4	6	10	2.96%	\$ 1,122,250	\$ 1,663,000	\$ 2,785,250	3.28%	0.02%
CONDO		DNFR	20	12	32	9.47%	\$ 4,275,051	\$ 2,974,551	\$ 7,249,602	8.52%	0.06%
CONDO		KW_ELITE	1	1	1	0.30%		\$ 318,000	\$ 318,000	0.37%	0.00%
CONDO		PREM_PLUS	12	14	26	7.69%	\$ 3,060,400	\$ 3,639,500	\$ 6,699,900	7.88%	0.06%
CONDO		PREM_SOTH	2	3	5	1.48%	\$ 525,000	\$ 778,000	\$ 1,303,000	1.53%	0.01%
CONDO		ROYAL_SH		3	3	0.89%		\$ 755,500	\$ 755,500	0.89%	0.01%
CONDO		WOOD	14	15	29	8.58%	\$ 3,859,000	\$ 4,220,425	\$ 8,079,425	9.50%	0.07%
CONDO		X-OTHER	101	105	206	60.95%	\$ 25,227,674	\$ 25,177,599	\$ 50,405,273	59.27%	0.42%
CONDO	NA22 Total		169	169	338	100.00%	\$ 42,522,275	\$ 42,522,275	\$ 85,044,550	100.00%	0.71%
CONDO	NA23	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO	X-OTHER									0.00%	
CONDO	NA23 Total										0.00%

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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA24	BHHS	3	1	4	4.00%	\$ 301,500	\$ 85,000	\$ 386,500	3.99%	0.00%
CONDO		CBRR	1	2	3	3.00%	\$ 39,000	\$ 134,000	\$ 173,000	1.78%	0.00%
CONDO		DNFR	2	3	5	5.00%	\$ 192,500	\$ 306,000	\$ 498,500	5.14%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	1	1	2	2.00%	\$ 95,000	\$ 95,000	\$ 190,000	1.96%	0.00%
CONDO		PREM_SOTH	1	4	5	5.00%	\$ 112,000	\$ 443,300	\$ 555,300	5.73%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	4		4	4.00%	\$ 461,800		\$ 461,800	4.76%	0.00%
CONDO		X-OTHER	38	39	77	77.00%	\$ 3,646,690	\$ 3,785,190	\$ 7,431,880	76.64%	0.06%
CONDO		NA24 Total		50	50	100	100.00%	\$ 4,848,490	\$ 4,848,490	\$ 9,696,980	100.00%
CONDO	NA31	BHHS	3	1	4	3.33%	\$ 693,000	\$ 169,000	\$ 862,000	2.83%	0.01%
CONDO		CBRR	2	1	3	2.50%	\$ 516,000	\$ 330,000	\$ 846,000	2.78%	0.01%
CONDO		DNFR	3	10	13	10.83%	\$ 875,000	\$ 2,490,899	\$ 3,365,899	11.06%	0.03%
CONDO		KW_ELITE	2	1	3	2.50%	\$ 406,000	\$ 326,000	\$ 732,000	2.41%	0.01%
CONDO		PREM_PLUS	4	3	7	5.83%	\$ 718,000	\$ 804,000	\$ 1,522,000	5.00%	0.01%
CONDO		PREM_SOTH	2	4	6	5.00%	\$ 585,000	\$ 893,000	\$ 1,478,000	4.86%	0.01%
CONDO		ROYAL_SH	1	1	2	1.67%	\$ 188,000	\$ 310,000	\$ 498,000	1.64%	0.00%
CONDO		WOOD	3	7	10	8.33%	\$ 648,500	\$ 1,806,500	\$ 2,455,000	8.07%	0.02%
CONDO		X-OTHER	40	32	72	60.00%	\$ 10,581,856	\$ 8,081,957	\$ 18,663,813	61.35%	0.16%
CONDO		NA31 Total		60	60	120	100.00%	\$ 15,211,356	\$ 15,211,356	\$ 30,422,712	100.00%
CONDO	NA32	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA32 Total									0.00%
CONDO	NA33	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA33 Total									0.00%

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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA34	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA34 Total									
CONDO	NA35	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA35 Total									
CONDO	NA36	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS		2	2	9.09%		\$ 491,414	\$ 491,414	10.94%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	3	2	5	22.73%	\$ 652,500	\$ 431,504	\$ 1,084,004	24.14%	0.01%
CONDO		X-OTHER	8	7	15	68.18%	\$ 1,592,667	\$ 1,322,249	\$ 2,914,916	64.92%	0.02%
CONDO		NA36 Total		11	11	22	100.00%	\$ 2,245,167	\$ 2,245,167	\$ 4,490,334	100.00%
CONDO	NA37	BHHS		4	4	1.89%		\$ 1,134,000	\$ 1,134,000	1.95%	0.01%
CONDO		CBRR	12	4	16	7.55%	\$ 2,871,200	\$ 1,000,500	\$ 3,871,700	6.66%	0.03%
CONDO		DNFR	4	4	8	3.77%	\$ 1,149,000	\$ 951,700	\$ 2,100,700	3.62%	0.02%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	9	11	20	9.43%	\$ 2,306,500	\$ 2,926,640	\$ 5,233,140	9.01%	0.04%
CONDO		PREM_SOTH	2	4	6	2.83%	\$ 533,000	\$ 1,198,000	\$ 1,731,000	2.98%	0.01%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	2	6	8	3.77%	\$ 487,500	\$ 1,672,484	\$ 2,159,984	3.72%	0.02%
CONDO		X-OTHER	77	73	150	70.75%	\$ 21,704,162	\$ 20,168,038	\$ 41,872,200	72.07%	0.35%
CONDO		NA37 Total		106	106	212	100.00%	\$ 29,051,362	\$ 29,051,362	\$ 58,102,724	100.00%

John R. Wood Properties
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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA38	BHHS	19	11	30	8.02%	\$ 5,702,200	\$ 3,009,400	\$ 8,711,600	7.66%	0.07%
CONDO		CBRR	10	6	16	4.28%	\$ 1,973,400	\$ 1,417,150	\$ 3,390,550	2.98%	0.03%
CONDO		DNFR	11	11	22	5.88%	\$ 3,592,100	\$ 4,115,100	\$ 7,707,200	6.78%	0.06%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	13	23	36	9.63%	\$ 3,579,000	\$ 5,742,400	\$ 9,321,400	8.20%	0.08%
CONDO		PREM_SOTH	44	29	73	19.52%	\$ 14,169,000	\$ 9,745,400	\$ 23,914,400	21.03%	0.20%
CONDO		ROYAL_SH		1	1	0.27%		\$ 325,000	\$ 325,000	0.29%	0.00%
CONDO		WOOD	18	13	31	8.29%	\$ 5,086,577	\$ 3,844,400	\$ 8,930,977	7.85%	0.07%
CONDO		X-OTHER	72	93	165	44.12%	\$ 22,749,625	\$ 28,653,052	\$ 51,402,677	45.21%	0.43%
CONDO	NA38 Total		187	187	374	100.00%	\$ 56,851,902	\$ 56,851,902	\$ 113,703,804	100.00%	0.94%
CONDO	NA39	BHHS	2	2	4	5.13%	\$ 458,000	\$ 625,000	\$ 1,083,000	6.11%	0.01%
CONDO		CBRR	2	3	5	6.41%	\$ 362,000	\$ 587,000	\$ 949,000	5.35%	0.01%
CONDO		DNFR	1	4	5	6.41%	\$ 184,000	\$ 747,000	\$ 931,000	5.25%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	3	3	6	7.69%	\$ 955,000	\$ 814,000	\$ 1,769,000	9.98%	0.01%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH		1	1	1.28%		\$ 215,000	\$ 215,000	1.21%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	31	26	57	73.08%	\$ 6,901,900	\$ 5,872,900	\$ 12,774,800	72.09%	0.11%
CONDO	NA39 Total		39	39	78	100.00%	\$ 8,860,900	\$ 8,860,900	\$ 17,721,800	100.00%	0.15%
CONDO	NA41	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS				0.00%				0.00%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD				0.00%				0.00%	0.00%
CONDO		X-OTHER	1		360000	100.00%		\$ 1	\$ 360,000	100.00%	0.00%
CONDO	NA41 Total		1	360000	360000	100.00%		\$ 1	\$ 360,000	100.00%	0.00%
CONDO	NA42	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO	NA42 Total										0.00%

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

John R. Wood Properties
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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA47	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA47 Total									
CONDO	NA48	BHHS									0.00%
CONDO		CBRR									0.00%
CONDO		DNFR									0.00%
CONDO		KW_ELITE									0.00%
CONDO		PREM_PLUS									0.00%
CONDO		PREM_SOTH									0.00%
CONDO		ROYAL_SH									0.00%
CONDO		WOOD									0.00%
CONDO		X-OTHER									0.00%
CONDO		NA48 Total									
CONDO	NA50	BHHS		1	1	7.14%		\$ 167,000	\$ 167,000	8.39%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS		2	2	14.29%		\$ 288,000	\$ 288,000	14.47%	0.00%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1		1	7.14%	\$ 130,000		\$ 130,000	6.53%	0.00%
CONDO		X-OTHER	6	4	10	71.43%	\$ 865,000	\$ 540,000	\$ 1,405,000	70.60%	0.01%
CONDO		NA50 Total		7	7	14	100.00%	\$ 995,000	\$ 995,000	\$ 1,990,000	100.00%
CONDO Total			5816	5816	11632		\$ 2,229,542,402	\$ 2,229,542,402	\$ 4,459,084,804		37.06%

John R. Wood Properties
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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN01	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	3	4	7	17.50%	\$ 7,835,000	\$ 15,295,000	\$ 23,130,000	27.87%	0.19%
Single Family		DNFR	1		1	2.50%	\$ 388,000		\$ 388,000	0.47%	0.00%
Single Family		KW_ELITE		1	1	2.50%		\$ 1,500,000	\$ 1,500,000	1.81%	0.01%
Single Family		PREM_PLUS		1	1	2.50%		\$ 2,900,000	\$ 2,900,000	3.49%	0.02%
Single Family		PREM_SOTH	1	1	2	5.00%	\$ 2,900,000	\$ 5,750,000	\$ 8,650,000	10.42%	0.07%
Single Family		ROYAL_SH	1		1	2.50%	\$ 2,500,000		\$ 2,500,000	3.01%	0.02%
Single Family		WOOD	1		1	2.50%	\$ 1,500,000		\$ 1,500,000	1.81%	0.01%
Single Family		X-OTHER	13	13	26	65.00%	\$ 26,375,000	\$ 16,053,000	\$ 42,428,000	51.12%	0.35%
Single Family		BN01 Total		20	20	40	100.00%	\$ 41,498,000	\$ 41,498,000	\$ 82,996,000	100.00%
Single Family	BN02	BHHS	3	2	5	4.55%	\$ 1,725,000	\$ 1,036,000	\$ 2,761,000	4.96%	0.02%
Single Family		CBRR	5	3	8	7.27%	\$ 3,121,500	\$ 1,864,000	\$ 4,985,500	8.95%	0.04%
Single Family		DNFR	9	8	17	15.45%	\$ 4,322,870	\$ 4,012,400	\$ 8,335,270	14.96%	0.07%
Single Family		KW_ELITE	3	1	4	3.64%	\$ 1,505,000	\$ 305,000	\$ 1,810,000	3.25%	0.02%
Single Family		PREM_PLUS	3	4	7	6.36%	\$ 1,084,900	\$ 1,518,900	\$ 2,603,800	4.67%	0.02%
Single Family		PREM_SOTH	1		1	0.91%	\$ 415,000		\$ 415,000	0.74%	0.00%
Single Family		ROYAL_SH	2	2	4	3.64%	\$ 445,000	\$ 870,000	\$ 1,315,000	2.36%	0.01%
Single Family		WOOD	4	5	9	8.18%	\$ 2,232,900	\$ 4,559,900	\$ 6,792,800	12.19%	0.06%
Single Family		X-OTHER	25	30	55	50.00%	\$ 13,002,250	\$ 13,688,220	\$ 26,690,470	47.91%	0.22%
Single Family		BN02 Total		55	55	110	100.00%	\$ 27,854,420	\$ 27,854,420	\$ 55,708,840	100.00%
Single Family	BN04	BHHS	1		1	0.69%	\$ 2,545,000		\$ 2,545,000	1.59%	0.02%
Single Family		CBRR		2	2	1.39%		\$ 2,105,000	\$ 2,105,000	1.31%	0.02%
Single Family		DNFR	4	2	6	4.17%	\$ 2,085,750	\$ 2,450,000	\$ 4,535,750	2.83%	0.04%
Single Family		KW_ELITE	1		1	0.69%	\$ 625,000		\$ 625,000	0.39%	0.01%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH	5	7	12	8.33%	\$ 5,335,000	\$ 9,800,000	\$ 15,135,000	9.45%	0.13%
Single Family		ROYAL_SH	16	13	29	20.14%	\$ 20,945,000	\$ 16,200,000	\$ 37,145,000	23.18%	0.31%
Single Family		WOOD	38	32	70	48.61%	\$ 38,914,000	\$ 26,053,750	\$ 64,967,750	40.55%	0.54%
Single Family		X-OTHER	7	16	23	15.97%	\$ 9,668,285	\$ 23,509,285	\$ 33,177,570	20.71%	0.28%
Single Family		BN04 Total		72	72	144	100.00%	\$ 80,118,035	\$ 80,118,035	\$ 160,236,070	100.00%
Single Family	BN05	BHHS	12	7	19	13.38%	\$ 13,375,000	\$ 6,445,890	\$ 19,820,890	14.18%	0.16%
Single Family		CBRR	1	2	3	2.11%	\$ 310,000	\$ 1,386,700	\$ 1,696,700	1.21%	0.01%
Single Family		DNFR	21	16	37	26.06%	\$ 17,046,780	\$ 18,044,831	\$ 35,091,611	25.11%	0.29%
Single Family		KW_ELITE	8	8	16	11.27%	\$ 13,480,000	\$ 13,360,575	\$ 26,840,575	19.21%	0.22%
Single Family		PREM_PLUS	3		3	2.11%	\$ 2,587,500		\$ 2,587,500	1.85%	0.02%
Single Family		PREM_SOTH	6	6	12	8.45%	\$ 5,101,000	\$ 4,715,000	\$ 9,816,000	7.02%	0.08%
Single Family		ROYAL_SH	3	4	7	4.93%	\$ 2,141,700	\$ 2,782,500	\$ 4,924,200	3.52%	0.04%
Single Family		WOOD	4	15	19	13.38%	\$ 3,051,000	\$ 13,954,940	\$ 17,005,940	12.17%	0.14%
Single Family		X-OTHER	13	13	26	18.31%	\$ 12,772,956	\$ 9,175,500	\$ 21,948,456	15.71%	0.18%
Single Family		BN05 Total		71	71	142	100.00%	\$ 69,865,936	\$ 69,865,936	\$ 139,731,872	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN06	BHHS	2	2	4	1.90%	\$ 869,500	\$ 1,290,000	\$ 2,159,500	2.61%	0.02%
Single Family		CBRR	1	3	4	1.90%	\$ 424,000	\$ 1,060,500	\$ 1,484,500	1.79%	0.01%
Single Family		DNFR	8	4	12	5.71%	\$ 2,739,000	\$ 1,661,500	\$ 4,400,500	5.31%	0.04%
Single Family		KW_ELITE	11	3	14	6.67%	\$ 3,334,000	\$ 1,030,000	\$ 4,364,000	5.26%	0.04%
Single Family		PREM_PLUS	7	7	14	6.67%	\$ 3,262,698	\$ 2,480,000	\$ 5,742,698	6.93%	0.05%
Single Family		PREM_SOTH		4	4	1.90%		\$ 1,834,000	\$ 1,834,000	2.21%	0.02%
Single Family		ROYAL_SH	3	3	6	2.86%	\$ 1,345,000	\$ 847,000	\$ 2,192,000	2.64%	0.02%
Single Family		WOOD	11	8	19	9.05%	\$ 5,398,745	\$ 3,817,645	\$ 9,216,390	11.12%	0.08%
Single Family		X-OTHER	62	71	133	63.33%	\$ 24,075,913	\$ 27,428,211	\$ 51,504,124	62.13%	0.43%
Single Family		BN06 Total		105	105	210	100.00%	\$ 41,448,856	\$ 41,448,856	\$ 82,897,712	100.00%
Single Family	BN07	BHHS	1	2	3	7.14%	\$ 385,000	\$ 850,000	\$ 1,235,000	7.96%	0.01%
Single Family		CBRR	1	1	2	4.76%	\$ 310,000	\$ 175,000	\$ 485,000	3.13%	0.00%
Single Family		DNFR	1	2	3	7.14%	\$ 210,000	\$ 1,015,000	\$ 1,225,000	7.89%	0.01%
Single Family		KW_ELITE		1	1	2.38%		\$ 480,000	\$ 480,000	3.09%	0.00%
Single Family		PREM_PLUS	1	1	2	4.76%	\$ 540,000	\$ 217,450	\$ 757,450	4.88%	0.01%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1		1	2.38%	\$ 290,000		\$ 290,000	1.87%	0.00%
Single Family		WOOD	3	3	6	14.29%	\$ 1,035,000	\$ 1,415,000	\$ 2,450,000	15.79%	0.02%
Single Family		X-OTHER	13	11	24	57.14%	\$ 4,989,800	\$ 3,607,350	\$ 8,597,150	55.40%	0.07%
Single Family		BN07 Total		21	21	42	100.00%	\$ 7,759,800	\$ 7,759,800	\$ 15,519,600	100.00%
Single Family	BN08	BHHS	4	2	6	3.57%	\$ 1,245,500	\$ 401,500	\$ 1,647,000	3.34%	0.01%
Single Family		CBRR	6	4	10	5.95%	\$ 2,272,900	\$ 742,200	\$ 3,015,100	6.11%	0.03%
Single Family		DNFR	9	9	18	10.71%	\$ 2,602,500	\$ 2,349,600	\$ 4,952,100	10.03%	0.04%
Single Family		KW_ELITE	3	2	5	2.98%	\$ 831,000	\$ 578,000	\$ 1,409,000	2.85%	0.01%
Single Family		PREM_PLUS	2	9	11	6.55%	\$ 917,500	\$ 2,793,500	\$ 3,711,000	7.52%	0.03%
Single Family		PREM_SOTH	1	3	4	2.38%	\$ 510,000	\$ 931,974	\$ 1,441,974	2.92%	0.01%
Single Family		ROYAL_SH	2	6	8	4.76%	\$ 448,500	\$ 2,029,900	\$ 2,478,400	5.02%	0.02%
Single Family		WOOD	3	3	6	3.57%	\$ 704,900	\$ 1,083,900	\$ 1,788,800	3.62%	0.01%
Single Family		X-OTHER	54	46	100	59.52%	\$ 15,155,124	\$ 13,777,350	\$ 28,932,474	58.60%	0.24%
Single Family		BN08 Total		84	84	168	100.00%	\$ 24,687,924	\$ 24,687,924	\$ 49,375,848	100.00%
Single Family	BN09	BHHS	2	3	5	5.21%	\$ 770,000	\$ 1,302,500	\$ 2,072,500	5.03%	0.02%
Single Family		CBRR	2	1	3	3.13%	\$ 917,500	\$ 420,000	\$ 1,337,500	3.25%	0.01%
Single Family		DNFR	4	4	8	8.33%	\$ 1,852,000	\$ 1,718,250	\$ 3,570,250	8.67%	0.03%
Single Family		KW_ELITE	2	6	8	8.33%	\$ 717,500	\$ 2,391,052	\$ 3,108,552	7.55%	0.03%
Single Family		PREM_PLUS	3	4	7	7.29%	\$ 1,357,000	\$ 1,621,000	\$ 2,978,000	7.23%	0.02%
Single Family		PREM_SOTH	3	3	6	6.25%	\$ 1,314,500	\$ 1,609,000	\$ 2,923,500	7.10%	0.02%
Single Family		ROYAL_SH	8	4	12	12.50%	\$ 3,823,500	\$ 2,046,000	\$ 5,869,500	14.25%	0.05%
Single Family		WOOD	6	4	10	10.42%	\$ 2,088,057	\$ 1,862,500	\$ 3,950,557	9.59%	0.03%
Single Family		X-OTHER	18	19	37	38.54%	\$ 7,759,745	\$ 7,629,500	\$ 15,389,245	37.35%	0.13%
Single Family		BN09 Total		48	48	96	100.00%	\$ 20,599,802	\$ 20,599,802	\$ 41,199,604	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN10	BHHS	5	3	8	3.20%	\$ 1,537,900	\$ 761,499	\$ 2,299,399	3.39%	0.02%
Single Family		CBRR	5	6	11	4.40%	\$ 1,251,900	\$ 1,558,900	\$ 2,810,800	4.14%	0.02%
Single Family		DNFR	13	6	19	7.60%	\$ 3,776,248	\$ 1,405,500	\$ 5,181,748	7.63%	0.04%
Single Family		KW_ELITE	7	3	10	4.00%	\$ 2,223,000	\$ 767,000	\$ 2,990,000	4.40%	0.02%
Single Family		PREM_PLUS	8	10	18	7.20%	\$ 2,483,000	\$ 2,677,548	\$ 5,160,548	7.60%	0.04%
Single Family		PREM_SOTH	2	1	3	1.20%	\$ 775,000	\$ 430,000	\$ 1,205,000	1.77%	0.01%
Single Family		ROYAL_SH	4	7	11	4.40%	\$ 1,188,000	\$ 2,506,800	\$ 3,694,800	5.44%	0.03%
Single Family		WOOD	6	4	10	4.00%	\$ 1,580,500	\$ 1,185,000	\$ 2,765,500	4.07%	0.02%
Single Family		X-OTHER	75	85	160	64.00%	\$ 19,138,745	\$ 22,662,046	\$ 41,800,791	61.55%	0.35%
Single Family		BN10 Total		125	125	250	100.00%	\$ 33,954,293	\$ 33,954,293	\$ 67,908,586	100.00%
Single Family	BN11	BHHS		1	1	2.27%		\$ 885,000	\$ 885,000	2.20%	0.01%
Single Family		CBRR	1	1	2	4.55%	\$ 250,000	\$ 545,000	\$ 795,000	1.97%	0.01%
Single Family		DNFR	2	4	6	13.64%	\$ 1,202,500	\$ 2,329,000	\$ 3,531,500	8.76%	0.03%
Single Family		KW_ELITE		1	1	2.27%		\$ 245,000	\$ 245,000	0.61%	0.00%
Single Family		PREM_PLUS		3	3	6.82%		\$ 1,997,500	\$ 1,997,500	4.96%	0.02%
Single Family		PREM_SOTH	6	1	7	15.91%	\$ 3,464,000	\$ 605,000	\$ 4,069,000	10.10%	0.03%
Single Family		ROYAL_SH	1		1	2.27%	\$ 495,000		\$ 495,000	1.23%	0.00%
Single Family		WOOD	3	1	4	9.09%	\$ 3,715,000	\$ 2,350,000	\$ 6,065,000	15.05%	0.05%
Single Family		X-OTHER	9	10	19	43.18%	\$ 11,020,235	\$ 11,190,235	\$ 22,210,470	55.12%	0.18%
Single Family		BN11 Total		22	22	44	100.00%	\$ 20,146,735	\$ 20,146,735	\$ 40,293,470	100.00%
Single Family	BN12	BHHS	7	12	19	5.76%	\$ 2,626,900	\$ 4,788,900	\$ 7,415,800	5.22%	0.06%
Single Family		CBRR		4	4	1.21%		\$ 1,736,425	\$ 1,736,425	1.22%	0.01%
Single Family		DNFR	11	17	28	8.48%	\$ 4,596,500	\$ 7,365,703	\$ 11,962,203	8.41%	0.10%
Single Family		KW_ELITE	3	2	5	1.52%	\$ 1,655,000	\$ 819,000	\$ 2,474,000	1.74%	0.02%
Single Family		PREM_PLUS	11	12	23	6.97%	\$ 5,148,000	\$ 5,929,080	\$ 11,077,080	7.79%	0.09%
Single Family		PREM_SOTH	4	5	9	2.73%	\$ 1,591,500	\$ 1,956,635	\$ 3,548,135	2.50%	0.03%
Single Family		ROYAL_SH	3	5	8	2.42%	\$ 1,444,900	\$ 2,065,750	\$ 3,510,650	2.47%	0.03%
Single Family		WOOD	30	25	55	16.67%	\$ 13,465,700	\$ 11,464,650	\$ 24,930,350	17.53%	0.21%
Single Family		X-OTHER	96	83	179	54.24%	\$ 40,569,214	\$ 34,971,571	\$ 75,540,785	53.12%	0.63%
Single Family		BN12 Total		165	165	330	100.00%	\$ 71,097,714	\$ 71,097,714	\$ 142,195,428	100.00%
Single Family	ES01	BHHS	8	4	12	6.67%	\$ 4,342,500	\$ 2,420,000	\$ 6,762,500	7.48%	0.06%
Single Family		CBRR	2	2	4	2.22%	\$ 595,000	\$ 680,000	\$ 1,275,000	1.41%	0.01%
Single Family		DNFR	4	10	14	7.78%	\$ 1,935,000	\$ 4,789,900	\$ 6,724,900	7.44%	0.06%
Single Family		KW_ELITE	2	3	5	2.78%	\$ 772,000	\$ 830,150	\$ 1,602,150	1.77%	0.01%
Single Family		PREM_PLUS	2	2	4	2.22%	\$ 630,000	\$ 595,000	\$ 1,225,000	1.36%	0.01%
Single Family		PREM_SOTH	2	3	5	2.78%	\$ 810,000	\$ 952,500	\$ 1,762,500	1.95%	0.01%
Single Family		ROYAL_SH	7	4	11	6.11%	\$ 5,069,500	\$ 2,447,500	\$ 7,517,000	8.32%	0.06%
Single Family		WOOD	5	7	12	6.67%	\$ 2,414,000	\$ 3,968,500	\$ 6,382,500	7.06%	0.05%
Single Family		X-OTHER	58	55	113	62.78%	\$ 28,609,873	\$ 28,494,323	\$ 57,104,196	63.20%	0.47%
Single Family		ES01 Total		90	90	180	100.00%	\$ 45,177,873	\$ 45,177,873	\$ 90,355,746	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	ES02	BHHS	2	5	7	1.61%	\$ 686,000	\$ 1,696,079	\$ 2,382,079	1.54%	0.02%
Single Family		CBRR	3	2	5	1.15%	\$ 1,142,500	\$ 520,000	\$ 1,662,500	1.08%	0.01%
Single Family		DNFR	14	14	28	6.45%	\$ 4,674,500	\$ 5,391,155	\$ 10,065,655	6.51%	0.08%
Single Family		KW_ELITE	27	11	38	8.76%	\$ 8,701,250	\$ 4,233,500	\$ 12,934,750	8.37%	0.11%
Single Family		PREM_PLUS	11	14	25	5.76%	\$ 3,280,000	\$ 4,565,300	\$ 7,845,300	5.08%	0.07%
Single Family		PREM_SOTH	4	2	6	1.38%	\$ 1,330,000	\$ 719,000	\$ 2,049,000	1.33%	0.02%
Single Family		ROYAL_SH	6	13	19	4.38%	\$ 2,199,129	\$ 4,911,500	\$ 7,110,629	4.60%	0.06%
Single Family		WOOD	11	11	22	5.07%	\$ 4,285,500	\$ 3,985,000	\$ 8,270,500	5.35%	0.07%
Single Family		X-OTHER	139	145	284	65.44%	\$ 50,971,257	\$ 51,248,602	\$ 102,219,859	66.14%	0.85%
Single Family		ES02 Total		217	217	434	100.00%	\$ 77,270,136	\$ 77,270,136	\$ 154,540,272	100.00%
Single Family	ES03	BHHS	10	12	22	4.23%	\$ 4,294,500	\$ 4,939,020	\$ 9,233,520	4.32%	0.08%
Single Family		CBRR	4	3	7	1.35%	\$ 1,643,059	\$ 990,500	\$ 2,633,559	1.23%	0.02%
Single Family		DNFR	4	12	16	3.08%	\$ 2,195,000	\$ 5,463,955	\$ 7,658,955	3.58%	0.06%
Single Family		KW_ELITE	42	35	77	14.81%	\$ 16,273,500	\$ 13,115,754	\$ 29,389,254	13.74%	0.24%
Single Family		PREM_PLUS	6	6	12	2.31%	\$ 2,368,000	\$ 2,581,900	\$ 4,949,900	2.31%	0.04%
Single Family		PREM_SOTH	6	6	12	2.31%	\$ 2,608,000	\$ 2,794,030	\$ 5,402,030	2.53%	0.04%
Single Family		ROYAL_SH	6	7	13	2.50%	\$ 2,773,000	\$ 2,997,000	\$ 5,770,000	2.70%	0.05%
Single Family		WOOD	5	14	19	3.65%	\$ 2,227,500	\$ 5,512,725	\$ 7,740,225	3.62%	0.06%
Single Family		X-OTHER	177	165	342	65.77%	\$ 72,563,264	\$ 68,550,939	\$ 141,114,203	65.97%	1.17%
Single Family		ES03 Total		260	260	520	100.00%	\$ 106,945,823	\$ 106,945,823	\$ 213,891,646	100.00%
Single Family	ES04	BHHS	1	2	3	1.88%	\$ 840,000	\$ 2,573,750	\$ 3,413,750	2.63%	0.03%
Single Family		CBRR	1	1	2	1.25%	\$ 1,137,500	\$ 1,300,000	\$ 2,437,500	1.88%	0.02%
Single Family		DNFR	8	17	25	15.63%	\$ 6,114,000	\$ 13,461,000	\$ 19,575,000	15.06%	0.16%
Single Family		KW_ELITE	21	14	35	21.88%	\$ 21,422,000	\$ 11,026,950	\$ 32,448,950	24.96%	0.27%
Single Family		PREM_PLUS	1	4	5	3.13%	\$ 1,450,000	\$ 4,725,000	\$ 6,175,000	4.75%	0.05%
Single Family		PREM_SOTH	8	3	11	6.88%	\$ 7,397,750	\$ 1,637,000	\$ 9,034,750	6.95%	0.08%
Single Family		ROYAL_SH	8	5	13	8.13%	\$ 4,048,500	\$ 4,312,500	\$ 8,361,000	6.43%	0.07%
Single Family		WOOD	7	15	22	13.75%	\$ 5,179,000	\$ 14,293,000	\$ 19,472,000	14.98%	0.16%
Single Family		X-OTHER	25	19	44	27.50%	\$ 17,400,450	\$ 11,660,000	\$ 29,060,450	22.36%	0.24%
Single Family		ES04 Total		80	80	160	100.00%	\$ 64,989,200	\$ 64,989,200	\$ 129,978,400	100.00%
Single Family	NA01	BHHS	2	1	3	1.81%	\$ 929,500	\$ 925,000	\$ 1,854,500	1.08%	0.02%
Single Family		CBRR	11	4	15	9.04%	\$ 13,065,500	\$ 2,245,000	\$ 15,310,500	8.90%	0.13%
Single Family		DNFR	9	8	17	10.24%	\$ 7,795,000	\$ 6,252,295	\$ 14,047,295	8.17%	0.12%
Single Family		KW_ELITE	5	3	8	4.82%	\$ 2,200,500	\$ 2,497,500	\$ 4,698,000	2.73%	0.04%
Single Family		PREM_PLUS	4	7	11	6.63%	\$ 1,840,000	\$ 5,695,000	\$ 7,535,000	4.38%	0.06%
Single Family		PREM_SOTH	6	3	9	5.42%	\$ 5,524,000	\$ 1,870,000	\$ 7,394,000	4.30%	0.06%
Single Family		ROYAL_SH		5	5	3.01%		\$ 5,200,000	\$ 5,200,000	3.02%	0.04%
Single Family		WOOD	11	9	20	12.05%	\$ 11,305,325	\$ 11,866,375	\$ 23,171,700	13.47%	0.19%
Single Family		X-OTHER	35	43	78	46.99%	\$ 43,334,585	\$ 49,443,240	\$ 92,777,825	53.94%	0.77%
Single Family		NA01 Total		83	83	166	100.00%	\$ 85,994,410	\$ 85,994,410	\$ 171,988,820	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA02	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	4.17%	\$ 1,195,000	\$ 1,257,500	\$ 2,452,500	2.53%	0.02%
Single Family		DNFR	4	4	8	16.67%	\$ 11,151,000	\$ 4,251,000	\$ 15,402,000	15.88%	0.13%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS			3	6.25%		\$ 11,200,000	\$ 11,200,000	11.55%	0.09%
Single Family		PREM_SOTH	5	3	8	16.67%	\$ 11,123,000	\$ 4,798,000	\$ 15,921,000	16.42%	0.13%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	4	3	7	14.58%	\$ 6,707,500	\$ 6,495,000	\$ 13,202,500	13.61%	0.11%
Single Family		X-OTHER	10	10	20	41.67%	\$ 18,317,000	\$ 20,492,000	\$ 38,809,000	40.01%	0.32%
Single Family		NA02 Total		24	24	48	100.00%	\$ 48,493,500	\$ 48,493,500	\$ 96,987,000	100.00%
Single Family	NA03	BHHS	1	1	2	0.59%	\$ 340,000	\$ 325,000	\$ 665,000	0.52%	0.01%
Single Family		CBRR	7	4	11	3.24%	\$ 3,196,900	\$ 1,399,000	\$ 4,595,900	3.59%	0.04%
Single Family		DNFR	27	30	57	16.76%	\$ 9,739,051	\$ 10,283,551	\$ 20,022,602	15.63%	0.17%
Single Family		KW_ELITE	1	3	4	1.18%	\$ 160,000	\$ 1,513,000	\$ 1,673,000	1.31%	0.01%
Single Family		PREM_PLUS	13	21	34	10.00%	\$ 5,137,500	\$ 8,009,200	\$ 13,146,700	10.26%	0.11%
Single Family		PREM_SOTH	10	14	24	7.06%	\$ 4,347,541	\$ 5,734,000	\$ 10,081,541	7.87%	0.08%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	27	11	38	11.18%	\$ 9,310,500	\$ 3,661,500	\$ 12,972,000	10.13%	0.11%
Single Family		X-OTHER	84	86	170	50.00%	\$ 31,813,907	\$ 33,120,148	\$ 64,934,055	50.69%	0.54%
Single Family		NA03 Total		170	170	340	100.00%	\$ 64,045,399	\$ 64,045,399	\$ 128,090,798	100.00%
Single Family	NA04	BHHS	1	2	3	3.33%	\$ 1,625,000	\$ 5,897,300	\$ 7,522,300	4.79%	0.06%
Single Family		CBRR	3	3	6	6.67%	\$ 3,915,000	\$ 3,670,000	\$ 7,585,000	4.83%	0.06%
Single Family		DNFR	10	5	15	16.67%	\$ 14,600,000	\$ 9,010,000	\$ 23,610,000	15.04%	0.20%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS		3	3	3.33%		\$ 4,647,500	\$ 4,647,500	2.96%	0.04%
Single Family		PREM_SOTH	15	14	29	32.22%	\$ 31,551,013	\$ 23,575,913	\$ 55,126,926	35.11%	0.46%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	9	9	18	20.00%	\$ 15,002,200	\$ 14,420,000	\$ 29,422,200	18.74%	0.24%
Single Family		X-OTHER	7	9	16	17.78%	\$ 11,807,500	\$ 17,280,000	\$ 29,087,500	18.53%	0.24%
Single Family		NA04 Total		45	45	90	100.00%	\$ 78,500,713	\$ 78,500,713	\$ 157,001,426	100.00%
Single Family	NA05	BHHS	1	1	2	1.16%	\$ 2,875,000	\$ 1,580,000	\$ 4,455,000	1.31%	0.04%
Single Family		CBRR	1	1	2	1.16%	\$ 1,275,000	\$ 2,910,000	\$ 4,185,000	1.23%	0.03%
Single Family		DNFR	18	14	32	18.60%	\$ 28,904,100	\$ 16,555,100	\$ 45,459,200	13.41%	0.38%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	6	3	9	5.23%	\$ 9,493,000	\$ 4,200,000	\$ 13,693,000	4.04%	0.11%
Single Family		PREM_SOTH	21	16	37	21.51%	\$ 55,419,000	\$ 38,240,000	\$ 93,659,000	27.63%	0.78%
Single Family		ROYAL_SH	2	2	4	2.33%	\$ 2,361,250	\$ 5,540,000	\$ 7,901,250	2.33%	0.07%
Single Family		WOOD	20	8	28	16.28%	\$ 37,949,000	\$ 17,190,000	\$ 55,139,000	16.26%	0.46%
Single Family		X-OTHER	17	41	58	33.72%	\$ 31,236,895	\$ 83,298,145	\$ 114,535,040	33.78%	0.95%
Single Family		NA05 Total		86	86	172	100.00%	\$ 169,513,245	\$ 169,513,245	\$ 339,026,490	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA06	BHHS	1	1	2	1.39%	\$ 3,050,000	\$ 3,050,000	\$ 6,100,000	1.32%	0.05%
Single Family		CBRR	3	4	7	4.86%	\$ 8,825,000	\$ 10,675,000	\$ 19,500,000	4.22%	0.16%
Single Family		DNFR	10	5	15	10.42%	\$ 33,405,000	\$ 16,908,000	\$ 50,313,000	10.88%	0.42%
Single Family		KW_ELITE		1	1	0.69%		\$ 1,750,000	\$ 1,750,000	0.38%	0.01%
Single Family		PREM_PLUS	1	4	5	3.47%	\$ 8,021,334	\$ 13,525,000	\$ 21,546,334	4.66%	0.18%
Single Family		PREM_SOTH	19	14	33	22.92%	\$ 52,757,500	\$ 45,871,334	\$ 98,628,834	21.33%	0.82%
Single Family		ROYAL_SH	1	1	2	1.39%	\$ 1,700,000	\$ 1,700,000	\$ 3,400,000	0.74%	0.03%
Single Family		WOOD	13	12	25	17.36%	\$ 37,223,000	\$ 43,085,000	\$ 80,308,000	17.37%	0.67%
Single Family		X-OTHER	24	30	54	37.50%	\$ 86,230,000	\$ 94,647,500	\$ 180,877,500	39.12%	1.50%
Single Family	NA06 Total		72	72	144	100.00%	\$ 231,211,834	\$ 231,211,834	\$ 462,423,668	100.00%	3.84%
Single Family	NA07	BHHS	1	2	3	2.38%	\$ 4,850,000	\$ 12,300,000	\$ 17,150,000	2.29%	0.14%
Single Family		CBRR	2	4	6	4.76%	\$ 5,600,000	\$ 21,750,000	\$ 27,350,000	3.66%	0.23%
Single Family		DNFR	3	2	5	3.97%	\$ 12,200,000	\$ 13,600,000	\$ 25,800,000	3.45%	0.21%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	2	5	3.97%	\$ 8,439,999	\$ 7,300,000	\$ 15,739,999	2.10%	0.13%
Single Family		PREM_SOTH	14	11	25	19.84%	\$ 97,023,750	\$ 79,452,000	\$ 176,475,750	23.59%	1.47%
Single Family		ROYAL_SH		2	2	1.59%		\$ 15,150,000	\$ 15,150,000	2.03%	0.13%
Single Family		WOOD	17	13	30	23.81%	\$ 99,262,500	\$ 63,550,000	\$ 162,812,500	21.76%	1.35%
Single Family		X-OTHER	23	27	50	39.68%	\$ 146,655,000	\$ 160,929,249	\$ 307,584,249	41.12%	2.56%
Single Family	NA07 Total		63	63	126	100.00%	\$ 374,031,249	\$ 374,031,249	\$ 748,062,498	100.00%	6.22%
Single Family	NA08	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	2.78%	\$ 300,000	\$ 1,840,000	\$ 2,140,000	1.97%	0.02%
Single Family		DNFR	4	5	9	12.50%	\$ 1,972,000	\$ 6,723,000	\$ 8,695,000	7.99%	0.07%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	4	7	9.72%	\$ 4,907,500	\$ 6,570,000	\$ 11,477,500	10.54%	0.10%
Single Family		PREM_SOTH	2	1	3	4.17%	\$ 4,365,000	\$ 2,695,000	\$ 7,060,000	6.49%	0.06%
Single Family		ROYAL_SH		1	1	1.39%		\$ 1,300,000	\$ 1,300,000	1.19%	0.01%
Single Family		WOOD	19	14	33	45.83%	\$ 37,784,500	\$ 20,412,500	\$ 58,197,000	53.46%	0.48%
Single Family		X-OTHER	7	10	17	23.61%	\$ 5,097,400	\$ 14,885,900	\$ 19,983,300	18.36%	0.17%
Single Family	NA08 Total		36	36	72	100.00%	\$ 54,426,400	\$ 54,426,400	\$ 108,852,800	100.00%	0.90%
Single Family	NA09	BHHS	7	4	11	4.44%	\$ 4,847,400	\$ 2,302,400	\$ 7,149,800	6.60%	0.06%
Single Family		CBRR	4	9	13	5.24%	\$ 967,400	\$ 3,581,347	\$ 4,548,747	4.20%	0.04%
Single Family		DNFR	21	11	32	12.90%	\$ 7,258,900	\$ 4,243,000	\$ 11,501,900	10.62%	0.10%
Single Family		KW_ELITE		2	2	0.81%		\$ 657,000	\$ 657,000	0.61%	0.01%
Single Family		PREM_PLUS	10	8	18	7.26%	\$ 4,760,400	\$ 3,363,500	\$ 8,123,900	7.50%	0.07%
Single Family		PREM_SOTH	8	1	9	3.63%	\$ 3,425,000	\$ 690,000	\$ 4,115,000	3.80%	0.03%
Single Family		ROYAL_SH	1		1	0.40%	\$ 215,000		\$ 215,000	0.20%	0.00%
Single Family		WOOD	5	7	12	4.84%	\$ 2,053,000	\$ 3,405,177	\$ 5,458,177	5.04%	0.05%
Single Family		X-OTHER	68	82	150	60.48%	\$ 30,647,410	\$ 35,932,086	\$ 66,579,496	61.45%	0.55%
Single Family	NA09 Total		124	124	248	100.00%	\$ 54,174,510	\$ 54,174,510	\$ 108,349,020	100.00%	0.90%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA11	BHHS	5	13	18	2.94%	\$ 3,766,000	\$ 9,803,392	\$ 13,569,392	2.63%	0.11%
Single Family		CBRR	9	12	21	3.43%	\$ 6,360,700	\$ 14,118,250	\$ 20,478,950	3.97%	0.17%
Single Family		DNFR	25	35	60	9.80%	\$ 11,608,639	\$ 25,618,442	\$ 37,227,081	7.21%	0.31%
Single Family		KW_ELITE	2	6	8	1.31%	\$ 1,075,000	\$ 3,540,890	\$ 4,615,890	0.89%	0.04%
Single Family		PREM_PLUS	15	26	41	6.70%	\$ 7,781,900	\$ 12,753,620	\$ 20,535,520	3.98%	0.17%
Single Family		PREM_SOTH	18	13	31	5.07%	\$ 15,388,651	\$ 10,726,000	\$ 26,114,651	5.06%	0.22%
Single Family		ROYAL_SH	2	5	7	1.14%	\$ 772,400	\$ 5,876,000	\$ 6,648,400	1.29%	0.06%
Single Family		WOOD	63	51	114	18.63%	\$ 67,361,600	\$ 53,506,114	\$ 120,867,714	23.42%	1.00%
Single Family		X-OTHER	167	145	312	50.98%	\$ 143,961,570	\$ 122,133,752	\$ 266,095,322	51.55%	2.21%
Single Family	NA11 Total		306	306	612	100.00%	\$ 258,076,460	\$ 258,076,460	\$ 516,152,920	100.00%	4.29%
Single Family	NA12	BHHS	4	6	10	4.03%	\$ 3,035,000	\$ 7,865,000	\$ 10,900,000	4.91%	0.09%
Single Family		CBRR	6	3	9	3.63%	\$ 3,526,000	\$ 2,335,000	\$ 5,861,000	2.64%	0.05%
Single Family		DNFR	17	16	33	13.31%	\$ 14,512,500	\$ 14,251,900	\$ 28,764,400	12.95%	0.24%
Single Family		KW_ELITE	1	3	4	1.61%	\$ 1,400,000	\$ 2,117,000	\$ 3,517,000	1.58%	0.03%
Single Family		PREM_PLUS	12	17	29	11.69%	\$ 13,493,000	\$ 14,760,000	\$ 28,253,000	12.72%	0.23%
Single Family		PREM_SOTH	17	13	30	12.10%	\$ 24,685,000	\$ 16,851,500	\$ 41,536,500	18.70%	0.35%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	19	21	40	16.13%	\$ 21,313,000	\$ 20,763,500	\$ 42,076,500	18.94%	0.35%
Single Family		X-OTHER	48	45	93	37.50%	\$ 29,088,574	\$ 32,109,174	\$ 61,197,748	27.55%	0.51%
Single Family	NA12 Total		124	124	248	100.00%	\$ 111,053,074	\$ 111,053,074	\$ 222,106,148	100.00%	1.85%
Single Family	NA13	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	8	4	12	18.75%	\$ 9,811,500	\$ 3,416,500	\$ 13,228,000	16.04%	0.11%
Single Family		DNFR	5	5	10	15.63%	\$ 6,045,000	\$ 7,025,000	\$ 13,070,000	15.85%	0.11%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	4	7	11	17.19%	\$ 5,770,000	\$ 9,600,000	\$ 15,370,000	18.64%	0.13%
Single Family		PREM_SOTH	5	5	10	15.63%	\$ 5,747,750	\$ 5,609,000	\$ 11,356,750	13.77%	0.09%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	4	4	8	12.50%	\$ 5,851,500	\$ 5,880,000	\$ 11,731,500	14.23%	0.10%
Single Family		X-OTHER	6	7	13	20.31%	\$ 8,007,500	\$ 9,702,750	\$ 17,710,250	21.48%	0.15%
Single Family	NA13 Total		32	32	64	100.00%	\$ 41,233,250	\$ 41,233,250	\$ 82,466,500	100.00%	0.69%
Single Family	NA14	BHHS	6	9	15	3.35%	\$ 3,232,000	\$ 5,879,999	\$ 9,111,999	3.42%	0.08%
Single Family		CBRR	9	8	17	3.79%	\$ 4,082,300	\$ 3,654,156	\$ 7,736,456	2.91%	0.06%
Single Family		DNFR	30	25	55	12.28%	\$ 17,545,400	\$ 12,919,900	\$ 30,465,300	11.45%	0.25%
Single Family		KW_ELITE		1	1	0.22%		\$ 445,000	\$ 445,000	0.17%	0.00%
Single Family		PREM_PLUS	12	17	29	6.47%	\$ 5,971,900	\$ 9,782,000	\$ 15,753,900	5.92%	0.13%
Single Family		PREM_SOTH	31	33	64	14.29%	\$ 22,534,400	\$ 22,733,200	\$ 45,267,600	17.01%	0.38%
Single Family		ROYAL_SH		6	6	1.34%		\$ 3,697,000	\$ 3,697,000	1.39%	0.03%
Single Family		WOOD	33	28	61	13.62%	\$ 18,376,659	\$ 14,867,313	\$ 33,243,972	12.49%	0.28%
Single Family		X-OTHER	103	97	200	44.64%	\$ 61,332,169	\$ 59,096,260	\$ 120,428,429	45.25%	1.00%
Single Family	NA14 Total		224	224	448	100.00%	\$ 133,074,828	\$ 133,074,828	\$ 266,149,656	100.00%	2.21%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA15	BHHS	2	3	5	2.91%	\$ 820,000	\$ 979,900	\$ 1,799,900	2.53%	0.01%
Single Family		CBRR	3	2	5	2.91%	\$ 953,000	\$ 683,000	\$ 1,636,000	2.30%	0.01%
Single Family		DNFR	7	6	13	7.56%	\$ 2,350,350	\$ 1,877,450	\$ 4,227,800	5.94%	0.04%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	5	11	16	9.30%	\$ 2,056,999	\$ 5,862,000	\$ 7,918,999	11.12%	0.07%
Single Family		PREM_SOTH	10	9	19	11.05%	\$ 4,866,000	\$ 4,044,130	\$ 8,910,130	12.51%	0.07%
Single Family		ROYAL_SH	1	1	2	1.16%	\$ 252,000	\$ 593,000	\$ 845,000	1.19%	0.01%
Single Family		WOOD	13	12	25	14.53%	\$ 4,722,000	\$ 4,347,499	\$ 9,069,499	12.73%	0.08%
Single Family		X-OTHER	45	42	87	50.58%	\$ 19,592,230	\$ 17,225,600	\$ 36,817,830	51.69%	0.31%
Single Family	NA15 Total		86	86	172	100.00%	\$ 35,612,579	\$ 35,612,579	\$ 71,225,158	100.00%	0.59%
Single Family	NA16	BHHS	5	8	13	3.63%	\$ 2,394,022	\$ 4,308,000	\$ 6,702,022	1.84%	0.06%
Single Family		CBRR	6	10	16	4.47%	\$ 3,206,500	\$ 5,752,301	\$ 8,958,801	2.46%	0.07%
Single Family		DNFR	17	14	31	8.66%	\$ 16,752,833	\$ 12,524,178	\$ 29,277,011	8.02%	0.24%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	12	20	32	8.94%	\$ 5,136,900	\$ 17,591,586	\$ 22,728,486	6.23%	0.19%
Single Family		PREM_SOTH	34	35	69	19.27%	\$ 52,446,270	\$ 54,339,129	\$ 106,785,399	29.26%	0.89%
Single Family		ROYAL_SH	4	1	5	1.40%	\$ 7,611,000	\$ 402,597	\$ 8,013,597	2.20%	0.07%
Single Family		WOOD	44	26	70	19.55%	\$ 38,016,474	\$ 24,885,955	\$ 62,902,429	17.24%	0.52%
Single Family		X-OTHER	57	65	122	34.08%	\$ 56,885,459	\$ 62,645,712	\$ 119,531,171	32.76%	0.99%
Single Family	NA16 Total		179	179	358	100.00%	\$ 182,449,458	\$ 182,449,458	\$ 364,898,916	100.00%	3.03%
Single Family	NA17	BHHS	7	9	16	2.93%	\$ 2,634,000	\$ 2,945,700	\$ 5,579,700	3.05%	0.05%
Single Family		CBRR	22	16	38	6.96%	\$ 7,554,900	\$ 5,543,500	\$ 13,098,400	7.16%	0.11%
Single Family		DNFR	26	24	50	9.16%	\$ 7,808,040	\$ 8,749,590	\$ 16,557,630	9.06%	0.14%
Single Family		KW_ELITE	5	2	7	1.28%	\$ 1,670,000	\$ 575,000	\$ 2,245,000	1.23%	0.02%
Single Family		PREM_PLUS	40	42	82	15.02%	\$ 13,427,400	\$ 14,306,900	\$ 27,734,300	15.17%	0.23%
Single Family		PREM_SOTH	5	12	17	3.11%	\$ 1,352,000	\$ 4,600,500	\$ 5,952,500	3.26%	0.05%
Single Family		ROYAL_SH	3	2	5	0.92%	\$ 1,057,000	\$ 735,000	\$ 1,792,000	0.98%	0.01%
Single Family		WOOD	28	23	51	9.34%	\$ 11,481,900	\$ 8,090,400	\$ 19,572,300	10.70%	0.16%
Single Family		X-OTHER	137	143	280	51.28%	\$ 44,442,818	\$ 45,881,468	\$ 90,324,286	49.40%	0.75%
Single Family	NA17 Total		273	273	546	100.00%	\$ 91,428,058	\$ 91,428,058	\$ 182,856,116	100.00%	1.52%
Single Family	NA18	BHHS	3	7	10	2.94%	\$ 1,053,700	\$ 2,892,000	\$ 3,945,700	3.30%	0.03%
Single Family		CBRR	23	15	38	11.18%	\$ 6,611,900	\$ 5,388,500	\$ 12,000,400	10.04%	0.10%
Single Family		DNFR	19	13	32	9.41%	\$ 9,009,350	\$ 5,611,400	\$ 14,620,750	12.24%	0.12%
Single Family		KW_ELITE	1	2	3	0.88%	\$ 302,000	\$ 535,000	\$ 837,000	0.70%	0.01%
Single Family		PREM_PLUS	29	25	54	15.88%	\$ 9,633,300	\$ 8,379,800	\$ 18,013,100	15.08%	0.15%
Single Family		PREM_SOTH	2	2	4	1.18%	\$ 950,000	\$ 459,000	\$ 1,409,000	1.18%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	17	17	34	10.00%	\$ 7,713,700	\$ 7,459,050	\$ 15,172,750	12.70%	0.13%
Single Family		X-OTHER	76	89	165	48.53%	\$ 24,459,915	\$ 29,009,115	\$ 53,469,030	44.76%	0.44%
Single Family	NA18 Total		170	170	340	100.00%	\$ 59,733,865	\$ 59,733,865	\$ 119,467,730	100.00%	0.99%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA19	BHHS	3	6	9	2.68%	\$ 2,009,900	\$ 3,731,045	\$ 5,740,945	3.35%	0.05%
Single Family		CBRR	8	2	10	2.98%	\$ 3,157,000	\$ 504,000	\$ 3,661,000	2.13%	0.03%
Single Family		DNFR	11	19	30	8.93%	\$ 5,637,900	\$ 11,835,000	\$ 17,472,900	10.18%	0.15%
Single Family		KW_ELITE	2		2	0.60%	\$ 1,178,000		\$ 1,178,000	0.69%	0.01%
Single Family		PREM_PLUS	23	28	51	15.18%	\$ 11,684,400	\$ 11,529,900	\$ 23,214,300	13.53%	0.19%
Single Family		PREM_SOTH	7	8	15	4.46%	\$ 6,975,000	\$ 4,552,100	\$ 11,527,100	6.72%	0.10%
Single Family		ROYAL_SH	1	1	2	0.60%	\$ 340,000	\$ 155,000	\$ 495,000	0.29%	0.00%
Single Family		WOOD	17	12	29	8.63%	\$ 6,737,000	\$ 8,233,000	\$ 14,970,000	8.73%	0.12%
Single Family		X-OTHER	96	92	188	55.95%	\$ 48,059,990	\$ 45,239,145	\$ 93,299,135	54.38%	0.78%
Single Family		NA19 Total		168	168	336	100.00%	\$ 85,779,190	\$ 85,779,190	\$ 171,558,380	100.00%
Single Family	NA21	BHHS	19	29	48	7.32%	\$ 12,573,748	\$ 22,141,031	\$ 34,714,779	6.45%	0.29%
Single Family		CBRR	9	7	16	2.44%	\$ 6,194,900	\$ 5,326,900	\$ 11,521,800	2.14%	0.10%
Single Family		DNFR	29	39	68	10.37%	\$ 21,478,000	\$ 34,859,392	\$ 56,337,392	10.47%	0.47%
Single Family		KW_ELITE	4	8	12	1.83%	\$ 2,600,000	\$ 9,125,100	\$ 11,725,100	2.18%	0.10%
Single Family		PREM_PLUS	12	20	32	4.88%	\$ 11,031,500	\$ 13,314,558	\$ 24,346,058	4.53%	0.20%
Single Family		PREM_SOTH	14	19	33	5.03%	\$ 11,647,000	\$ 15,482,466	\$ 27,129,466	5.04%	0.23%
Single Family		ROYAL_SH	6	6	12	1.83%	\$ 4,033,000	\$ 6,897,800	\$ 10,930,800	2.03%	0.09%
Single Family		WOOD	54	46	100	15.24%	\$ 41,327,738	\$ 44,606,397	\$ 85,934,135	15.98%	0.71%
Single Family		X-OTHER	181	154	335	51.07%	\$ 158,045,238	\$ 117,177,480	\$ 275,222,718	51.17%	2.29%
Single Family		NA21 Total		328	328	656	100.00%	\$ 268,931,124	\$ 268,931,124	\$ 537,862,248	100.00%
Single Family	NA22	BHHS	9	12	21	3.98%	\$ 4,568,000	\$ 6,307,500	\$ 10,875,500	4.37%	0.09%
Single Family		CBRR	8	8	16	3.03%	\$ 4,529,000	\$ 3,748,000	\$ 8,277,000	3.33%	0.07%
Single Family		DNFR	40	35	75	14.20%	\$ 20,030,400	\$ 16,087,904	\$ 36,118,304	14.52%	0.30%
Single Family		KW_ELITE	4	2	6	1.14%	\$ 1,669,000	\$ 1,095,000	\$ 2,764,000	1.11%	0.02%
Single Family		PREM_PLUS	17	31	48	9.09%	\$ 9,476,700	\$ 12,624,631	\$ 22,101,331	8.89%	0.18%
Single Family		PREM_SOTH	14	8	22	4.17%	\$ 8,346,000	\$ 4,718,400	\$ 13,064,400	5.25%	0.11%
Single Family		ROYAL_SH	3	2	5	0.95%	\$ 1,145,850	\$ 698,900	\$ 1,844,750	0.74%	0.02%
Single Family		WOOD	29	23	52	9.85%	\$ 12,949,800	\$ 10,780,719	\$ 23,730,519	9.54%	0.20%
Single Family		X-OTHER	140	143	283	53.60%	\$ 61,648,163	\$ 68,301,859	\$ 129,950,022	52.25%	1.08%
Single Family		NA22 Total		264	264	528	100.00%	\$ 124,362,913	\$ 124,362,913	\$ 248,725,826	100.00%
Single Family	NA23	BHHS	2	2	4	3.28%	\$ 625,000	\$ 798,000	\$ 1,423,000	2.77%	0.01%
Single Family		CBRR	8	2	10	8.20%	\$ 3,094,000	\$ 747,500	\$ 3,841,500	7.49%	0.03%
Single Family		DNFR	4	3	7	5.74%	\$ 2,199,000	\$ 1,181,800	\$ 3,380,800	6.59%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	9	8	17	13.93%	\$ 4,349,000	\$ 3,073,900	\$ 7,422,900	14.47%	0.06%
Single Family		PREM_SOTH		1	1	0.82%		\$ 383,250	\$ 383,250	0.75%	0.00%
Single Family		ROYAL_SH	1	1	2	1.64%	\$ 725,000	\$ 725,000	\$ 1,450,000	2.83%	0.01%
Single Family		WOOD	5	3	8	6.56%	\$ 1,953,500	\$ 1,572,000	\$ 3,525,500	6.87%	0.03%
Single Family		X-OTHER	32	41	73	59.84%	\$ 12,696,772	\$ 17,160,822	\$ 29,857,594	58.22%	0.25%
Single Family		NA23 Total		61	61	122	100.00%	\$ 25,642,272	\$ 25,642,272	\$ 51,284,544	100.00%

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2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA24	BHHS	3		3	0.74%	\$ 750,500		\$ 750,500	0.80%	0.01%
Single Family		CBRR	16	3	19	4.70%	\$ 3,745,500	\$ 689,000	\$ 4,434,500	4.71%	0.04%
Single Family		DNFR	7	6	13	3.22%	\$ 1,636,200	\$ 1,512,900	\$ 3,149,100	3.34%	0.03%
Single Family		KW_ELITE	1		1	0.25%	\$ 305,000		\$ 305,000	0.32%	0.00%
Single Family		PREM_PLUS	19	22	41	10.15%	\$ 4,469,400	\$ 5,028,600	\$ 9,498,000	10.08%	0.08%
Single Family		PREM_SOTH	2	2	4	0.99%	\$ 526,000	\$ 485,100	\$ 1,011,100	1.07%	0.01%
Single Family		ROYAL_SH	2		2	0.50%	\$ 451,000		\$ 451,000	0.48%	0.00%
Single Family		WOOD	5	3	8	1.98%	\$ 1,169,200	\$ 759,900	\$ 1,929,100	2.05%	0.02%
Single Family		X-OTHER	147	166	313	77.48%	\$ 34,051,696	\$ 38,628,996	\$ 72,680,692	77.15%	0.60%
Single Family		NA24 Total		202	202	404	100.00%	\$ 47,104,496	\$ 47,104,496	\$ 94,208,992	100.00%
Single Family	NA31	BHHS	4	8	12	4.84%	\$ 1,660,900	\$ 4,927,660	\$ 6,588,560	5.42%	0.05%
Single Family		CBRR	2	2	4	1.61%	\$ 675,000	\$ 1,628,900	\$ 2,303,900	1.89%	0.02%
Single Family		DNFR	6	10	16	6.45%	\$ 2,490,000	\$ 4,415,206	\$ 6,905,206	5.68%	0.06%
Single Family		KW_ELITE	1	1	2	0.81%	\$ 355,000	\$ 505,000	\$ 860,000	0.71%	0.01%
Single Family		PREM_PLUS	3	8	11	4.44%	\$ 1,180,000	\$ 3,356,841	\$ 4,536,841	3.73%	0.04%
Single Family		PREM_SOTH		2	2	0.81%		\$ 1,053,165	\$ 1,053,165	0.87%	0.01%
Single Family		ROYAL_SH		2	2	0.81%		\$ 702,000	\$ 702,000	0.58%	0.01%
Single Family		WOOD	3	8	11	4.44%	\$ 1,153,000	\$ 3,404,028	\$ 4,557,028	3.75%	0.04%
Single Family		X-OTHER	105	83	188	75.81%	\$ 53,308,324	\$ 40,829,424	\$ 94,137,748	77.39%	0.78%
Single Family		NA31 Total		124	124	248	100.00%	\$ 60,822,224	\$ 60,822,224	\$ 121,644,448	100.00%
Single Family	NA32	BHHS	1		1	6.25%	\$ 222,400		\$ 222,400	5.77%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR		1	1	6.25%		\$ 222,400	\$ 222,400	5.77%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	1	3	18.75%	\$ 433,000	\$ 188,000	\$ 621,000	16.12%	0.01%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	5	6	11	68.75%	\$ 1,271,000	\$ 1,516,000	\$ 2,787,000	72.34%	0.02%
Single Family		NA32 Total		8	8	16	100.00%	\$ 1,926,400	\$ 1,926,400	\$ 3,852,800	100.00%
Single Family	NA33	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	1		1	16.67%	\$ 270,000		\$ 270,000	22.38%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	2	3	5	83.33%	\$ 333,210	\$ 603,210	\$ 936,420	77.62%	0.01%
Single Family		NA33 Total		3	3	6	100.00%	\$ 603,210	\$ 603,210	\$ 1,206,420	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA34	BHHS	3	2	5	2.45%	\$ 925,500	\$ 697,000	\$ 1,622,500	2.53%	0.01%
Single Family		CBRR	6	7	13	6.37%	\$ 2,026,500	\$ 2,422,150	\$ 4,448,650	6.93%	0.04%
Single Family		DNFR	13	10	23	11.27%	\$ 4,326,500	\$ 3,334,995	\$ 7,661,495	11.94%	0.06%
Single Family		KW_ELITE	2		2	0.98%	\$ 523,750		\$ 523,750	0.82%	0.00%
Single Family		PREM_PLUS	9	8	17	8.33%	\$ 2,621,900	\$ 2,394,600	\$ 5,016,500	7.82%	0.04%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1	1	2	0.98%	\$ 275,000	\$ 340,000	\$ 615,000	0.96%	0.01%
Single Family		WOOD	5	7	12	5.88%	\$ 1,656,000	\$ 2,302,500	\$ 3,958,500	6.17%	0.03%
Single Family		X-OTHER	63	67	130	63.73%	\$ 19,721,876	\$ 20,585,781	\$ 40,307,657	62.83%	0.33%
Single Family		NA34 Total		102	102	204	100.00%	\$ 32,077,026	\$ 32,077,026	\$ 64,154,052	100.00%
Single Family	NA35	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS		1	1	12.50%		\$ 150,000	\$ 150,000	10.72%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	4	3	7	87.50%	\$ 699,750	\$ 549,750	\$ 1,249,500	89.28%	0.01%
Single Family		NA35 Total		4	4	8	100.00%	\$ 699,750	\$ 699,750	\$ 1,399,500	100.00%
Single Family	NA36	BHHS	5	2	7	4.12%	\$ 1,577,250	\$ 589,750	\$ 2,167,000	5.29%	0.02%
Single Family		CBRR	1	1	2	1.18%	\$ 127,000	\$ 38,000	\$ 165,000	0.40%	0.00%
Single Family		DNFR	1	1	2	1.18%	\$ 228,000	\$ 262,500	\$ 490,500	1.20%	0.00%
Single Family		KW_ELITE	1		1	0.59%	\$ 290,000		\$ 290,000	0.71%	0.00%
Single Family		PREM_PLUS		6	6	3.53%		\$ 1,575,180	\$ 1,575,180	3.85%	0.01%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	18	17	35	20.59%	\$ 4,908,800	\$ 5,072,854	\$ 9,981,654	24.38%	0.08%
Single Family		X-OTHER	59	58	117	68.82%	\$ 13,337,425	\$ 12,930,191	\$ 26,267,616	64.17%	0.22%
Single Family		NA36 Total		85	85	170	100.00%	\$ 20,468,475	\$ 20,468,475	\$ 40,936,950	100.00%
Single Family	NA37	BHHS	4	4	8	3.88%	\$ 1,638,000	\$ 2,315,500	\$ 3,953,500	4.24%	0.03%
Single Family		CBRR		2	2	0.97%		\$ 820,000	\$ 820,000	0.88%	0.01%
Single Family		DNFR	1	2	3	1.46%	\$ 295,000	\$ 955,000	\$ 1,250,000	1.34%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	4	7	11	5.34%	\$ 1,968,500	\$ 3,294,993	\$ 5,263,493	5.65%	0.04%
Single Family		PREM_SOTH	5	4	9	4.37%	\$ 2,119,000	\$ 1,727,566	\$ 3,846,566	4.13%	0.03%
Single Family		ROYAL_SH		4	4	1.94%		\$ 1,759,534	\$ 1,759,534	1.89%	0.01%
Single Family		WOOD	2	6	8	3.88%	\$ 1,985,000	\$ 2,520,525	\$ 4,505,525	4.84%	0.04%
Single Family		X-OTHER	87	74	161	78.16%	\$ 38,564,642	\$ 33,177,024	\$ 71,741,666	77.03%	0.60%
Single Family		NA37 Total		103	103	206	100.00%	\$ 46,570,142	\$ 46,570,142	\$ 93,140,284	100.00%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA38	BHHS		2	2	0.99%		\$ 1,205,000	\$ 1,205,000	0.94%	0.01%
Single Family		CBRR	1	4	5	2.48%	\$ 455,000	\$ 1,810,000	\$ 2,265,000	1.77%	0.02%
Single Family		DNFR	3	5	8	3.96%	\$ 2,120,000	\$ 3,551,410	\$ 5,671,410	4.43%	0.05%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	6	9	15	7.43%	\$ 3,529,000	\$ 5,310,150	\$ 8,839,150	6.90%	0.07%
Single Family		PREM_SOTH	32	26	58	28.71%	\$ 21,989,222	\$ 17,368,842	\$ 39,358,064	30.74%	0.33%
Single Family		ROYAL_SH		1	1	0.50%		\$ 714,910	\$ 714,910	0.56%	0.01%
Single Family		WOOD	3	8	11	5.45%	\$ 2,720,000	\$ 7,235,000	\$ 9,955,000	7.78%	0.08%
Single Family		X-OTHER	56	46	102	50.50%	\$ 33,199,374	\$ 26,817,284	\$ 60,016,658	46.88%	0.50%
Single Family	NA38 Total		101	101	202	100.00%	\$ 64,012,596	\$ 64,012,596	\$ 128,025,192	100.00%	1.06%
Single Family	NA39	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	1		1	3.85%	\$ 180,000		\$ 180,000	1.54%	0.00%
Single Family		DNFR	1	1	2	7.69%	\$ 525,000	\$ 475,000	\$ 1,000,000	8.55%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH		1	1	3.85%		\$ 650,000	\$ 650,000	5.56%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	1		1	3.85%	\$ 338,000		\$ 338,000	2.89%	0.00%
Single Family		X-OTHER	10	11	21	80.77%	\$ 4,802,000	\$ 4,720,000	\$ 9,522,000	81.45%	0.08%
Single Family	NA39 Total		13	13	26	100.00%	\$ 5,845,000	\$ 5,845,000	\$ 11,690,000	100.00%	0.10%
Single Family	NA41	BHHS	3	1	4	2.63%	\$ 1,247,000	\$ 459	\$ 1,247,459	2.24%	0.01%
Single Family		CBRR	4	6	10	6.58%	\$ 1,398,700	\$ 2,073,177	\$ 3,471,877	6.25%	0.03%
Single Family		DNFR	6	7	13	8.55%	\$ 2,960,200	\$ 3,752,000	\$ 6,712,200	12.08%	0.06%
Single Family		KW_ELITE	1	1	2	1.32%	\$ 590,000	\$ 590,000	\$ 1,180,000	2.12%	0.01%
Single Family		PREM_PLUS	11	8	19	12.50%	\$ 3,485,400	\$ 2,314,000	\$ 5,799,400	10.43%	0.05%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1	2	3	1.97%	\$ 650,000	\$ 861,100	\$ 1,511,100	2.72%	0.01%
Single Family		WOOD	6	3	9	5.92%	\$ 2,614,000	\$ 991,000	\$ 3,605,000	6.49%	0.03%
Single Family		X-OTHER	44	48	92	60.53%	\$ 14,846,925	\$ 17,210,489	\$ 32,057,414	57.67%	0.27%
Single Family	NA41 Total		76	76	152	100.00%	\$ 27,792,225	\$ 27,792,225	\$ 55,584,450	100.00%	0.46%
Single Family	NA42	BHHS	1	2	3	1.92%	\$ 241,000	\$ 598,000	\$ 839,000	1.74%	0.01%
Single Family		CBRR	3	5	8	5.13%	\$ 1,091,500	\$ 1,579,000	\$ 2,670,500	5.54%	0.02%
Single Family		DNFR	4	7	11	7.05%	\$ 1,280,000	\$ 2,651,037	\$ 3,931,037	8.16%	0.03%
Single Family		KW_ELITE		1	1	0.64%		\$ 362,000	\$ 362,000	0.75%	0.00%
Single Family		PREM_PLUS	9	7	16	10.26%	\$ 2,769,800	\$ 1,839,600	\$ 4,609,400	9.56%	0.04%
Single Family		PREM_SOTH		1	1	0.64%		\$ 285,000	\$ 285,000	0.59%	0.00%
Single Family		ROYAL_SH		1	1	0.64%		\$ 382,500	\$ 382,500	0.79%	0.00%
Single Family		WOOD	4	5	9	5.77%	\$ 1,352,000	\$ 1,545,000	\$ 2,897,000	6.01%	0.02%
Single Family		X-OTHER	57	49	106	67.95%	\$ 17,363,543	\$ 14,855,706	\$ 32,219,249	66.85%	0.27%
Single Family	NA42 Total		78	78	156	100.00%	\$ 24,097,843	\$ 24,097,843	\$ 48,195,686	100.00%	0.40%

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Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA43	BHHS	2	3	5	4.03%	\$ 636,500	\$ 1,021,000	\$ 1,657,500	3.96%	0.01%
Single Family		CBRR	5	6	11	8.87%	\$ 1,359,000	\$ 1,862,493	\$ 3,221,493	7.70%	0.03%
Single Family		DNFR	4	6	10	8.06%	\$ 1,241,500	\$ 1,976,500	\$ 3,218,000	7.69%	0.03%
Single Family		KW_ELITE		1	1	0.81%		\$ 553,000	\$ 553,000	1.32%	0.00%
Single Family		PREM_PLUS	7	7	14	11.29%	\$ 2,240,000	\$ 2,241,650	\$ 4,481,650	10.71%	0.04%
Single Family		PREM_SOTH		1	1	0.81%		\$ 425,000	\$ 425,000	1.02%	0.00%
Single Family		ROYAL_SH		1	1	0.81%		\$ 275,000	\$ 275,000	0.66%	0.00%
Single Family		WOOD	3	4	7	5.65%	\$ 1,087,400	\$ 1,156,000	\$ 2,243,400	5.36%	0.02%
Single Family		X-OTHER	41	33	74	59.68%	\$ 14,356,710	\$ 11,410,467	\$ 25,767,177	61.58%	0.21%
Single Family		NA43 Total		62	62	124	100.00%	\$ 20,921,110	\$ 20,921,110	\$ 41,842,220	100.00%
Single Family	NA44	BHHS	5	3	8	5.71%	\$ 1,587,350	\$ 742,250	\$ 2,329,600	5.33%	0.02%
Single Family		CBRR	2	4	6	4.29%	\$ 595,000	\$ 1,466,900	\$ 2,061,900	4.72%	0.02%
Single Family		DNFR	6	10	16	11.43%	\$ 1,716,000	\$ 3,707,900	\$ 5,423,900	12.41%	0.05%
Single Family		KW_ELITE	1		1	0.71%	\$ 396,000		\$ 396,000	0.91%	0.00%
Single Family		PREM_PLUS	8	7	15	10.71%	\$ 2,912,000	\$ 2,167,400	\$ 5,079,400	11.62%	0.04%
Single Family		PREM_SOTH	1	2	3	2.14%	\$ 252,250	\$ 861,500	\$ 1,113,750	2.55%	0.01%
Single Family		ROYAL_SH		1	1	0.71%		\$ 224,700	\$ 224,700	0.51%	0.00%
Single Family		WOOD	3	3	6	4.29%	\$ 831,900	\$ 962,000	\$ 1,793,900	4.10%	0.01%
Single Family		X-OTHER	44	40	84	60.00%	\$ 13,567,480	\$ 11,725,330	\$ 25,292,810	57.86%	0.21%
Single Family		NA44 Total		70	70	140	100.00%	\$ 21,857,980	\$ 21,857,980	\$ 43,715,960	100.00%
Single Family	NA45	BHHS	2	1	3	2.54%	\$ 529,000	\$ 202,000	\$ 731,000	2.18%	0.01%
Single Family		CBRR	6	3	9	7.63%	\$ 1,816,500	\$ 693,000	\$ 2,509,500	7.47%	0.02%
Single Family		DNFR	3	5	8	6.78%	\$ 748,000	\$ 1,433,250	\$ 2,181,250	6.49%	0.02%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	5	8	13	11.02%	\$ 1,303,500	\$ 2,214,000	\$ 3,517,500	10.47%	0.03%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	5	5	10	8.47%	\$ 1,406,900	\$ 1,345,000	\$ 2,751,900	8.19%	0.02%
Single Family		X-OTHER	38	37	75	63.56%	\$ 11,000,050	\$ 10,916,700	\$ 21,916,750	65.21%	0.18%
Single Family		NA45 Total		59	59	118	100.00%	\$ 16,803,950	\$ 16,803,950	\$ 33,607,900	100.00%
Single Family	NA46	BHHS	1	1	2	1.03%	\$ 330,000	\$ 235,000	\$ 565,000	1.14%	0.00%
Single Family		CBRR	7	10	17	8.76%	\$ 1,680,400	\$ 2,537,400	\$ 4,217,800	8.48%	0.04%
Single Family		DNFR	7	2	9	4.64%	\$ 2,204,900	\$ 870,000	\$ 3,074,900	6.18%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	7	8	15	7.73%	\$ 1,985,697	\$ 2,006,097	\$ 3,991,794	8.03%	0.03%
Single Family		PREM_SOTH	3	1	4	2.06%	\$ 784,500	\$ 205,000	\$ 989,500	1.99%	0.01%
Single Family		ROYAL_SH	1	3	4	2.06%	\$ 245,000	\$ 825,250	\$ 1,070,250	2.15%	0.01%
Single Family		WOOD	6	6	12	6.19%	\$ 1,479,250	\$ 1,653,900	\$ 3,133,150	6.30%	0.03%
Single Family		X-OTHER	65	66	131	67.53%	\$ 16,156,979	\$ 16,534,079	\$ 32,691,058	65.73%	0.27%
Single Family		NA46 Total		97	97	194	100.00%	\$ 24,866,726	\$ 24,866,726	\$ 49,733,452	100.00%

John R. Wood Properties
Market Share Report 2016 Yearend

2016 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	NA47	BHHS	1	2	3	1.24%	\$ 397,000	\$ 485,000	\$ 882,000	1.38%	0.01%
Single Family		CBRR	14	8	22	9.09%	\$ 3,980,998	\$ 2,162,999	\$ 6,143,997	9.59%	0.05%
Single Family		DNFR	7	6	13	5.37%	\$ 2,398,900	\$ 1,546,000	\$ 3,944,900	6.16%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	19	15	34	14.05%	\$ 4,702,900	\$ 4,187,399	\$ 8,890,299	13.88%	0.07%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	9	9	18	7.44%	\$ 2,371,000	\$ 2,477,150	\$ 4,848,150	7.57%	0.04%
Single Family		X-OTHER	71	81	152	62.81%	\$ 18,167,745	\$ 21,159,995	\$ 39,327,740	61.41%	0.33%
Single Family		NA47 Total		121	121	242	100.00%	\$ 32,018,543	\$ 32,018,543	\$ 64,037,086	100.00%
Single Family	NA48	BHHS	1	3	4	1.94%	\$ 255,000	\$ 719,750	\$ 974,750	1.83%	0.01%
Single Family		CBRR	6	3	9	4.37%	\$ 1,500,500	\$ 703,250	\$ 2,203,750	4.14%	0.02%
Single Family		DNFR	6	8	14	6.80%	\$ 1,554,400	\$ 1,898,200	\$ 3,452,600	6.48%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	12	8	20	9.71%	\$ 2,895,400	\$ 1,831,900	\$ 4,727,300	8.87%	0.04%
Single Family		PREM_SOTH	1		1	0.49%	\$ 375,000		\$ 375,000	0.70%	0.00%
Single Family		ROYAL_SH		1	1	0.49%		\$ 279,000	\$ 279,000	0.52%	0.00%
Single Family		WOOD	6	6	12	5.83%	\$ 1,679,250	\$ 1,561,000	\$ 3,240,250	6.08%	0.03%
Single Family		X-OTHER	71	74	145	70.39%	\$ 18,384,101	\$ 19,650,551	\$ 38,034,652	71.38%	0.32%
Single Family		NA48 Total		103	103	206	100.00%	\$ 26,643,651	\$ 26,643,651	\$ 53,287,302	100.00%
Single Family	NA50	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR				0.00%				0.00%	0.00%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS				0.00%				0.00%	0.00%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	2	2	4	100.00%	\$ 660,000	\$ 660,000	\$ 1,320,000	100.00%	0.01%
Single Family		NA50 Total		2	2	4	100.00%	\$ 660,000	\$ 660,000	\$ 1,320,000	100.00%
Single Family Total			5766	5766	11532		\$ 3,786,974,225	\$ 3,786,974,225	\$ 7,573,948,450		62.94%
Grand Total			11582	11582	23164		\$ 6,016,516,627	\$ 6,016,516,627	\$ 12,033,033,254		100.00%