

John R. Wood Properties, Inc.
Quarterly Listings Taken by Select Company

		Qtr	Data				Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		3								
Code	Select Broker Company Name	List Volume	% of List Volume	Unit Count	% of List Units					
A	AMERIVEST	\$1,648,400	0.09%	9	0.30%	\$1,648,400	0.09%	9	0.30%	
	BERKSHIRE HATHAWAY FLORIDA	\$4,546,800	0.24%	23	0.76%	\$4,546,800	0.24%	23	0.76%	
	COLDWELL BANKER	\$7,263,599	0.39%	39	1.29%	\$7,263,599	0.39%	39	1.29%	
	DOWNING FRYE	\$10,233,400	0.55%	52	1.72%	\$10,233,400	0.55%	52	1.72%	
	JOHN R WOOD	\$8,581,500	0.46%	46	1.52%	\$8,581,500	0.46%	46	1.52%	
	KELLER WILLIAMS ELITE	\$2,983,696	0.16%	15	0.50%	\$2,983,696	0.16%	15	0.50%	
	NAPLES REALTY SERVICES	\$850,800	0.05%	4	0.13%	\$850,800	0.05%	4	0.13%	
	PREMIER SOTHEBYS	\$4,256,499	0.23%	21	0.70%	\$4,256,499	0.23%	21	0.70%	
	PREMIERE PLUS REALTY COMPANY	\$12,220,358	0.66%	65	2.15%	\$12,220,358	0.66%	65	2.15%	
	ROYAL SHELL REAL ESTATE	\$2,255,150	0.12%	13	0.43%	\$2,255,150	0.12%	13	0.43%	
	WILLIAM RAVEIS	\$159,600	0.01%	1	0.03%	\$159,600	0.01%	1	0.03%	
	X-Other	\$72,781,634	3.92%	383	12.68%	\$72,781,634	3.92%	383	12.68%	
	#N/A	\$1,645,795	0.09%	9	0.30%	\$1,645,795	0.09%	9	0.30%	
A Total		\$129,427,231	6.97%	680	22.52%	\$129,427,231	6.97%	680	22.52%	
B	AMERIVEST	\$9,091,550	0.49%	26	0.86%	\$9,091,550	0.49%	26	0.86%	
	BERKSHIRE HATHAWAY FLORIDA	\$15,486,077	0.83%	45	1.49%	\$15,486,077	0.83%	45	1.49%	
	COLDWELL BANKER	\$30,033,788	1.62%	87	2.88%	\$30,033,788	1.62%	87	2.88%	
	DOWNING FRYE	\$38,211,650	2.06%	108	3.58%	\$38,211,650	2.06%	108	3.58%	
	GULF COAST INTERNATIONAL PROP	\$1,059,000	0.06%	3	0.10%	\$1,059,000	0.06%	3	0.10%	
	JOHN R WOOD	\$49,943,615	2.69%	138	4.57%	\$49,943,615	2.69%	138	4.57%	
	KELLER WILLIAMS ELITE	\$15,641,397	0.84%	44	1.46%	\$15,641,397	0.84%	44	1.46%	
	NAPLES REALTY SERVICES	\$1,221,700	0.07%	4	0.13%	\$1,221,700	0.07%	4	0.13%	
	PREMIER SOTHEBYS	\$23,637,280	1.27%	64	2.12%	\$23,637,280	1.27%	64	2.12%	
	PREMIERE PLUS REALTY COMPANY	\$45,472,843	2.45%	128	4.24%	\$45,472,843	2.45%	128	4.24%	
	ROYAL SHELL REAL ESTATE	\$6,691,100	0.36%	17	0.56%	\$6,691,100	0.36%	17	0.56%	
	WILLIAM RAVEIS	\$3,815,100	0.21%	9	0.30%	\$3,815,100	0.21%	9	0.30%	
	X-Other	\$253,914,217	13.67%	715	23.68%	\$253,914,217	13.67%	715	23.68%	
#N/A	\$8,431,195	0.45%	24	0.79%	\$8,431,195	0.45%	24	0.79%		
B Total		\$502,650,512	27.05%	1412	46.75%	\$502,650,512	27.05%	1412	46.75%	
C	AMERIVEST	\$3,730,900	0.20%	6	0.20%	\$3,730,900	0.20%	6	0.20%	
	BERKSHIRE HATHAWAY FLORIDA	\$6,141,500	0.33%	10	0.33%	\$6,141,500	0.33%	10	0.33%	
	COLDWELL BANKER	\$6,851,000	0.37%	11	0.36%	\$6,851,000	0.37%	11	0.36%	
	DOWNING FRYE	\$26,236,689	1.41%	43	1.42%	\$26,236,689	1.41%	43	1.42%	
	GULF COAST INTERNATIONAL PROP	\$1,318,900	0.07%	2	0.07%	\$1,318,900	0.07%	2	0.07%	
	JOHN R WOOD	\$29,849,450	1.61%	49	1.62%	\$29,849,450	1.61%	49	1.62%	
	KELLER WILLIAMS ELITE	\$5,359,400	0.29%	9	0.30%	\$5,359,400	0.29%	9	0.30%	
	NAPLES REALTY SERVICES	\$1,224,800	0.07%	2	0.07%	\$1,224,800	0.07%	2	0.07%	
	PREMIER SOTHEBYS	\$16,385,400	0.88%	27	0.89%	\$16,385,400	0.88%	27	0.89%	
	PREMIERE PLUS REALTY COMPANY	\$24,246,988	1.30%	40	1.32%	\$24,246,988	1.30%	40	1.32%	
	ROYAL SHELL REAL ESTATE	\$4,962,900	0.27%	8	0.26%	\$4,962,900	0.27%	8	0.26%	
	WILLIAM RAVEIS	\$4,318,000	0.23%	7	0.23%	\$4,318,000	0.23%	7	0.23%	
	X-Other	\$115,017,838	6.19%	192	6.36%	\$115,017,838	6.19%	192	6.36%	
#N/A	\$4,593,500	0.25%	8	0.26%	\$4,593,500	0.25%	8	0.26%		
C Total		\$250,237,265	13.47%	414	13.71%	\$250,237,265	13.47%	414	13.71%	
D	AMERIVEST	\$1,778,000	0.10%	2	0.07%	\$1,778,000	0.10%	2	0.07%	
	BERKSHIRE HATHAWAY FLORIDA	\$1,623,900	0.09%	2	0.07%	\$1,623,900	0.09%	2	0.07%	
	COLDWELL BANKER	\$13,559,199	0.73%	15	0.50%	\$13,559,199	0.73%	15	0.50%	
	DOWNING FRYE	\$10,255,200	0.55%	12	0.40%	\$10,255,200	0.55%	12	0.40%	
	GULF COAST INTERNATIONAL PROP	\$2,548,900	0.14%	3	0.10%	\$2,548,900	0.14%	3	0.10%	
	JOHN R WOOD	\$27,750,400	1.49%	32	1.06%	\$27,750,400	1.49%	32	1.06%	
	KELLER WILLIAMS ELITE	\$4,075,777	0.22%	5	0.17%	\$4,075,777	0.22%	5	0.17%	
	NAPLES REALTY SERVICES	\$2,734,800	0.15%	3	0.10%	\$2,734,800	0.15%	3	0.10%	
	PREMIER SOTHEBYS	\$15,133,900	0.81%	18	0.60%	\$15,133,900	0.81%	18	0.60%	

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		Qtr	Data			Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		3							
D	PREMIERE PLUS REALTY COMPANY	\$15,621,700	0.84%	17	0.56%	\$15,621,700	0.84%	17	0.56%
	ROYAL SHELL REAL ESTATE	\$2,637,000	0.14%	3	0.10%	\$2,637,000	0.14%	3	0.10%
	WILLIAM RAVEIS	\$3,588,750	0.19%	4	0.13%	\$3,588,750	0.19%	4	0.13%
	X-Other	\$67,617,728	3.64%	79	2.62%	\$67,617,728	3.64%	79	2.62%
	#N/A	\$779,000	0.04%	1	0.03%	\$779,000	0.04%	1	0.03%
D Total		\$169,704,254	9.13%	196	6.49%	\$169,704,254	9.13%	196	6.49%
E	AMERIVEST	\$2,598,900	0.14%	2	0.07%	\$2,598,900	0.14%	2	0.07%
	BERKSHIRE HATHAWAY FLORIDA	\$5,493,900	0.30%	4	0.13%	\$5,493,900	0.30%	4	0.13%
	COLDWELL BANKER	\$10,820,900	0.58%	8	0.26%	\$10,820,900	0.58%	8	0.26%
	DOWNING FRYE	\$19,839,899	1.07%	14	0.46%	\$19,839,899	1.07%	14	0.46%
	GULF COAST INTERNATIONAL PROP	\$6,509,000	0.35%	4	0.13%	\$6,509,000	0.35%	4	0.13%
	JOHN R WOOD	\$43,428,900	2.34%	32	1.06%	\$43,428,900	2.34%	32	1.06%
	KELLER WILLIAMS ELITE	\$2,950,000	0.16%	2	0.07%	\$2,950,000	0.16%	2	0.07%
	PREMIER SOTHEBYS	\$36,295,970	1.95%	24	0.79%	\$36,295,970	1.95%	24	0.79%
	PREMIERE PLUS REALTY COMPANY	\$6,778,900	0.36%	5	0.17%	\$6,778,900	0.36%	5	0.17%
	ROYAL SHELL REAL ESTATE	\$2,748,000	0.15%	2	0.07%	\$2,748,000	0.15%	2	0.07%
	WILLIAM RAVEIS	\$16,436,990	0.88%	11	0.36%	\$16,436,990	0.88%	11	0.36%
	X-Other	\$99,253,048	5.34%	70	2.32%	\$99,253,048	5.34%	70	2.32%
	#N/A	\$7,685,000	0.41%	5	0.17%	\$7,685,000	0.41%	5	0.17%
E Total		\$260,839,407	14.04%	183	6.06%	\$260,839,407	14.04%	183	6.06%
F	AMERIVEST	\$8,650,000	0.47%	3	0.10%	\$8,650,000	0.47%	3	0.10%
	BERKSHIRE HATHAWAY FLORIDA	\$8,645,000	0.47%	3	0.10%	\$8,645,000	0.47%	3	0.10%
	COLDWELL BANKER	\$28,819,000	1.55%	7	0.23%	\$28,819,000	1.55%	7	0.23%
	DOWNING FRYE	\$35,189,000	1.89%	11	0.36%	\$35,189,000	1.89%	11	0.36%
	GULF COAST INTERNATIONAL PROP	\$46,872,000	2.52%	17	0.56%	\$46,872,000	2.52%	17	0.56%
	JOHN R WOOD	\$48,374,000	2.60%	15	0.50%	\$48,374,000	2.60%	15	0.50%
	PREMIER SOTHEBYS	\$54,339,990	2.92%	15	0.50%	\$54,339,990	2.92%	15	0.50%
	PREMIERE PLUS REALTY COMPANY	\$8,444,000	0.45%	3	0.10%	\$8,444,000	0.45%	3	0.10%
	ROYAL SHELL REAL ESTATE	\$12,500,000	0.67%	3	0.10%	\$12,500,000	0.67%	3	0.10%
	WILLIAM RAVEIS	\$32,197,000	1.73%	9	0.30%	\$32,197,000	1.73%	9	0.30%
	X-Other	\$73,545,899	3.96%	24	0.79%	\$73,545,899	3.96%	24	0.79%
	#N/A	\$12,335,000	0.66%	4	0.13%	\$12,335,000	0.66%	4	0.13%
F Total		\$369,910,889	19.91%	114	3.77%	\$369,910,889	19.91%	114	3.77%
G	GULF COAST INTERNATIONAL PROP	\$28,740,000	1.55%	4	0.13%	\$28,740,000	1.55%	4	0.13%
	JOHN R WOOD	\$42,935,000	2.31%	6	0.20%	\$42,935,000	2.31%	6	0.20%
	PREMIER SOTHEBYS	\$55,989,500	3.01%	6	0.20%	\$55,989,500	3.01%	6	0.20%
	WILLIAM RAVEIS	\$21,395,000	1.15%	2	0.07%	\$21,395,000	1.15%	2	0.07%
	X-Other	\$26,265,000	1.41%	3	0.10%	\$26,265,000	1.41%	3	0.10%
G Total		\$175,324,500	9.44%	21	0.70%	\$175,324,500	9.44%	21	0.70%
Grand Total		\$1,858,094,058	100.00%	3020	100.00%	\$1,858,094,058	100.00%	3020	100.00%

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Quarterly Listings Taken by Select Company

Code	Select Broker Company Name	Qtr	Data			
			List Volume	% of List Volume	Unit Count	% of List Units
A	AMERIVEST	3	\$1,648,400	0.09%	9	0.30%
	BERKSHIRE HATHAWAY FLORIDA	3	\$4,546,800	0.24%	23	0.76%
	COLDWELL BANKER	3	\$7,263,599	0.39%	39	1.29%
	DOWNING FRYE	3	\$10,233,400	0.55%	52	1.72%
	JOHN R WOOD	3	\$8,581,500	0.46%	46	1.52%
	KELLER WILLIAMS ELITE	3	\$2,983,696	0.16%	15	0.50%
	NAPLES REALTY SERVICES	3	\$850,800	0.05%	4	0.13%
	PREMIER SOTHEBYS	3	\$4,256,499	0.23%	21	0.70%
	PREMIERE PLUS REALTY COMPANY	3	\$12,220,358	0.66%	65	2.15%
	ROYAL SHELL REAL ESTATE	3	\$2,255,150	0.12%	13	0.43%
	WILLIAM RAVEIS	3	\$159,600	0.01%	1	0.03%
	X-Other	3	\$72,781,634	3.92%	383	12.68%
	#N/A	3	\$1,645,795	0.09%	9	0.30%
A Total			\$129,427,231	6.97%	680	22.52%
B	AMERIVEST	3	\$9,091,550	0.49%	26	0.86%
	BERKSHIRE HATHAWAY FLORIDA	3	\$15,486,077	0.83%	45	1.49%
	COLDWELL BANKER	3	\$30,033,788	1.62%	87	2.88%
	DOWNING FRYE	3	\$38,211,650	2.06%	108	3.58%
	GULF COAST INTERNATIONAL PROP	3	\$1,059,000	0.06%	3	0.10%
	JOHN R WOOD	3	\$49,943,615	2.69%	138	4.57%
	KELLER WILLIAMS ELITE	3	\$15,641,397	0.84%	44	1.46%
	NAPLES REALTY SERVICES	3	\$1,221,700	0.07%	4	0.13%
	PREMIER SOTHEBYS	3	\$23,637,280	1.27%	64	2.12%
	PREMIERE PLUS REALTY COMPANY	3	\$45,472,843	2.45%	128	4.24%
	ROYAL SHELL REAL ESTATE	3	\$6,691,100	0.36%	17	0.56%
	WILLIAM RAVEIS	3	\$3,815,100	0.21%	9	0.30%
	X-Other	3	\$253,914,217	13.67%	715	23.68%
#N/A	3	\$8,431,195	0.45%	24	0.79%	
B Total			\$502,650,512	27.05%	1412	46.75%
C	AMERIVEST	3	\$3,730,900	0.20%	6	0.20%
	BERKSHIRE HATHAWAY FLORIDA	3	\$6,141,500	0.33%	10	0.33%
	COLDWELL BANKER	3	\$6,851,000	0.37%	11	0.36%
	DOWNING FRYE	3	\$26,236,689	1.41%	43	1.42%
	GULF COAST INTERNATIONAL PROP	3	\$1,318,900	0.07%	2	0.07%
	JOHN R WOOD	3	\$29,849,450	1.61%	49	1.62%
	KELLER WILLIAMS ELITE	3	\$5,359,400	0.29%	9	0.30%
	NAPLES REALTY SERVICES	3	\$1,224,800	0.07%	2	0.07%
	PREMIER SOTHEBYS	3	\$16,385,400	0.88%	27	0.89%
	PREMIERE PLUS REALTY COMPANY	3	\$24,246,988	1.30%	40	1.32%
	ROYAL SHELL REAL ESTATE	3	\$4,962,900	0.27%	8	0.26%
	WILLIAM RAVEIS	3	\$4,318,000	0.23%	7	0.23%
	X-Other	3	\$115,017,838	6.19%	192	6.36%
#N/A	3	\$4,593,500	0.25%	8	0.26%	
C Total			\$250,237,265	13.47%	414	13.71%
D	AMERIVEST	3	\$1,778,000	0.10%	2	0.07%
	BERKSHIRE HATHAWAY FLORIDA	3	\$1,623,900	0.09%	2	0.07%
	COLDWELL BANKER	3	\$13,559,199	0.73%	15	0.50%
	DOWNING FRYE	3	\$10,255,200	0.55%	12	0.40%
	GULF COAST INTERNATIONAL PROP	3	\$2,548,900	0.14%	3	0.10%
	JOHN R WOOD	3	\$27,750,400	1.49%	32	1.06%
	KELLER WILLIAMS ELITE	3	\$4,075,777	0.22%	5	0.17%
	NAPLES REALTY SERVICES	3	\$2,734,800	0.15%	3	0.10%

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Code	Select Broker Company Name	Qtr	Data				
			List Volume	% of List Volume	Unit Count	% of List Units	
D	PREMIER SOTHEBYS	3	\$15,133,900	0.81%	18	0.60%	
	PREMIERE PLUS REALTY COMPANY	3	\$15,621,700	0.84%	17	0.56%	
	ROYAL SHELL REAL ESTATE	3	\$2,637,000	0.14%	3	0.10%	
	WILLIAM RAVEIS	3	\$3,588,750	0.19%	4	0.13%	
	X-Other	3	\$67,617,728	3.64%	79	2.62%	
	#N/A	3	\$779,000	0.04%	1	0.03%	
D Total			\$169,704,254	9.13%	196	6.49%	
E	AMERIVEST	3	\$2,598,900	0.14%	2	0.07%	
	BERKSHIRE HATHAWAY FLORIDA	3	\$5,493,900	0.30%	4	0.13%	
	COLDWELL BANKER	3	\$10,820,900	0.58%	8	0.26%	
	DOWNING FRYE	3	\$19,839,899	1.07%	14	0.46%	
	GULF COAST INTERNATIONAL PROP	3	\$6,509,000	0.35%	4	0.13%	
	JOHN R WOOD	3	\$43,428,900	2.34%	32	1.06%	
	KELLER WILLIAMS ELITE	3	\$2,950,000	0.16%	2	0.07%	
	PREMIER SOTHEBYS	3	\$36,295,970	1.95%	24	0.79%	
	PREMIERE PLUS REALTY COMPANY	3	\$6,778,900	0.36%	5	0.17%	
	ROYAL SHELL REAL ESTATE	3	\$2,748,000	0.15%	2	0.07%	
	WILLIAM RAVEIS	3	\$16,436,990	0.88%	11	0.36%	
	X-Other	3	\$99,253,048	5.34%	70	2.32%	
	#N/A	3	\$7,685,000	0.41%	5	0.17%	
	E Total			\$260,839,407	14.04%	183	6.06%
F	AMERIVEST	3	\$8,650,000	0.47%	3	0.10%	
	BERKSHIRE HATHAWAY FLORIDA	3	\$8,645,000	0.47%	3	0.10%	
	COLDWELL BANKER	3	\$28,819,000	1.55%	7	0.23%	
	DOWNING FRYE	3	\$35,189,000	1.89%	11	0.36%	
	GULF COAST INTERNATIONAL PROP	3	\$46,872,000	2.52%	17	0.56%	
	JOHN R WOOD	3	\$48,374,000	2.60%	15	0.50%	
	PREMIER SOTHEBYS	3	\$54,339,990	2.92%	15	0.50%	
	PREMIERE PLUS REALTY COMPANY	3	\$8,444,000	0.45%	3	0.10%	
	ROYAL SHELL REAL ESTATE	3	\$12,500,000	0.67%	3	0.10%	
	WILLIAM RAVEIS	3	\$32,197,000	1.73%	9	0.30%	
	X-Other	3	\$73,545,899	3.96%	24	0.79%	
	#N/A	3	\$12,335,000	0.66%	4	0.13%	
	F Total			\$369,910,889	19.91%	114	3.77%
	G	GULF COAST INTERNATIONAL PROP	3	\$28,740,000	1.55%	4	0.13%
JOHN R WOOD		3	\$42,935,000	2.31%	6	0.20%	
PREMIER SOTHEBYS		3	\$55,989,500	3.01%	6	0.20%	
WILLIAM RAVEIS		3	\$21,395,000	1.15%	2	0.07%	
X-Other		3	\$26,265,000	1.41%	3	0.10%	
G Total			\$175,324,500	9.44%	21	0.70%	
Grand Total			\$1,858,094,058	100.00%	3020	100.00%	

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Code	Market Defined	Select Broker Company Name	Qtr	Data					
				List Volume	% of List Volume	Unit Count	% of List Units		
A	Bonita Estero Markets Only	AMERIVEST	3	\$374,800	0.02%	2	0.07%		
		BERKSHIRE HATHAWAY FLORIDA	3	\$1,216,200	0.07%	6	0.20%		
		COLDWELL BANKER	3	\$506,500	0.03%	3	0.10%		
		DOWNING FRYE	3	\$1,184,300	0.06%	6	0.20%		
		JOHN R WOOD	3	\$1,785,700	0.10%	9	0.30%		
		KELLER WILLIAMS ELITE	3	\$2,090,698	0.11%	10	0.33%		
		PREMIER SOTHEBYS	3	\$568,900	0.03%	3	0.10%		
		PREMIERE PLUS REALTY COMPANY	3	\$1,238,560	0.07%	7	0.23%		
		ROYAL SHELL REAL ESTATE	3	\$1,155,650	0.06%	6	0.20%		
		X-Other	3	\$19,228,561	1.03%	101	3.34%		
		#N/A	3	\$665,900	0.04%	4	0.13%		
	Bonita Estero Markets Only Total				\$30,015,769	1.62%	157	5.20%	
	Naples Market Only	AMERIVEST	3	\$1,273,600	0.07%	7	0.23%		
		BERKSHIRE HATHAWAY FLORIDA	3	\$3,330,600	0.18%	17	0.56%		
		COLDWELL BANKER	3	\$6,757,099	0.36%	36	1.19%		
		DOWNING FRYE	3	\$9,049,100	0.49%	46	1.52%		
		JOHN R WOOD	3	\$6,795,800	0.37%	37	1.23%		
		KELLER WILLIAMS ELITE	3	\$892,998	0.05%	5	0.17%		
		NAPLES REALTY SERVICES	3	\$850,800	0.05%	4	0.13%		
		PREMIER SOTHEBYS	3	\$3,687,599	0.20%	18	0.60%		
		PREMIERE PLUS REALTY COMPANY	3	\$10,981,798	0.59%	58	1.92%		
		ROYAL SHELL REAL ESTATE	3	\$1,099,500	0.06%	7	0.23%		
		WILLIAM RAVEIS	3	\$159,600	0.01%	1	0.03%		
		X-Other	3	\$53,553,073	2.88%	282	9.34%		
		#N/A	3	\$979,895	0.05%	5	0.17%		
		Naples Market Only Total				\$99,411,462	5.35%	523	17.32%
		A Total				\$129,427,231	6.97%	680	22.52%
B		Bonita Estero Markets Only	AMERIVEST	3	\$1,868,800	0.10%	5	0.17%	
	BERKSHIRE HATHAWAY FLORIDA		3	\$5,193,100	0.28%	16	0.53%		
	COLDWELL BANKER		3	\$6,084,500	0.33%	16	0.53%		
	DOWNING FRYE		3	\$9,993,800	0.54%	29	0.96%		
	JOHN R WOOD		3	\$12,110,675	0.65%	34	1.13%		
	KELLER WILLIAMS ELITE		3	\$12,696,497	0.68%	35	1.16%		
	NAPLES REALTY SERVICES		3	\$344,900	0.02%	1	0.03%		
	PREMIER SOTHEBYS		3	\$5,987,600	0.32%	15	0.50%		
	PREMIERE PLUS REALTY COMPANY		3	\$6,103,979	0.33%	18	0.60%		
	ROYAL SHELL REAL ESTATE		3	\$2,892,600	0.16%	7	0.23%		
	WILLIAM RAVEIS		3	\$499,000	0.03%	1	0.03%		
	X-Other		3	\$74,568,863	4.01%	207	6.85%		
	#N/A		3	\$1,846,100	0.10%	6	0.20%		
	Bonita Estero Markets Only Total				\$140,190,414	7.54%	390	12.91%	
	Naples Market Only	AMERIVEST	3	\$7,222,750	0.39%	21	0.70%		
		BERKSHIRE HATHAWAY FLORIDA	3	\$10,292,977	0.55%	29	0.96%		
		COLDWELL BANKER	3	\$23,949,288	1.29%	71	2.35%		
		DOWNING FRYE	3	\$28,217,850	1.52%	79	2.62%		

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Company

Code	Market Defined	Select Broker Company Name	Qtr	Data				
				List Volume	% of List Volume	Unit Count	% of List Units	
B	Naples Market Only	GULF COAST INTERNATIONAL PROP	3	\$1,059,000	0.06%	3	0.10%	
		JOHN R WOOD	3	\$37,832,940	2.04%	104	3.44%	
		KELLER WILLIAMS ELITE	3	\$2,944,900	0.16%	9	0.30%	
		NAPLES REALTY SERVICES	3	\$876,800	0.05%	3	0.10%	
		PREMIER SOTHEBYS	3	\$17,649,680	0.95%	49	1.62%	
		PREMIERE PLUS REALTY COMPANY	3	\$39,368,864	2.12%	110	3.64%	
		ROYAL SHELL REAL ESTATE	3	\$3,798,500	0.20%	10	0.33%	
		WILLIAM RAVEIS	3	\$3,316,100	0.18%	8	0.26%	
		X-Other	3	\$179,345,354	9.65%	508	16.82%	
		#N/A	3	\$6,585,095	0.35%	18	0.60%	
Naples Market Only Total				\$362,460,098	19.51%	1022	33.84%	
B Total				\$502,650,512	27.05%	1412	46.75%	
C	Bonita Estero Markets Only	BERKSHIRE HATHAWAY FLORIDA	3	\$1,193,900	0.06%	2	0.07%	
		COLDWELL BANKER	3	\$1,399,500	0.08%	2	0.07%	
		DOWNING FRYE	3	\$3,543,800	0.19%	6	0.20%	
		JOHN R WOOD	3	\$8,788,850	0.47%	14	0.46%	
		KELLER WILLIAMS ELITE	3	\$4,095,400	0.22%	7	0.23%	
		PREMIER SOTHEBYS	3	\$1,321,000	0.07%	2	0.07%	
		PREMIERE PLUS REALTY COMPANY	3	\$6,338,300	0.34%	11	0.36%	
		ROYAL SHELL REAL ESTATE	3	\$1,917,000	0.10%	3	0.10%	
		WILLIAM RAVEIS	3	\$559,000	0.03%	1	0.03%	
		X-Other	3	\$27,910,770	1.50%	46	1.52%	
	#N/A	3	\$1,689,700	0.09%	3	0.10%		
	Bonita Estero Markets Only Total				\$58,757,220	3.16%	97	3.21%
	Naples Market Only	AMERIVEST	3	\$3,730,900	0.20%	6	0.20%	
		BERKSHIRE HATHAWAY FLORIDA	3	\$4,947,600	0.27%	8	0.26%	
		COLDWELL BANKER	3	\$5,451,500	0.29%	9	0.30%	
		DOWNING FRYE	3	\$22,692,889	1.22%	37	1.23%	
		GULF COAST INTERNATIONAL PROP	3	\$1,318,900	0.07%	2	0.07%	
		JOHN R WOOD	3	\$21,060,600	1.13%	35	1.16%	
		KELLER WILLIAMS ELITE	3	\$1,264,000	0.07%	2	0.07%	
		NAPLES REALTY SERVICES	3	\$1,224,800	0.07%	2	0.07%	
PREMIER SOTHEBYS		3	\$15,064,400	0.81%	25	0.83%		
PREMIERE PLUS REALTY COMPANY		3	\$17,908,688	0.96%	29	0.96%		
ROYAL SHELL REAL ESTATE	3	\$3,045,900	0.16%	5	0.17%			
WILLIAM RAVEIS	3	\$3,759,000	0.20%	6	0.20%			
X-Other	3	\$87,107,068	4.69%	146	4.83%			
#N/A	3	\$2,903,800	0.16%	5	0.17%			
Naples Market Only Total				\$191,480,045	10.31%	317	10.50%	
C Total				\$250,237,265	13.47%	414	13.71%	
D	Bonita Estero Markets Only	BERKSHIRE HATHAWAY FLORIDA	3	\$824,900	0.04%	1	0.03%	
		COLDWELL BANKER	3	\$1,738,000	0.09%	2	0.07%	
		JOHN R WOOD	3	\$6,519,500	0.35%	8	0.26%	
		KELLER WILLIAMS ELITE	3	\$2,406,777	0.13%	3	0.10%	
		NAPLES REALTY SERVICES	3	\$885,000	0.05%	1	0.03%	

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Company

Code	Market Defined	Select Broker Company Name	Qtr	Data				
				List Volume	% of List Volume	Unit Count	% of List Units	
D	Bonita Estero Markets Only	PREMIER SOTHEBYS	3	\$1,599,000	0.09%	2	0.07%	
		PREMIERE PLUS REALTY COMPANY	3	\$859,000	0.05%	1	0.03%	
		ROYAL SHELL REAL ESTATE	3	\$1,638,000	0.09%	2	0.07%	
		WILLIAM RAVEIS	3	\$840,000	0.05%	1	0.03%	
		X-Other	3	\$13,931,700	0.75%	16	0.53%	
		#N/A	3	\$779,000	0.04%	1	0.03%	
	Bonita Estero Markets Only Total				\$32,020,877	1.72%	38	1.26%
	Naples Market Only	AMERIVEST	3	\$1,778,000	0.10%	2	0.07%	
		BERKSHIRE HATHAWAY FLORIDA	3	\$799,000	0.04%	1	0.03%	
		COLDWELL BANKER	3	\$11,821,199	0.64%	13	0.43%	
		DOWNING FRYE	3	\$10,255,200	0.55%	12	0.40%	
		GULF COAST INTERNATIONAL PROP	3	\$2,548,900	0.14%	3	0.10%	
		JOHN R WOOD	3	\$21,230,900	1.14%	24	0.79%	
		KELLER WILLIAMS ELITE	3	\$1,669,000	0.09%	2	0.07%	
		NAPLES REALTY SERVICES	3	\$1,849,800	0.10%	2	0.07%	
		PREMIER SOTHEBYS	3	\$13,534,900	0.73%	16	0.53%	
		PREMIERE PLUS REALTY COMPANY	3	\$14,762,700	0.79%	16	0.53%	
		ROYAL SHELL REAL ESTATE	3	\$999,000	0.05%	1	0.03%	
		WILLIAM RAVEIS	3	\$2,748,750	0.15%	3	0.10%	
		X-Other	3	\$53,686,028	2.89%	63	2.09%	
		Naples Market Only Total				\$137,683,377	7.41%	158
	D Total				\$169,704,254	9.13%	196	6.49%
	E	Bonita Estero Markets Only	BERKSHIRE HATHAWAY FLORIDA	3	\$1,299,900	0.07%	1	0.03%
			COLDWELL BANKER	3	\$4,074,000	0.22%	3	0.10%
			DOWNING FRYE	3	\$3,434,999	0.18%	3	0.10%
			JOHN R WOOD	3	\$2,625,000	0.14%	2	0.07%
			KELLER WILLIAMS ELITE	3	\$1,850,000	0.10%	1	0.03%
PREMIER SOTHEBYS			3	\$1,595,000	0.09%	1	0.03%	
ROYAL SHELL REAL ESTATE			3	\$1,349,000	0.07%	1	0.03%	
X-Other			3	\$10,216,900	0.55%	7	0.23%	
Bonita Estero Markets Only Total				\$26,444,799	1.42%	19	0.63%	
Naples Market Only		AMERIVEST	3	\$2,598,900	0.14%	2	0.07%	
		BERKSHIRE HATHAWAY FLORIDA	3	\$4,194,000	0.23%	3	0.10%	
		COLDWELL BANKER	3	\$6,746,900	0.36%	5	0.17%	
		DOWNING FRYE	3	\$16,404,900	0.88%	11	0.36%	
		GULF COAST INTERNATIONAL PROP	3	\$6,509,000	0.35%	4	0.13%	
		JOHN R WOOD	3	\$40,803,900	2.20%	30	0.99%	
		KELLER WILLIAMS ELITE	3	\$1,100,000	0.06%	1	0.03%	
		PREMIER SOTHEBYS	3	\$34,700,970	1.87%	23	0.76%	
		PREMIERE PLUS REALTY COMPANY	3	\$6,778,900	0.36%	5	0.17%	
		ROYAL SHELL REAL ESTATE	3	\$1,399,000	0.08%	1	0.03%	
		WILLIAM RAVEIS	3	\$16,436,990	0.88%	11	0.36%	
		X-Other	3	\$89,036,148	4.79%	63	2.09%	
		#N/A	3	\$7,685,000	0.41%	5	0.17%	
		Naples Market Only Total				\$234,394,608	12.61%	164

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Company

Code	Market Defined	Select Broker Company Name	Qtr	Data				
				List Volume	% of List Volume	Unit Count	% of List Units	
E Total				\$260,839,407	14.04%	183	6.06%	
F	Bonita Estero Markets Only	BERKSHIRE HATHAWAY FLORIDA	3	\$2,895,000	0.16%	1	0.03%	
		COLDWELL BANKER	3	\$7,250,000	0.39%	2	0.07%	
		DOWNING FRYE	3	\$3,299,000	0.18%	1	0.03%	
		JOHN R WOOD	3	\$2,349,000	0.13%	1	0.03%	
		PREMIER SOTHEBYS	3	\$6,649,990	0.36%	2	0.07%	
		X-Other	3	\$2,395,000	0.13%	1	0.03%	
	Bonita Estero Markets Only Total				\$24,837,990	1.34%	8	0.26%
	Naples Market Only	AMERIVEST	3	\$8,650,000	0.47%	3	0.10%	
		BERKSHIRE HATHAWAY FLORIDA	3	\$5,750,000	0.31%	2	0.07%	
		COLDWELL BANKER	3	\$21,569,000	1.16%	5	0.17%	
		DOWNING FRYE	3	\$31,890,000	1.72%	10	0.33%	
		GULF COAST INTERNATIONAL PROP	3	\$46,872,000	2.52%	17	0.56%	
		JOHN R WOOD	3	\$46,025,000	2.48%	14	0.46%	
		PREMIER SOTHEBYS	3	\$47,690,000	2.57%	13	0.43%	
		PREMIERE PLUS REALTY COMPANY	3	\$8,444,000	0.45%	3	0.10%	
		ROYAL SHELL REAL ESTATE	3	\$12,500,000	0.67%	3	0.10%	
		WILLIAM RAVEIS	3	\$32,197,000	1.73%	9	0.30%	
X-Other		3	\$71,150,899	3.83%	23	0.76%		
#N/A	3	\$12,335,000	0.66%	4	0.13%			
Naples Market Only Total				\$345,072,899	18.57%	106	3.51%	
F Total				\$369,910,889	19.91%	114	3.77%	
G	Naples Market Only	GULF COAST INTERNATIONAL PROP	3	\$28,740,000	1.55%	4	0.13%	
		JOHN R WOOD	3	\$42,935,000	2.31%	6	0.20%	
		PREMIER SOTHEBYS	3	\$55,989,500	3.01%	6	0.20%	
		WILLIAM RAVEIS	3	\$21,395,000	1.15%	2	0.07%	
		X-Other	3	\$26,265,000	1.41%	3	0.10%	
	Naples Market Only Total				\$175,324,500	9.44%	21	0.70%
G Total				\$175,324,500	9.44%	21	0.70%	
Grand Total				\$1,858,094,058	100.00%	3020	100.00%	

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Companies 3Q 2017.xlsx

		Qtr	Data							
		3				Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units	
Select Broker Company Name	Code	List Volume	% of List Volume	Unit Count	% of List Units					
AMERIVEST	A	\$1,648,400	0.09%	9	0.30%	\$1,648,400	0.09%	9	0.30%	
	B	\$9,091,550	0.49%	26	0.86%	\$9,091,550	0.49%	26	0.86%	
	C	\$3,730,900	0.20%	6	0.20%	\$3,730,900	0.20%	6	0.20%	
	D	\$1,778,000	0.10%	2	0.07%	\$1,778,000	0.10%	2	0.07%	
	E	\$2,598,900	0.14%	2	0.07%	\$2,598,900	0.14%	2	0.07%	
	F	\$8,650,000	0.47%	3	0.10%	\$8,650,000	0.47%	3	0.10%	
AMERIVEST Total		\$27,497,750	1.48%	48	1.59%	\$27,497,750	1.48%	48	1.59%	
BERKSHIRE HATHAWAY FLORIDA	A	\$4,546,800	0.24%	23	0.76%	\$4,546,800	0.24%	23	0.76%	
	B	\$15,486,077	0.83%	45	1.49%	\$15,486,077	0.83%	45	1.49%	
	C	\$6,141,500	0.33%	10	0.33%	\$6,141,500	0.33%	10	0.33%	
	D	\$1,623,900	0.09%	2	0.07%	\$1,623,900	0.09%	2	0.07%	
	E	\$5,493,900	0.30%	4	0.13%	\$5,493,900	0.30%	4	0.13%	
	F	\$8,645,000	0.47%	3	0.10%	\$8,645,000	0.47%	3	0.10%	
BERKSHIRE HATHAWAY FLORIDA Total		\$41,937,177	2.26%	87	2.88%	\$41,937,177	2.26%	87	2.88%	
COLDWELL BANKER	A	\$7,263,599	0.39%	39	1.29%	\$7,263,599	0.39%	39	1.29%	
	B	\$30,033,788	1.62%	87	2.88%	\$30,033,788	1.62%	87	2.88%	
	C	\$6,851,000	0.37%	11	0.36%	\$6,851,000	0.37%	11	0.36%	
	D	\$13,559,199	0.73%	15	0.50%	\$13,559,199	0.73%	15	0.50%	
	E	\$10,820,900	0.58%	8	0.26%	\$10,820,900	0.58%	8	0.26%	
	F	\$28,819,000	1.55%	7	0.23%	\$28,819,000	1.55%	7	0.23%	
COLDWELL BANKER Total		\$97,347,486	5.24%	167	5.53%	\$97,347,486	5.24%	167	5.53%	
DOWNING FRYE	A	\$10,233,400	0.55%	52	1.72%	\$10,233,400	0.55%	52	1.72%	
	B	\$38,211,650	2.06%	108	3.58%	\$38,211,650	2.06%	108	3.58%	
	C	\$26,236,689	1.41%	43	1.42%	\$26,236,689	1.41%	43	1.42%	
	D	\$10,255,200	0.55%	12	0.40%	\$10,255,200	0.55%	12	0.40%	
	E	\$19,839,899	1.07%	14	0.46%	\$19,839,899	1.07%	14	0.46%	
	F	\$35,189,000	1.89%	11	0.36%	\$35,189,000	1.89%	11	0.36%	
DOWNING FRYE Total		\$139,965,838	7.53%	240	7.95%	\$139,965,838	7.53%	240	7.95%	
GULF COAST INTERNATIONAL PROP	B	\$1,059,000	0.06%	3	0.10%	\$1,059,000	0.06%	3	0.10%	
	C	\$1,318,900	0.07%	2	0.07%	\$1,318,900	0.07%	2	0.07%	
	D	\$2,548,900	0.14%	3	0.10%	\$2,548,900	0.14%	3	0.10%	
	E	\$6,509,000	0.35%	4	0.13%	\$6,509,000	0.35%	4	0.13%	
	F	\$46,872,000	2.52%	17	0.56%	\$46,872,000	2.52%	17	0.56%	
	G	\$28,740,000	1.55%	4	0.13%	\$28,740,000	1.55%	4	0.13%	
GULF COAST INTERNATIONAL PROP Total		\$87,047,800	4.68%	33	1.09%	\$87,047,800	4.68%	33	1.09%	
JOHN R WOOD	A	\$8,581,500	0.46%	46	1.52%	\$8,581,500	0.46%	46	1.52%	
	B	\$49,943,615	2.69%	138	4.57%	\$49,943,615	2.69%	138	4.57%	
	C	\$29,849,450	1.61%	49	1.62%	\$29,849,450	1.61%	49	1.62%	
	D	\$27,750,400	1.49%	32	1.06%	\$27,750,400	1.49%	32	1.06%	
	E	\$43,428,900	2.34%	32	1.06%	\$43,428,900	2.34%	32	1.06%	
	F	\$48,374,000	2.60%	15	0.50%	\$48,374,000	2.60%	15	0.50%	
	G	\$42,935,000	2.31%	6	0.20%	\$42,935,000	2.31%	6	0.20%	
JOHN R WOOD Total		\$250,862,865	13.50%	318	10.53%	\$250,862,865	13.50%	318	10.53%	
KELLER WILLIAMS ELITE	A	\$2,983,696	0.16%	15	0.50%	\$2,983,696	0.16%	15	0.50%	
	B	\$15,641,397	0.84%	44	1.46%	\$15,641,397	0.84%	44	1.46%	
	C	\$5,359,400	0.29%	9	0.30%	\$5,359,400	0.29%	9	0.30%	

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Companies 3Q 2017.xlsx

		Qtr	Data			Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		3							
KELLER WILLIAMS ELITE	D	\$4,075,777	0.22%	5	0.17%	\$4,075,777	0.22%	5	0.17%
	E	\$2,950,000	0.16%	2	0.07%	\$2,950,000	0.16%	2	0.07%
KELLER WILLIAMS ELITE Total		\$31,010,270	1.67%	75	2.48%	\$31,010,270	1.67%	75	2.48%
NAPLES REALTY SERVICES	A	\$850,800	0.05%	4	0.13%	\$850,800	0.05%	4	0.13%
	B	\$1,221,700	0.07%	4	0.13%	\$1,221,700	0.07%	4	0.13%
	C	\$1,224,800	0.07%	2	0.07%	\$1,224,800	0.07%	2	0.07%
	D	\$2,734,800	0.15%	3	0.10%	\$2,734,800	0.15%	3	0.10%
NAPLES REALTY SERVICES Total		\$6,032,100	0.32%	13	0.43%	\$6,032,100	0.32%	13	0.43%
PREMIER SOTHEBYS	A	\$4,256,499	0.23%	21	0.70%	\$4,256,499	0.23%	21	0.70%
	B	\$23,637,280	1.27%	64	2.12%	\$23,637,280	1.27%	64	2.12%
	C	\$16,385,400	0.88%	27	0.89%	\$16,385,400	0.88%	27	0.89%
	D	\$15,133,900	0.81%	18	0.60%	\$15,133,900	0.81%	18	0.60%
	E	\$36,295,970	1.95%	24	0.79%	\$36,295,970	1.95%	24	0.79%
	F	\$54,339,990	2.92%	15	0.50%	\$54,339,990	2.92%	15	0.50%
	G	\$55,989,500	3.01%	6	0.20%	\$55,989,500	3.01%	6	0.20%
PREMIER SOTHEBYS Total		\$206,038,539	11.09%	175	5.79%	\$206,038,539	11.09%	175	5.79%
PREMIERE PLUS REALTY COMPANY	A	\$12,220,358	0.66%	65	2.15%	\$12,220,358	0.66%	65	2.15%
	B	\$45,472,843	2.45%	128	4.24%	\$45,472,843	2.45%	128	4.24%
	C	\$24,246,988	1.30%	40	1.32%	\$24,246,988	1.30%	40	1.32%
	D	\$15,621,700	0.84%	17	0.56%	\$15,621,700	0.84%	17	0.56%
	E	\$6,778,900	0.36%	5	0.17%	\$6,778,900	0.36%	5	0.17%
	F	\$8,444,000	0.45%	3	0.10%	\$8,444,000	0.45%	3	0.10%
PREMIERE PLUS REALTY COMPANY Total		\$112,784,789	6.07%	258	8.54%	\$112,784,789	6.07%	258	8.54%
ROYAL SHELL REAL ESTATE	A	\$2,255,150	0.12%	13	0.43%	\$2,255,150	0.12%	13	0.43%
	B	\$6,691,100	0.36%	17	0.56%	\$6,691,100	0.36%	17	0.56%
	C	\$4,962,900	0.27%	8	0.26%	\$4,962,900	0.27%	8	0.26%
	D	\$2,637,000	0.14%	3	0.10%	\$2,637,000	0.14%	3	0.10%
	E	\$2,748,000	0.15%	2	0.07%	\$2,748,000	0.15%	2	0.07%
	F	\$12,500,000	0.67%	3	0.10%	\$12,500,000	0.67%	3	0.10%
ROYAL SHELL REAL ESTATE Total		\$31,794,150	1.71%	46	1.52%	\$31,794,150	1.71%	46	1.52%
WILLIAM RAVEIS	A	\$159,600	0.01%	1	0.03%	\$159,600	0.01%	1	0.03%
	B	\$3,815,100	0.21%	9	0.30%	\$3,815,100	0.21%	9	0.30%
	C	\$4,318,000	0.23%	7	0.23%	\$4,318,000	0.23%	7	0.23%
	D	\$3,588,750	0.19%	4	0.13%	\$3,588,750	0.19%	4	0.13%
	E	\$16,436,990	0.88%	11	0.36%	\$16,436,990	0.88%	11	0.36%
	F	\$32,197,000	1.73%	9	0.30%	\$32,197,000	1.73%	9	0.30%
	G	\$21,395,000	1.15%	2	0.07%	\$21,395,000	1.15%	2	0.07%
WILLIAM RAVEIS Total		\$81,910,440	4.41%	43	1.42%	\$81,910,440	4.41%	43	1.42%
X-Other	A	\$72,781,634	3.92%	383	12.68%	\$72,781,634	3.92%	383	12.68%
	B	\$253,914,217	13.67%	715	23.68%	\$253,914,217	13.67%	715	23.68%
	C	\$115,017,838	6.19%	192	6.36%	\$115,017,838	6.19%	192	6.36%
	D	\$67,617,728	3.64%	79	2.62%	\$67,617,728	3.64%	79	2.62%
	E	\$99,253,048	5.34%	70	2.32%	\$99,253,048	5.34%	70	2.32%
	F	\$73,545,899	3.96%	24	0.79%	\$73,545,899	3.96%	24	0.79%
	G	\$26,265,000	1.41%	3	0.10%	\$26,265,000	1.41%	3	0.10%
X-Other Total		\$708,395,364	38.12%	1466	48.54%	\$708,395,364	38.12%	1466	48.54%
#N/A	A	\$1,645,795	0.09%	9	0.30%	\$1,645,795	0.09%	9	0.30%

John R. Wood Properties. Inc.
Quarterly Listings Taken by Select Companies 3Q 2017.xlsx

		Qtr	Data				Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		3								
#N/A	B	\$8,431,195	0.45%	24	0.79%	\$8,431,195	0.45%	24	0.79%	
	C	\$4,593,500	0.25%	8	0.26%	\$4,593,500	0.25%	8	0.26%	
	D	\$779,000	0.04%	1	0.03%	\$779,000	0.04%	1	0.03%	
	E	\$7,685,000	0.41%	5	0.17%	\$7,685,000	0.41%	5	0.17%	
	F	\$12,335,000	0.66%	4	0.13%	\$12,335,000	0.66%	4	0.13%	
#N/A Total		\$35,469,490	1.91%	51	1.69%	\$35,469,490	1.91%	51	1.69%	
Grand Total		\$1,858,094,058	100.00%	3020	100.00%	\$1,858,094,058	100.00%	3020	100.00%	