

John R. Wood Properties
Market Share Report 2017 Yearend

2017 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	2	5	3.85%	\$ 450,000	\$ 1,600,000	\$ 2,050,000	4.12%	0.02%
CONDO		CBRR		1	1	0.77%	\$ 615,000		\$ 615,000	1.24%	0.00%
CONDO		DNFR	2	4	6	4.62%	\$ 1,973,000	\$ 810,000	\$ 2,783,000	5.59%	0.02%
CONDO		KW ELITE	2		2	1.54%		\$ 1,232,000	\$ 1,232,000	2.48%	0.01%
CONDO		PREM_PLUS	5	6	11	8.46%	\$ 3,204,000	\$ 2,899,000	\$ 6,103,000	12.27%	0.05%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	4	2	6	4.62%	\$ 675,000	\$ 1,515,000	\$ 2,190,000	4.40%	0.02%
CONDO		WOOD	2	2	4	3.08%	\$ 420,000	\$ 779,000	\$ 1,199,000	2.41%	0.01%
CONDO		X-OTHER	47	48	95	73.08%	\$ 17,534,000	\$ 16,036,000	\$ 33,570,000	67.49%	0.26%
CONDO	BN01 Total		65	65	130	100.00%	\$ 24,871,000	\$ 24,871,000	\$ 49,742,000	100.00%	0.38%
CONDO	BN02	BHHS	2	1	3	3.95%	\$ 260,000	\$ 396,500	\$ 656,500	3.88%	0.01%
CONDO		CBRR	2	1	3	3.95%	\$ 277,500	\$ 397,000	\$ 674,500	3.98%	0.01%
CONDO		DNFR	5	7	12	15.79%	\$ 1,526,900	\$ 1,090,750	\$ 2,617,650	15.46%	0.02%
CONDO		KW ELITE	1	3	4	5.26%	\$ 684,999	\$ 224,000	\$ 908,999	5.37%	0.01%
CONDO		PREM_PLUS	5	3	8	10.53%	\$ 493,000	\$ 940,000	\$ 1,433,000	8.46%	0.01%
CONDO		PREM_SOTH				0.00%				0.00%	0.00%
CONDO		ROYAL_SH	1	3	4	5.26%	\$ 654,000	\$ 259,000	\$ 913,000	5.39%	0.01%
CONDO		WOOD	2	1	3	3.95%	\$ 253,000	\$ 489,500	\$ 742,500	4.39%	0.01%
CONDO		X-OTHER	20	19	39	51.32%	\$ 4,316,750	\$ 4,669,399	\$ 8,986,149	53.07%	0.07%
CONDO	BN02 Total		38	38	76	100.00%	\$ 8,466,149	\$ 8,466,149	\$ 16,932,298	100.00%	0.13%
CONDO	BN04	BHHS	2		2	1.06%		\$ 520,000	\$ 520,000	0.43%	0.00%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR	5	5	10	5.32%	\$ 1,423,400	\$ 2,363,000	\$ 3,786,400	3.11%	0.03%
CONDO		KW ELITE	1	2	3	1.60%	\$ 670,000	\$ 1,225,000	\$ 1,895,000	1.55%	0.01%
CONDO		PREM_PLUS	4	2	6	3.19%	\$ 528,000	\$ 1,863,500	\$ 2,391,500	1.96%	0.02%
CONDO		PREM_SOTH	6	8	14	7.45%	\$ 2,439,000	\$ 2,844,000	\$ 5,283,000	4.33%	0.04%
CONDO		ROYAL_SH	15	18	33	17.55%	\$ 11,393,751	\$ 8,780,251	\$ 20,174,002	16.55%	0.16%
CONDO		WOOD	33	40	73	38.83%	\$ 31,872,250	\$ 29,913,150	\$ 61,785,400	50.69%	0.48%
CONDO		X-OTHER	28	19	47	25.00%	\$ 12,619,000	\$ 13,436,500	\$ 26,055,500	21.38%	0.20%
CONDO	BN04 Total		94	94	188	100.00%	\$ 60,945,401	\$ 60,945,401	\$ 121,890,802	100.00%	0.94%
CONDO	BN05	BHHS	9	16	25	8.12%	\$ 7,694,000	\$ 2,926,500	\$ 10,620,500	6.36%	0.08%
CONDO		CBRR	7	7	14	4.55%	\$ 2,435,000	\$ 3,894,780	\$ 6,329,780	3.79%	0.05%
CONDO		DNFR	17	15	32	10.39%	\$ 5,655,500	\$ 10,279,951	\$ 15,935,451	9.54%	0.12%
CONDO		KW ELITE	12	13	25	8.12%	\$ 7,320,400	\$ 4,860,500	\$ 12,180,900	7.29%	0.09%
CONDO		PREM_PLUS	7	4	11	3.57%	\$ 781,800	\$ 2,993,400	\$ 3,775,200	2.26%	0.03%
CONDO		PREM_SOTH	7	11	18	5.84%	\$ 4,817,000	\$ 3,354,500	\$ 8,171,500	4.89%	0.06%
CONDO		ROYAL_SH	8	4	12	3.90%	\$ 1,207,500	\$ 2,612,000	\$ 3,819,500	2.29%	0.03%
CONDO		WOOD	37	26	63	20.45%	\$ 16,018,250	\$ 23,803,746	\$ 39,821,996	23.83%	0.31%
CONDO		X-OTHER	50	58	108	35.06%	\$ 37,619,897	\$ 28,823,970	\$ 66,443,867	39.76%	0.51%
CONDO	BN05 Total		154	154	308	100.00%	\$ 83,549,347	\$ 83,549,347	\$ 167,098,694	100.00%	1.29%

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CONDO	BN06	BHHS	3	1	4	3.57%	\$ 264,000	\$ 505,900	\$ 769,900	3.36%	0.01%
CONDO		CBRR	5	3	8	7.14%	\$ 378,650	\$ 777,400	\$ 1,156,050	5.04%	0.01%
CONDO		DNFR	4	1	5	4.46%	\$ 145,000	\$ 955,685	\$ 1,100,685	4.80%	0.01%
CONDO		KW_ELITE	4	6	10	8.93%	\$ 948,900	\$ 1,584,900	\$ 2,533,800	6.91%	0.01%
CONDO		PREM_PLUS	3	4	7	6.25%	\$ 958,900	\$ 499,000	\$ 1,457,900	6.36%	0.01%
CONDO		PREM_SOTH	1		1	0.89%		\$ 201,900	\$ 201,900	0.88%	0.00%
CONDO		ROYAL_SH	2	2	4	3.57%	\$ 264,000	\$ 359,000	\$ 623,000	2.72%	0.00%
CONDO		WOOD	3	9	12	10.71%	\$ 2,129,400	\$ 499,900	\$ 2,629,300	11.47%	0.02%
CONDO		X-OTHER	31	30	61	54.46%	\$ 6,375,495	\$ 7,029,660	\$ 13,405,155	58.46%	0.10%
CONDO		BN06 Total		56	56	112	100.00%	\$ 11,464,345	\$ 11,464,345	\$ 22,928,690	100.00%
CONDO	BN07	BHHS	2	2	4	2.67%	\$ 371,000	\$ 353,000	\$ 724,000	2.50%	0.01%
CONDO		CBRR	2	2	4	2.67%	\$ 402,500	\$ 357,000	\$ 759,500	2.62%	0.01%
CONDO		DNFR	3	1	4	2.67%	\$ 205,000	\$ 543,000	\$ 748,000	2.58%	0.01%
CONDO		KW_ELITE	5	5	10	6.67%	\$ 1,157,500	\$ 1,017,400	\$ 2,174,900	7.51%	0.02%
CONDO		PREM_PLUS	16	13	29	19.33%	\$ 2,578,500	\$ 3,357,500	\$ 5,936,000	20.50%	0.05%
CONDO		PREM_SOTH	2	1	3	2.00%	\$ 186,250	\$ 408,450	\$ 594,700	2.05%	0.00%
CONDO		ROYAL_SH	4	4	8	5.33%	\$ 830,000	\$ 788,000	\$ 1,618,000	5.59%	0.01%
CONDO		WOOD	10	10	20	13.33%	\$ 1,979,200	\$ 1,735,500	\$ 3,714,700	12.83%	0.03%
CONDO		X-OTHER	31	37	68	45.33%	\$ 6,768,350	\$ 5,918,450	\$ 12,686,800	43.81%	0.10%
CONDO		BN07 Total		75	75	150	100.00%	\$ 14,478,300	\$ 14,478,300	\$ 28,956,600	100.00%
CONDO	BN08	BHHS	1		1	1.56%		\$ 107,000	\$ 107,000	1.01%	0.00%
CONDO		CBRR	1		1	1.56%		\$ 92,080	\$ 92,080	0.87%	0.00%
CONDO		DNFR	1		1	1.56%		\$ 235,000	\$ 235,000	2.22%	0.00%
CONDO		KW_ELITE		1	1	1.56%	\$ 236,500		\$ 236,500	2.24%	0.00%
CONDO		PREM_PLUS	4	3	7	10.94%	\$ 384,000	\$ 486,000	\$ 870,000	8.23%	0.01%
CONDO		PREM_SOTH	2	1	3	4.69%	\$ 160,000	\$ 330,000	\$ 490,000	4.63%	0.00%
CONDO		ROYAL_SH	3	4	7	10.94%	\$ 866,500	\$ 714,400	\$ 1,580,900	14.95%	0.01%
CONDO		WOOD	1	2	3	4.69%	\$ 271,008	\$ 169,008	\$ 440,016	4.16%	0.00%
CONDO		X-OTHER	19	21	40	62.50%	\$ 3,370,319	\$ 3,154,839	\$ 6,525,158	61.69%	0.05%
CONDO		BN08 Total		32	32	64	100.00%	\$ 5,288,327	\$ 5,288,327	\$ 10,576,654	100.00%
CONDO	BN09	BHHS	1	3	4	5.13%	\$ 632,000	\$ 260,000	\$ 892,000	4.89%	0.01%
CONDO		CBRR	4	4	8	10.26%	\$ 941,000	\$ 933,000	\$ 1,874,000	10.27%	0.01%
CONDO		DNFR	6	5	11	14.10%	\$ 1,243,000	\$ 1,482,500	\$ 2,725,500	14.94%	0.02%
CONDO		KW_ELITE	5		5	6.41%		\$ 1,096,300	\$ 1,096,300	6.01%	0.01%
CONDO		PREM_PLUS	3	2	5	6.41%	\$ 430,000	\$ 800,000	\$ 1,230,000	6.74%	0.01%
CONDO		PREM_SOTH	1		1	1.28%		\$ 235,000	\$ 235,000	1.29%	0.00%
CONDO		ROYAL_SH	3	6	9	11.54%	\$ 1,500,500	\$ 760,500	\$ 2,261,000	12.39%	0.02%
CONDO		WOOD	1	3	4	5.13%	\$ 678,000	\$ 200,000	\$ 878,000	4.81%	0.01%
CONDO		X-OTHER	15	16	31	39.74%	\$ 3,698,800	\$ 3,356,000	\$ 7,054,800	38.66%	0.05%
CONDO		BN09 Total		39	39	78	100.00%	\$ 9,123,300	\$ 9,123,300	\$ 18,246,600	100.00%

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CONDO	BN10	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR	4	2	6	4.35%	\$ 375,000	\$ 1,056,280	\$ 1,431,280	4.92%	0.01%
CONDO		DNFR	9	3	12	8.70%	\$ 674,000	\$ 1,897,625	\$ 2,571,625	8.84%	0.02%
CONDO		KW_ELITE	1	2	3	2.17%	\$ 433,550	\$ 100,000	\$ 533,550	1.83%	0.00%
CONDO		PREM_PLUS	5	4	9	6.52%	\$ 917,000	\$ 1,101,795	\$ 2,018,795	6.94%	0.02%
CONDO		PREM_SOTH	1		1	0.72%		\$ 259,990	\$ 259,990	0.89%	0.00%
CONDO		ROYAL_SH	4	5	9	6.52%	\$ 1,399,500	\$ 1,116,400	\$ 2,515,900	8.65%	0.02%
CONDO		WOOD	6	1	7	5.07%	\$ 277,500	\$ 1,193,795	\$ 1,471,295	5.06%	0.01%
CONDO		X-OTHER	39	52	91	65.94%	\$ 10,466,200	\$ 7,816,865	\$ 18,283,065	62.86%	0.14%
CONDO		BN10 Total		69	69	138	100.00%	\$ 14,542,750	\$ 14,542,750	\$ 29,085,500	100.00%
CONDO	BN11	BHHS	3	1	4	4.55%	\$ 165,000	\$ 782,500	\$ 947,500	4.03%	0.01%
CONDO		CBRR	1	2	3	3.41%	\$ 600,000	\$ 380,000	\$ 980,000	4.17%	0.01%
CONDO		DNFR	7	4	11	12.50%	\$ 948,500	\$ 1,837,000	\$ 2,785,500	11.86%	0.02%
CONDO		KW_ELITE	2	3	5	5.68%	\$ 856,500	\$ 312,500	\$ 1,169,000	4.98%	0.01%
CONDO		PREM_PLUS	7	6	13	14.77%	\$ 1,092,500	\$ 1,990,500	\$ 3,083,000	13.13%	0.02%
CONDO		PREM_SOTH	5	9	14	15.91%	\$ 3,384,000	\$ 1,055,000	\$ 4,439,000	18.90%	0.03%
CONDO		ROYAL_SH	1	3	4	4.55%	\$ 959,000	\$ 224,000	\$ 1,183,000	5.04%	0.01%
CONDO		WOOD	4	3	7	7.95%	\$ 618,000	\$ 1,264,500	\$ 1,882,500	8.02%	0.01%
CONDO		X-OTHER	14	13	27	30.68%	\$ 3,120,000	\$ 3,897,500	\$ 7,017,500	29.88%	0.05%
CONDO		BN11 Total		44	44	88	100.00%	\$ 11,743,500	\$ 11,743,500	\$ 23,487,000	100.00%
CONDO	BN12	BHHS	4	8	12	3.43%	\$ 1,901,500	\$ 781,500	\$ 2,683,000	3.04%	0.02%
CONDO		CBRR	6	2	8	2.29%	\$ 507,000	\$ 1,357,000	\$ 1,864,000	2.11%	0.01%
CONDO		DNFR	12	15	27	7.71%	\$ 4,371,900	\$ 3,161,900	\$ 7,533,800	8.54%	0.06%
CONDO		KW_ELITE	4	9	13	3.71%	\$ 2,344,500	\$ 1,043,263	\$ 3,387,763	3.84%	0.03%
CONDO		PREM_PLUS	15	5	20	5.71%	\$ 1,180,000	\$ 3,802,500	\$ 4,982,500	5.65%	0.04%
CONDO		PREM_SOTH	10	10	20	5.71%	\$ 2,419,000	\$ 2,235,000	\$ 4,654,000	5.27%	0.04%
CONDO		ROYAL_SH	7	1	8	2.29%	\$ 166,900	\$ 1,747,000	\$ 1,913,900	2.17%	0.01%
CONDO		WOOD	18	29	47	13.43%	\$ 7,970,800	\$ 5,288,800	\$ 13,259,600	15.02%	0.10%
CONDO		X-OTHER	99	96	195	55.71%	\$ 23,268,308	\$ 24,712,945	\$ 47,981,253	54.36%	0.37%
CONDO		BN12 Total		175	175	350	100.00%	\$ 44,129,908	\$ 44,129,908	\$ 88,259,816	100.00%
CONDO	ES01	BHHS	15	12	27	6.43%	\$ 3,457,150	\$ 4,322,900	\$ 7,780,050	6.36%	0.06%
CONDO		CBRR	4		4	0.95%		\$ 760,750	\$ 760,750	0.62%	0.01%
CONDO		DNFR	36	34	70	16.67%	\$ 10,295,950	\$ 10,575,900	\$ 20,871,850	17.06%	0.16%
CONDO		KW_ELITE	6	8	14	3.33%	\$ 2,067,000	\$ 1,548,000	\$ 3,615,000	2.95%	0.03%
CONDO		PREM_PLUS	9	2	11	2.62%	\$ 730,000	\$ 2,768,400	\$ 3,498,400	2.86%	0.03%
CONDO		PREM_SOTH	1	2	3	0.71%	\$ 838,500	\$ 300,000	\$ 1,138,500	0.93%	0.01%
CONDO		ROYAL_SH	3	6	9	2.14%	\$ 2,510,000	\$ 827,000	\$ 3,337,000	2.73%	0.03%
CONDO		WOOD	30	25	55	13.10%	\$ 9,347,500	\$ 11,579,500	\$ 20,927,000	17.10%	0.16%
CONDO		X-OTHER	106	121	227	54.05%	\$ 31,928,949	\$ 28,492,599	\$ 60,421,548	49.38%	0.47%
CONDO		ES01 Total		210	210	420	100.00%	\$ 61,175,049	\$ 61,175,049	\$ 122,350,098	100.00%

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CONDO	ES02	BHHS	7	3	10	3.70%	\$ 509,000	\$ 1,415,000	\$ 1,924,000	3.62%	0.01%
CONDO		CBRR	4	2	6	2.22%	\$ 345,000	\$ 862,500	\$ 1,207,500	2.27%	0.01%
CONDO		DNFR	4	6	10	3.70%	\$ 1,246,400	\$ 725,400	\$ 1,971,800	3.71%	0.02%
CONDO		KW_ELITE	5	12	17	6.30%	\$ 2,263,100	\$ 1,030,500	\$ 3,293,600	6.20%	0.03%
CONDO		PREM_PLUS	12	8	20	7.41%	\$ 1,533,900	\$ 2,316,350	\$ 3,850,250	7.25%	0.03%
CONDO		PREM_SOTH	3	1	4	1.48%	\$ 160,000	\$ 704,000	\$ 864,000	1.63%	0.01%
CONDO		ROYAL_SH	3	1	4	1.48%	\$ 182,500	\$ 624,500	\$ 807,000	1.52%	0.01%
CONDO		WOOD	3	8	11	4.07%	\$ 1,670,400	\$ 587,500	\$ 2,257,900	4.25%	0.02%
CONDO		X-OTHER	94	94	188	69.63%	\$ 18,647,584	\$ 18,292,134	\$ 36,939,718	69.55%	0.28%
CONDO	ES02 Total		135	135	270	100.00%	\$ 26,557,884	\$ 26,557,884	\$ 53,115,768	100.00%	0.41%
CONDO	ES03	BHHS	4	5	9	3.15%	\$ 1,174,800	\$ 984,000	\$ 2,158,800	3.32%	0.02%
CONDO		CBRR	6	1	7	2.45%	\$ 220,000	\$ 1,171,200	\$ 1,391,200	2.14%	0.01%
CONDO		DNFR	5	12	17	5.94%	\$ 2,795,650	\$ 1,255,200	\$ 4,050,850	6.23%	0.03%
CONDO		KW_ELITE	14	24	38	13.29%	\$ 5,183,150	\$ 3,285,150	\$ 8,468,300	13.03%	0.07%
CONDO		PREM_PLUS	8	3	11	3.85%	\$ 842,000	\$ 1,702,000	\$ 2,544,000	3.92%	0.02%
CONDO		PREM_SOTH		1	1	0.35%	\$ 305,000		\$ 305,000	0.47%	0.00%
CONDO		ROYAL_SH	2		2	0.70%		\$ 344,000	\$ 344,000	0.53%	0.00%
CONDO		WOOD	4		4	1.40%		\$ 884,000	\$ 884,000	1.36%	0.01%
CONDO		X-OTHER	100	97	197	68.88%	\$ 21,968,863	\$ 22,863,913	\$ 44,832,776	69.00%	0.35%
CONDO	ES03 Total		143	143	286	100.00%	\$ 32,489,463	\$ 32,489,463	\$ 64,978,926	100.00%	0.50%
CONDO	ES04	BHHS	2	1	3	0.97%	\$ 230,000	\$ 600,000	\$ 830,000	0.93%	0.01%
CONDO		CBRR		4	4	1.29%	\$ 1,045,000		\$ 1,045,000	1.17%	0.01%
CONDO		DNFR	26	27	53	17.10%	\$ 8,890,500	\$ 8,531,000	\$ 17,421,500	19.53%	0.13%
CONDO		KW_ELITE	28	32	60	19.35%	\$ 8,669,400	\$ 8,698,000	\$ 17,367,400	19.47%	0.13%
CONDO		PREM_PLUS	1	4	5	1.61%	\$ 1,339,980	\$ 449,900	\$ 1,789,880	2.01%	0.01%
CONDO		PREM_SOTH	5	5	10	3.23%	\$ 1,661,000	\$ 1,386,000	\$ 3,047,000	3.42%	0.02%
CONDO		ROYAL_SH	7	9	16	5.16%	\$ 2,760,000	\$ 2,473,000	\$ 5,233,000	5.87%	0.04%
CONDO		WOOD	24	18	42	13.55%	\$ 4,811,800	\$ 6,190,200	\$ 11,002,000	12.33%	0.08%
CONDO		X-OTHER	62	55	117	37.74%	\$ 15,192,500	\$ 16,272,080	\$ 31,464,580	35.27%	0.24%
CONDO	ES04 Total		155	155	310	100.00%	\$ 44,600,180	\$ 44,600,180	\$ 89,200,360	100.00%	0.69%
CONDO	NA01	BHHS	4	2	6	1.17%	\$ 1,008,500	\$ 1,136,500	\$ 2,145,000	0.49%	0.02%
CONDO		CBRR	18	18	36	7.03%	\$ 14,559,850	\$ 15,009,726	\$ 29,569,576	6.71%	0.23%
CONDO		DNFR	31	34	65	12.70%	\$ 22,986,500	\$ 27,778,000	\$ 50,764,500	11.52%	0.39%
CONDO		KW_ELITE	3	3	6	1.17%	\$ 632,500	\$ 4,074,500	\$ 4,707,000	1.07%	0.04%
CONDO		PREM_PLUS	30	26	56	10.94%	\$ 8,690,400	\$ 18,039,900	\$ 26,730,300	6.07%	0.21%
CONDO		PREM_SOTH	16	15	31	6.05%	\$ 16,504,000	\$ 24,465,000	\$ 40,969,000	9.30%	0.32%
CONDO		ROYAL_SH		2	2	0.39%	\$ 2,180,000		\$ 2,180,000	0.49%	0.02%
CONDO		WOOD	23	30	53	10.35%	\$ 15,811,400	\$ 18,285,000	\$ 34,096,400	7.74%	0.26%
CONDO		X-OTHER	131	126	257	50.20%	\$ 137,967,851	\$ 111,552,375	\$ 249,520,226	56.62%	1.92%
CONDO	NA01 Total		256	256	512	100.00%	\$ 220,341,001	\$ 220,341,001	\$ 440,682,002	100.00%	3.40%

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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
CONDO	NA02	BHHS	2	2	4	2.27%	\$ 1,350,000	\$ 1,700,000	\$ 3,050,000	2.20%	0.02%
CONDO		CBRR				0.00%				0.00%	0.00%
CONDO		DNFR	5	4	9	5.11%	\$ 4,112,500	\$ 3,932,000	\$ 8,044,500	5.81%	0.06%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	13	10	23	13.07%	\$ 5,662,000	\$ 7,620,500	\$ 13,282,500	9.60%	0.10%
CONDO		PREM_SOTH	7	3	10	5.68%	\$ 7,045,000	\$ 7,386,500	\$ 14,431,500	10.43%	0.11%
CONDO		ROYAL_SH	2		2	1.14%		\$ 2,121,000	\$ 2,121,000	1.53%	0.02%
CONDO		WOOD	12	12	24	13.64%	\$ 7,807,000	\$ 8,568,500	\$ 16,375,500	11.84%	0.13%
CONDO		X-OTHER	47	57	104	59.09%	\$ 43,195,615	\$ 37,843,615	\$ 81,039,230	58.58%	0.62%
CONDO		NA02 Total		88	88	176	100.00%	\$ 69,172,115	\$ 69,172,115	\$ 138,344,230	100.00%
CONDO	NA03	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR	1	2	3	8.82%	\$ 844,000	\$ 430,000	\$ 1,274,000	8.82%	0.01%
CONDO		DNFR	3	2	5	14.71%	\$ 886,250	\$ 1,254,250	\$ 2,140,500	14.83%	0.02%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	1	2	3	8.82%	\$ 664,000	\$ 405,000	\$ 1,069,000	7.40%	0.01%
CONDO		PREM_SOTH	1	3	4	11.76%	\$ 1,728,000	\$ 948,000	\$ 2,676,000	18.54%	0.02%
CONDO		ROYAL_SH	2		2	5.88%		\$ 705,000	\$ 705,000	4.88%	0.01%
CONDO		WOOD	1	3	4	11.76%	\$ 1,225,000	\$ 390,000	\$ 1,615,000	11.19%	0.01%
CONDO		X-OTHER	8	5	13	38.24%	\$ 1,871,000	\$ 3,086,000	\$ 4,957,000	34.34%	0.04%
CONDO		NA03 Total		17	17	34	100.00%	\$ 7,218,250	\$ 7,218,250	\$ 14,436,500	100.00%
CONDO	NA04	BHHS	3	3	6	1.12%	\$ 3,431,400	\$ 3,890,000	\$ 7,321,400	1.28%	0.06%
CONDO		CBRR	9	11	20	3.73%	\$ 9,708,900	\$ 8,121,500	\$ 17,830,400	3.11%	0.14%
CONDO		DNFR	53	60	113	21.08%	\$ 56,812,901	\$ 52,461,251	\$ 109,274,152	19.08%	0.84%
CONDO		KW_ELITE	1		1	0.19%		\$ 1,242,500	\$ 1,242,500	0.22%	0.01%
CONDO		PREM_PLUS	13	5	18	3.36%	\$ 3,162,000	\$ 12,431,000	\$ 15,593,000	2.72%	0.12%
CONDO		PREM_SOTH	48	65	113	21.08%	\$ 87,758,300	\$ 60,237,500	\$ 147,995,800	25.84%	1.14%
CONDO		ROYAL_SH	4	2	6	1.12%	\$ 1,040,000	\$ 3,386,000	\$ 4,426,000	0.77%	0.03%
CONDO		WOOD	71	77	148	27.61%	\$ 78,282,100	\$ 88,358,700	\$ 166,640,800	29.10%	1.28%
CONDO		X-OTHER	66	45	111	20.71%	\$ 46,133,750	\$ 56,200,900	\$ 102,334,650	17.87%	0.79%
CONDO		NA04 Total		268	268	536	100.00%	\$ 286,329,351	\$ 286,329,351	\$ 572,658,702	100.00%
CONDO	NA05	BHHS	8	4	12	1.78%	\$ 3,780,000	\$ 9,999,125	\$ 13,779,125	1.90%	0.11%
CONDO		CBRR	13	27	40	5.92%	\$ 14,229,900	\$ 9,127,500	\$ 23,357,400	3.22%	0.18%
CONDO		DNFR	50	46	96	14.20%	\$ 38,074,900	\$ 40,257,400	\$ 78,332,300	10.79%	0.60%
CONDO		KW_ELITE	2	3	5	0.74%	\$ 379,500	\$ 2,406,250	\$ 2,785,750	0.38%	0.02%
CONDO		PREM_PLUS	24	22	46	6.80%	\$ 19,798,000	\$ 33,690,000	\$ 53,488,000	7.37%	0.41%
CONDO		PREM_SOTH	64	75	139	20.56%	\$ 105,320,737	\$ 79,915,662	\$ 185,236,399	25.51%	1.43%
CONDO		ROYAL_SH	3	7	10	1.48%	\$ 4,514,500	\$ 1,739,500	\$ 6,254,000	0.86%	0.05%
CONDO		WOOD	71	81	152	22.49%	\$ 92,294,900	\$ 89,302,000	\$ 181,596,900	25.01%	1.40%
CONDO		X-OTHER	103	73	176	26.04%	\$ 84,688,300	\$ 96,643,300	\$ 181,331,600	24.97%	1.40%
CONDO		NA05 Total		338	338	676	100.00%	\$ 363,080,737	\$ 363,080,737	\$ 726,161,474	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	NA06	BHHS	2	5	7	2.99%	\$ 3,181,375	\$ 1,143,000	\$ 4,324,375	2.25%	0.03%
CONDO		CBRR	4	4	8	3.42%	\$ 3,276,500	\$ 5,620,000	\$ 8,896,500	4.62%	0.07%
CONDO		DNFR	9	16	25	10.68%	\$ 11,644,900	\$ 6,750,000	\$ 18,394,900	9.56%	0.14%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	24	20	44	18.80%	\$ 6,894,250	\$ 10,456,375	\$ 17,350,625	9.02%	0.13%
CONDO		PREM_SOTH	17	18	35	14.96%	\$ 22,857,000	\$ 26,898,000	\$ 49,755,000	25.86%	0.38%
CONDO		ROYAL_SH	1	1	2	0.85%	\$ 420,000	\$ 649,900	\$ 1,069,900	0.56%	0.01%
CONDO		WOOD	23	22	45	19.23%	\$ 19,244,500	\$ 16,565,250	\$ 35,809,750	18.61%	0.28%
CONDO		X-OTHER	37	31	68	29.06%	\$ 28,675,250	\$ 28,111,250	\$ 56,786,500	29.52%	0.44%
CONDO	NA06 Total		117	117	234	100.00%	\$ 96,193,775	\$ 96,193,775	\$ 192,387,550	100.00%	1.48%
CONDO	NA07	BHHS				#DIV/0!				#DIV/0!	0.00%
CONDO		CBRR				#DIV/0!				#DIV/0!	0.00%
CONDO		DNFR				#DIV/0!				#DIV/0!	0.00%
CONDO		KW_ELITE				#DIV/0!				#DIV/0!	0.00%
CONDO		PREM_PLUS				#DIV/0!				#DIV/0!	0.00%
CONDO		PREM_SOTH				#DIV/0!				#DIV/0!	0.00%
CONDO		ROYAL_SH				#DIV/0!				#DIV/0!	0.00%
CONDO		WOOD				#DIV/0!				#DIV/0!	0.00%
CONDO		X-OTHER				#DIV/0!				#DIV/0!	0.00%
CONDO	NA07 Total					#DIV/0!				#DIV/0!	0.00%
CONDO	NA08	BHHS	1	1	2	1.49%	\$ 565,000	\$ 207,000	\$ 772,000	1.36%	0.01%
CONDO		CBRR	2	3	5	3.73%	\$ 943,500	\$ 1,605,000	\$ 2,548,500	4.50%	0.02%
CONDO		DNFR	9	12	21	15.67%	\$ 4,594,500	\$ 4,132,200	\$ 8,726,700	15.40%	0.07%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	12	10	22	16.42%	\$ 3,614,000	\$ 4,724,500	\$ 8,338,500	14.71%	0.06%
CONDO		PREM_SOTH	2	2	4	2.99%	\$ 634,000	\$ 472,189	\$ 1,106,189	1.95%	0.01%
CONDO		ROYAL_SH		1	1	0.75%	\$ 520,000		\$ 520,000	0.92%	0.00%
CONDO		WOOD	8	6	14	10.45%	\$ 2,985,100	\$ 3,741,000	\$ 6,726,100	11.87%	0.05%
CONDO		X-OTHER	33	32	65	48.51%	\$ 14,486,432	\$ 13,460,643	\$ 27,947,075	49.30%	0.22%
CONDO	NA08 Total		67	67	134	100.00%	\$ 28,342,532	\$ 28,342,532	\$ 56,685,064	100.00%	0.44%
CONDO	NA09	BHHS	5	5	10	2.91%	\$ 1,168,000	\$ 1,108,000	\$ 2,276,000	2.43%	0.02%
CONDO		CBRR	3	2	5	1.45%	\$ 310,000	\$ 850,340	\$ 1,160,340	1.24%	0.01%
CONDO		DNFR	29	16	45	13.08%	\$ 4,963,700	\$ 7,932,980	\$ 12,896,680	13.75%	0.10%
CONDO		KW_ELITE	1		1	0.29%		\$ 112,000	\$ 112,000	0.12%	0.00%
CONDO		PREM_PLUS	15	14	29	8.43%	\$ 3,475,250	\$ 3,351,750	\$ 6,827,000	7.28%	0.05%
CONDO		PREM_SOTH	7	7	14	4.07%	\$ 3,320,500	\$ 3,847,500	\$ 7,168,000	7.65%	0.06%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	10	26	36	10.47%	\$ 5,033,400	\$ 2,338,550	\$ 7,371,950	7.86%	0.06%
CONDO		X-OTHER	102	102	204	59.30%	\$ 28,609,315	\$ 27,339,045	\$ 55,948,360	59.67%	0.43%
CONDO	NA09 Total		172	172	344	100.00%	\$ 46,880,165	\$ 46,880,165	\$ 93,760,330	100.00%	0.72%

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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	9	8	17	3.08%	\$ 1,638,900	\$ 1,777,400	\$ 3,416,300	2.15%	0.03%
CONDO		CBRR	19	15	34	6.16%	\$ 3,893,300	\$ 4,753,300	\$ 8,646,600	5.43%	0.07%
CONDO		DNFR	32	25	57	10.33%	\$ 5,828,800	\$ 10,116,762	\$ 15,945,562	10.01%	0.12%
CONDO		KW_ELITE	2	3	5	0.91%	\$ 1,400,000	\$ 439,000	\$ 1,839,000	1.15%	0.01%
CONDO		PREM_PLUS	16	17	33	5.98%	\$ 3,884,050	\$ 3,794,097	\$ 7,678,147	4.82%	0.06%
CONDO		PREM_SOTH	5	11	16	2.90%	\$ 2,703,000	\$ 2,136,810	\$ 4,839,810	3.04%	0.04%
CONDO		ROYAL_SH	7	4	11	1.99%	\$ 757,500	\$ 1,947,020	\$ 2,704,520	1.70%	0.02%
CONDO		WOOD	45	74	119	21.56%	\$ 21,414,813	\$ 14,487,171	\$ 35,901,984	22.54%	0.28%
CONDO		X-OTHER	141	119	260	47.10%	\$ 38,111,589	\$ 40,180,392	\$ 78,291,981	49.16%	0.60%
CONDO		NA11 Total		276	276	552	100.00%	\$ 79,631,952	\$ 79,631,952	\$ 159,263,904	100.00%
CONDO	NA12	BHHS	11	15	26	6.44%	\$ 9,779,000	\$ 6,176,900	\$ 15,955,900	10.44%	0.12%
CONDO		CBRR	11	5	16	3.96%	\$ 1,270,000	\$ 4,012,500	\$ 5,282,500	3.46%	0.04%
CONDO		DNFR	26	28	54	13.37%	\$ 10,245,500	\$ 8,400,500	\$ 18,646,000	12.20%	0.14%
CONDO		KW_ELITE	1	1	2	0.50%	\$ 155,000	\$ 500,000	\$ 655,000	0.43%	0.01%
CONDO		PREM_PLUS	31	35	66	16.34%	\$ 13,295,000	\$ 10,950,900	\$ 24,245,900	15.87%	0.19%
CONDO		PREM_SOTH	20	23	43	10.64%	\$ 12,186,500	\$ 10,761,500	\$ 22,948,000	15.02%	0.18%
CONDO		ROYAL_SH		1	1	0.25%	\$ 699,900		\$ 699,900	0.46%	0.01%
CONDO		WOOD	22	23	45	11.14%	\$ 8,987,250	\$ 8,537,000	\$ 17,524,250	11.47%	0.14%
CONDO		X-OTHER	80	71	151	37.38%	\$ 19,782,180	\$ 27,061,030	\$ 46,843,210	30.66%	0.36%
CONDO		NA12 Total		202	202	404	100.00%	\$ 76,400,330	\$ 76,400,330	\$ 152,800,660	100.00%
CONDO	NA13	BHHS				0.00%				0.00%	0.00%
CONDO		CBRR		1	1	1.92%	\$ 185,000		\$ 185,000	1.51%	0.00%
CONDO		DNFR	6	5	11	21.15%	\$ 1,267,500	\$ 1,525,000	\$ 2,792,500	22.86%	0.02%
CONDO		KW_ELITE		1	1	1.92%	\$ 315,000		\$ 315,000	2.58%	0.00%
CONDO		PREM_PLUS	4	3	7	13.46%	\$ 657,000	\$ 863,000	\$ 1,520,000	12.44%	0.01%
CONDO		PREM_SOTH		2	2	3.85%	\$ 493,000		\$ 493,000	4.04%	0.00%
CONDO		ROYAL_SH		1	1	1.92%	\$ 307,500		\$ 307,500	2.52%	0.00%
CONDO		WOOD	1	2	3	5.77%	\$ 417,500	\$ 220,000	\$ 637,500	5.22%	0.00%
CONDO		X-OTHER	15	11	26	50.00%	\$ 2,464,900	\$ 3,499,400	\$ 5,964,300	48.83%	0.05%
CONDO		NA13 Total		26	26	52	100.00%	\$ 6,107,400	\$ 6,107,400	\$ 12,214,800	100.00%
CONDO	NA14	BHHS	14	13	27	3.97%	\$ 3,912,900	\$ 4,230,100	\$ 8,143,000	3.87%	0.06%
CONDO		CBRR	13	24	37	5.44%	\$ 7,035,700	\$ 4,306,700	\$ 11,342,400	5.39%	0.09%
CONDO		DNFR	36	43	79	11.62%	\$ 12,637,925	\$ 10,075,252	\$ 22,713,177	10.79%	0.18%
CONDO		KW_ELITE	2	3	5	0.74%	\$ 480,000	\$ 343,000	\$ 823,000	0.39%	0.01%
CONDO		PREM_PLUS	32	42	74	10.88%	\$ 13,564,800	\$ 8,627,500	\$ 22,192,300	10.55%	0.17%
CONDO		PREM_SOTH	20	13	33	4.85%	\$ 3,676,500	\$ 7,015,507	\$ 10,692,007	5.08%	0.08%
CONDO		ROYAL_SH	5		5	0.74%		\$ 1,690,400	\$ 1,690,400	0.80%	0.01%
CONDO		WOOD	45	67	112	16.47%	\$ 22,707,989	\$ 14,349,799	\$ 37,057,788	17.61%	0.29%
CONDO		X-OTHER	173	135	308	45.29%	\$ 41,194,478	\$ 54,572,034	\$ 95,766,512	45.51%	0.74%
CONDO		NA14 Total		340	340	680	100.00%	\$ 105,210,292	\$ 105,210,292	\$ 210,420,584	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	NA15	BHHS	1		1	0.94%		\$ 1,175,000	\$ 1,175,000	2.49%	0.01%
CONDO		CBRR	1		1	0.94%		\$ 310,000	\$ 310,000	0.66%	0.00%
CONDO		DNFR	7	6	13	12.26%	\$ 3,466,000	\$ 2,730,500	\$ 6,196,500	13.14%	0.05%
CONDO		KW_ELITE	1		1	0.94%		\$ 221,000	\$ 221,000	0.47%	0.00%
CONDO		PREM_PLUS	8	8	16	15.09%	\$ 2,147,000	\$ 1,818,500	\$ 3,965,500	8.41%	0.03%
CONDO		PREM_SOTH	3	6	9	8.49%	\$ 1,736,500	\$ 1,334,000	\$ 3,070,500	6.51%	0.02%
CONDO		ROYAL_SH	2	1	3	2.83%	\$ 180,000	\$ 1,007,500	\$ 1,187,500	2.52%	0.01%
CONDO		WOOD	9	6	15	14.15%	\$ 4,041,900	\$ 4,648,900	\$ 8,690,800	18.42%	0.07%
CONDO		X-OTHER	21	26	47	44.34%	\$ 12,014,400	\$ 10,340,400	\$ 22,354,800	47.39%	0.17%
CONDO		NA15 Total		53	53	106	100.00%	\$ 23,585,800	\$ 23,585,800	\$ 47,171,600	100.00%
CONDO	NA16	BHHS	4	14	18	2.53%	\$ 4,263,900	\$ 1,273,000	\$ 5,536,900	2.82%	0.04%
CONDO		CBRR	13	15	28	3.93%	\$ 3,409,000	\$ 3,557,000	\$ 6,966,000	3.54%	0.05%
CONDO		DNFR	37	38	75	10.53%	\$ 8,353,300	\$ 9,448,200	\$ 17,801,500	9.05%	0.14%
CONDO		KW_ELITE	2	1	3	0.42%	\$ 162,000	\$ 910,000	\$ 1,072,000	0.55%	0.01%
CONDO		PREM_PLUS	38	30	68	9.55%	\$ 6,569,700	\$ 8,671,400	\$ 15,241,100	7.75%	0.12%
CONDO		PREM_SOTH	31	35	66	9.27%	\$ 15,277,000	\$ 11,736,525	\$ 27,013,525	13.74%	0.21%
CONDO		ROYAL_SH	3	6	9	1.26%	\$ 2,162,500	\$ 758,000	\$ 2,920,500	1.49%	0.02%
CONDO		WOOD	63	65	128	17.98%	\$ 20,073,100	\$ 18,509,194	\$ 38,582,294	19.62%	0.30%
CONDO		X-OTHER	165	152	317	44.52%	\$ 38,041,090	\$ 43,448,271	\$ 81,489,361	41.44%	0.63%
CONDO		NA16 Total		356	356	712	100.00%	\$ 98,311,590	\$ 98,311,590	\$ 196,623,180	100.00%
CONDO	NA17	BHHS	10	10	20	2.52%	\$ 2,048,500	\$ 2,051,400	\$ 4,099,900	2.70%	0.03%
CONDO		CBRR	20	23	43	5.42%	\$ 4,675,000	\$ 3,937,900	\$ 8,612,900	5.67%	0.07%
CONDO		DNFR	39	37	76	9.57%	\$ 7,309,650	\$ 7,444,975	\$ 14,754,625	9.72%	0.11%
CONDO		KW_ELITE	3	4	7	0.88%	\$ 719,000	\$ 471,500	\$ 1,190,500	0.78%	0.01%
CONDO		PREM_PLUS	58	47	105	13.22%	\$ 9,622,350	\$ 11,237,800	\$ 20,860,150	13.74%	0.16%
CONDO		PREM_SOTH	12	10	22	2.77%	\$ 2,302,000	\$ 1,946,500	\$ 4,248,500	2.80%	0.03%
CONDO		ROYAL_SH	3	2	5	0.63%	\$ 343,000	\$ 597,000	\$ 940,000	0.62%	0.01%
CONDO		WOOD	26	35	61	7.68%	\$ 6,727,350	\$ 5,801,300	\$ 12,528,650	8.25%	0.10%
CONDO		X-OTHER	226	229	455	57.30%	\$ 42,174,808	\$ 42,433,283	\$ 84,608,091	55.72%	0.65%
CONDO		NA17 Total		397	397	794	100.00%	\$ 75,921,658	\$ 75,921,658	\$ 151,843,316	100.00%
CONDO	NA18	BHHS	25	31	56	5.46%	\$ 6,563,050	\$ 5,606,400	\$ 12,169,450	6.25%	0.09%
CONDO		CBRR	38	35	73	7.12%	\$ 6,496,275	\$ 7,207,725	\$ 13,704,000	7.04%	0.11%
CONDO		DNFR	59	58	117	11.40%	\$ 10,739,900	\$ 10,910,200	\$ 21,650,100	11.12%	0.17%
CONDO		KW_ELITE	3		3	0.29%		\$ 497,900	\$ 497,900	0.26%	0.00%
CONDO		PREM_PLUS	67	65	132	12.87%	\$ 13,188,700	\$ 13,182,800	\$ 26,371,500	13.54%	0.20%
CONDO		PREM_SOTH	13	13	26	2.53%	\$ 2,363,000	\$ 2,375,900	\$ 4,738,900	2.43%	0.04%
CONDO		ROYAL_SH	7	8	15	1.46%	\$ 1,374,400	\$ 1,280,400	\$ 2,654,800	1.36%	0.02%
CONDO		WOOD	40	64	104	10.14%	\$ 12,431,500	\$ 7,946,650	\$ 20,378,150	10.46%	0.16%
CONDO		X-OTHER	261	239	500	48.73%	\$ 44,224,958	\$ 48,373,808	\$ 92,598,766	47.54%	0.71%
CONDO		NA18 Total		513	513	1026	100.00%	\$ 97,381,783	\$ 97,381,783	\$ 194,763,566	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	12	24	4.90%	\$ 2,769,500	\$ 3,296,120	\$ 6,065,620	4.90%	0.05%
CONDO		CBRR	12	10	22	4.49%	\$ 1,814,400	\$ 2,919,400	\$ 4,733,800	3.83%	0.04%
CONDO		DNFR	11	19	30	6.12%	\$ 5,070,900	\$ 2,686,000	\$ 7,756,900	6.27%	0.06%
CONDO		KW_ELITE	1	1	2	0.41%	\$ 120,000	\$ 243,000	\$ 363,000	0.29%	0.00%
CONDO		PREM_PLUS	43	33	76	15.51%	\$ 7,614,500	\$ 10,004,150	\$ 17,618,650	14.24%	0.14%
CONDO		PREM_SOTH	7	9	16	3.27%	\$ 2,450,500	\$ 1,586,325	\$ 4,036,825	3.26%	0.03%
CONDO		ROYAL_SH	2	3	5	1.02%	\$ 721,000	\$ 722,000	\$ 1,443,000	1.17%	0.01%
CONDO		WOOD	23	36	59	12.04%	\$ 7,820,025	\$ 5,838,000	\$ 13,658,025	11.04%	0.11%
CONDO		X-OTHER	134	122	256	52.24%	\$ 33,498,374	\$ 34,584,204	\$ 68,082,578	55.01%	0.52%
CONDO		NA19 Total		245	245	490	100.00%	\$ 61,879,199	\$ 61,879,199	\$ 123,758,398	100.00%
CONDO	NA21	BHHS	15	22	37	6.90%	\$ 5,552,500	\$ 4,281,000	\$ 9,833,500	7.22%	0.08%
CONDO		CBRR	8	12	20	3.73%	\$ 2,716,000	\$ 1,561,000	\$ 4,277,000	3.14%	0.03%
CONDO		DNFR	22	20	42	7.84%	\$ 6,076,050	\$ 6,861,050	\$ 12,937,100	9.50%	0.10%
CONDO		KW_ELITE	1	3	4	0.75%	\$ 818,000	\$ 312,000	\$ 1,130,000	0.83%	0.01%
CONDO		PREM_PLUS	27	19	46	8.58%	\$ 4,412,900	\$ 7,094,112	\$ 11,507,012	8.45%	0.09%
CONDO		PREM_SOTH	6	8	14	2.61%	\$ 2,661,500	\$ 1,682,213	\$ 4,343,713	3.19%	0.03%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	21	14	35	6.53%	\$ 3,563,000	\$ 6,266,631	\$ 9,829,631	7.22%	0.08%
CONDO		X-OTHER	168	170	338	63.06%	\$ 42,256,817	\$ 39,998,761	\$ 82,255,578	60.43%	0.63%
CONDO	NA21 Total		268	268	536	100.00%	\$ 68,056,767	\$ 68,056,767	\$ 136,113,534	100.00%	1.05%
CONDO	NA22	BHHS	10	11	21	5.30%	\$ 3,170,000	\$ 2,766,750	\$ 5,936,750	5.79%	0.05%
CONDO		CBRR	8	8	16	4.04%	\$ 2,036,000	\$ 2,092,500	\$ 4,128,500	4.03%	0.03%
CONDO		DNFR	13	12	25	6.31%	\$ 3,065,000	\$ 3,619,610	\$ 6,684,610	6.52%	0.05%
CONDO		KW_ELITE	6	3	9	2.27%	\$ 820,000	\$ 1,650,800	\$ 2,470,800	2.41%	0.02%
CONDO		PREM_PLUS	20	20	40	10.10%	\$ 5,554,800	\$ 4,902,200	\$ 10,457,000	10.20%	0.08%
CONDO		PREM_SOTH	7	11	18	4.55%	\$ 2,856,900	\$ 2,041,000	\$ 4,897,900	4.78%	0.04%
CONDO		ROYAL_SH	2	2	4	1.01%	\$ 534,900	\$ 534,900	\$ 1,069,800	1.04%	0.01%
CONDO		WOOD	15	19	34	8.59%	\$ 4,746,400	\$ 4,512,900	\$ 9,259,300	9.03%	0.07%
CONDO		X-OTHER	117	112	229	57.83%	\$ 28,494,860	\$ 29,158,200	\$ 57,653,060	56.22%	0.44%
CONDO	NA22 Total		198	198	396	100.00%	\$ 51,278,860	\$ 51,278,860	\$ 102,557,720	100.00%	0.79%
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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2017 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA24	BHHS	1		1	1.25%		\$ 98,500	\$ 98,500	1.12%	0.00%
CONDO		CBRR	2	3	5	6.25%	\$ 276,500	\$ 229,000	\$ 505,500	5.75%	0.00%
CONDO		DNFR	2	2	4	5.00%	\$ 194,355	\$ 179,355	\$ 373,710	4.25%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	5	1	6	7.50%	\$ 99,000	\$ 549,900	\$ 648,900	7.38%	0.01%
CONDO		PREM_SOTH	1	2	3	3.75%	\$ 388,000	\$ 270,000	\$ 658,000	7.49%	0.01%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	1		1	1.25%		\$ 94,500	\$ 94,500	1.08%	0.00%
CONDO		X-OTHER	28	32	60	75.00%	\$ 3,437,300	\$ 2,973,900	\$ 6,411,200	72.93%	0.05%
CONDO		NA24 Total		40	40	80	100.00%	\$ 4,395,155	\$ 4,395,155	\$ 8,790,310	100.00%
CONDO	NA31	BHHS	5	3	8	5.26%	\$ 595,000	\$ 1,067,000	\$ 1,662,000	3.96%	0.01%
CONDO		CBRR	2		2	1.32%		\$ 657,500	\$ 657,500	1.57%	0.01%
CONDO		DNFR	8	3	11	7.24%	\$ 700,000	\$ 2,002,090	\$ 2,702,090	6.44%	0.02%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	4	2	6	3.95%	\$ 557,000	\$ 975,500	\$ 1,532,500	3.65%	0.01%
CONDO		PREM_SOTH	1		1	0.66%		\$ 175,000	\$ 175,000	0.42%	0.00%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	9	6	15	9.87%	\$ 1,741,500	\$ 2,698,000	\$ 4,439,500	10.58%	0.03%
CONDO		X-OTHER	47	62	109	71.71%	\$ 17,379,145	\$ 13,397,555	\$ 30,776,700	73.37%	0.24%
CONDO		NA31 Total		76	76	152	100.00%	\$ 20,972,645	\$ 20,972,645	\$ 41,945,290	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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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										0.00%
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										0.00%
CONDO	NA36	BHHS	3	5	8	30.77%	\$ 1,368,000	\$ 763,000	\$ 2,131,000	32.62%	0.02%
CONDO		CBRR	1		1	3.85%		\$ 231,904	\$ 231,904	3.55%	0.00%
CONDO		DNFR				0.00%				0.00%	0.00%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	1	1	2	7.69%	\$ 240,000	\$ 240,000	\$ 480,000	7.35%	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	19.23%	\$ 425,000	\$ 663,154	\$ 1,088,154	16.66%	0.01%
CONDO		X-OTHER	5	5	10	38.46%	\$ 1,233,048	\$ 1,367,990	\$ 2,601,038	39.82%	0.02%
CONDO	NA36 Total		13	13	26	100.00%	\$ 3,266,048	\$ 3,266,048	\$ 6,532,096	100.00%	0.05%
CONDO	NA37	BHHS	12	8	20	9.80%	\$ 1,982,000	\$ 3,157,500	\$ 5,139,500	8.58%	0.04%
CONDO		CBRR	10	6	16	7.84%	\$ 1,406,000	\$ 2,891,535	\$ 4,297,535	7.17%	0.03%
CONDO		DNFR	5		5	2.45%		\$ 1,507,900	\$ 1,507,900	2.52%	0.01%
CONDO		KW_ELITE	1		1	0.49%		\$ 305,000	\$ 305,000	0.51%	0.00%
CONDO		PREM_PLUS	13	9	22	10.78%	\$ 2,398,400	\$ 3,364,850	\$ 5,763,250	9.62%	0.04%
CONDO		PREM_SOTH	5	2	7	3.43%	\$ 524,000	\$ 1,667,780	\$ 2,191,780	3.66%	0.02%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	4	4	8	3.92%	\$ 1,133,250	\$ 967,500	\$ 2,100,750	3.51%	0.02%
CONDO		X-OTHER	52	73	125	61.27%	\$ 22,523,019	\$ 16,104,604	\$ 38,627,623	64.45%	0.30%
CONDO	NA37 Total		102	102	204	100.00%	\$ 29,966,669	\$ 29,966,669	\$ 59,933,338	100.00%	0.46%

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2017 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
CONDO	NA38	BHHS	8	12	20	6.06%	\$ 3,570,000	\$ 2,659,500	\$ 6,229,500	6.21%	0.05%
CONDO		CBRR	4	10	14	4.24%	\$ 1,983,000	\$ 680,500	\$ 2,663,500	2.65%	0.02%
CONDO		DNFR	8	5	13	3.94%	\$ 1,336,000	\$ 2,438,900	\$ 3,774,900	3.76%	0.03%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	20	16	36	10.91%	\$ 4,301,200	\$ 5,115,400	\$ 9,416,600	9.39%	0.07%
CONDO		PREM_SOTH	31	49	80	24.24%	\$ 15,692,000	\$ 8,889,700	\$ 24,581,700	24.50%	0.19%
CONDO		ROYAL_SH				0.00%				0.00%	0.00%
CONDO		WOOD	14	13	27	8.18%	\$ 3,696,000	\$ 4,595,250	\$ 8,291,250	8.26%	0.06%
CONDO		X-OTHER	80	60	140	42.42%	\$ 19,589,029	\$ 25,787,979	\$ 45,377,008	45.23%	0.35%
CONDO		NA38 Total		165	165	330	100.00%	\$ 50,167,229	\$ 50,167,229	\$ 100,334,458	100.00%
CONDO	NA39	BHHS		2	2	3.13%	\$ 825,000		\$ 825,000	5.59%	0.01%
CONDO		CBRR	2		2	3.13%		\$ 610,000	\$ 610,000	4.13%	0.00%
CONDO		DNFR	1	3	4	6.25%	\$ 608,000	\$ 178,000	\$ 786,000	5.33%	0.01%
CONDO		KW_ELITE				0.00%				0.00%	0.00%
CONDO		PREM_PLUS	4	1	5	7.81%	\$ 207,000	\$ 1,000,000	\$ 1,207,000	8.18%	0.01%
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	25	26	51	79.69%	\$ 5,736,500	\$ 5,588,500	\$ 11,325,000	76.76%	0.09%
CONDO		NA39 Total		32	32	64	100.00%	\$ 7,376,500	\$ 7,376,500	\$ 14,753,000	100.00%
CONDO	NA41	BHHS				#DIV/0!				#DIV/0!	0.00%
CONDO		CBRR				#DIV/0!				#DIV/0!	0.00%
CONDO		DNFR				#DIV/0!				#DIV/0!	0.00%
CONDO		KW_ELITE				#DIV/0!				#DIV/0!	0.00%
CONDO		PREM_PLUS				#DIV/0!				#DIV/0!	0.00%
CONDO		PREM_SOTH				#DIV/0!				#DIV/0!	0.00%
CONDO		ROYAL_SH				#DIV/0!				#DIV/0!	0.00%
CONDO		WOOD				#DIV/0!				#DIV/0!	0.00%
CONDO		X-OTHER				#DIV/0!				#DIV/0!	0.00%
CONDO		NA41 Total					#DIV/0!				#DIV/0!
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									

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2017 Market Share Data

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

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2017 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										0.00%
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										0.00%
CONDO	NA50	BHHS	1		1	5.00%		\$ 285,000	\$ 285,000	7.04%	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	1	3	15.00%	\$ 172,900	\$ 338,000	\$ 510,900	12.62%	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	7	9	16	80.00%	\$ 1,851,085	\$ 1,400,985	\$ 3,252,070	80.34%	0.03%
CONDO	NA50 Total		10	10	20	100.00%	\$ 2,023,985	\$ 2,023,985	\$ 4,047,970	100.00%	0.03%
CONDO Total			6119	6119	12238		\$ 2,432,916,691	\$ 2,432,916,691	\$ 4,865,833,382		37.52%

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2017 Market Share Data

Prop Type	GeoCode	Company	List Side Units	Sell Side Units	Total Units	Geocode % Units	List Side Volume	Sell Side Volume	Total Volume	Geocode % Volume	% of Total Volume
Single Family	BN01	BHHS	1		1	2.17%		\$ 5,545,000	\$ 5,545,000	4.86%	0.04%
Single Family		CBRR	4	9	13	28.26%	\$ 28,718,000	\$ 12,925,000	\$ 41,643,000	36.51%	0.32%
Single Family		DNFR				0.00%				0.00%	0.00%
Single Family		KW_ELITE	4	2	6	13.04%	\$ 3,925,000	\$ 7,075,000	\$ 11,000,000	9.64%	0.08%
Single Family		PREM_PLUS		1	1	2.17%	\$ 5,000,000		\$ 5,000,000	4.38%	0.04%
Single Family		PREM_SOTH	1	2	3	6.52%	\$ 3,795,000	\$ 3,160,000	\$ 6,955,000	6.10%	0.05%
Single Family		ROYAL_SH	1		1	2.17%		\$ 5,800,000	\$ 5,800,000	5.09%	0.04%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	12	9	21	45.65%	\$ 15,590,000	\$ 22,523,000	\$ 38,113,000	33.42%	0.29%
Single Family	BN01 Total		23	23	46	100.00%	\$ 57,028,000	\$ 57,028,000	\$ 114,056,000	100.00%	0.88%
Single Family	BN02	BHHS		4	4	3.92%	\$ 1,748,000		\$ 1,748,000	4.03%	0.01%
Single Family		CBRR	3	4	7	6.86%	\$ 1,878,315	\$ 1,313,315	\$ 3,191,630	7.35%	0.02%
Single Family		DNFR	3	7	10	9.80%	\$ 2,681,900	\$ 1,204,900	\$ 3,886,800	8.96%	0.03%
Single Family		KW_ELITE	1	4	5	4.90%	\$ 1,059,000	\$ 269,900	\$ 1,328,900	3.06%	0.01%
Single Family		PREM_PLUS	6	3	9	8.82%	\$ 933,000	\$ 2,307,900	\$ 3,240,900	7.47%	0.02%
Single Family		PREM_SOTH	2	1	3	2.94%	\$ 450,000	\$ 1,260,000	\$ 1,710,000	3.94%	0.01%
Single Family		ROYAL_SH	3		3	2.94%		\$ 1,118,000	\$ 1,118,000	2.58%	0.01%
Single Family		WOOD	3	7	10	9.80%	\$ 2,585,000	\$ 1,115,000	\$ 3,700,000	8.53%	0.03%
Single Family		X-OTHER	30	21	51	50.00%	\$ 10,365,050	\$ 13,111,250	\$ 23,476,300	54.09%	0.18%
Single Family	BN02 Total		51	51	102	100.00%	\$ 21,700,265	\$ 21,700,265	\$ 43,400,530	100.00%	0.33%
Single Family	BN04	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	1.39%	\$ 1,660,000	\$ 1,660,000	\$ 3,320,000	2.04%	0.03%
Single Family		DNFR	4	3	7	4.86%	\$ 3,140,000	\$ 4,120,000	\$ 7,260,000	4.46%	0.06%
Single Family		KW_ELITE	1	1	2	1.39%	\$ 1,725,000	\$ 2,675,000	\$ 4,400,000	2.71%	0.03%
Single Family		PREM_PLUS	2		2	1.39%		\$ 1,560,000	\$ 1,560,000	0.96%	0.01%
Single Family		PREM_SOTH	6	5	11	7.64%	\$ 4,200,000	\$ 6,060,000	\$ 10,260,000	6.31%	0.08%
Single Family		ROYAL_SH	10	16	26	18.06%	\$ 16,867,500	\$ 10,593,500	\$ 27,461,000	16.88%	0.21%
Single Family		WOOD	32	33	65	45.14%	\$ 35,911,355	\$ 34,502,855	\$ 70,414,210	43.29%	0.54%
Single Family		X-OTHER	16	13	29	20.14%	\$ 17,824,142	\$ 20,156,642	\$ 37,980,784	23.35%	0.29%
Single Family	BN04 Total		72	72	144	100.00%	\$ 81,327,997	\$ 81,327,997	\$ 162,655,994	100.00%	1.25%
Single Family	BN05	BHHS	2	4	6	4.62%	\$ 2,848,000	\$ 964,699	\$ 3,812,699	3.63%	0.03%
Single Family		CBRR	2	3	5	3.85%	\$ 1,665,000	\$ 834,000	\$ 2,499,000	2.38%	0.02%
Single Family		DNFR	9	8	17	13.08%	\$ 5,942,500	\$ 6,903,000	\$ 12,845,500	12.24%	0.10%
Single Family		KW_ELITE	9	10	19	14.62%	\$ 11,050,000	\$ 10,475,000	\$ 21,525,000	20.51%	0.17%
Single Family		PREM_PLUS	1		1	0.77%		\$ 475,000	\$ 475,000	0.45%	0.00%
Single Family		PREM_SOTH	10	15	25	19.23%	\$ 10,346,000	\$ 6,714,750	\$ 17,060,750	16.25%	0.13%
Single Family		ROYAL_SH	4	6	10	7.69%	\$ 5,685,000	\$ 4,260,000	\$ 9,945,000	9.47%	0.08%
Single Family		WOOD	11	8	19	14.62%	\$ 8,743,750	\$ 8,732,500	\$ 17,476,250	16.65%	0.13%
Single Family		X-OTHER	17	11	28	21.54%	\$ 6,206,199	\$ 13,127,500	\$ 19,333,699	18.42%	0.15%
Single Family	BN05 Total		65	65	130	100.00%	\$ 52,486,449	\$ 52,486,449	\$ 104,972,898	100.00%	0.81%

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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	4	6	3.33%	\$ 967,500	\$ 481,850	\$ 1,449,350	2.09%	0.01%
Single Family		CBRR	4	3	7	3.89%	\$ 989,900	\$ 1,650,000	\$ 2,639,900	3.80%	0.02%
Single Family		DNFR	3	5	8	4.44%	\$ 1,315,000	\$ 1,028,000	\$ 2,343,000	3.38%	0.02%
Single Family		KW_ELITE	10	8	18	10.00%	\$ 4,585,500	\$ 4,310,400	\$ 8,895,900	12.81%	0.07%
Single Family		PREM_PLUS	8	8	16	8.89%	\$ 3,588,900	\$ 2,971,800	\$ 6,560,700	9.45%	0.05%
Single Family		PREM_SOTH	2	2	4	2.22%	\$ 525,000	\$ 838,000	\$ 1,363,000	1.96%	0.01%
Single Family		ROYAL_SH	5	4	9	5.00%	\$ 1,546,500	\$ 2,239,000	\$ 3,785,500	5.45%	0.03%
Single Family		WOOD	5	9	14	7.78%	\$ 3,390,500	\$ 1,930,000	\$ 5,320,500	7.66%	0.04%
Single Family		X-OTHER	51	47	98	54.44%	\$ 17,800,840	\$ 19,260,590	\$ 37,061,430	53.39%	0.29%
Single Family	BN06 Total		90	90	180	100.00%	\$ 34,709,640	\$ 34,709,640	\$ 69,419,280	100.00%	0.54%
Single Family	BN07	BHHS	1	4	5	7.81%	\$ 1,577,500	\$ 495,000	\$ 2,072,500	9.69%	0.02%
Single Family		CBRR	1		1	1.56%		\$ 385,000	\$ 385,000	1.80%	0.00%
Single Family		DNFR	1	2	3	4.69%	\$ 629,100	\$ 256,100	\$ 885,200	4.14%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	4	4	8	12.50%	\$ 1,537,400	\$ 1,602,500	\$ 3,139,900	14.68%	0.02%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1	1	2	3.13%	\$ 212,500	\$ 499,000	\$ 711,500	3.33%	0.01%
Single Family		WOOD	5	3	8	12.50%	\$ 1,179,000	\$ 1,847,500	\$ 3,026,500	14.15%	0.02%
Single Family		X-OTHER	19	18	37	57.81%	\$ 5,556,410	\$ 5,606,810	\$ 11,163,220	52.20%	0.09%
Single Family	BN07 Total		32	32	64	100.00%	\$ 10,691,910	\$ 10,691,910	\$ 21,383,820	100.00%	0.16%
Single Family	BN08	BHHS		1	1	0.74%	\$ 473,000		\$ 473,000	1.05%	0.00%
Single Family		CBRR	4	1	5	3.68%	\$ 412,000	\$ 1,429,000	\$ 1,841,000	4.08%	0.01%
Single Family		DNFR	4	6	10	7.35%	\$ 2,065,000	\$ 1,255,900	\$ 3,320,900	7.35%	0.03%
Single Family		KW_ELITE		5	5	3.68%	\$ 1,720,500		\$ 1,720,500	3.81%	0.01%
Single Family		PREM_PLUS	11	4	15	11.03%	\$ 1,872,500	\$ 3,372,500	\$ 5,245,000	11.61%	0.04%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1	3	4	2.94%	\$ 787,500	\$ 261,000	\$ 1,048,500	2.32%	0.01%
Single Family		WOOD	3	2	5	3.68%	\$ 690,000	\$ 1,537,500	\$ 2,227,500	4.93%	0.02%
Single Family		X-OTHER	45	46	91	66.91%	\$ 14,565,450	\$ 14,730,050	\$ 29,295,500	64.85%	0.23%
Single Family	BN08 Total		68	68	136	100.00%	\$ 22,585,950	\$ 22,585,950	\$ 45,171,900	100.00%	0.35%
Single Family	BN09	BHHS	1		1	1.22%		\$ 620,000	\$ 620,000	1.65%	0.00%
Single Family		CBRR		2	2	2.44%	\$ 963,000		\$ 963,000	2.56%	0.01%
Single Family		DNFR	3	4	7	8.54%	\$ 1,862,900	\$ 1,150,000	\$ 3,012,900	8.02%	0.02%
Single Family		KW_ELITE	1		1	1.22%		\$ 373,000	\$ 373,000	0.99%	0.00%
Single Family		PREM_PLUS	5	3	8	9.76%	\$ 1,442,500	\$ 2,070,000	\$ 3,512,500	9.35%	0.03%
Single Family		PREM_SOTH	2		2	2.44%		\$ 1,010,000	\$ 1,010,000	2.69%	0.01%
Single Family		ROYAL_SH	3	9	12	14.63%	\$ 4,110,000	\$ 1,355,000	\$ 5,465,000	14.55%	0.04%
Single Family		WOOD	2	5	7	8.54%	\$ 2,082,000	\$ 952,000	\$ 3,034,000	8.08%	0.02%
Single Family		X-OTHER	24	18	42	51.22%	\$ 8,321,658	\$ 11,252,058	\$ 19,573,716	52.11%	0.15%
Single Family	BN09 Total		41	41	82	100.00%	\$ 18,782,058	\$ 18,782,058	\$ 37,564,116	100.00%	0.29%

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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	1	2	3	1.13%	\$ 764,000	\$ 265,000	\$ 1,029,000	1.29%	0.01%
Single Family		CBRR	5	2	7	2.63%	\$ 770,000	\$ 1,315,000	\$ 2,085,000	2.62%	0.02%
Single Family		DNFR	6	10	16	6.02%	\$ 3,195,600	\$ 2,064,100	\$ 5,259,700	6.61%	0.04%
Single Family		KW_ELITE	4	9	13	4.89%	\$ 2,638,000	\$ 1,455,000	\$ 4,093,000	5.14%	0.03%
Single Family		PREM_PLUS	9	9	18	6.77%	\$ 3,302,490	\$ 2,982,500	\$ 6,284,990	7.90%	0.05%
Single Family		PREM_SOTH	3	6	9	3.38%	\$ 2,275,455	\$ 1,027,500	\$ 3,302,955	4.15%	0.03%
Single Family		ROYAL_SH	4	7	11	4.14%	\$ 2,346,600	\$ 1,253,600	\$ 3,600,200	4.52%	0.03%
Single Family		WOOD	6	9	15	5.64%	\$ 3,129,500	\$ 2,085,500	\$ 5,215,000	6.55%	0.04%
Single Family		X-OTHER	95	79	174	65.41%	\$ 21,361,757	\$ 27,335,202	\$ 48,696,959	61.20%	0.38%
Single Family	BN10 Total		133	133	266	100.00%	\$ 39,783,402	\$ 39,783,402	\$ 79,566,804	100.00%	0.61%
Single Family	BN11	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR		1	1	3.85%	\$ 260,000		\$ 260,000	1.93%	0.00%
Single Family		DNFR	3	1	4	15.38%	\$ 515,500	\$ 1,920,000	\$ 2,435,500	18.04%	0.02%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	4	6	23.08%	\$ 1,760,500	\$ 710,500	\$ 2,471,000	18.31%	0.02%
Single Family		PREM_SOTH	1	3	4	15.38%	\$ 1,906,500	\$ 798,500	\$ 2,705,000	20.04%	0.02%
Single Family		ROYAL_SH	1		1	3.85%		\$ 568,000	\$ 568,000	4.21%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	6	4	10	38.46%	\$ 2,306,400	\$ 2,751,900	\$ 5,058,300	37.47%	0.04%
Single Family	BN11 Total		13	13	26	100.00%	\$ 6,748,900	\$ 6,748,900	\$ 13,497,800	100.00%	0.10%
Single Family	BN12	BHHS	2	13	15	4.41%	\$ 6,106,500	\$ 890,000	\$ 6,996,500	4.85%	0.05%
Single Family		CBRR	10	3	13	3.82%	\$ 1,136,000	\$ 3,736,480	\$ 4,872,480	3.37%	0.04%
Single Family		DNFR	11	12	23	6.76%	\$ 4,664,950	\$ 4,712,000	\$ 9,376,950	6.49%	0.07%
Single Family		KW_ELITE	6	4	10	2.94%	\$ 1,825,000	\$ 2,342,142	\$ 4,167,142	2.89%	0.03%
Single Family		PREM_PLUS	10	6	16	4.71%	\$ 1,861,250	\$ 3,934,062	\$ 5,795,312	4.01%	0.04%
Single Family		PREM_SOTH	5	4	9	2.65%	\$ 1,357,000	\$ 1,975,000	\$ 3,332,000	2.31%	0.03%
Single Family		ROYAL_SH	4	4	8	2.35%	\$ 2,085,000	\$ 1,713,000	\$ 3,798,000	2.63%	0.03%
Single Family		WOOD	30	29	59	17.35%	\$ 13,736,750	\$ 13,913,705	\$ 27,650,455	19.15%	0.21%
Single Family		X-OTHER	92	95	187	55.00%	\$ 39,421,390	\$ 38,977,451	\$ 78,398,841	54.30%	0.60%
Single Family	BN12 Total		170	170	340	100.00%	\$ 72,193,840	\$ 72,193,840	\$ 144,387,680	100.00%	1.11%
Single Family	ES01	BHHS	6	6	12	5.41%	\$ 3,194,000	\$ 2,468,000	\$ 5,662,000	4.46%	0.04%
Single Family		CBRR	6	4	10	4.50%	\$ 1,380,000	\$ 2,450,000	\$ 3,830,000	3.02%	0.03%
Single Family		DNFR	8	7	15	6.76%	\$ 3,704,900	\$ 4,770,000	\$ 8,474,900	6.67%	0.07%
Single Family		KW_ELITE	3	1	4	1.80%	\$ 352,500	\$ 1,185,000	\$ 1,537,500	1.21%	0.01%
Single Family		PREM_PLUS	4	2	6	2.70%	\$ 626,566	\$ 1,322,400	\$ 1,948,966	1.53%	0.02%
Single Family		PREM_SOTH	2	2	4	1.80%	\$ 548,000	\$ 1,395,000	\$ 1,943,000	1.53%	0.01%
Single Family		ROYAL_SH	1	4	5	2.25%	\$ 2,902,500	\$ 376,500	\$ 3,279,000	2.58%	0.03%
Single Family		WOOD	10	5	15	6.76%	\$ 2,121,050	\$ 6,120,050	\$ 8,241,100	6.49%	0.06%
Single Family		X-OTHER	71	80	151	68.02%	\$ 48,656,825	\$ 43,399,391	\$ 92,056,216	72.50%	0.71%
Single Family	ES01 Total		111	111	222	100.00%	\$ 63,486,341	\$ 63,486,341	\$ 126,972,682	100.00%	0.98%

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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	8	8	16	3.98%	\$ 2,421,000	\$ 2,695,000	\$ 5,116,000	3.56%	0.04%
Single Family		CBRR	10	5	15	3.73%	\$ 2,395,000	\$ 4,019,000	\$ 6,414,000	4.47%	0.05%
Single Family		DNFR	17	12	29	7.21%	\$ 4,823,000	\$ 5,919,800	\$ 10,742,800	7.48%	0.08%
Single Family		KW_ELITE	15	25	40	9.95%	\$ 8,905,900	\$ 5,258,400	\$ 14,164,300	9.87%	0.11%
Single Family		PREM_PLUS	24	19	43	10.70%	\$ 6,276,300	\$ 8,935,200	\$ 15,211,500	10.60%	0.12%
Single Family		PREM_SOTH		3	3	0.75%	\$ 1,154,000		\$ 1,154,000	0.80%	0.01%
Single Family		ROYAL_SH	7	4	11	2.74%	\$ 1,130,000	\$ 2,475,000	\$ 3,605,000	2.51%	0.03%
Single Family		WOOD	5	6	11	2.74%	\$ 1,848,000	\$ 1,844,000	\$ 3,692,000	2.57%	0.03%
Single Family		X-OTHER	115	119	234	58.21%	\$ 42,829,628	\$ 40,636,428	\$ 83,466,056	58.14%	0.64%
Single Family	ES02 Total		201	201	402	100.00%	\$ 71,782,828	\$ 71,782,828	\$ 143,565,656	100.00%	1.11%
Single Family	ES03	BHHS	5	6	11	2.41%	\$ 2,852,900	\$ 2,362,320	\$ 5,215,220	2.58%	0.04%
Single Family		CBRR	10	6	16	3.51%	\$ 2,856,400	\$ 4,944,475	\$ 7,800,875	3.85%	0.06%
Single Family		DNFR	10	4	14	3.07%	\$ 1,713,500	\$ 4,690,930	\$ 6,404,430	3.16%	0.05%
Single Family		KW_ELITE	22	39	61	13.38%	\$ 17,818,600	\$ 9,980,650	\$ 27,799,250	13.74%	0.21%
Single Family		PREM_PLUS	18	8	26	5.70%	\$ 3,590,750	\$ 8,323,575	\$ 11,914,325	5.89%	0.09%
Single Family		PREM_SOTH	3	1	4	0.88%	\$ 450,000	\$ 922,500	\$ 1,372,500	0.68%	0.01%
Single Family		ROYAL_SH	7	8	15	3.29%	\$ 4,190,300	\$ 3,561,995	\$ 7,752,295	3.83%	0.06%
Single Family		WOOD	11	2	13	2.85%	\$ 770,000	\$ 5,277,600	\$ 6,047,600	2.99%	0.05%
Single Family		X-OTHER	142	154	296	64.91%	\$ 66,943,953	\$ 61,122,358	\$ 128,066,311	63.28%	0.99%
Single Family	ES03 Total		228	228	456	100.00%	\$ 101,186,403	\$ 101,186,403	\$ 202,372,806	100.00%	1.56%
Single Family	ES04	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	2	2	4	2.78%	\$ 1,800,000	\$ 1,295,000	\$ 3,095,000	2.87%	0.02%
Single Family		DNFR	12	8	20	13.89%	\$ 3,982,800	\$ 8,687,433	\$ 12,670,233	11.74%	0.10%
Single Family		KW_ELITE	7	14	21	14.58%	\$ 13,686,500	\$ 5,630,000	\$ 19,316,500	17.90%	0.15%
Single Family		PREM_PLUS	2	2	4	2.78%	\$ 1,005,000	\$ 2,060,750	\$ 3,065,750	2.84%	0.02%
Single Family		PREM_SOTH	4	10	14	9.72%	\$ 8,255,700	\$ 2,671,500	\$ 10,927,200	10.12%	0.08%
Single Family		ROYAL_SH	10	13	23	15.97%	\$ 11,397,500	\$ 8,086,237	\$ 19,483,737	18.05%	0.15%
Single Family		WOOD	8	5	13	9.03%	\$ 3,963,250	\$ 6,888,500	\$ 10,851,750	10.05%	0.08%
Single Family		X-OTHER	27	18	45	31.25%	\$ 9,876,520	\$ 18,647,850	\$ 28,524,370	26.43%	0.22%
Single Family	ES04 Total		72	72	144	100.00%	\$ 53,967,270	\$ 53,967,270	\$ 107,934,540	100.00%	0.83%
Single Family	NA01	BHHS	1	1	2	1.35%	\$ 500,000	\$ 1,200,000	\$ 1,700,000	0.95%	0.01%
Single Family		CBRR	5	7	12	8.11%	\$ 9,555,000	\$ 8,656,000	\$ 18,211,000	10.14%	0.14%
Single Family		DNFR	11	11	22	14.86%	\$ 7,414,000	\$ 6,464,500	\$ 13,878,500	7.73%	0.11%
Single Family		KW_ELITE	6	2	8	5.41%	\$ 802,500	\$ 9,002,500	\$ 9,805,000	5.46%	0.08%
Single Family		PREM_PLUS	4	3	7	4.73%	\$ 1,452,000	\$ 2,138,500	\$ 3,590,500	2.00%	0.03%
Single Family		PREM_SOTH	4	1	5	3.38%	\$ 1,295,000	\$ 10,807,500	\$ 12,102,500	6.74%	0.09%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	5	5	10	6.76%	\$ 3,140,500	\$ 2,660,000	\$ 5,800,500	3.23%	0.04%
Single Family		X-OTHER	38	44	82	55.41%	\$ 65,656,300	\$ 48,886,300	\$ 114,542,600	63.77%	0.88%
Single Family	NA01 Total		74	74	148	100.00%	\$ 89,815,300	\$ 89,815,300	\$ 179,630,600	100.00%	1.38%

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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		2	2	3.45%	\$ 2,100,000		\$ 2,100,000	1.73%	0.02%
Single Family		DNFR	3	2	5	8.62%	\$ 2,782,500	\$ 7,517,500	\$ 10,300,000	8.46%	0.08%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	4	6	10.34%	\$ 8,245,250	\$ 4,970,000	\$ 13,215,250	10.86%	0.10%
Single Family		PREM_SOTH	3	3	6	10.34%	\$ 8,865,000	\$ 16,325,000	\$ 25,190,000	20.70%	0.19%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	7	7	14	24.14%	\$ 7,945,000	\$ 9,188,750	\$ 17,133,750	14.08%	0.13%
Single Family		X-OTHER	14	11	25	43.10%	\$ 30,922,000	\$ 22,858,500	\$ 53,780,500	44.18%	0.41%
Single Family	NA02 Total		29	29	58	100.00%	\$ 60,859,750	\$ 60,859,750	\$ 121,719,500	100.00%	0.94%
Single Family	NA03	BHHS	3	1	4	1.37%	\$ 520,000	\$ 985,000	\$ 1,505,000	1.29%	0.01%
Single Family		CBRR	7	10	17	5.82%	\$ 4,181,000	\$ 2,626,000	\$ 6,807,000	5.84%	0.05%
Single Family		DNFR	11	10	21	7.19%	\$ 3,755,000	\$ 4,581,000	\$ 8,336,000	7.16%	0.06%
Single Family		KW_ELITE	3	2	5	1.71%	\$ 854,500	\$ 1,160,000	\$ 2,014,500	1.73%	0.02%
Single Family		PREM_PLUS	12	11	23	7.88%	\$ 4,035,000	\$ 4,813,000	\$ 8,848,000	7.59%	0.07%
Single Family		PREM_SOTH	5	6	11	3.77%	\$ 3,121,000	\$ 2,185,000	\$ 5,306,000	4.55%	0.04%
Single Family		ROYAL_SH	1	2	3	1.03%	\$ 915,000	\$ 465,000	\$ 1,380,000	1.18%	0.01%
Single Family		WOOD	10	16	26	8.90%	\$ 6,909,500	\$ 3,955,000	\$ 10,864,500	9.33%	0.08%
Single Family		X-OTHER	94	88	182	62.33%	\$ 33,961,300	\$ 37,482,300	\$ 71,443,600	61.32%	0.55%
Single Family	NA03 Total		146	146	292	100.00%	\$ 58,252,300	\$ 58,252,300	\$ 116,504,600	100.00%	0.90%
Single Family	NA04	BHHS	1	1	2	1.82%	\$ 2,000,000	\$ 2,000,000	\$ 4,000,000	2.13%	0.03%
Single Family		CBRR		1	1	0.91%	\$ 825,000		\$ 825,000	0.44%	0.01%
Single Family		DNFR	6	17	23	20.91%	\$ 22,097,500	\$ 10,160,000	\$ 32,257,500	17.19%	0.25%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	5	2	7	6.36%	\$ 6,985,000	\$ 8,280,000	\$ 15,265,000	8.14%	0.12%
Single Family		PREM_SOTH	24	17	41	37.27%	\$ 30,875,750	\$ 43,535,000	\$ 74,410,750	39.66%	0.57%
Single Family		ROYAL_SH	1		1	0.91%		\$ 1,100,000	\$ 1,100,000	0.59%	0.01%
Single Family		WOOD	7	5	12	10.91%	\$ 9,250,000	\$ 10,638,750	\$ 19,888,750	10.60%	0.15%
Single Family		X-OTHER	11	12	23	20.91%	\$ 21,773,000	\$ 18,092,500	\$ 39,865,500	21.25%	0.31%
Single Family	NA04 Total		55	55	110	100.00%	\$ 93,806,250	\$ 93,806,250	\$ 187,612,500	100.00%	1.45%
Single Family	NA05	BHHS	3	2	5	1.76%	\$ 2,920,000	\$ 4,560,000	\$ 7,480,000	1.33%	0.06%
Single Family		CBRR	3	8	11	3.87%	\$ 10,179,000	\$ 5,100,000	\$ 15,279,000	2.71%	0.12%
Single Family		DNFR	20	21	41	14.44%	\$ 34,025,061	\$ 30,012,061	\$ 64,037,122	11.38%	0.49%
Single Family		KW_ELITE	1	1	2	0.70%	\$ 925,000	\$ 1,900,000	\$ 2,825,000	0.50%	0.02%
Single Family		PREM_PLUS	3	4	7	2.46%	\$ 7,212,000	\$ 5,175,000	\$ 12,387,000	2.20%	0.10%
Single Family		PREM_SOTH	30	26	56	19.72%	\$ 65,506,000	\$ 87,665,000	\$ 153,171,000	27.22%	1.18%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	23	20	43	15.14%	\$ 35,044,500	\$ 41,679,980	\$ 76,724,480	13.63%	0.59%
Single Family		X-OTHER	59	60	119	41.90%	\$ 125,582,380	\$ 105,301,900	\$ 230,884,280	41.03%	1.78%
Single Family	NA05 Total		142	142	284	100.00%	\$ 281,393,941	\$ 281,393,941	\$ 562,787,882	100.00%	4.34%

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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	0.68%		\$ 2,750,000	\$ 2,750,000	0.52%	0.02%
Single Family		CBRR	2	1	3	2.03%	\$ 3,700,000	\$ 4,950,000	\$ 8,650,000	1.64%	0.07%
Single Family		DNFR	9	11	20	13.51%	\$ 32,685,000	\$ 22,311,250	\$ 54,996,250	10.43%	0.42%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	2	4	2.70%	\$ 5,800,000	\$ 5,900,000	\$ 11,700,000	2.22%	0.09%
Single Family		PREM_SOTH	13	13	26	17.57%	\$ 43,086,250	\$ 48,185,000	\$ 91,271,250	17.31%	0.70%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	7	10	17	11.49%	\$ 38,637,500	\$ 28,440,000	\$ 67,077,500	12.72%	0.52%
Single Family		X-OTHER	40	37	77	52.03%	\$ 139,772,500	\$ 151,145,000	\$ 290,917,500	55.16%	2.24%
Single Family	NA06 Total		74	74	148	100.00%	\$ 263,681,250	\$ 263,681,250	\$ 527,362,500	100.00%	4.07%
Single Family	NA07	BHHS	2	1	3	2.59%	\$ 2,400,000	\$ 7,550,000	\$ 9,950,000	1.47%	0.08%
Single Family		CBRR	3		3	2.59%		\$ 12,425,000	\$ 12,425,000	1.83%	0.10%
Single Family		DNFR	2	3	5	4.31%	\$ 12,600,000	\$ 8,525,000	\$ 21,125,000	3.11%	0.16%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	2	1	3	2.59%	\$ 2,855,000	\$ 7,350,000	\$ 10,205,000	1.50%	0.08%
Single Family		PREM_SOTH	12	16	28	24.14%	\$ 111,420,000	\$ 77,037,500	\$ 188,457,500	27.79%	1.45%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	11	13	24	20.69%	\$ 50,250,000	\$ 65,773,000	\$ 116,023,000	17.11%	0.89%
Single Family		X-OTHER	26	24	50	43.10%	\$ 159,608,500	\$ 160,473,000	\$ 320,081,500	47.19%	2.47%
Single Family	NA07 Total		58	58	116	100.00%	\$ 339,133,500	\$ 339,133,500	\$ 678,267,000	100.00%	5.23%
Single Family	NA08	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	2	2	4	3.70%	\$ 1,818,000	\$ 2,018,000	\$ 3,836,000	2.29%	0.03%
Single Family		DNFR	10	6	16	14.81%	\$ 4,390,000	\$ 12,570,500	\$ 16,960,500	10.12%	0.13%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	7	10	17	15.74%	\$ 14,882,500	\$ 10,098,000	\$ 24,980,500	14.90%	0.19%
Single Family		PREM_SOTH	3	2	5	4.63%	\$ 4,450,000	\$ 5,660,000	\$ 10,110,000	6.03%	0.08%
Single Family		ROYAL_SH	1	1	2	1.85%	\$ 2,850,000	\$ 1,697,500	\$ 4,547,500	2.71%	0.04%
Single Family		WOOD	13	16	29	26.85%	\$ 33,892,000	\$ 25,755,000	\$ 59,647,000	35.58%	0.46%
Single Family		X-OTHER	18	17	35	32.41%	\$ 21,532,400	\$ 26,015,900	\$ 47,548,300	28.37%	0.37%
Single Family	NA08 Total		54	54	108	100.00%	\$ 83,814,900	\$ 83,814,900	\$ 167,629,800	100.00%	1.29%
Single Family	NA09	BHHS		5	5	1.84%	\$ 2,695,000		\$ 2,695,000	1.97%	0.02%
Single Family		CBRR	5	9	14	5.15%	\$ 2,813,000	\$ 1,668,500	\$ 4,481,500	3.28%	0.03%
Single Family		DNFR	18	16	34	12.50%	\$ 7,040,300	\$ 9,621,115	\$ 16,661,415	12.20%	0.13%
Single Family		KW_ELITE	1	1	2	0.74%	\$ 261,000	\$ 147,000	\$ 408,000	0.30%	0.00%
Single Family		PREM_PLUS	9	9	18	6.62%	\$ 3,448,000	\$ 2,535,000	\$ 5,983,000	4.38%	0.05%
Single Family		PREM_SOTH	2	6	8	2.94%	\$ 3,147,850	\$ 1,345,000	\$ 4,492,850	3.29%	0.03%
Single Family		ROYAL_SH	2	2	4	1.47%	\$ 2,965,000	\$ 735,900	\$ 3,700,900	2.71%	0.03%
Single Family		WOOD	12	8	20	7.35%	\$ 4,180,000	\$ 6,433,730	\$ 10,613,730	7.77%	0.08%
Single Family		X-OTHER	87	80	167	61.40%	\$ 41,740,681	\$ 45,804,586	\$ 87,545,267	64.10%	0.67%
Single Family	NA09 Total		136	136	272	100.00%	\$ 68,290,831	\$ 68,290,831	\$ 136,581,662	100.00%	1.05%

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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	10	1	11	1.99%	\$ 470,000	\$ 9,828,000	\$ 10,298,000	2.35%	0.08%
Single Family		CBRR	15	16	31	5.62%	\$ 9,514,400	\$ 10,627,000	\$ 20,141,400	4.60%	0.16%
Single Family		DNFR	28	15	43	7.79%	\$ 6,964,650	\$ 23,054,750	\$ 30,019,400	6.85%	0.23%
Single Family		KW_ELITE	4	2	6	1.09%	\$ 808,160	\$ 1,669,660	\$ 2,477,820	0.57%	0.02%
Single Family		PREM_PLUS	18	21	39	7.07%	\$ 12,241,300	\$ 13,262,110	\$ 25,503,410	5.82%	0.20%
Single Family		PREM_SOTH	11	14	25	4.53%	\$ 11,907,000	\$ 8,233,150	\$ 20,140,150	4.60%	0.16%
Single Family		ROYAL_SH	1	1	2	0.36%	\$ 377,500	\$ 402,500	\$ 780,000	0.18%	0.01%
Single Family		WOOD	48	53	101	18.30%	\$ 44,472,500	\$ 37,866,545	\$ 82,339,045	18.79%	0.63%
Single Family		X-OTHER	141	153	294	53.26%	\$ 132,345,859	\$ 114,157,654	\$ 246,503,513	56.25%	1.90%
Single Family	NA11 Total		276	276	552	100.00%	\$ 219,101,369	\$ 219,101,369	\$ 438,202,738	100.00%	3.38%
Single Family	NA12	BHHS	3	6	9	3.75%	\$ 11,490,000	\$ 2,498,712	\$ 13,988,712	7.14%	0.11%
Single Family		CBRR	3	5	8	3.33%	\$ 2,581,000	\$ 3,899,748	\$ 6,480,748	3.31%	0.05%
Single Family		DNFR	20	16	36	15.00%	\$ 12,209,648	\$ 21,555,937	\$ 33,765,585	17.23%	0.26%
Single Family		KW_ELITE		1	1	0.42%	\$ 299,000		\$ 299,000	0.15%	0.00%
Single Family		PREM_PLUS	21	11	32	13.33%	\$ 8,148,900	\$ 11,941,900	\$ 20,090,800	10.25%	0.15%
Single Family		PREM_SOTH	8	16	24	10.00%	\$ 22,403,251	\$ 11,957,251	\$ 34,360,502	17.53%	0.26%
Single Family		ROYAL_SH	1	3	4	1.67%	\$ 2,811,000	\$ 1,190,000	\$ 4,001,000	2.04%	0.03%
Single Family		WOOD	14	14	28	11.67%	\$ 10,516,000	\$ 14,184,000	\$ 24,700,000	12.60%	0.19%
Single Family		X-OTHER	50	48	98	40.83%	\$ 27,554,268	\$ 30,785,519	\$ 58,339,787	29.76%	0.45%
Single Family	NA12 Total		120	120	240	100.00%	\$ 98,013,067	\$ 98,013,067	\$ 196,026,134	100.00%	1.51%
Single Family	NA13	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	2	6	8	13.33%	\$ 5,915,000	\$ 1,700,000	\$ 7,615,000	7.90%	0.06%
Single Family		DNFR	2	4	6	10.00%	\$ 5,855,001	\$ 2,565,000	\$ 8,420,001	8.74%	0.06%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	3	3	6	10.00%	\$ 9,397,500	\$ 6,137,000	\$ 15,534,500	16.12%	0.12%
Single Family		PREM_SOTH	1	5	6	10.00%	\$ 9,537,500	\$ 1,400,000	\$ 10,937,500	11.35%	0.08%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	5	3	8	13.33%	\$ 4,070,000	\$ 8,042,500	\$ 12,112,500	12.57%	0.09%
Single Family		X-OTHER	17	9	26	43.33%	\$ 13,417,000	\$ 28,347,501	\$ 41,764,501	43.33%	0.32%
Single Family	NA13 Total		30	30	60	100.00%	\$ 48,192,001	\$ 48,192,001	\$ 96,384,002	100.00%	0.74%
Single Family	NA14	BHHS	8	10	18	4.86%	\$ 5,701,400	\$ 3,752,900	\$ 9,454,300	4.06%	0.07%
Single Family		CBRR	3	8	11	2.97%	\$ 4,303,000	\$ 2,698,586	\$ 7,001,586	3.01%	0.05%
Single Family		DNFR	25	21	46	12.43%	\$ 11,921,500	\$ 15,234,900	\$ 27,156,400	11.67%	0.21%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	15	20	35	9.46%	\$ 11,798,600	\$ 7,840,300	\$ 19,638,900	8.44%	0.15%
Single Family		PREM_SOTH	14	17	31	8.38%	\$ 10,324,993	\$ 10,485,070	\$ 20,810,063	8.94%	0.16%
Single Family		ROYAL_SH	2	1	3	0.81%	\$ 545,000	\$ 1,652,500	\$ 2,197,500	0.94%	0.02%
Single Family		WOOD	21	31	52	14.05%	\$ 21,779,370	\$ 14,681,000	\$ 36,460,370	15.67%	0.28%
Single Family		X-OTHER	97	77	174	47.03%	\$ 49,985,444	\$ 60,014,051	\$ 109,999,495	47.27%	0.85%
Single Family	NA14 Total		185	185	370	100.00%	\$ 116,359,307	\$ 116,359,307	\$ 232,718,614	100.00%	1.79%

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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	1		1	0.64%		\$ 320,000	\$ 320,000	0.51%	0.00%
Single Family		CBRR	4	5	9	5.77%	\$ 1,561,000	\$ 1,429,000	\$ 2,990,000	4.72%	0.02%
Single Family		DNFR	6	9	15	9.62%	\$ 2,781,700	\$ 2,231,700	\$ 5,013,400	7.92%	0.04%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	7	6	13	8.33%	\$ 2,044,000	\$ 2,463,000	\$ 4,507,000	7.12%	0.03%
Single Family		PREM_SOTH	5	6	11	7.05%	\$ 3,414,999	\$ 1,830,999	\$ 5,245,998	8.29%	0.04%
Single Family		ROYAL_SH	2	2	4	2.56%	\$ 1,637,500	\$ 1,345,000	\$ 2,982,500	4.71%	0.02%
Single Family		WOOD	13	14	27	17.31%	\$ 5,953,900	\$ 4,903,900	\$ 10,857,800	17.15%	0.08%
Single Family		X-OTHER	40	36	76	48.72%	\$ 14,256,350	\$ 17,125,850	\$ 31,382,200	49.58%	0.24%
Single Family	NA15 Total		78	78	156	100.00%	\$ 31,649,449	\$ 31,649,449	\$ 63,298,898	100.00%	0.49%
Single Family	NA16	BHHS	3	4	7	1.58%	\$ 6,700,000	\$ 2,084,000	\$ 8,784,000	1.84%	0.07%
Single Family		CBRR	11	10	21	4.75%	\$ 5,776,639	\$ 8,641,000	\$ 14,417,639	3.02%	0.11%
Single Family		DNFR	20	23	43	9.73%	\$ 14,640,000	\$ 19,472,900	\$ 34,112,900	7.14%	0.26%
Single Family		KW_ELITE	1	2	3	0.68%	\$ 954,000	\$ 425,000	\$ 1,379,000	0.29%	0.01%
Single Family		PREM_PLUS	24	16	40	9.05%	\$ 10,259,500	\$ 15,008,400	\$ 25,267,900	5.29%	0.19%
Single Family		PREM_SOTH	27	48	75	16.97%	\$ 94,610,300	\$ 66,322,000	\$ 160,932,300	33.69%	1.24%
Single Family		ROYAL_SH	5	2	7	1.58%	\$ 1,272,000	\$ 6,779,000	\$ 8,051,000	1.69%	0.06%
Single Family		WOOD	32	39	71	16.06%	\$ 37,276,000	\$ 36,279,000	\$ 73,555,000	15.40%	0.57%
Single Family		X-OTHER	98	77	175	39.59%	\$ 67,374,115	\$ 83,851,254	\$ 151,225,369	31.66%	1.17%
Single Family	NA16 Total		221	221	442	100.00%	\$ 238,862,554	\$ 238,862,554	\$ 477,725,108	100.00%	3.68%
Single Family	NA17	BHHS	6	4	10	2.16%	\$ 1,352,500	\$ 2,218,900	\$ 3,571,400	2.15%	0.03%
Single Family		CBRR	13	19	32	6.93%	\$ 7,268,845	\$ 4,500,000	\$ 11,768,845	7.09%	0.09%
Single Family		DNFR	9	12	21	4.55%	\$ 4,314,000	\$ 3,542,400	\$ 7,856,400	4.73%	0.06%
Single Family		KW_ELITE	1	4	5	1.08%	\$ 1,354,000	\$ 200,000	\$ 1,554,000	0.94%	0.01%
Single Family		PREM_PLUS	31	24	55	11.90%	\$ 8,934,000	\$ 10,041,050	\$ 18,975,050	11.43%	0.15%
Single Family		PREM_SOTH	8	7	15	3.25%	\$ 2,244,000	\$ 3,330,000	\$ 5,574,000	3.36%	0.04%
Single Family		ROYAL_SH	1	2	3	0.65%	\$ 551,500	\$ 425,000	\$ 976,500	0.59%	0.01%
Single Family		WOOD	26	19	45	9.74%	\$ 7,160,225	\$ 9,342,025	\$ 16,502,250	9.94%	0.13%
Single Family		X-OTHER	136	140	276	59.74%	\$ 49,800,778	\$ 49,380,473	\$ 99,181,251	59.76%	0.76%
Single Family	NA17 Total		231	231	462	100.00%	\$ 82,979,848	\$ 82,979,848	\$ 165,959,696	100.00%	1.28%
Single Family	NA18	BHHS	9	3	12	3.59%	\$ 1,127,900	\$ 3,165,900	\$ 4,293,800	3.56%	0.03%
Single Family		CBRR	14	23	37	11.08%	\$ 7,403,555	\$ 4,254,155	\$ 11,657,710	9.67%	0.09%
Single Family		DNFR	16	21	37	11.08%	\$ 7,277,500	\$ 6,986,000	\$ 14,263,500	11.84%	0.11%
Single Family		KW_ELITE	1		1	0.30%		\$ 450,000	\$ 450,000	0.37%	0.00%
Single Family		PREM_PLUS	21	26	47	14.07%	\$ 10,662,900	\$ 8,281,400	\$ 18,944,300	15.72%	0.15%
Single Family		PREM_SOTH	5	6	11	3.29%	\$ 2,227,000	\$ 2,169,000	\$ 4,396,000	3.65%	0.03%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	19	14	33	9.88%	\$ 6,003,500	\$ 9,438,500	\$ 15,442,000	12.82%	0.12%
Single Family		X-OTHER	82	74	156	46.71%	\$ 25,544,435	\$ 25,501,835	\$ 51,046,270	42.36%	0.39%
Single Family	NA18 Total		167	167	334	100.00%	\$ 60,246,790	\$ 60,246,790	\$ 120,493,580	100.00%	0.93%

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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	7	6	13	3.40%	\$ 3,744,000	\$ 4,139,000	\$ 7,883,000	3.95%	0.06%
Single Family		CBRR		4	4	1.05%	\$ 1,335,000		\$ 1,335,000	0.67%	0.01%
Single Family		DNFR	30	9	39	10.21%	\$ 4,212,600	\$ 16,306,890	\$ 20,519,490	10.28%	0.16%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	19	22	41	10.73%	\$ 9,633,400	\$ 8,012,000	\$ 17,645,400	8.84%	0.14%
Single Family		PREM_SOTH	6	14	20	5.24%	\$ 12,726,000	\$ 3,918,900	\$ 16,644,900	8.34%	0.13%
Single Family		ROYAL_SH		1	1	0.26%	\$ 1,065,000		\$ 1,065,000	0.53%	0.01%
Single Family		WOOD	12	21	33	8.64%	\$ 12,233,400	\$ 6,885,400	\$ 19,118,800	9.57%	0.15%
Single Family		X-OTHER	117	114	231	60.47%	\$ 54,893,508	\$ 60,580,718	\$ 115,474,226	57.83%	0.89%
Single Family	NA19 Total		191	191	382	100.00%	\$ 99,842,908	\$ 99,842,908	\$ 199,685,816	100.00%	1.54%
Single Family	NA21	BHHS	7	9	16	2.21%	\$ 5,847,500	\$ 6,029,500	\$ 11,877,000	1.82%	0.09%
Single Family		CBRR	12	7	19	2.62%	\$ 11,421,400	\$ 15,465,009	\$ 26,886,409	4.13%	0.21%
Single Family		DNFR	47	59	106	14.64%	\$ 40,901,944	\$ 35,231,006	\$ 76,132,950	11.70%	0.59%
Single Family		KW_ELITE	8	7	15	2.07%	\$ 4,026,500	\$ 4,848,178	\$ 8,874,678	1.36%	0.07%
Single Family		PREM_PLUS	22	25	47	6.49%	\$ 18,321,192	\$ 16,911,467	\$ 35,232,659	5.41%	0.27%
Single Family		PREM_SOTH	22	25	47	6.49%	\$ 28,591,950	\$ 22,097,775	\$ 50,689,725	7.79%	0.39%
Single Family		ROYAL_SH	11	3	14	1.93%	\$ 3,329,000	\$ 14,971,338	\$ 18,300,338	2.81%	0.14%
Single Family		WOOD	38	35	73	10.08%	\$ 32,178,000	\$ 38,418,737	\$ 70,596,737	10.85%	0.54%
Single Family		X-OTHER	195	192	387	53.45%	\$ 180,862,638	\$ 171,507,114	\$ 352,369,752	54.13%	2.72%
Single Family	NA21 Total		362	362	724	100.00%	\$ 325,480,124	\$ 325,480,124	\$ 650,960,248	100.00%	5.02%
Single Family	NA22	BHHS	18	8	26	5.18%	\$ 4,017,500	\$ 8,692,580	\$ 12,710,080	5.46%	0.10%
Single Family		CBRR	10	4	14	2.79%	\$ 3,275,000	\$ 3,946,900	\$ 7,221,900	3.10%	0.06%
Single Family		DNFR	21	33	54	10.76%	\$ 15,860,080	\$ 9,454,235	\$ 25,314,315	10.88%	0.20%
Single Family		KW_ELITE	5		5	1.00%		\$ 2,153,500	\$ 2,153,500	0.93%	0.02%
Single Family		PREM_PLUS	22	33	55	10.96%	\$ 15,426,699	\$ 11,064,500	\$ 26,491,199	11.38%	0.20%
Single Family		PREM_SOTH	21	15	36	7.17%	\$ 7,316,000	\$ 9,666,900	\$ 16,982,900	7.30%	0.13%
Single Family		ROYAL_SH	2	4	6	1.20%	\$ 1,598,000	\$ 1,115,000	\$ 2,713,000	1.17%	0.02%
Single Family		WOOD	15	22	37	7.37%	\$ 10,207,238	\$ 6,392,738	\$ 16,599,976	7.13%	0.13%
Single Family		X-OTHER	137	132	269	53.59%	\$ 58,646,093	\$ 63,860,257	\$ 122,506,350	52.65%	0.94%
Single Family	NA22 Total		251	251	502	100.00%	\$ 116,346,610	\$ 116,346,610	\$ 232,693,220	100.00%	1.79%
Single Family	NA23	BHHS		1	1	1.04%	\$ 404,000		\$ 404,000	0.91%	0.00%
Single Family		CBRR	1	2	3	3.13%	\$ 1,024,000	\$ 625,000	\$ 1,649,000	3.70%	0.01%
Single Family		DNFR	2	2	4	4.17%	\$ 643,000	\$ 1,023,000	\$ 1,666,000	3.74%	0.01%
Single Family		KW_ELITE	1		1	1.04%		\$ 355,000	\$ 355,000	0.80%	0.00%
Single Family		PREM_PLUS	5	9	14	14.58%	\$ 4,162,900	\$ 1,958,000	\$ 6,120,900	13.74%	0.05%
Single Family		PREM_SOTH	1	1	2	2.08%	\$ 685,000	\$ 300,000	\$ 985,000	2.21%	0.01%
Single Family		ROYAL_SH	1		1	1.04%		\$ 1,000,000	\$ 1,000,000	2.24%	0.01%
Single Family		WOOD	4	2	6	6.25%	\$ 772,000	\$ 1,957,500	\$ 2,729,500	6.13%	0.02%
Single Family		X-OTHER	33	31	64	66.67%	\$ 14,583,076	\$ 15,055,476	\$ 29,638,552	66.53%	0.23%
Single Family	NA23 Total		48	48	96	100.00%	\$ 22,273,976	\$ 22,273,976	\$ 44,547,952	100.00%	0.34%

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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	NA24	BHHS		4	4	1.00%	\$ 964,000		\$ 964,000	0.97%	0.01%
Single Family		CBRR	14	11	25	6.22%	\$ 3,028,000	\$ 3,561,000	\$ 6,589,000	6.61%	0.05%
Single Family		DNFR	3	6	9	2.24%	\$ 1,382,000	\$ 661,994	\$ 2,043,994	2.05%	0.02%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	16	21	37	9.20%	\$ 5,396,900	\$ 3,875,700	\$ 9,272,600	9.30%	0.07%
Single Family		PREM_SOTH	2	1	3	0.75%	\$ 249,900	\$ 555,000	\$ 804,900	0.81%	0.01%
Single Family		ROYAL_SH	1	2	3	0.75%	\$ 513,999	\$ 250,000	\$ 763,999	0.77%	0.01%
Single Family		WOOD	1	5	6	1.49%	\$ 1,256,900	\$ 237,000	\$ 1,493,900	1.50%	0.01%
Single Family		X-OTHER	164	151	315	78.36%	\$ 37,064,371	\$ 40,715,376	\$ 77,779,747	78.00%	0.60%
Single Family	NA24 Total		201	201	402	100.00%	\$ 49,856,070	\$ 49,856,070	\$ 99,712,140	100.00%	0.77%
Single Family	NA31	BHHS	7	4	11	3.99%	\$ 1,930,000	\$ 3,485,920	\$ 5,415,920	4.11%	0.04%
Single Family		CBRR	6	5	11	3.99%	\$ 1,677,500	\$ 3,327,729	\$ 5,005,229	3.80%	0.04%
Single Family		DNFR	8	1	9	3.26%	\$ 587,500	\$ 3,653,530	\$ 4,241,030	3.22%	0.03%
Single Family		KW_ELITE	1	3	4	1.45%	\$ 1,149,000	\$ 382,000	\$ 1,531,000	1.16%	0.01%
Single Family		PREM_PLUS	11	4	15	5.43%	\$ 1,300,000	\$ 4,561,170	\$ 5,861,170	4.45%	0.05%
Single Family		PREM_SOTH	3	1	4	1.45%	\$ 445,000	\$ 1,829,780	\$ 2,274,780	1.73%	0.02%
Single Family		ROYAL_SH	1		1	0.36%		\$ 604,000	\$ 604,000	0.46%	0.00%
Single Family		WOOD	14	2	16	5.80%	\$ 905,000	\$ 6,535,560	\$ 7,440,560	5.64%	0.06%
Single Family		X-OTHER	87	118	205	74.28%	\$ 57,921,479	\$ 41,535,790	\$ 99,457,269	75.44%	0.77%
Single Family	NA31 Total		138	138	276	100.00%	\$ 65,915,479	\$ 65,915,479	\$ 131,830,958	100.00%	1.02%
Single Family	NA32	BHHS	1		1	7.14%		\$ 198,000	\$ 198,000	4.97%	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	2	2	4	28.57%	\$ 700,000	\$ 571,000	\$ 1,271,000	31.90%	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	4	5	9	64.29%	\$ 1,292,000	\$ 1,223,000	\$ 2,515,000	63.13%	0.02%
Single Family	NA32 Total		7	7	14	100.00%	\$ 1,992,000	\$ 1,992,000	\$ 3,984,000	100.00%	0.03%
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	50.00%		\$ 297,000	\$ 297,000	50.00%	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		1	1	50.00%	\$ 297,000		\$ 297,000	50.00%	0.00%
Single Family	NA33 Total		1	1	2	100.00%	\$ 297,000	\$ 297,000	\$ 594,000	100.00%	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
Single Family	NA34	BHHS	3	4	7	2.99%	\$ 1,357,860	\$ 910,000	\$ 2,267,860	3.04%	0.02%
Single Family		CBRR	5	10	15	6.41%	\$ 3,365,901	\$ 1,591,500	\$ 4,957,401	6.65%	0.04%
Single Family		DNFR	1	10	11	4.70%	\$ 3,296,400	\$ 291,000	\$ 3,587,400	4.82%	0.03%
Single Family		KW_ELITE	3	2	5	2.14%	\$ 724,000	\$ 975,000	\$ 1,699,000	2.28%	0.01%
Single Family		PREM_PLUS	14	13	27	11.54%	\$ 4,080,000	\$ 4,293,000	\$ 8,373,000	11.24%	0.06%
Single Family		PREM_SOTH	3	4	7	2.99%	\$ 1,200,500	\$ 1,035,000	\$ 2,235,500	3.00%	0.02%
Single Family		ROYAL_SH	1	3	4	1.71%	\$ 1,040,000	\$ 420,000	\$ 1,460,000	1.96%	0.01%
Single Family		WOOD	6	2	8	3.42%	\$ 730,000	\$ 1,866,400	\$ 2,596,400	3.49%	0.02%
Single Family		X-OTHER	81	69	150	64.10%	\$ 21,452,790	\$ 25,865,551	\$ 47,318,341	63.52%	0.36%
Single Family	NA34 Total		117	117	234	100.00%	\$ 37,247,451	\$ 37,247,451	\$ 74,494,902	100.00%	0.57%
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				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	1	1	2	100.00%	\$ 310,000	\$ 310,000	\$ 620,000	100.00%	0.00%
Single Family	NA35 Total		1	1	2	100.00%	\$ 310,000	\$ 310,000	\$ 620,000	100.00%	0.00%
Single Family	NA36	BHHS	5	4	9	4.50%	\$ 1,136,999	\$ 1,424,752	\$ 2,561,751	5.24%	0.02%
Single Family		CBRR	1		1	0.50%		\$ 230,000	\$ 230,000	0.47%	0.00%
Single Family		DNFR	3		3	1.50%		\$ 350,000	\$ 350,000	0.72%	0.00%
Single Family		KW_ELITE		1	1	0.50%	\$ 250,000		\$ 250,000	0.51%	0.00%
Single Family		PREM_PLUS	4	2	6	3.00%	\$ 377,000	\$ 921,900	\$ 1,298,900	2.66%	0.01%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH	1		1	0.50%		\$ 259,414	\$ 259,414	0.53%	0.00%
Single Family		WOOD	20	23	43	21.50%	\$ 6,916,900	\$ 5,697,424	\$ 12,614,324	25.80%	0.10%
Single Family		X-OTHER	66	70	136	68.00%	\$ 15,769,692	\$ 15,567,101	\$ 31,336,793	64.08%	0.24%
Single Family	NA36 Total		100	100	200	100.00%	\$ 24,450,591	\$ 24,450,591	\$ 48,901,182	100.00%	0.38%
Single Family	NA37	BHHS	3	4	7	2.27%	\$ 1,916,490	\$ 827,500	\$ 2,743,990	2.09%	0.02%
Single Family		CBRR	6	3	9	2.92%	\$ 1,513,000	\$ 2,239,646	\$ 3,752,646	2.85%	0.03%
Single Family		DNFR	9	4	13	4.22%	\$ 1,458,500	\$ 4,146,739	\$ 5,605,239	4.26%	0.04%
Single Family		KW_ELITE		2	2	0.65%	\$ 535,000		\$ 535,000	0.41%	0.00%
Single Family		PREM_PLUS	21	8	29	9.42%	\$ 3,490,777	\$ 8,515,560	\$ 12,006,337	9.13%	0.09%
Single Family		PREM_SOTH	3	11	14	4.55%	\$ 4,397,400	\$ 1,516,000	\$ 5,913,400	4.49%	0.05%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	7	3	10	3.25%	\$ 1,309,500	\$ 2,889,500	\$ 4,199,000	3.19%	0.03%
Single Family		X-OTHER	105	119	224	72.73%	\$ 51,157,339	\$ 45,643,061	\$ 96,800,400	73.58%	0.75%
Single Family	NA37 Total		154	154	308	100.00%	\$ 65,778,006	\$ 65,778,006	\$ 131,556,012	100.00%	1.01%

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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	3	1	4	1.49%	\$ 487,000	\$ 2,035,000	\$ 2,522,000	1.58%	0.02%
Single Family		CBRR	4	2	6	2.24%	\$ 591,900	\$ 1,677,000	\$ 2,268,900	1.42%	0.02%
Single Family		DNFR	12	8	20	7.46%	\$ 3,794,500	\$ 6,741,336	\$ 10,535,836	6.61%	0.08%
Single Family		KW_ELITE	1	1	2	0.75%	\$ 225,000	\$ 75,000	\$ 300,000	0.19%	0.00%
Single Family		PREM_PLUS	20	10	30	11.19%	\$ 4,905,400	\$ 11,662,338	\$ 16,567,738	10.40%	0.13%
Single Family		PREM_SOTH	28	41	69	25.75%	\$ 28,424,583	\$ 17,368,319	\$ 45,792,902	28.75%	0.35%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	8	2	10	3.73%	\$ 980,000	\$ 3,904,599	\$ 4,884,599	3.07%	0.04%
Single Family		X-OTHER	58	69	127	47.39%	\$ 40,235,907	\$ 36,180,698	\$ 76,416,605	47.97%	0.59%
Single Family	NA38 Total		134	134	268	100.00%	\$ 79,644,290	\$ 79,644,290	\$ 159,288,580	100.00%	1.23%
Single Family	NA39	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	1	1	2	5.26%	\$ 254,000	\$ 254,000	\$ 508,000	3.69%	0.00%
Single Family		DNFR	1	1	2	5.26%	\$ 235,000	\$ 235,000	\$ 470,000	3.41%	0.00%
Single Family		KW_ELITE	1		1	2.63%		\$ 435,000	\$ 435,000	3.16%	0.00%
Single Family		PREM_PLUS	5	4	9	23.68%	\$ 1,445,100	\$ 1,725,100	\$ 3,170,200	23.03%	0.02%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	11	13	24	63.16%	\$ 4,949,000	\$ 4,234,000	\$ 9,183,000	66.71%	0.07%
Single Family	NA39 Total		19	19	38	100.00%	\$ 6,883,100	\$ 6,883,100	\$ 13,766,200	100.00%	0.11%
Single Family	NA41	BHHS		2	2	1.20%	\$ 692,000		\$ 692,000	1.08%	0.01%
Single Family		CBRR	3	7	10	6.02%	\$ 2,808,000	\$ 1,865,000	\$ 4,673,000	7.29%	0.04%
Single Family		DNFR	4	9	13	7.83%	\$ 3,465,000	\$ 1,685,000	\$ 5,150,000	8.03%	0.04%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	14	11	25	15.06%	\$ 3,982,400	\$ 4,960,800	\$ 8,943,200	13.95%	0.07%
Single Family		PREM_SOTH		1	1	0.60%	\$ 400,000		\$ 400,000	0.62%	0.00%
Single Family		ROYAL_SH	1	1	2	1.20%	\$ 300,000	\$ 300,000	\$ 600,000	0.94%	0.00%
Single Family		WOOD	3	9	12	7.23%	\$ 3,622,000	\$ 1,171,000	\$ 4,793,000	7.48%	0.04%
Single Family		X-OTHER	58	43	101	60.84%	\$ 16,785,658	\$ 22,073,258	\$ 38,858,916	60.61%	0.30%
Single Family	NA41 Total		83	83	166	100.00%	\$ 32,055,058	\$ 32,055,058	\$ 64,110,116	100.00%	0.49%
Single Family	NA42	BHHS				0.00%				0.00%	0.00%
Single Family		CBRR	3	10	13	8.55%	\$ 3,979,240	\$ 1,064,000	\$ 5,043,240	9.75%	0.04%
Single Family		DNFR	6	5	11	7.24%	\$ 1,779,500	\$ 2,021,950	\$ 3,801,450	7.35%	0.03%
Single Family		KW_ELITE	1		1	0.66%		\$ 337,500	\$ 337,500	0.65%	0.00%
Single Family		PREM_PLUS	11	14	25	16.45%	\$ 4,805,100	\$ 3,206,500	\$ 8,011,600	15.49%	0.06%
Single Family		PREM_SOTH		1	1	0.66%	\$ 274,000		\$ 274,000	0.53%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	7	3	10	6.58%	\$ 1,183,000	\$ 2,673,000	\$ 3,856,000	7.46%	0.03%
Single Family		X-OTHER	48	43	91	59.87%	\$ 13,835,700	\$ 16,553,590	\$ 30,389,290	58.77%	0.23%
Single Family	NA42 Total		76	76	152	100.00%	\$ 25,856,540	\$ 25,856,540	\$ 51,713,080	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	1		1	1.16%		\$ 282,500	\$ 282,500	1.04%	0.00%
Single Family		CBRR	1	4	5	5.81%	\$ 1,250,500	\$ 490,000	\$ 1,740,500	6.44%	0.01%
Single Family		DNFR	2	1	3	3.49%	\$ 265,000	\$ 653,000	\$ 918,000	3.40%	0.01%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	6	5	11	12.79%	\$ 1,476,000	\$ 2,034,800	\$ 3,510,800	12.99%	0.03%
Single Family		PREM_SOTH		1	1	1.16%	\$ 394,000		\$ 394,000	1.46%	0.00%
Single Family		ROYAL_SH	1		1	1.16%		\$ 297,500	\$ 297,500	1.10%	0.00%
Single Family		WOOD	1	1	2	2.33%	\$ 380,000	\$ 265,000	\$ 645,000	2.39%	0.00%
Single Family		X-OTHER	31	31	62	72.09%	\$ 9,752,037	\$ 9,494,737	\$ 19,246,774	71.19%	0.15%
Single Family	NA43 Total		43	43	86	100.00%	\$ 13,517,537	\$ 13,517,537	\$ 27,035,074	100.00%	0.21%
Single Family	NA44	BHHS		2	2	1.45%	\$ 567,000		\$ 567,000	1.23%	0.00%
Single Family		CBRR	4	8	12	8.70%	\$ 3,026,500	\$ 1,400,000	\$ 4,426,500	9.62%	0.03%
Single Family		DNFR	10	4	14	10.14%	\$ 1,719,000	\$ 3,135,000	\$ 4,854,000	10.54%	0.04%
Single Family		KW_ELITE	1		1	0.72%		\$ 273,500	\$ 273,500	0.59%	0.00%
Single Family		PREM_PLUS	8	8	16	11.59%	\$ 2,675,300	\$ 2,770,000	\$ 5,445,300	11.83%	0.04%
Single Family		PREM_SOTH				0.00%				0.00%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	3	4	7	5.07%	\$ 1,291,000	\$ 1,272,500	\$ 2,563,500	5.57%	0.02%
Single Family		X-OTHER	43	43	86	62.32%	\$ 13,738,020	\$ 14,165,820	\$ 27,903,840	60.62%	0.22%
Single Family	NA44 Total		69	69	138	100.00%	\$ 23,016,820	\$ 23,016,820	\$ 46,033,640	100.00%	0.35%
Single Family	NA45	BHHS	1	1	2	1.56%	\$ 220,000	\$ 310,000	\$ 530,000	1.42%	0.00%
Single Family		CBRR	3	6	9	7.03%	\$ 1,688,900	\$ 1,174,000	\$ 2,862,900	7.67%	0.02%
Single Family		DNFR	4	6	10	7.81%	\$ 2,114,000	\$ 1,115,500	\$ 3,229,500	8.66%	0.02%
Single Family		KW_ELITE		1	1	0.78%	\$ 265,000		\$ 265,000	0.71%	0.00%
Single Family		PREM_PLUS	8	11	19	14.84%	\$ 3,507,800	\$ 2,345,000	\$ 5,852,800	15.69%	0.05%
Single Family		PREM_SOTH	1		1	0.78%		\$ 285,000	\$ 285,000	0.76%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	5	7	12	9.38%	\$ 2,125,500	\$ 1,462,500	\$ 3,588,000	9.62%	0.03%
Single Family		X-OTHER	42	32	74	57.81%	\$ 8,732,439	\$ 11,961,639	\$ 20,694,078	55.47%	0.16%
Single Family	NA45 Total		64	64	128	100.00%	\$ 18,653,639	\$ 18,653,639	\$ 37,307,278	100.00%	0.29%
Single Family	NA46	BHHS	1	4	5	2.36%	\$ 1,457,700	\$ 345,000	\$ 1,802,700	3.08%	0.01%
Single Family		CBRR	11	16	27	12.74%	\$ 4,355,498	\$ 2,914,899	\$ 7,270,397	12.44%	0.06%
Single Family		DNFR	6	3	9	4.25%	\$ 910,000	\$ 1,647,400	\$ 2,557,400	4.38%	0.02%
Single Family		KW_ELITE	1		1	0.47%		\$ 245,000	\$ 245,000	0.42%	0.00%
Single Family		PREM_PLUS	12	19	31	14.62%	\$ 5,204,700	\$ 3,304,300	\$ 8,509,000	14.56%	0.07%
Single Family		PREM_SOTH		1	1	0.47%	\$ 290,000		\$ 290,000	0.50%	0.00%
Single Family		ROYAL_SH	1		1	0.47%		\$ 235,000	\$ 235,000	0.40%	0.00%
Single Family		WOOD	3	3	6	2.83%	\$ 789,200	\$ 838,000	\$ 1,627,200	2.78%	0.01%
Single Family		X-OTHER	71	60	131	61.79%	\$ 16,210,900	\$ 19,688,399	\$ 35,899,299	61.43%	0.28%
Single Family	NA46 Total		106	106	212	100.00%	\$ 29,217,998	\$ 29,217,998	\$ 58,435,996	100.00%	0.45%

John R. Wood Properties
Market Share Report 2017 Yearend

2017 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	1	2	0.76%	\$ 250,000	\$ 230,000	\$ 480,000	0.65%	0.00%
Single Family		CBRR	11	25	36	13.64%	\$ 7,564,798	\$ 3,292,499	\$ 10,857,297	14.66%	0.08%
Single Family		DNFR	9	9	18	6.82%	\$ 2,377,300	\$ 2,287,181	\$ 4,664,481	6.30%	0.04%
Single Family		KW_ELITE	1	1	2	0.76%	\$ 388,000	\$ 330,000	\$ 718,000	0.97%	0.01%
Single Family		PREM_PLUS	19	15	34	12.88%	\$ 4,362,500	\$ 5,099,050	\$ 9,461,550	12.78%	0.07%
Single Family		PREM_SOTH	1	1	2	0.76%	\$ 237,500	\$ 292,500	\$ 530,000	0.72%	0.00%
Single Family		ROYAL_SH	1		1	0.38%		\$ 280,000	\$ 280,000	0.38%	0.00%
Single Family		WOOD	9	4	13	4.92%	\$ 1,032,500	\$ 2,894,400	\$ 3,926,900	5.30%	0.03%
Single Family		X-OTHER	80	76	156	59.09%	\$ 20,812,630	\$ 22,319,598	\$ 43,132,228	58.25%	0.33%
Single Family	NA47 Total		132	132	264	100.00%	\$ 37,025,228	\$ 37,025,228	\$ 74,050,456	100.00%	0.57%
Single Family	NA48	BHHS	2		2	1.04%		\$ 606,500	\$ 606,500	1.12%	0.00%
Single Family		CBRR	4	10	14	7.29%	\$ 2,736,349	\$ 1,153,000	\$ 3,889,349	7.18%	0.03%
Single Family		DNFR	5	5	10	5.21%	\$ 1,484,000	\$ 1,953,500	\$ 3,437,500	6.34%	0.03%
Single Family		KW_ELITE				0.00%				0.00%	0.00%
Single Family		PREM_PLUS	20	17	37	19.27%	\$ 4,526,500	\$ 5,368,700	\$ 9,895,200	18.26%	0.08%
Single Family		PREM_SOTH	1		1	0.52%		\$ 250,000	\$ 250,000	0.46%	0.00%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD	4	3	7	3.65%	\$ 820,000	\$ 1,295,850	\$ 2,115,850	3.90%	0.02%
Single Family		X-OTHER	60	61	121	63.02%	\$ 17,527,624	\$ 16,466,923	\$ 33,994,547	62.73%	0.26%
Single Family	NA48 Total		96	96	192	100.00%	\$ 27,094,473	\$ 27,094,473	\$ 54,188,946	100.00%	0.42%
Single Family	NA50	BHHS	1		1	3.13%		\$ 408,685	\$ 408,685	3.14%	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	3	3	6	18.75%	\$ 1,069,900	\$ 1,215,825	\$ 2,285,725	17.54%	0.02%
Single Family		PREM_SOTH	2		2	6.25%		\$ 1,036,520	\$ 1,036,520	7.95%	0.01%
Single Family		ROYAL_SH				0.00%				0.00%	0.00%
Single Family		WOOD				0.00%				0.00%	0.00%
Single Family		X-OTHER	10	13	23	71.88%	\$ 5,445,945	\$ 3,854,815	\$ 9,300,760	71.37%	0.07%
Single Family	NA50 Total		16	16	32	100.00%	\$ 6,515,845	\$ 6,515,845	\$ 13,031,690	100.00%	0.10%
Single Family Total			5855	5855	11710		\$ 4,052,184,403	\$ 4,052,184,403	\$ 8,104,368,806		62.48%
Grand Total			11974	11974	23948		\$ 6,485,101,094	\$ 6,485,101,094	\$ 12,970,202,188		100.00%