

**John R. Wood Properties, Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**Quarterly Listings Taken by Select Company**  
Summary Select Brokers

		Qtr	Data				Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		4								
Code	Select Broker Company Name	List Volume	% of List Volume	Unit Count	% of List Units					
<b>A</b>	AMERIVEST	\$4,546,700	0.15%	22	0.47%	\$4,546,700	0.15%	22	0.47%	
	BERKSHIRE HATHAWAY FLORIDA	\$9,323,679	0.30%	47	1.00%	\$9,323,679	0.30%	47	1.00%	
	COLDWELL BANKER	\$6,911,563	0.22%	37	0.79%	\$6,911,563	0.22%	37	0.79%	
	DOWNING FRYE	\$19,997,549	0.64%	103	2.19%	\$19,997,549	0.64%	103	2.19%	
	JOHN R WOOD	\$16,918,101	0.54%	85	1.81%	\$16,918,101	0.54%	85	1.81%	
	KELLER WILLIAMS ELITE	\$6,454,300	0.21%	33	0.70%	\$6,454,300	0.21%	33	0.70%	
	NAPLES REALTY SERVICES	\$110,000	0.00%	1	0.02%	\$110,000	0.00%	1	0.02%	
	PREMIER SOTHEBYS	\$5,463,800	0.17%	28	0.60%	\$5,463,800	0.17%	28	0.60%	
	PREMIERE PLUS REALTY COMPANY	\$20,467,464	0.65%	104	2.22%	\$20,467,464	0.65%	104	2.22%	
	ROYAL SHELL REAL ESTATE	\$2,746,550	0.09%	13	0.28%	\$2,746,550	0.09%	13	0.28%	
	WILLIAM RAVEIS	\$2,390,279	0.08%	14	0.30%	\$2,390,279	0.08%	14	0.30%	
	X-Other	\$113,733,915	3.64%	601	12.81%	\$113,733,915	3.64%	601	12.81%	
	#N/A	\$117,500	0.00%	1	0.02%	\$117,500	0.00%	1	0.02%	
	<b>A Total</b>		<b>\$209,181,400</b>	<b>6.69%</b>	<b>1089</b>	<b>23.20%</b>	<b>\$209,181,400</b>	<b>6.69%</b>	<b>1089</b>	<b>23.20%</b>
<b>B</b>	AMERIVEST	\$14,946,000	0.48%	42	0.89%	\$14,946,000	0.48%	42	0.89%	
	BERKSHIRE HATHAWAY FLORIDA	\$28,931,823	0.93%	79	1.68%	\$28,931,823	0.93%	79	1.68%	
	COLDWELL BANKER	\$44,383,489	1.42%	126	2.68%	\$44,383,489	1.42%	126	2.68%	
	DOWNING FRYE	\$61,597,629	1.97%	174	3.71%	\$61,597,629	1.97%	174	3.71%	
	GULF COAST INTERNATIONAL PROP	\$718,000	0.02%	2	0.04%	\$718,000	0.02%	2	0.04%	
	JOHN R WOOD	\$83,871,400	2.68%	234	4.99%	\$83,871,400	2.68%	234	4.99%	
	KELLER WILLIAMS ELITE	\$19,349,200	0.62%	54	1.15%	\$19,349,200	0.62%	54	1.15%	
	NAPLES REALTY SERVICES	\$2,588,900	0.08%	7	0.15%	\$2,588,900	0.08%	7	0.15%	
	PREMIER SOTHEBYS	\$36,590,329	1.17%	96	2.05%	\$36,590,329	1.17%	96	2.05%	
	PREMIERE PLUS REALTY COMPANY	\$64,101,471	2.05%	182	3.88%	\$64,101,471	2.05%	182	3.88%	
	ROYAL SHELL REAL ESTATE	\$10,315,000	0.33%	27	0.58%	\$10,315,000	0.33%	27	0.58%	
	WILLIAM RAVEIS	\$9,957,999	0.32%	26	0.55%	\$9,957,999	0.32%	26	0.55%	
	X-Other	\$352,190,251	11.27%	996	21.22%	\$352,190,251	11.27%	996	21.22%	
	<b>B Total</b>		<b>\$729,541,491</b>	<b>23.34%</b>	<b>2045</b>	<b>43.58%</b>	<b>\$729,541,491</b>	<b>23.34%</b>	<b>2045</b>	<b>43.58%</b>
<b>C</b>	AMERIVEST	\$7,944,800	0.25%	13	0.28%	\$7,944,800	0.25%	13	0.28%	
	BERKSHIRE HATHAWAY FLORIDA	\$10,415,699	0.33%	17	0.36%	\$10,415,699	0.33%	17	0.36%	
	COLDWELL BANKER	\$21,589,549	0.69%	36	0.77%	\$21,589,549	0.69%	36	0.77%	
	DOWNING FRYE	\$34,113,099	1.09%	55	1.17%	\$34,113,099	1.09%	55	1.17%	
	JOHN R WOOD	\$51,679,797	1.65%	85	1.81%	\$51,679,797	1.65%	85	1.81%	
	KELLER WILLIAMS ELITE	\$13,823,100	0.44%	22	0.47%	\$13,823,100	0.44%	22	0.47%	
	PREMIER SOTHEBYS	\$33,256,050	1.06%	56	1.19%	\$33,256,050	1.06%	56	1.19%	
	PREMIERE PLUS REALTY COMPANY	\$26,564,550	0.85%	44	0.94%	\$26,564,550	0.85%	44	0.94%	
	ROYAL SHELL REAL ESTATE	\$7,694,113	0.25%	13	0.28%	\$7,694,113	0.25%	13	0.28%	
	WILLIAM RAVEIS	\$4,988,899	0.16%	8	0.17%	\$4,988,899	0.16%	8	0.17%	
	X-Other	\$175,749,258	5.62%	290	6.18%	\$175,749,258	5.62%	290	6.18%	
	<b>C Total</b>		<b>\$387,818,914</b>	<b>12.41%</b>	<b>639</b>	<b>13.62%</b>	<b>\$387,818,914</b>	<b>12.41%</b>	<b>639</b>	<b>13.62%</b>
<b>D</b>	AMERIVEST	\$2,552,900	0.08%	3	0.06%	\$2,552,900	0.08%	3	0.06%	
	BERKSHIRE HATHAWAY FLORIDA	\$10,527,000	0.34%	12	0.26%	\$10,527,000	0.34%	12	0.26%	
	COLDWELL BANKER	\$13,637,300	0.44%	16	0.34%	\$13,637,300	0.44%	16	0.34%	
	DOWNING FRYE	\$38,529,799	1.23%	44	0.94%	\$38,529,799	1.23%	44	0.94%	
	JOHN R WOOD	\$38,244,828	1.22%	43	0.92%	\$38,244,828	1.22%	43	0.92%	
	KELLER WILLIAMS ELITE	\$4,216,900	0.13%	5	0.11%	\$4,216,900	0.13%	5	0.11%	
	NAPLES REALTY SERVICES	\$1,894,900	0.06%	2	0.04%	\$1,894,900	0.06%	2	0.04%	
	PREMIER SOTHEBYS	\$27,129,500	0.87%	31	0.66%	\$27,129,500	0.87%	31	0.66%	
	PREMIERE PLUS REALTY COMPANY	\$15,558,000	0.50%	18	0.38%	\$15,558,000	0.50%	18	0.38%	
	ROYAL SHELL REAL ESTATE	\$9,617,999	0.31%	11	0.23%	\$9,617,999	0.31%	11	0.23%	

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		Qtr	Data			Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		4							
D	WILLIAM RAVEIS	\$3,663,000	0.12%	4	0.09%	\$3,663,000	0.12%	4	0.09%
	X-Other	\$75,920,990	2.43%	88	1.88%	\$75,920,990	2.43%	88	1.88%
<b>D Total</b>		<b>\$241,493,116</b>	<b>7.73%</b>	<b>277</b>	<b>5.90%</b>	<b>\$241,493,116</b>	<b>7.73%</b>	<b>277</b>	<b>5.90%</b>
E	AMERIVEST	\$13,095,899	0.42%	9	0.19%	\$13,095,899	0.42%	9	0.19%
	BERKSHIRE HATHAWAY FLORIDA	\$20,983,470	0.67%	14	0.30%	\$20,983,470	0.67%	14	0.30%
	COLDWELL BANKER	\$20,526,000	0.66%	15	0.32%	\$20,526,000	0.66%	15	0.32%
	DOWNING FRYE	\$45,081,199	1.44%	33	0.70%	\$45,081,199	1.44%	33	0.70%
	JOHN R WOOD	\$100,418,900	3.21%	72	1.53%	\$100,418,900	3.21%	72	1.53%
	KELLER WILLIAMS ELITE	\$7,199,000	0.23%	5	0.11%	\$7,199,000	0.23%	5	0.11%
	NAPLES REALTY SERVICES	\$1,100,000	0.04%	1	0.02%	\$1,100,000	0.04%	1	0.02%
	PREMIER SOTHEBYS	\$93,039,689	2.98%	64	1.36%	\$93,039,689	2.98%	64	1.36%
	PREMIERE PLUS REALTY COMPANY	\$20,039,779	0.64%	14	0.30%	\$20,039,779	0.64%	14	0.30%
	ROYAL SHELL REAL ESTATE	\$12,221,900	0.39%	8	0.17%	\$12,221,900	0.39%	8	0.17%
	WILLIAM RAVEIS	\$42,222,288	1.35%	28	0.60%	\$42,222,288	1.35%	28	0.60%
	X-Other	\$191,379,026	6.12%	131	2.79%	\$191,379,026	6.12%	131	2.79%
<b>E Total</b>		<b>\$567,307,150</b>	<b>18.15%</b>	<b>394</b>	<b>8.40%</b>	<b>\$567,307,150</b>	<b>18.15%</b>	<b>394</b>	<b>8.40%</b>
F	AMERIVEST	\$3,999,000	0.13%	1	0.02%	\$3,999,000	0.13%	1	0.02%
	BERKSHIRE HATHAWAY FLORIDA	\$15,433,000	0.49%	5	0.11%	\$15,433,000	0.49%	5	0.11%
	COLDWELL BANKER	\$21,790,000	0.70%	8	0.17%	\$21,790,000	0.70%	8	0.17%
	DOWNING FRYE	\$51,690,800	1.65%	17	0.36%	\$51,690,800	1.65%	17	0.36%
	GULF COAST INTERNATIONAL PROP	\$25,929,000	0.83%	8	0.17%	\$25,929,000	0.83%	8	0.17%
	JOHN R WOOD	\$118,517,000	3.79%	38	0.81%	\$118,517,000	3.79%	38	0.81%
	KELLER WILLIAMS ELITE	\$4,894,000	0.16%	2	0.04%	\$4,894,000	0.16%	2	0.04%
	PREMIER SOTHEBYS	\$155,167,000	4.96%	47	1.00%	\$155,167,000	4.96%	47	1.00%
	PREMIERE PLUS REALTY COMPANY	\$32,215,000	1.03%	10	0.21%	\$32,215,000	1.03%	10	0.21%
	ROYAL SHELL REAL ESTATE	\$6,130,000	0.20%	2	0.04%	\$6,130,000	0.20%	2	0.04%
	WILLIAM RAVEIS	\$32,858,000	1.05%	11	0.23%	\$32,858,000	1.05%	11	0.23%
	X-Other	\$165,046,116	5.28%	57	1.21%	\$165,046,116	5.28%	57	1.21%
<b>F Total</b>		<b>\$633,668,916</b>	<b>20.28%</b>	<b>206</b>	<b>4.39%</b>	<b>\$633,668,916</b>	<b>20.28%</b>	<b>206</b>	<b>4.39%</b>
G	COLDWELL BANKER	\$16,490,000	0.53%	2	0.04%	\$16,490,000	0.53%	2	0.04%
	DOWNING FRYE	\$11,389,000	0.36%	2	0.04%	\$11,389,000	0.36%	2	0.04%
	GULF COAST INTERNATIONAL PROP	\$52,789,999	1.69%	4	0.09%	\$52,789,999	1.69%	4	0.09%
	JOHN R WOOD	\$62,270,000	1.99%	8	0.17%	\$62,270,000	1.99%	8	0.17%
	PREMIER SOTHEBYS	\$32,583,000	1.04%	5	0.11%	\$32,583,000	1.04%	5	0.11%
	PREMIERE PLUS REALTY COMPANY	\$12,500,000	0.40%	1	0.02%	\$12,500,000	0.40%	1	0.02%
	ROYAL SHELL REAL ESTATE	\$9,995,000	0.32%	1	0.02%	\$9,995,000	0.32%	1	0.02%
	WILLIAM RAVEIS	\$73,121,900	2.34%	8	0.17%	\$73,121,900	2.34%	8	0.17%
	X-Other	\$85,220,000	2.73%	11	0.23%	\$85,220,000	2.73%	11	0.23%
<b>G Total</b>		<b>\$356,358,899</b>	<b>11.40%</b>	<b>42</b>	<b>0.89%</b>	<b>\$356,358,899</b>	<b>11.40%</b>	<b>42</b>	<b>0.89%</b>
#N/A	X-Other		0.00%	1	0.02%		0.00%	1	0.02%
#N/A	Total		0.00%	1	0.02%		0.00%	1	0.02%
Grand	Total	<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>	<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>

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**Quarterly Listings Taken by Select Company**  
Summary by Price Code

Code	Select Broker Company Name	Qtr	Data			
			List Volume	% of List Volume	Unit Count	% of List Units
A	AMERIVEST	4	\$4,546,700	0.15%	22	0.47%
	BERKSHIRE HATHAWAY FLORIDA	4	\$9,323,679	0.30%	47	1.00%
	COLDWELL BANKER	4	\$6,911,563	0.22%	37	0.79%
	DOWNING FRYE	4	\$19,997,549	0.64%	103	2.19%
	JOHN R WOOD	4	\$16,918,101	0.54%	85	1.81%
	KELLER WILLIAMS ELITE	4	\$6,454,300	0.21%	33	0.70%
	NAPLES REALTY SERVICES	4	\$110,000	0.00%	1	0.02%
	PREMIER SOTHEBYS	4	\$5,463,800	0.17%	28	0.60%
	PREMIERE PLUS REALTY COMPANY	4	\$20,467,464	0.65%	104	2.22%
	ROYAL SHELL REAL ESTATE	4	\$2,746,550	0.09%	13	0.28%
	WILLIAM RAVEIS	4	\$2,390,279	0.08%	14	0.30%
	X-Other	4	\$113,733,915	3.64%	601	12.81%
	#N/A	4	\$117,500	0.00%	1	0.02%
	<b>A Total</b>			\$209,181,400	6.69%	1089
B	AMERIVEST	4	\$14,946,000	0.48%	42	0.89%
	BERKSHIRE HATHAWAY FLORIDA	4	\$28,931,823	0.93%	79	1.68%
	COLDWELL BANKER	4	\$44,383,489	1.42%	126	2.68%
	DOWNING FRYE	4	\$61,597,629	1.97%	174	3.71%
	GULF COAST INTERNATIONAL PROP	4	\$718,000	0.02%	2	0.04%
	JOHN R WOOD	4	\$83,871,400	2.68%	234	4.99%
	KELLER WILLIAMS ELITE	4	\$19,349,200	0.62%	54	1.15%
	NAPLES REALTY SERVICES	4	\$2,588,900	0.08%	7	0.15%
	PREMIER SOTHEBYS	4	\$36,590,329	1.17%	96	2.05%
	PREMIERE PLUS REALTY COMPANY	4	\$64,101,471	2.05%	182	3.88%
	ROYAL SHELL REAL ESTATE	4	\$10,315,000	0.33%	27	0.58%
	WILLIAM RAVEIS	4	\$9,957,999	0.32%	26	0.55%
	X-Other	4	\$352,190,251	11.27%	996	21.22%
	<b>B Total</b>			\$729,541,491	23.34%	2045
C	AMERIVEST	4	\$7,944,800	0.25%	13	0.28%
	BERKSHIRE HATHAWAY FLORIDA	4	\$10,415,699	0.33%	17	0.36%
	COLDWELL BANKER	4	\$21,589,549	0.69%	36	0.77%
	DOWNING FRYE	4	\$34,113,099	1.09%	55	1.17%
	JOHN R WOOD	4	\$51,679,797	1.65%	85	1.81%
	KELLER WILLIAMS ELITE	4	\$13,823,100	0.44%	22	0.47%
	PREMIER SOTHEBYS	4	\$33,256,050	1.06%	56	1.19%
	PREMIERE PLUS REALTY COMPANY	4	\$26,564,550	0.85%	44	0.94%
	ROYAL SHELL REAL ESTATE	4	\$7,694,113	0.25%	13	0.28%
	WILLIAM RAVEIS	4	\$4,988,899	0.16%	8	0.17%
	X-Other	4	\$175,749,258	5.62%	290	6.18%
	<b>C Total</b>			\$387,818,914	12.41%	639
D	AMERIVEST	4	\$2,552,900	0.08%	3	0.06%
	BERKSHIRE HATHAWAY FLORIDA	4	\$10,527,000	0.34%	12	0.26%
	COLDWELL BANKER	4	\$13,637,300	0.44%	16	0.34%
	DOWNING FRYE	4	\$38,529,799	1.23%	44	0.94%

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			List Volume	% of List Volume	Unit Count	% of List Units
D	JOHN R WOOD	4	\$38,244,828	1.22%	43	0.92%
	KELLER WILLIAMS ELITE	4	\$4,216,900	0.13%	5	0.11%
	NAPLES REALTY SERVICES	4	\$1,894,900	0.06%	2	0.04%
	PREMIER SOTHEBYS	4	\$27,129,500	0.87%	31	0.66%
	PREMIERE PLUS REALTY COMPANY	4	\$15,558,000	0.50%	18	0.38%
	ROYAL SHELL REAL ESTATE	4	\$9,617,999	0.31%	11	0.23%
	WILLIAM RAVEIS	4	\$3,663,000	0.12%	4	0.09%
	X-Other	4	\$75,920,990	2.43%	88	1.88%
<b>D Total</b>			\$241,493,116	7.73%	277	5.90%
E	AMERIVEST	4	\$13,095,899	0.42%	9	0.19%
	BERKSHIRE HATHAWAY FLORIDA	4	\$20,983,470	0.67%	14	0.30%
	COLDWELL BANKER	4	\$20,526,000	0.66%	15	0.32%
	DOWNING FRYE	4	\$45,081,199	1.44%	33	0.70%
	JOHN R WOOD	4	\$100,418,900	3.21%	72	1.53%
	KELLER WILLIAMS ELITE	4	\$7,199,000	0.23%	5	0.11%
	NAPLES REALTY SERVICES	4	\$1,100,000	0.04%	1	0.02%
	PREMIER SOTHEBYS	4	\$93,039,689	2.98%	64	1.36%
	PREMIERE PLUS REALTY COMPANY	4	\$20,039,779	0.64%	14	0.30%
	ROYAL SHELL REAL ESTATE	4	\$12,221,900	0.39%	8	0.17%
	WILLIAM RAVEIS	4	\$42,222,288	1.35%	28	0.60%
	X-Other	4	\$191,379,026	6.12%	131	2.79%
	<b>E Total</b>			\$567,307,150	18.15%	394
F	AMERIVEST	4	\$3,999,000	0.13%	1	0.02%
	BERKSHIRE HATHAWAY FLORIDA	4	\$15,433,000	0.49%	5	0.11%
	COLDWELL BANKER	4	\$21,790,000	0.70%	8	0.17%
	DOWNING FRYE	4	\$51,690,800	1.65%	17	0.36%
	GULF COAST INTERNATIONAL PROP	4	\$25,929,000	0.83%	8	0.17%
	JOHN R WOOD	4	\$118,517,000	3.79%	38	0.81%
	KELLER WILLIAMS ELITE	4	\$4,894,000	0.16%	2	0.04%
	PREMIER SOTHEBYS	4	\$155,167,000	4.96%	47	1.00%
	PREMIERE PLUS REALTY COMPANY	4	\$32,215,000	1.03%	10	0.21%
	ROYAL SHELL REAL ESTATE	4	\$6,130,000	0.20%	2	0.04%
	WILLIAM RAVEIS	4	\$32,858,000	1.05%	11	0.23%
	X-Other	4	\$165,046,116	5.28%	57	1.21%
	<b>F Total</b>			\$633,668,916	20.28%	206
G	COLDWELL BANKER	4	\$16,490,000	0.53%	2	0.04%
	DOWNING FRYE	4	\$11,389,000	0.36%	2	0.04%
	GULF COAST INTERNATIONAL PROP	4	\$52,789,999	1.69%	4	0.09%
	JOHN R WOOD	4	\$62,270,000	1.99%	8	0.17%
	PREMIER SOTHEBYS	4	\$32,583,000	1.04%	5	0.11%
	PREMIERE PLUS REALTY COMPANY	4	\$12,500,000	0.40%	1	0.02%
	ROYAL SHELL REAL ESTATE	4	\$9,995,000	0.32%	1	0.02%
	WILLIAM RAVEIS	4	\$73,121,900	2.34%	8	0.17%
	X-Other	4	\$85,220,000	2.73%	11	0.23%

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			<b>Data</b>			
Code	Select Broker Company Name	Qtr	List Volume	% of List Volume	Unit Count	% of List Units
G Total			\$356,358,899	11.40%	42	0.89%
#N/A	X-Other	4		0.00%	1	0.02%
#N/A						
Total				0.00%	1	0.02%
Grand Total			<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>

**John R. Wood Properties, Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**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	
A	Bonita Estero Markets Only	AMERIVEST	4	\$1,139,900	0.04%	5	0.11%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$2,298,699	0.07%	11	0.23%	
		COLDWELL BANKER	4	\$518,900	0.02%	3	0.06%	
		DOWNING FRYE	4	\$4,395,200	0.14%	20	0.43%	
		JOHN R WOOD	4	\$2,692,600	0.09%	15	0.32%	
		KELLER WILLIAMS ELITE	4	\$4,552,600	0.15%	23	0.49%	
		PREMIER SOTHEBYS	4	\$1,599,500	0.05%	8	0.17%	
		PREMIERE PLUS REALTY COMPANY	4	\$3,591,390	0.11%	18	0.38%	
		ROYAL SHELL REAL ESTATE	4	\$1,458,350	0.05%	7	0.15%	
		WILLIAM RAVEIS	4	\$249,900	0.01%	1	0.02%	
		X-Other	4	\$32,701,644	1.05%	169	3.60%	
		#N/A	4	\$117,500	0.00%	1	0.02%	
	<b>Bonita Estero Markets Only Total</b>				<b>\$55,316,183</b>	<b>1.77%</b>	<b>281</b>	<b>5.99%</b>
	Naples Market Only	AMERIVEST	4	\$3,406,800	0.11%	17	0.36%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$7,024,980	0.22%	36	0.77%	
		COLDWELL BANKER	4	\$6,392,663	0.20%	34	0.72%	
		DOWNING FRYE	4	\$15,602,349	0.50%	83	1.77%	
		JOHN R WOOD	4	\$14,225,501	0.46%	70	1.49%	
		KELLER WILLIAMS ELITE	4	\$1,901,700	0.06%	10	0.21%	
		NAPLES REALTY SERVICES	4	\$110,000	0.00%	1	0.02%	
		PREMIER SOTHEBYS	4	\$3,864,300	0.12%	20	0.43%	
		PREMIERE PLUS REALTY COMPANY	4	\$16,876,074	0.54%	86	1.83%	
		ROYAL SHELL REAL ESTATE	4	\$1,288,200	0.04%	6	0.13%	
WILLIAM RAVEIS		4	\$2,140,379	0.07%	13	0.28%		
X-Other	4	\$81,032,271	2.59%	432	9.21%			
<b>Naples Market Only Total</b>				<b>\$153,865,217</b>	<b>4.92%</b>	<b>808</b>	<b>17.22%</b>	
<b>A Total</b>				<b>\$209,181,400</b>	<b>6.69%</b>	<b>1089</b>	<b>23.20%</b>	
B	Bonita Estero Markets Only	AMERIVEST	4	\$3,215,700	0.10%	8	0.17%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$6,687,400	0.21%	19	0.40%	
		COLDWELL BANKER	4	\$7,442,400	0.24%	21	0.45%	
		DOWNING FRYE	4	\$19,580,199	0.63%	57	1.21%	
		JOHN R WOOD	4	\$20,038,000	0.64%	57	1.21%	
		KELLER WILLIAMS ELITE	4	\$14,961,400	0.48%	42	0.89%	
		NAPLES REALTY SERVICES	4	\$1,128,000	0.04%	3	0.06%	
		PREMIER SOTHEBYS	4	\$6,808,200	0.22%	18	0.38%	
		PREMIERE PLUS REALTY COMPANY	4	\$16,548,660	0.53%	45	0.96%	
		ROYAL SHELL REAL ESTATE	4	\$7,572,200	0.24%	20	0.43%	
		WILLIAM RAVEIS	4	\$698,900	0.02%	2	0.04%	
		X-Other	4	\$101,207,441	3.24%	287	6.12%	
		<b>Bonita Estero Markets Only Total</b>				<b>\$205,888,500</b>	<b>6.59%</b>	<b>579</b>
	Naples Market Only	AMERIVEST	4	\$11,730,300	0.38%	34	0.72%	

**John R. Wood Properties. Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**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	BERKSHIRE HATHAWAY FLORIDA	4	\$22,244,423	0.71%	60	1.28%		
		COLDWELL BANKER	4	\$36,941,089	1.18%	105	2.24%		
		DOWNING FRYE	4	\$42,017,430	1.34%	117	2.49%		
		GULF COAST INTERNATIONAL PROP	4	\$718,000	0.02%	2	0.04%		
		JOHN R WOOD	4	\$63,833,400	2.04%	177	3.77%		
		KELLER WILLIAMS ELITE	4	\$4,387,800	0.14%	12	0.26%		
		NAPLES REALTY SERVICES	4	\$1,460,900	0.05%	4	0.09%		
		PREMIER SOTHEBYS	4	\$29,782,129	0.95%	78	1.66%		
		PREMIERE PLUS REALTY COMPANY	4	\$47,552,811	1.52%	137	2.92%		
		ROYAL SHELL REAL ESTATE	4	\$2,742,800	0.09%	7	0.15%		
		WILLIAM RAVEIS	4	\$9,259,099	0.30%	24	0.51%		
		X-Other	4	\$250,982,810	8.03%	709	15.11%		
Naples Market Only Total				\$523,652,991	16.75%	1466	31.24%		
B Total				\$729,541,491	23.34%	2045	43.58%		
C	Bonita Estero Markets Only	AMERIVEST	4	\$565,000	0.02%	1	0.02%		
		BERKSHIRE HATHAWAY FLORIDA	4	\$3,772,400	0.12%	6	0.13%		
		COLDWELL BANKER	4	\$1,827,750	0.06%	3	0.06%		
		DOWNING FRYE	4	\$6,285,400	0.20%	10	0.21%		
		JOHN R WOOD	4	\$10,732,100	0.34%	18	0.38%		
		KELLER WILLIAMS ELITE	4	\$10,500,200	0.34%	17	0.36%		
		PREMIER SOTHEBYS	4	\$5,955,200	0.19%	10	0.21%		
		PREMIERE PLUS REALTY COMPANY	4	\$3,343,900	0.11%	6	0.13%		
		ROYAL SHELL REAL ESTATE	4	\$4,775,500	0.15%	8	0.17%		
		WILLIAM RAVEIS	4	\$579,000	0.02%	1	0.02%		
		X-Other	4	\$49,339,135	1.58%	82	1.75%		
		Bonita Estero Markets Only Total				\$97,675,585	3.13%	162	3.45%
		C	Naples Market Only	AMERIVEST	4	\$7,379,800	0.24%	12	0.26%
BERKSHIRE HATHAWAY FLORIDA	4			\$6,643,299	0.21%	11	0.23%		
COLDWELL BANKER	4			\$19,761,799	0.63%	33	0.70%		
DOWNING FRYE	4			\$27,827,699	0.89%	45	0.96%		
JOHN R WOOD	4			\$40,947,697	1.31%	67	1.43%		
KELLER WILLIAMS ELITE	4			\$3,322,900	0.11%	5	0.11%		
PREMIER SOTHEBYS	4			\$27,300,850	0.87%	46	0.98%		
PREMIERE PLUS REALTY COMPANY	4			\$23,220,650	0.74%	38	0.81%		
ROYAL SHELL REAL ESTATE	4			\$2,918,613	0.09%	5	0.11%		
WILLIAM RAVEIS	4			\$4,409,899	0.14%	7	0.15%		
X-Other	4			\$126,410,123	4.04%	208	4.43%		
Naples Market Only Total				\$290,143,329	9.28%	477	10.16%		
C Total				\$387,818,914	12.41%	639	13.62%		
D	Bonita Estero Markets Only	BERKSHIRE HATHAWAY FLORIDA	4	\$2,585,000	0.08%	3	0.06%		
		COLDWELL BANKER	4	\$1,584,000	0.05%	2	0.04%		

**John R. Wood Properties, Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**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	DOWNING FRYE	4	\$3,367,900	0.11%	4	0.09%	
		JOHN R WOOD	4	\$12,251,800	0.39%	14	0.30%	
		KELLER WILLIAMS ELITE	4	\$1,729,900	0.06%	2	0.04%	
		PREMIER SOTHEBYS	4	\$3,412,400	0.11%	4	0.09%	
		PREMIERE PLUS REALTY COMPANY	4	\$3,474,700	0.11%	4	0.09%	
		ROYAL SHELL REAL ESTATE	4	\$4,406,000	0.14%	5	0.11%	
		X-Other	4	\$12,082,599	0.39%	14	0.30%	
	Bonita Estero Markets Only Total				\$44,894,299	1.44%	52	1.11%
	Naples Market Only	AMERIVEST	4	\$2,552,900	0.08%	3	0.06%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$7,942,000	0.25%	9	0.19%	
		COLDWELL BANKER	4	\$12,053,300	0.39%	14	0.30%	
		DOWNING FRYE	4	\$35,161,899	1.13%	40	0.85%	
		JOHN R WOOD	4	\$25,993,028	0.83%	29	0.62%	
		KELLER WILLIAMS ELITE	4	\$2,487,000	0.08%	3	0.06%	
		NAPLES REALTY SERVICES	4	\$1,894,900	0.06%	2	0.04%	
		PREMIER SOTHEBYS	4	\$23,717,100	0.76%	27	0.58%	
		PREMIERE PLUS REALTY COMPANY	4	\$12,083,300	0.39%	14	0.30%	
		ROYAL SHELL REAL ESTATE	4	\$5,211,999	0.17%	6	0.13%	
		WILLIAM RAVEIS	4	\$3,663,000	0.12%	4	0.09%	
	X-Other	4	\$63,838,391	2.04%	74	1.58%		
Naples Market Only Total				\$196,598,817	6.29%	225	4.79%	
D Total				\$241,493,116	7.73%	277	5.90%	
E	Bonita Estero Markets Only	AMERIVEST	4	\$2,799,000	0.09%	2	0.04%	
		COLDWELL BANKER	4	\$2,914,000	0.09%	2	0.04%	
		DOWNING FRYE	4	\$3,662,499	0.12%	3	0.06%	
		JOHN R WOOD	4	\$27,892,000	0.89%	19	0.40%	
		KELLER WILLIAMS ELITE	4	\$7,199,000	0.23%	5	0.11%	
		PREMIER SOTHEBYS	4	\$8,393,000	0.27%	6	0.13%	
		PREMIERE PLUS REALTY COMPANY	4	\$1,750,000	0.06%	1	0.02%	
		ROYAL SHELL REAL ESTATE	4	\$7,274,000	0.23%	5	0.11%	
		WILLIAM RAVEIS	4	\$1,400,000	0.04%	1	0.02%	
		X-Other	4	\$31,869,276	1.02%	23	0.49%	
	Bonita Estero Markets Only Total				\$95,152,775	3.04%	67	1.43%
	Naples Market Only	AMERIVEST	4	\$10,296,899	0.33%	7	0.15%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$20,983,470	0.67%	14	0.30%	
		COLDWELL BANKER	4	\$17,612,000	0.56%	13	0.28%	
		DOWNING FRYE	4	\$41,418,700	1.33%	30	0.64%	
		JOHN R WOOD	4	\$72,526,900	2.32%	53	1.13%	
		NAPLES REALTY SERVICES	4	\$1,100,000	0.04%	1	0.02%	
		PREMIER SOTHEBYS	4	\$84,646,689	2.71%	58	1.24%	
		PREMIERE PLUS REALTY COMPANY	4	\$18,289,779	0.59%	13	0.28%	

**John R. Wood Properties. Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**Quarterly Listings Taken by Select Company**

				Data				
Code	Market Defined	Select Broker Company Name	Qtr	List Volume	% of List Volume	Unit Count	% of List Units	
E	Naples Market Only	ROYAL SHELL REAL ESTATE	4	\$4,947,900	0.16%	3	0.06%	
		WILLIAM RAVEIS	4	\$40,822,288	1.31%	27	0.58%	
		X-Other	4	\$159,509,750	5.10%	108	2.30%	
	Naples Market Only Total				\$472,154,375	15.11%	327	6.97%
E Total				\$567,307,150	18.15%	394	8.40%	
F	Bonita Estero Markets Only	COLDWELL BANKER	4	\$12,224,000	0.39%	4	0.09%	
		DOWNING FRYE	4	\$2,499,000	0.08%	1	0.02%	
		JOHN R WOOD	4	\$16,998,000	0.54%	6	0.13%	
		KELLER WILLIAMS ELITE	4	\$2,099,000	0.07%	1	0.02%	
		PREMIERE PLUS REALTY COMPANY	4	\$2,782,000	0.09%	1	0.02%	
		ROYAL SHELL REAL ESTATE	4	\$3,985,000	0.13%	1	0.02%	
		X-Other	4	\$11,564,439	0.37%	5	0.11%	
	Bonita Estero Markets Only Total				\$52,151,439	1.67%	19	0.40%
	Naples Market Only	AMERIVEST	4	\$3,999,000	0.13%	1	0.02%	
		BERKSHIRE HATHAWAY FLORIDA	4	\$15,433,000	0.49%	5	0.11%	
		COLDWELL BANKER	4	\$9,566,000	0.31%	4	0.09%	
		DOWNING FRYE	4	\$49,191,800	1.57%	16	0.34%	
		GULF COAST INTERNATIONAL PROP	4	\$25,929,000	0.83%	8	0.17%	
		JOHN R WOOD	4	\$101,519,000	3.25%	32	0.68%	
KELLER WILLIAMS ELITE		4	\$2,795,000	0.09%	1	0.02%		
PREMIER SOTHEBYS		4	\$155,167,000	4.96%	47	1.00%		
PREMIERE PLUS REALTY COMPANY		4	\$29,433,000	0.94%	9	0.19%		
ROYAL SHELL REAL ESTATE		4	\$2,145,000	0.07%	1	0.02%		
WILLIAM RAVEIS	4	\$32,858,000	1.05%	11	0.23%			
X-Other	4	\$153,481,677	4.91%	52	1.11%			
Naples Market Only Total				\$581,517,477	18.61%	187	3.98%	
F Total				\$633,668,916	20.28%	206	4.39%	
G	Bonita Estero Markets Only	X-Other	4	\$5,200,000	0.17%	1	0.02%	
	Bonita Estero Markets Only Total				\$5,200,000	0.17%	1	0.02%
	Naples Market Only	COLDWELL BANKER	4	\$16,490,000	0.53%	2	0.04%	
		DOWNING FRYE	4	\$11,389,000	0.36%	2	0.04%	
		GULF COAST INTERNATIONAL PROP	4	\$52,789,999	1.69%	4	0.09%	
		JOHN R WOOD	4	\$62,270,000	1.99%	8	0.17%	
		PREMIER SOTHEBYS	4	\$32,583,000	1.04%	5	0.11%	
		PREMIERE PLUS REALTY COMPANY	4	\$12,500,000	0.40%	1	0.02%	
		ROYAL SHELL REAL ESTATE	4	\$9,995,000	0.32%	1	0.02%	
		WILLIAM RAVEIS	4	\$73,121,900	2.34%	8	0.17%	
X-Other	4	\$80,020,000	2.56%	10	0.21%			
Naples Market Only Total				\$351,158,899	11.24%	41	0.87%	
G Total				\$356,358,899	11.40%	42	0.89%	
#N/A	Naples Market Only	X-Other	4		0.00%	1	0.02%	

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**John R. Wood Properties. Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**Quarterly Listings Taken by Select Company**

				<b>Data</b>			
Code	Market Defined	Select Broker Company Name	Qtr	List Volume	% of List Volume	Unit Count	% of List Units
#N/A	Naples Market Only Total				0.00%	1	0.02%
#N/A	Total				0.00%	1	0.02%
Grand	Total			<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>

**John R. Wood Properties, Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**Quarterly Listings Taken by Select Company**  
**Select Broker Quarterly Detail**

		Qtr	Data				Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		4	List Volume	% of List Volume	Unit Count	% of List Units				
Select Broker Company Name	Code									
AMERIVEST	A		\$4,546,700	0.15%	22	0.47%	\$4,546,700	0.15%	22	0.47%
	B		\$14,946,000	0.48%	42	0.89%	\$14,946,000	0.48%	42	0.89%
	C		\$7,944,800	0.25%	13	0.28%	\$7,944,800	0.25%	13	0.28%
	D		\$2,552,900	0.08%	3	0.06%	\$2,552,900	0.08%	3	0.06%
	E		\$13,095,899	0.42%	9	0.19%	\$13,095,899	0.42%	9	0.19%
	F		\$3,999,000	0.13%	1	0.02%	\$3,999,000	0.13%	1	0.02%
<b>AMERIVEST Total</b>			<b>\$47,085,299</b>	<b>1.51%</b>	<b>90</b>	<b>1.92%</b>	<b>\$47,085,299</b>	<b>1.51%</b>	<b>90</b>	<b>1.92%</b>
BERKSHIRE HATHAWAY FLORIDA	A		\$9,323,679	0.30%	47	1.00%	\$9,323,679	0.30%	47	1.00%
	B		\$28,931,823	0.93%	79	1.68%	\$28,931,823	0.93%	79	1.68%
	C		\$10,415,699	0.33%	17	0.36%	\$10,415,699	0.33%	17	0.36%
	D		\$10,527,000	0.34%	12	0.26%	\$10,527,000	0.34%	12	0.26%
	E		\$20,983,470	0.67%	14	0.30%	\$20,983,470	0.67%	14	0.30%
	F		\$15,433,000	0.49%	5	0.11%	\$15,433,000	0.49%	5	0.11%
<b>BERKSHIRE HATHAWAY FLORIDA Total</b>			<b>\$95,614,671</b>	<b>3.06%</b>	<b>174</b>	<b>3.71%</b>	<b>\$95,614,671</b>	<b>3.06%</b>	<b>174</b>	<b>3.71%</b>
COLDWELL BANKER	A		\$6,911,563	0.22%	37	0.79%	\$6,911,563	0.22%	37	0.79%
	B		\$44,383,489	1.42%	126	2.68%	\$44,383,489	1.42%	126	2.68%
	C		\$21,589,549	0.69%	36	0.77%	\$21,589,549	0.69%	36	0.77%
	D		\$13,637,300	0.44%	16	0.34%	\$13,637,300	0.44%	16	0.34%
	E		\$20,526,000	0.66%	15	0.32%	\$20,526,000	0.66%	15	0.32%
	F		\$21,790,000	0.70%	8	0.17%	\$21,790,000	0.70%	8	0.17%
	G		\$16,490,000	0.53%	2	0.04%	\$16,490,000	0.53%	2	0.04%
<b>COLDWELL BANKER Total</b>			<b>\$145,327,901</b>	<b>4.65%</b>	<b>240</b>	<b>5.11%</b>	<b>\$145,327,901</b>	<b>4.65%</b>	<b>240</b>	<b>5.11%</b>
DOWNING FRYE	A		\$19,997,549	0.64%	103	2.19%	\$19,997,549	0.64%	103	2.19%
	B		\$61,597,629	1.97%	174	3.71%	\$61,597,629	1.97%	174	3.71%
	C		\$34,113,099	1.09%	55	1.17%	\$34,113,099	1.09%	55	1.17%
	D		\$38,529,799	1.23%	44	0.94%	\$38,529,799	1.23%	44	0.94%
	E		\$45,081,199	1.44%	33	0.70%	\$45,081,199	1.44%	33	0.70%
	F		\$51,690,800	1.65%	17	0.36%	\$51,690,800	1.65%	17	0.36%
	G		\$11,389,000	0.36%	2	0.04%	\$11,389,000	0.36%	2	0.04%
<b>DOWNING FRYE Total</b>			<b>\$262,399,075</b>	<b>8.40%</b>	<b>428</b>	<b>9.12%</b>	<b>\$262,399,075</b>	<b>8.40%</b>	<b>428</b>	<b>9.12%</b>
GULF COAST INTERNATIONAL PROP	B		\$718,000	0.02%	2	0.04%	\$718,000	0.02%	2	0.04%
	F		\$25,929,000	0.83%	8	0.17%	\$25,929,000	0.83%	8	0.17%
	G		\$52,789,999	1.69%	4	0.09%	\$52,789,999	1.69%	4	0.09%
<b>GULF COAST INTERNATIONAL PROP Total</b>			<b>\$79,436,999</b>	<b>2.54%</b>	<b>14</b>	<b>0.30%</b>	<b>\$79,436,999</b>	<b>2.54%</b>	<b>14</b>	<b>0.30%</b>
JOHN R WOOD	A		\$16,918,101	0.54%	85	1.81%	\$16,918,101	0.54%	85	1.81%
	B		\$83,871,400	2.68%	234	4.99%	\$83,871,400	2.68%	234	4.99%
	C		\$51,679,797	1.65%	85	1.81%	\$51,679,797	1.65%	85	1.81%
	D		\$38,244,828	1.22%	43	0.92%	\$38,244,828	1.22%	43	0.92%
	E		\$100,418,900	3.21%	72	1.53%	\$100,418,900	3.21%	72	1.53%
	F		\$118,517,000	3.79%	38	0.81%	\$118,517,000	3.79%	38	0.81%
	G		\$62,270,000	1.99%	8	0.17%	\$62,270,000	1.99%	8	0.17%
<b>JOHN R WOOD Total</b>			<b>\$471,920,026</b>	<b>15.10%</b>	<b>565</b>	<b>12.04%</b>	<b>\$471,920,026</b>	<b>15.10%</b>	<b>565</b>	<b>12.04%</b>
KELLER WILLIAMS ELITE	A		\$6,454,300	0.21%	33	0.70%	\$6,454,300	0.21%	33	0.70%
	B		\$19,349,200	0.62%	54	1.15%	\$19,349,200	0.62%	54	1.15%
	C		\$13,823,100	0.44%	22	0.47%	\$13,823,100	0.44%	22	0.47%
	D		\$4,216,900	0.13%	5	0.11%	\$4,216,900	0.13%	5	0.11%
	E		\$7,199,000	0.23%	5	0.11%	\$7,199,000	0.23%	5	0.11%
	F		\$4,894,000	0.16%	2	0.04%	\$4,894,000	0.16%	2	0.04%
<b>KELLER WILLIAMS ELITE Total</b>			<b>\$55,936,500</b>	<b>1.79%</b>	<b>121</b>	<b>2.58%</b>	<b>\$55,936,500</b>	<b>1.79%</b>	<b>121</b>	<b>2.58%</b>
NAPLES REALTY SERVICES	A		\$110,000	0.00%	1	0.02%	\$110,000	0.00%	1	0.02%

**John R. Wood Properties. Inc.**  
**Quarterly Listings Taken Reports 4Q 2017.xlsx**  
**Quarterly Listings Taken by Select Company**  
**Select Broker Quarterly Detail**

		Qtr	Data			Total List Volume	Total % of List Volume	Total Unit Count	Total % of List Units
		4							
NAPLES REALTY SERVICES	B	\$2,588,900	0.08%	7	0.15%	\$2,588,900	0.08%	7	0.15%
	D	\$1,894,900	0.06%	2	0.04%	\$1,894,900	0.06%	2	0.04%
	E	\$1,100,000	0.04%	1	0.02%	\$1,100,000	0.04%	1	0.02%
<b>NAPLES REALTY SERVICES Total</b>		<b>\$5,693,800</b>	<b>0.18%</b>	<b>11</b>	<b>0.23%</b>	<b>\$5,693,800</b>	<b>0.18%</b>	<b>11</b>	<b>0.23%</b>
PREMIER SOTHEBYS	A	\$5,463,800	0.17%	28	0.60%	\$5,463,800	0.17%	28	0.60%
	B	\$36,590,329	1.17%	96	2.05%	\$36,590,329	1.17%	96	2.05%
	C	\$33,256,050	1.06%	56	1.19%	\$33,256,050	1.06%	56	1.19%
	D	\$27,129,500	0.87%	31	0.66%	\$27,129,500	0.87%	31	0.66%
	E	\$93,039,689	2.98%	64	1.36%	\$93,039,689	2.98%	64	1.36%
	F	\$155,167,000	4.96%	47	1.00%	\$155,167,000	4.96%	47	1.00%
	G	\$32,583,000	1.04%	5	0.11%	\$32,583,000	1.04%	5	0.11%
<b>PREMIER SOTHEBYS Total</b>		<b>\$383,229,368</b>	<b>12.26%</b>	<b>327</b>	<b>6.97%</b>	<b>\$383,229,368</b>	<b>12.26%</b>	<b>327</b>	<b>6.97%</b>
PREMIERE PLUS REALTY COMPANY	A	\$20,467,464	0.65%	104	2.22%	\$20,467,464	0.65%	104	2.22%
	B	\$64,101,471	2.05%	182	3.88%	\$64,101,471	2.05%	182	3.88%
	C	\$26,564,550	0.85%	44	0.94%	\$26,564,550	0.85%	44	0.94%
	D	\$15,558,000	0.50%	18	0.38%	\$15,558,000	0.50%	18	0.38%
	E	\$20,039,779	0.64%	14	0.30%	\$20,039,779	0.64%	14	0.30%
	F	\$32,215,000	1.03%	10	0.21%	\$32,215,000	1.03%	10	0.21%
	G	\$12,500,000	0.40%	1	0.02%	\$12,500,000	0.40%	1	0.02%
<b>PREMIERE PLUS REALTY COMPANY Total</b>		<b>\$191,446,264</b>	<b>6.13%</b>	<b>373</b>	<b>7.95%</b>	<b>\$191,446,264</b>	<b>6.13%</b>	<b>373</b>	<b>7.95%</b>
ROYAL SHELL REAL ESTATE	A	\$2,746,550	0.09%	13	0.28%	\$2,746,550	0.09%	13	0.28%
	B	\$10,315,000	0.33%	27	0.58%	\$10,315,000	0.33%	27	0.58%
	C	\$7,694,113	0.25%	13	0.28%	\$7,694,113	0.25%	13	0.28%
	D	\$9,617,999	0.31%	11	0.23%	\$9,617,999	0.31%	11	0.23%
	E	\$12,221,900	0.39%	8	0.17%	\$12,221,900	0.39%	8	0.17%
	F	\$6,130,000	0.20%	2	0.04%	\$6,130,000	0.20%	2	0.04%
	G	\$9,995,000	0.32%	1	0.02%	\$9,995,000	0.32%	1	0.02%
<b>ROYAL SHELL REAL ESTATE Total</b>		<b>\$58,720,562</b>	<b>1.88%</b>	<b>75</b>	<b>1.60%</b>	<b>\$58,720,562</b>	<b>1.88%</b>	<b>75</b>	<b>1.60%</b>
WILLIAM RAVEIS	A	\$2,390,279	0.08%	14	0.30%	\$2,390,279	0.08%	14	0.30%
	B	\$9,957,999	0.32%	26	0.55%	\$9,957,999	0.32%	26	0.55%
	C	\$4,988,899	0.16%	8	0.17%	\$4,988,899	0.16%	8	0.17%
	D	\$3,663,000	0.12%	4	0.09%	\$3,663,000	0.12%	4	0.09%
	E	\$42,222,288	1.35%	28	0.60%	\$42,222,288	1.35%	28	0.60%
	F	\$32,858,000	1.05%	11	0.23%	\$32,858,000	1.05%	11	0.23%
	G	\$73,121,900	2.34%	8	0.17%	\$73,121,900	2.34%	8	0.17%
<b>WILLIAM RAVEIS Total</b>		<b>\$169,202,365</b>	<b>5.41%</b>	<b>99</b>	<b>2.11%</b>	<b>\$169,202,365</b>	<b>5.41%</b>	<b>99</b>	<b>2.11%</b>
X-Other	A	\$113,733,915	3.64%	601	12.81%	\$113,733,915	3.64%	601	12.81%
	B	\$352,190,251	11.27%	996	21.22%	\$352,190,251	11.27%	996	21.22%
	C	\$175,749,258	5.62%	290	6.18%	\$175,749,258	5.62%	290	6.18%
	D	\$75,920,990	2.43%	88	1.88%	\$75,920,990	2.43%	88	1.88%
	E	\$191,379,026	6.12%	131	2.79%	\$191,379,026	6.12%	131	2.79%
	F	\$165,046,116	5.28%	57	1.21%	\$165,046,116	5.28%	57	1.21%
	G	\$85,220,000	2.73%	11	0.23%	\$85,220,000	2.73%	11	0.23%
<b>X-Other Total</b>		<b>\$1,159,239,556</b>	<b>37.09%</b>	<b>2175</b>	<b>46.35%</b>	<b>\$1,159,239,556</b>	<b>37.09%</b>	<b>2175</b>	<b>46.35%</b>
#N/A	A	\$117,500	0.00%	1	0.02%	\$117,500	0.00%	1	0.02%
<b>#N/A Total</b>		<b>\$117,500</b>	<b>0.00%</b>	<b>1</b>	<b>0.02%</b>	<b>\$117,500</b>	<b>0.00%</b>	<b>1</b>	<b>0.02%</b>
<b>Grand Total</b>		<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>	<b>\$3,125,369,886</b>	<b>100.00%</b>	<b>4693</b>	<b>100.00%</b>