

John R. Wood Properties. Inc.
Quarterly Graph Data for Closed Sales
Select Broker Quarterly Detail 2Q 2017

Year Qtr	Select Broker Company Name	Code	Side Data						Total Volume	Total Units	Total % of Volume	
			L			S						
			Volume	Units	% of Volume	Volume	Units	% of Volume				
2017-2	AMERIVEST	A	\$ 3,408,501	18	0.08%	\$ 4,139,181	21	0.09%	\$ 7,547,682	39	0.17%	
		B	\$ 7,725,200	22	0.18%	\$ 11,267,275	33	0.26%	\$ 18,992,475	55	0.43%	
		C	\$ 5,323,869	9	0.12%	\$ 4,312,000	7	0.10%	\$ 9,635,869	16	0.22%	
		D	\$ 2,395,000	3	0.05%	\$ 4,454,000	5	0.10%	\$ 6,849,000	8	0.16%	
		E	\$ 8,995,000	6	0.20%	\$ 8,387,500	6	0.19%	\$ 17,382,500	12	0.40%	
		F	\$ 7,400,000	3	0.17%	\$ 4,595,000	2	0.10%	\$ 11,995,000	5	0.27%	
		G			0.00%	\$ 6,056,000	1	0.14%	\$ 6,056,000	1	0.14%	
		AMERIVEST Total		\$ 35,247,570	61	0.80%	\$ 43,210,956	75	0.98%	\$ 78,458,526	136	1.78%
		BERKSHIRE HATHAWAY FLORIDA	A	\$ 8,655,099	44	0.20%	\$ 7,836,299	40	0.18%	\$ 16,491,398	84	0.37%
			B	\$ 19,010,110	53	0.43%	\$ 16,000,438	45	0.36%	\$ 35,010,548	98	0.80%
			C	\$ 6,780,000	12	0.15%	\$ 8,476,824	15	0.19%	\$ 15,256,824	27	0.35%
			D	\$ 3,172,900	4	0.07%	\$ 5,324,500	6	0.12%	\$ 8,497,400	10	0.19%
			E	\$ 10,331,500	7	0.23%	\$ 2,950,000	2	0.07%	\$ 13,281,500	9	0.30%
			F	\$ 10,900,000	3	0.25%	\$ 2,240,000	1	0.05%	\$ 13,140,000	4	0.30%
			G			0.00%	\$ 5,000,000	1	0.11%	\$ 5,000,000	1	0.11%
		BERKSHIRE HATHAWAY FLORIDA Total		\$ 58,849,609	123	1.34%	\$ 47,828,061	110	1.09%	\$ 106,677,670	233	2.42%
		COLDWELL BANKER	A	\$ 10,909,915	56	0.25%	\$ 10,434,680	55	0.24%	\$ 21,344,595	111	0.49%
			B	\$ 28,635,351	89	0.65%	\$ 24,771,840	76	0.56%	\$ 53,407,191	165	1.21%
			C	\$ 14,413,900	24	0.33%	\$ 12,833,709	21	0.29%	\$ 27,247,609	45	0.62%
			D	\$ 8,472,000	10	0.19%	\$ 4,972,000	6	0.11%	\$ 13,444,000	16	0.31%
			E	\$ 7,612,000	6	0.17%	\$ 11,434,028	8	0.26%	\$ 19,046,028	14	0.43%
			F	\$ 7,280,000	3	0.17%	\$ 21,534,876	7	0.49%	\$ 28,814,876	10	0.65%
			G	\$ 11,600,000	2	0.26%	\$ 13,000,000	2	0.30%	\$ 24,600,000	4	0.56%
		COLDWELL BANKER Total		\$ 88,923,166	190	2.02%	\$ 98,981,133	175	2.25%	\$ 187,904,299	365	4.27%
		DOWNING FRYE	A	\$ 17,904,650	95	0.41%	\$ 21,504,832	113	0.49%	\$ 39,409,482	208	0.90%
			B	\$ 59,836,551	168	1.36%	\$ 49,919,557	139	1.13%	\$ 109,756,108	307	2.49%
			C	\$ 34,886,429	58	0.79%	\$ 36,028,155	60	0.82%	\$ 70,914,584	118	1.61%
			D	\$ 25,651,865	30	0.58%	\$ 30,355,762	36	0.69%	\$ 56,007,627	66	1.27%
	E		\$ 39,416,748	30	0.90%	\$ 43,248,000	31	0.98%	\$ 82,664,748	61	1.88%	
	F		\$ 32,075,000	10	0.73%	\$ 31,395,000	11	0.71%	\$ 63,470,000	21	1.44%	
	G		\$ 5,325,000	1	0.12%			0.00%	\$ 5,325,000	1	0.12%	
	DOWNING FRYE Total		\$ 215,096,243	392	4.89%	\$ 212,451,306	390	4.83%	\$ 427,547,549	782	9.72%	
	FORREST	B	\$ 295,000	1	0.01%			0.00%	\$ 295,000	1	0.01%	
		D	\$ 800,000	1	0.02%			0.00%	\$ 800,000	1	0.02%	
		F			0.00%	\$ 3,650,000	1	0.08%	\$ 3,650,000	1	0.08%	
	FORREST Total		\$ 1,095,000	2	0.02%	\$ 3,650,000	1	0.08%	\$ 4,745,000	3	0.11%	
	GULF COAST INTERNATIONAL PROP	A			0.00%	\$ 172,000	1	0.00%	\$ 172,000	1	0.00%	
		B	\$ 1,362,000	4	0.03%	\$ 2,041,000	6	0.05%	\$ 3,403,000	10	0.08%	
		C	\$ 579,000	1	0.01%	\$ 579,000	1	0.01%	\$ 1,158,000	2	0.03%	
		D	\$ 3,625,000	4	0.08%	\$ 1,665,000	2	0.04%	\$ 5,290,000	6	0.12%	
		E	\$ 6,110,000	5	0.14%	\$ 3,730,000	3	0.08%	\$ 9,840,000	8	0.22%	
		F	\$ 25,882,500	9	0.59%	\$ 21,110,000	7	0.48%	\$ 46,992,500	16	1.07%	
		G	\$ 42,450,000	5	0.96%	\$ 30,900,000	3	0.70%	\$ 73,350,000	8	1.67%	
	GULF COAST INTERNATIONAL PROP Total		\$ 80,008,500	28	1.82%	\$ 60,197,000	23	1.37%	\$ 140,205,500	51	3.19%	
	JOHN R WOOD	A	\$ 20,519,722	106	0.47%	\$ 15,765,599	80	0.36%	\$ 36,285,321	186	0.82%	
		B	\$ 71,367,838	196	1.62%	\$ 65,998,668	180	1.50%	\$ 137,366,506	376	3.12%	
		C	\$ 39,507,500	67	0.90%	\$ 36,531,200	62	0.83%	\$ 76,038,700	129	1.73%	
		D	\$ 32,133,400	38	0.73%	\$ 27,720,650	32	0.63%	\$ 59,854,050	70	1.36%	
		E	\$ 58,516,900	42	1.33%	\$ 67,014,665	48	1.52%	\$ 125,531,565	90	2.85%	
		F	\$ 68,301,500	24	1.55%	\$ 95,775,000	31	2.18%	\$ 164,076,500	55	3.73%	
		G	\$ 20,550,000	3	0.47%	\$ 25,375,000	4	0.58%	\$ 45,925,000	7	1.04%	
	JOHN R WOOD Total		\$ 310,896,860	476	7.07%	\$ 334,180,782	437	7.60%	\$ 645,077,642	913	14.66%	
	KELLER WILLIAMS ELITE	A	\$ 7,026,049	37	0.16%	\$ 4,187,200	22	0.10%	\$ 11,213,249	59	0.25%	
		B	\$ 17,567,600	49	0.40%	\$ 15,039,200	41	0.34%	\$ 32,606,800	90	0.74%	

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		Data										
		Side L					Side S					Total Volume
2017-2	KELLER WILLIAMS ELITE	C	\$ 5,457,500	9	0.12%	\$ 4,150,000	7	0.09%	\$ 9,607,500	16	0.22%	
		D	\$ 6,162,900	7	0.14%	\$ 2,475,000	3	0.06%	\$ 8,637,900	10	0.20%	
		E	\$ 4,835,000	3	0.11%	\$ 3,442,500	3	0.08%	\$ 8,277,500	6	0.19%	
		F	\$ 3,100,000	1	0.07%	\$ 8,125,000	3	0.18%	\$ 11,225,000	4	0.26%	
	KELLER WILLIAMS ELITE Total		\$ 44,149,049	106	1.00%	\$ 37,418,900	79	0.85%	\$ 81,567,949	185	1.85%	
	NAPLES REALTY SERVICES	A	\$ 1,700,500	8	0.04%	\$ 780,500	4	0.02%	\$ 2,481,000	12	0.06%	
		B	\$ 2,168,300	7	0.05%	\$ 2,371,501	7	0.05%	\$ 4,539,801	14	0.10%	
		C	\$ 1,735,000	3	0.04%	\$ 625,000	1	0.01%	\$ 2,360,000	4	0.05%	
		D	\$ 785,000	1	0.02%	\$ 945,000	1	0.02%	\$ 1,730,000	2	0.04%	
		E	\$ 2,820,000	2	0.06%	\$ 1,645,000	1	0.04%	\$ 4,465,000	3	0.10%	
	NAPLES REALTY SERVICES Total		\$ 9,208,800	21	0.21%	\$ 6,367,001	14	0.14%	\$ 15,575,801	35	0.35%	
	PREMIER SOTHEBYS	A	\$ 5,150,900	27	0.12%	\$ 5,427,725	30	0.12%	\$ 10,578,625	57	0.24%	
		B	\$ 28,611,531	83	0.65%	\$ 24,799,700	69	0.56%	\$ 53,411,231	152	1.21%	
		C	\$ 30,717,824	49	0.70%	\$ 23,257,644	39	0.53%	\$ 53,975,468	88	1.23%	
		D	\$ 33,163,615	39	0.75%	\$ 23,656,665	28	0.54%	\$ 56,820,280	67	1.29%	
		E	\$ 81,103,000	58	1.84%	\$ 56,772,500	41	1.29%	\$ 137,875,500	99	3.13%	
		F	\$ 97,572,500	31	2.22%	\$ 97,585,000	32	2.22%	\$ 195,157,500	63	4.44%	
		G	\$ 66,125,000	9	1.50%	\$ 58,325,000	8	1.33%	\$ 124,450,000	17	2.83%	
	PREMIER SOTHEBYS Total		\$ 342,444,370	296	7.78%	\$ 289,824,234	247	6.59%	\$ 632,268,604	543	14.37%	
	PREMIERE PLUS REALTY COMPANY	A	\$ 18,414,250	96	0.42%	\$ 21,166,747	112	0.48%	\$ 39,580,997	208	0.90%	
B		\$ 50,704,800	155	1.15%	\$ 56,273,470	167	1.28%	\$ 106,978,270	322	2.43%		
C		\$ 15,198,300	25	0.35%	\$ 16,212,000	27	0.37%	\$ 31,410,300	52	0.71%		
D		\$ 6,796,400	8	0.15%	\$ 11,181,325	13	0.25%	\$ 17,977,725	21	0.41%		
E		\$ 13,627,000	10	0.31%	\$ 15,213,350	12	0.35%	\$ 28,840,350	22	0.66%		
F		\$ 17,447,500	5	0.40%	\$ 18,829,000	6	0.43%	\$ 36,276,500	11	0.82%		
G		\$ 5,000,000	1	0.11%			0.00%	\$ 5,000,000	1	0.11%		
PREMIERE PLUS REALTY COMPANY Total		\$ 127,188,250	300	2.89%	\$ 138,875,892	337	3.16%	\$ 266,064,142	637	6.05%		
ROYAL SHELL REAL ESTATE	A	\$ 2,099,499	11	0.05%	\$ 2,979,800	15	0.07%	\$ 5,079,299	26	0.12%		
	B	\$ 11,848,551	32	0.27%	\$ 8,435,451	26	0.19%	\$ 20,284,002	58	0.46%		
	C	\$ 8,941,500	15	0.20%	\$ 7,920,737	13	0.18%	\$ 16,862,237	28	0.38%		
	D	\$ 1,845,000	2	0.04%	\$ 3,264,000	4	0.07%	\$ 5,109,000	6	0.12%		
	E	\$ 8,927,500	6	0.20%	\$ 7,637,500	6	0.17%	\$ 16,565,000	12	0.38%		
	F	\$ 6,922,500	3	0.16%	\$ 4,200,000	1	0.10%	\$ 11,122,500	4	0.25%		
	G			0.00%	\$ 5,800,000	1	0.13%	\$ 5,800,000	1	0.13%		
ROYAL SHELL REAL ESTATE Total		\$ 40,584,550	69	0.92%	\$ 40,237,488	66	0.91%	\$ 80,822,038	135	1.84%		
WILLIAM RAVEIS	A	\$ 771,000	4	0.02%	\$ 435,000	2	0.01%	\$ 1,206,000	6	0.03%		
	B	\$ 3,293,000	10	0.07%	\$ 3,542,500	11	0.08%	\$ 6,835,500	21	0.16%		
	C	\$ 557,500	1	0.01%	\$ 4,019,966	7	0.09%	\$ 4,577,466	8	0.10%		
	D	\$ 980,000	1	0.02%	\$ 2,619,000	3	0.06%	\$ 3,599,000	4	0.08%		
	E	\$ 9,352,000	6	0.21%	\$ 12,884,500	9	0.29%	\$ 22,236,500	15	0.51%		
	F	\$ 30,913,000	8	0.70%	\$ 33,327,870	10	0.76%	\$ 64,240,870	18	1.46%		
	G			0.00%	\$ 7,650,000	1	0.17%	\$ 7,650,000	1	0.17%		
WILLIAM RAVEIS Total		\$ 45,866,500	30	1.04%	\$ 64,478,836	43	1.47%	\$ 110,345,336	73	2.51%		
X-Other	A	\$ 109,440,931	594	2.49%	\$ 110,409,953	597	2.51%	\$ 219,850,884	1,191	5.00%		
	B	\$ 269,038,585	784	6.11%	\$ 288,245,741	845	6.55%	\$ 557,284,326	1,629	12.67%		
	C	\$ 107,415,233	178	2.44%	\$ 115,417,570	189	2.62%	\$ 222,832,803	367	5.06%		
	D	\$ 52,264,736	61	1.19%	\$ 56,929,549	67	1.29%	\$ 109,194,285	128	2.48%		
	E	\$ 93,310,260	70	2.12%	\$ 106,337,365	78	2.42%	\$ 199,647,625	148	4.54%		
	F	\$ 152,140,829	52	3.46%	\$ 117,568,583	40	2.67%	\$ 269,709,412	92	6.13%		
	G	\$ 16,056,000	2	0.36%	\$ 15,000,000	2	0.34%	\$ 31,056,000	4	0.71%		
X-Other Total		\$ 799,666,574	1,741	18.17%	\$ 809,908,761	1,818	18.41%	\$ 1,609,575,335	3,559	36.58%		
#N/A	A	\$ 414,000	2	0.01%	\$ 1,175,500	6	0.03%	\$ 1,589,500	8	0.04%		
	B	\$ 317,000	1	0.01%	\$ 3,075,076	9	0.07%	\$ 3,392,076	10	0.08%		
	C			0.00%	\$ 1,149,750	2	0.03%	\$ 1,149,750	2	0.03%		
	D			0.00%	\$ 2,685,365	3	0.06%	\$ 2,685,365	3	0.06%		

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			Side Data						Total Volume	Total Units	Total % of Volume
			L			S					
2017-2	#N/A	E			0.00%	\$ 4,260,000	3	0.10%	\$ 4,260,000	3	0.10%
	#N/A Total		\$ 731,000	3	0.02%	\$ 12,345,691	23	0.28%	\$ 13,076,691	26	0.30%
2017-2											
Total			\$ 2,199,956,041	3,838	50.00%	\$ 2,199,956,041	3,838	50.00%	\$ 4,399,912,082	7,676	100.00%
Grand											
Total			\$ 2,199,956,041	3,838	50.00%	\$ 2,199,956,041	3,838	50.00%	\$ 4,399,912,082	7,676	100.00%