

John R. Wood Properties. Inc.
Quarterly Data for Closed Sales
Select Broker 4Q 2017 Detail

			Side Data											
			L			S			Total Volume	Total Units	Total % of Volume			
Year Qtr	Select Broker Company Name	Code	Volume	Units	% of Volume	Volume	Units	% of Volume						
2017-4	AMERIVEST	A	\$ 3,022,400	15	0.12%	\$ 3,060,800	18	0.12%	\$ 6,083,200	33	0.25%			
		B	\$ 5,650,150	17	0.23%	\$ 8,527,450	26	0.35%	\$ 14,177,600	43	0.57%			
		C	\$ 4,282,000	7	0.17%	\$ 3,485,500	6	0.14%	\$ 7,767,500	13	0.31%			
		D			0.00%	\$ 900,000	1	0.04%	\$ 900,000	1	0.04%			
		E	\$ 4,021,000	3	0.16%	\$ 4,625,000	3	0.19%	\$ 8,646,000	6	0.35%			
		F	\$ 2,400,000	1	0.10%	\$ 2,650,000	1	0.11%	\$ 5,050,000	2	0.20%			
	AMERIVEST Total			\$ 19,375,550	43	0.78%	\$ 23,248,750	55	0.94%	\$ 42,624,300	98	1.72%		
	BERKSHIRE HATHAWAY FLORIDA	A	\$ 5,477,450	28	0.22%	\$ 6,451,400	32	0.26%	\$ 11,928,850	60	0.48%			
		B	\$ 10,438,300	30	0.42%	\$ 10,041,650	27	0.41%	\$ 20,479,950	57	0.83%			
		C	\$ 7,432,990	13	0.30%	\$ 4,035,000	7	0.16%	\$ 11,467,990	20	0.46%			
		D	\$ 1,845,000	2	0.07%	\$ 827,900	1	0.03%	\$ 2,672,900	3	0.11%			
		E	\$ 4,190,000	3	0.17%	\$ 3,965,000	3	0.16%	\$ 8,155,000	6	0.33%			
		F			0.00%	\$ 5,324,500	2	0.22%	\$ 5,324,500	2	0.22%			
	BERKSHIRE HATHAWAY FLORIDA Total			\$ 29,383,740	76	1.19%	\$ 30,645,450	72	1.24%	\$ 60,029,190	148	2.43%		
	COLDWELL BANKER	A	\$ 6,957,974	38	0.28%	\$ 5,767,075	31	0.23%	\$ 12,725,049	69	0.51%			
		B	\$ 18,112,639	53	0.73%	\$ 13,553,546	41	0.55%	\$ 31,666,185	94	1.28%			
		C	\$ 8,051,500	14	0.33%	\$ 4,085,486	7	0.17%	\$ 12,136,986	21	0.49%			
		D	\$ 2,607,000	3	0.11%	\$ 4,230,000	5	0.17%	\$ 6,837,000	8	0.28%			
		E	\$ 12,707,350	9	0.51%	\$ 5,798,350	4	0.23%	\$ 18,505,700	13	0.75%			
		F	\$ 9,800,000	3	0.40%	\$ 8,075,000	3	0.33%	\$ 17,875,000	6	0.72%			
	COLDWELL BANKER Total			\$ 58,236,463	120	2.36%	\$ 41,509,457	91	1.68%	\$ 99,745,920	211	4.04%		
	DOWNING FRYE	A	\$ 11,517,600	59	0.47%	\$ 8,089,925	45	0.33%	\$ 19,607,525	104	0.79%			
		B	\$ 29,303,400	82	1.19%	\$ 32,720,166	94	1.32%	\$ 62,023,566	176	2.51%			
		C	\$ 19,252,401	32	0.78%	\$ 20,799,541	35	0.84%	\$ 40,051,942	67	1.62%			
D		\$ 14,007,500	16	0.57%	\$ 13,779,763	16	0.56%	\$ 27,787,263	32	1.12%				
E		\$ 26,010,000	20	1.05%	\$ 26,122,451	17	1.06%	\$ 52,132,451	37	2.11%				
F		\$ 7,600,000	3	0.31%	\$ 14,358,365	5	0.58%	\$ 21,958,365	8	0.89%				
G		\$ 6,250,000	1	0.25%			0.00%	\$ 6,250,000	1	0.25%				
DOWNING FRYE Total			\$ 113,940,901	213	4.61%	\$ 115,870,211	212	4.69%	\$ 229,811,112	425	9.30%			
GULF COAST INTERNATIONAL PROP	A	\$ 240,000	1	0.01%	\$ 417,500	2	0.02%	\$ 657,500	3	0.03%				
	B	\$ 975,000	3	0.04%	\$ 1,007,500	3	0.04%	\$ 1,982,500	6	0.08%				
	C	\$ 575,000	1	0.02%	\$ 690,000	1	0.03%	\$ 1,265,000	2	0.05%				
	D	\$ 821,250	1	0.03%	\$ 995,000	1	0.04%	\$ 1,816,250	2	0.07%				
	E	\$ 1,900,000	1	0.08%	\$ 1,030,000	1	0.04%	\$ 2,930,000	2	0.12%				
	F	\$ 9,350,000	3	0.38%	\$ 17,512,500	5	0.71%	\$ 26,862,500	8	1.09%				
	G			0.00%	\$ 6,250,000	1	0.25%	\$ 6,250,000	1	0.25%				
GULF COAST INTERNATIONAL PROP Total			\$ 13,861,250	10	0.56%	\$ 27,902,500	14	1.13%	\$ 41,763,750	24	1.69%			
JOHN R WOOD	A	\$ 10,011,750	56	0.41%	\$ 9,359,950	50	0.38%	\$ 19,371,700	106	0.78%				
	B	\$ 48,433,849	139	1.96%	\$ 41,053,641	115	1.66%	\$ 89,487,490	254	3.62%				
	C	\$ 18,023,400	30	0.73%	\$ 18,841,599	32	0.76%	\$ 36,864,999	62	1.49%				
	D	\$ 20,835,300	24	0.84%	\$ 18,321,553	21	0.74%	\$ 39,156,853	45	1.58%				
	E	\$ 28,245,370	21	1.14%	\$ 39,273,446	30	1.59%	\$ 67,518,816	51	2.73%				
	F	\$ 51,314,500	17	2.08%	\$ 20,270,000	7	0.82%	\$ 71,584,500	24	2.90%				
	G	\$ 5,600,000	1	0.23%	\$ 11,930,000	2	0.48%	\$ 17,530,000	3	0.71%				
JOHN R WOOD Total			\$ 182,464,169	288	7.38%	\$ 159,050,189	257	6.44%	\$ 341,514,358	545	13.82%			
KELLER WILLIAMS ELITE	A	\$ 4,026,650	22	0.16%	\$ 4,077,550	21	0.17%	\$ 8,104,200	43	0.33%				
	B	\$ 7,446,500	23	0.30%	\$ 5,860,900	17	0.24%	\$ 13,307,400	40	0.54%				
	C	\$ 4,221,000	7	0.17%	\$ 3,095,778	5	0.13%	\$ 7,316,778	12	0.30%				

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			L			S			Total Volume	Total Units	Total % of Volume
2017-4	KELLER WILLIAMS ELITE	D	\$ 1,670,000	2	0.07%			0.00%	\$ 1,670,000	2	0.07%
		E	\$ 1,079,000	1	0.04%	\$ 4,200,000	3	0.17%	\$ 5,279,000	4	0.21%
KELLER WILLIAMS ELITE Total			\$ 18,443,150	55	0.75%	\$ 17,234,228	46	0.70%	\$ 35,677,378	101	1.44%
	NAPLES REALTY SERVICES	A	\$ 445,000	2	0.02%	\$ 520,000	3	0.02%	\$ 965,000	5	0.04%
		B	\$ 3,165,500	9	0.13%	\$ 1,096,400	4	0.04%	\$ 4,261,900	13	0.17%
		C	\$ 565,000	1	0.02%	\$ 575,000	1	0.02%	\$ 1,140,000	2	0.05%
		D	\$ 875,000	1	0.04%			0.00%	\$ 875,000	1	0.04%
NAPLES REALTY SERVICES Total			\$ 5,050,500	13	0.20%	\$ 2,191,400	8	0.09%	\$ 7,241,900	21	0.29%
	PREMIER SOTHEBYS	A	\$ 4,183,400	21	0.17%	\$ 3,582,000	21	0.14%	\$ 7,765,400	42	0.31%
		B	\$ 16,899,330	48	0.68%	\$ 14,148,316	41	0.57%	\$ 31,047,646	89	1.26%
		C	\$ 10,409,862	17	0.42%	\$ 14,103,141	24	0.57%	\$ 24,513,003	41	0.99%
		D	\$ 8,313,000	10	0.34%	\$ 5,195,310	6	0.21%	\$ 13,508,310	16	0.55%
		E	\$ 35,801,150	26	1.45%	\$ 26,977,120	20	1.09%	\$ 62,778,270	46	2.54%
		F	\$ 40,840,251	14	1.65%	\$ 42,107,751	15	1.70%	\$ 82,948,002	29	3.36%
		G	\$ 13,105,000	2	0.53%	\$ 18,275,000	3	0.74%	\$ 31,380,000	5	1.27%
PREMIER SOTHEBYS Total			\$ 129,551,993	138	5.24%	\$ 124,388,638	130	5.03%	\$ 253,940,631	268	10.28%
	PREMIERE PLUS REALTY COMPANY	A	\$ 10,296,200	58	0.42%	\$ 14,250,000	79	0.58%	\$ 24,546,200	137	0.99%
		B	\$ 34,632,216	101	1.40%	\$ 40,296,166	118	1.63%	\$ 74,928,382	219	3.03%
		C	\$ 12,865,700	22	0.52%	\$ 16,120,750	27	0.65%	\$ 28,986,450	49	1.17%
		D	\$ 7,179,648	9	0.29%	\$ 6,723,246	8	0.27%	\$ 13,902,894	17	0.56%
		E	\$ 11,396,000	8	0.46%	\$ 15,036,450	11	0.61%	\$ 26,432,450	19	1.07%
		F	\$ 11,985,000	4	0.49%	\$ 18,780,000	6	0.76%	\$ 30,765,000	10	1.25%
PREMIERE PLUS REALTY COMPANY Total			\$ 88,354,764	202	3.58%	\$ 111,206,612	249	4.50%	\$ 199,561,376	451	8.08%
	ROYAL SHELL REAL ESTATE	A	\$ 2,972,000	17	0.12%	\$ 2,110,500	11	0.09%	\$ 5,082,500	28	0.21%
		B	\$ 6,853,000	19	0.28%	\$ 7,638,109	22	0.31%	\$ 14,491,109	41	0.59%
		C	\$ 1,859,000	3	0.08%	\$ 4,828,000	8	0.20%	\$ 6,687,000	11	0.27%
		D	\$ 4,411,000	5	0.18%	\$ 3,207,000	4	0.13%	\$ 7,618,000	9	0.31%
		E	\$ 4,000,000	3	0.16%	\$ 9,779,438	7	0.40%	\$ 13,779,438	10	0.56%
		F	\$ 2,650,000	1	0.11%	\$ 9,675,000	3	0.39%	\$ 12,325,000	4	0.50%
ROYAL SHELL REAL ESTATE Total			\$ 22,745,000	48	0.92%	\$ 37,238,047	55	1.51%	\$ 59,983,047	103	2.43%
	WILLIAM RAVEIS	A	\$ 386,500	2	0.02%	\$ 810,000	4	0.03%	\$ 1,196,500	6	0.05%
		B	\$ 3,743,000	10	0.15%	\$ 2,527,250	7	0.10%	\$ 6,270,250	17	0.25%
		C	\$ 1,032,500	2	0.04%	\$ 2,476,900	4	0.10%	\$ 3,509,400	6	0.14%
		D	\$ 850,000	1	0.03%	\$ 1,605,000	2	0.06%	\$ 2,455,000	3	0.10%
		E	\$ 13,450,000	10	0.54%	\$ 4,009,657	3	0.16%	\$ 17,459,657	13	0.71%
		F	\$ 15,437,500	5	0.62%	\$ 13,450,000	4	0.54%	\$ 28,887,500	9	1.17%
WILLIAM RAVEIS Total			\$ 34,899,500	30	1.41%	\$ 24,878,807	24	1.01%	\$ 59,778,307	54	2.42%
	X-Other	A	\$ 71,658,960	393	2.90%	\$ 72,902,184	396	2.95%	\$ 144,561,144	789	5.85%
		B	\$ 185,280,304	542	7.50%	\$ 192,754,594	562	7.80%	\$ 378,034,898	1,104	15.30%
		C	\$ 90,936,122	148	3.68%	\$ 86,369,780	140	3.50%	\$ 177,305,902	288	7.18%
		D	\$ 26,474,161	32	1.07%	\$ 34,104,087	41	1.38%	\$ 60,578,248	73	2.45%
		E	\$ 76,727,841	55	3.11%	\$ 78,710,799	58	3.19%	\$ 155,438,640	113	6.29%
		F	\$ 56,124,783	19	2.27%	\$ 55,298,918	19	2.24%	\$ 111,423,701	38	4.51%
		G	\$ 11,500,000	2	0.47%			0.00%	\$ 11,500,000	2	0.47%
X-Other Total			\$ 518,702,171	1,191	20.99%	\$ 520,140,362	1,216	21.05%	\$ 1,038,842,533	2,407	42.04%
#N/A	A	\$ 203,000	1	0.01%			0.00%	\$ 203,000	1	0.01%	
	B	\$ 292,500	1	0.01%			0.00%	\$ 292,500	1	0.01%	
#N/A Total			\$ 495,500	2	0.02%			\$ 495,500	2	0.02%	

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	Side Data								
	L			S			Total Volume	Total Units	Total % of Volume
2017-4									
Total	\$ 1,235,504,651	2,429	50.00%	\$ 1,235,504,651	2,429	50.00%	\$ 2,471,009,302	4,858	100.00%
Grand									
Total	\$ 1,235,504,651	2,429	50.00%	\$ 1,235,504,651	2,429	50.00%	\$ 2,471,009,302	4,858	100.00%