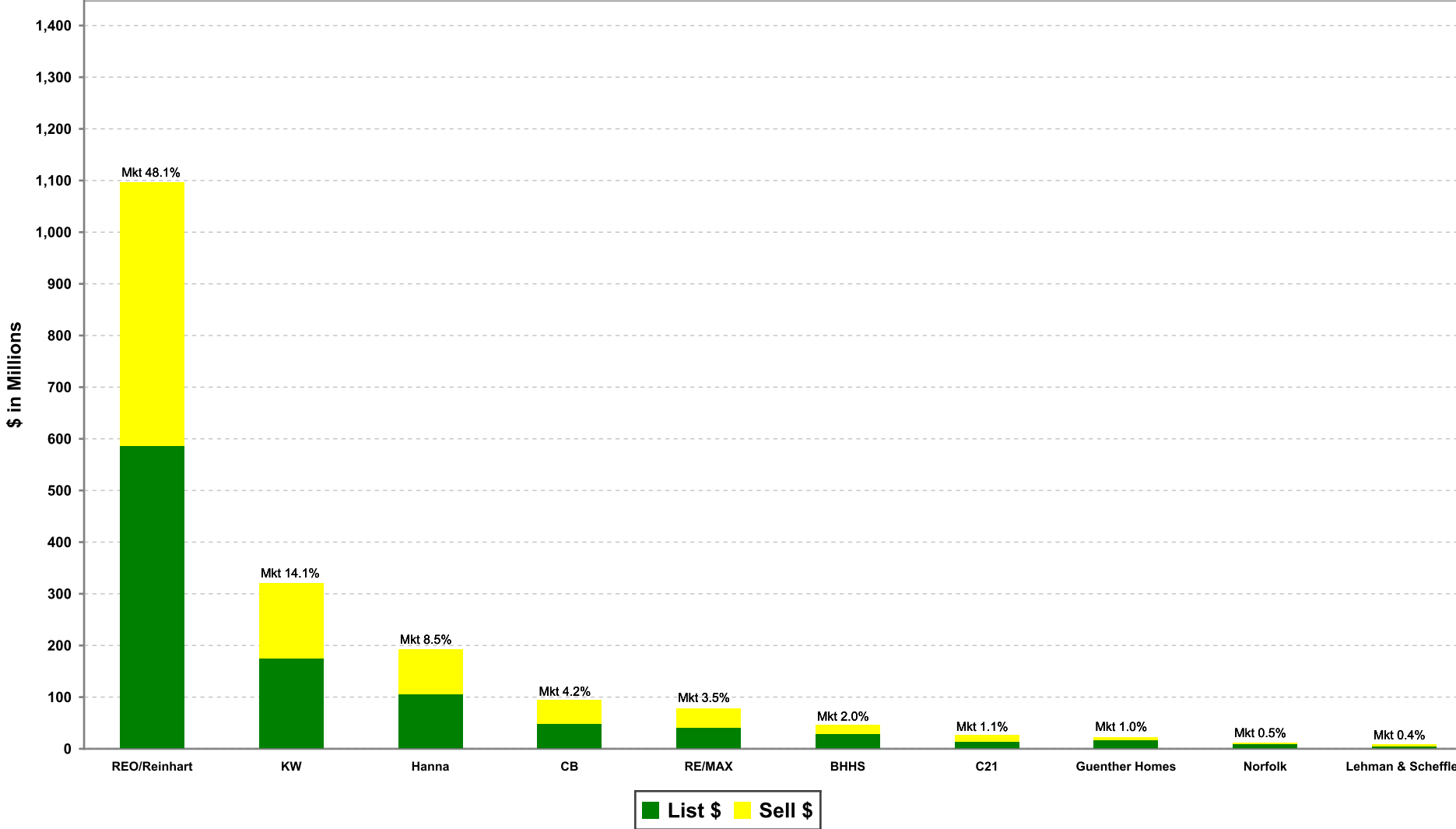


# Market Share Totals

Real Estate One, Inc.

Total \$ Volume (By CMS A2 Broker Summary CRC/REO Combined)



■ List \$ ■ Sell \$

MLS: AAABOR Date: 01/01/2017 - 12/31/2017 Type: CMS Status: Total Sold List + Sell Pric All Construction Type: All Bedrooms: All Bathrooms: All  
 Property Types: Residential: (Single Family Residence, Condominium, Farm)  
 Counties: Washtenaw

# Market Share Totals

Real Estate One, Inc.

## Total \$ Volume

#	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$	Market Share %	Avg Price	DOM	Prod Agents (Total)	Prod Agents (Search)	Ofcs
1	REO/Reinhart	1,807	587,087,298	1,518	509,520,031	3,325	1,096,607,329	48.1	329,807	38	266	276	15
3	KW	589	175,299,174	486	146,161,143	1,075	321,460,317	14.1	299,033	28	105	110	3
4	Hanna	361	105,884,484	298	86,526,692	659	192,411,176	8.5	291,974	36	89	89	2
5	CB	151	48,044,960	135	46,423,364	286	94,468,324	4.2	330,309	25	18	16	1
6	RE/MAX	162	41,229,275	157	37,643,290	319	78,872,565	3.5	247,249	33	42	49	1
7	BHHS	82	28,408,750	56	17,737,373	138	46,146,123	2.0	334,392	29	19	19	2
8	C21	54	13,097,000	47	12,783,575	101	25,880,575	1.1	256,243	44	13	13	2
9	Guenther Homes	37	16,751,297	12	5,785,548	49	22,536,845	1.0	459,936	42	4	4	1
10	Norfolk	29	8,430,228	11	2,668,658	40	11,098,886	0.5	277,472	176	3	4	1
11	Lehman & Scheffler	22	5,202,900	14	4,022,400	36	9,225,300	0.4	256,258	36	5	5	1
<b>Subtotals/Averages</b>		<b>3,294</b>	<b>1,029,435,366</b>	<b>2,734</b>	<b>869,272,074</b>	<b>6,028</b>	<b>1,898,707,440</b>	<b>83.4</b>	<b>314,981</b>	<b>36</b>	<b>564</b>	<b>585</b>	<b>29</b>
<b>MLS Totals/Averages</b>		<b>3,703</b>	<b>1,138,679,462</b>	<b>3,705</b>	<b>1,138,679,461</b>	<b>7,408</b>	<b>2,277,358,923</b>	<b>100.0</b>	<b>307,419</b>	<b>36</b>	<b>708</b>	<b>726</b>	<b>116</b>