

John R. Wood Properties. Inc.
Quarterly Data for Closed Sales
Select Broker 3Q 2017 Detail

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				
2017-3	AMERIVEST	A	\$ 3,161,781	18	0.17%	\$ 3,304,300	19	0.17%	\$ 6,466,081	37	0.34%	
		B	\$ 5,396,900	16	0.28%	\$ 7,249,300	21	0.38%	\$ 12,646,200	37	0.66%	
		C	\$ 1,965,000	3	0.10%	\$ 590,000	1	0.03%	\$ 2,555,000	4	0.13%	
		D	\$ 1,710,000	2	0.09%	\$ 1,547,500	2	0.08%	\$ 3,257,500	4	0.17%	
		E	\$ 4,817,500	3	0.25%	\$ 3,061,510	2	0.16%	\$ 7,879,010	5	0.41%	
		F			0.00%	\$ 2,666,309	1	0.14%	\$ 2,666,309	1	0.14%	
	AMERIVEST Total			\$ 17,051,181	42	0.89%	\$ 18,418,919	46	0.96%	\$ 35,470,100	88	1.85%
	BERKSHIRE HATHAWAY FLORIDA	A	\$ 4,734,900	26	0.25%	\$ 3,404,900	17	0.18%	\$ 8,139,800	43	0.43%	
		B	\$ 7,548,300	21	0.39%	\$ 10,793,970	28	0.56%	\$ 18,342,270	49	0.96%	
		C	\$ 1,850,000	3	0.10%	\$ 2,389,000	4	0.12%	\$ 4,239,000	7	0.22%	
		D	\$ 1,518,500	2	0.08%			0.00%	\$ 1,518,500	2	0.08%	
		E	\$ 1,450,000	1	0.08%	\$ 1,100,000	1	0.06%	\$ 2,550,000	2	0.13%	
		F			0.00%	\$ 2,750,000	1	0.14%	\$ 2,750,000	1	0.14%	
	BERKSHIRE HATHAWAY FLORIDA Total			\$ 17,101,700	53	0.89%	\$ 20,437,870	51	1.07%	\$ 37,539,570	104	1.96%
	COLDWELL BANKER	A	\$ 6,586,372	37	0.34%	\$ 4,616,380	26	0.24%	\$ 11,202,752	63	0.59%	
		B	\$ 17,467,099	53	0.91%	\$ 18,178,900	52	0.95%	\$ 35,645,999	105	1.86%	
		C	\$ 4,099,500	7	0.21%	\$ 2,904,000	5	0.15%	\$ 7,003,500	12	0.37%	
		D	\$ 2,665,000	3	0.14%			0.00%	\$ 2,665,000	3	0.14%	
		E	\$ 6,855,000	5	0.36%			0.00%	\$ 6,855,000	5	0.36%	
		F			0.00%	\$ 2,950,000	1	0.15%	\$ 2,950,000	1	0.15%	
	COLDWELL BANKER Total			\$ 37,672,971	105	1.97%	\$ 28,649,280	84	1.50%	\$ 66,322,251	189	3.47%
	DOWNING FRYE	A	\$ 8,275,900	43	0.43%	\$ 9,105,522	48	0.48%	\$ 17,381,422	91	0.91%	
		B	\$ 24,418,050	70	1.28%	\$ 26,087,705	77	1.36%	\$ 50,505,755	147	2.64%	
C		\$ 11,961,900	20	0.63%	\$ 12,467,000	21	0.65%	\$ 24,428,900	41	1.28%		
D		\$ 11,955,500	14	0.62%	\$ 7,888,500	9	0.41%	\$ 19,844,000	23	1.04%		
E		\$ 9,397,500	7	0.49%	\$ 15,794,000	12	0.83%	\$ 25,191,500	19	1.32%		
F		\$ 7,725,000	3	0.40%	\$ 10,970,000	4	0.57%	\$ 18,695,000	7	0.98%		
DOWNING FRYE Total			\$ 73,733,850	157	3.85%	\$ 82,312,727	171	4.30%	\$ 156,046,577	328	8.16%	
GULF COAST INTERNATIONAL PROP	A			0.00%	\$ 234,000	1	0.01%	\$ 234,000	1	0.01%		
	B	\$ 785,710	2	0.04%	\$ 1,483,000	4	0.08%	\$ 2,268,710	6	0.12%		
	C	\$ 1,192,500	2	0.06%	\$ 560,000	1	0.03%	\$ 1,752,500	3	0.09%		
	D	\$ 890,000	1	0.05%			0.00%	\$ 890,000	1	0.05%		
	E	\$ 4,623,750	3	0.24%	\$ 1,655,000	1	0.09%	\$ 6,278,750	4	0.33%		
	F	\$ 6,400,000	2	0.33%	\$ 13,800,000	4	0.72%	\$ 20,200,000	6	1.06%		
	G	\$ 26,373,000	3	1.38%	\$ 27,800,000	3	1.45%	\$ 54,173,000	6	2.83%		
GULF COAST INTERNATIONAL PROP Total			\$ 40,264,960	13	2.10%	\$ 45,532,000	14	2.38%	\$ 85,796,960	27	4.48%	
JOHN R WOOD	A	\$ 10,455,058	55	0.55%	\$ 7,332,958	39	0.38%	\$ 17,788,016	94	0.93%		
	B	\$ 33,625,375	96	1.76%	\$ 31,138,323	85	1.63%	\$ 64,763,698	181	3.38%		
	C	\$ 19,223,800	33	1.00%	\$ 19,681,764	32	1.03%	\$ 38,905,564	65	2.03%		
	D	\$ 10,600,750	12	0.55%	\$ 6,564,500	8	0.34%	\$ 17,165,250	20	0.90%		
	E	\$ 30,586,750	21	1.60%	\$ 31,148,000	21	1.63%	\$ 61,734,750	42	3.23%		
	F	\$ 28,075,000	9	1.47%	\$ 32,335,980	10	1.69%	\$ 60,410,980	19	3.16%		
	G	\$ 8,025,000	1	0.42%	\$ 31,973,000	3	1.67%	\$ 39,998,000	4	2.09%		
JOHN R WOOD Total			\$ 140,591,733	227	7.35%	\$ 160,174,525	198	8.37%	\$ 300,766,258	425	15.72%	
KELLER WILLIAMS ELITE	A	\$ 1,809,000	9	0.09%	\$ 2,139,900	12	0.11%	\$ 3,948,900	21	0.21%		
	B	\$ 9,190,560	26	0.48%	\$ 6,822,952	19	0.36%	\$ 16,013,512	45	0.84%		
	C	\$ 4,275,000	7	0.22%	\$ 3,908,500	7	0.20%	\$ 8,183,500	14	0.43%		
	D	\$ 937,500	1	0.05%			0.00%	\$ 937,500	1	0.05%		
	E	\$ 1,075,000	1	0.06%	\$ 2,431,250	2	0.13%	\$ 3,506,250	3	0.18%		
KELLER WILLIAMS ELITE Total			\$ 17,287,060	44	0.90%	\$ 15,302,602	40	0.80%	\$ 32,589,662	84	1.70%	
NAPLES REALTY SERVICES	A			0.00%	\$ 442,750	3	0.02%	\$ 442,750	3	0.02%		
	B	\$ 705,000	2	0.04%	\$ 1,833,000	5	0.10%	\$ 2,538,000	7	0.13%		
	C	\$ 575,000	1	0.03%	\$ 1,215,000	2	0.06%	\$ 1,790,000	3	0.09%		
	E	\$ 2,875,000	2	0.15%	\$ 1,150,000	1	0.06%	\$ 4,025,000	3	0.21%		

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		Side Data								
		L			S			Total Volume	Total Units	Total % of Volume
2017-3	NAPLES REALTY SERVICES Total	\$ 4,155,000	5	0.22%	\$ 4,640,750	11	0.24%	\$ 8,795,750	16	0.46%
	PREMIER SOTHEBYS	A \$ 3,075,250	15	0.16%	\$ 3,284,975	17	0.17%	\$ 6,360,225	32	0.33%
		B \$ 13,240,555	37	0.69%	\$ 9,016,400	25	0.47%	\$ 22,256,955	62	1.16%
		C \$ 11,671,000	20	0.61%	\$ 7,369,250	12	0.39%	\$ 19,040,250	32	1.00%
		D \$ 9,485,000	11	0.50%	\$ 9,554,250	11	0.50%	\$ 19,039,250	22	1.00%
		E \$ 15,263,750	11	0.80%	\$ 23,805,000	17	1.24%	\$ 39,068,750	28	2.04%
		F \$ 28,772,000	9	1.50%	\$ 17,297,000	5	0.90%	\$ 46,069,000	14	2.41%
		G \$ 28,000,000	4	1.46%	\$ 36,025,000	5	1.88%	\$ 64,025,000	9	3.35%
	PREMIER SOTHEBYS Total	\$ 109,507,555	107	5.72%	\$ 106,351,875	92	5.56%	\$ 215,859,430	199	11.28%
	PREMIERE PLUS REALTY COMPANY	A \$ 11,562,700	60	0.60%	\$ 14,997,900	79	0.78%	\$ 26,560,600	139	1.39%
		B \$ 32,262,790	95	1.69%	\$ 30,423,510	95	1.59%	\$ 62,686,300	190	3.28%
		C \$ 11,729,000	20	0.61%	\$ 15,051,069	26	0.79%	\$ 26,780,069	46	1.40%
		D \$ 4,971,499	6	0.26%	\$ 4,724,500	6	0.25%	\$ 9,695,999	12	0.51%
		E \$ 2,436,000	2	0.13%	\$ 9,210,000	6	0.48%	\$ 11,646,000	8	0.61%
		F		0.00%	\$ 4,200,000	1	0.22%	\$ 4,200,000	1	0.22%
	PREMIERE PLUS REALTY COMPANY Total	\$ 62,961,989	183	3.29%	\$ 78,606,979	213	4.11%	\$ 141,568,968	396	7.40%
	ROYAL SHELL REAL ESTATE	A \$ 1,694,000	9	0.09%	\$ 1,856,000	10	0.10%	\$ 3,550,000	19	0.19%
		B \$ 2,072,000	6	0.11%	\$ 3,972,000	12	0.21%	\$ 6,044,000	18	0.32%
		C \$ 3,315,000	6	0.17%	\$ 1,525,000	3	0.08%	\$ 4,840,000	9	0.25%
		D \$ 800,000	1	0.04%	\$ 3,352,500	4	0.18%	\$ 4,152,500	5	0.22%
		E		0.00%	\$ 1,100,000	1	0.06%	\$ 1,100,000	1	0.06%
		F \$ 2,160,000	1	0.11%			0.00%	\$ 2,160,000	1	0.11%
	ROYAL SHELL REAL ESTATE Total	\$ 10,041,000	23	0.52%	\$ 11,805,500	30	0.62%	\$ 21,846,500	53	1.14%
	WILLIAM RAVEIS	A \$ 899,000	5	0.05%	\$ 987,500	6	0.05%	\$ 1,886,500	11	0.10%
		B \$ 2,844,400	8	0.15%	\$ 894,500	3	0.05%	\$ 3,738,900	11	0.20%
		C \$ 2,448,000	4	0.13%	\$ 2,505,000	4	0.13%	\$ 4,953,000	8	0.26%
		D \$ 3,265,000	4	0.17%	\$ 2,580,000	3	0.13%	\$ 5,845,000	7	0.31%
		E \$ 5,460,000	4	0.29%	\$ 4,283,500	3	0.22%	\$ 9,743,500	7	0.51%
		F \$ 10,163,415	3	0.53%	\$ 11,168,415	3	0.58%	\$ 21,331,830	6	1.11%
		G \$ 25,525,000	3	1.33%	\$ 6,875,000	1	0.36%	\$ 32,400,000	4	1.69%
	WILLIAM RAVEIS Total	\$ 50,604,815	31	2.64%	\$ 29,293,915	23	1.53%	\$ 79,898,730	54	4.18%
	X-Other	A \$ 55,836,644	303	2.92%	\$ 56,164,370	302	2.94%	\$ 112,001,014	605	5.85%
		B \$ 144,996,646	422	7.58%	\$ 142,695,125	417	7.46%	\$ 287,691,771	839	15.04%
		C \$ 52,854,604	90	2.76%	\$ 56,994,721	98	2.98%	\$ 109,849,325	188	5.74%
		D \$ 12,300,562	14	0.64%	\$ 22,942,561	26	1.20%	\$ 35,243,123	40	1.84%
		E \$ 45,169,088	33	2.36%	\$ 35,271,078	26	1.84%	\$ 80,440,166	59	4.20%
		F \$ 45,027,289	14	2.35%	\$ 33,410,000	12	1.75%	\$ 78,437,289	26	4.10%
	X-Other Total	\$ 356,184,833	876	18.61%	\$ 347,477,855	881	18.16%	\$ 703,662,688	1,757	36.77%
	#N/A	A \$ 292,000	2	0.02%	\$ 511,150	3	0.03%	\$ 803,150	5	0.04%
		B \$ 1,312,000	4	0.07%	\$ 5,276,700	15	0.28%	\$ 6,588,700	19	0.34%
		D		0.00%	\$ 1,945,000	2	0.10%	\$ 1,945,000	2	0.10%
		F \$ 3,225,000	1	0.17%			0.00%	\$ 3,225,000	1	0.17%
		G \$ 14,750,000	1	0.77%			0.00%	\$ 14,750,000	1	0.77%
	#N/A Total	\$ 19,579,000	8	1.02%	\$ 7,732,850	20	0.40%	\$ 27,311,850	28	1.43%
2017-3	Total	\$ 956,737,647	1,874	50.00%	\$ 956,737,647	1,874	50.00%	\$ 1,913,475,294	3,748	100.00%
Grand	Total	\$ 956,737,647	1,874	50.00%	\$ 956,737,647	1,874	50.00%	\$ 1,913,475,294	3,748	100.00%