

**John R. Wood Properties, Inc.**  
**Quarterly Listing Taken by Company - 4th Qtr 2016**  
Summary Select Brokers

		Qtr Data				Total Total List Volume	Total % List Volume	Total Units Listed	Total % of Listed Units
		4							
Code	Select Broker Company Name	Total List Volume	% List Volume	Units Listed	% of Listed Units				
A	AMERIVEST	\$2,251,000	0.06%	13	0.26%	\$2,251,000	0.06%	13	0.26%
	BERKSHIRE HATHAWAY FLORIDA	\$8,633,100	0.25%	41	0.83%	\$8,633,100	0.25%	41	0.83%
	COLDWELL BANKER	\$8,660,740	0.25%	46	0.94%	\$8,660,740	0.25%	46	0.94%
	DOWNING FRYE	\$20,023,177	0.58%	101	2.06%	\$20,023,177	0.58%	101	2.06%
	FORREST		0.00%		0.00%		0.00%		0.00%
	GULF COAST INTERNATIONAL PROP	\$219,900	0.01%	1	0.02%	\$219,900	0.01%	1	0.02%
	JOHN R WOOD	\$18,239,290	0.53%	93	1.89%	\$18,239,290	0.53%	93	1.89%
	KELLER WILLIAMS ELITE	\$6,038,054	0.17%	32	0.65%	\$6,038,054	0.17%	32	0.65%
	NAPLES REALTY SERVICES	\$2,371,500	0.07%	12	0.24%	\$2,371,500	0.07%	12	0.24%
	PREMIER SOTHEBYS	\$5,569,590	0.16%	27	0.55%	\$5,569,590	0.16%	27	0.55%
	PREMIERE PLUS REALTY COMPANY	\$21,211,331	0.61%	107	2.18%	\$21,211,331	0.61%	107	2.18%
	ROYAL SHELL REAL ESTATE	\$2,058,100	0.06%	11	0.22%	\$2,058,100	0.06%	11	0.22%
	WILLIAM RAVEIS	\$1,207,000	0.03%	6	0.12%	\$1,207,000	0.03%	6	0.12%
	X-Other	\$122,874,454	3.55%	625	12.72%	\$122,874,454	3.55%	625	12.72%
#N/A	\$1,530,799	0.04%	7	0.14%	\$1,530,799	0.04%	7	0.14%	
<b>A Total</b>		\$220,888,035	6.37%	1122	22.84%	\$220,888,035	6.37%	1122	22.84%
B	AMERIVEST	\$10,804,786	0.31%	30	0.61%	\$10,804,786	0.31%	30	0.61%
	BERKSHIRE HATHAWAY FLORIDA	\$27,447,950	0.79%	75	1.53%	\$27,447,950	0.79%	75	1.53%
	COLDWELL BANKER	\$28,719,197	0.83%	83	1.69%	\$28,719,197	0.83%	83	1.69%
	DOWNING FRYE	\$74,017,876	2.14%	201	4.09%	\$74,017,876	2.14%	201	4.09%
	FORREST	\$324,995	0.01%	1	0.02%	\$324,995	0.01%	1	0.02%
	GULF COAST INTERNATIONAL PROP	\$2,376,700	0.07%	6	0.12%	\$2,376,700	0.07%	6	0.12%
	JOHN R WOOD	\$76,457,951	2.21%	209	4.25%	\$76,457,951	2.21%	209	4.25%
	KELLER WILLIAMS ELITE	\$16,564,197	0.48%	47	0.96%	\$16,564,197	0.48%	47	0.96%
	NAPLES REALTY SERVICES	\$5,939,700	0.17%	16	0.33%	\$5,939,700	0.17%	16	0.33%
	PREMIER SOTHEBYS	\$39,611,151	1.14%	105	2.14%	\$39,611,151	1.14%	105	2.14%
	PREMIERE PLUS REALTY COMPANY	\$70,495,745	2.03%	201	4.09%	\$70,495,745	2.03%	201	4.09%
	ROYAL SHELL REAL ESTATE	\$15,440,495	0.45%	41	0.83%	\$15,440,495	0.45%	41	0.83%
	WILLIAM RAVEIS	\$3,189,700	0.09%	9	0.18%	\$3,189,700	0.09%	9	0.18%
	X-Other	\$367,913,312	10.62%	1043	21.23%	\$367,913,312	10.62%	1043	21.23%
#N/A	\$10,117,897	0.29%	28	0.57%	\$10,117,897	0.29%	28	0.57%	
<b>B Total</b>		\$749,421,652	21.63%	2095	42.65%	\$749,421,652	21.63%	2095	42.65%
C	AMERIVEST	\$5,277,200	0.15%	8	0.16%	\$5,277,200	0.15%	8	0.16%
	BERKSHIRE HATHAWAY FLORIDA	\$17,508,649	0.51%	29	0.59%	\$17,508,649	0.51%	29	0.59%
	COLDWELL BANKER	\$17,206,798	0.50%	28	0.57%	\$17,206,798	0.50%	28	0.57%
	DOWNING FRYE	\$43,533,699	1.26%	71	1.45%	\$43,533,699	1.26%	71	1.45%
	FORREST		0.00%		0.00%		0.00%		0.00%
	GULF COAST INTERNATIONAL PROP		0.00%		0.00%		0.00%		0.00%
	JOHN R WOOD	\$51,386,150	1.48%	84	1.71%	\$51,386,150	1.48%	84	1.71%
	KELLER WILLIAMS ELITE	\$10,761,889	0.31%	18	0.37%	\$10,761,889	0.31%	18	0.37%
	NAPLES REALTY SERVICES	\$4,686,900	0.14%	8	0.16%	\$4,686,900	0.14%	8	0.16%
	PREMIER SOTHEBYS	\$38,499,888	1.11%	63	1.28%	\$38,499,888	1.11%	63	1.28%
	PREMIERE PLUS REALTY COMPANY	\$34,809,677	1.00%	56	1.14%	\$34,809,677	1.00%	56	1.14%
	ROYAL SHELL REAL ESTATE	\$11,799,500	0.34%	20	0.41%	\$11,799,500	0.34%	20	0.41%
	WILLIAM RAVEIS	\$2,597,900	0.07%	4	0.08%	\$2,597,900	0.07%	4	0.08%
	X-Other	\$175,897,706	5.08%	289	5.88%	\$175,897,706	5.08%	289	5.88%
#N/A	\$3,066,900	0.09%	5	0.10%	\$3,066,900	0.09%	5	0.10%	
<b>C Total</b>		\$417,032,856	12.03%	683	13.90%	\$417,032,856	12.03%	683	13.90%
D	AMERIVEST	\$5,303,800	0.15%	6	0.12%	\$5,303,800	0.15%	6	0.12%
	BERKSHIRE HATHAWAY FLORIDA	\$8,404,900	0.24%	10	0.20%	\$8,404,900	0.24%	10	0.20%
	COLDWELL BANKER	\$12,781,200	0.37%	15	0.31%	\$12,781,200	0.37%	15	0.31%
	DOWNING FRYE	\$37,174,499	1.07%	42	0.86%	\$37,174,499	1.07%	42	0.86%

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		Qtr				Data			
		4				Total Total List Volume	Total % List Volume	Total Units Listed	Total % of Listed Units
D	FORREST		0.00%		0.00%		0.00%		0.00%
	GULF COAST INTERNATIONAL PROP		0.00%		0.00%		0.00%		0.00%
	JOHN R WOOD	\$40,920,300	1.18%	48	0.98%	\$40,920,300	1.18%	48	0.98%
	KELLER WILLIAMS ELITE	\$8,144,900	0.24%	10	0.20%	\$8,144,900	0.24%	10	0.20%
	NAPLES REALTY SERVICES	\$899,900	0.03%	1	0.02%	\$899,900	0.03%	1	0.02%
	PREMIER SOTHEBYS	\$44,657,614	1.29%	51	1.04%	\$44,657,614	1.29%	51	1.04%
	PREMIERE PLUS REALTY COMPANY	\$16,730,200	0.48%	20	0.41%	\$16,730,200	0.48%	20	0.41%
	ROYAL SHELL REAL ESTATE	\$13,253,699	0.38%	15	0.31%	\$13,253,699	0.38%	15	0.31%
	WILLIAM RAVEIS	\$1,770,000	0.05%	2	0.04%	\$1,770,000	0.05%	2	0.04%
	X-Other	\$84,016,249	2.42%	98	2.00%	\$84,016,249	2.42%	98	2.00%
#N/A	\$819,000	0.02%	1	0.02%	\$819,000	0.02%	1	0.02%	
<b>D Total</b>		\$274,876,261	7.93%	319	6.49%	\$274,876,261	7.93%	319	6.49%
E	AMERIVEST	\$12,286,000	0.35%	8	0.16%	\$12,286,000	0.35%	8	0.16%
	BERKSHIRE HATHAWAY FLORIDA	\$12,870,000	0.37%	8	0.16%	\$12,870,000	0.37%	8	0.16%
	COLDWELL BANKER	\$14,804,000	0.43%	11	0.22%	\$14,804,000	0.43%	11	0.22%
	DOWNING FRYE	\$69,563,500	2.01%	49	1.00%	\$69,563,500	2.01%	49	1.00%
	FORREST		0.00%		0.00%		0.00%		0.00%
	GULF COAST INTERNATIONAL PROP	\$7,093,000	0.20%	5	0.10%	\$7,093,000	0.20%	5	0.10%
	JOHN R WOOD	\$133,874,900	3.86%	95	1.93%	\$133,874,900	3.86%	95	1.93%
	KELLER WILLIAMS ELITE	\$19,973,999	0.58%	13	0.26%	\$19,973,999	0.58%	13	0.26%
	NAPLES REALTY SERVICES	\$4,310,000	0.12%	3	0.06%	\$4,310,000	0.12%	3	0.06%
	PREMIER SOTHEBYS	\$93,611,690	2.70%	65	1.32%	\$93,611,690	2.70%	65	1.32%
	PREMIERE PLUS REALTY COMPANY	\$25,901,899	0.75%	19	0.39%	\$25,901,899	0.75%	19	0.39%
	ROYAL SHELL REAL ESTATE	\$21,574,000	0.62%	14	0.29%	\$21,574,000	0.62%	14	0.29%
	WILLIAM RAVEIS	\$16,933,000	0.49%	11	0.22%	\$16,933,000	0.49%	11	0.22%
	X-Other	\$149,549,653	4.32%	104	2.12%	\$149,549,653	4.32%	104	2.12%
#N/A	\$1,250,000	0.04%	1	0.02%	\$1,250,000	0.04%	1	0.02%	
<b>E Total</b>		\$583,595,641	16.84%	406	8.27%	\$583,595,641	16.84%	406	8.27%
F	AMERIVEST	\$9,439,000	0.27%	3	0.06%	\$9,439,000	0.27%	3	0.06%
	BERKSHIRE HATHAWAY FLORIDA	\$13,794,000	0.40%	5	0.10%	\$13,794,000	0.40%	5	0.10%
	COLDWELL BANKER	\$16,940,000	0.49%	6	0.12%	\$16,940,000	0.49%	6	0.12%
	DOWNING FRYE	\$75,504,000	2.18%	23	0.47%	\$75,504,000	2.18%	23	0.47%
	FORREST	\$7,495,000	0.22%	2	0.04%	\$7,495,000	0.22%	2	0.04%
	GULF COAST INTERNATIONAL PROP	\$20,825,000	0.60%	7	0.14%	\$20,825,000	0.60%	7	0.14%
	JOHN R WOOD	\$123,932,000	3.58%	41	0.83%	\$123,932,000	3.58%	41	0.83%
	KELLER WILLIAMS ELITE	\$10,644,000	0.31%	4	0.08%	\$10,644,000	0.31%	4	0.08%
	NAPLES REALTY SERVICES	\$2,395,000	0.07%	1	0.02%	\$2,395,000	0.07%	1	0.02%
	PREMIER SOTHEBYS	\$203,193,999	5.86%	62	1.26%	\$203,193,999	5.86%	62	1.26%
	PREMIERE PLUS REALTY COMPANY	\$31,819,000	0.92%	13	0.26%	\$31,819,000	0.92%	13	0.26%
	ROYAL SHELL REAL ESTATE	\$13,419,000	0.39%	5	0.10%	\$13,419,000	0.39%	5	0.10%
	WILLIAM RAVEIS	\$31,540,000	0.91%	9	0.18%	\$31,540,000	0.91%	9	0.18%
	X-Other	\$125,480,890	3.62%	39	0.79%	\$125,480,890	3.62%	39	0.79%
#N/A	\$2,420,000	0.07%	1	0.02%	\$2,420,000	0.07%	1	0.02%	
<b>F Total</b>		\$688,840,889	19.88%	221	4.50%	\$688,840,889	19.88%	221	4.50%
G	AMERIVEST	\$15,750,000	0.45%	2	0.04%	\$15,750,000	0.45%	2	0.04%
	BERKSHIRE HATHAWAY FLORIDA	\$16,385,000	0.47%	2	0.04%	\$16,385,000	0.47%	2	0.04%
	COLDWELL BANKER	\$17,044,999	0.49%	3	0.06%	\$17,044,999	0.49%	3	0.06%
	DOWNING FRYE	\$19,895,000	0.57%	3	0.06%	\$19,895,000	0.57%	3	0.06%
	FORREST	\$7,495,000	0.22%	1	0.02%	\$7,495,000	0.22%	1	0.02%
	GULF COAST INTERNATIONAL PROP	\$16,645,000	0.48%	2	0.04%	\$16,645,000	0.48%	2	0.04%
	JOHN R WOOD	\$92,240,000	2.66%	10	0.20%	\$92,240,000	2.66%	10	0.20%
	KELLER WILLIAMS ELITE		0.00%		0.00%		0.00%		0.00%
NAPLES REALTY SERVICES		0.00%		0.00%		0.00%		0.00%	

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		Qtr Data							
		4				Total Total List Volume	Total % List Volume	Total Units Listed	Total % of Listed Units
G	PREMIER SOTHEBYS	\$240,352,998	6.94%	30	0.61%	\$240,352,998	6.94%	30	0.61%
	PREMIERE PLUS REALTY COMPANY	\$5,925,000	0.17%	1	0.02%	\$5,925,000	0.17%	1	0.02%
	ROYAL SHELL REAL ESTATE		0.00%		0.00%		0.00%		0.00%
	WILLIAM RAVEIS	\$45,685,000	1.32%	5	0.10%	\$45,685,000	1.32%	5	0.10%
	X-Other	\$53,279,000	1.54%	7	0.14%	\$53,279,000	1.54%	7	0.14%
	#N/A		0.00%		0.00%		0.00%		0.00%
G Total		\$530,696,997	15.31%	66	1.34%	\$530,696,997	15.31%	66	1.34%
Grand Total		\$3,465,352,331	100.00%	4912	100.00%	\$3,465,352,331	100.00%	4912	100.00%