

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Michael G Lawler, PA	17	27	\$50,997,500	\$79,869,625	44	\$130,867,125
Dave Meyers	41	130	\$25,731,423	\$74,465,782	171	\$100,197,205
NMLS	204	7	\$88,754,738	\$10,243,874	211	\$98,998,612
Barry C DeNicola	11	20	\$35,210,000	\$61,214,500	31	\$96,424,500
Stefan O Johansson	7	27	\$17,145,000	\$70,067,376	34	\$87,212,376
Jonathon M Pentecost	30	168	\$13,115,450	\$70,744,591	198	\$83,860,041
Karen Van Arsdale	13	15	\$34,829,500	\$48,572,000	28	\$83,401,500
Don Winkler	10	21	\$30,323,000	\$52,694,000	31	\$83,017,000
Richard G Prebish, II	6	13	\$19,185,000	\$63,403,915	19	\$82,588,915
Bill Earls, PA	4	18	\$18,585,000	\$59,320,500	22	\$77,905,500
Tade Bua-Bell, LLC	22	38	\$26,475,030	\$49,814,549	60	\$76,289,579
Tim Savage, PA	6	8	\$30,860,000	\$45,112,900	14	\$75,972,900
John Paul Prebish, PA	12	10	\$35,557,915	\$33,160,000	22	\$68,717,915
Doug Grant	16	20	\$25,290,745	\$40,573,665	36	\$65,864,410
Brad Johnson	3	5	\$30,075,000	\$34,600,000	8	\$64,675,000
Rex Miller	11	9	\$28,305,000	\$28,793,900	20	\$57,098,900
Mary Ann Givens	27	94	\$12,341,717	\$44,321,271	121	\$56,662,988
Michelle Thomas	42	63	\$22,869,989	\$32,436,765	105	\$55,306,754
Joseph Pavich Jr.	20	49	\$13,808,000	\$33,357,450	69	\$47,165,450
Peter G Reppucci, PA	7	4	\$30,225,000	\$14,950,000	11	\$45,175,000
Steven B Horn	18	17	\$18,906,500	\$20,356,000	35	\$39,262,500
Brian D Keller		20		\$39,261,406	20	\$39,261,406
Fahada M Saad, PA	14	15	\$19,219,500	\$19,866,000	29	\$39,085,500
Lauren Y Fowlkes	12	18	\$18,628,750	\$19,618,500	30	\$38,247,250
Roy L Weekly, Jr.	10	16	\$16,099,000	\$20,510,000	26	\$36,609,000
Jill M Rogers	6	8	\$14,870,000	\$20,580,000	14	\$35,450,000
Frank Sajtar, LLC	2	3	\$14,075,000	\$20,950,000	5	\$35,025,000
Amy L Becker	6	8	\$7,325,000	\$27,017,500	14	\$34,342,500
Barbara White		82		\$33,774,154	82	\$33,774,154
Ginger Lickley	10	14	\$17,792,000	\$15,934,500	24	\$33,726,500
Chris Lecca, PA	23	39	\$12,525,553	\$20,689,324	62	\$33,214,877
Milt Flinn, Jr.	5	16	\$6,676,960	\$26,140,079	21	\$32,817,039
David William Auston, PA	8	12	\$15,358,500	\$16,265,000	20	\$31,623,500
Marion Q Bethea	3	8	\$11,050,000	\$20,040,000	11	\$31,090,000
Lynn Hurley	3	7	\$9,267,000	\$21,479,289	10	\$30,746,289
Daniel Guenther, PA	3	5	\$5,340,000	\$24,810,000	8	\$30,150,000
Dante F DiSabato, LLC	8	8	\$12,985,900	\$16,293,500	16	\$29,279,400
Chris Wells	6	2	\$17,700,000	\$11,200,000	8	\$28,900,000
Shaun Dalton, PA	5	5	\$13,015,000	\$15,353,750	10	\$28,368,750
Anne H Killilea	6		\$28,322,500		6	\$28,322,500
Cynthia M Joannou	3	5	\$7,602,500	\$20,390,000	8	\$27,992,500
Dave Renner	15	20	\$13,343,750	\$14,117,993	35	\$27,461,743
Jill Kushner	16	16	\$14,351,900	\$13,017,550	32	\$27,369,450
Magdevys Abreu	36	50	\$10,690,998	\$15,652,896	86	\$26,343,894
Ruth L Trettis, PA	8	3	\$20,902,500	\$5,047,000	11	\$25,949,500
Christopher A Braun	9	9	\$15,359,500	\$10,556,500	18	\$25,916,000
Susan M Myhelic	13	35	\$10,745,750	\$15,104,550	48	\$25,850,300
Dustin J Beard	8	13	\$10,765,000	\$15,056,925	21	\$25,821,925
James E Forrest	4	4	\$15,700,000	\$10,095,000	8	\$25,795,000
Mary Catherine White	10	5	\$17,030,000	\$8,660,000	15	\$25,690,000
John G Hamilton	4	8	\$7,533,165	\$17,560,000	12	\$25,093,165
John J Krol	8	29	\$8,792,900	\$16,163,100	37	\$24,956,000
Linda Richards Malone	1	1	\$17,700,000	\$7,200,000	2	\$24,900,000
Sam Heitman, PA	2	4	\$11,760,000	\$12,445,000	6	\$24,205,000
Roxanne Stone Jeske	12	29	\$7,340,463	\$16,599,700	41	\$23,940,163
Mari P Vesci	12	18	\$11,626,250	\$12,251,500	30	\$23,877,750
Renee Moore	11	6	\$16,360,000	\$7,448,000	17	\$23,808,000

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Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Thomas C Gasbarro	2	1	\$6,045,000	\$17,700,000	3	\$23,745,000
Michael Dorobanti	4	8	\$2,205,500	\$20,585,000	12	\$22,790,500
Michael A McCumber	2	1	\$21,650,000	\$1,100,000	3	\$22,750,000
Chris P Resop	10	8	\$14,249,394	\$8,278,000	18	\$22,527,394
Heather A Hobrock	7	11	\$9,187,250	\$13,034,750	18	\$22,222,000
Robyn Pfister Griffin, PA	4	1	\$19,775,000	\$1,800,000	5	\$21,575,000
Victoria S Harrison	6	12	\$7,930,000	\$13,644,000	18	\$21,574,000
Rebecca Levitan	27	34	\$9,510,400	\$11,943,300	61	\$21,453,700
Stephen R Levitan	7	6	\$13,657,000	\$7,486,000	13	\$21,143,000
Lawrence Joseph Middleton	4	5	\$10,566,000	\$10,516,000	9	\$21,082,000
Krista Asquith PA	17	8	\$15,340,650	\$5,399,000	25	\$20,739,650
Vic Cuccia	18	29	\$10,217,750	\$10,296,400	47	\$20,514,150
Toby Cloutier	1	2	\$8,000,000	\$12,465,000	3	\$20,465,000
Patrick C Dearborn, LLC	12	31	\$5,552,900	\$14,882,900	43	\$20,435,800
Alex O'Neill	29	23	\$11,186,050	\$8,925,650	52	\$20,111,700
Tom Ostrander	8	11	\$7,582,500	\$12,429,000	19	\$20,011,500
Cristal K Sanborn-O'Meara	2	4	\$3,399,999	\$16,549,999	6	\$19,949,998
Kevin E Aizenshtat	4	1	\$4,508,500	\$15,400,000	5	\$19,908,500
Chip Harris, PA	6	20	\$8,822,500	\$10,436,000	26	\$19,258,500
Patrick D O'Connor, PA	11	20	\$7,796,500	\$11,331,000	31	\$19,127,500
Sherry H Irvin	8	11	\$7,975,000	\$11,034,000	19	\$19,009,000
Jordan E Delaney	4	9	\$6,590,000	\$12,387,500	13	\$18,977,500
Melissa C Williams, PA	3	4	\$10,506,500	\$8,462,500	7	\$18,969,000
Janie Darling	9	7	\$8,061,000	\$10,675,000	16	\$18,736,000
Brett C Backus	4	7	\$6,756,608	\$11,876,608	11	\$18,633,216
John A Turco, PA	3	13	\$6,487,625	\$12,038,500	16	\$18,526,125
Susan Heller		65		\$18,345,100	65	\$18,345,100
Glenn O Thornhill	3	4	\$5,290,000	\$12,885,000	7	\$18,175,000
Lisa Adele Tashjian	2	1	\$11,150,000	\$7,000,000	3	\$18,150,000
Jason Pavich	15	35	\$6,480,007	\$11,502,550	50	\$17,982,557
ML Meade	20	27	\$7,513,800	\$10,387,800	47	\$17,901,600
Suzanne Hardington Klym	3	3	\$15,735,395	\$2,030,000	6	\$17,765,395
Monika R DeBenedictis, PA	7	8	\$9,542,500	\$8,159,800	15	\$17,702,300
Kimberly K Price	6	10	\$5,830,000	\$11,475,900	16	\$17,305,900
Becky Mato, PA	14	45	\$4,276,500	\$13,013,195	59	\$17,289,695
David Gruninger	15	20	\$7,896,341	\$9,241,541	35	\$17,137,882
Ryan Schwartz	9	3	\$14,717,000	\$2,367,000	12	\$17,084,000
Constance Lummis	3	17	\$1,556,000	\$15,504,000	20	\$17,060,000
Leah Dudley Ritchey, PA	2	6	\$4,550,000	\$12,419,000	8	\$16,969,000
Jane Bond	2	4	\$1,428,500	\$15,510,500	6	\$16,939,000
Sonya F Shaheen	2	8	\$5,750,000	\$11,023,500	10	\$16,773,500
Larry Roorda	8	11	\$8,566,500	\$8,189,500	19	\$16,756,000
Mindy Young	13	24	\$7,409,900	\$9,124,400	37	\$16,534,300
Marybeth Brooks, LLC	3	3	\$4,990,000	\$11,350,000	6	\$16,340,000
Lura L Jones, PA	12	22	\$5,235,320	\$10,877,088	34	\$16,112,408
Jack Mancini	9	41	\$2,852,250	\$13,242,850	50	\$16,095,100
Denny Bowers	13	16	\$7,147,800	\$8,818,938	29	\$15,966,738
Nikki Crovato	6	17	\$4,055,630	\$11,696,819	23	\$15,752,449
Lauren Taylor Brooker, LLC	9	4	\$11,634,000	\$4,097,500	13	\$15,731,500
Jeannie McGearty	6	6	\$8,635,000	\$7,085,000	12	\$15,720,000
Gary H Helms	14	25	\$6,206,500	\$9,398,500	39	\$15,605,000
Daryl Silvers	1	2	\$10,000,000	\$5,410,000	3	\$15,410,000
Paula F Sims	1	6	\$1,675,000	\$13,725,000	7	\$15,400,000
Bonnie Camp	8	4	\$11,097,500	\$4,259,950	12	\$15,357,450
Joe Belz, LLC	1	8	\$1,300,000	\$14,026,900	9	\$15,326,900
Timothy R Mason	2		\$15,165,000		2	\$15,165,000
Robert G Cuccinello	4	50	\$1,071,893	\$13,884,242	54	\$14,956,135

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	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
James W Bates	3	6	\$9,150,000	\$5,676,000	9	\$14,826,000
Carmen S Badan Foege	16	32	\$5,178,410	\$9,588,455	48	\$14,766,865
Adam L Carriero	3	5	\$9,500,000	\$5,260,000	8	\$14,760,000
Gabriele H Vretta, PA	20	27	\$7,205,715	\$7,505,900	47	\$14,711,615
Yochi Melnick	4	28	\$1,468,000	\$13,083,400	32	\$14,551,400
Julie T Rembos, PA	3	4	\$7,910,000	\$6,455,000	7	\$14,365,000
Craig T Palmer	5	9	\$5,560,000	\$8,753,000	14	\$14,313,000
Tracey L Young	5	7	\$4,765,000	\$9,540,000	12	\$14,305,000
Krista Fraga, PA	5	6	\$7,090,000	\$7,175,000	11	\$14,265,000
Rob Mauceli	15	13	\$7,741,900	\$6,479,000	28	\$14,220,900
Cheryl D Turner	5	9	\$4,580,000	\$9,551,500	14	\$14,131,500
Inga Wilson Lodge	2	9	\$935,000	\$13,140,000	11	\$14,075,000
Philip N Collins, PA	2	4	\$5,020,000	\$9,050,000	6	\$14,070,000
Bill Van Arsdale	2	1	\$11,025,000	\$3,000,000	3	\$14,025,000
John Robert D'Amelio	3	6	\$5,830,000	\$8,192,500	9	\$14,022,500
Nancy L Burgess, PA	10	18	\$5,343,925	\$8,678,300	28	\$14,022,225
Lisa Morris Tomaini	5	7	\$5,382,000	\$8,545,000	12	\$13,927,000
Karen Coney Coplin	4	12	\$4,167,000	\$9,633,000	16	\$13,800,000
Heather Wightman	16	17	\$5,914,500	\$7,791,200	33	\$13,705,700
Steve Bacardi	2	29	\$560,500	\$13,078,800	31	\$13,639,300
Margo T Holloway	7	11	\$4,855,400	\$8,759,400	18	\$13,614,800
Emily Ann Cox Antonas	8	13	\$5,055,845	\$8,436,051	21	\$13,491,896
Carol Wood P.A.	13	2	\$12,282,605	\$1,195,000	15	\$13,477,605
Ryan Chiodo	17	24	\$6,469,000	\$6,955,100	41	\$13,424,100
Ryan Randall Nordyke	4	11	\$3,794,862	\$9,625,112	15	\$13,419,974
Bridgette C Foster	5	8	\$6,072,000	\$7,256,000	13	\$13,328,000
Kathie Soller	1	4	\$3,450,000	\$9,840,000	5	\$13,290,000
Carol C Fox	5	5	\$6,851,250	\$6,357,500	10	\$13,208,750
Frank Pezzuti	6	1	\$11,560,000	\$1,640,000	7	\$13,200,000
Lori L Fowler, PA	9	12	\$6,123,046	\$7,075,900	21	\$13,198,946
Jeffrey Eric Feldman, PA	16	18	\$6,096,500	\$7,027,500	34	\$13,124,000
Taber H Tagliasacchi	2	6	\$603,500	\$12,416,000	8	\$13,019,500
David Urban	11	8	\$9,812,400	\$3,114,650	19	\$12,927,050
Chandler M Marks, PA	9	14	\$2,729,500	\$10,190,450	23	\$12,919,950
Steve Allison	4	4	\$10,260,000	\$2,641,500	8	\$12,901,500
Kristin L Cavella	3	3	\$6,250,000	\$6,585,000	6	\$12,835,000
Thomas McCarthy	2	5	\$4,020,000	\$8,774,000	7	\$12,794,000
Doug Treadwell	10	7	\$9,510,750	\$3,280,500	17	\$12,791,250
Alexander R Daane	14	12	\$5,679,000	\$7,109,800	26	\$12,788,800
Sue Price	4	6	\$5,654,500	\$7,045,000	10	\$12,699,500
Sue Ellen Mathers	16	12	\$6,433,595	\$6,224,500	28	\$12,658,095
Bunny Caravello	12	10	\$7,647,336	\$4,912,500	22	\$12,559,836
Nan Goebel, PA	11	13	\$6,084,000	\$6,347,500	24	\$12,431,500
Bill Verdonk	21	19	\$6,097,400	\$6,258,900	40	\$12,356,300
Linda Sonders	6	2	\$8,765,000	\$3,550,000	8	\$12,315,000
Thomas Grifferty	2	4	\$5,149,000	\$7,139,000	6	\$12,288,000
Lynette Grout	5	9	\$5,115,000	\$7,162,500	14	\$12,277,500
Kyle McLaughlin, PA	3	4	\$1,209,000	\$11,028,000	7	\$12,237,000
Chris Glover	8	12	\$6,633,215	\$5,567,500	20	\$12,200,715
Simon P Dixon	9	3	\$10,420,900	\$1,700,000	12	\$12,120,900
Ryan Frost	1	3	\$11,500,000	\$504,900	4	\$12,004,900
Barbara Lowe	1	3	\$3,800,000	\$8,149,000	4	\$11,949,000
Janet Berry	11	2	\$9,751,715	\$2,195,000	13	\$11,946,715
Angela Jean Lutzi	21	14	\$8,031,900	\$3,893,800	35	\$11,925,700
Lois I Kluberanz	5	14	\$4,510,000	\$7,411,900	19	\$11,921,900
Cynthia Lynn Casola	4	8	\$2,075,000	\$9,826,000	12	\$11,901,000
Ulrich Korff	4	11	\$3,515,000	\$8,374,000	15	\$11,889,000

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Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Mindy S Sylvester	9	15	\$6,717,993	\$5,088,900	24	\$11,806,893
Jeff Popick	2	24	\$946,090	\$10,757,574	26	\$11,703,664
Amy B Nease	1	2	\$2,800,000	\$8,856,000	3	\$11,656,000
Dennis L Brando, PA	5	13	\$3,151,000	\$8,503,000	18	\$11,654,000
Garren Everett Grup P.A.	9	10	\$7,207,900	\$4,371,750	19	\$11,579,650
Taryn R Cafiero	4		\$11,526,500		4	\$11,526,500
Laurie Bellico, PA	8	9	\$4,306,000	\$7,177,250	17	\$11,483,250
Kendra Hoefs	4	35	\$1,948,000	\$9,461,890	39	\$11,409,890
Jennifer L DeFrancesco	12	11	\$5,344,080	\$6,035,900	23	\$11,379,980
Andrew Arreola, LLC	4	2	\$8,465,000	\$2,906,250	6	\$11,371,250
Stephanie Coburn	7	14	\$3,558,500	\$7,771,000	21	\$11,329,500
Janice Matter, PA	10	9	\$5,861,000	\$5,462,000	19	\$11,323,000
Mike Maurer	2	3	\$4,464,500	\$6,825,000	5	\$11,289,500
Kathy Hughes	5	4	\$6,805,000	\$4,468,500	9	\$11,273,500
Erik David Barber	5	4	\$7,541,780	\$3,723,000	9	\$11,264,780
Cameron R Murray	6	19	\$2,328,000	\$8,915,950	25	\$11,243,950
Jim Scartz	11	10	\$6,445,688	\$4,787,138	21	\$11,232,826
Tim Clark		10		\$11,174,375	10	\$11,174,375
Christine Mantilia	11	12	\$6,047,750	\$5,115,750	23	\$11,163,500
Jennifer L Hoops	2	14	\$1,205,000	\$9,913,500	16	\$11,118,500
Marie A Harris	6	15	\$2,696,900	\$8,319,900	21	\$11,016,800
Robert Andrew Forbis	5	1	\$8,450,000	\$2,525,000	6	\$10,975,000
Susan Barton, PA	4	4	\$4,405,000	\$6,505,000	8	\$10,910,000
Richard A Collette	7	12	\$3,762,500	\$7,129,000	19	\$10,891,500
Kevin Yankow	10	15	\$3,748,000	\$7,114,400	25	\$10,862,400
Friley Saucier, PA	5	1	\$10,397,500	\$450,000	6	\$10,847,500
Gariann Small	13	10	\$5,913,300	\$4,859,300	23	\$10,772,600
Guy R Brooks, Jr.	6	6	\$6,998,000	\$3,744,400	12	\$10,742,400
Danni Sadler	7	11	\$4,347,500	\$6,342,500	18	\$10,690,000
Douglas G Hendry	2	1	\$4,410,000	\$6,250,000	3	\$10,660,000
Claire McMahon	2	13	\$797,500	\$9,859,355	15	\$10,656,855
Mara L Muller, PA	3	5	\$6,250,000	\$4,382,500	8	\$10,632,500
Judy Hansen	8	11	\$4,681,000	\$5,924,900	19	\$10,605,900
Ralph Harvey	9	19	\$3,455,400	\$7,146,950	28	\$10,602,350
Jutta V Lopez	3	4	\$2,700,500	\$7,875,000	7	\$10,575,500
Linda F Piatt	5	3	\$7,275,000	\$3,290,000	8	\$10,565,000
Dona L Schrim	4	2	\$8,689,500	\$1,809,000	6	\$10,498,500
Tessa Perry	4	11	\$3,100,000	\$7,391,400	15	\$10,491,400
Dawn L Colston	10		\$10,468,700		10	\$10,468,700
Barbara A Salinas	6	8	\$2,439,800	\$7,957,500	14	\$10,397,300
Karyn A Samuel	6	8	\$4,259,950	\$6,128,000	14	\$10,387,950
Colette J Waugh	6	9	\$3,293,000	\$7,047,075	15	\$10,340,075
Janice K Gover	7	22	\$1,783,916	\$8,447,417	29	\$10,231,333
Suzanne J Garry	6	4	\$6,922,500	\$3,297,500	10	\$10,220,000
Keith Buchanan	4	1	\$9,664,500	\$555,000	5	\$10,219,500
Todd Culmer, PA	11	7	\$7,330,000	\$2,883,100	18	\$10,213,100
Jennifer White Shoots, PA	11	18	\$3,693,408	\$6,518,708	29	\$10,212,116
Cliff Glansen		21		\$10,198,650	21	\$10,198,650
Rae D Wakelin	8	4	\$7,198,409	\$2,983,000	12	\$10,181,409
Ronald E Agin, PA	2	2	\$4,847,500	\$5,265,000	4	\$10,112,500
Austin Kellam	8	6	\$6,419,400	\$3,657,400	14	\$10,076,800
John R Dolle, PA	2	14	\$717,000	\$9,240,000	16	\$9,957,000
Claire Licciardi	6	6	\$6,002,080	\$3,937,000	12	\$9,939,080
Michelle Combs, PA	6	11	\$3,724,400	\$6,164,650	17	\$9,889,050
Annie Hagstrom	10	10	\$5,437,000	\$4,415,000	20	\$9,852,000
Susan Joyce	1	6	\$1,250,000	\$8,589,165	7	\$9,839,165
Gregory Lewis P.A.	6	7	\$4,388,000	\$5,444,500	13	\$9,832,500

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	Closed Units		Closed Volume			
	S	L	S	L		
Robert L Nardi	7	5	\$6,807,500	\$3,012,000	12	\$9,819,500
Rowan J Samuel	7	2	\$8,112,400	\$1,695,000	9	\$9,807,400
Jeff Helm, PA	5	12	\$3,624,250	\$6,088,500	17	\$9,712,750
Vickie J Larscheid, PA	5	1	\$8,352,000	\$1,350,000	6	\$9,702,000
Dorothy Fagan	9	6	\$6,882,251	\$2,788,251	15	\$9,670,502
Lisa M Bilgray	3	10	\$2,726,799	\$6,920,515	13	\$9,647,314
Nandy Miller	12	2	\$8,882,500	\$629,000	14	\$9,511,500
Pierre F De Amezola	1	14	\$857,991	\$8,610,282	15	\$9,468,273
Rick Brown, LLC	5	9	\$2,323,000	\$7,135,500	14	\$9,458,500
Hans Haedelt	3	5	\$1,147,500	\$8,304,500	8	\$9,452,000
Robin Crudele	5	22	\$2,599,500	\$6,851,100	27	\$9,450,600
Bonnie J Nageon De Lestang	3	7	\$4,169,000	\$5,264,000	10	\$9,433,000
Jozef John Maston	7	5	\$4,803,000	\$4,615,000	12	\$9,418,000
Sally A Masters, PA	7	16	\$3,945,000	\$5,440,000	23	\$9,385,000
Sarah Elizabeth Burke	25	4	\$8,115,300	\$1,264,000	29	\$9,379,300
Sara Torres	2	23	\$874,000	\$8,496,900	25	\$9,370,900
Danielle N Smith, PA	3	2	\$3,872,000	\$5,452,500	5	\$9,324,500
Debbie Pappas-Burback, PA	7	10	\$3,559,970	\$5,691,750	17	\$9,251,720
Sandra L Malone	5	3	\$5,663,500	\$3,585,000	8	\$9,248,500
Judith Gietzen	6	14	\$2,869,500	\$6,337,325	20	\$9,206,825
Jasen Berube	8	26	\$2,439,800	\$6,756,049	34	\$9,195,849
Cindy Graziano	2	1	\$5,275,000	\$3,850,000	3	\$9,125,000
Sara Rice Williams	2	1	\$7,218,000	\$1,900,000	3	\$9,118,000
LeAne Taylor Suarez	2	1	\$5,832,500	\$3,260,000	3	\$9,092,500
Cinda W Carron	3	1	\$6,158,000	\$2,925,000	4	\$9,083,000
Kimberley Keys	5	4	\$6,737,000	\$2,339,000	9	\$9,076,000
Mitch Norgart	2	5	\$1,475,000	\$7,595,000	7	\$9,070,000
Chuck Gallo	5	4	\$5,679,000	\$3,349,000	9	\$9,028,000
Mike Bryant	10	13	\$4,354,000	\$4,654,000	23	\$9,008,000
Don Bordner	8	9	\$4,835,900	\$4,166,000	17	\$9,001,900
Laurie J Singer	5	9	\$2,655,500	\$6,280,000	14	\$8,935,500
Beau C Middlebrook	5	8	\$3,272,000	\$5,641,500	13	\$8,913,500
Cheryl A O'Connell	5	8	\$5,622,500	\$3,262,000	13	\$8,884,500
Joe Pelak, PA	1	2	\$4,100,000	\$4,770,250	3	\$8,870,250
Cynthia Rosa	8	6	\$4,624,000	\$4,235,000	14	\$8,859,000
Jim Gorman	2	3	\$2,825,000	\$6,032,500	5	\$8,857,500
Susan S Owens	4	4	\$5,099,000	\$3,744,000	8	\$8,843,000
D.Michael Burke	1	26	\$270,000	\$8,548,500	27	\$8,818,500
Anne Butcher LLC	11	14	\$4,109,900	\$4,663,400	25	\$8,773,300
Thomas J Weidlich	2	6	\$3,418,300	\$5,306,500	8	\$8,724,800
Maryanne Kennedy	8	7	\$4,023,000	\$4,664,400	15	\$8,687,400
Terri Moellers	1	6	\$375,000	\$8,302,000	7	\$8,677,000
Maria Eaton	3	4	\$3,635,000	\$5,035,000	7	\$8,670,000
Bernadette G Garabed	4	3	\$6,816,000	\$1,835,000	7	\$8,651,000
Chris Evensen	6	26	\$1,817,648	\$6,829,805	32	\$8,647,453
Alison Schumer Kalb	3	2	\$4,340,000	\$4,285,000	5	\$8,625,000
Paul Louis Arpin	4	3	\$3,975,000	\$4,607,500	7	\$8,582,500
Craig Jones	3	4	\$4,351,000	\$4,192,500	7	\$8,543,500
Susan E Sanderson	16	5	\$7,531,000	\$993,000	21	\$8,524,000
Beth Brown, PA	3	12	\$4,487,000	\$4,018,900	15	\$8,505,900
Taylor Scott Stewart	16	16	\$4,531,000	\$3,966,000	32	\$8,497,000
Richard B Parlante	8	17	\$2,727,400	\$5,759,900	25	\$8,487,300
Debbie Frost	8	7	\$4,129,750	\$4,333,000	15	\$8,462,750
Amy Velyvis P.A.	12	8	\$5,748,035	\$2,702,000	20	\$8,450,035
Michael Parise	1	3	\$2,550,000	\$5,895,000	4	\$8,445,000
Sandra Corina	7	5	\$5,157,500	\$3,155,400	12	\$8,312,900
Linda B Perry, PA	2	2	\$1,394,000	\$6,910,000	4	\$8,304,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Mark Edward Nichols	10	4	\$3,569,000	\$4,717,500	14	\$8,286,500
Kristen Ayn Weardon	1	2	\$1,650,000	\$6,625,000	3	\$8,275,000
Olena Avlas	18	8	\$5,567,400	\$2,707,533	26	\$8,274,933
Pamela J Schultz	3	9	\$1,680,000	\$6,593,550	12	\$8,273,550
Helen Mikhailova	17	5	\$6,826,200	\$1,434,000	22	\$8,260,200
Carol A Gilman	1		\$8,250,000		1	\$8,250,000
Dorcas D Briscoe		1		\$8,250,000	1	\$8,250,000
Taylor Wilson Canada	3	1	\$6,042,500	\$2,205,000	4	\$8,247,500
David Tate, PA	11	24	\$2,833,000	\$5,413,000	35	\$8,246,000
Phillip M Rigsby	4	9	\$3,204,246	\$5,039,000	13	\$8,243,246
Doug DeCaster	4	11	\$1,374,000	\$6,865,500	15	\$8,239,500
Mitch Williams	4	3	\$5,606,000	\$2,630,250	7	\$8,236,250
Lenora Rickner	2	2	\$719,000	\$7,500,000	4	\$8,219,000
Cliff Donenfeld	3	1	\$7,401,000	\$812,000	4	\$8,213,000
Keith A Marvelle	6	3	\$6,385,000	\$1,826,500	9	\$8,211,500
John J Robert III, LLC	4	6	\$4,561,500	\$3,645,000	10	\$8,206,500
Oscar Velez	6	14	\$2,465,000	\$5,737,000	20	\$8,202,000
Geri M Castor	6	3	\$2,910,500	\$5,273,000	9	\$8,183,500
Maria Dorota Harris	2	7	\$2,972,500	\$5,206,500	9	\$8,179,000
Marlene G Suarez, PA	6	4	\$4,630,500	\$3,507,000	10	\$8,137,500
Kathleen Chandler	3	3	\$4,045,000	\$4,065,000	6	\$8,110,000
Jerry Wachowicz	4	4	\$3,820,000	\$4,285,000	8	\$8,105,000
Joann Sohn	3	3	\$2,822,500	\$5,270,000	6	\$8,092,500
Diane Banks	5	6	\$4,024,500	\$4,055,000	11	\$8,079,500
Susan Marie Barreiro, LLC	5	1	\$7,745,000	\$270,000	6	\$8,015,000
Pamela E Maher	8	7	\$4,804,301	\$3,155,675	15	\$7,959,976
Lesley A Garlock	6	7	\$2,931,000	\$5,015,000	13	\$7,946,000
Anita Colletti	6	16	\$1,753,500	\$6,189,000	22	\$7,942,500
Rose Mary Everett		4		\$7,924,750	4	\$7,924,750
Cory Lee Lauer	6	25	\$1,642,700	\$6,276,050	31	\$7,918,750
Nicholas Rigoni, PA	11	6	\$5,278,475	\$2,638,975	17	\$7,917,450
Nicola K Wakelin	6	10	\$2,730,450	\$5,183,700	16	\$7,914,150
Katherine E Marx	1	2	\$2,954,790	\$4,949,790	3	\$7,904,580
Michael Dekic	7	2	\$7,137,500	\$762,500	9	\$7,900,000
Kevin Shelly	9	13	\$3,127,700	\$4,753,000	22	\$7,880,700
John D Garbo	5	8	\$2,395,000	\$5,478,300	13	\$7,873,300
Jan Boeglin P.A.	6	15	\$2,300,000	\$5,572,500	21	\$7,872,500
John P Turner, PA	5	9	\$1,851,000	\$6,003,000	14	\$7,854,000
Kimberly Anne Alvord	8	4	\$2,668,500	\$5,145,000	12	\$7,813,500
Anne Juliano	10	1	\$7,479,574	\$333,200	11	\$7,812,774
Eric T Manring	9	9	\$4,731,125	\$3,056,925	18	\$7,788,050
Ginny Marles	25	3	\$6,954,434	\$832,500	28	\$7,786,934
Scott Alan Pearson	4	4	\$2,316,000	\$5,466,000	8	\$7,782,000
John D Newman	7	8	\$4,054,844	\$3,726,000	15	\$7,780,844
Samantha Cole	7	3	\$5,975,000	\$1,785,000	10	\$7,760,000
Alisha Yvette Cage	9	11	\$3,445,501	\$4,303,000	20	\$7,748,501
Rod D'Entremont	8	27	\$1,648,750	\$6,096,800	35	\$7,745,550
Greg Gorman, PA	3	12	\$1,345,000	\$6,355,675	15	\$7,700,675
Kyle Suhr	11	11	\$3,676,000	\$4,009,000	22	\$7,685,000
Jay Edward Campbell	3	13	\$1,250,700	\$6,420,648	16	\$7,671,348
Barbara Bardsley	3	2	\$3,162,500	\$4,492,500	5	\$7,655,000
Susan F Black	5	3	\$3,268,500	\$4,381,000	8	\$7,649,500
George J Oberdorster	8	12	\$3,598,500	\$4,026,500	20	\$7,625,000
Bill Modes	2	4	\$6,452,500	\$1,171,500	6	\$7,624,000
Carol Carpenter PA	4	13	\$1,266,500	\$6,337,500	17	\$7,604,000
Bill Sontag	9	17	\$3,034,000	\$4,566,900	26	\$7,600,900
Bruce R Miller	3	4	\$3,800,000	\$3,800,000	7	\$7,600,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Kellie J Brown, PA	10	11	\$3,985,000	\$3,604,400	21	\$7,589,400
Lori L Glattly	3	1	\$7,325,000	\$250,000	4	\$7,575,000
Gary Hains	4	19	\$1,650,050	\$5,903,550	23	\$7,553,600
Glenn C Bradley	11	8	\$4,087,000	\$3,458,500	19	\$7,545,500
Amanda Roseberry Van Slyke	4	1	\$5,245,000	\$2,300,000	5	\$7,545,000
Yvonne Morehouse	9	5	\$4,280,000	\$3,253,900	14	\$7,533,900
Erica Michaels	10	9	\$3,187,900	\$4,334,900	19	\$7,522,800
Sandra Hansel	12	4	\$6,122,500	\$1,332,900	16	\$7,455,400
Sharon L Saunders	2	7	\$1,375,000	\$6,072,500	9	\$7,447,500
Roya Nouhi	3	5	\$1,503,000	\$5,936,000	8	\$7,439,000
Tony Walter	7	11	\$2,812,500	\$4,597,500	18	\$7,410,000
Robert Sievers	4	4	\$6,220,000	\$1,184,000	8	\$7,404,000
Valerie A Bee, PA	2	1	\$6,810,000	\$588,000	3	\$7,398,000
Jim Mayer	5	2	\$5,994,500	\$1,385,000	7	\$7,379,500
Ellen D Shapiro	6	11	\$2,540,500	\$4,823,250	17	\$7,363,750
Gregory S Manchester	6	15	\$2,494,400	\$4,845,925	21	\$7,340,325
Dottie Sugarman, LLC	6	2	\$3,783,000	\$3,534,250	8	\$7,317,250
Trey Wilson, III	4	2	\$3,998,500	\$3,305,000	6	\$7,303,500
Jennifer Lynn Warkel	6	2	\$3,712,490	\$3,580,000	8	\$7,292,490
Nick Bobzien, PA	10	16	\$2,773,368	\$4,517,900	26	\$7,291,268
Melissa A Wychocki	3	5	\$3,220,000	\$4,065,000	8	\$7,285,000
Rick Fioretti	3	11	\$1,043,500	\$6,230,000	14	\$7,273,500
Yoel Frometa Rodriguez	25	1	\$7,035,500	\$232,000	26	\$7,267,500
Debra McInnis	2	4	\$745,000	\$6,501,500	6	\$7,246,500
Sarah Hoag	12	13	\$4,026,369	\$3,199,000	25	\$7,225,369
Jim Parish	6	6	\$4,211,010	\$3,013,000	12	\$7,224,010
Jerry Kuperus	1	3	\$719,000	\$6,490,000	4	\$7,209,000
Timothy Scott Summers	7	19	\$2,129,400	\$5,057,900	26	\$7,187,300
Ginny Nobbe	7	15	\$1,878,900	\$5,302,900	22	\$7,181,800
John Neal	2	16	\$644,900	\$6,498,390	18	\$7,143,290
Dirk Fischer	6	4	\$4,742,500	\$2,395,000	10	\$7,137,500
Olesya Waltz	2	1	\$6,900,000	\$225,000	3	\$7,125,000
Ryan G Batey	14	13	\$3,675,500	\$3,442,000	27	\$7,117,500
Chris Johnson	7	10	\$3,725,500	\$3,366,000	17	\$7,091,500
Alex Robert Greenwood	4	17	\$1,032,000	\$6,030,300	21	\$7,062,300
Carol S Reid		3		\$7,050,000	3	\$7,050,000
Beth McNichols, PA	5	7	\$2,332,500	\$4,712,000	12	\$7,044,500
Kimberly Anne Columbia	11	2	\$6,312,500	\$728,812	13	\$7,041,312
Melinda Gunther, LLC	8	2	\$6,320,000	\$715,000	10	\$7,035,000
Roberto Lee	9	8	\$3,598,000	\$3,432,000	17	\$7,030,000
Chad Reedy	2		\$7,025,000		2	\$7,025,000
Cheryl Lynn Jacobson	5	6	\$5,346,000	\$1,677,388	11	\$7,023,388
Kathy Knabel-Bailey	7	9	\$3,645,000	\$3,372,900	16	\$7,017,900
Jacquie Lewisy	5	14	\$1,723,000	\$5,280,000	19	\$7,003,000
Susan L Gardner	1	4	\$475,000	\$6,521,251	5	\$6,996,251
Janine Rose Rendano	2	3	\$3,675,000	\$3,312,000	5	\$6,987,000
Scott Needles	7	19	\$3,346,390	\$3,621,050	26	\$6,967,440
Deb Austin	5	5	\$2,802,431	\$4,154,431	10	\$6,956,862
Nora Laporta	1	1	\$3,400,000	\$3,550,000	2	\$6,950,000
Tony Dedio	7	3	\$6,032,000	\$911,400	10	\$6,943,400
Liz Appling	5	5	\$4,021,500	\$2,911,000	10	\$6,932,500
Ron Torres	15		\$6,930,900		15	\$6,930,900
Michelle M DeVincent	5	7	\$3,122,900	\$3,797,000	12	\$6,919,900
Jim Murdoch	6	4	\$5,106,000	\$1,794,000	10	\$6,900,000
William D Rapps, PA	6		\$6,885,000		6	\$6,885,000
Angela R Allen	2	5	\$1,975,000	\$4,905,000	7	\$6,880,000
Christina N Evans, PA	7	7	\$3,886,900	\$2,993,000	14	\$6,879,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Corye Reiter P.A.	8	9	\$3,323,914	\$3,538,500	17	\$6,862,414
Gwen S Tolson	1	1	\$6,700,000	\$162,000	2	\$6,862,000
Debra M McDermott	3	4	\$2,450,000	\$4,408,500	7	\$6,858,500
Wynne, Catherine A	5	5	\$4,244,000	\$2,591,000	10	\$6,835,000
Carolyn J Starns	7	7	\$3,298,900	\$3,524,000	14	\$6,822,900
Sherry L Burns	12	11	\$3,328,400	\$3,469,400	23	\$6,797,800
Lana I Marvelle	5	4	\$2,884,000	\$3,906,500	9	\$6,790,500
David H Schulz	6	4	\$3,835,960	\$2,933,000	10	\$6,768,960
Ana Waleri	2	4	\$3,505,000	\$3,257,000	6	\$6,762,000
Corey C Cabral	9	2	\$5,679,400	\$1,050,000	11	\$6,729,400
Tiffany M McQuaid	3	4	\$2,415,000	\$4,305,000	7	\$6,720,000
Cathy Krakowski	9	4	\$2,838,000	\$3,867,000	13	\$6,705,000
Gwen Leftwich Geletka	1	2	\$2,545,000	\$4,149,500	3	\$6,694,500
Mark W Simoff	12	7	\$4,668,955	\$2,021,900	19	\$6,690,855
Matthew Bresee, PA	3	8	\$2,492,000	\$4,196,580	11	\$6,688,580
Patti Fortune	4	5	\$1,887,500	\$4,796,900	9	\$6,684,400
Mike Taranto	3	2	\$5,060,000	\$1,620,000	5	\$6,680,000
Gary J Blaine, PA	6	4	\$4,814,900	\$1,864,500	10	\$6,679,400
Sheree L Goldenbaum	7	9	\$3,190,295	\$3,473,800	16	\$6,664,095
Sherry M Santucci	10	13	\$3,206,900	\$3,454,375	23	\$6,661,275
Janet P Rathbun	3	3	\$3,271,500	\$3,385,750	6	\$6,657,250
Chuck Holloway	13	13	\$3,336,055	\$3,314,055	26	\$6,650,110
Susan Elaine Antonio	8	6	\$3,628,000	\$3,021,500	14	\$6,649,500
Queenie Ritchie-Prete, PA	1	19	\$139,900	\$6,491,550	20	\$6,631,450
Callie Zintz	6		\$6,602,000		6	\$6,602,000
John R Fee	10	7	\$4,763,000	\$1,825,000	17	\$6,588,000
Frank B Petras	3	3	\$5,525,000	\$1,062,500	6	\$6,587,500
Gonzalo A Quiceno	3	5	\$1,638,400	\$4,934,000	8	\$6,572,400
Ted Wilmering, Jr	2	2	\$4,900,000	\$1,668,500	4	\$6,568,500
Jim Carzo	9	5	\$4,419,250	\$2,137,000	14	\$6,556,250
Joe Rivera, Jr.	11	11	\$3,175,078	\$3,372,900	22	\$6,547,978
Marcia J Hawken	4	2	\$4,206,000	\$2,340,000	6	\$6,546,000
Mary A Yon	2	4	\$2,675,000	\$3,850,000	6	\$6,525,000
Kevin C Shanahan	2	3	\$2,595,000	\$3,921,350	5	\$6,516,350
Celine Julie Godof	1	4	\$3,500,000	\$3,015,000	5	\$6,515,000
Sean Meehan	7	6	\$4,046,500	\$2,461,000	13	\$6,507,500
Perry John DeSiato, Jr.	6	11	\$2,699,000	\$3,808,000	17	\$6,507,000
Cathy Owen	2	3	\$2,220,000	\$4,275,000	5	\$6,495,000
Nancy E Jaynes	13	13	\$3,384,500	\$3,099,500	26	\$6,484,000
Matthew J Klinowski	10	2	\$5,845,865	\$625,000	12	\$6,470,865
Monica Fregel Walsh	4	2	\$2,430,000	\$4,040,000	6	\$6,470,000
Christopher Spina	12	3	\$5,635,000	\$828,000	15	\$6,463,000
Dale C Wilhelm	3	4	\$3,191,000	\$3,271,000	7	\$6,462,000
Michelle Abner	10	5	\$3,781,500	\$2,669,500	15	\$6,451,000
Derek M Anderson	7	3	\$5,490,900	\$958,000	10	\$6,448,900
Bernard J Minarcin	2	3	\$4,335,000	\$2,100,000	5	\$6,435,000
Elizabeth Baker	3	5	\$1,135,000	\$5,294,000	8	\$6,429,000
Tim Cranch	6	2	\$4,034,400	\$2,379,500	8	\$6,413,900
Shirlene Michelle Elkins	2	2	\$858,000	\$5,550,000	4	\$6,408,000
Glenna B Froelich, PA	3	11	\$2,038,000	\$4,355,500	14	\$6,393,500
Marianna M Foggini	6	6	\$3,532,500	\$2,858,000	12	\$6,390,500
Robert Vesce, PA	9	6	\$3,301,800	\$3,079,500	15	\$6,381,300
Ruth A Stoots	7	12	\$2,613,500	\$3,755,750	19	\$6,369,250
Kathay A Walsh	12	14	\$3,376,400	\$2,981,300	26	\$6,357,700
Barbara G Lewis	15	13	\$3,787,500	\$2,567,500	28	\$6,355,000
Joanne T Purcell	1	3	\$2,000,000	\$4,352,000	4	\$6,352,000
Lynn H Fulton	7	4	\$5,281,700	\$1,062,500	11	\$6,344,200

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Sheri Ann Neuman	9	5	\$4,649,000	\$1,686,380	14	\$6,335,380
Scott E Whitcomb	2	4	\$1,635,000	\$4,695,000	6	\$6,330,000
Joni Pavich	8	8	\$3,465,293	\$2,857,900	16	\$6,323,193
Clint A Parsons	1	1	\$3,160,000	\$3,160,000	2	\$6,320,000
Jorida Guda	11	7	\$3,808,988	\$2,509,400	18	\$6,318,388
Oleg Mikhailov	16	3	\$5,579,700	\$725,000	19	\$6,304,700
Whitey Phillips	3	4	\$2,600,000	\$3,695,000	7	\$6,295,000
Fatima S Khokhar	2	6	\$1,234,990	\$5,030,000	8	\$6,264,990
Jayson Matthews	5	10	\$2,380,900	\$3,883,000	15	\$6,263,900
DeWayne Talley	10	4	\$4,321,000	\$1,942,500	14	\$6,263,500
Ed Gongola, Jr.	5	5	\$3,772,500	\$2,489,500	10	\$6,262,000
Marc J Galanto	9	1	\$5,776,298	\$470,000	10	\$6,246,298
Lisset Franco	13	8	\$3,351,740	\$2,893,400	21	\$6,245,140
Judy A Kemble	4	4	\$2,145,000	\$4,083,000	8	\$6,228,000
Kelly E Capolino, PA	9	10	\$2,594,900	\$3,617,750	19	\$6,212,650
Emily Konopasek	8	9	\$2,706,000	\$3,502,000	17	\$6,208,000
Joe R Epifanio	5	13	\$2,110,000	\$4,093,400	18	\$6,203,400
Kathleen M Stanton	1	2	\$1,300,000	\$4,894,000	3	\$6,194,000
Yvonne E Wood	4	9	\$2,697,230	\$3,475,500	13	\$6,172,730
Dawn J McKenna	1	2	\$2,275,000	\$3,895,000	3	\$6,170,000
Gregory Sofranko	1	9	\$560,000	\$5,601,990	10	\$6,161,990
Kathleen Felszer	8	9	\$2,952,000	\$3,204,000	17	\$6,156,000
Joanne Marin	6	4	\$3,875,000	\$2,267,500	10	\$6,142,500
Lauren B Libby Taranto	3	4	\$3,633,438	\$2,502,500	7	\$6,135,938
Larry Zanas	16	3	\$5,081,512	\$1,039,500	19	\$6,121,012
Lyn Reddy, LLC	3	6	\$2,459,000	\$3,660,900	9	\$6,119,900
Jon Feins	3	2	\$4,380,000	\$1,739,000	5	\$6,119,000
Kelley A Short	1	15	\$405,000	\$5,704,500	16	\$6,109,500
Ryan Anthony Peacock	9	5	\$3,824,000	\$2,269,107	14	\$6,093,107
Anthony R Soulia	7	13	\$1,812,250	\$4,272,500	20	\$6,084,750
Bruce E McNeil	4	11	\$2,532,587	\$3,537,900	15	\$6,070,487
Jon Peter Vollmer, PA	11	14	\$2,898,475	\$3,172,000	25	\$6,070,475
Chad Phipps	8	5	\$4,669,050	\$1,389,900	13	\$6,058,950
David J Keegan	4	6	\$3,092,451	\$2,962,500	10	\$6,054,951
Connie Kommer	11	6	\$4,594,900	\$1,460,000	17	\$6,054,900
Elvira Nodal	17	18	\$2,818,100	\$3,235,800	35	\$6,053,900
Allan Hase	2	25	\$467,500	\$5,578,550	27	\$6,046,050
Lori Pheasant	2	3	\$2,325,000	\$3,707,000	5	\$6,032,000
April Keating	13	6	\$4,396,008	\$1,609,900	19	\$6,005,908
Roger Perry	6	3	\$5,097,000	\$895,750	9	\$5,992,750
Jill Parker Nesbitt, LLC	1	4	\$1,200,000	\$4,780,000	5	\$5,980,000
David Raymond Bartley, Sr	3	6	\$2,100,000	\$3,855,000	9	\$5,955,000
Sarah McCandless	12	7	\$3,807,950	\$2,125,800	19	\$5,933,750
Heidi Deen	6	3	\$4,126,500	\$1,795,000	9	\$5,921,500
Christine M Siemers	10	11	\$3,214,000	\$2,706,500	21	\$5,920,500
Linda Ramsey	1	7	\$399,000	\$5,520,000	8	\$5,919,000
Susan Hubly, PA	6	2	\$5,649,805	\$262,500	8	\$5,912,305
Scott M Pearl	8	9	\$2,921,000	\$2,979,000	17	\$5,900,000
Steve Meek	3	4	\$1,713,350	\$4,183,350	7	\$5,896,700
Karen A Sweatlock	3	17	\$915,000	\$4,961,016	20	\$5,876,016
Mike Burge	7	8	\$2,747,000	\$3,126,000	15	\$5,873,000
Gordon Campbell, Jr.	8	10	\$2,637,500	\$3,211,000	18	\$5,848,500
Ray Ambrozy	4	6	\$3,179,000	\$2,652,000	10	\$5,831,000
Teale Mueller	3	1	\$4,140,000	\$1,675,000	4	\$5,815,000
Jennie L Bradford	9		\$5,807,500		9	\$5,807,500
Pam Umscheid	5	7	\$2,188,450	\$3,613,000	12	\$5,801,450
Tracy Walters	1		\$5,800,000		1	\$5,800,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Sandy Pastoor	7	2	\$5,070,312	\$725,000	9	\$5,795,312
JoAnn B Aycock	3	9	\$1,267,000	\$4,517,500	12	\$5,784,500
Robert P Ludgate	8	8	\$2,879,000	\$2,901,500	16	\$5,780,500
Maura Kleinknecht	2	5	\$821,939	\$4,957,500	7	\$5,779,439
Michael Peter Hansberry	5	9	\$2,970,000	\$2,799,000	14	\$5,769,000
Jackie Stammero	1	13	\$580,000	\$5,176,000	14	\$5,756,000
Clinton D Moffatt	5	7	\$2,045,400	\$3,705,000	12	\$5,750,400
Kim Ellis	8	10	\$2,832,350	\$2,902,700	18	\$5,735,050
Bill Frantz	4	1	\$4,417,500	\$1,310,000	5	\$5,727,500
Carmen C Carrier, PA	3	4	\$4,561,250	\$1,140,000	7	\$5,701,250
Shaun Martin Garry	10	1	\$5,199,750	\$500,000	11	\$5,699,750
Pamela Olsen		6		\$5,698,500	6	\$5,698,500
Linda C Loomis, PA	2	4	\$3,130,000	\$2,565,000	6	\$5,695,000
Kevin Bundy	9	9	\$2,737,915	\$2,943,500	18	\$5,681,415
Yvonne L Burnham	6	4	\$2,339,000	\$3,337,937	10	\$5,676,937
Lynn Charlas White	5	7	\$3,102,248	\$2,574,000	12	\$5,676,248
Ben J Maltese	4	6	\$1,444,000	\$4,221,710	10	\$5,665,710
Peter N Flightner	6	4	\$3,361,500	\$2,303,500	10	\$5,665,000
Dodona Roboci	10	4	\$4,254,300	\$1,403,000	14	\$5,657,300
Marie Orlando	12	7	\$4,235,650	\$1,412,500	19	\$5,648,150
Denise Marie Stilwell, PA	4	4	\$2,271,000	\$3,375,000	8	\$5,646,000
Zach Dreier	6	4	\$3,697,500	\$1,945,500	10	\$5,643,000
Missey Weatherly	11	4	\$3,893,325	\$1,742,000	15	\$5,635,325
Vanya Demireva, LLC	1	8	\$900,000	\$4,728,750	9	\$5,628,750
Albie Varoski	4	5	\$3,395,000	\$2,213,000	9	\$5,608,000
Greg Backus	7		\$5,589,532		7	\$5,589,532
Claire S Gogan	11	7	\$3,141,250	\$2,444,000	18	\$5,585,250
Jon Maines	8	8	\$3,206,900	\$2,370,000	16	\$5,576,900
Gregory L Morrow	3	7	\$2,234,000	\$3,341,000	10	\$5,575,000
Susan H Cohen	10	2	\$5,086,000	\$462,000	12	\$5,548,000
Lloyd Rawn	1		\$5,545,000		1	\$5,545,000
Andrew James Ventura	3	11	\$1,865,000	\$3,678,500	14	\$5,543,500
John Despart	3	3	\$4,037,500	\$1,505,000	6	\$5,542,500
Diana Coyle	3	6	\$2,230,000	\$3,290,000	9	\$5,520,000
Sheri L Gesdorf, PA	2	2	\$2,710,000	\$2,809,748	4	\$5,519,748
Maria Bockius	9	7	\$3,429,500	\$2,082,500	16	\$5,512,000
Dena Wilcoxon	5	12	\$1,780,500	\$3,727,500	17	\$5,508,000
Doreen A Vachon	11	10	\$3,003,650	\$2,503,000	21	\$5,506,650
Patricia G Joyce	3	1	\$5,050,000	\$450,000	4	\$5,500,000
Nicholas F Spahr	1	3	\$2,000,000	\$3,485,000	4	\$5,485,000
Robert Nemece	1	4	\$1,452,500	\$4,023,500	5	\$5,476,000
Lisa R Roth, PA	4	1	\$2,710,000	\$2,765,000	5	\$5,475,000
T. Glenn Hasenfus		7		\$5,468,400	7	\$5,468,400
Denny Grimes		17		\$5,468,140	17	\$5,468,140
Kevin W Small, PA	3	8	\$1,280,000	\$4,187,000	11	\$5,467,000
Domenico Ceruzzi	2	4	\$2,437,500	\$3,025,000	6	\$5,462,500
Gordie Lazich	2	1	\$5,284,900	\$159,000	3	\$5,443,900
Reagan Roberts	3	3	\$2,850,000	\$2,590,000	6	\$5,440,000
Mark Vincent Borelli	2	2	\$3,235,000	\$2,150,000	4	\$5,385,000
Deborah Adams-Bateman	5	10	\$2,007,000	\$3,375,500	15	\$5,382,500
Todd E DeFilipps, PA	1	6	\$880,000	\$4,502,400	7	\$5,382,400
Marie Vaughan	4		\$5,382,000		4	\$5,382,000
Tripp Champion	3	3	\$3,115,000	\$2,265,500	6	\$5,380,500
Elizabeth McCrank	11	4	\$4,141,778	\$1,237,500	15	\$5,379,278
Adrian A Sabatino	6	7	\$2,985,850	\$2,381,800	13	\$5,367,650
Billie K Dalesio-Faccinto, PA	4	3	\$3,258,000	\$2,100,000	7	\$5,358,000
Diane L Mato	3	13	\$860,760	\$4,487,500	16	\$5,348,260

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Cindy Bass-Wood	2	3	\$1,925,000	\$3,420,000	5	\$5,345,000
Michelle Paradis	2	5	\$1,494,900	\$3,836,000	7	\$5,330,900
Jeff Buchholz	7	1	\$5,065,750	\$250,000	8	\$5,315,750
Sheila A Gea	4	5	\$2,541,100	\$2,772,100	9	\$5,313,200
David A Johnston	12	5	\$3,938,300	\$1,372,000	17	\$5,310,300
Peggy Sue Garrity	3	6	\$1,944,000	\$3,365,000	9	\$5,309,000
Tara Olson	8	3	\$4,061,505	\$1,230,900	11	\$5,292,405
Cynthia K Thompson	1	1	\$290,000	\$5,000,000	2	\$5,290,000
Tammy Garro	11		\$5,273,000		11	\$5,273,000
Pamela M Keyes	9	4	\$4,343,400	\$926,000	13	\$5,269,400
Doug Durrenberger	1	3	\$1,263,945	\$3,985,185	4	\$5,249,130
Ray Couret	1	1	\$4,700,000	\$545,000	2	\$5,245,000
Dawn Johnson	6	1	\$5,015,000	\$223,000	7	\$5,238,000
Hudson Warren III	4	12	\$975,000	\$4,260,000	16	\$5,235,000
Mark Arthur Alterio	5	5	\$2,325,000	\$2,907,500	10	\$5,232,500
Pamela M Frey, PA	4	3	\$2,702,000	\$2,530,000	7	\$5,232,000
Jana Caudill	10	1	\$4,618,500	\$610,000	11	\$5,228,500
Margaret Hutchison	3	6	\$1,178,000	\$4,050,000	9	\$5,228,000
Jackie May	1	1	\$5,000,000	\$225,000	2	\$5,225,000
Anne C Henning	4	8	\$2,375,000	\$2,850,000	12	\$5,225,000
Nick Sweat	9	6	\$3,434,500	\$1,789,500	15	\$5,224,000
Michelle K Balon	6	7	\$2,339,800	\$2,882,200	13	\$5,222,000
Vince Napoleon	2	5	\$2,840,000	\$2,380,500	7	\$5,220,500
Ronald N Barakett	6	10	\$1,951,000	\$3,231,400	16	\$5,182,400
Karen Lee Wasserman	8	5	\$3,058,000	\$2,108,000	13	\$5,166,000
Ellen Egglund, PA	2	5	\$1,870,000	\$3,295,000	7	\$5,165,000
Marc Douglas Brandt	6	9	\$2,610,000	\$2,554,000	15	\$5,164,000
Jonathan M Burg, PA	7	4	\$3,659,750	\$1,502,500	11	\$5,162,250
Susan J Wall	2	3	\$955,000	\$4,205,000	5	\$5,160,000
Alysia Shivers	7	5	\$2,858,000	\$2,293,000	12	\$5,151,000
Blake Owen	4	6	\$2,779,000	\$2,354,000	10	\$5,133,000
Brad Means	6	5	\$3,660,900	\$1,470,400	11	\$5,131,300
Chris E Griffith	5	7	\$2,418,000	\$2,710,000	12	\$5,128,000
Maria L Rojas	13	7	\$3,200,600	\$1,913,000	20	\$5,113,600
Lila Polarski	9	7	\$2,984,000	\$2,127,000	16	\$5,111,000
Heather Zurlo	5	10	\$2,973,500	\$2,134,400	15	\$5,107,900
Roderick C Price	2	1	\$2,430,000	\$2,675,000	3	\$5,105,000
Paula J Van Zuidam	1		\$5,100,000		1	\$5,100,000
Dominick Tascher	11	4	\$4,034,000	\$1,052,900	15	\$5,086,900
Rhonda L Jacobson, PA	5	4	\$1,329,000	\$3,757,000	9	\$5,086,000
Scott C Campbell	6	9	\$1,968,000	\$3,102,400	15	\$5,070,400
Stephen Paul Sibiga	7	12	\$2,212,268	\$2,856,438	19	\$5,068,706
Karol L Maw	2	7	\$1,460,000	\$3,602,000	9	\$5,062,000
Nelly B Willshire	2	2	\$3,425,000	\$1,630,000	4	\$5,055,000
Carl H Lohmann, Jr.	4	3	\$3,184,900	\$1,863,000	7	\$5,047,900
Lisa Malone Pearl	4	8	\$2,231,000	\$2,816,000	12	\$5,047,000
Sarah E Thompson	7	6	\$2,648,000	\$2,368,500	13	\$5,016,500
Mary A Naylor	4	5	\$3,665,500	\$1,343,000	9	\$5,008,500
Jim Flack	5	5	\$2,303,000	\$2,704,400	10	\$5,007,400
Carl Edgar Dittrich	1		\$5,000,000		1	\$5,000,000
Maurica Jeanne Hurley		1		\$5,000,000	1	\$5,000,000
Steven C Smiley		1		\$5,000,000	1	\$5,000,000
Chris Hone	5	8	\$1,684,500	\$3,312,500	13	\$4,997,000
Mark J Moorhead, LLC	6	7	\$2,765,958	\$2,213,000	13	\$4,978,958
Joseph Pavich Sr.	4	15	\$978,000	\$3,993,000	19	\$4,971,000
Barry J Hoey, PA	4	8	\$1,549,000	\$3,422,000	12	\$4,971,000
Barry J Reed	9	8	\$2,002,400	\$2,961,525	17	\$4,963,925

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Birgit Petra Fraser	10	4	\$3,691,000	\$1,270,500	14	\$4,961,500
Amy J Atherholt	5	4	\$2,424,000	\$2,536,000	9	\$4,960,000
H. Max Lummis	5		\$4,958,000		5	\$4,958,000
Art David, PA	4	8	\$1,630,500	\$3,296,139	12	\$4,926,639
Charles J Elig	4		\$4,924,500		4	\$4,924,500
Stephen Barsky	3	2	\$4,044,000	\$877,500	5	\$4,921,500
Michael Gene Jordan, Sr.	5	2	\$3,760,000	\$1,150,000	7	\$4,910,000
John Fraine	4	3	\$2,885,000	\$2,025,000	7	\$4,910,000
Shirley Porter	4	4	\$2,168,000	\$2,740,000	8	\$4,908,000
Ronald D Stamerro	8	2	\$4,237,000	\$670,000	10	\$4,907,000
Rose Marie Krause	7	6	\$2,641,900	\$2,263,000	13	\$4,904,900
Dru Martinovich	2	2	\$1,850,000	\$3,050,000	4	\$4,900,000
Bea Bolsen	1	2	\$2,275,000	\$2,612,500	3	\$4,887,500
Marty Wallerstein	4	5	\$2,903,000	\$1,978,400	9	\$4,881,400
Stuart W Miller	1	8	\$282,500	\$4,592,270	9	\$4,874,770
Joanne Ciesielski	4	10	\$1,360,000	\$3,512,500	14	\$4,872,500
Mark Edwards	2	12	\$528,000	\$4,329,000	14	\$4,857,000
Tony Cologero, Jr	5	5	\$2,013,500	\$2,841,000	10	\$4,854,500
Don Ward, Jr.	10	8	\$2,466,513	\$2,370,000	18	\$4,836,513
Paul Graffy, PA	4	2	\$3,957,800	\$875,000	6	\$4,832,800
Barb Hines	4	3	\$1,941,000	\$2,889,000	7	\$4,830,000
John C Owler	1	2	\$1,120,000	\$3,700,000	3	\$4,820,000
John See	6	6	\$2,342,950	\$2,467,500	12	\$4,810,450
David W Brown, PA	2	4	\$2,410,000	\$2,390,000	6	\$4,800,000
Angie Curkovic	6	3	\$2,900,000	\$1,900,000	9	\$4,800,000
Cynthia Kruesi	3	11	\$1,360,000	\$3,434,900	14	\$4,794,900
Debbie Zvibleman, PA	4	7	\$2,667,000	\$2,113,500	11	\$4,780,500
Ann S Zampogna	3	3	\$3,252,000	\$1,522,000	6	\$4,774,000
Tyler D Manring	9	8	\$2,776,000	\$1,997,900	17	\$4,773,900
BC Cloutier	8	5	\$3,705,000	\$1,057,000	13	\$4,762,000
Jodi Kay Hansen	7	4	\$3,831,000	\$926,000	11	\$4,757,000
Gabe Mellein	8	4	\$3,023,000	\$1,724,999	12	\$4,747,999
Minh H Nguyen	10	1	\$4,619,000	\$127,500	11	\$4,746,500
Joy A Selby	4	11	\$1,035,000	\$3,710,000	15	\$4,745,000
Lisa Marie Johnson, PA	5	10	\$1,282,500	\$3,447,400	15	\$4,729,900
Mike Pagliccia, LLC	6	2	\$3,772,225	\$953,000	8	\$4,725,225
Vivienne R Sinkow, PA	4	2	\$3,573,900	\$1,149,000	6	\$4,722,900
Michele Ann Corso, PA	4	7	\$1,097,500	\$3,603,310	11	\$4,700,810
Nestor A Nunez	2		\$4,684,900		2	\$4,684,900
Deborah M Moriarty	4	2	\$3,407,000	\$1,273,500	6	\$4,680,500
Steve Sims, LLC	5	2	\$3,208,605	\$1,470,500	7	\$4,679,105
Bob Pisa	6	6	\$2,891,540	\$1,780,500	12	\$4,672,040
Melinda K Sullivan	4	6	\$2,515,000	\$2,152,053	10	\$4,667,053
Carol A Verdile	6		\$4,662,000		6	\$4,662,000
Andrew M Occhipinti	7	4	\$2,575,000	\$2,084,500	11	\$4,659,500
Kim Jokela	4	8	\$1,372,000	\$3,285,000	12	\$4,657,000
Stacie Ricci	3	5	\$920,000	\$3,733,000	8	\$4,653,000
Dan Opyt, Jr.	14	2	\$4,148,565	\$488,500	16	\$4,637,065
David A Burke	9		\$4,631,475		9	\$4,631,475
Robin Eileen Hill	3	7	\$1,503,900	\$3,124,900	10	\$4,628,800
Walter Patrick	1	1	\$625,000	\$4,000,000	2	\$4,625,000
Joyce Kay Book	2	1	\$4,400,000	\$225,000	3	\$4,625,000
Stacey L Reed	6	6	\$2,390,000	\$2,232,500	12	\$4,622,500
Ken Hoover	8	5	\$2,758,000	\$1,852,500	13	\$4,610,500
Paul N Miano	10	6	\$3,194,650	\$1,408,300	16	\$4,602,950
David J Roy, PA	7	6	\$2,559,900	\$2,031,500	13	\$4,591,400
Steve Barker	9	2	\$3,875,396	\$710,000	11	\$4,585,396

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Brian F. Kennedy	2	2	\$2,775,000	\$1,804,999	4	\$4,579,999
Jeanne Ellen Biada	1	2	\$1,100,000	\$3,465,000	3	\$4,565,000
Britta Schulze	9		\$4,564,500		9	\$4,564,500
Amy Nicole Summerlot	2	1	\$1,355,000	\$3,200,000	3	\$4,555,000
Linda R Schmidt	10	5	\$3,186,900	\$1,367,999	15	\$4,554,899
Mary H Raymond	2	3	\$1,233,900	\$3,306,500	5	\$4,540,400
Mark W Turner	4	1	\$4,040,000	\$500,000	5	\$4,540,000
Amy L Van Wyk	3	7	\$1,264,169	\$3,269,500	10	\$4,533,669
Donald E Wiggins, PA	3	7	\$1,745,250	\$2,783,000	10	\$4,528,250
Beverly Hoffman Gallo, PA	4	8	\$2,222,500	\$2,305,000	12	\$4,527,500
Laura Catherine Bolagno	10	6	\$2,997,550	\$1,526,500	16	\$4,524,050
Sal Procacci	5	5	\$2,065,000	\$2,449,500	10	\$4,514,500
Teddianne A Wantz, PA	6		\$4,512,000		6	\$4,512,000
Nancy Thomas Manley, PA	5	5	\$2,405,000	\$2,100,000	10	\$4,505,000
Jim Weigel	2	6	\$957,000	\$3,547,000	8	\$4,504,000
Brenda Jean Ruth, PA	1		\$4,500,000		1	\$4,500,000
Ursula Weinkauff	5	11	\$1,720,000	\$2,778,500	16	\$4,498,500
Kathleen Wegwert	5	7	\$1,934,000	\$2,564,000	12	\$4,498,000
Bob Lamson, PA	3	4	\$1,152,000	\$3,337,000	7	\$4,489,000
Roger L Hill, Jr.	6	11	\$1,599,000	\$2,882,000	17	\$4,481,000
Anne E Towers	5	1	\$4,330,000	\$148,000	6	\$4,478,000
Valerie A Guido	2		\$4,475,000		2	\$4,475,000
Bryan D Tipple	1	4	\$650,000	\$3,825,000	5	\$4,475,000
Steve Schoepfer	4	12	\$1,045,500	\$3,425,500	16	\$4,471,000
Laura Davidson	5	1	\$4,005,555	\$452,555	6	\$4,458,110
Cynthia J Timmerman, PA	6	4	\$3,173,000	\$1,283,000	10	\$4,456,000
Carol L Rhodes	2		\$4,454,000		2	\$4,454,000
Diana M Orozco	6	13	\$1,347,300	\$3,106,000	19	\$4,453,300
Susan Bible	4	5	\$1,810,000	\$2,605,000	9	\$4,415,000
Tracy Guillot	8	5	\$3,008,000	\$1,385,000	13	\$4,393,000
Scott Fogel	9	4	\$3,206,699	\$1,185,400	13	\$4,392,099
Elli G Taylor	2	4	\$2,874,000	\$1,507,000	6	\$4,381,000
Christine H Jones		6		\$4,380,900	6	\$4,380,900
Tom Kilarski	9	9	\$2,168,000	\$2,210,500	18	\$4,378,500
Lilybeth Savage	5	4	\$3,486,099	\$883,000	9	\$4,369,099
Jesse McGreevy	1	12	\$174,000	\$4,193,200	13	\$4,367,200
Jeff Jaarda	2	3	\$2,962,000	\$1,399,000	5	\$4,361,000
Lorraine Sanchez	5	11	\$1,281,623	\$3,079,212	16	\$4,360,835
Birgit A Wolf, PA	6	5	\$2,345,000	\$2,011,500	11	\$4,356,500
Clarissa Engelhard	1		\$4,350,000		1	\$4,350,000
Keith R Gordon	2	10	\$666,415	\$3,683,450	12	\$4,349,865
Riley Duncan, Jr.	13	5	\$2,814,000	\$1,529,000	18	\$4,343,000
Abbie Valentine, III	5	4	\$1,485,500	\$2,847,500	9	\$4,333,000
Debra J McAlister-Brown, PA	6	8	\$1,789,700	\$2,528,511	14	\$4,318,211
Bruce Zintz	2	3	\$1,360,000	\$2,951,500	5	\$4,311,500
Shana L Helsel	1		\$4,300,000		1	\$4,300,000
Darlene Casey	6	6	\$1,825,500	\$2,469,000	12	\$4,294,500
Janine M Monfort	5	7	\$2,076,775	\$2,216,675	12	\$4,293,450
Gary L Jaarda	3	2	\$2,301,000	\$1,990,000	5	\$4,291,000
Dena Ferraro	7	4	\$2,820,500	\$1,465,500	11	\$4,286,000
Zachary Anderson, PA	5	8	\$1,922,900	\$2,345,500	13	\$4,268,400
Bob Forman	7	9	\$2,092,000	\$2,171,500	16	\$4,263,500
Parrish Clark	2	1	\$4,065,000	\$191,000	3	\$4,256,000
Allyson Hunter Lyons	1		\$4,250,000		1	\$4,250,000
Paula See, PA	3	2	\$2,328,000	\$1,918,000	5	\$4,246,000
Brian R Flannery	9	5	\$3,052,400	\$1,185,500	14	\$4,237,900
Wanda Z Cross	1	4	\$960,000	\$3,254,000	5	\$4,214,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Joseph A Bartos, PA	4	11	\$1,069,400	\$3,138,500	15	\$4,207,900
Michael Jackson	4	10	\$1,135,000	\$3,067,000	14	\$4,202,000
DeeDee Ponder	2		\$4,200,000		2	\$4,200,000
Nancy H Kreisler	3	1	\$2,750,000	\$1,450,000	4	\$4,200,000
Dino C Lauricella, PA	2	8	\$1,234,000	\$2,962,400	10	\$4,196,400
Susan E Procacci	1	9	\$385,000	\$3,803,000	10	\$4,188,000
Niklas Ahola	3	2	\$2,545,000	\$1,642,500	5	\$4,187,500
Billie Jans	5	3	\$2,187,000	\$1,999,000	8	\$4,186,000
Stuart L Melnick	7	1	\$2,607,500	\$1,575,000	8	\$4,182,500
Sharon Grabau	1	5	\$587,000	\$3,591,500	6	\$4,178,500
Bethany Rose Meyer	8	4	\$2,967,500	\$1,207,500	12	\$4,175,000
Lori C Hall	9	4	\$2,841,000	\$1,330,000	13	\$4,171,000
Carol J Sheehy	1	2	\$1,995,000	\$2,171,300	3	\$4,166,300
Jaclyn Palowitz	8	1	\$3,939,500	\$225,000	9	\$4,164,500
Lynne Marie Hancock	3	6	\$2,016,500	\$2,143,000	9	\$4,159,500
Angela M Kniep	7	16	\$1,300,200	\$2,858,600	23	\$4,158,800
Terese DeLuca	4	5	\$1,460,000	\$2,697,500	9	\$4,157,500
Bob Smith	4	2	\$2,560,000	\$1,585,000	6	\$4,145,000
John E Austin	9	7	\$2,027,900	\$2,096,952	16	\$4,124,852
Mark Christopher Colgan	1	14	\$180,000	\$3,942,100	15	\$4,122,100
David Ryan Ward	11		\$4,118,382		11	\$4,118,382
Nancy Haroian-Wry	9	3	\$3,298,400	\$815,000	12	\$4,113,400
Dennis Warson	4	10	\$1,232,000	\$2,880,000	14	\$4,112,000
Joy L Buck	5	5	\$2,066,000	\$2,045,000	10	\$4,111,000
Shawn P Stuben	6		\$4,110,000		6	\$4,110,000
Will McDonald, III	4	3	\$2,388,000	\$1,713,000	7	\$4,101,000
Stephen L Kauffman	1		\$4,100,000		1	\$4,100,000
Annemarie M Giannini	4	8	\$1,220,000	\$2,876,000	12	\$4,096,000
Tom Fahey	7	4	\$2,405,500	\$1,681,000	11	\$4,086,500
Kirby Richard	1	14	\$409,000	\$3,676,500	15	\$4,085,500
Heather J Dameron	6	5	\$2,472,500	\$1,612,400	11	\$4,084,900
Kristen Joy Janson, LLC	9		\$4,082,000		9	\$4,082,000
Carole V Carpenter, DR	5	10	\$1,309,999	\$2,769,999	15	\$4,079,998
Mike Sokol	2	4	\$2,407,000	\$1,670,500	6	\$4,077,500
Jill Pyszkowski	6	2	\$3,207,000	\$870,000	8	\$4,077,000
James E Trzyna, PA	5	8	\$1,459,100	\$2,617,600	13	\$4,076,700
Karen L Lund	7	8	\$2,135,435	\$1,937,500	15	\$4,072,935
John B Weiss	2	5	\$1,579,990	\$2,488,000	7	\$4,067,990
Darren W Sherwood	1	6	\$399,900	\$3,642,500	7	\$4,042,400
Lori Hughes-Marshall	4	6	\$2,044,000	\$1,991,000	10	\$4,035,000
Robert Michael Lehner	8	6	\$2,305,000	\$1,727,500	14	\$4,032,500
Shannon Lefevre	3		\$4,030,000		3	\$4,030,000
Lisa P. Grear, PA	3	10	\$744,000	\$3,285,000	13	\$4,029,000
Maureen A Pierzchala	9	13	\$1,523,000	\$2,503,000	22	\$4,026,000
Joan Boesch	4	8	\$1,326,500	\$2,690,500	12	\$4,017,000
Raymond Cabral	8	4	\$2,762,500	\$1,248,000	12	\$4,010,500
Lee Howard Blackston	5	3	\$1,900,000	\$2,104,000	8	\$4,004,000
Michael M Saadeh		6		\$4,002,000	6	\$4,002,000
Jonnette Marie Onder-Smith	2	1	\$2,650,000	\$1,350,000	3	\$4,000,000
Angel Madera, Jr.	4	11	\$974,000	\$3,022,400	15	\$3,996,400
Michelle A D'Agostino	5	9	\$1,336,000	\$2,657,900	14	\$3,993,900
Deb Gardiner, PA	8	5	\$2,811,500	\$1,181,500	13	\$3,993,000
Vito Galatro	5	5	\$1,443,990	\$2,539,000	10	\$3,982,990
Maura K Davenport	10	6	\$3,027,000	\$955,900	16	\$3,982,900
John M Blaine, PA	3	12	\$725,000	\$3,257,150	15	\$3,982,150
Linda G Williams	6	8	\$1,975,500	\$1,999,500	14	\$3,975,000
Monica Sue Rawn	2	6	\$470,000	\$3,505,000	8	\$3,975,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Peter R Bobris	8	4	\$2,646,000	\$1,315,500	12	\$3,961,500
Pat Callis	3	3	\$2,280,000	\$1,675,000	6	\$3,955,000
Marc Comisar		12		\$3,954,500	12	\$3,954,500
Brett Larson	6	9	\$1,723,000	\$2,223,500	15	\$3,946,500
Alice Zaimes Strong, PA	5	1	\$3,017,000	\$925,000	6	\$3,942,000
Carol Jones	4	5	\$1,577,500	\$2,363,000	9	\$3,940,500
Randy Keys	2	3	\$1,881,000	\$2,058,000	5	\$3,939,000
Jason Gibson	5	2	\$3,387,000	\$551,000	7	\$3,938,000
Kimberly M Salay	4	2	\$2,828,000	\$1,108,000	6	\$3,936,000
Agnes J Zak	7	4	\$2,337,500	\$1,597,000	11	\$3,934,500
Alan B Levi, PA	3	6	\$1,278,920	\$2,647,800	9	\$3,926,720
Lori L Coates	4	8	\$1,476,000	\$2,434,000	12	\$3,910,000
Dianne Lynn MacGregor, LLC	8	2	\$3,231,900	\$676,000	10	\$3,907,900
Diane Solomon, LLC	1	1	\$755,000	\$3,150,000	2	\$3,905,000
Scott J Lepore	2	3	\$1,325,000	\$2,580,000	5	\$3,905,000
Erik Flornes	2	5	\$1,187,000	\$2,714,400	7	\$3,901,400
Lisa Dobyanski	6	5	\$2,549,400	\$1,351,900	11	\$3,901,300
Larry Lang	2	1	\$2,650,000	\$1,250,000	3	\$3,900,000
Catherine A Bordner	3	5	\$962,000	\$2,935,000	8	\$3,897,000
Daniel B Beauchemin	1	7	\$530,000	\$3,353,900	8	\$3,883,900
Donna J Buinicky	6	3	\$3,110,990	\$772,500	9	\$3,883,490
Carolyn M Quistberg, PA	5	6	\$1,689,000	\$2,191,500	11	\$3,880,500
Bobbie Dusek	1	1	\$3,300,000	\$575,000	2	\$3,875,000
Virginia R Wilson	4	1	\$3,533,000	\$340,000	5	\$3,873,000
Dana H DeLong	4	4	\$1,761,000	\$2,107,500	8	\$3,868,500
Lynn A Desmond	3	3	\$2,500,000	\$1,367,500	6	\$3,867,500
Vince Ralph Iorio	2	2	\$2,630,000	\$1,216,000	4	\$3,846,000
Carol Toupin, PA	4	3	\$3,108,000	\$735,000	7	\$3,843,000
Mark P Riley	3	1	\$836,900	\$3,000,000	4	\$3,836,900
Brian D Frye	9	6	\$2,239,414	\$1,589,000	15	\$3,828,414
Woody Woodruff	3	9	\$1,388,425	\$2,435,500	12	\$3,823,925
David De La Noval, PA	4	9	\$1,289,900	\$2,532,800	13	\$3,822,700
Ruth G Bethem	1	7	\$225,000	\$3,592,900	8	\$3,817,900
Nina R Link, PA	7	9	\$1,687,000	\$2,121,000	16	\$3,808,000
Marsha Lynn	10	6	\$2,407,300	\$1,399,900	16	\$3,807,200
Odamis Martinez Houston	7	7	\$1,946,000	\$1,857,000	14	\$3,803,000
Gary L Hicks	6	5	\$1,771,850	\$2,031,000	11	\$3,802,850
Brant Keller	8	4	\$2,511,200	\$1,289,200	12	\$3,800,400
Candi Alaimo	1		\$3,800,000		1	\$3,800,000
Sylvia Kuperus		1		\$3,800,000	1	\$3,800,000
Carol T Wilsey	4	5	\$1,508,000	\$2,283,000	9	\$3,791,000
Jane Gruenhagen	5	5	\$2,305,000	\$1,485,000	10	\$3,790,000
Jason A Olson	4	1	\$3,606,670	\$182,000	5	\$3,788,670
Doug Haughey	2	4	\$1,345,000	\$2,438,500	6	\$3,783,500
Katie Watral, PA	6	3	\$3,103,000	\$680,000	9	\$3,783,000
Kim Menkhorst	4	3	\$1,600,500	\$2,177,500	7	\$3,778,000
Joanna C Schrenko	3	1	\$2,670,000	\$1,096,000	4	\$3,766,000
Patricia Ann Moore	2	20	\$484,000	\$3,277,400	22	\$3,761,400
Krystelle Cacio	2	8	\$673,000	\$3,072,000	10	\$3,745,000
Joanmarie Lermann	8	4	\$2,719,669	\$1,019,000	12	\$3,738,669
Matthew W Reed	5	4	\$2,875,000	\$862,000	9	\$3,737,000
Amanda A Erwin	2	2	\$1,179,900	\$2,550,000	4	\$3,729,900
Mary P Duggan, PA	2	3	\$1,540,000	\$2,189,000	5	\$3,729,000
Michael W Sopka	11	4	\$2,871,600	\$844,000	15	\$3,715,600
Osleidys Lopez	1	11	\$282,000	\$3,428,800	12	\$3,710,800
Jeanie Adams	7	9	\$1,837,800	\$1,872,200	16	\$3,710,000
Lou B Paratore	3	3	\$1,854,560	\$1,854,560	6	\$3,709,120

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Jacie Cahoon	9	4	\$2,333,000	\$1,369,000	13	\$3,702,000
Robert Kanjian		12		\$3,696,830	12	\$3,696,830
Sheila R Faragher	3	6	\$1,374,900	\$2,321,000	9	\$3,695,900
Jim Neal	6	5	\$2,383,000	\$1,312,500	11	\$3,695,500
Manuel A Alvarez	7	5	\$2,661,500	\$1,026,450	12	\$3,687,950
Kay Tarnowski	9		\$3,687,000		9	\$3,687,000
Anthony J Gatto, PA	3	3	\$1,688,000	\$1,994,000	6	\$3,682,000
Jeffrey T Vespo	2	3	\$1,385,000	\$2,290,000	5	\$3,675,000
Cynthia L Miles	4	4	\$1,206,500	\$2,466,500	8	\$3,673,000
Courtney M Smith	4	4	\$2,041,250	\$1,631,000	8	\$3,672,250
Terri Romano, PA	4	2	\$2,561,000	\$1,104,000	6	\$3,665,000
Dana B Lark	4	5	\$1,719,000	\$1,944,000	9	\$3,663,000
Vince Rigoni	3	7	\$610,000	\$3,047,000	10	\$3,657,000
Gigi Ricciardi	7	3	\$2,135,500	\$1,514,500	10	\$3,650,000
April L Hoover	1	1	\$1,225,000	\$2,425,000	2	\$3,650,000
Sharon S Kaltenborn	2	4	\$1,696,000	\$1,949,000	6	\$3,645,000
Sandy Gilbert	3		\$3,642,376		3	\$3,642,376
Stephanie McCall		14		\$3,631,686	14	\$3,631,686
Karen Lee Grosso	4	3	\$2,126,826	\$1,503,645	7	\$3,630,471
Marilynn F Langdon	5	1	\$3,381,000	\$240,000	6	\$3,621,000
Tom Allen	4		\$3,615,000		4	\$3,615,000
Larry Bell	3	2	\$2,060,000	\$1,550,000	5	\$3,610,000
Allison Leigh Kennedy	6	1	\$3,333,500	\$274,000	7	\$3,607,500
Lorraine Paige		1		\$3,597,500	1	\$3,597,500
Linda S Dunn	8	3	\$3,009,365	\$582,000	11	\$3,591,365
Lindsey Read	4	2	\$3,051,000	\$540,000	6	\$3,591,000
Sandra McCarthy-Meeks, PA	1	3	\$285,000	\$3,304,450	4	\$3,589,450
Betty E Smith	2		\$3,581,083		2	\$3,581,083
Barbara Irons	7	5	\$2,132,500	\$1,445,000	12	\$3,577,500
Liz Biswurm	9	7	\$2,171,300	\$1,397,500	16	\$3,568,800
Amy E Ashby	3	3	\$1,320,000	\$2,247,000	6	\$3,567,000
Leah M Paige	3	3	\$2,471,480	\$1,089,900	6	\$3,561,380
Melanie L Listrom	11	5	\$2,284,400	\$1,274,900	16	\$3,559,300
Jerry Webster	4	11	\$945,152	\$2,613,500	15	\$3,558,652
Betsy A Bates	7	5	\$2,603,000	\$955,500	12	\$3,558,500
Diana M McCoy, PA	3	2	\$3,077,000	\$479,000	5	\$3,556,000
Emily Campos	3	1	\$2,890,000	\$662,500	4	\$3,552,500
Linda M Berson		2		\$3,550,000	2	\$3,550,000
Chadwick R Saunders, PA	5	5	\$1,682,500	\$1,866,900	10	\$3,549,400
Byron W Vogel		2		\$3,542,500	2	\$3,542,500
Juan F Romano	6	9	\$1,268,000	\$2,271,400	15	\$3,539,400
Poogie Cooper	6	2	\$2,834,500	\$704,500	8	\$3,539,000
Christopher Michetti	3		\$3,535,000		3	\$3,535,000
Ron Saul, PA	5	6	\$1,243,500	\$2,291,500	11	\$3,535,000
Kimberly A Zuponcic, PA	6	4	\$1,725,000	\$1,806,000	10	\$3,531,000
Sandra Carano	11	5	\$2,434,000	\$1,095,000	16	\$3,529,000
Robert J Patteri	7	4	\$2,773,000	\$755,000	11	\$3,528,000
Don Droke	3	5	\$1,049,400	\$2,476,500	8	\$3,525,900
Jackie Spahl	3	4	\$1,893,975	\$1,627,000	7	\$3,520,975
Gabriele Gardiner	2	4	\$1,270,000	\$2,249,000	6	\$3,519,000
Janet Santiago	9	2	\$3,007,000	\$510,000	11	\$3,517,000
Mark Hetrick	3	8	\$1,160,000	\$2,357,000	11	\$3,517,000
Erin Marie Risher	9	3	\$2,939,500	\$572,000	12	\$3,511,500
Douglas E Addeo		8		\$3,507,425	8	\$3,507,425
Darlene Marie House	3		\$3,505,000		3	\$3,505,000
Joseph F. Olivastro	8	1	\$3,119,530	\$384,000	9	\$3,503,530
Nico Paredes	11	2	\$2,879,000	\$621,000	13	\$3,500,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Jean C Laidlaw-Bell	3	12	\$702,000	\$2,797,500	15	\$3,499,500
Susan Clune	3	5	\$1,330,000	\$2,168,500	8	\$3,498,500
Diane W. Beattie	1	9	\$485,000	\$3,012,500	10	\$3,497,500
Bonnie Zaikov, PA	7	4	\$2,510,900	\$984,800	11	\$3,495,700
Wendy Nelson	5	1	\$3,279,000	\$210,000	6	\$3,489,000
Kathleen S Piper, PA	1	3	\$357,000	\$3,131,000	4	\$3,488,000
Harley Conrad, Jr.	3	2	\$2,615,000	\$872,500	5	\$3,487,500
Glenn Brackett	7	6	\$1,867,900	\$1,607,500	13	\$3,475,400
Ernesto Sampredo	10	2	\$2,713,900	\$760,000	12	\$3,473,900
Aileen Kennedy	3	2	\$2,821,150	\$643,250	5	\$3,464,400
Kara L Eisenga	2	3	\$1,530,000	\$1,934,000	5	\$3,464,000
Kathi L Kilburn-Bruce		4		\$3,455,000	4	\$3,455,000
Derick Rivers Smith	12		\$3,449,250		12	\$3,449,250
Nicholas A Spano	12		\$3,446,900		12	\$3,446,900
Jen Mitchell	4	3	\$2,041,000	\$1,405,900	7	\$3,446,900
Joanne A Slager	2	3	\$2,258,000	\$1,185,500	5	\$3,443,500
Chris Farrugia	3	6	\$1,130,900	\$2,311,000	9	\$3,441,900
Joe Morgan	6		\$3,431,000		6	\$3,431,000
Alex Gomez	8	5	\$2,061,200	\$1,368,400	13	\$3,429,600
Harriet Harnar P.A.	4	4	\$2,288,000	\$1,140,000	8	\$3,428,000
Catherine A McAvoy	2	2	\$1,550,870	\$1,867,500	4	\$3,418,370
Linda W Sandlin	4	7	\$1,272,000	\$2,146,000	11	\$3,418,000
Leah McCann	4	4	\$2,437,500	\$974,500	8	\$3,412,000
John E Meehan	4	2	\$2,661,000	\$750,000	6	\$3,411,000
Robb Mackett	5	4	\$1,973,000	\$1,436,000	9	\$3,409,000
Manuel Castro	4	8	\$825,000	\$2,582,000	12	\$3,407,000
Bill Robertson	4	2	\$1,360,000	\$2,047,000	6	\$3,407,000
Trevor Steven Ekovich	2	11	\$545,000	\$2,860,900	13	\$3,405,900
Christel A Johnson	2	5	\$780,000	\$2,624,000	7	\$3,404,000
Scott Leiti		6		\$3,400,050	6	\$3,400,050
Keith Allen Goodman	1	8	\$500,000	\$2,900,000	9	\$3,400,000
Steve Hendey		8		\$3,398,350	8	\$3,398,350
Emily Landis Walker	2	1	\$2,546,000	\$850,000	3	\$3,396,000
Christa L Kacillas	9	3	\$2,688,250	\$707,000	12	\$3,395,250
Lynn Anne Seal	3	3	\$1,605,000	\$1,790,000	6	\$3,395,000
Jay Whalen	6	4	\$2,290,500	\$1,100,000	10	\$3,390,500
Michael A Housewert	2	4	\$1,118,677	\$2,268,677	6	\$3,387,354
Mike Shoaff	7	6	\$1,808,000	\$1,574,500	13	\$3,382,500
Antonio B Brown	3	4	\$2,060,000	\$1,318,900	7	\$3,378,900
Tim Diers	4	3	\$2,601,875	\$775,000	7	\$3,376,875
Peggy A Wagner	2	3	\$2,345,000	\$1,030,000	5	\$3,375,000
Michelle Marie Earhart	7	2	\$2,751,590	\$623,400	9	\$3,374,990
Tim Scott	2	2	\$2,280,000	\$1,092,000	4	\$3,372,000
Pamela J Hershberger	2	5	\$856,900	\$2,510,000	7	\$3,366,900
Jane Collins Pappas	1	1	\$1,950,000	\$1,410,000	2	\$3,360,000
Sally Kellogg	3	6	\$1,395,000	\$1,964,500	9	\$3,359,500
Lucia A Dillard	8	3	\$2,856,000	\$499,000	11	\$3,355,000
Gayle M Fawkes	1	5	\$460,000	\$2,894,000	6	\$3,354,000
Michael Fagan	3	4	\$1,593,000	\$1,759,000	7	\$3,352,000
Patricia Bucalo	2	1	\$3,110,000	\$240,000	3	\$3,350,000
Betty Battaglia	4	11	\$823,000	\$2,521,000	15	\$3,344,000
Brian J Carey	1	8	\$599,999	\$2,739,500	9	\$3,339,499
Javier Canizares	6	6	\$1,657,900	\$1,675,800	12	\$3,333,700
Nicole Capobianco	4	5	\$1,129,000	\$2,202,000	9	\$3,331,000
Ron Gilbert	2	13	\$492,500	\$2,837,350	15	\$3,329,850
Billie J Ferguson	1	5	\$871,300	\$2,455,000	6	\$3,326,300
Tom Dorway	9	7	\$1,870,250	\$1,452,500	16	\$3,322,750

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Darren John Boole		3		\$3,318,750	3	\$3,318,750
Marty McDermott	2		\$3,318,000		2	\$3,318,000
Karen L Meola	8	11	\$1,748,530	\$1,569,000	19	\$3,317,530
Mary E Saunders, PA	7		\$3,315,000		7	\$3,315,000
Fabrice O Krief	1		\$3,300,000		1	\$3,300,000
Gerry B Meeks	5	3	\$2,270,000	\$1,030,000	8	\$3,300,000
Darrel S Baker	3	3	\$1,500,000	\$1,795,500	6	\$3,295,500
Patti Truman	2	10	\$274,000	\$3,019,905	12	\$3,293,905
Jim Westerfield	5	3	\$2,317,000	\$972,000	8	\$3,289,000
John H Toussel, Jr.	1	4	\$355,000	\$2,933,500	5	\$3,288,500
Petra L Roller	6	4	\$2,271,500	\$1,014,000	10	\$3,285,500
Jimmy Borden	3	3	\$789,000	\$2,490,000	6	\$3,279,000
Jennifer Springer Rinden	2	9	\$497,500	\$2,778,000	11	\$3,275,500
Cheryl F Allen	1	2	\$2,575,000	\$695,000	3	\$3,270,000
Brian M Nelson	1	1	\$2,900,000	\$370,000	2	\$3,270,000
Maria F Zabala	8	5	\$2,010,890	\$1,255,000	13	\$3,265,890
Diane Rudd	4	4	\$1,714,900	\$1,543,500	8	\$3,258,400
Scott Muhlhauser, PA	3	3	\$2,470,000	\$780,000	6	\$3,250,000
Christine F Denault, LLC		1		\$3,250,000	1	\$3,250,000
James Prange	1	3	\$535,000	\$2,715,000	4	\$3,250,000
Christopher Telis	3	5	\$942,000	\$2,307,500	8	\$3,249,500
Scott Heiligman	6	1	\$2,954,000	\$292,050	7	\$3,246,050
Frank Duggan, III	5	4	\$1,930,107	\$1,314,000	9	\$3,244,107
Josh Kerschner	6	3	\$1,901,500	\$1,340,000	9	\$3,241,500
Zachary Rosen	6	11	\$1,085,049	\$2,155,150	17	\$3,240,199
Kim Levitan	5	3	\$2,419,000	\$821,000	8	\$3,240,000
Larry Caruso	1	4	\$460,330	\$2,775,330	5	\$3,235,660
Kathie Volland	1		\$3,234,000		1	\$3,234,000
Gregory J Hila	1	3	\$1,255,000	\$1,978,500	4	\$3,233,500
Clay Bresnan	8	5	\$2,023,911	\$1,199,500	13	\$3,223,411
Sarah F Rosiak	6	2	\$2,716,250	\$505,000	8	\$3,221,250
Bridget Fagan, PA	7	1	\$3,039,000	\$182,000	8	\$3,221,000
Jim Higgins	4	1	\$2,667,990	\$550,000	5	\$3,217,990
Chris Waleri	4		\$3,215,000		4	\$3,215,000
John Robert Brady	14		\$3,211,500		14	\$3,211,500
Werner H Schroeder, Jr	3	2	\$1,792,000	\$1,418,000	5	\$3,210,000
Linda A Teti	1	1	\$1,100,000	\$2,100,000	2	\$3,200,000
JoAnn Thokey, PA	3	3	\$2,115,000	\$1,072,000	6	\$3,187,000
Patricia Vahle	5	8	\$1,120,000	\$2,065,500	13	\$3,185,500
Veronique Pascual	2	1	\$3,075,000	\$110,000	3	\$3,185,000
Mike McLeod	2	5	\$908,800	\$2,272,600	7	\$3,181,400
John W Schroeder	3	2	\$2,018,000	\$1,157,000	5	\$3,175,000
Jim O'Keefe	5	4	\$1,742,750	\$1,428,500	9	\$3,171,250
Michael R Husted	4	4	\$1,806,000	\$1,364,500	8	\$3,170,500
Betty A Kampfer	2	6	\$440,000	\$2,730,297	8	\$3,170,297
Roger Brunswick PA	4	1	\$2,631,000	\$536,000	5	\$3,167,000
Dan Graham	6	4	\$1,978,920	\$1,184,000	10	\$3,162,920
Paul Freeman	2	3	\$1,830,000	\$1,329,500	5	\$3,159,500
Tracy DeLuca	10	7	\$2,053,900	\$1,105,400	17	\$3,159,300
Mal Griffin	5	5	\$1,745,500	\$1,413,000	10	\$3,158,500
Scott A Riddle, Jr.	7	6	\$1,645,500	\$1,506,500	13	\$3,152,000
Lance Martinicchio	9	3	\$2,533,500	\$614,250	12	\$3,147,750
Lori A Wright	4	3	\$1,765,900	\$1,375,000	7	\$3,140,900
Fred Benoit, Sr.	4	6	\$1,415,500	\$1,716,900	10	\$3,132,400
Lynn Atkinson	1	2	\$1,089,000	\$2,040,000	3	\$3,129,000
Ron Gunther	2	1	\$2,975,000	\$144,000	3	\$3,119,000
Paul Zerwal	4	8	\$1,087,900	\$2,031,000	12	\$3,118,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Joanne F Callahan	5	7	\$1,330,000	\$1,788,400	12	\$3,118,400
Samantha M Camacho	4	5	\$1,441,800	\$1,667,800	9	\$3,109,600
Vito Bauer	4	1	\$2,472,000	\$635,000	5	\$3,107,000
Kevin L Welch, PA	4	5	\$1,481,737	\$1,620,000	9	\$3,101,737
Bud Coleman	1		\$3,100,000		1	\$3,100,000
Katie Benham	1	1	\$497,500	\$2,600,000	2	\$3,097,500
Cindy Oneto	2	2	\$1,054,753	\$2,040,000	4	\$3,094,753
Joyce Maloney	1	3	\$567,000	\$2,525,000	4	\$3,092,000
Lisa G Schleiger	4	2	\$2,004,000	\$1,088,000	6	\$3,092,000
Eva Okenka	3	2	\$2,742,900	\$347,400	5	\$3,090,300
Rich Townsend, LLC	6	5	\$1,794,400	\$1,292,900	11	\$3,087,300
Michele Lynn Ferguson	4	2	\$2,216,000	\$870,000	6	\$3,086,000
Mark Thomas Beatty	4		\$3,083,360		4	\$3,083,360
Ozzie Lleras	7	2	\$2,146,500	\$935,000	9	\$3,081,500
Helen C Janssen	2	2	\$1,575,000	\$1,505,000	4	\$3,080,000
Keri S Huber	1	4	\$325,000	\$2,754,000	5	\$3,079,000
Shannon M H Crawford	2	3	\$1,331,000	\$1,745,000	5	\$3,076,000
Fay B Mlinarich	4	2	\$2,245,400	\$830,400	6	\$3,075,800
Ben Rae, III	2		\$3,075,000		2	\$3,075,000
Jeremy O'Guinn	3	4	\$1,345,000	\$1,727,000	7	\$3,072,000
Debbie Broulik	1	1	\$1,500,000	\$1,570,000	2	\$3,070,000
Carla Masse	5	6	\$1,436,500	\$1,629,900	11	\$3,066,400
Ian R Rudnick	5	4	\$1,825,000	\$1,236,000	9	\$3,061,000
Marion Francis Hagan III	4	2	\$1,585,000	\$1,475,000	6	\$3,060,000
Dan Rowe	10	3	\$2,365,000	\$694,000	13	\$3,059,000
Mark Goodspeed	3	4	\$1,052,500	\$2,000,000	7	\$3,052,500
Rebecca Kroseberg	4	4	\$1,581,500	\$1,466,890	8	\$3,048,390
Denisse Viera	7	4	\$1,805,900	\$1,241,000	11	\$3,046,900
Celine S Goget Blocker	1	1	\$445,500	\$2,600,000	2	\$3,045,500
Debra Faith Gladchun, PA	3	2	\$2,592,000	\$453,000	5	\$3,045,000
Roxanne B Stone Jeske, PA	1	4	\$892,500	\$2,150,500	5	\$3,043,000
Jennifer Stark	4	3	\$1,643,700	\$1,395,000	7	\$3,038,700
Trip McNamara, III	6	2	\$2,780,500	\$257,000	8	\$3,037,500
Mary Ann Bonard Thackston	8	2	\$2,227,900	\$805,000	10	\$3,032,900
James Dean Hinson	11	2	\$2,832,000	\$200,600	13	\$3,032,600
Cyndi Burge, PA	9		\$3,029,904		9	\$3,029,904
Frank Battaglia	8	3	\$1,879,500	\$1,150,000	11	\$3,029,500
Kathleen Des Lauries	2	3	\$1,480,000	\$1,547,900	5	\$3,027,900
Evan Schwartz	8		\$3,023,000		8	\$3,023,000
Gail M O'Leary	2	4	\$1,375,000	\$1,648,000	6	\$3,023,000
Joe Muni, PA	4	4	\$2,172,000	\$841,000	8	\$3,013,000
Linda Ciabattari	4	8	\$1,240,000	\$1,771,800	12	\$3,011,800
Michael A Kolb	2	6	\$817,000	\$2,188,000	8	\$3,005,000
Libby Fekette	5	2	\$2,330,279	\$672,000	7	\$3,002,279
Josh Yelensky	11	3	\$2,454,000	\$543,900	14	\$2,997,900
Linda Camp Hoeckelberg	5	10	\$1,196,200	\$1,793,000	15	\$2,989,200
Manuel Vizcarra	9	2	\$2,408,775	\$570,000	11	\$2,978,775
Pam Delaney	6	5	\$1,906,050	\$1,068,800	11	\$2,974,850
Matthew C Meacham	2	5	\$890,490	\$2,083,900	7	\$2,974,390
Patrick O'Neill	2	3	\$1,275,000	\$1,699,000	5	\$2,974,000
Bob Wroble	2		\$2,965,000		2	\$2,965,000
Debbie Anton, LLC	3	2	\$1,609,000	\$1,350,000	5	\$2,959,000
Nancy K Black	4		\$2,958,000		4	\$2,958,000
Melissa A McMurray	2	3	\$1,330,000	\$1,625,000	5	\$2,955,000
Doug Stewart	4	3	\$1,754,000	\$1,200,000	7	\$2,954,000
Kathy Ross		3		\$2,952,000	3	\$2,952,000
Gil Clark	1	3	\$1,450,000	\$1,497,500	4	\$2,947,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Robert E Murphy, PA	4	6	\$916,750	\$2,028,750	10	\$2,945,500
Carol Ann Stuart	6	8	\$1,293,500	\$1,651,000	14	\$2,944,500
Jim Shaw, PA	3	9	\$720,000	\$2,222,900	12	\$2,942,900
TJ Shalom	3	4	\$1,363,500	\$1,576,400	7	\$2,939,900
Tom Doyle	5	1	\$2,579,000	\$360,000	6	\$2,939,000
Howard W Krass	1	6	\$433,441	\$2,505,542	7	\$2,938,983
Kevin Smith	2	3	\$963,500	\$1,974,750	5	\$2,938,250
Steve Reed	8	7	\$1,794,250	\$1,128,900	15	\$2,923,150
Doreen M Doyle	4	2	\$2,115,000	\$807,000	6	\$2,922,000
Grant Keiser	4	3	\$1,970,000	\$942,500	7	\$2,912,500
Linda Hammer	8	1	\$2,567,000	\$345,000	9	\$2,912,000
Ann Marie Shimer	1	2	\$255,000	\$2,654,500	3	\$2,909,500
Debbie Johnson	1	9	\$287,000	\$2,618,000	10	\$2,905,000
Brandon D Romero		6		\$2,902,000	6	\$2,902,000
Karen M Fletcher, PA	4	2	\$2,345,000	\$555,000	6	\$2,900,000
Spencer John Worthington	2		\$2,900,000		2	\$2,900,000
Gary Ryan	3	2	\$2,070,000	\$830,000	5	\$2,900,000
Kent G Hedrick	4	4	\$1,557,000	\$1,338,000	8	\$2,895,000
Aimee L Ceccarelli	1	9	\$228,640	\$2,658,000	10	\$2,886,640
Yvonne Socha	1	3	\$720,000	\$2,165,000	4	\$2,885,000
Charlene J Vandenberg	9	7	\$1,645,500	\$1,234,900	16	\$2,880,400
David S Braverman	1	1	\$1,600,000	\$1,275,000	2	\$2,875,000
Mark Leone, PA	2	5	\$1,065,000	\$1,809,000	7	\$2,874,000
Aron Hubers	3	3	\$1,271,000	\$1,599,000	6	\$2,870,000
Ryan Whittaker P.A.	4	6	\$1,544,000	\$1,323,650	10	\$2,867,650
Christian E Cazares	3	7	\$460,000	\$2,402,000	10	\$2,862,000
Karen Hodge	5	6	\$1,229,000	\$1,621,000	11	\$2,850,000
Kathryn E Hunt		2		\$2,850,000	2	\$2,850,000
Victoria Louise Clarke-Payton	1		\$2,850,000		1	\$2,850,000
John Egan	4	2	\$2,277,300	\$572,080	6	\$2,849,380
Josh Marzucco	4	3	\$1,084,000	\$1,765,000	7	\$2,849,000
Ann Giles	4	2	\$2,316,295	\$530,000	6	\$2,846,295
Kelly Ann Sandoval	8	1	\$2,595,500	\$250,000	9	\$2,845,500
Mark A Benson, PA	4	2	\$1,572,500	\$1,270,000	6	\$2,842,500
Donald Puopolo, Jr	3	7	\$889,900	\$1,945,000	10	\$2,834,900
Marcia A Erpenbeck	2		\$2,834,825		2	\$2,834,825
Steve M Suddeth	2	4	\$1,104,500	\$1,727,500	6	\$2,832,000
Edmond Metaj	8	2	\$2,280,500	\$550,000	10	\$2,830,500
Amanda Carey	2	8	\$670,000	\$2,160,500	10	\$2,830,500
Elizabeth A Wyman	1		\$2,825,000		1	\$2,825,000
Ginger Harding	1		\$2,825,000		1	\$2,825,000
Kirsten S Prizzi	5	2	\$1,891,400	\$933,000	7	\$2,824,400
Mark A Borg, LLC	5	4	\$1,666,800	\$1,152,775	9	\$2,819,575
Kelly Delfino	3	3	\$1,304,500	\$1,515,000	6	\$2,819,500
Stephanie Lynn Rubino	3	5	\$1,459,500	\$1,353,500	8	\$2,813,000
Jodi Henry	3	3	\$1,419,000	\$1,386,000	6	\$2,805,000
Michael K Soulard, PA	2	3	\$1,545,000	\$1,260,000	5	\$2,805,000
Sylvia Ruth Marsh	1	2	\$1,114,000	\$1,689,000	3	\$2,803,000
Nancy L Lewis	3	6	\$577,500	\$2,224,000	9	\$2,801,500
Jennifer Jackson Barnett	7	2	\$2,185,800	\$615,000	9	\$2,800,800
Dana F Mount	1	1	\$1,650,000	\$1,150,000	2	\$2,800,000
EJ McLean, Jr	5	4	\$1,710,000	\$1,090,000	9	\$2,800,000
Pat Biernat	3	1	\$2,339,000	\$460,000	4	\$2,799,000
Thomas Gordon Weger	7	2	\$2,383,000	\$414,000	9	\$2,797,000
Barry L Brown	4	1	\$2,520,000	\$275,000	5	\$2,795,000
David A Nourse	2	2	\$952,500	\$1,840,000	4	\$2,792,500
Gabi Shapleigh	5	6	\$2,112,500	\$679,900	11	\$2,792,400

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Bob Kapish	1	2	\$2,095,000	\$695,000	3	\$2,790,000
Sheila M Varnum	1	2	\$540,000	\$2,250,000	3	\$2,790,000
Connie Spitzmiller	2	2	\$1,395,000	\$1,394,000	4	\$2,789,000
Jenny Moorhead	2		\$2,785,000		2	\$2,785,000
Mike Zecchino	4	5	\$1,168,000	\$1,614,250	9	\$2,782,250
Kevin Bartlett	5	4	\$1,470,000	\$1,310,000	9	\$2,780,000
Gary Andrews	6		\$2,778,000		6	\$2,778,000
Dominique Pierre	8	1	\$2,472,000	\$304,900	9	\$2,776,900
Marlene Graham	2	3	\$532,000	\$2,244,000	5	\$2,776,000
Laura Brucer	2	3	\$1,475,000	\$1,300,000	5	\$2,775,000
Lauren M Wesson	4		\$2,775,000		4	\$2,775,000
Becky Bell Gust		1		\$2,770,000	1	\$2,770,000
Ralph V Iorio	3	9	\$944,000	\$1,819,500	12	\$2,763,500
Maira Ramiro	3	2	\$1,935,000	\$825,000	5	\$2,760,000
Sharon A Worley	4	5	\$1,327,000	\$1,431,500	9	\$2,758,500
Mel Drury	4	2	\$1,622,000	\$1,132,000	6	\$2,754,000
Louis C Schiavo	1		\$2,750,000		1	\$2,750,000
Paul C Darrow		1		\$2,750,000	1	\$2,750,000
Mike Gordon	1	2	\$2,300,000	\$446,500	3	\$2,746,500
Sandra Kass	4	2	\$1,911,500	\$832,500	6	\$2,744,000
George Messeha	7	4	\$1,835,400	\$908,000	11	\$2,743,400
Andrei I Apostu	2	1	\$2,417,500	\$325,000	3	\$2,742,500
Diana L Kelly	2	5	\$950,001	\$1,791,501	7	\$2,741,502
Alicia Robyn Hanskamp	1	2	\$269,000	\$2,470,000	3	\$2,739,000
William D Pilger, Jr.	5	5	\$1,202,500	\$1,532,500	10	\$2,735,000
Jeff Waldman	7	1	\$2,299,885	\$432,500	8	\$2,732,385
Tammy Lea Lowe, PA		5		\$2,732,150	5	\$2,732,150
Andrea S Deane	2	1	\$2,067,000	\$665,000	3	\$2,732,000
Jeannie Steidel	1	3	\$1,150,000	\$1,580,000	4	\$2,730,000
Michael A Gehring, PA	2	7	\$725,000	\$1,996,500	9	\$2,721,500
Debra R Monterosso	1	6	\$335,000	\$2,379,501	7	\$2,714,501
Andrew Wolff	5	1	\$2,335,500	\$375,000	6	\$2,710,500
Ryan M Ehmen	5	3	\$1,442,000	\$1,265,000	8	\$2,707,000
Caroline Doan PA	5		\$2,700,220		5	\$2,700,220
Mary Ann Carr		1		\$2,700,000	1	\$2,700,000
Denis LeClair	1		\$2,700,000		1	\$2,700,000
Yola Zapiec	2	2	\$811,900	\$1,884,900	4	\$2,696,800
Cindy L Reyf	2	3	\$1,141,000	\$1,555,500	5	\$2,696,500
Greg Ake	1	2	\$1,150,000	\$1,543,000	3	\$2,693,000
Ray Pena	10	1	\$2,545,500	\$146,000	11	\$2,691,500
Chris Anthon	8	4	\$1,962,500	\$725,000	12	\$2,687,500
Chris Sweat	10	1	\$2,524,790	\$159,000	11	\$2,683,790
Kricket Edmonds	3	3	\$1,358,000	\$1,323,000	6	\$2,681,000
Robert J Daggett	5		\$2,681,000		5	\$2,681,000
Lynn Gay Humphries	2	2	\$1,805,000	\$871,000	4	\$2,676,000
Suzanne Kepple	4	1	\$2,144,000	\$530,000	5	\$2,674,000
Marc Lobdell	7	1	\$2,259,415	\$412,000	8	\$2,671,415
Heather Caine	3	2	\$867,650	\$1,800,000	5	\$2,667,650
Scott Henderson, PA	5	4	\$1,497,200	\$1,165,000	9	\$2,662,200
Maria Z Sloboda, PA	4	4	\$944,000	\$1,718,000	8	\$2,662,000
Julie Steuber	1	1	\$785,000	\$1,875,000	2	\$2,660,000
Kim A Minor	4	4	\$1,523,800	\$1,136,000	8	\$2,659,800
Barry W Weissman	5	3	\$1,982,500	\$676,300	8	\$2,658,800
Angie Pierce	2	6	\$541,345	\$2,115,000	8	\$2,656,345
Wayne Costa	3	4	\$1,080,000	\$1,570,000	7	\$2,650,000
Helena Mahler Reed	1		\$2,650,000		1	\$2,650,000
Rose M Anello	1		\$2,650,000		1	\$2,650,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Mel Melhado, III	2	6	\$452,500	\$2,197,200	8	\$2,649,700
Michael DiGrigoli	3	3	\$1,325,000	\$1,323,000	6	\$2,648,000
Vivian M Ferreira	1	5	\$458,000	\$2,188,500	6	\$2,646,500
Billie Jean Zipman	2	5	\$667,000	\$1,979,000	7	\$2,646,000
Leslie Prinz	4	4	\$1,177,000	\$1,464,900	8	\$2,641,900
Annette M Villano	4	1	\$1,523,000	\$1,115,000	5	\$2,638,000
Sharon Kennedy	4	5	\$1,501,500	\$1,135,500	9	\$2,637,000
Mary Horesco, PA	2	5	\$1,003,237	\$1,632,900	7	\$2,636,137
Ann M Nunes		4		\$2,635,000	4	\$2,635,000
Danan Jon Delsing	7	1	\$2,319,737	\$315,000	8	\$2,634,737
Kathie Eberhard	5		\$2,633,500		5	\$2,633,500
Scott Dellatore	7		\$2,632,500		7	\$2,632,500
Eloise Ray Johnson	1	2	\$415,000	\$2,215,000	3	\$2,630,000
Patrick Reinert	1	5	\$545,000	\$2,081,500	6	\$2,626,500
Jacques Groenteman	1	1	\$2,350,000	\$275,000	2	\$2,625,000
Missy Ruddy	1		\$2,625,000		1	\$2,625,000
Zachary S Monger		1		\$2,625,000	1	\$2,625,000
Michael E Ludwig	4	2	\$1,887,500	\$735,000	6	\$2,622,500
Jason James Andis	4	4	\$1,137,181	\$1,485,000	8	\$2,622,181
Ken Dawson	3	2	\$1,760,000	\$862,000	5	\$2,622,000
Mark J Bubloski	4	2	\$1,510,000	\$1,110,000	6	\$2,620,000
Carol Lynn Bibee	4	1	\$2,383,900	\$235,000	5	\$2,618,900
Julie S Blanton	3	2	\$1,227,500	\$1,390,000	5	\$2,617,500
Kathy Limyansky	5	6	\$1,186,500	\$1,424,500	11	\$2,611,000
Cindy Conlin	6	1	\$2,249,700	\$360,000	7	\$2,609,700
Bob Vreeland	7	4	\$1,992,400	\$613,900	11	\$2,606,300
Tanya O'Reilly	1		\$2,600,000		1	\$2,600,000
Bob Call	1	1	\$1,100,000	\$1,500,000	2	\$2,600,000
Amanda B Mallette	2	2	\$765,000	\$1,835,000	4	\$2,600,000
Scott J Toth	2	5	\$610,000	\$1,982,400	7	\$2,592,400
Lew Biggs Hepner	3	3	\$1,792,500	\$798,000	6	\$2,590,500
Renee Danielle Hahn	3	1	\$2,365,000	\$224,500	4	\$2,589,500
Claudia P Vitulich	2	1	\$1,375,000	\$1,212,500	3	\$2,587,500
Patrick P O'Donnell, PA	3	1	\$2,325,000	\$260,000	4	\$2,585,000
Denise Chambre	2	1	\$2,144,000	\$438,000	3	\$2,582,000
Jack Patrick Ridge	5		\$2,580,900		5	\$2,580,900
Adell Sydeski Cotter	3	1	\$1,028,150	\$1,550,000	4	\$2,578,150
John C Sekely	5		\$2,578,125		5	\$2,578,125
Dave Urness		2		\$2,575,000	2	\$2,575,000
Cathy Norris		2		\$2,572,500	2	\$2,572,500
Sandra Baldwin	4	2	\$2,144,000	\$425,000	6	\$2,569,000
Rosalia Podolak	4	2	\$1,920,685	\$647,000	6	\$2,567,685
Jerry Lenhoff, Jr.	4	4	\$1,076,000	\$1,491,050	8	\$2,567,050
Jean Romano	5	19	\$536,500	\$2,027,400	24	\$2,563,900
Ralph A Gorton	7	2	\$2,177,000	\$386,000	9	\$2,563,000
Greg Courniotes	2	3	\$662,000	\$1,900,000	5	\$2,562,000
Rupert P Irby	2		\$2,560,000		2	\$2,560,000
Richard Paganas	3	7	\$853,900	\$1,702,500	10	\$2,556,400
Deanna L Krespach	4	2	\$1,396,250	\$1,160,000	6	\$2,556,250
Justin Leo Medina	1	1	\$1,500,000	\$1,055,000	2	\$2,555,000
Katie Early	5	4	\$1,446,000	\$1,108,900	9	\$2,554,900
Ellen B Mazzucco	2		\$2,550,000		2	\$2,550,000
Kimberly A Wagner, PA	2	2	\$1,349,900	\$1,200,000	4	\$2,549,900
Jon German	2	1	\$1,608,900	\$940,000	3	\$2,548,900
Donna S Bell	2	3	\$1,139,664	\$1,408,500	5	\$2,548,164
Diane E Freeman	1		\$2,545,000		1	\$2,545,000
Nicholas T. Sassi	7	2	\$1,984,900	\$560,000	9	\$2,544,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Karen Marie Carey	7	2	\$2,021,000	\$523,000	9	\$2,544,000
Jacquita Hauserman	3	1	\$1,632,500	\$905,000	4	\$2,537,500
Juan Ramirez		9		\$2,537,000	9	\$2,537,000
Bob Rowan	1	1	\$1,540,000	\$995,000	2	\$2,535,000
Jackie Gantzer	2	5	\$415,000	\$2,117,000	7	\$2,532,000
Joseph Casella PA	2	1	\$1,566,000	\$965,000	3	\$2,531,000
Susan A Bagyura, LLC	3	4	\$1,234,900	\$1,293,500	7	\$2,528,400
Angela Sandoval	6	2	\$2,220,500	\$305,750	8	\$2,526,250
Mary T Anastos	3	4	\$1,172,500	\$1,352,900	7	\$2,525,400
John M McGrath	4	4	\$1,280,000	\$1,240,000	8	\$2,520,000
Jared Blocker	3	4	\$1,279,000	\$1,240,000	7	\$2,519,000
Keith Mundola	5	2	\$1,808,955	\$710,000	7	\$2,518,955
Dede Ditto	2	3	\$562,000	\$1,956,000	5	\$2,518,000
Fern Ritacca	1	2	\$1,750,000	\$765,000	3	\$2,515,000
Renel Laurent	10		\$2,514,500		10	\$2,514,500
Jimmy Armstrong	5	4	\$1,370,000	\$1,140,000	9	\$2,510,000
Kay F Kahle	2	3	\$1,000,000	\$1,509,000	5	\$2,509,000
James Fraser	2	1	\$2,060,750	\$447,500	3	\$2,508,250
Shirley Dreffs	2	3	\$988,000	\$1,516,000	5	\$2,504,000
Kristina M Lambros	4	1	\$2,258,600	\$240,000	5	\$2,498,600
Mary Watts Wolleon	6	3	\$1,724,000	\$774,500	9	\$2,498,500
Anette Craparotta	2		\$2,495,000		2	\$2,495,000
Roger V Stening	2	2	\$1,310,000	\$1,185,000	4	\$2,495,000
Dan Humbert	2	1	\$1,280,000	\$1,210,000	3	\$2,490,000
Herve Fabrice Barbera	2	6	\$494,000	\$1,993,950	8	\$2,487,950
Mary Jo Selden	3	5	\$730,500	\$1,755,000	8	\$2,485,500
Joanne Leslie MacLeod		6		\$2,484,555	6	\$2,484,555
Steven Leek	3	4	\$807,775	\$1,674,500	7	\$2,482,275
Lisa Groneman	2		\$2,480,000		2	\$2,480,000
Carol Marieclaire Rossi	2	9	\$762,500	\$1,715,515	11	\$2,478,015
Simon J Melley	3	2	\$1,609,000	\$865,000	5	\$2,474,000
Joy J Childs	3		\$2,473,500		3	\$2,473,500
Karin L. Thomas	5	1	\$1,978,300	\$495,000	6	\$2,473,300
Kim Pojeta	4	6	\$1,002,500	\$1,469,700	10	\$2,472,200
Clara Isabel Rojas	5	5	\$1,309,900	\$1,159,400	10	\$2,469,300
Linda R Brand	5	2	\$1,730,500	\$738,000	7	\$2,468,500
Kristin L Hamilton	4	3	\$1,965,000	\$501,900	7	\$2,466,900
Joyce Etchison	2	6	\$610,000	\$1,855,500	8	\$2,465,500
W Taylor Hartsfield, PA		6		\$2,459,000	6	\$2,459,000
Katie A Werchek	4	1	\$1,756,000	\$699,900	5	\$2,455,900
Deborah S Hylemon, PA	2	4	\$850,000	\$1,605,500	6	\$2,455,500
Marianne D Mutch	5		\$2,452,400		5	\$2,452,400
Tami Eilers	7	1	\$1,963,500	\$488,500	8	\$2,452,000
Shawn Bright	6	2	\$2,022,000	\$429,000	8	\$2,451,000
Brette DeJesus	2	2	\$1,595,000	\$855,000	4	\$2,450,000
Brandon Chicoine	3	3	\$1,490,000	\$958,000	6	\$2,448,000
Joy Oatley	3	6	\$820,000	\$1,625,000	9	\$2,445,000
Kristi J Perrow	3	2	\$1,424,900	\$1,019,900	5	\$2,444,800
Joe Garabed	3		\$2,442,000		3	\$2,442,000
Marilyn J McQuade	2	4	\$1,214,000	\$1,225,000	6	\$2,439,000
Maurice Lynn Cossairt	3		\$2,435,000		3	\$2,435,000
Joe Crimaldi	4	5	\$1,168,000	\$1,263,000	9	\$2,431,000
Cary A Mitchell	3	2	\$1,465,000	\$965,000	5	\$2,430,000
Justin Jordan		4		\$2,429,900	4	\$2,429,900
Marc J Comisar, PA	6	2	\$2,067,000	\$362,500	8	\$2,429,500
Steve R Perusse	2	4	\$708,000	\$1,715,400	6	\$2,423,400
Patti Wilson-Cipolla, PA	4	4	\$1,309,480	\$1,112,000	8	\$2,421,480

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Jan Johan Poelstra	5	3	\$1,487,000	\$932,500	8	\$2,419,500
Jany M Pech	3	3	\$1,160,387	\$1,258,000	6	\$2,418,387
Hope Moore	4	1	\$1,699,000	\$717,500	5	\$2,416,500
Paul Vacco	5	4	\$1,378,400	\$1,037,400	9	\$2,415,800
Guntis Lamberg	3	3	\$1,041,800	\$1,373,000	6	\$2,414,800
Arlene Lynn Fishman	4	2	\$1,114,000	\$1,300,000	6	\$2,414,000
Aldo J Quattrocchi	3	5	\$1,082,500	\$1,330,000	8	\$2,412,500
Matthew Oliver Steves	10	2	\$1,824,000	\$584,000	12	\$2,408,000
Mark Lenard	2	6	\$527,000	\$1,878,500	8	\$2,405,500
Norma E Netzow	1	3	\$650,000	\$1,755,000	4	\$2,405,000
Tim Guerrette	6	2	\$1,755,600	\$649,000	8	\$2,404,600
Jerilyn Neuhaus	2	4	\$775,000	\$1,628,100	6	\$2,403,100
Sigrid J Morgenstern	1		\$2,400,000		1	\$2,400,000
Mary E West		1		\$2,400,000	1	\$2,400,000
Brad Potter	2	2	\$1,440,000	\$955,000	4	\$2,395,000
Paul Miraglia	3	6	\$664,000	\$1,729,900	9	\$2,393,900
Isabella Fuerst Taylor	4	5	\$1,265,000	\$1,120,000	9	\$2,385,000
Debbie Dekevich	5		\$2,385,000		5	\$2,385,000
Sue Bogle	2	2	\$1,309,209	\$1,075,000	4	\$2,384,209
Nancy J Randall, PA	2		\$2,380,000		2	\$2,380,000
Jay R Harvey	4	3	\$1,749,500	\$628,500	7	\$2,378,000
Jody E Jurczak Carr	9		\$2,377,200		9	\$2,377,200
Jim York, PA	4	2	\$1,416,500	\$960,000	6	\$2,376,500
Adam Ruud	5	3	\$1,645,290	\$730,000	8	\$2,375,290
Christy Ruschel	6	3	\$1,483,900	\$887,500	9	\$2,371,400
Dean Foster, Jr.		3		\$2,367,000	3	\$2,367,000
Jerry P DiGiacomo, Jr	2	3	\$637,490	\$1,725,000	5	\$2,362,490
Jamie Lienhardt P.A.	3	2	\$1,254,900	\$1,107,500	5	\$2,362,400
Dawn Marie Hoffman	1	1	\$1,180,000	\$1,180,000	2	\$2,360,000
Lisa M Johnson	6	2	\$1,613,788	\$743,750	8	\$2,357,538
Sally D Pratt	1	3	\$665,000	\$1,690,000	4	\$2,355,000
Terrilyn VanGorder, PA		2		\$2,355,000	2	\$2,355,000
Robert Alpizar	8	2	\$1,895,000	\$459,000	10	\$2,354,000
Linda T Sholl, PA	1	5	\$439,000	\$1,909,275	6	\$2,348,275
Ann Sullivan	6	4	\$1,381,800	\$965,000	10	\$2,346,800
Anne A Nichols	1	1	\$1,310,000	\$1,035,000	2	\$2,345,000
Sharyl F Wicks	6	1	\$1,992,500	\$348,500	7	\$2,341,000
Mary Ellen Medeiros	4	4	\$1,355,000	\$985,500	8	\$2,340,500
Katie Theresa Gover	4	2	\$1,454,500	\$885,000	6	\$2,339,500
Pamela M Heron	2	2	\$1,363,000	\$970,000	4	\$2,333,000
Yasmine S Awad, PA	4	4	\$893,000	\$1,437,000	8	\$2,330,000
Denise M Sands	2	7	\$484,000	\$1,841,750	9	\$2,325,750
Dan Snow	2	2	\$1,765,000	\$557,500	4	\$2,322,500
Larry H Fleming	2	2	\$1,581,000	\$739,900	4	\$2,320,900
Sandra Schlaupitz	6	1	\$2,053,901	\$265,000	7	\$2,318,901
Brian Giacomello	3	3	\$1,639,000	\$677,500	6	\$2,316,500
Chip Cantor	7	3	\$1,491,000	\$825,000	10	\$2,316,000
Blanca I Carrasco	8	2	\$1,794,800	\$520,000	10	\$2,314,800
J Earl Wivell	5		\$2,313,450		5	\$2,313,450
Jeffrey P Tiefenbach	1	4	\$540,000	\$1,773,000	5	\$2,313,000
Salli L Cleminson	2		\$2,312,500		2	\$2,312,500
Wendy M Paffel	3	2	\$1,386,400	\$924,900	5	\$2,311,300
James L Berry	3	1	\$1,864,500	\$446,500	4	\$2,311,000
Paul Fonseca	2	5	\$586,900	\$1,716,486	7	\$2,303,386
Robert L Moorefield	1	4	\$638,000	\$1,663,000	5	\$2,301,000
Sheryl Paparella	1		\$2,300,000		1	\$2,300,000
Phil Pugh	1	1	\$1,150,000	\$1,150,000	2	\$2,300,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Judy Wilson	4	3	\$1,359,750	\$940,000	7	\$2,299,750
Ann Pennington-Aten	1		\$2,295,000		1	\$2,295,000
Margot A Kenzie	1	2	\$1,625,000	\$664,500	3	\$2,289,500
Christine A Lovett	6	5	\$1,306,000	\$982,800	11	\$2,288,800
Sharon Denise Cowie	5	3	\$1,443,000	\$845,000	8	\$2,288,000
Dede Kriegbaum	1	3	\$695,000	\$1,592,000	4	\$2,287,000
Linda Sanfilippo, PA	3	2	\$1,470,000	\$815,000	5	\$2,285,000
John Adler	3	2	\$1,460,000	\$824,000	5	\$2,284,000
Trevor Ralph Bright	2	1	\$1,305,000	\$975,000	3	\$2,280,000
Larry Lappin, Jr.	2		\$2,277,500		2	\$2,277,500
Tracey E Estes	2	2	\$1,138,258	\$1,138,258	4	\$2,276,516
Jerry Osinski	2	6	\$641,000	\$1,634,500	8	\$2,275,500
Eliane Potter	5	3	\$1,287,500	\$983,000	8	\$2,270,500
Bill Ziemianski, LLC	1	2	\$649,000	\$1,620,000	3	\$2,269,000
Steve Fuller	2	3	\$1,490,000	\$777,300	5	\$2,267,300
Tricia Raynor	3	2	\$1,621,500	\$644,900	5	\$2,266,400
Dennis Schatz	2	3	\$930,000	\$1,335,000	5	\$2,265,000
Gina Turkel	5	1	\$1,943,000	\$320,000	6	\$2,263,000
Molly Ann Begor	2	1	\$726,000	\$1,535,000	3	\$2,261,000
Dorothea Kelsey	5	5	\$1,183,000	\$1,072,000	10	\$2,255,000
Nicholas I Evans, PA	1	3	\$445,000	\$1,809,000	4	\$2,254,000
Bianca Cirakovic	8	4	\$1,423,000	\$830,000	12	\$2,253,000
Jean M Deno	2	6	\$600,000	\$1,652,500	8	\$2,252,500
Jacob Meyer	1		\$2,250,000		1	\$2,250,000
Joseph B Charde	5	1	\$1,974,545	\$273,000	6	\$2,247,545
Denise A Simmons	2	2	\$1,420,500	\$826,900	4	\$2,247,400
Roxana Pechero	6		\$2,245,800		6	\$2,245,800
Tatyana Bogdanova-Sallee	3		\$2,245,000		3	\$2,245,000
Nan L Dietrich	2	4	\$887,000	\$1,355,000	6	\$2,242,000
Astrid Hayes	5	5	\$1,245,000	\$997,000	10	\$2,242,000
Spencer E Haynes	4		\$2,239,500		4	\$2,239,500
Christine Citrano	1	4	\$545,000	\$1,694,000	5	\$2,239,000
Heather D Krukow	3	2	\$1,555,000	\$680,000	5	\$2,235,000
Kathy Morris	2		\$2,235,000		2	\$2,235,000
David Edward Joseph	2	3	\$1,173,000	\$1,060,000	5	\$2,233,000
Ben R Skelton, PA	4	3	\$1,429,500	\$803,000	7	\$2,232,500
Arianne Taylor	3	3	\$1,309,000	\$920,000	6	\$2,229,000
Jim Calvert	2	2	\$1,313,500	\$915,000	4	\$2,228,500
Dorothy L. Faustini		1		\$2,225,000	1	\$2,225,000
Ellen M Jolley	5	2	\$1,770,500	\$454,000	7	\$2,224,500
Peggy Naines	3	4	\$1,168,000	\$1,055,000	7	\$2,223,000
Erik E Mogelvang	1	7	\$110,000	\$2,111,500	8	\$2,221,500
Dale Kubala	3		\$2,219,000		3	\$2,219,000
Caroline Charde Hebert	4	1	\$1,742,500	\$475,000	5	\$2,217,500
Lana Butsky	3	2	\$805,000	\$1,412,000	5	\$2,217,000
Katuska Villamizar	8	4	\$1,622,606	\$592,500	12	\$2,215,106
Noili Alvarez	3	5	\$599,500	\$1,611,268	8	\$2,210,768
Michael C Barnebee	2	2	\$845,000	\$1,365,000	4	\$2,210,000
Joe Murgalo, Jr	2	4	\$734,500	\$1,475,000	6	\$2,209,500
Jo Ellen Nash	2	2	\$880,000	\$1,329,000	4	\$2,209,000
Carlos S Leon	6	3	\$1,573,800	\$635,000	9	\$2,208,800
Monte M Gerard	1	4	\$660,000	\$1,543,500	5	\$2,203,500
Eric C. Mullenmeister	1	4	\$499,000	\$1,702,950	5	\$2,201,950
Fauzia Tahiry	1	1	\$900,000	\$1,300,000	2	\$2,200,000
Susan C Scott	6	5	\$1,398,000	\$800,500	11	\$2,198,500
Tom Crea	6	1	\$1,980,000	\$218,000	7	\$2,198,000
Anne M Bailey	4	4	\$1,054,000	\$1,142,500	8	\$2,196,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Frank K Stier	2	1	\$1,959,900	\$234,900	3	\$2,194,800
Wendy R McCarty	1	4	\$572,500	\$1,621,000	5	\$2,193,500
Bill Scherer	7	5	\$1,408,500	\$779,500	12	\$2,188,000
Wayne Taylor	4	1	\$1,644,500	\$542,000	5	\$2,186,500
Kim Venezia	1	1	\$1,630,000	\$552,500	2	\$2,182,500
Ena Y Brawner	4	4	\$1,140,000	\$1,040,500	8	\$2,180,500
Don Brainard	1	3	\$695,000	\$1,484,500	4	\$2,179,500
Rhonda Diner PA	3	5	\$809,000	\$1,369,000	8	\$2,178,000
Sean Barakett	4	3	\$1,553,000	\$623,000	7	\$2,176,000
Sabrina Aitken	4	3	\$1,264,000	\$908,000	7	\$2,172,000
Thomas Nagel	3	3	\$1,015,000	\$1,155,000	6	\$2,170,000
Gary M Alfonso	3		\$2,170,000		3	\$2,170,000
Jeannette P Batten	6	1	\$2,018,133	\$150,000	7	\$2,168,133
Ruth A Shepard	4	1	\$1,604,000	\$560,000	5	\$2,164,000
Kristine N Dunn	6	1	\$1,698,000	\$465,000	7	\$2,163,000
Anthony P Bernosky	4	8	\$974,500	\$1,188,000	12	\$2,162,500
Teresa Rucker P.A.	2	2	\$1,030,000	\$1,130,000	4	\$2,160,000
Elizabeth Mendias Strausbaugh	3	3	\$1,285,000	\$874,000	6	\$2,159,000
Robin Bennett	4	2	\$1,307,000	\$850,000	6	\$2,157,000
Joe Mosley	1	5	\$363,000	\$1,793,000	6	\$2,156,000
Mary Ballard	1	4	\$390,000	\$1,765,000	5	\$2,155,000
Andrew Fentiman	1	1	\$365,000	\$1,790,000	2	\$2,155,000
Amelia Russell	1		\$2,152,086		1	\$2,152,086
Rita Struzziery	2		\$2,150,000		2	\$2,150,000
Heidi A Varsames	3	1	\$1,223,499	\$925,000	4	\$2,148,499
Lisa M Gandy	2	1	\$1,804,250	\$340,000	3	\$2,144,250
Diane T Palermo	1	3	\$634,000	\$1,508,000	4	\$2,142,000
Ted Hofferber	1	2	\$630,000	\$1,510,000	3	\$2,140,000
Judi Woods	2	3	\$1,269,000	\$870,000	5	\$2,139,000
Ronald Jordan	2	2	\$817,000	\$1,319,000	4	\$2,136,000
Doug Graham	1	1	\$1,645,000	\$490,000	2	\$2,135,000
Marlo Shay Rimes	4	3	\$1,360,000	\$770,000	7	\$2,130,000
Dick Bolen		1		\$2,125,000	1	\$2,125,000
Debbie Coats	2	5	\$349,500	\$1,771,500	7	\$2,121,000
Beverly A Bragiel	4	5	\$1,059,000	\$1,062,000	9	\$2,121,000
Eliecer Perez	4	4	\$1,068,499	\$1,049,000	8	\$2,117,499
Dina L Moon, PA	4	2	\$1,551,000	\$565,000	6	\$2,116,000
Gordy Henke	3	2	\$1,627,500	\$488,000	5	\$2,115,500
Olesia D Beltran	6	2	\$1,567,400	\$548,000	8	\$2,115,400
Erinn Sue King	1	2	\$294,900	\$1,820,000	3	\$2,114,900
Raquel Anton	7	3	\$1,647,000	\$465,000	10	\$2,112,000
Allan R Hase, PA	10		\$2,110,400		10	\$2,110,400
Rich Zahaba	1	1	\$985,000	\$1,125,000	2	\$2,110,000
Kathryn E Tout	3	3	\$1,169,000	\$940,000	6	\$2,109,000
Susie Culp	1	2	\$765,000	\$1,344,000	3	\$2,109,000
Parker J Hansen, PA	6		\$2,104,500		6	\$2,104,500
Lyndia Snyder	2	5	\$425,000	\$1,678,000	7	\$2,103,000
Daniel H Bangs	4		\$2,102,965		4	\$2,102,965
James J Hennessy	3	4	\$813,000	\$1,287,500	7	\$2,100,500
Jon P Lamonge	2	4	\$767,500	\$1,331,000	6	\$2,098,500
Sharon B Kennedy	3	2	\$1,561,747	\$536,500	5	\$2,098,247
Emily L Prescott, PA	6	3	\$1,416,985	\$678,500	9	\$2,095,485
Ernesto E Velasquez	2	3	\$900,000	\$1,194,900	5	\$2,094,900
Michele Olsen	4	1	\$1,833,550	\$259,000	5	\$2,092,550
Diane V Brueggeman	3	2	\$1,315,500	\$771,000	5	\$2,086,500
Lisa A Denove	3		\$2,083,000		3	\$2,083,000
Sheryl Lynn Gilbert	7	3	\$1,314,950	\$766,250	10	\$2,081,200

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Steve Marchioni	6	2	\$1,661,764	\$418,725	8	\$2,080,489
Jack R Marsh	2	3	\$813,000	\$1,265,500	5	\$2,078,500
Audra Bryan	2	1	\$1,775,000	\$300,000	3	\$2,075,000
Brooke Meyers	3	2	\$1,374,800	\$699,500	5	\$2,074,300
Bill Pembleton	3	3	\$1,170,000	\$897,000	6	\$2,067,000
Jack D Meneely, II	3	8	\$433,000	\$1,631,462	11	\$2,064,462
Yasmin Hauber	3	3	\$1,200,000	\$855,000	6	\$2,055,000
Kathy Crandall	3	3	\$1,390,000	\$665,000	6	\$2,055,000
Dana M Perkins	4	3	\$1,094,500	\$958,000	7	\$2,052,500
Kimberley D Rose	1	3	\$635,000	\$1,415,000	4	\$2,050,000
Raul E Saad		1		\$2,050,000	1	\$2,050,000
Carrie Ryan, PA	3		\$2,050,000		3	\$2,050,000
Paula Miranda	4	2	\$1,459,550	\$590,000	6	\$2,049,550
Becky Jaarda		1		\$2,047,500	1	\$2,047,500
Maury Dailey, Jr.	2	1	\$1,072,000	\$975,000	3	\$2,047,000
Kevin Henry	7	3	\$1,235,360	\$810,000	10	\$2,045,360
Jay Gonzalez LLC	1	5	\$345,000	\$1,699,500	6	\$2,044,500
Samantha Dawn Sykes Roe	5	3	\$1,231,000	\$810,000	8	\$2,041,000
Mark G Fanta	1	2	\$945,000	\$1,092,500	3	\$2,037,500
Angelo Sottosanti	1	6	\$380,000	\$1,656,900	7	\$2,036,900
Bill Archer	5	2	\$1,658,500	\$377,500	7	\$2,036,000
Robin Olson	1	1	\$780,000	\$1,255,000	2	\$2,035,000
Scott Price		1		\$2,035,000	1	\$2,035,000
Courtney R Jolly	4	4	\$1,068,000	\$966,500	8	\$2,034,500
Darlene Renee Crete	2	2	\$974,900	\$1,059,150	4	\$2,034,050
Yasmin Saad, PA	4		\$2,032,900		4	\$2,032,900
Lexi Martin	3	3	\$1,145,000	\$883,000	6	\$2,028,000
Timothy P Biswurm	3	6	\$542,501	\$1,478,900	9	\$2,021,401
Miriam H Rutter	5	1	\$1,745,000	\$275,000	6	\$2,020,000
Miriam Lemoine		7		\$2,017,000	7	\$2,017,000
Roxane Menna	5	3	\$1,426,500	\$589,000	8	\$2,015,500
Leo Munoz	5	4	\$1,198,400	\$816,900	9	\$2,015,300
John L Vorbach	7	1	\$1,775,000	\$239,000	8	\$2,014,000
Rebecca Jasmine Oros	6	1	\$1,728,195	\$285,000	7	\$2,013,195
Patricia Gandolfo	6	2	\$1,588,500	\$419,900	8	\$2,008,400
Ed Gonzalez	3		\$2,007,400		3	\$2,007,400
Mike Drepanos		1		\$2,000,000	1	\$2,000,000
Kevin L Fuller	4	2	\$1,065,500	\$933,000	6	\$1,998,500
Jeff Cox	3	2	\$1,367,000	\$630,000	5	\$1,997,000
Phillip Hoffland	3	1	\$1,445,600	\$550,000	4	\$1,995,600
Michael H Metcalf		1		\$1,995,000	1	\$1,995,000
Rick Salata	1	1	\$295,000	\$1,700,000	2	\$1,995,000
Joanie Licitra	2	1	\$1,292,000	\$700,000	3	\$1,992,000
Reilly James McGregor	3		\$1,990,000		3	\$1,990,000
Mary F Burke	3	3	\$955,000	\$1,035,000	6	\$1,990,000
Tina Carvalho	3	3	\$954,000	\$1,035,000	6	\$1,989,000
Christine R Sutherland	2		\$1,988,763		2	\$1,988,763
Dan Baber		2		\$1,986,500	2	\$1,986,500
Lynn Applebaum	1	2	\$349,780	\$1,636,000	3	\$1,985,780
Rosemary Scheetz-Bruce	2	2	\$842,000	\$1,142,500	4	\$1,984,500
Claudia Vargas Gifford	4	3	\$1,176,000	\$806,000	7	\$1,982,000
Brandon N DeJesus	4	3	\$1,162,900	\$818,900	7	\$1,981,800
Paula Andrea King	4	2	\$1,226,665	\$754,565	6	\$1,981,230
Connie U Thomas	2	1	\$1,740,000	\$240,000	3	\$1,980,000
Tess McCarthy	2	2	\$516,000	\$1,461,500	4	\$1,977,500
Jamie Jordan	2	2	\$789,000	\$1,187,500	4	\$1,976,500
Chip Krespach	5		\$1,974,000		5	\$1,974,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Bettina A Farrell	2	3	\$1,097,000	\$871,000	5	\$1,968,000
Dwight D Denison	3	3	\$920,000	\$1,045,000	6	\$1,965,000
Eric Sommerton	1	3	\$950,000	\$1,014,500	4	\$1,964,500
Judy Huntley	4	2	\$1,336,000	\$628,000	6	\$1,964,000
Dora Marisol Ortiz	1	3	\$320,000	\$1,643,500	4	\$1,963,500
Anna V Eckstein	3	3	\$929,975	\$1,032,000	6	\$1,961,975
Tammy A Workman, PA	3	5	\$1,135,000	\$825,500	8	\$1,960,500
Barbara J. Thompson	2	8	\$402,500	\$1,557,000	10	\$1,959,500
Carlos A Diaz	4	3	\$1,014,500	\$944,900	7	\$1,959,400
Philip J Magnarella	2	3	\$1,071,500	\$885,500	5	\$1,957,000
Nancee L O'Brien	1	3	\$645,990	\$1,310,000	4	\$1,955,990
Christine L Higgins, PA	1	4	\$234,500	\$1,719,900	5	\$1,954,400
Doris E Casey	4	2	\$1,432,400	\$520,000	6	\$1,952,400
Peter A Gilbody		1		\$1,950,000	1	\$1,950,000
Susan C DeMaagd	2	3	\$1,005,000	\$943,000	5	\$1,948,000
Alex Puga Albarino	6		\$1,945,300		6	\$1,945,300
Bob McKeen	3		\$1,945,000		3	\$1,945,000
Steve Gitkos	6	1	\$1,654,000	\$290,000	7	\$1,944,000
Jeri R Hannon	3	1	\$1,099,000	\$845,000	4	\$1,944,000
Todd Hansen	1	2	\$680,531	\$1,260,531	3	\$1,941,062
Joe Cummerow	5	1	\$1,515,400	\$420,000	6	\$1,935,400
Vincent A Branda	4	1	\$885,000	\$1,050,000	5	\$1,935,000
Eileen S Cline	5	3	\$1,111,500	\$822,500	8	\$1,934,000
Ben Pletsch	4	4	\$1,118,000	\$814,000	8	\$1,932,000
Molly Eovino	2	1	\$1,490,251	\$440,251	3	\$1,930,502
Jordan Musumano	4	4	\$1,086,000	\$844,400	8	\$1,930,400
Douglas P Keating, Jr	1		\$1,930,000		1	\$1,930,000
Michael Vincent Cavaseno	2	2	\$1,435,000	\$495,000	4	\$1,930,000
Lauren Uhlich Melo	1	7	\$88,500	\$1,834,000	8	\$1,922,500
Barbara Duren	3	2	\$897,000	\$1,025,000	5	\$1,922,000
William Reese	2	1	\$1,630,000	\$287,500	3	\$1,917,500
Patricia O'Neill-Scheidt	1	5	\$395,000	\$1,520,200	6	\$1,915,200
Cristina Re	6		\$1,910,700		6	\$1,910,700
Amy Ivey	1	4	\$840,000	\$1,070,050	5	\$1,910,050
Jim Natichioni	3	4	\$885,000	\$1,024,000	7	\$1,909,000
Steven Kolenda	5	1	\$1,389,900	\$519,000	6	\$1,908,900
Jamie Lynn Henry	4	1	\$1,728,000	\$180,000	5	\$1,908,000
Terry Capsay	3	3	\$903,000	\$1,003,000	6	\$1,906,000
Gina Rodgers Marrale, PA	4		\$1,897,500		4	\$1,897,500
Alberto Hernandez	1	5	\$356,500	\$1,539,300	6	\$1,895,800
Dina Covato		1		\$1,895,000	1	\$1,895,000
Rosalie Munzo	5	4	\$1,109,000	\$783,250	9	\$1,892,250
Anthony L Turco	3		\$1,890,472		3	\$1,890,472
Leslie A Weiss	2	3	\$635,000	\$1,255,000	5	\$1,890,000
Becky Foster	2	1	\$1,225,000	\$662,000	3	\$1,887,000
Lynn M Bower, PA	4	1	\$1,594,500	\$285,000	5	\$1,879,500
Pete Jones	2		\$1,875,000		2	\$1,875,000
Stanley P Whitcomb, III		1		\$1,875,000	1	\$1,875,000
John R Rodda	3	1	\$1,459,500	\$415,000	4	\$1,874,500
Brittany Skotak	3	4	\$1,036,800	\$835,250	7	\$1,872,050
Bonnie C Van Daalen	4	2	\$1,480,550	\$390,500	6	\$1,871,050
Agnes H Tabor	2		\$1,870,000		2	\$1,870,000
Petra M Kloss	2		\$1,869,000		2	\$1,869,000
Gail Mayer	1		\$1,865,000		1	\$1,865,000
Kristine Lea Sawka	2	4	\$719,000	\$1,145,250	6	\$1,864,250
Bob Steigerwald	4	2	\$1,189,000	\$673,000	6	\$1,862,000
Belle Fair Graves	2	1	\$1,211,000	\$650,000	3	\$1,861,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Andrew Coppens	5	3	\$1,076,750	\$783,000	8	\$1,859,750
Sharyn DiPaolo	2	4	\$540,000	\$1,315,400	6	\$1,855,400
Dottie Fitzgerald	3	4	\$816,000	\$1,037,500	7	\$1,853,500
Samantha Kirch	6	1	\$1,689,000	\$164,000	7	\$1,853,000
Sergio A Hernandez	1	3	\$500,000	\$1,351,750	4	\$1,851,750
Ronald Chavez	3	2	\$1,050,000	\$801,000	5	\$1,851,000
Edward N Cox		1		\$1,850,000	1	\$1,850,000
Sara C Hillgrove	3	2	\$1,340,000	\$510,000	5	\$1,850,000
Chip Olson	1		\$1,850,000		1	\$1,850,000
Carol Brown	1	1	\$925,000	\$925,000	2	\$1,850,000
Christianne Payne Arthur	3	4	\$681,500	\$1,167,500	7	\$1,849,000
Rocio G Accilio	1	4	\$306,848	\$1,541,000	5	\$1,847,848
Pete Bielicki	3	4	\$1,045,000	\$801,000	7	\$1,846,000
Terry L Forshier	1	2	\$450,000	\$1,394,500	3	\$1,844,500
Carol R Mulready	4	2	\$1,297,500	\$545,000	6	\$1,842,500
Michael M Tran	5	2	\$1,431,000	\$409,500	7	\$1,840,500
Otis Jonuskis	3	3	\$820,100	\$1,018,500	6	\$1,838,600
Kathy Koller	1	6	\$330,000	\$1,508,500	7	\$1,838,500
Lynn H Wilber	1	2	\$551,900	\$1,281,900	3	\$1,833,800
Jorgie Arndt	4	1	\$1,606,095	\$224,900	5	\$1,830,995
Mike Dedio	4	1	\$1,250,000	\$580,900	5	\$1,830,900
Lauren M Vallozzi	1	3	\$161,500	\$1,669,000	4	\$1,830,500
Carlos A Cachon	4	5	\$889,700	\$939,000	9	\$1,828,700
Michael Wittmann	6	2	\$1,493,500	\$335,000	8	\$1,828,500
Tom Kepp, PA	2	3	\$546,250	\$1,281,250	5	\$1,827,500
Lisa Catherine Casarella	6		\$1,827,390		6	\$1,827,390
Kenneth S O'Brian	2	4	\$585,000	\$1,242,000	6	\$1,827,000
Kelly Elizabeth Noel	7	2	\$1,440,000	\$387,000	9	\$1,827,000
Corey R Geddis	2	3	\$835,000	\$992,000	5	\$1,827,000
Mike York	4	1	\$1,643,000	\$182,000	5	\$1,825,000
Eliza Pearo	1	3	\$350,000	\$1,475,000	4	\$1,825,000
Neal Ira Wolf	1	6	\$175,000	\$1,644,934	7	\$1,819,934
Lois A Bolin	3		\$1,817,500		3	\$1,817,500
Will Watson, III	7		\$1,816,600		7	\$1,816,600
Clint Perkins	2	2	\$944,000	\$872,000	4	\$1,816,000
Kim DeWeese	1	1	\$235,000	\$1,580,000	2	\$1,815,000
Vanessa H Franklin	2	4	\$899,000	\$914,500	6	\$1,813,500
Nancy K Harris-Gannon, PA	4	2	\$1,220,200	\$592,000	6	\$1,812,200
Terry Sieve	2	2	\$905,000	\$905,000	4	\$1,810,000
Jocie Jandovitz	2	1	\$1,174,900	\$635,000	3	\$1,809,900
Erik A Fry	3		\$1,807,500		3	\$1,807,500
Melody L Klein	3	3	\$1,112,000	\$691,000	6	\$1,803,000
Michael O'Brien	1	4	\$1,035,000	\$768,000	5	\$1,803,000
Devin J Henderson	4	3	\$953,000	\$848,500	7	\$1,801,500
Elizabeth James	1	4	\$378,000	\$1,422,500	5	\$1,800,500
Ann O'Day Heinauer		1		\$1,800,000	1	\$1,800,000
Sam Hendricks	3	2	\$1,350,170	\$449,500	5	\$1,799,670
Cheryl D Poteet	1	3	\$295,000	\$1,504,500	4	\$1,799,500
Dawn Marie Zimmer-Boling	1	3	\$610,000	\$1,189,000	4	\$1,799,000
Virginia Devisse	1	1	\$248,900	\$1,550,000	2	\$1,798,900
Joe Golf Home Guru Morgan	3	1	\$1,417,000	\$380,000	4	\$1,797,000
Maida Cabrera	5	2	\$1,224,900	\$571,000	7	\$1,795,900
Linda H Roberts	1	2	\$880,000	\$907,500	3	\$1,787,500
Raymond Christopher Lazowski	6	1	\$1,530,500	\$257,000	7	\$1,787,500
Techrin Hijazi Carbary	2	2	\$880,900	\$903,500	4	\$1,784,400
Brooke L Gatto	5	3	\$1,148,000	\$635,000	8	\$1,783,000
Marsha N Rogers	1	5	\$395,000	\$1,387,900	6	\$1,782,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Lisa Marie Kulsen		2		\$1,782,500	2	\$1,782,500
Paul A. Radcliffe	1	1	\$890,000	\$890,000	2	\$1,780,000
Shawn J Bleh	2	1	\$1,305,000	\$475,000	3	\$1,780,000
Patricia M Candito		2		\$1,780,000	2	\$1,780,000
Kristi E Jackman	3	1	\$1,005,000	\$775,000	4	\$1,780,000
Sepp P Ronay	4	3	\$1,131,000	\$649,000	7	\$1,780,000
Karly Carballea	3	3	\$1,077,000	\$701,181	6	\$1,778,181
Andrew Mease	3	1	\$1,217,500	\$557,750	4	\$1,775,250
Nancy Diaz	2		\$1,775,000		2	\$1,775,000
Lauri M Elliot	1		\$1,775,000		1	\$1,775,000
Ulrich Reiss	1		\$1,775,000		1	\$1,775,000
Dorota I Gora	1	1	\$886,330	\$886,330	2	\$1,772,660
Gloria I Velez	7	1	\$1,522,500	\$250,000	8	\$1,772,500
Jane Hershoff	2	3	\$836,500	\$936,000	5	\$1,772,500
Dawn Buscemi	3	3	\$758,500	\$1,010,500	6	\$1,769,000
Corey Brennan	2	4	\$672,000	\$1,093,000	6	\$1,765,000
Ann Bonilla	4	3	\$853,000	\$911,400	7	\$1,764,400
Kurt E. Hoenig	3	3	\$949,085	\$815,000	6	\$1,764,085
Vic Nikkel	3	2	\$754,500	\$1,008,500	5	\$1,763,000
Kristen Lorisa Skaggs	6	2	\$1,310,250	\$451,500	8	\$1,761,750
Charlie Wallen	1	4	\$226,000	\$1,531,250	5	\$1,757,250
Curt Marsden	3	1	\$1,630,000	\$127,000	4	\$1,757,000
Susan Mehas	3		\$1,755,000		3	\$1,755,000
Debbie Sands	2		\$1,755,000		2	\$1,755,000
Ron Stafford		7		\$1,755,000	7	\$1,755,000
Kathy Jo Davanzo	1	2	\$705,000	\$1,050,000	3	\$1,755,000
Donald S Olen	3	4	\$784,000	\$968,500	7	\$1,752,500
Love Fogg	1		\$1,750,000		1	\$1,750,000
Jay Malamphy	1	1	\$850,000	\$900,000	2	\$1,750,000
Norma Munoz	5	2	\$1,144,000	\$605,500	7	\$1,749,500
Jeannie Heien		2		\$1,749,000	2	\$1,749,000
Rebecca Hicks-Concilla		4		\$1,744,900	4	\$1,744,900
Coralia C Boudreaux	1	1	\$160,000	\$1,580,000	2	\$1,740,000
Charlina Maria McGee	4	1	\$1,415,000	\$323,000	5	\$1,738,000
Omirca R Nodal	6	1	\$1,526,900	\$210,000	7	\$1,736,900
Susan V Bracken	3	1	\$1,173,000	\$560,000	4	\$1,733,000
Allison D Callas	1	3	\$245,000	\$1,487,000	4	\$1,732,000
Dorene P Pierceall, PA	4	2	\$1,188,930	\$538,800	6	\$1,727,730
Curt E Stevens	1	1	\$252,500	\$1,475,000	2	\$1,727,500
Steve Moriconi	1	3	\$625,000	\$1,102,500	4	\$1,727,500
Deborah C Viglas	2	3	\$689,500	\$1,034,500	5	\$1,724,000
Terry Ho	7		\$1,720,000		7	\$1,720,000
Candace Raye Glover	4	2	\$1,200,000	\$520,000	6	\$1,720,000
Jere Walsh Marvin	3	1	\$1,285,000	\$430,000	4	\$1,715,000
Mike Hughes	1		\$1,715,000		1	\$1,715,000
Fred Colebrooke, PA	6	2	\$1,330,000	\$384,000	8	\$1,714,000
Glenn L Vereen	1	3	\$378,000	\$1,335,500	4	\$1,713,500
Elena Mello	4	1	\$1,227,600	\$485,000	5	\$1,712,600
Henry Bird II	3	2	\$1,074,000	\$637,833	5	\$1,711,833
Jane E Wood	1	4	\$315,000	\$1,393,590	5	\$1,708,590
Jeanette Kuszlyk	2	5	\$389,550	\$1,319,000	7	\$1,708,550
Randy Lucas	5		\$1,708,000		5	\$1,708,000
Elisabeth Sommerville	1	1	\$1,500,000	\$207,000	2	\$1,707,000
Dean Shipley, PA	4	2	\$1,194,000	\$511,500	6	\$1,705,500
James R Opyt	5	1	\$1,328,000	\$375,000	6	\$1,703,000
Aysim Eserdag	3	1	\$1,405,000	\$297,000	4	\$1,702,000
Debbie Baca	6	1	\$1,456,500	\$245,000	7	\$1,701,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Kathy Erickson	2	3	\$744,000	\$957,000	5	\$1,701,000
Charles E Ostrander	1		\$1,700,000		1	\$1,700,000
Ted Busch, PA		1		\$1,700,000	1	\$1,700,000
Lodge McKee, II		1		\$1,700,000	1	\$1,700,000
Brittany Kinsland	6		\$1,698,900		6	\$1,698,900
MC Ceus	3	3	\$765,000	\$933,000	6	\$1,698,000
Anna Brewster	4	1	\$1,271,655	\$420,000	5	\$1,691,655
Teresa Bayt	1	1	\$1,225,000	\$462,750	2	\$1,687,750
Mike Rivera, SR.	3	4	\$759,850	\$925,350	7	\$1,685,200
Barrett Pastor	1	2	\$815,000	\$865,500	3	\$1,680,500
Carol A Purdum	2	5	\$338,000	\$1,342,500	7	\$1,680,500
Larry J Ledbetter	4	4	\$837,700	\$837,700	8	\$1,675,400
Hunter Hansen	1	1	\$1,200,000	\$475,000	2	\$1,675,000
Gail F Bryan	3		\$1,674,055		3	\$1,674,055
Darlene M Roddy, PA		2		\$1,673,000	2	\$1,673,000
Amber Jasper	3	2	\$916,000	\$756,000	5	\$1,672,000
Julia A Vratsolis	3		\$1,670,000		3	\$1,670,000
Linda S Ohler		2		\$1,670,000	2	\$1,670,000
Bonnie G Muniga	6	5	\$895,900	\$773,900	11	\$1,669,800
Bryan Scariano, PA	1	4	\$459,000	\$1,208,500	5	\$1,667,500
Joe Caveney	4	1	\$1,266,000	\$400,000	5	\$1,666,000
Dennis Fogarty	2	1	\$1,016,000	\$649,000	3	\$1,665,000
Joey Smith	8	1	\$1,463,500	\$200,000	9	\$1,663,500
Jon McLeod	4	2	\$930,000	\$729,000	6	\$1,659,000
Whitney Casement	3	2	\$725,000	\$932,000	5	\$1,657,000
Autumn Hoffmann	5	3	\$997,900	\$659,000	8	\$1,656,900
Tony Listrom	2	2	\$789,000	\$865,000	4	\$1,654,000
Don Edwards	3	1	\$1,354,000	\$299,000	4	\$1,653,000
Kathleen A Bogan	2	3	\$797,350	\$855,000	5	\$1,652,350
Alice P Lopes-Geada	1		\$1,650,000		1	\$1,650,000
Lynne Mary Murphy	1		\$1,650,000		1	\$1,650,000
Patty Dovichi	3	3	\$825,000	\$825,000	6	\$1,650,000
Charles A Goff, PA	4		\$1,649,000		4	\$1,649,000
Robert Fielder	1	4	\$359,000	\$1,287,400	5	\$1,646,400
Rich Affenito	2	1	\$1,015,000	\$630,000	3	\$1,645,000
Kurt E Hoenig	4	3	\$724,000	\$918,000	7	\$1,642,000
Liz Costa	2	2	\$974,000	\$667,000	4	\$1,641,000
John Terlizzi		2		\$1,640,000	2	\$1,640,000
Odalys Martinez Cruz	3	3	\$858,000	\$780,900	6	\$1,638,900
Alice E Miller, PA	2	2	\$1,290,000	\$348,000	4	\$1,638,000
Johnathan H Shirey	3	1	\$1,018,500	\$618,000	4	\$1,636,500
Beatriz C Martin	4	2	\$1,165,000	\$470,000	6	\$1,635,000
Richard A Dohack	4	5	\$615,500	\$1,017,500	9	\$1,633,000
Michael Madden	3	3	\$877,610	\$755,000	6	\$1,632,610
Renee Beck	2	2	\$1,110,000	\$522,000	4	\$1,632,000
Rian Patrick Kelly	2	7	\$427,000	\$1,200,000	9	\$1,627,000
Gerry Swart	2	1	\$1,390,000	\$234,500	3	\$1,624,500
Jordan E Brandt, PA	1	3	\$780,000	\$844,000	4	\$1,624,000
Keith H Wyka	5	2	\$1,184,000	\$439,000	7	\$1,623,000
Jennifer Pade	3	2	\$924,340	\$694,900	5	\$1,619,240
Marcia L. Dorolek	2	4	\$366,200	\$1,253,000	6	\$1,619,200
Andy Djamoos		2		\$1,619,000	2	\$1,619,000
Sandy K Weldy	1	2	\$365,000	\$1,253,000	3	\$1,618,000
Matt Myers	5	1	\$1,407,500	\$210,000	6	\$1,617,500
Isbelly Vasquez	5	1	\$1,352,000	\$265,000	6	\$1,617,000
Josi Teeters	4	2	\$1,251,900	\$364,000	6	\$1,615,900
Bruce John Markey	1	1	\$975,000	\$636,500	2	\$1,611,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Gina Marie Fischer	3		\$1,610,000		3	\$1,610,000
Natalie C Kirstein	3	1	\$1,291,000	\$311,500	4	\$1,602,500
Ronald B Martinez	5	1	\$1,332,000	\$270,000	6	\$1,602,000
Maureen Hennessey	3	1	\$1,010,000	\$592,000	4	\$1,602,000
Philip J Falzarano	4		\$1,601,900		4	\$1,601,900
Lee Willis	1	1	\$550,000	\$1,050,000	2	\$1,600,000
David Liebetau		1		\$1,600,000	1	\$1,600,000
Patrick J Wilkins	2	1	\$1,099,000	\$500,000	3	\$1,599,000
Greg Lear, LLC	4	2	\$1,104,500	\$494,500	6	\$1,599,000
Mike Darda		5		\$1,599,000	5	\$1,599,000
Tina Deady	5	2	\$1,223,000	\$375,000	7	\$1,598,000
Michaela P Vettermann-Sela	1	2	\$605,000	\$992,000	3	\$1,597,000
Karl G Faerber		2		\$1,595,000	2	\$1,595,000
Christina Ruud	1	4	\$389,900	\$1,202,500	5	\$1,592,400
Rex Storter	2	2	\$1,080,000	\$510,000	4	\$1,590,000
Teri Forsberg	3	1	\$1,046,900	\$540,000	4	\$1,586,900
Mark E Whalen, II	5		\$1,586,900		5	\$1,586,900
Lisa A Giuttari, LLC	4	2	\$1,187,300	\$396,500	6	\$1,583,800
Elizabeth Lodge	1		\$1,575,000		1	\$1,575,000
Fred Alter	1	2	\$550,000	\$1,025,000	3	\$1,575,000
Joseph St Peter Garafolo	2	3	\$580,000	\$994,400	5	\$1,574,400
Marisa Lynne Uzzi	4	3	\$930,500	\$643,000	7	\$1,573,500
Susie Hauze	1	3	\$295,000	\$1,276,000	4	\$1,571,000
Tina Marie Dietter	1	2	\$725,000	\$845,000	3	\$1,570,000
Elyse Cheffer, PA	3	1	\$1,408,750	\$161,000	4	\$1,569,750
Douglas Meschko	2	1	\$1,153,800	\$413,300	3	\$1,567,100
Adrienne Kubiak Young	1	2	\$387,000	\$1,180,000	3	\$1,567,000
Michelle Sproviero	2	3	\$816,000	\$750,000	5	\$1,566,000
Ken Lowe	1	2	\$860,000	\$705,000	3	\$1,565,000
Monika M Goodrich		2		\$1,563,000	2	\$1,563,000
Lisa Joy Morton	3	2	\$769,000	\$793,900	5	\$1,562,900
Debbie Maxvold-Walsh	2	2	\$462,500	\$1,097,500	4	\$1,560,000
John Mathes	1	4	\$375,000	\$1,183,000	5	\$1,558,000
Blaze Zdravev	4		\$1,557,000		4	\$1,557,000
Jeffrey Balsam	2	1	\$956,500	\$599,999	3	\$1,556,499
Erica Zeboor	3		\$1,555,000		3	\$1,555,000
Marsette C Giusto	3	1	\$1,258,507	\$295,000	4	\$1,553,507
Angel Luis Rivera, PA	2	3	\$539,000	\$1,013,000	5	\$1,552,000
Sheila K Lewis	2		\$1,552,000		2	\$1,552,000
Bob Campbell	5		\$1,551,000		5	\$1,551,000
Jean L Paul	4	2	\$1,025,500	\$525,000	6	\$1,550,500
Stanley Adams, Jr.	1		\$1,550,000		1	\$1,550,000
Brandon Alvarado	6	1	\$822,500	\$727,500	7	\$1,550,000
Joe Pelak	3		\$1,550,000		3	\$1,550,000
Julie Candito	5	2	\$1,257,500	\$287,000	7	\$1,544,500
Tracy LeBaron	3	3	\$732,000	\$810,500	6	\$1,542,500
Missy Bonello	1	5	\$147,000	\$1,394,900	6	\$1,541,900
Bruce S Farrell, PA		6		\$1,536,500	6	\$1,536,500
Faye Kozelka	3	1	\$1,121,200	\$415,000	4	\$1,536,200
Sandra Brownlee Fox, PA	2	1	\$965,000	\$570,000	3	\$1,535,000
Carol A Magnuson	2	1	\$1,125,000	\$410,000	3	\$1,535,000
Rob Dowling	1	3	\$555,000	\$978,000	4	\$1,533,000
Ruth M Wertenberg	2	4	\$562,500	\$967,500	6	\$1,530,000
Christopher J Ardezzone	3		\$1,529,995		3	\$1,529,995
Steve J Boge	2	1	\$1,255,500	\$272,500	3	\$1,528,000
Gisele Sanchez		2		\$1,528,000	2	\$1,528,000
Tom Gordon	1	1	\$763,900	\$763,900	2	\$1,527,800

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Karen F Stone	2	1	\$651,000	\$875,000	3	\$1,526,000
Florea Mader		1		\$1,525,000	1	\$1,525,000
Jody L Statile	4	2	\$778,500	\$744,000	6	\$1,522,500
Miguel Guillen	3	1	\$1,172,000	\$350,000	4	\$1,522,000
Winston E Church	3	2	\$760,000	\$760,000	5	\$1,520,000
Ginny Lee	1	1	\$760,000	\$760,000	2	\$1,520,000
Greg Jones	3	3	\$747,000	\$769,000	6	\$1,516,000
Scott Stevens	2	3	\$797,975	\$717,500	5	\$1,515,475
Beverly LaLonde	5	2	\$1,189,000	\$326,000	7	\$1,515,000
Janice L Evans	3	2	\$738,000	\$775,000	5	\$1,513,000
Lisa Shepard	3	1	\$1,357,500	\$155,000	4	\$1,512,500
Evan Michael Wolf	1	1	\$965,000	\$547,500	2	\$1,512,500
William Hopmann PA	2	3	\$595,000	\$917,500	5	\$1,512,500
Andrew Tennent, Jr.	4		\$1,511,000		4	\$1,511,000
Allison Murray	1	1	\$760,000	\$750,000	2	\$1,510,000
Joseph Matarazzo	1	5	\$334,500	\$1,173,400	6	\$1,507,900
Sharon Turnblad PA	1	3	\$285,000	\$1,220,000	4	\$1,505,000
John B Pelling, Jr.	1		\$1,503,700		1	\$1,503,700
Ajith K Dominic	3	1	\$963,600	\$540,000	4	\$1,503,600
Charlotte Howell	1	1	\$253,500	\$1,250,000	2	\$1,503,500
Linda A Willette	2	1	\$473,000	\$1,030,000	3	\$1,503,000
Vicki L Cipri	3	2	\$947,500	\$555,000	5	\$1,502,500
Jan A Hernandez	1		\$1,500,000		1	\$1,500,000
Barbara H Teaford		1		\$1,500,000	1	\$1,500,000
Tina Price	1		\$1,500,000		1	\$1,500,000
Mary K Halpin, PA	1	1	\$800,000	\$700,000	2	\$1,500,000
Brian G Martin		1		\$1,500,000	1	\$1,500,000
Barbara Dunlap	2	1	\$975,000	\$525,000	3	\$1,500,000
Anita Gorecki	1	2	\$650,000	\$848,900	3	\$1,498,900
Sue Cummings	4	2	\$976,900	\$521,900	6	\$1,498,800
Susy Gurevich	2	1	\$888,000	\$610,000	3	\$1,498,000
Kris Bareis	1		\$1,497,900		1	\$1,497,900
Maria T Lisi	1	2	\$365,000	\$1,132,500	3	\$1,497,500
Max Kushner	1		\$1,497,446		1	\$1,497,446
Ken Abbott	1	5	\$210,000	\$1,285,000	6	\$1,495,000
Angel Pyle	4	2	\$971,000	\$521,000	6	\$1,492,000
Oscar Manny Villaverde	1	1	\$895,000	\$597,000	2	\$1,492,000
Sam Goodman	3		\$1,491,000		3	\$1,491,000
Helen Bernadette Donaghy	3	1	\$1,341,000	\$150,000	4	\$1,491,000
Mauricio J Cifuentes	3	2	\$954,000	\$535,000	5	\$1,489,000
Kristin N. Stroh	2	2	\$750,000	\$737,000	4	\$1,487,000
Randy Lichtman	1	3	\$250,000	\$1,236,500	4	\$1,486,500
Mary S Willkomm		3		\$1,486,500	3	\$1,486,500
Linda A DeJesus	4	3	\$779,900	\$706,000	7	\$1,485,900
Bonnie Goerlich	2	3	\$770,000	\$713,500	5	\$1,483,500
Vivian M Lugo, PA	4	3	\$647,000	\$834,000	7	\$1,481,000
George D'Agostino		1		\$1,480,000	1	\$1,480,000
DeAnn Kamp	5	1	\$1,184,500	\$294,400	6	\$1,478,900
Karen L Beatty	1	2	\$1,048,000	\$429,000	3	\$1,477,000
Scott M True	1	3	\$204,000	\$1,272,500	4	\$1,476,500
Tammi Vance	1	3	\$525,000	\$949,500	4	\$1,474,500
Russell McGuire	1	5	\$223,500	\$1,249,000	6	\$1,472,500
Ayli Gonzalez	2	3	\$560,000	\$910,500	5	\$1,470,500
Chris Sullivan	1	2	\$875,000	\$594,000	3	\$1,469,000
Howard Krass	4		\$1,465,812		4	\$1,465,812
Jeanine Delaney	2	1	\$1,025,000	\$440,000	3	\$1,465,000
Scott Meadows	5		\$1,464,500		5	\$1,464,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Arturo Bonetti	5		\$1,464,000		5	\$1,464,000
Gary Brian Simpson	2		\$1,463,000		2	\$1,463,000
Stitch Saunders, Jr	3	1	\$1,153,000	\$309,900	4	\$1,462,900
Chip Terrell, Jr.	1	2	\$850,000	\$610,000	3	\$1,460,000
Marya E Doonan	2	1	\$1,172,500	\$287,500	3	\$1,460,000
Christina Fischer, PA	2		\$1,460,000		2	\$1,460,000
Lisa Rogstad	1	4	\$382,000	\$1,078,000	5	\$1,460,000
Shirley D Fargnoli	4		\$1,459,500		4	\$1,459,500
John Capers	1	2	\$340,000	\$1,119,000	3	\$1,459,000
Ingeborgth Andrade	5		\$1,455,900		5	\$1,455,900
Sarah Wagner	2	2	\$675,000	\$780,000	4	\$1,455,000
Ellen Barr	1		\$1,455,000		1	\$1,455,000
Jason Schiering	3	2	\$773,500	\$681,000	5	\$1,454,500
Donna J Peake, PA	3	1	\$1,214,000	\$240,000	4	\$1,454,000
Kurt R Weber, PLL	3	3	\$908,500	\$543,000	6	\$1,451,500
Max R Minhas	1		\$1,450,000		1	\$1,450,000
Josie Mennini	2	3	\$836,000	\$612,500	5	\$1,448,500
Beth M Smith	2		\$1,447,500		2	\$1,447,500
Jack Rynkiewicz	6	1	\$1,292,000	\$153,000	7	\$1,445,000
Mike McNamara	4		\$1,443,000		4	\$1,443,000
Michael Kikkert	2	1	\$1,115,000	\$322,500	3	\$1,437,500
Susan Birchenough	4	1	\$1,214,900	\$219,000	5	\$1,433,900
Aaron Wolf P.A.	2	3	\$509,000	\$924,000	5	\$1,433,000
Kat Tracy Oesterreicher		3		\$1,432,000	3	\$1,432,000
Chuck Westhafer, PA	3		\$1,429,000		3	\$1,429,000
Flower Cintron		3		\$1,429,000	3	\$1,429,000
Kelly Ann Maguire	6		\$1,428,900		6	\$1,428,900
Millie Royal	2	3	\$579,000	\$849,000	5	\$1,428,000
Maria C. Morales	4		\$1,427,336		4	\$1,427,336
Stephen Brown	4	1	\$1,180,000	\$247,000	5	\$1,427,000
Barbara Maughan	1		\$1,425,000		1	\$1,425,000
Tom Bringardner, Jr.	1		\$1,425,000		1	\$1,425,000
Laura Reeves Genta		2		\$1,425,000	2	\$1,425,000
Stefanie Wilfong	4	2	\$962,000	\$459,900	6	\$1,421,900
Jeanne O Shapira	1	1	\$435,000	\$985,000	2	\$1,420,000
Barbara K Mezeske	2	2	\$834,900	\$585,000	4	\$1,419,900
Pat Fischer	1	3	\$305,000	\$1,114,000	4	\$1,419,000
Grace M Stafford	3	2	\$847,000	\$570,000	5	\$1,417,000
Eric Magloire	4	1	\$1,150,000	\$267,000	5	\$1,417,000
Alexa J Reeves	4	3	\$869,400	\$546,900	7	\$1,416,300
S. Jay Siegall	2		\$1,415,000		2	\$1,415,000
Todd A Gridley	1	1	\$1,200,000	\$213,000	2	\$1,413,000
Manuel H Roubicek		4		\$1,411,700	4	\$1,411,700
Chrissi Brignola	4	1	\$1,069,500	\$342,000	5	\$1,411,500
Tony Arias	3	2	\$738,000	\$673,000	5	\$1,411,000
Kathryn J Perkins	2	2	\$649,900	\$760,000	4	\$1,409,900
Maris Stella Gallicchio	2	2	\$725,000	\$684,900	4	\$1,409,900
Joseph Terry Burke	1	3	\$149,900	\$1,259,500	4	\$1,409,400
Julie Edmister	3	2	\$776,500	\$632,500	5	\$1,409,000
Hunter Ratliff, PA	5		\$1,407,200		5	\$1,407,200
Jon Foege	2		\$1,405,000		2	\$1,405,000
Ron Grimming	4		\$1,402,800		4	\$1,402,800
Roland M Nairnsey		1		\$1,400,000	1	\$1,400,000
Debra L Waton	1	2	\$102,000	\$1,297,500	3	\$1,399,500
Adria Gallagher	6	1	\$1,222,100	\$177,000	7	\$1,399,100
Daniel Dix	2	3	\$586,000	\$811,000	5	\$1,397,000
John Sorenson		3		\$1,396,000	3	\$1,396,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Di Severns		3		\$1,396,000	3	\$1,396,000
Tommy Ogiba	2	1	\$1,133,000	\$262,900	3	\$1,395,900
Carlos Miranda	1	5	\$285,000	\$1,110,500	6	\$1,395,500
Todd Hall	3	1	\$1,074,000	\$320,000	4	\$1,394,000
Janice R Broyles	2	4	\$449,500	\$942,000	6	\$1,391,500
Karen Watson	2		\$1,390,000		2	\$1,390,000
Rebecca A Irwin	2		\$1,387,736		2	\$1,387,736
Andreas Mueller	4	2	\$910,000	\$475,000	6	\$1,385,000
Linda Celauro		6		\$1,385,000	6	\$1,385,000
Mary Abshire	2	2	\$572,000	\$812,000	4	\$1,384,000
Amy Luizzi	1	4	\$220,000	\$1,162,250	5	\$1,382,250
Sherry Holland Janes	6		\$1,382,000		6	\$1,382,000
Gregory T Symmes	3	2	\$764,000	\$614,900	5	\$1,378,900
Bridgette Renee Garvey	6		\$1,375,410		6	\$1,375,410
Bert Parsley	1		\$1,375,000		1	\$1,375,000
Helga M Wetzold	1	2	\$799,000	\$575,000	3	\$1,374,000
Heather Larkin	2	2	\$827,500	\$546,000	4	\$1,373,500
Sherrie Pfeffer	2	1	\$1,045,000	\$328,000	3	\$1,373,000
Peter Kollar		5		\$1,372,000	5	\$1,372,000
Jenipher Knoerlein	4		\$1,371,500		4	\$1,371,500
Valentina Taft	5	1	\$1,153,000	\$217,900	6	\$1,370,900
Glen E Stegemann	2	2	\$691,242	\$678,000	4	\$1,369,242
Kim Swope	4	1	\$1,081,000	\$286,000	5	\$1,367,000
Sam Wells	4		\$1,366,000		4	\$1,366,000
Connie M Long	1	1	\$185,000	\$1,180,000	2	\$1,365,000
Cathleen Smith	1		\$1,365,000		1	\$1,365,000
Angie Guillette	1	2	\$690,000	\$674,000	3	\$1,364,000
Mimy Von Schreiner	1	2	\$243,800	\$1,120,000	3	\$1,363,800
Jessica LeClair	1	1	\$263,500	\$1,100,000	2	\$1,363,500
Donald H Wagner	2	2	\$844,000	\$518,000	4	\$1,362,000
Paul J Fissel	1		\$1,361,000		1	\$1,361,000
Bob Schmidt	1	1	\$185,000	\$1,175,000	2	\$1,360,000
Suzanne H Bodlund	2	2	\$685,000	\$672,500	4	\$1,357,500
Steve Messenger		3		\$1,356,392	3	\$1,356,392
Carolyn L Weinand	1	3	\$777,000	\$579,000	4	\$1,356,000
Teri Kampmeyer		1		\$1,350,000	1	\$1,350,000
Vince Ayarza		1		\$1,350,000	1	\$1,350,000
Edward Charles Favreau	1		\$1,350,000		1	\$1,350,000
Jeff Little	4		\$1,349,375		4	\$1,349,375
Donia Marie Orsolini	2	2	\$740,000	\$608,500	4	\$1,348,500
Eduardo Ignacio Garcia	4	1	\$1,096,900	\$250,000	5	\$1,346,900
John R Higgins	1	1	\$775,000	\$569,000	2	\$1,344,000
Wendi L Darragh, PA	2	2	\$684,900	\$659,000	4	\$1,343,900
Chelsea Ingram	3	1	\$952,500	\$391,000	4	\$1,343,500
Terry T Kuykendall, PA	4		\$1,343,500		4	\$1,343,500
Carolyn Beauchamp	3	1	\$1,040,000	\$300,000	4	\$1,340,000
Tiger Lassus	2	2	\$810,000	\$527,850	4	\$1,337,850
Linda M Hoban	1		\$1,337,500		1	\$1,337,500
James F Brousil	2		\$1,337,000		2	\$1,337,000
Shawna Gannaway	1	4	\$167,400	\$1,168,500	5	\$1,335,900
Mario Marconi	2	2	\$1,102,500	\$233,000	4	\$1,335,500
Judy L Rowe	2	1	\$1,205,000	\$130,000	3	\$1,335,000
Michele E Harrison		1		\$1,335,000	1	\$1,335,000
Lee Ann Wetzel	2	2	\$830,000	\$503,500	4	\$1,333,500
Yunier Figueroa	4	1	\$1,112,000	\$220,000	5	\$1,332,000
Laurie Goldman Cassell, LLC	4	1	\$1,024,000	\$308,000	5	\$1,332,000
Rich Dooley	1	2	\$356,516	\$975,000	3	\$1,331,516

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Anthony Joseph Grech	2	3	\$435,000	\$895,500	5	\$1,330,500
Arline Bauer	1	1	\$665,000	\$665,000	2	\$1,330,000
Laurie W Humphreville	2	1	\$1,129,000	\$200,000	3	\$1,329,000
Marie Moss Ackerman	2	3	\$635,000	\$693,500	5	\$1,328,500
Ken Buratti	2	3	\$482,500	\$845,000	5	\$1,327,500
Kimberly Elson, LLC		2		\$1,327,500	2	\$1,327,500
Nathalia Mato	2	3	\$594,900	\$732,500	5	\$1,327,400
Kathy Lucas		3		\$1,327,000	3	\$1,327,000
Sylvie Lafrance	3	4	\$690,000	\$635,000	7	\$1,325,000
Becky Hampton Erdek	3	1	\$988,500	\$333,000	4	\$1,321,500
Bob Eckert	2	4	\$698,441	\$622,000	6	\$1,320,441
Lois M Chapman	2		\$1,320,000		2	\$1,320,000
Anthony F Russo	2		\$1,320,000		2	\$1,320,000
Elaine Falkenberg		1		\$1,320,000	1	\$1,320,000
Tamara G Ramallo Castellanos	3	1	\$890,000	\$428,000	4	\$1,318,000
Chris Wortman	3	1	\$1,097,000	\$220,000	4	\$1,317,000
Donna Mason	2	3	\$512,000	\$805,000	5	\$1,317,000
Sandra M Marra	4	1	\$965,500	\$350,000	5	\$1,315,500
Marsha Poster	2	1	\$709,133	\$605,000	3	\$1,314,133
Jacques J Julien	2	2	\$917,000	\$397,000	4	\$1,314,000
Jim Nott	3	1	\$978,800	\$334,000	4	\$1,312,800
Karen Armistead Fournier	1	4	\$210,000	\$1,100,000	5	\$1,310,000
Antonio Gentile		5		\$1,309,000	5	\$1,309,000
Bob Lashenka	1	1	\$443,900	\$865,000	2	\$1,308,900
Tanny Medina	5	1	\$1,009,000	\$299,900	6	\$1,308,900
Sam Mirakian	2	3	\$381,000	\$927,235	5	\$1,308,235
Lisa J Fee	3	2	\$910,000	\$395,000	5	\$1,305,000
Alysia Testa	3	2	\$794,500	\$510,000	5	\$1,304,500
Desi Hitender	1	1	\$129,500	\$1,175,000	2	\$1,304,500
Dominic Pallini	1	5	\$320,000	\$984,000	6	\$1,304,000
Jose L Spinatto	4	2	\$870,000	\$434,000	6	\$1,304,000
Joe Barrett, Jr	3	1	\$995,500	\$305,000	4	\$1,300,500
Christine J Dovorany, PA	1	1	\$650,000	\$650,000	2	\$1,300,000
Doug Forester	3	1	\$980,000	\$320,000	4	\$1,300,000
Ellen Biller	2	2	\$692,500	\$607,500	4	\$1,300,000
Kim Marie Kunkel		1		\$1,300,000	1	\$1,300,000
Kate Painkin	1		\$1,300,000		1	\$1,300,000
Robin C Peterson	1	3	\$285,000	\$1,015,000	4	\$1,300,000
Nikki Dimitrova	5	1	\$1,134,500	\$165,000	6	\$1,299,500
Lisha Marie Middendorf	2	1	\$894,400	\$405,000	3	\$1,299,400
Wendy L Hayes	1	3	\$430,000	\$869,000	4	\$1,299,000
Maggie O'Brien	3		\$1,298,000		3	\$1,298,000
Gail Trent Risner	1	2	\$556,450	\$741,450	3	\$1,297,900
David J Flowers	3		\$1,295,000		3	\$1,295,000
Gail L DeFrancesca	3		\$1,295,000		3	\$1,295,000
Carla E. Bonten	2	2	\$685,000	\$610,000	4	\$1,295,000
Larry Bailie	3	1	\$853,500	\$440,000	4	\$1,293,500
Thomas M Fahey	3	2	\$642,000	\$647,500	5	\$1,289,500
Edward Lorenzini	2	2	\$743,500	\$545,000	4	\$1,288,500
Marie S Pimm, PA	1	3	\$415,000	\$873,000	4	\$1,288,000
Jay Shaplow	1	2	\$345,000	\$941,000	3	\$1,286,000
Susan E Simmons	3	2	\$769,300	\$516,000	5	\$1,285,300
Becky Gross	3		\$1,285,000		3	\$1,285,000
Stavros Timotheou	3	2	\$785,000	\$500,000	5	\$1,285,000
Jeffrey Kohn	2	1	\$1,072,000	\$212,000	3	\$1,284,000
Keela Ann Travis	3		\$1,284,000		3	\$1,284,000
Catherine McCormick	1	1	\$549,000	\$735,000	2	\$1,284,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Becky L Kristof	2		\$1,283,000		2	\$1,283,000
Judith A Kruzich	1	4	\$325,000	\$957,000	5	\$1,282,000
Charles R Scariano, PA		4		\$1,277,000	4	\$1,277,000
Kristen Wright	4		\$1,276,000		4	\$1,276,000
Linda Horenstein	1	3	\$418,000	\$858,000	4	\$1,276,000
Lona Dreni	2	1	\$965,000	\$310,000	3	\$1,275,000
Keith A Sipnick, PA	1	3	\$411,900	\$863,000	4	\$1,274,900
Margaret Lotz	1		\$1,274,404		1	\$1,274,404
Paul S DiPucchio	5		\$1,274,000		5	\$1,274,000
Nora Sharpe Beyrent	1	4	\$405,000	\$867,000	5	\$1,272,000
Richard Garner P.A.		3		\$1,271,000	3	\$1,271,000
Michelle Decatur	2	1	\$982,675	\$288,000	3	\$1,270,675
Joseph G Ghannam	1	2	\$490,000	\$780,000	3	\$1,270,000
Alexandra Eva Janz	2	1	\$759,000	\$510,000	3	\$1,269,000
Brooke R Connors, PA	3	2	\$733,000	\$535,000	5	\$1,268,000
Lynne M Marley	1	2	\$425,892	\$841,000	3	\$1,266,892
Mark H Tyler	1	5	\$215,000	\$1,050,500	6	\$1,265,500
Debbie Kroeger	3	2	\$764,500	\$500,000	5	\$1,264,500
Mario E Fernandez	3	3	\$560,000	\$703,000	6	\$1,263,000
Ellie K Penaranda	1	2	\$640,000	\$622,500	3	\$1,262,500
Adela Campbell Arango	5		\$1,261,500		5	\$1,261,500
Buddy Smith, Jr.	2	2	\$515,900	\$743,400	4	\$1,259,300
Jon Schroeder	1	2	\$630,000	\$628,900	3	\$1,258,900
Robert Marion	1	2	\$440,000	\$818,000	3	\$1,258,000
Donna Walsh	2	1	\$847,900	\$408,000	3	\$1,255,900
Marta Campanella	2	1	\$962,000	\$288,000	3	\$1,250,000
Christiane S Semaan	1	1	\$625,000	\$625,000	2	\$1,250,000
Christopher Lorenz	3	2	\$667,000	\$582,900	5	\$1,249,900
Jan Ben	1	1	\$624,500	\$624,500	2	\$1,249,000
Molly H Monette	1		\$1,245,000		1	\$1,245,000
Brooke Nicole Lackey	1	2	\$400,000	\$845,000	3	\$1,245,000
Allen Williams	2	2	\$681,400	\$563,000	4	\$1,244,400
Sherry Reeves	1	2	\$123,000	\$1,121,000	3	\$1,244,000
Cory A Rozen	1	2	\$297,000	\$946,900	3	\$1,243,900
Bob Chapman, PA	2	2	\$640,000	\$601,000	4	\$1,241,000
Marc A Scoleri	2	2	\$422,000	\$818,000	4	\$1,240,000
Elton Alikaj, PA	1	2	\$475,000	\$763,000	3	\$1,238,000
Mike Timmerman	1		\$1,238,000		1	\$1,238,000
Altin Meleqi	5	1	\$1,002,500	\$234,000	6	\$1,236,500
Mary Dreier	3		\$1,236,240		3	\$1,236,240
Billy Carter, Jr.	2	1	\$436,000	\$800,000	3	\$1,236,000
Trevor English	1	1	\$306,000	\$930,000	2	\$1,236,000
Suzanne E Ring		1		\$1,235,000	1	\$1,235,000
Adriano Pagnotta	3	1	\$890,000	\$345,000	4	\$1,235,000
Lynda P Flynn-Thal	2	2	\$715,000	\$516,000	4	\$1,231,000
Ron Rubeck	2	1	\$715,000	\$515,000	3	\$1,230,000
David T Stewart	2		\$1,230,000		2	\$1,230,000
Michelle J DeNomme	2	1	\$984,900	\$245,000	3	\$1,229,900
Carla Costa	2	1	\$1,090,000	\$138,000	3	\$1,228,000
Crystal Wiser	2	3	\$592,000	\$634,589	5	\$1,226,589
Christian Galt	1		\$1,225,000		1	\$1,225,000
Terris Troy Le Van	1		\$1,225,000		1	\$1,225,000
Judy Johnson, PA		1		\$1,225,000	1	\$1,225,000
Rusty Van Buskirk	3	2	\$730,000	\$495,000	5	\$1,225,000
Helen F Hussar		1		\$1,225,000	1	\$1,225,000
Karen R Smith		3		\$1,222,500	3	\$1,222,500
Sylwia Kochanowska	3	1	\$794,349	\$428,000	4	\$1,222,349

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Michael James De Smidt	3		\$1,221,570		3	\$1,221,570
Amy Johanna Susino	3	1	\$906,400	\$315,000	4	\$1,221,400
Carol D Borelli	3	2	\$586,000	\$635,000	5	\$1,221,000
Stephanie A Letourneau	2	1	\$645,490	\$575,000	3	\$1,220,490
Derek Carlson	2	3	\$586,339	\$633,800	5	\$1,220,139
Howard O Moxam	3	2	\$715,000	\$505,000	5	\$1,220,000
Jerry Mathusek	4	2	\$670,000	\$550,000	6	\$1,220,000
Danene Bazon	2	1	\$907,500	\$310,000	3	\$1,217,500
Wayne R Desmond	2		\$1,216,180		2	\$1,216,180
Debbie Courte	4		\$1,216,000		4	\$1,216,000
Valerie J Sarwin	2		\$1,215,450		2	\$1,215,450
Emilio Antonio Vasquez	4		\$1,215,000		4	\$1,215,000
Kristen Marie Jasinski	3	1	\$1,008,300	\$204,800	4	\$1,213,100
Molly R Lane	1		\$1,212,500		1	\$1,212,500
Patrick B. Sweeney	1	2	\$491,500	\$720,000	3	\$1,211,500
Carlos Alberto Blanco		4		\$1,211,500	4	\$1,211,500
Jane Spence	1	3	\$400,000	\$811,000	4	\$1,211,000
Vicke Douglas	2	2	\$619,600	\$590,000	4	\$1,209,600
Betty J Browning	3		\$1,209,500		3	\$1,209,500
Cyndi Carol Myers	3		\$1,207,000		3	\$1,207,000
Jennifer Longworth	5		\$1,207,000		5	\$1,207,000
Donna J Stumpf	2	2	\$705,500	\$500,000	4	\$1,205,500
Lisa Diane Da Silva	2	2	\$595,000	\$610,000	4	\$1,205,000
Randy Nordyke	1		\$1,205,000		1	\$1,205,000
Tahlia M Urbinati	1	2	\$450,000	\$753,000	3	\$1,203,000
Kim Manning		4		\$1,202,500	4	\$1,202,500
Mal Sourial	1	1	\$1,055,000	\$147,500	2	\$1,202,500
Sandy O'Connor	2	1	\$882,000	\$320,000	3	\$1,202,000
Lisa Ann Query	3	1	\$932,000	\$270,000	4	\$1,202,000
William D Dill	2	1	\$745,500	\$455,000	3	\$1,200,500
Kathy McConville	1	3	\$145,000	\$1,055,000	4	\$1,200,000
Paula D Fabian	3	1	\$874,000	\$326,000	4	\$1,200,000
Susan LaGrotta	2		\$1,200,000		2	\$1,200,000
Klaus Gurwicz		1		\$1,200,000	1	\$1,200,000
Barry A DeNicola	1		\$1,200,000		1	\$1,200,000
Liz Coyne		1		\$1,200,000	1	\$1,200,000
Cathi Leigh Bruce	2	2	\$886,000	\$313,900	4	\$1,199,900
Dennis C Kwong	2	2	\$588,000	\$611,500	4	\$1,199,500
Andrea I Moore	2	3	\$359,295	\$840,000	5	\$1,199,295
Sean F Lorch	1	3	\$302,500	\$896,000	4	\$1,198,500
Chad Alan Parker	3	2	\$798,500	\$400,000	5	\$1,198,500
Catherine Backos	2	2	\$491,000	\$705,000	4	\$1,196,000
Jack Corsten	2	2	\$635,000	\$561,000	4	\$1,196,000
Jim Brown	3	1	\$810,962	\$384,900	4	\$1,195,862
Dotty Rydell	3	2	\$693,000	\$500,000	5	\$1,193,000
Alan D Cohoon	5		\$1,189,000		5	\$1,189,000
Bill Vecchio	4		\$1,182,000		4	\$1,182,000
Sharon R Cohan	2	3	\$437,900	\$744,000	5	\$1,181,900
Stacey Mrozinski	4	1	\$940,000	\$240,000	5	\$1,180,000
Kathryn Ragland	2	1	\$865,000	\$315,000	3	\$1,180,000
Josh Burdine	2	2	\$700,000	\$480,000	4	\$1,180,000
Gordon R Lowry	2	2	\$585,000	\$595,000	4	\$1,180,000
Astrid Lorenz	3		\$1,180,000		3	\$1,180,000
Sheryl Bowman	1	2	\$619,000	\$560,000	3	\$1,179,000
Thomas Donald Rosen	2	2	\$658,500	\$520,000	4	\$1,178,500
Adam Radno	4		\$1,176,500		4	\$1,176,500
Shannon Smith	2	1	\$861,000	\$315,000	3	\$1,176,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Joel S Hazelbaker	1		\$1,175,000		1	\$1,175,000
Jon Manderscheid		1		\$1,175,000	1	\$1,175,000
Mary F Rust	2		\$1,175,000		2	\$1,175,000
Barb Noble	1	2	\$254,900	\$920,000	3	\$1,174,900
Kathy Kozar	1		\$1,174,657		1	\$1,174,657
Mary Noreen Snyder	2	1	\$799,490	\$375,000	3	\$1,174,490
Sarah Lynn Willig	3	1	\$798,500	\$375,000	4	\$1,173,500
Carol Matarazzo	2	1	\$734,000	\$439,000	3	\$1,173,000
Lisa Gay Hall	1	1	\$310,000	\$861,500	2	\$1,171,500
Ioka Summers	1	1	\$620,000	\$550,000	2	\$1,170,000
Lee Frank		3		\$1,170,000	3	\$1,170,000
Juan Piles		4		\$1,168,900	4	\$1,168,900
John Zehnder	3		\$1,168,900		3	\$1,168,900
Tammy Kotch	3	1	\$807,000	\$360,000	4	\$1,167,000
Craig J Ekonomos	2	1	\$816,500	\$350,000	3	\$1,166,500
Judi Gorton	2	2	\$510,000	\$656,000	4	\$1,166,000
Hanna Boisselle	4		\$1,165,500		4	\$1,165,500
Janet K Kliefoth	1	1	\$865,000	\$300,000	2	\$1,165,000
Janet E Zasada	3	2	\$683,000	\$481,000	5	\$1,164,000
Stuart Weiss, PA	3	2	\$782,500	\$381,500	5	\$1,164,000
Andrey Doroshenko	1	2	\$450,000	\$712,000	3	\$1,162,000
Christine E O'Shea	2	3	\$462,000	\$698,400	5	\$1,160,400
Chris D Lawrence, PA	2	2	\$605,000	\$555,000	4	\$1,160,000
Tommy Rebarido	1	1	\$495,000	\$665,000	2	\$1,160,000
Aprile D Osborne	1	1	\$1,000,000	\$160,000	2	\$1,160,000
Leslie Milstein Pastel	2	1	\$850,000	\$310,000	3	\$1,160,000
Corey Druker	4	1	\$983,000	\$175,000	5	\$1,158,000
Kevin Kuehl, PA	3		\$1,155,000		3	\$1,155,000
Joanne Rathbun	3		\$1,154,000		3	\$1,154,000
John Martin	1	3	\$258,934	\$895,000	4	\$1,153,934
Mary J Wiggins	2	3	\$591,900	\$561,900	5	\$1,153,800
Cris Miller	4	1	\$912,500	\$240,000	5	\$1,152,500
Liz Pfunder	2	2	\$840,000	\$311,500	4	\$1,151,500
Dale Woodrow	1		\$1,150,000		1	\$1,150,000
Kevin A Wood	1	1	\$575,000	\$575,000	2	\$1,150,000
Edward J Frank		1		\$1,150,000	1	\$1,150,000
Paul Hardy	2	1	\$765,000	\$385,000	3	\$1,150,000
Tamara A Wright, LLC	2	1	\$795,000	\$355,000	3	\$1,150,000
Katie Brady, PA	2	1	\$510,000	\$630,000	3	\$1,140,000
Robert H Povilaitis	3	2	\$761,500	\$378,000	5	\$1,139,500
Angela Griffith	4		\$1,138,500		4	\$1,138,500
Ilse Lefas	2	1	\$849,000	\$289,000	3	\$1,138,000
Monica E Simon	2	1	\$875,000	\$262,000	3	\$1,137,000
Lynn M Cupero	1	1	\$310,000	\$825,000	2	\$1,135,000
MilanO Odstrcilik	1	1	\$800,000	\$335,000	2	\$1,135,000
Richard A Faust	1	3	\$274,000	\$860,000	4	\$1,134,000
Cindy Cyrus	1		\$1,133,000		1	\$1,133,000
Jessie Morris	4		\$1,133,000		4	\$1,133,000
Peter Weissman	1	4	\$157,000	\$974,900	5	\$1,131,900
Elaine Zacka	1	4	\$225,000	\$905,900	5	\$1,130,900
Mike Hauptert	1	1	\$555,000	\$575,000	2	\$1,130,000
Elise Starr	2	1	\$995,000	\$135,000	3	\$1,130,000
Anne Marie Dooley	2		\$1,130,000		2	\$1,130,000
Jane Czarncki	3	1	\$733,000	\$395,000	4	\$1,128,000
John J McKerrow		4		\$1,128,000	4	\$1,128,000
Laurie Ann Zanelli	1	3	\$137,300	\$990,000	4	\$1,127,300
Diego E Figueroa	5		\$1,127,000		5	\$1,127,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Trevor Johnson, PA	3	1	\$889,000	\$237,000	4	\$1,126,000
Steve Chambers	2	1	\$910,000	\$215,000	3	\$1,125,000
Andrea K Balogh	5		\$1,122,900		5	\$1,122,900
Bob Koch, Jr	1	1	\$560,000	\$560,000	2	\$1,120,000
Michael Conciatori		2		\$1,115,000	2	\$1,115,000
Debbie R Turkett	1	2	\$130,000	\$985,000	3	\$1,115,000
Marie Schaible	2	2	\$482,000	\$630,000	4	\$1,112,000
Carole DiCupero, PA	2	1	\$870,000	\$240,000	3	\$1,110,000
Jamie Chang	1	2	\$210,000	\$900,000	3	\$1,110,000
Susan Winter	1		\$1,109,000		1	\$1,109,000
Tom Snyder, III	1	2	\$380,000	\$729,000	3	\$1,109,000
Anne Marie Ryan	2	2	\$329,000	\$779,900	4	\$1,108,900
Carrie Jane Gorgacz	3		\$1,108,600		3	\$1,108,600
Jordas Reyes	2	3	\$407,000	\$701,500	5	\$1,108,500
Armid Metohu	3	1	\$823,333	\$285,000	4	\$1,108,333
David Washburn	1	1	\$554,000	\$554,000	2	\$1,108,000
Frank Dekevich	2	2	\$295,000	\$812,500	4	\$1,107,500
Tom Buckley	2	1	\$890,000	\$217,500	3	\$1,107,500
John S Aycocock, Jr.	1		\$1,107,500		1	\$1,107,500
AJ Powell	4		\$1,107,400		4	\$1,107,400
Juan C Orozco	4	1	\$858,500	\$247,500	5	\$1,106,000
Denise Ramirez-Sarjeant	5		\$1,106,000		5	\$1,106,000
Gregory Henderson	2	2	\$553,000	\$553,000	4	\$1,106,000
Mitchell Zale	1	2	\$410,000	\$696,000	3	\$1,106,000
Rita Volmer		3		\$1,105,500	3	\$1,105,500
Joseph A Holan	2	2	\$590,000	\$515,000	4	\$1,105,000
Katrina Allison	1		\$1,104,450		1	\$1,104,450
Nikki Bauer	2	1	\$989,000	\$114,000	3	\$1,103,000
John D Walsh		3		\$1,102,900	3	\$1,102,900
Judy Price, PA	1	2	\$562,900	\$540,000	3	\$1,102,900
Krisandra A Panting	1	1	\$277,000	\$825,000	2	\$1,102,000
Iliyana T Ivanova	2	2	\$647,500	\$454,000	4	\$1,101,500
Robert Gregg Poole	2	1	\$775,000	\$325,000	3	\$1,100,000
Marc A Fitzgerald	1		\$1,100,000		1	\$1,100,000
Mary Beech Lally		1		\$1,100,000	1	\$1,100,000
Judith Stead		1		\$1,100,000	1	\$1,100,000
Marita Gastaldello	1		\$1,100,000		1	\$1,100,000
Jil M Shamblee, PA	3	2	\$734,900	\$364,900	5	\$1,099,800
Lindsey Darence, PA		4		\$1,098,000	4	\$1,098,000
Ruben Zamora, Jr	4	1	\$896,500	\$200,000	5	\$1,096,500
Vanthia Marie Vouros-Chase	3		\$1,095,900		3	\$1,095,900
Chuck Schanne	1	2	\$325,000	\$770,000	3	\$1,095,000
Chris M Spear	2	1	\$730,000	\$365,000	3	\$1,095,000
Delia E. Kahn	1	2	\$330,000	\$765,000	3	\$1,095,000
Kevin O'Reilly	3		\$1,095,000		3	\$1,095,000
Susan Wulber		2		\$1,093,700	2	\$1,093,700
Susan Jacobse	4		\$1,092,435		4	\$1,092,435
Sue Ford	3	2	\$656,000	\$436,000	5	\$1,092,000
C. Kevin Waters	3		\$1,091,000		3	\$1,091,000
Thomas Farley	1	1	\$545,000	\$545,000	2	\$1,090,000
Stephanie E Spooner	1	2	\$285,000	\$804,900	3	\$1,089,900
Linda L Reynolds	2	3	\$382,000	\$707,000	5	\$1,089,000
James Carl	5		\$1,087,000		5	\$1,087,000
Vicky Valdes	4	1	\$941,500	\$145,000	5	\$1,086,500
Adriana D Ledesma	5		\$1,084,219		5	\$1,084,219
Mark S Fowler, Jr	2		\$1,082,000		2	\$1,082,000
JC Lenney	2		\$1,082,000		2	\$1,082,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Elke Hein Glenn	2	2	\$620,000	\$461,000	4	\$1,081,000
Victoria Josephine Whalen	3	1	\$891,900	\$189,000	4	\$1,080,900
Sam J Steele, PA	1	2	\$380,000	\$700,000	3	\$1,080,000
Phil Milovidoff	5		\$1,079,900		5	\$1,079,900
James Doody	2	1	\$799,175	\$279,175	3	\$1,078,350
Mark D Maran	1	1	\$850,000	\$228,000	2	\$1,078,000
Nicolas A Villamizar	2	2	\$538,500	\$538,500	4	\$1,077,000
Gregory Porter	3	1	\$928,000	\$148,000	4	\$1,076,000
Stefan Bolsen	1		\$1,075,000		1	\$1,075,000
Michael A. Harp	1	2	\$300,000	\$775,000	3	\$1,075,000
Healy Edmonds	1		\$1,075,000		1	\$1,075,000
Maurice A Gilmore	2	2	\$582,500	\$492,000	4	\$1,074,500
Kim M Case	1	3	\$470,000	\$603,100	4	\$1,073,100
Bruce S Pilavis	2	1	\$570,000	\$503,000	3	\$1,073,000
Katrena Meyers	3		\$1,072,500		3	\$1,072,500
Don Spillane, Jr	1	2	\$325,000	\$747,500	3	\$1,072,500
Adrienne Meijer		2		\$1,072,500	2	\$1,072,500
Grant Pohlmann	1	1	\$535,000	\$535,000	2	\$1,070,000
Joyce Siska		3		\$1,070,000	3	\$1,070,000
Helayne A Frankel	1	1	\$325,000	\$745,000	2	\$1,070,000
Gail P Archer	2		\$1,070,000		2	\$1,070,000
Mary M Riva		2		\$1,070,000	2	\$1,070,000
Loukas Minas Masouras	3		\$1,070,000		3	\$1,070,000
Francine Stevens	1	3	\$185,000	\$883,000	4	\$1,068,000
Pernilla Johanna Einsbohr	3		\$1,067,000		3	\$1,067,000
Maria Weiss	2		\$1,065,000		2	\$1,065,000
Frank Schultz	2	1	\$690,000	\$375,000	3	\$1,065,000
Tanya Lee Oosterhous	2	3	\$406,400	\$657,500	5	\$1,063,900
Candace Farmer	1	3	\$328,000	\$734,500	4	\$1,062,500
Vicki Pearson	2		\$1,062,500		2	\$1,062,500
Zetty Rivera	4	1	\$770,000	\$292,000	5	\$1,062,000
Rosemary J Hammar	2		\$1,060,000		2	\$1,060,000
Paul V Tateo	3	1	\$935,000	\$125,000	4	\$1,060,000
Nancy J Brown		3		\$1,058,000	3	\$1,058,000
Angela Lorie Rizzi-Gayle	1	1	\$496,000	\$560,000	2	\$1,056,000
Danny Fernandez	1	4	\$220,000	\$835,500	5	\$1,055,500
Mark A Huffor	2	1	\$712,500	\$342,500	3	\$1,055,000
Paul D Harvey	3	1	\$736,000	\$319,000	4	\$1,055,000
Angelina E Turra	3	1	\$866,000	\$188,000	4	\$1,054,000
Lenore Vitale	2	2	\$619,900	\$434,000	4	\$1,053,900
Thomas P Bullaro	3	1	\$792,500	\$260,000	4	\$1,052,500
Jack V Loewel	1	1	\$375,000	\$675,000	2	\$1,050,000
Daniel L Pittman		1		\$1,050,000	1	\$1,050,000
Suzanne Amon		1		\$1,050,000	1	\$1,050,000
Barbara S Wilkinson	2	1	\$592,000	\$458,000	3	\$1,050,000
Philip O Rhodes		1		\$1,048,000	1	\$1,048,000
Gero K Geilenbruegge	2	2	\$678,000	\$370,000	4	\$1,048,000
Chris Marchand	2	1	\$738,045	\$309,000	3	\$1,047,045
Christine D Ryker	2		\$1,046,000		2	\$1,046,000
Ryan Gaumer	2	2	\$330,900	\$715,000	4	\$1,045,900
Silvina Mariela Garcia	4		\$1,045,000		4	\$1,045,000
Kayla Marie Hunter	3	3	\$467,500	\$577,500	6	\$1,045,000
Tenley M Ticknor	2		\$1,045,000		2	\$1,045,000
Joey Burch, LLC	1	1	\$795,000	\$250,000	2	\$1,045,000
Raquel L Rodriguez	2	2	\$486,900	\$558,000	4	\$1,044,900
Richard McCormack	1	2	\$459,800	\$585,000	3	\$1,044,800
Barbara N Gonzalez	3	1	\$773,000	\$271,000	4	\$1,044,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
David Charles Goebel	2	1	\$731,000	\$312,000	3	\$1,043,000
Tony Russo	1	1	\$521,000	\$521,000	2	\$1,042,000
Mary A Bruce, PA	2	2	\$632,900	\$409,000	4	\$1,041,900
Judy Gattinger	1	1	\$520,000	\$520,000	2	\$1,040,000
George Scharring Hausen	1	1	\$455,000	\$585,000	2	\$1,040,000
Alexandra A Nasrallah	3	2	\$626,400	\$413,400	5	\$1,039,800
Jason Thomas Minder	3	1	\$734,000	\$305,000	4	\$1,039,000
Elena Leombruno	1	3	\$420,000	\$618,000	4	\$1,038,000
Rosanny Larach	1	1	\$568,000	\$470,000	2	\$1,038,000
Janneth A Blanco		4		\$1,037,800	4	\$1,037,800
Allison Moser	2	3	\$511,000	\$526,000	5	\$1,037,000
Pat Campana	2	2	\$495,900	\$541,000	4	\$1,036,900
James E Bodinski		3		\$1,036,500	3	\$1,036,500
Roy D Migeot	2	2	\$500,000	\$535,000	4	\$1,035,000
David G Bernard	2		\$1,035,000		2	\$1,035,000
Anthony Heintz	1	3	\$362,500	\$672,000	4	\$1,034,500
Martha Sujevich	4		\$1,033,900		4	\$1,033,900
Linda S Gutierrez		2		\$1,032,500	2	\$1,032,500
Karen McIntyre	3		\$1,032,000		3	\$1,032,000
Bonnie J Armstrong	3	1	\$794,000	\$235,000	4	\$1,029,000
Robin Lynne Williams	4	2	\$649,000	\$379,000	6	\$1,028,000
Kristen Kerrigan		3		\$1,028,000	3	\$1,028,000
Todd R Pearce	2	1	\$861,000	\$166,000	3	\$1,027,000
Gord Potter	1	2	\$415,000	\$610,000	3	\$1,025,000
Ani Rodriguez	2	1	\$643,000	\$379,798	3	\$1,022,798
Debbie Seifert	3	1	\$662,500	\$360,000	4	\$1,022,500
Rich Choate	1	2	\$400,000	\$621,000	3	\$1,021,000
JoAnn Malone	3		\$1,020,155		3	\$1,020,155
Mary Jo Chamberlin		2		\$1,020,000	2	\$1,020,000
Julie Pecoraro	1	2	\$387,000	\$633,000	3	\$1,020,000
Mary E Bartos	2		\$1,020,000		2	\$1,020,000
Roberta D Haas	1	1	\$870,000	\$149,000	2	\$1,019,000
Debbie Brown	4		\$1,017,100		4	\$1,017,100
Fernando Lamelas	3	1	\$717,500	\$299,500	4	\$1,017,000
Debi Giardello	4	1	\$755,500	\$260,000	5	\$1,015,500
Berna Goldstein	1	1	\$425,000	\$590,000	2	\$1,015,000
Cathy A Sanders	2	1	\$790,000	\$221,750	3	\$1,011,750
Sam Osmanaj		4		\$1,011,500	4	\$1,011,500
Natasha Bradley	2	2	\$550,000	\$461,000	4	\$1,011,000
Karina Andrea Rua, LLC	4	1	\$757,000	\$254,000	5	\$1,011,000
Amy Romero	3	1	\$762,500	\$247,500	4	\$1,010,000
Janet Saltarelli		2		\$1,010,000	2	\$1,010,000
Ann Colleen Sutton	3		\$1,009,500		3	\$1,009,500
Mily Cancio	2	1	\$739,500	\$269,000	3	\$1,008,500
Bev Larson	2	4	\$338,000	\$670,000	6	\$1,008,000
James Chambers	1	1	\$825,000	\$182,500	2	\$1,007,500
Fred Benoit	1	1	\$850,000	\$157,000	2	\$1,007,000
Joanne Henle	2	1	\$691,000	\$315,000	3	\$1,006,000
Loaiza C Ramos	2	1	\$645,000	\$360,000	3	\$1,005,000
Bette Pitzer	1	1	\$515,000	\$490,000	2	\$1,005,000
Bob Ruderman	2	3	\$387,500	\$617,500	5	\$1,005,000
Jessica Elizabeth Whiffen	3	1	\$719,000	\$286,000	4	\$1,005,000
Bill Walsh	2	1	\$799,900	\$205,000	3	\$1,004,900
Stephan Manderschied	1	3	\$315,000	\$689,100	4	\$1,004,100
Michael O Riccio	3	1	\$733,500	\$270,000	4	\$1,003,500
Shawn M Hyland	3	2	\$628,000	\$375,000	5	\$1,003,000
Robert F Coffey	3	4	\$447,000	\$553,500	7	\$1,000,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Carlos H Mejia	4		\$1,000,080		4	\$1,000,080
Carol Jeanne Ryan	1		\$1,000,000		1	\$1,000,000
Robert Cable		1		\$1,000,000	1	\$1,000,000
Brian John Wasser	1		\$1,000,000		1	\$1,000,000
Robin L Weidle	1		\$1,000,000		1	\$1,000,000
Kim Noble	1	3	\$393,000	\$606,000	4	\$999,000
Marilyn Schryvers	4		\$997,500		4	\$997,500
Tom Swanbeck		2		\$997,500	2	\$997,500
Maria Alejandra Bejarano	3	1	\$788,500	\$208,000	4	\$996,500
Mayensy Cubas	3	1	\$723,000	\$268,000	4	\$991,000
Barry Fludgate, II	3		\$990,000		3	\$990,000
Cheryl Fischer	1	1	\$492,500	\$492,500	2	\$985,000
Grady Minor	1		\$985,000		1	\$985,000
Kyle Davis	1	2	\$355,000	\$629,900	3	\$984,900
Eva Carmody	2	3	\$464,900	\$518,900	5	\$983,800
Kay M Miller	1	2	\$228,500	\$754,900	3	\$983,400
Judith Barbato	3	2	\$632,000	\$351,000	5	\$983,000
Renay Montague	2	2	\$396,600	\$585,600	4	\$982,200
Kent Yaklin	2		\$981,000		2	\$981,000
Charlotte Beneteau		2		\$981,000	2	\$981,000
Marlo Kersey	2	2	\$468,000	\$512,900	4	\$980,900
Victoria P Koga	2	2	\$425,500	\$555,000	4	\$980,500
Juan J Sosa	4	1	\$854,715	\$125,000	5	\$979,715
Mary E. Charters	2		\$979,400		2	\$979,400
Joy Hunton	2	1	\$595,000	\$380,000	3	\$975,000
Homer Hyppolite	4		\$975,000		4	\$975,000
Brooke Johnson Parker	1		\$975,000		1	\$975,000
Anthony Brendan Dwyer	3		\$974,700		3	\$974,700
Joanne Cangialosi	1	2	\$405,000	\$569,000	3	\$974,000
Ellison Espinal	2	2	\$496,500	\$473,500	4	\$970,000
Gail Ellan Banfield	1	1	\$485,000	\$485,000	2	\$970,000
Sharon A David	3		\$970,000		3	\$970,000
Judy Heaslip	2	1	\$645,000	\$325,000	3	\$970,000
Suzanne M Goeren	3		\$970,000		3	\$970,000
Wendy E. Noble	4		\$969,500		4	\$969,500
Eileen Theresa Graham	5		\$962,544		5	\$962,544
Daniel Diekneite	1	1	\$355,000	\$607,500	2	\$962,500
Michael Flaherty	1		\$960,000		1	\$960,000
Mary Cathy Smith	2		\$960,000		2	\$960,000
Jason Lipsher	3	2	\$654,500	\$304,500	5	\$959,000
Michaela Buchel-Scholl	3		\$955,550		3	\$955,550
Christopher P Lee	2	1	\$664,900	\$289,900	3	\$954,800
Stephanie R Cortes	3		\$954,400		3	\$954,400
Michael Scott Hewitt	2	2	\$560,000	\$394,100	4	\$954,100
Ron Sanson, IV	3	1	\$697,000	\$257,000	4	\$954,000
Steve Daria	2	2	\$453,000	\$500,000	4	\$953,000
Teri A Cassata	1	1	\$717,500	\$235,000	2	\$952,500
Carol Hilleary	1	2	\$232,000	\$720,000	3	\$952,000
Kirstin M Vega, PA	1	3	\$310,000	\$641,500	4	\$951,500
Ann Spellman	1	1	\$475,300	\$475,300	2	\$950,600
Carrie C Gordley		1		\$950,000	1	\$950,000
Annette Nora Brennan		2		\$950,000	2	\$950,000
Jordaan C Sieben, PA		1		\$950,000	1	\$950,000
Barbara J Miller	1	1	\$670,000	\$279,200	2	\$949,200
Cynthia Torres	2	1	\$583,000	\$365,000	3	\$948,000
Mary Kay Hart	3	1	\$791,000	\$155,500	4	\$946,500
Amber Meadows	3		\$946,000		3	\$946,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Alena Vydra	3	1	\$703,080	\$242,000	4	\$945,080
Silvia Renzi		3		\$944,500	3	\$944,500
David Reeve	1	2	\$233,000	\$711,000	3	\$944,000
Barbara Louise Wright	2	1	\$613,500	\$328,500	3	\$942,000
Judy Eubanks	1	1	\$700,000	\$242,000	2	\$942,000
Bill Charbonneau	1	1	\$569,000	\$372,500	2	\$941,500
Rocco M Roppo	2		\$940,000		2	\$940,000
Bob Bailey	1		\$940,000		1	\$940,000
Mike Gabel	1	2	\$335,000	\$604,900	3	\$939,900
Sarina L Nichols	4		\$939,500		4	\$939,500
Michelle Stephanie Jay	2	1	\$654,000	\$284,000	3	\$938,000
Anthony Eller		2		\$937,500	2	\$937,500
Michael John Ricci, PA	1	2	\$259,990	\$677,500	3	\$937,490
Julianne M Hook	2		\$936,000		2	\$936,000
R Ian Clausen	2	1	\$690,800	\$244,900	3	\$935,700
Deborah A Belford	1	1	\$540,000	\$395,000	2	\$935,000
Toni A Ciambriello	2	1	\$460,000	\$474,900	3	\$934,900
Dovile Collins	1	2	\$260,000	\$674,000	3	\$934,000
Jayn Foley	2	2	\$544,900	\$386,900	4	\$931,800
Richard Gatto	1		\$930,900		1	\$930,900
Gayle Satcher	2	1	\$815,000	\$115,000	3	\$930,000
Earline Lawrence	2	1	\$575,000	\$355,000	3	\$930,000
Ingrid Wittmann		3		\$926,500	3	\$926,500
Shelly Dawn Nelson	2	1	\$672,000	\$254,500	3	\$926,500
Jim Osborne	1		\$925,000		1	\$925,000
Kristen J Jenkins	2		\$924,500		2	\$924,500
Josh S Conrad	2	1	\$595,000	\$329,000	3	\$924,000
Terri L King	3	1	\$619,000	\$305,000	4	\$924,000
Gloria J Goddard	1	3	\$200,000	\$723,000	4	\$923,000
Garrette AE Snyder	1	2	\$405,000	\$517,800	3	\$922,800
Hank Bertodatto	2	1	\$545,000	\$376,500	3	\$921,500
Diane C Sullivan	3	2	\$620,100	\$300,900	5	\$921,000
Anita L McGilvray	3		\$920,000		3	\$920,000
Mark Weber		2		\$920,000	2	\$920,000
Richard T Dingfelder	1	2	\$320,000	\$600,000	3	\$920,000
Holly J Balante		2		\$920,000	2	\$920,000
Doug Galloway	1	1	\$459,000	\$459,000	2	\$918,000
Michael Plummer	3	2	\$521,000	\$397,000	5	\$918,000
Nick Gray	2	1	\$654,000	\$263,000	3	\$917,000
Elizabeth Susan Ruzzier		2		\$915,000	2	\$915,000
Claudia Schembri	1	2	\$465,000	\$450,000	3	\$915,000
Maria C Zuluaga	5		\$915,000		5	\$915,000
Lynne Marley	2		\$914,945		2	\$914,945
Leann K Anderson	2	2	\$524,900	\$389,000	4	\$913,900
Tina Burge	2	1	\$745,700	\$165,000	3	\$910,700
Collene Erb Davis	1		\$910,000		1	\$910,000
Zen S Hunter	1	1	\$455,000	\$455,000	2	\$910,000
Jonathan Tansky		4		\$909,500	4	\$909,500
Alis Manuel Rodriguez, PA	1	3	\$118,000	\$791,000	4	\$909,000
Dawna Krohe	1	2	\$390,000	\$516,000	3	\$906,000
Christi Krieger	1	2	\$479,000	\$426,900	3	\$905,900
Joseph P Gannon, III	1	2	\$190,000	\$715,000	3	\$905,000
Elizabeth Ann Rumbarger	3		\$904,900		3	\$904,900
Katie Scheiber	2	2	\$567,500	\$337,000	4	\$904,500
Sue Vishio Forry	2	1	\$719,000	\$185,000	3	\$904,000
Rochelle W Clark	2		\$904,000		2	\$904,000
Susan L Phillips	1	2	\$232,000	\$672,000	3	\$904,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Judy Gamelli	2	3	\$356,900	\$546,900	5	\$903,800
Aimee Blitvich	1		\$902,000		1	\$902,000
Kathy Holbrook, PA	2	2	\$520,000	\$381,000	4	\$901,000
Sandra Weir		1		\$900,000	1	\$900,000
Judy Welker	1		\$900,000		1	\$900,000
Ashley Anne Barnes	1		\$900,000		1	\$900,000
Earlae C. Thomas P.A	1	1	\$449,900	\$449,900	2	\$899,800
Glen Tarnowski	2		\$898,500		2	\$898,500
Roger Neal Harper	1	3	\$183,000	\$712,900	4	\$895,900
Rhonda L Dowdy		2		\$895,000	2	\$895,000
E.J. LoPresti		1		\$895,000	1	\$895,000
Douglas M Sharpe	2		\$895,000		2	\$895,000
Misty D Cleek Adkins		2		\$894,800	2	\$894,800
Marco Schoenrock	2		\$893,000		2	\$893,000
Joyce Loynd		4		\$893,000	4	\$893,000
Debra Kligerman	3	1	\$678,000	\$215,000	4	\$893,000
Joani Alderuccio	2	1	\$677,000	\$215,000	3	\$892,000
Scott J Newsome	2		\$892,000		2	\$892,000
Larry E White	1		\$890,662		1	\$890,662
Anthony Michael Patrick Yimin	1		\$890,000		1	\$890,000
Michelle Tender	1	1	\$535,000	\$355,000	2	\$890,000
Debbie Dickens		1		\$889,000	1	\$889,000
Karen L Hawley	1	2	\$295,000	\$594,000	3	\$889,000
Ray W Kennedy	2		\$889,000		2	\$889,000
Corey Stranger	2	2	\$475,000	\$413,500	4	\$888,500
Christi L Bryant		3		\$888,160	3	\$888,160
Debbie Pope, PA	2	2	\$446,000	\$441,000	4	\$887,000
James K McGregor	1	2	\$170,000	\$715,000	3	\$885,000
Ruth Sydnee Macellari	2		\$885,000		2	\$885,000
Joyce Rhodes	1	2	\$329,900	\$554,000	3	\$883,900
Idalia Fabregas	3		\$883,685		3	\$883,685
George Paul Cudnik	2	1	\$608,500	\$275,000	3	\$883,500
Rosemary Langkawel, PA	3	2	\$526,000	\$357,000	5	\$883,000
Ornela Rroboci	1	2	\$297,500	\$584,900	3	\$882,400
Rita Sokol	2		\$882,000		2	\$882,000
Terri Molle LLC	1	2	\$412,500	\$468,000	3	\$880,500
Robert Hollister	1	1	\$625,000	\$255,000	2	\$880,000
Diane Clevenger	1	1	\$265,000	\$615,000	2	\$880,000
Daniel Worsdale	1	1	\$440,000	\$440,000	2	\$880,000
Linda Meulenberg	1	1	\$440,000	\$440,000	2	\$880,000
William Andrew Fitzgerald	1	1	\$430,000	\$450,000	2	\$880,000
Mike Peppe	1	2	\$324,900	\$554,900	3	\$879,800
Linda Haskins	1		\$879,310		1	\$879,310
Pete Masouras	3		\$879,000		3	\$879,000
Igor Krylov	2	1	\$639,000	\$240,000	3	\$879,000
Michael B Skudnig	1	1	\$547,500	\$330,000	2	\$877,500
Pedro Pardo, Jr.	2	2	\$490,000	\$387,500	4	\$877,500
Angela M Mummert	2	1	\$465,000	\$412,500	3	\$877,500
Terri L Jenstad, PA	1	2	\$292,000	\$584,500	3	\$876,500
Theodore R Libby	1		\$875,020		1	\$875,020
Donna C Matthews	1	1	\$550,000	\$325,000	2	\$875,000
Jon Panozzo	1		\$875,000		1	\$875,000
Lisa Ann Reis	1	3	\$310,000	\$563,000	4	\$873,000
Armand J Procacci, PA	3		\$872,500		3	\$872,500
Damon Vetere	2	1	\$651,500	\$220,000	3	\$871,500
Jonathan Gunger, LLC	2	1	\$669,500	\$202,000	3	\$871,500
Eric Potts	1	2	\$334,900	\$535,800	3	\$870,700

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Ginny Woody	2		\$870,000		2	\$870,000
John Tolisano	3		\$870,000		3	\$870,000
Peggy A Ryba	1	1	\$320,000	\$548,000	2	\$868,000
Rick Miles	2	1	\$689,000	\$179,000	3	\$868,000
Shelley Freshwater	2		\$866,945		2	\$866,945
Kandace L Kaiser		2		\$865,000	2	\$865,000
Brad Dancer	1		\$865,000		1	\$865,000
Mark V Bunecky	2	1	\$660,000	\$205,000	3	\$865,000
Star Fisher	2	1	\$570,000	\$295,000	3	\$865,000
James P Schlimmer, LLC	2		\$865,000		2	\$865,000
Angela M Palmer	1	2	\$411,900	\$452,000	3	\$863,900
Monica D Cameron		2		\$863,000	2	\$863,000
Neil Franklin	4		\$862,692		4	\$862,692
Clint C Holland	4		\$862,000		4	\$862,000
Sue Degnan	1		\$861,500		1	\$861,500
Taylor Newman	2	1	\$639,000	\$222,000	3	\$861,000
Jim Jones	3		\$860,900		3	\$860,900
Alex Johnson	1		\$860,000		1	\$860,000
Donna Jo Carter Longmire	1	1	\$430,000	\$430,000	2	\$860,000
Abe Ebeid	2	1	\$469,000	\$390,000	3	\$859,000
Lisa Petruska		3		\$859,000	3	\$859,000
Kevin Charles Ryan	2	1	\$471,000	\$388,000	3	\$859,000
Thomas C Brough	1	1	\$692,000	\$165,000	2	\$857,000
Sharon Wise	2		\$855,000		2	\$855,000
Cindy Hartz	2	1	\$701,000	\$153,000	3	\$854,000
Carol Jane Robbins	2	1	\$569,000	\$285,000	3	\$854,000
Frantz Machoule	3		\$852,500		3	\$852,500
Tim Ludemann	2		\$851,750		2	\$851,750
Jeff Mann	2	1	\$465,000	\$386,500	3	\$851,500
Gabe Kohn	2		\$850,500		2	\$850,500
Callie Kitis Marks	1		\$850,000		1	\$850,000
Jean Harvey	1		\$850,000		1	\$850,000
Rick DeStefano, Jr	1	1	\$425,000	\$425,000	2	\$850,000
Bradley C Thompson	2	2	\$425,000	\$425,000	4	\$850,000
Suzanne Maria Tjaden	2		\$850,000		2	\$850,000
Jenn Linguidi	1	1	\$515,000	\$335,000	2	\$850,000
Melissa Ann Sanchez	2		\$850,000		2	\$850,000
Lisa Marie Barnes	1		\$850,000		1	\$850,000
BJ Barone	1		\$849,900		1	\$849,900
Wendy Messina	1	1	\$550,950	\$297,000	2	\$847,950
Emery T Smith	2		\$847,500		2	\$847,500
Jeremy M Sedgwick	3	1	\$621,000	\$225,000	4	\$846,000
Adam Gallus	1	1	\$520,000	\$325,000	2	\$845,000
Eric Pfeifer	1		\$845,000		1	\$845,000
Clement Soffer, PA		1		\$845,000	1	\$845,000
Marina Hermann, PA	1	2	\$355,000	\$490,000	3	\$845,000
Aldee A Rosenberg	1		\$845,000		1	\$845,000
Gloria Mangum	1	1	\$345,000	\$500,000	2	\$845,000
Guillermo Javier Borda	4	2	\$494,900	\$350,000	6	\$844,900
Mirela Roman	2	1	\$570,000	\$272,000	3	\$842,000
Dean R Lund	3		\$841,000		3	\$841,000
Andrew DiPalma	2	3	\$289,500	\$551,500	5	\$841,000
Joleigh Prevel	2	1	\$580,900	\$260,000	3	\$840,900
Amy Gregory	2		\$840,000		2	\$840,000
Sarah A Theiss, PA	1		\$840,000		1	\$840,000
Larry Burbach	1		\$840,000		1	\$840,000
Larry Estell, Jr.	2		\$839,000		2	\$839,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Morgan Elizabeth York	3	1	\$635,500	\$203,000	4	\$838,500
Debbie Walters	2	1	\$553,000	\$285,000	3	\$838,000
Ed White, JR	1	1	\$740,000	\$98,000	2	\$838,000
Christophe Daniel Delage	1		\$837,500		1	\$837,500
Amber Brawner	3		\$836,500		3	\$836,500
Lee Gariepy, Jr.	2	2	\$391,400	\$445,000	4	\$836,400
Allison Bragg		2		\$835,900	2	\$835,900
Karen Noel Bosshardt	2	1	\$590,000	\$245,000	3	\$835,000
Peter Spiropoulos	1	1	\$419,900	\$415,000	2	\$834,900
Becca McIntosh	3		\$834,500		3	\$834,500
Siobhan St Amour	2	1	\$576,500	\$255,000	3	\$831,500
Tyler Roche	2	1	\$515,000	\$316,000	3	\$831,000
Jamie Stout	1		\$830,000		1	\$830,000
Daniel A. Tripaldi	2	1	\$525,000	\$305,000	3	\$830,000
Isabelle Wells	2		\$829,900		2	\$829,900
Cindy LaVallee	2	1	\$634,800	\$194,800	3	\$829,600
Patricia Whitworth	2	2	\$360,601	\$468,851	4	\$829,452
James A Kux	1	2	\$328,000	\$500,500	3	\$828,500
Linda Fint Gallo	1		\$827,900		1	\$827,900
Brian Timothy Konkel		3		\$825,000	3	\$825,000
Darlene Jones	2	1	\$567,000	\$258,000	3	\$825,000
Gerald S Rosenblum		2		\$825,000	2	\$825,000
Phyllis M Mueller		1		\$825,000	1	\$825,000
Jen Healy	1	1	\$587,500	\$237,000	2	\$824,500
Robert Paschall	2	2	\$400,000	\$424,000	4	\$824,000
Randy A Whitson	2		\$824,000		2	\$824,000
Susan Bryant	2		\$823,000		2	\$823,000
Helen E Ferren, PA	1	1	\$472,500	\$350,000	2	\$822,500
Brooke Pearson	2		\$822,000		2	\$822,000
Angela M Gannon	2	1	\$531,500	\$289,900	3	\$821,400
Edwina Marie Szempruch	2	2	\$410,250	\$410,250	4	\$820,500
Andrei A Belan	4	1	\$710,500	\$110,000	5	\$820,500
Arleny Borges	3		\$820,000		3	\$820,000
Jonathan Dunncliff		2		\$820,000	2	\$820,000
Dahlia Garcia	2	2	\$410,000	\$410,000	4	\$820,000
Rhonda Mullis	1		\$820,000		1	\$820,000
Zhi Wu	3	1	\$645,000	\$175,000	4	\$820,000
Sharon D McKie		1		\$820,000	1	\$820,000
Julie Sands	3		\$820,000		3	\$820,000
Margaret Sloboda	1	2	\$300,000	\$520,000	3	\$820,000
Gerry Wolff	4	2	\$612,333	\$207,000	6	\$819,333
Wes Kunkle, Jr.	1	2	\$363,000	\$455,000	3	\$818,000
Dan Bilzor	1	2	\$291,000	\$525,000	3	\$816,000
Leif B Bertelsen	1	1	\$450,000	\$365,000	2	\$815,000
Kenneth Levine	1	2	\$320,000	\$495,000	3	\$815,000
Gaetano Thomas Ravana, PA	2	1	\$375,000	\$440,000	3	\$815,000
Carlos Rivas		1		\$814,000	1	\$814,000
Chuck Hernandez	2	1	\$683,000	\$130,000	3	\$813,000
Denise Holding	2		\$813,000		2	\$813,000
Kristine Hansen	2	1	\$622,900	\$189,500	3	\$812,400
Elizabeth E DeLauro	2		\$810,000		2	\$810,000
David O Campbell	1	1	\$368,000	\$440,000	2	\$808,000
Jill Palmer Trapasso	2	1	\$687,500	\$120,000	3	\$807,500
Katia Kreisler Nascimento	2	1	\$522,500	\$285,000	3	\$807,500
Jana Sanders Kirk	3		\$807,500		3	\$807,500
Angie Peach	1	3	\$231,000	\$575,000	4	\$806,000
Mary Jo Bowers	2		\$805,000		2	\$805,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Stephen Marsala	1	1	\$235,000	\$570,000	2	\$805,000
Mike Shapiro	3		\$804,000		3	\$804,000
Natalya Parker	2		\$804,000		2	\$804,000
Tony Harvey	2	1	\$519,500	\$284,000	3	\$803,500
Pat Fitz	3	1	\$667,500	\$135,000	4	\$802,500
Marcie R LaRoche	2	2	\$349,000	\$453,260	4	\$802,260
Marcus Larrea	2	1	\$497,000	\$305,000	3	\$802,000
Ben Venohr		1		\$800,000	1	\$800,000
Giannine L McEnery	1	1	\$350,000	\$450,000	2	\$800,000
Jeff Cherrie	1	1	\$565,000	\$235,000	2	\$800,000
Jayne Ellen Bishop	1	1	\$175,000	\$625,000	2	\$800,000
Charlie Finazzo	1	1	\$400,000	\$400,000	2	\$800,000
Bruce Layman		4		\$800,000	4	\$800,000
Eddy Moreno	3	1	\$534,000	\$265,000	4	\$799,000
James J Del Sordo	2	1	\$465,000	\$333,700	3	\$798,700
Linda J Reidy, PA	2		\$798,000		2	\$798,000
Steven W Hayden	1	3	\$204,000	\$592,000	4	\$796,000
Ashley Coburn	4		\$796,000		4	\$796,000
Doug Risher	1	1	\$500,000	\$295,100	2	\$795,100
Diane W. Fulbright	2	1	\$575,000	\$220,000	3	\$795,000
Jon M Rubinton	2		\$795,000		2	\$795,000
Richard I Ginden		2		\$795,000	2	\$795,000
Michael D May	1	1	\$445,000	\$350,000	2	\$795,000
Susan Ourand Laxson	1	1	\$415,000	\$380,000	2	\$795,000
Tracey L Wathen	1	1	\$359,000	\$435,000	2	\$794,000
Mary Bove	2	1	\$483,500	\$310,000	3	\$793,500
Helen A Baker	1	2	\$170,000	\$620,000	3	\$790,000
Dan Norden	1	1	\$415,000	\$375,000	2	\$790,000
Tiffany J Rardin		2		\$790,000	2	\$790,000
Evelia C Thornton	1	1	\$395,000	\$395,000	2	\$790,000
Lori Anne Rambler	2	1	\$559,000	\$230,000	3	\$789,000
Emily S Peters	3		\$786,000		3	\$786,000
Richard P Reader	1	3	\$178,000	\$608,000	4	\$786,000
Pamela Elia	3	2	\$540,900	\$245,000	5	\$785,900
Paula Angelopoulos Urbinati		1		\$785,000	1	\$785,000
Brian K Rigsby	2		\$785,000		2	\$785,000
Kathleen Lynn Leavesley	2	4	\$279,500	\$505,000	6	\$784,500
Nancy McCrory	1	1	\$229,500	\$555,000	2	\$784,500
Donna M. Stout PA	2	1	\$419,000	\$365,000	3	\$784,000
Julie E Hedges	3	1	\$614,900	\$169,000	4	\$783,900
Paul DeVitto	2	1	\$537,500	\$245,000	3	\$782,500
Cee Keegan	2		\$781,900		2	\$781,900
Michele Casale		2		\$781,000	2	\$781,000
Gregg Hanifin	2	1	\$501,200	\$279,450	3	\$780,650
Frances Canario	1	1	\$380,000	\$400,000	2	\$780,000
Kathleen A Peck		2		\$780,000	2	\$780,000
Rob Sevilla	3		\$778,000		3	\$778,000
Edith Perez	1	2	\$253,000	\$524,000	3	\$777,000
Londa Sosh Nau	2		\$777,000		2	\$777,000
Michael Riedal	2		\$776,900		2	\$776,900
Nicholas J. Fontana	1		\$775,000		1	\$775,000
Bob Wilson, PA	1		\$775,000		1	\$775,000
Rickie Klein		1		\$775,000	1	\$775,000
Nancy R Woodbury	2	1	\$508,000	\$265,000	3	\$773,000
Thomas Mannion	2		\$772,500		2	\$772,500
Chris Horvath	2		\$771,000		2	\$771,000
Joseph P Ercolani	1		\$770,000		1	\$770,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Mark Harrison Mellman	2		\$770,000		2	\$770,000
John K LeVoy	1	2	\$290,000	\$480,000	3	\$770,000
John A Adams, Jr.		2		\$770,000	2	\$770,000
Lauren P Elwell	2		\$769,900		2	\$769,900
Maria DelValle Dupuy	3		\$769,000		3	\$769,000
Tricia Williams	2		\$769,000		2	\$769,000
Christopher S Gasparas		2		\$768,000	2	\$768,000
Greg Calabrese	2		\$767,500		2	\$767,500
Melissa Marie Haynie	1		\$767,000		1	\$767,000
James Sommers PA		2		\$767,000	2	\$767,000
Kurstin Williams	1	1	\$376,000	\$390,000	2	\$766,000
Debra Rotkovich	2		\$765,500		2	\$765,500
Jo-Ann Zakielarz	1	1	\$403,750	\$361,000	2	\$764,750
Mike DiFronzo	3		\$764,500		3	\$764,500
Priscilla Morris	1	1	\$455,000	\$309,000	2	\$764,000
Beth Dahlstrom		4		\$762,100	4	\$762,100
Dan C Boyle	2		\$761,500		2	\$761,500
Elizabeth H Summers	1	1	\$510,000	\$251,000	2	\$761,000
Jim Hiester		3		\$760,500	3	\$760,500
Drake Bliss	1	1	\$280,000	\$480,000	2	\$760,000
Mike Slade	1	1	\$380,000	\$380,000	2	\$760,000
Cheryl Ann Brannan	3		\$760,000		3	\$760,000
Kirstin K Coverdale	2	1	\$500,000	\$260,000	3	\$760,000
Kenneth M Kinaszczuk, II	1	1	\$380,000	\$380,000	2	\$760,000
Jane N Vazquez, PA	2		\$759,900		2	\$759,900
Heather E. Dix	2		\$759,900		2	\$759,900
Stewart Safford	3		\$759,160		3	\$759,160
Meryl Goldberg	1	1	\$379,500	\$379,500	2	\$759,000
Bob E Douyon	3		\$759,000		3	\$759,000
Kelly Lichter	3		\$758,000		3	\$758,000
G.R. Woitzik	1	1	\$575,000	\$182,000	2	\$757,000
Reana Sefa	2	1	\$429,900	\$327,000	3	\$756,900
Melva Wagner	1	1	\$378,000	\$378,000	2	\$756,000
Carlos Francisco Perezmeza	2	1	\$495,000	\$260,000	3	\$755,000
Kathy White	1	1	\$470,000	\$285,000	2	\$755,000
Krista L Goede, PA	1	1	\$415,000	\$340,000	2	\$755,000
Ronda Ann Owens	2	1	\$589,798	\$165,000	3	\$754,798
Bogdan Afloarei	2	1	\$478,000	\$276,000	3	\$754,000
Eric H Booker	1	1	\$299,000	\$455,000	2	\$754,000
J.C. Beauplan	1	2	\$210,000	\$542,000	3	\$752,000
Dennis Bevan	2		\$751,990		2	\$751,990
Alice Dent	3	1	\$523,500	\$228,000	4	\$751,500
Lisa Vagner	1		\$750,000		1	\$750,000
Tim Jones	1	1	\$215,000	\$535,000	2	\$750,000
Nancy Fuentes-Diaz	1		\$750,000		1	\$750,000
Sheliah B Wall	1		\$750,000		1	\$750,000
Eddy Hoyo	2	1	\$540,000	\$210,000	3	\$750,000
Carolann Phillipson		2		\$750,000	2	\$750,000
Laurie O'Brien	1	1	\$350,000	\$400,000	2	\$750,000
Stefany Salas	2	2	\$444,500	\$305,500	4	\$750,000
Marcel G Seamples	1	2	\$135,000	\$615,000	3	\$750,000
DL Lawrence	3		\$749,000		3	\$749,000
Julie Anne Timothy	1	2	\$348,000	\$399,900	3	\$747,900
Jennifer S Schooley	1	2	\$300,000	\$447,000	3	\$747,000
Laura T Garcia	3		\$746,000		3	\$746,000
Dorothy DeMichele	1	3	\$190,000	\$555,000	4	\$745,000
Gregory W Wetzel		1		\$745,000	1	\$745,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Teri Smith	2		\$745,000		2	\$745,000
Lohra E Ballinger	3		\$744,500		3	\$744,500
Bob Szymkowski	3	2	\$441,000	\$302,000	5	\$743,000
Carl Guzman	1	2	\$249,000	\$493,900	3	\$742,900
Betty A Slocum	1		\$742,500		1	\$742,500
Christopher M Herber	2	1	\$471,000	\$270,000	3	\$741,000
James Braden		4		\$741,000	4	\$741,000
Bryan E Hofferber		3		\$740,500	3	\$740,500
Patti Fowle		1		\$740,000	1	\$740,000
Clement Bieker		1		\$740,000	1	\$740,000
Rosie Kokkinos Hatwell	2		\$740,000		2	\$740,000
Patricia Lindsey	1	1	\$425,000	\$315,000	2	\$740,000
Gerald J Lefebvre		2		\$739,900	2	\$739,900
Brian T Ohlis		3		\$738,000	3	\$738,000
John Martin Braun	1	1	\$353,900	\$383,000	2	\$736,900
Marianne Defoggi		2		\$735,500	2	\$735,500
Dennis J McLaughlin	1	1	\$420,000	\$315,000	2	\$735,000
Marilyn Hodges		2		\$735,000	2	\$735,000
Dona Quigley	2	1	\$485,000	\$250,000	3	\$735,000
Michael A Kelly	1		\$735,000		1	\$735,000
Nicole E Germain	1		\$735,000		1	\$735,000
Nina Paight		1		\$735,000	1	\$735,000
Magdalena Niski		1		\$735,000	1	\$735,000
Jack V Newby, III	1		\$735,000		1	\$735,000
Kristen Delizia	2	1	\$415,000	\$319,900	3	\$734,900
Aileen Marie Carroll	3		\$734,200		3	\$734,200
Ron Johns	1	1	\$442,000	\$290,000	2	\$732,000
Deborah Deeth	2		\$731,000		2	\$731,000
Karen S Irby		1		\$731,000	1	\$731,000
Mona Abdelall	2	1	\$450,000	\$280,000	3	\$730,000
James Beddingfield	3		\$730,000		3	\$730,000
Lori Brown	1	1	\$460,000	\$270,000	2	\$730,000
Kyle Edward Thompson	1		\$730,000		1	\$730,000
Ramia MacDonald	2	1	\$420,000	\$310,000	3	\$730,000
Lynda Pasqua	1	1	\$304,000	\$425,000	2	\$729,000
Angie Nichols	2		\$728,000		2	\$728,000
David Joseph Jablonski	1	1	\$415,000	\$312,000	2	\$727,000
Julie R Wilson	2		\$727,000		2	\$727,000
Ginny Mulligan	2	1	\$477,500	\$249,000	3	\$726,500
Ryan Joyner	1	2	\$189,000	\$537,000	3	\$726,000
Billy Fazio	1	1	\$497,185	\$228,500	2	\$725,685
Robin Suslick	1		\$725,000		1	\$725,000
Brenda Boss	1		\$725,000		1	\$725,000
John Mahoy	1		\$725,000		1	\$725,000
Steve Saner	2		\$724,948		2	\$724,948
Ursula Sulzer	2	1	\$539,220	\$185,000	3	\$724,220
Toni R Morgan	1	2	\$184,000	\$540,000	3	\$724,000
Bill Griffin	1	2	\$262,000	\$462,000	3	\$724,000
Justin Lawrence		2		\$722,500	2	\$722,500
Joseph Rotella	2		\$722,400		2	\$722,400
Jacqueline Nary	1	1	\$360,000	\$360,000	2	\$720,000
Eva Sassian	2		\$720,000		2	\$720,000
Clark J Pear		1		\$720,000	1	\$720,000
Marco Anthony Geri	1	2	\$290,000	\$430,000	3	\$720,000
Tom Rohde		1		\$720,000	1	\$720,000
Nick Rigoni	2	1	\$467,000	\$252,500	3	\$719,500
Carol Fernandez	1	2	\$257,900	\$460,000	3	\$717,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units		S	L		
Tamera A Montante	2	2	\$322,500	\$394,500	4	\$717,000
Fred Elliott		2		\$716,199	2	\$716,199
Dick Shapiro	2		\$716,000		2	\$716,000
Patrick J Taylor	1	1	\$495,000	\$221,000	2	\$716,000
Craig Drescher	2	1	\$487,500	\$228,000	3	\$715,500
Sal Catalfamo	1		\$715,000		1	\$715,000
Dick Tormasi	1	1	\$446,355	\$264,000	2	\$710,355
Diane L Swick	2	1	\$480,000	\$230,000	3	\$710,000
Jon McLain		1		\$710,000	1	\$710,000
Alexander E Downey	1	2	\$400,000	\$308,000	3	\$708,000
Gary Michael Utech	1	1	\$284,900	\$423,000	2	\$707,900
Dana L Prange	1	2	\$240,000	\$467,500	3	\$707,500
Kevin D Bolinger	1	1	\$370,000	\$335,000	2	\$705,000
John F Van Engelen	1	1	\$315,000	\$390,000	2	\$705,000
Christopher Blondin	2		\$705,000		2	\$705,000
Annette Echeverria	2		\$705,000		2	\$705,000
R Terry Korf	1	1	\$336,850	\$367,500	2	\$704,350
Manuela Schinagl	1	1	\$500,000	\$203,000	2	\$703,000
Katie Lyons Ruhl	2		\$702,000		2	\$702,000
Michael Battaglia	2		\$702,000		2	\$702,000
Toni Mace	3		\$702,000		3	\$702,000
Rick L Litton		2		\$701,000	2	\$701,000
Mark Leon Coleman	1		\$700,000		1	\$700,000
Ricardo S Helaconde	3		\$700,000		3	\$700,000
Stacy N Witthoff	1		\$700,000		1	\$700,000
Eusebio Pascual	1	1	\$350,000	\$350,000	2	\$700,000
Murat Sevim, LLC	1		\$700,000		1	\$700,000
Steven LeBoeuf	1		\$699,138		1	\$699,138
Stephen Petty	1		\$699,000		1	\$699,000
Trae Zipperer		1		\$699,000	1	\$699,000
Helmut G Paul	1	2	\$160,000	\$538,000	3	\$698,000
G. Scott Hamrick	3		\$698,000		3	\$698,000
Al Speach		2		\$695,000	2	\$695,000
Debron A Fowles	1	1	\$260,000	\$435,000	2	\$695,000
Christine Mier	1		\$695,000		1	\$695,000
George Csuka	1	1	\$452,500	\$240,000	2	\$692,500
Marie Striebel	2		\$692,000		2	\$692,000
Carol Lepine	2	1	\$537,000	\$153,900	3	\$690,900
Marv Needles	1	1	\$475,000	\$215,000	2	\$690,000
Chris Christiano		1		\$690,000	1	\$690,000
Gina Weiley	1	1	\$250,000	\$440,000	2	\$690,000
Judy Kelly	1		\$689,000		1	\$689,000
Jaime L Downey		3		\$688,900	3	\$688,900
Amy S Reinholdt, LLC	1	1	\$540,000	\$148,000	2	\$688,000
Susan Smith	2	2	\$354,000	\$333,500	4	\$687,500
Edith Mausser	1	2	\$290,000	\$397,000	3	\$687,000
James H Ashness	2	1	\$544,999	\$142,000	3	\$686,999
Judy Sylvia	1	1	\$343,400	\$343,400	2	\$686,800
Suzie Swinehart	1		\$685,000		1	\$685,000
Tina Falzarano Bajraktarevic	1	1	\$205,000	\$480,000	2	\$685,000
Patricia Alexis Giha	1		\$685,000		1	\$685,000
Robert L Stark	1	1	\$225,000	\$460,000	2	\$685,000
Christy Knight	1		\$685,000		1	\$685,000
Michele Norbeck		1		\$685,000	1	\$685,000
Hunter Habib	1		\$685,000		1	\$685,000
Lorri Ewers, PA		2		\$685,000	2	\$685,000
Lyn M Bedell	1	1	\$244,295	\$440,000	2	\$684,295

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Cathy Mashione	1	1	\$349,000	\$335,000	2	\$684,000
Sharon L May	2	2	\$405,000	\$278,500	4	\$683,500
Sue Colgan	3		\$682,000		3	\$682,000
Zaki C Bekheet	1		\$682,000		1	\$682,000
Felix Lopez		2		\$680,000	2	\$680,000
Paul Crooker	1	1	\$505,000	\$175,000	2	\$680,000
Donna Scudder	1	1	\$340,000	\$340,000	2	\$680,000
Judith Reynen		4		\$679,900	4	\$679,900
Saundra Hinton LLC	1	1	\$439,900	\$239,000	2	\$678,900
Elissa Wallace	3		\$678,345		3	\$678,345
Annie Jacquet Bentley	3		\$678,000		3	\$678,000
Ilen Estrada	2	1	\$446,197	\$230,000	3	\$676,197
Myndell Zimmerman Baum	1		\$676,000		1	\$676,000
Bud Balsom	2		\$676,000		2	\$676,000
Carole Muscat	1	1	\$338,000	\$338,000	2	\$676,000
Kim Moore	2	1	\$385,000	\$290,000	3	\$675,000
Christine George Whelden	2		\$675,000		2	\$675,000
Cheryl Anne Lambert	2	1	\$449,500	\$225,000	3	\$674,500
Lora Ann Merrill	2	1	\$489,000	\$185,000	3	\$674,000
Chris Vroom	2	1	\$485,000	\$189,000	3	\$674,000
Christine Casmirri		3		\$674,000	3	\$674,000
Jesse Polanco	3		\$673,750		3	\$673,750
Mark Hatfield	2		\$673,166		2	\$673,166
William Jackson	1	1	\$323,000	\$350,000	2	\$673,000
Tony Mendes	1	1	\$363,000	\$310,000	2	\$673,000
Michele Ann D'Anniballe	1	1	\$437,790	\$235,000	2	\$672,790
Debbie Gallo	2	2	\$330,900	\$341,000	4	\$671,900
Starr Joy Whiting, PA	3	2	\$425,000	\$246,900	5	\$671,900
Ryan D Barton		2		\$671,000	2	\$671,000
Hans W Hoenig	2		\$671,000		2	\$671,000
Ann Wood	1		\$670,000		1	\$670,000
Shelly Dawn Hooper		1		\$670,000	1	\$670,000
Bob Nuorala	1	1	\$290,000	\$380,000	2	\$670,000
Shawn Khan		1		\$668,900	1	\$668,900
Lauren Rivera	1	1	\$157,500	\$510,000	2	\$667,500
Laurie A Vassalotti	3		\$666,000		3	\$666,000
Lisa A Weegar	1	1	\$405,000	\$260,000	2	\$665,000
Norm Belott	1	2	\$255,000	\$410,000	3	\$665,000
Olga Carballo	1		\$665,000		1	\$665,000
Rick Baranski	1	2	\$221,750	\$443,000	3	\$664,750
Tatiana S Toledo	1	2	\$420,000	\$244,500	3	\$664,500
Mileisy Rodriguez	1	1	\$239,000	\$425,000	2	\$664,000
Debby Kays	1	2	\$145,000	\$518,100	3	\$663,100
Ashlei Mikitaroff	2		\$663,000		2	\$663,000
Teresa Flack	1	1	\$195,000	\$465,000	2	\$660,000
Lisa Bushnell	1	1	\$247,000	\$412,500	2	\$659,500
Mike Scardelletti	1	1	\$404,000	\$255,000	2	\$659,000
Dorenda Wentworth		1		\$658,200	1	\$658,200
Richard F Fuchs	1		\$658,200		1	\$658,200
Brooke Soto	2		\$658,000		2	\$658,000
Donna M Zynel	1	1	\$238,000	\$420,000	2	\$658,000
Deborah L Lamb	1	1	\$157,000	\$500,000	2	\$657,000
Ellen Ann Goldman	1		\$657,000		1	\$657,000
Julie Smith		1		\$657,000	1	\$657,000
Florence Anne McLean	1	2	\$198,000	\$459,000	3	\$657,000
Michele Schafer PA		3		\$656,900	3	\$656,900
Ann Willis, PA	1	1	\$447,500	\$207,500	2	\$655,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Linda Ann Ventura	3		\$655,000		3	\$655,000
Beth Shoup	1		\$655,000		1	\$655,000
Mia Hawk	1		\$655,000		1	\$655,000
Viviane B Morin	1	1	\$327,000	\$327,000	2	\$654,000
Louise Messina	2	1	\$431,500	\$221,500	3	\$653,000
Valerie Crouss	2		\$653,000		2	\$653,000
Victoria Lynn Hanifin	2		\$652,500		2	\$652,500
Jerry Niesman	1	2	\$229,000	\$423,350	3	\$652,350
Terri Wallace	2	1	\$421,400	\$229,900	3	\$651,300
Kevin Rathburn	1		\$650,000		1	\$650,000
Laura Sayonara Barrera	2	1	\$390,000	\$260,000	3	\$650,000
John Harrison Buzzy	1		\$650,000		1	\$650,000
Stephanie D Hoeh		1		\$650,000	1	\$650,000
Daniel McKinney	2		\$650,000		2	\$650,000
Peter Lent	1		\$650,000		1	\$650,000
Aaron E Earls	1		\$650,000		1	\$650,000
Frank Ellis	1		\$650,000		1	\$650,000
Susan G DeShong	1	1	\$304,000	\$345,000	2	\$649,000
Shirley Fargnoli		3		\$648,000	3	\$648,000
Kelly Ferreri		2		\$648,000	2	\$648,000
Judith A Graser	2		\$647,500		2	\$647,500
Raymond W Staton	2	1	\$326,994	\$320,000	3	\$646,994
Barbara A Monahan	2		\$645,000		2	\$645,000
Aleks Ugrica	1		\$645,000		1	\$645,000
Jon Wunsch	1		\$645,000		1	\$645,000
Tammy Garvey	1		\$645,000		1	\$645,000
Kelly J Burnett Sedgewick	1	1	\$280,000	\$364,900	2	\$644,900
Lili C O'Day	1		\$644,000		1	\$644,000
Catherine A Flanagan	2		\$643,500		2	\$643,500
Christine L Sands	2	1	\$433,297	\$210,000	3	\$643,297
Fathi Judah	1	1	\$298,000	\$345,000	2	\$643,000
Patti Hayes	2		\$642,500		2	\$642,500
Jenn Hite	1	3	\$176,000	\$464,500	4	\$640,500
David J Tirado	1		\$640,000		1	\$640,000
Bette A Thies	1	1	\$380,000	\$260,000	2	\$640,000
Pamala F Crespo	1		\$640,000		1	\$640,000
Matt Finn	1		\$640,000		1	\$640,000
Alexander C Mayr	1	1	\$320,000	\$320,000	2	\$640,000
Mary Ann E Crooker		1		\$640,000	1	\$640,000
Sharyn O Bohannon, PA	1	2	\$260,000	\$380,000	3	\$640,000
Suzanna Mate	1	1	\$235,000	\$405,000	2	\$640,000
Thomas Conroy	2		\$639,000		2	\$639,000
Cyndi Scott	4	1	\$523,750	\$115,000	5	\$638,750
Arlys A Krauel	1	1	\$217,000	\$420,000	2	\$637,000
Patsy S Vaughn, PA	1	2	\$138,000	\$498,000	3	\$636,000
Mary Cassidy		2		\$635,500	2	\$635,500
Paige Kelleher	1		\$635,000		1	\$635,000
Ashlee Heine Riggle PA		1		\$635,000	1	\$635,000
Henry J Lee		1		\$635,000	1	\$635,000
Mark R Schwartz	1		\$635,000		1	\$635,000
Susan Christiano	1		\$635,000		1	\$635,000
Cathy Canelli		2		\$635,000	2	\$635,000
Tom Hill	1	1	\$355,000	\$280,000	2	\$635,000
Kelly Howell	2		\$635,000		2	\$635,000
Joe Epifanio	2		\$635,000		2	\$635,000
Diane Mary Glover	1		\$635,000		1	\$635,000
Donald Clause		1		\$634,000	1	\$634,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Michele Peppe	2		\$633,000		2	\$633,000
Kathy A Hulse	2		\$631,000		2	\$631,000
Yuliya Lough	1	1	\$315,000	\$315,000	2	\$630,000
Basil Joseph Ascitutto		2		\$629,000	2	\$629,000
Bill Sexton	2		\$629,000		2	\$629,000
Roger Roberts	1	1	\$418,900	\$210,000	2	\$628,900
Carla B Fernandez	2	1	\$379,000	\$249,000	3	\$628,000
David A Pappas	1	3	\$159,000	\$467,000	4	\$626,000
Lori A Young	2	1	\$465,000	\$160,000	3	\$625,000
Peg Timpone	1		\$625,000		1	\$625,000
Heather A Maier	1		\$625,000		1	\$625,000
Tanya Janel Krochuk	1	1	\$312,500	\$312,500	2	\$625,000
Julie Hummel	1	1	\$295,000	\$330,000	2	\$625,000
Shirli Jan McBurney	2	2	\$312,000	\$312,000	4	\$624,000
Carol Lee Lukeman	2	3	\$245,000	\$378,650	5	\$623,650
John A Ryba	1	1	\$450,000	\$173,000	2	\$623,000
John Rowland	1		\$623,000		1	\$623,000
Diana Fricke	1	2	\$143,000	\$478,000	3	\$621,000
Mike Little, Jr.	1	1	\$310,000	\$310,000	2	\$620,000
Victoria Ventresca	1	2	\$230,000	\$390,000	3	\$620,000
Katherine Dishnow		1		\$620,000	1	\$620,000
Beverly L Moyer		1		\$620,000	1	\$620,000
Michael Barry	1	1	\$310,000	\$310,000	2	\$620,000
Nat Celauro		1		\$620,000	1	\$620,000
Valerie Simms	2		\$620,000		2	\$620,000
Jeffery Dektas	1	1	\$319,900	\$300,000	2	\$619,900
John David Harlem	2		\$619,900		2	\$619,900
Daniel Wolkoff	1	1	\$292,530	\$327,000	2	\$619,530
Katherine Stobb	3		\$619,500		3	\$619,500
Nydia Centeio		3		\$619,000	3	\$619,000
Cari Quintero	2	1	\$464,000	\$155,000	3	\$619,000
Walker Starling		1		\$619,000	1	\$619,000
Dave Simms	2		\$617,000		2	\$617,000
Jim Ponder	2	1	\$412,500	\$203,000	3	\$615,500
Dan Sexton	2		\$615,500		2	\$615,500
Melanie April Bocock		2		\$615,000	2	\$615,000
Anthony Dannunzio	1		\$615,000		1	\$615,000
Nicole Brooks		1		\$615,000	1	\$615,000
Alberto Diago	1	2	\$187,500	\$427,500	3	\$615,000
Rayna Overmyer	2		\$614,180		2	\$614,180
Tom Leahy	1		\$614,000		1	\$614,000
Arthur Lucien	1		\$612,000		1	\$612,000
Jack J Lanners	1	3	\$182,500	\$429,400	4	\$611,900
Maria Luisa Zanelli	1		\$610,857		1	\$610,857
Carolyn M Lieb		2		\$610,000	2	\$610,000
Jerry Oppenberg	2		\$610,000		2	\$610,000
Rachael Okerstrom	1	3	\$163,000	\$447,000	4	\$610,000
Lisa K Ernst Kiefer		1		\$610,000	1	\$610,000
Andreas H Schomburg	2		\$608,000		2	\$608,000
Joseph Zingales	1	1	\$122,900	\$485,000	2	\$607,900
Terry McLaughlin		2		\$606,000	2	\$606,000
Kevin R Heaslip		2		\$605,000	2	\$605,000
Robert Capizzi	2	1	\$415,000	\$190,000	3	\$605,000
Tom Swift	1	1	\$255,000	\$350,000	2	\$605,000
Jerry Turner	1		\$605,000		1	\$605,000
Marsha L Moore		1		\$605,000	1	\$605,000
Beverly S Coffey		1		\$604,869	1	\$604,869

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Holly Fagan	1		\$604,000		1	\$604,000
Joseph B Kelly	1	1	\$259,000	\$345,000	2	\$604,000
Kevin Amoroso		1		\$603,750	1	\$603,750
Pauline Renault Thomas	2		\$603,000		2	\$603,000
Janis Lyn Post	2		\$602,000		2	\$602,000
Lori A Bassel	2		\$602,000		2	\$602,000
Robin C Skladany	2		\$601,750		2	\$601,750
Nichole Roller	1	1	\$346,000	\$255,000	2	\$601,000
Garry S Moore	1	1	\$391,000	\$210,000	2	\$601,000
Robin Ann Lark	1	2	\$174,000	\$427,000	3	\$601,000
Sema Marie Eren	1		\$600,000		1	\$600,000
Kari Swartwout		1		\$600,000	1	\$600,000
Joy Gugliuzza	1	1	\$300,000	\$300,000	2	\$600,000
Carol H Davis	2		\$600,000		2	\$600,000
Jennifer Fairbanks	1	1	\$220,000	\$380,000	2	\$600,000
Candice Jolly	1	1	\$300,000	\$300,000	2	\$600,000
Dianna Shearer	1		\$600,000		1	\$600,000
Annie McFarland	1	1	\$220,000	\$380,000	2	\$600,000
Anna Gavriellov	1	1	\$165,000	\$435,000	2	\$600,000
Antony Dickson		1		\$600,000	1	\$600,000
Rod Mease		1		\$600,000	1	\$600,000
Tina A. Adiska	1	1	\$359,000	\$240,000	2	\$599,000
Melinda Dolle	1	1	\$420,000	\$177,500	2	\$597,500
Mona Burke	2		\$597,140		2	\$597,140
Dave Stonier		2		\$597,000	2	\$597,000
Peyton Levitan		2		\$596,500	2	\$596,500
Mark J Semeraro	2	1	\$415,000	\$180,000	3	\$595,000
Anthony Hopper	1	3	\$130,000	\$465,000	4	\$595,000
Parker Detweiler		2		\$593,000	2	\$593,000
Jim Carletta	2		\$593,000		2	\$593,000
Mark I Moorman	3		\$592,500		3	\$592,500
Charles Piacente Cole	2		\$592,500		2	\$592,500
Troy Edward De Mond PA	2	2	\$368,600	\$223,600	4	\$592,200
Petrina Marie Storter		2		\$592,000	2	\$592,000
Arnold Mantilia Jr	3		\$591,650		3	\$591,650
Ingeborg Estrid Donde	3		\$591,000		3	\$591,000
Judie Wallbank		1		\$591,000	1	\$591,000
Alec M Emery	2		\$590,965		2	\$590,965
Lynn E Reed	2		\$590,900		2	\$590,900
John R Steinbach	1	2	\$181,500	\$409,000	3	\$590,500
Arthur Janowski	1		\$590,000		1	\$590,000
Richard A Cugno	1		\$590,000		1	\$590,000
Joe Ziccardi	2		\$590,000		2	\$590,000
Ralph R Newman	1		\$590,000		1	\$590,000
Tom Oaster	1	3	\$149,000	\$440,000	4	\$589,000
Derrick Coomer	2	1	\$381,900	\$206,900	3	\$588,800
Jamie Houde	2		\$588,500		2	\$588,500
Ken Eisinger	1	1	\$450,000	\$137,300	2	\$587,300
Sonia Ransom	2	1	\$443,000	\$143,000	3	\$586,000
Eliu Cabrera Diaz, Sr	2		\$585,000		2	\$585,000
Joann Frazier		2		\$585,000	2	\$585,000
Debbie Laites, LLC	1		\$585,000		1	\$585,000
Brandon Sowder	1		\$585,000		1	\$585,000
Kevin G Pelitera	2		\$584,500		2	\$584,500
Robin Wicinski	2	1	\$418,000	\$165,000	3	\$583,000
Julie Rohrer	2		\$583,000		2	\$583,000
Gwen Martin	1	1	\$255,000	\$327,000	2	\$582,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Hebert D Chavez	1	1	\$271,999	\$309,900	2	\$581,899
Lucky Alan Lang	1		\$580,000		1	\$580,000
Mark Jones	1	1	\$305,000	\$275,000	2	\$580,000
Joyce L Ardolino	1		\$580,000		1	\$580,000
April Nixon	2		\$580,000		2	\$580,000
David Swor		1		\$580,000	1	\$580,000
Demi Ann Mangels	1		\$580,000		1	\$580,000
Ken Tibbles		1		\$580,000	1	\$580,000
Roberto Calderon Onofre	1	1	\$290,000	\$290,000	2	\$580,000
Timothy D Peck		2		\$580,000	2	\$580,000
Debra Welsh		1		\$580,000	1	\$580,000
Megan Eister		2		\$579,000	2	\$579,000
Adriana Garcia-Guerrero	1	2	\$220,000	\$358,400	3	\$578,400
Danielle L Holden		2		\$578,000	2	\$578,000
Bill Fannin, Jr.		2		\$577,900	2	\$577,900
Nancy F Kamenick	2		\$577,000		2	\$577,000
Marc F Oates	1	1	\$395,000	\$181,500	2	\$576,500
Larry Kenneth Mannerberg	1	1	\$371,000	\$205,000	2	\$576,000
Nick Beadleston	1		\$575,900		1	\$575,900
Brad Graves		1		\$575,000	1	\$575,000
Dottie Curtin	2		\$575,000		2	\$575,000
Barbara Barr		1		\$575,000	1	\$575,000
Michael Patton P.A.	1	1	\$315,000	\$260,000	2	\$575,000
Kerry Pry		1		\$575,000	1	\$575,000
James L Karl, II		1		\$575,000	1	\$575,000
Jeffrey Tiefenbach	1		\$574,000		1	\$574,000
Keri Abed	2		\$574,000		2	\$574,000
Ulysses C Kollecias	1	1	\$255,000	\$319,000	2	\$574,000
Brian John Stolliker	2		\$573,000		2	\$573,000
Jo De Angelo	1	1	\$335,000	\$238,000	2	\$573,000
Teodora G Mitova	3	1	\$446,000	\$125,000	4	\$571,000
Chad Daniel Commers	1		\$570,000		1	\$570,000
Jone R Miller	1	1	\$285,000	\$285,000	2	\$570,000
Michael Knoerlein	2		\$570,000		2	\$570,000
John V Cofer	2		\$570,000		2	\$570,000
Nancy Koeper	2		\$570,000		2	\$570,000
Tracy L Miller	1		\$570,000		1	\$570,000
Todd James Richards	1	1	\$285,000	\$285,000	2	\$570,000
Kevin Williamson	1	1	\$285,000	\$285,000	2	\$570,000
Millie Rodriguez	2		\$570,000		2	\$570,000
Justa Fernandez	2		\$569,900		2	\$569,900
Toni Stout, LLC	2		\$569,500		2	\$569,500
Kevin Burton		1		\$567,500	1	\$567,500
Scott Wolf	1	1	\$327,000	\$240,000	2	\$567,000
John Mark Guidroz	1	1	\$311,000	\$255,000	2	\$566,000
Julie Hall		2		\$566,000	2	\$566,000
Barbara A. Confer	1		\$565,000		1	\$565,000
Harry J Stone, Jr.	1	1	\$280,000	\$285,000	2	\$565,000
Tony Wise		2		\$565,000	2	\$565,000
Squire Wells	1	1	\$283,000	\$282,000	2	\$565,000
Jack Winnik	1	1	\$210,000	\$355,000	2	\$565,000
Jim Wing	1		\$565,000		1	\$565,000
Carl M Fernstrom	1		\$565,000		1	\$565,000
William Bruno	1		\$565,000		1	\$565,000
Michael F Corso, PA	1	2	\$255,000	\$308,900	3	\$563,900
Mary Beth Puzio	1	2	\$320,000	\$243,750	3	\$563,750
Carlos Vasallo		2		\$563,000	2	\$563,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Judy Jennings	1	2	\$192,000	\$371,000	3	\$563,000
Raymond Wade Staton, II	1	1	\$288,000	\$275,000	2	\$563,000
Elaine E Stevens	1		\$562,500		1	\$562,500
Carmen M Hernandez	2	1	\$457,500	\$104,000	3	\$561,500
Joseph B Skelly		2		\$561,000	2	\$561,000
Jacky Lagnese Posada		2		\$560,000	2	\$560,000
Marsha A Warnike		1		\$560,000	1	\$560,000
Nick Vetter	1	1	\$390,000	\$170,000	2	\$560,000
Dennis Shaw	1	2	\$212,000	\$346,500	3	\$558,500
Rene Younger	1	1	\$279,000	\$279,000	2	\$558,000
Thomas Wright		2		\$557,500	2	\$557,500
Joe Bouchard	2	1	\$458,000	\$99,500	3	\$557,500
Annabelle Clarke	1	1	\$308,500	\$248,900	2	\$557,400
Jose Alfredo Mazzei	1	1	\$217,320	\$340,000	2	\$557,320
Gerald Maringione Jr.	1	2	\$193,000	\$364,000	3	\$557,000
Giselle Ford		2		\$556,500	2	\$556,500
Luis A Velez	1	1	\$278,000	\$278,000	2	\$556,000
Keith Abed	2		\$555,750		2	\$555,750
M Bridget Leibold	1		\$555,000		1	\$555,000
Walter Busuttil	1		\$555,000		1	\$555,000
Bob Brewer, PA	3		\$555,000		3	\$555,000
Patricia Vilela	1	1	\$270,000	\$285,000	2	\$555,000
Tony Price	1	3	\$85,000	\$470,000	4	\$555,000
Brian Fox	1	1	\$335,000	\$220,000	2	\$555,000
Peter Simmons	1		\$555,000		1	\$555,000
Nancy J Bordner	1		\$555,000		1	\$555,000
Max S Kushner		1		\$555,000	1	\$555,000
Van Thomas Pruce	2		\$554,000		2	\$554,000
Andrea Alecia Butcher Thomas		2		\$554,000	2	\$554,000
Paul Kepple	1	2	\$280,500	\$272,900	3	\$553,400
Joy Deeley	1	1	\$255,000	\$297,000	2	\$552,000
Myriam Lentz	1		\$552,000		1	\$552,000
Cesar Ulises Rusch	2		\$550,900		2	\$550,900
Louise Pace	1	1	\$275,000	\$275,000	2	\$550,000
Mark Minervini	1	1	\$275,000	\$275,000	2	\$550,000
Jose Martinez	2		\$550,000		2	\$550,000
Lisette Tineo De Almeida	1		\$548,900		1	\$548,900
Donald Dest		2		\$548,000	2	\$548,000
Gary A Mills	2		\$548,000		2	\$548,000
Shelly L Cole	2		\$547,500		2	\$547,500
Wendy A Reyes	2		\$547,000		2	\$547,000
Jeff Potter	2		\$545,000		2	\$545,000
Ralph Albanese	1		\$545,000		1	\$545,000
David Truman	1	2	\$190,000	\$355,000	3	\$545,000
Beverly Billie		1		\$545,000	1	\$545,000
Matthew Ryan Magowan	1		\$545,000		1	\$545,000
Richard Ballard		1		\$545,000	1	\$545,000
Ashley E Prescott, PA	2		\$545,000		2	\$545,000
Gina E Lamouth Littrell	2		\$542,500		2	\$542,500
Skye Leber	3		\$542,000		3	\$542,000
Gary Hicks	1		\$541,100		1	\$541,100
Jennifer Gariepy	1	1	\$289,000	\$252,000	2	\$541,000
Diane I Zingali		1		\$540,000	1	\$540,000
Koba Kobakhidze	1		\$540,000		1	\$540,000
Sal Iandimarino		1		\$540,000	1	\$540,000
Lori Holland	1		\$540,000		1	\$540,000
Susan Csikos	1		\$540,000		1	\$540,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Pete Smith		1		\$540,000	1	\$540,000
Terry Bonich Veitia	2		\$539,900		2	\$539,900
Pinky Benson	1	2	\$127,000	\$412,000	3	\$539,000
Sonia Plazas Arnold	1	1	\$238,000	\$300,000	2	\$538,000
Janet A. Engelbrecht	2		\$537,800		2	\$537,800
Brandi Chapman	1		\$537,500		1	\$537,500
Roland Abin Sanabria	1	1	\$257,500	\$279,900	2	\$537,400
Darren DiFilippo	1		\$537,000		1	\$537,000
Liz Lawrence	2		\$537,000		2	\$537,000
Laura Belanger Davidson		1		\$536,750	1	\$536,750
Robert Arnold	1	1	\$267,900	\$267,900	2	\$535,800
Neil B Frost	1	1	\$358,000	\$177,500	2	\$535,500
Elizabeth Claypool	1		\$535,000		1	\$535,000
Linda Paarlberg	1		\$535,000		1	\$535,000
Jorge L Suarez	1		\$535,000		1	\$535,000
Cathy Ahern	1		\$535,000		1	\$535,000
Nancy M Duggan	1		\$535,000		1	\$535,000
Cecilia Nye		1		\$535,000	1	\$535,000
Marc Joseph		3		\$534,500	3	\$534,500
Jill A Miller	3	1	\$471,500	\$63,000	4	\$534,500
Daniel P Donlan		2		\$534,240	2	\$534,240
Cynthia Dickson		1		\$534,000	1	\$534,000
James Montgomery		1		\$533,500	1	\$533,500
Sandra M Priola	2	1	\$375,000	\$158,500	3	\$533,500
Maria Gaby Fregeau	3		\$533,000		3	\$533,000
Matthew Dominy	1	1	\$267,800	\$265,000	2	\$532,800
Robert John Gawel		2		\$532,600	2	\$532,600
Eva Anna Borkan		2		\$532,000	2	\$532,000
Jo Ann Stafford	1	1	\$196,250	\$335,000	2	\$531,250
Sarah E Mihailoff	1	1	\$200,000	\$330,000	2	\$530,000
Steve Vitrano	1		\$530,000		1	\$530,000
James T Meehan	2		\$530,000		2	\$530,000
Brittany Leigh Madden	1	1	\$325,000	\$205,000	2	\$530,000
Greg Zorn		2		\$530,000	2	\$530,000
Meiry Abreu	3		\$530,000		3	\$530,000
Dusty Gardner	1		\$530,000		1	\$530,000
Joe Buch	1		\$530,000		1	\$530,000
Bill Hooker		2		\$530,000	2	\$530,000
Thomas C Sturgulewski		1		\$530,000	1	\$530,000
Yudi DeJesus	1	1	\$285,000	\$243,750	2	\$528,750
Jari Reanard Philson		2		\$528,400	2	\$528,400
Krysta Ann Sylvester		1		\$527,900	1	\$527,900
David Foster	2		\$527,400		2	\$527,400
Suzanne Sherer		2		\$527,000	2	\$527,000
Ryan S Leben	1		\$525,000		1	\$525,000
Andrew Paul Vigneau		1		\$525,000	1	\$525,000
Matt Byrne	2		\$525,000		2	\$525,000
Carin Billington	1		\$524,900		1	\$524,900
Madina Khilalova	1	1	\$255,000	\$269,900	2	\$524,900
Frank Jones	2		\$524,000		2	\$524,000
Abby Stiller	1	1	\$265,000	\$259,000	2	\$524,000
Diana Marie Frey	1	1	\$239,000	\$285,000	2	\$524,000
Connie L Pierson		2		\$524,000	2	\$524,000
Brandi L MacQuarrie	1		\$523,500		1	\$523,500
Angela V. Brincku	1	1	\$90,000	\$433,000	2	\$523,000
James Waters	1	1	\$217,700	\$305,000	2	\$522,700
Kevin M Garvey	1		\$522,295		1	\$522,295

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Caprice Krumsick PA	2		\$522,000		2	\$522,000
Sheri Murtack	1	1	\$167,000	\$355,000	2	\$522,000
Steve Hamro, III	1	2	\$145,000	\$377,000	3	\$522,000
Roxy Eddy	1		\$522,000		1	\$522,000
Bo Sorrentino	1	1	\$355,000	\$167,000	2	\$522,000
Jonnie Westerop	3		\$521,000		3	\$521,000
Clyde C Quinby	2		\$520,000		2	\$520,000
Barry Jarett	1	1	\$260,000	\$260,000	2	\$520,000
Jeanne Drath	1		\$520,000		1	\$520,000
Pat Petrow		2		\$520,000	2	\$520,000
Sherry Normandy	1	1	\$260,000	\$260,000	2	\$520,000
Chad Robey	1		\$520,000		1	\$520,000
Terry P Shaw	1		\$520,000		1	\$520,000
Deb Costa	1		\$519,000		1	\$519,000
Carol M Greenwood		2		\$519,000	2	\$519,000
Natalie Kipper	1	1	\$259,000	\$259,000	2	\$518,000
Dayle Todd Cartwright	1		\$517,900		1	\$517,900
Bodo Kleber	1	2	\$108,000	\$409,500	3	\$517,500
Felicia L Foster	1	1	\$263,000	\$252,500	2	\$515,500
Debbie Burkhardt	4		\$515,000		4	\$515,000
Melanie A Giles	2		\$515,000		2	\$515,000
Dave Puskaric, Jr	1	1	\$145,000	\$368,000	2	\$513,000
Michael R Novotny	1	1	\$155,000	\$357,500	2	\$512,500
David Vannavong	2		\$512,000		2	\$512,000
Martina Minarik	1	1	\$139,000	\$372,500	2	\$511,500
Rob McGinnis	1	1	\$290,000	\$221,500	2	\$511,500
Lisa M Poponea	1		\$510,000		1	\$510,000
Julio C Vargas	1	1	\$255,000	\$255,000	2	\$510,000
Ily Lopez Valladares	1	1	\$255,000	\$255,000	2	\$510,000
Donavon Owens	1		\$510,000		1	\$510,000
Sarah M Rogers	1		\$510,000		1	\$510,000
Sue Lutter	1	1	\$255,000	\$255,000	2	\$510,000
Lori Druck, PA		2		\$510,000	2	\$510,000
Ty Pattison	1	1	\$255,000	\$255,000	2	\$510,000
Betty Ann Katke PA		1		\$510,000	1	\$510,000
Jill Kay		2		\$509,000	2	\$509,000
Yuni Ebanks	2		\$509,000		2	\$509,000
Jay S Reis	1	1	\$314,900	\$194,000	2	\$508,900
Nicole A Kozak	2		\$508,400		2	\$508,400
G. Eric Gustafson		2		\$508,000	2	\$508,000
Larry Trybulec	1		\$507,500		1	\$507,500
Noel Ancanan, LLC	2	1	\$377,000	\$130,000	3	\$507,000
Brenda Sheets	1	1	\$137,000	\$370,000	2	\$507,000
Dominick Robert Barbano	1	1	\$250,000	\$256,000	2	\$506,000
Stanley Rosen		1		\$505,000	1	\$505,000
Jennifer M Montoya	2		\$505,000		2	\$505,000
Kevin Montore	2		\$505,000		2	\$505,000
Daniel Waterman	1	1	\$245,000	\$260,000	2	\$505,000
Kip Lermann	1		\$505,000		1	\$505,000
Kyle F Ciampa	1	2	\$100,000	\$405,000	3	\$505,000
Kimberly Shore	1		\$505,000		1	\$505,000
Cullen Mark Shaughnessy	1	1	\$190,000	\$315,000	2	\$505,000
Mary Jo Selden, PA	2		\$504,900		2	\$504,900
Connie Wattenmaker	1	1	\$252,270	\$252,270	2	\$504,540
Cathy D Rogers		1		\$504,500	1	\$504,500
Jeff Anselm	1	1	\$252,000	\$252,000	2	\$504,000
Graham S Wilczewski	1	1	\$304,000	\$199,500	2	\$503,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Tony Perez	2		\$503,000		2	\$503,000
Juan Rafael Alvarez	1	1	\$285,000	\$218,000	2	\$503,000
William T Michalek		1		\$502,500	1	\$502,500
Swapna Nair	1	1	\$375,000	\$126,000	2	\$501,000
Karry Ann Herber	1	1	\$300,000	\$201,000	2	\$501,000
Terri Henderson	1		\$500,000		1	\$500,000
Shawn Simmons	2		\$500,000		2	\$500,000
Joe McBride	2		\$500,000		2	\$500,000
Patricia A. Wilcox	1		\$500,000		1	\$500,000
Jason J Andis	1		\$500,000		1	\$500,000
Judith A Jones	1	1	\$250,000	\$250,000	2	\$500,000
Susan K Ackerson		1		\$500,000	1	\$500,000
Ryan Pinsch	1		\$499,999		1	\$499,999
Lori M Bender		1		\$499,900	1	\$499,900
James A Hild, PA		1		\$499,900	1	\$499,900
Meggie Schulz	1		\$499,000		1	\$499,000
Samuel J Saad, III	2		\$499,000		2	\$499,000
Zuly Medina Hernandez	2		\$498,000		2	\$498,000
Patrick McCaffrey	1	1	\$249,000	\$249,000	2	\$498,000
Tracy Lee	1	1	\$185,000	\$312,500	2	\$497,500
Susan Beckham	2		\$497,500		2	\$497,500
Gonette Caparros		1		\$497,500	1	\$497,500
Kenneth C Johnson	1	1	\$340,000	\$157,000	2	\$497,000
Edward H Burke	1	1	\$162,000	\$335,000	2	\$497,000
Richard C Herman	1	1	\$246,000	\$250,000	2	\$496,000
Vicki Vohl	1	1	\$248,000	\$248,000	2	\$496,000
Cheryl A Nunes	1		\$495,000		1	\$495,000
Alberto Salomoni	1	1	\$230,000	\$265,000	2	\$495,000
Jada Stone Anastasia		1		\$495,000	1	\$495,000
Kathy M Farias	1		\$495,000		1	\$495,000
Marilyn A Moir		1		\$495,000	1	\$495,000
Shannon M Martello	1	1	\$247,500	\$247,500	2	\$495,000
Christian Horky	1	1	\$205,000	\$290,000	2	\$495,000
Elizabeth Ann Kazeva	1	1	\$245,000	\$250,000	2	\$495,000
Kathy Czysen Storey	2	2	\$232,000	\$262,000	4	\$494,000
Martha Ceballos	1	1	\$240,000	\$253,000	2	\$493,000
Annia Zambrano	1	1	\$246,000	\$246,000	2	\$492,000
Mary Kaye Coriano		2		\$492,000	2	\$492,000
Cheryl A Deering	1	1	\$250,000	\$241,500	2	\$491,500
Jane Southworth	1	1	\$136,000	\$355,000	2	\$491,000
Suzan T Anderson	1	1	\$245,000	\$245,000	2	\$490,000
Ian Anderson	1		\$490,000		1	\$490,000
Christina Walsh		1		\$490,000	1	\$490,000
Yahia Lashhab	1	1	\$184,500	\$305,000	2	\$489,500
Vickie Lynn Townes PA	1		\$489,000		1	\$489,000
Carmen Stellato	1		\$488,500		1	\$488,500
Kenneth Tribble	1	1	\$158,000	\$330,000	2	\$488,000
Alex Vagner	2		\$488,000		2	\$488,000
John Paul Opteyndt	3		\$487,000		3	\$487,000
Valentina Riley	2		\$486,900		2	\$486,900
Richard J Sawicki	1	1	\$171,000	\$315,000	2	\$486,000
Michael J Miller	1	1	\$310,000	\$176,000	2	\$486,000
Sandy Saddleson	2		\$486,000		2	\$486,000
John Danzey	1	1	\$310,000	\$176,000	2	\$486,000
Carole A Janopoulos	1	1	\$242,900	\$242,900	2	\$485,800
Tracey Albert	2		\$485,500		2	\$485,500
Mary Ellen Bonelli		1		\$485,000	1	\$485,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side		Closed Volume		Total Closed Units	Total Closed Volume
	S	L	S	L		
Thomas M Hintz, PA		2		\$485,000	2	\$485,000
Andrea R. Steffy	1		\$485,000		1	\$485,000
Kristin Cirillo		1		\$485,000	1	\$485,000
Gisel Alberto Cardenas		2		\$485,000	2	\$485,000
Brenda Bergin	1	1	\$305,000	\$180,000	2	\$485,000
Juan F Arcila	2		\$485,000		2	\$485,000
Rusty Fulbright, Jr.	1	2	\$190,000	\$295,000	3	\$485,000
Gabriela Luciana O'Reilly		1		\$485,000	1	\$485,000
Bradley J Dohack		1		\$485,000	1	\$485,000
Kat Batten		1		\$483,800	1	\$483,800
Scott E Barnhart		1		\$483,000	1	\$483,000
Barb Goldsworthy	1	1	\$222,500	\$260,000	2	\$482,500
Domenic Costantini	1		\$482,000		1	\$482,000
Patti Saitow	2		\$482,000		2	\$482,000
Kip Martin	2		\$481,700		2	\$481,700
Keith Johnson	1		\$481,500		1	\$481,500
Nicholas John Jankowski		1		\$481,500	1	\$481,500
Francy Krivickova	1		\$480,000		1	\$480,000
Gregory George Economos	1		\$480,000		1	\$480,000
Kent E Kolegue		2		\$480,000	2	\$480,000
Patrick O'Connell		2		\$480,000	2	\$480,000
Yvonne Barillas		1		\$480,000	1	\$480,000
Brandy Pattison	2		\$480,000		2	\$480,000
Candice Hollman	2		\$479,900		2	\$479,900
Mathew Merz	1	1	\$239,900	\$239,900	2	\$479,800
Linda K Yerger	1	1	\$239,000	\$239,000	2	\$478,000
Catherine J. Black	1		\$478,000		1	\$478,000
Rick Huggins	2		\$477,000		2	\$477,000
Erin Elaine Campbell	2		\$477,000		2	\$477,000
Christine S Mitchell	1		\$475,000		1	\$475,000
Brenda M Hartman		1		\$475,000	1	\$475,000
Johanna M Spiropoulos	1		\$475,000		1	\$475,000
Sonny Medeiros	1		\$475,000		1	\$475,000
Nancy Duvall	1		\$475,000		1	\$475,000
Yulia Oparista, PA		1		\$475,000	1	\$475,000
Nicole Mayer	1		\$475,000		1	\$475,000
Sabine Mayer		1		\$475,000	1	\$475,000
Christian C Bolton		2		\$474,000	2	\$474,000
Holly Del Bello		1		\$473,000	1	\$473,000
Lisa Beringer		1		\$473,000	1	\$473,000
Debbie A Mathieu	3		\$472,000		3	\$472,000
Barbara Crawford	1		\$472,000		1	\$472,000
Christine Richard	1		\$471,500		1	\$471,500
Greg Lipman		1		\$470,000	1	\$470,000
Silvio Ortiz	1	1	\$235,000	\$235,000	2	\$470,000
Don L Horn		1		\$470,000	1	\$470,000
Deonne E Posey		1		\$470,000	1	\$470,000
Dorene M Clark	1	1	\$270,000	\$200,000	2	\$470,000
Nick Lopardo	1	1	\$320,000	\$150,000	2	\$470,000
Michael Timmins Fach	2	1	\$339,500	\$130,500	3	\$470,000
Frederic J Kaouk	1		\$470,000		1	\$470,000
Samuel Richardson	1	1	\$280,000	\$190,000	2	\$470,000
Ileana M Bogaert	1	1	\$220,000	\$250,000	2	\$470,000
Lori Yorkavitz	1		\$470,000		1	\$470,000
Francine Parker		1		\$469,000	1	\$469,000
Valerie Guinn Ries	1		\$468,888		1	\$468,888
Fidel Luis Porrua	1	1	\$280,000	\$188,500	2	\$468,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Shirley J David	2		\$468,000		2	\$468,000
Pamela K Trentadue	1	1	\$234,000	\$234,000	2	\$468,000
Ian L Charik	1	1	\$300,000	\$167,000	2	\$467,000
Jinny Southall		2		\$465,600	2	\$465,600
David Sage	1		\$465,025		1	\$465,025
Jacki Richlen	1		\$465,000		1	\$465,000
Tim Barone	2		\$464,500		2	\$464,500
Jorge I Velasquez	1		\$464,050		1	\$464,050
Brad Hedrich	1		\$464,000		1	\$464,000
Bob Kaufman	1	1	\$225,000	\$238,500	2	\$463,500
Tim McCluskey	2		\$462,900		2	\$462,900
Lynn G Scudieri	2		\$462,500		2	\$462,500
Pierre Fregeau	2		\$460,400		2	\$460,400
Randy Wise	1		\$460,351		1	\$460,351
W Conrad Willkomm	2		\$460,000		2	\$460,000
Gorana Curkovic	2	1	\$355,000	\$105,000	3	\$460,000
Danielle M Black		1		\$460,000	1	\$460,000
Isabel Diklich	1	1	\$230,000	\$230,000	2	\$460,000
Yvonne Blair		2		\$460,000	2	\$460,000
Karen Schmidt	1		\$460,000		1	\$460,000
Bill Harding	2		\$460,000		2	\$460,000
Ron Abboud		2		\$459,999	2	\$459,999
Eric Halesworth		2		\$459,400	2	\$459,400
Patricia Moreno	2	1	\$323,000	\$136,000	3	\$459,000
Terry Donna	1		\$459,000		1	\$459,000
Fran Swanson, PA	1	2	\$174,900	\$283,400	3	\$458,300
Stanley Niemczyk, Jr.		2		\$457,500	2	\$457,500
Christopher Zaccaro	1		\$457,000		1	\$457,000
Bari Fischer		1		\$455,000	1	\$455,000
Melanie Hovland	1	1	\$250,000	\$205,000	2	\$455,000
Michelle Audet	1	1	\$227,500	\$227,500	2	\$455,000
Dave Ritchie	1		\$455,000		1	\$455,000
Nicholas C Patterson		2		\$455,000	2	\$455,000
Jamie Polly		1		\$455,000	1	\$455,000
Luis E Venegas	1	1	\$174,814	\$280,000	2	\$454,814
Tony Lozzi	2	1	\$318,000	\$136,000	3	\$454,000
Naftali Ordonez	1	1	\$228,500	\$225,000	2	\$453,500
Janet K Shaw	1	1	\$287,000	\$165,900	2	\$452,900
Lynn Tannassee	1	1	\$225,900	\$225,900	2	\$451,800
Ralph M Abate	1	1	\$166,500	\$285,000	2	\$451,500
Lou Steidel	1		\$450,555		1	\$450,555
Adrienne K Osinski		1		\$450,000	1	\$450,000
Raymond C Lazowski	2		\$450,000		2	\$450,000
Reinie Bowsman	1		\$450,000		1	\$450,000
Robin Elizabeth Mizwa		1		\$450,000	1	\$450,000
Jolene E Munzenrieder, PA	1		\$450,000		1	\$450,000
Heather Steinhauser		1		\$450,000	1	\$450,000
Tracy Hirt	2		\$450,000		2	\$450,000
Anthony D Reiser	1		\$450,000		1	\$450,000
Adam D Shue	2		\$450,000		2	\$450,000
Rosemarie Pyott		2		\$450,000	2	\$450,000
Donald J York	1		\$449,990		1	\$449,990
Olivia Smolin	1	1	\$224,900	\$224,900	2	\$449,800
Katheryn Moreno	2	1	\$338,700	\$110,000	3	\$448,700
Bert Nordin	1	1	\$203,000	\$245,000	2	\$448,000
Kim Wiesner	2		\$447,000		2	\$447,000
Brian P Samay	1	1	\$190,000	\$257,000	2	\$447,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Christy L Starks	1		\$447,000		1	\$447,000
Greg Guminski	2		\$446,500		2	\$446,500
Suzanne Charity McGuire	1	1	\$300,000	\$146,000	2	\$446,000
Kim Hinkson	2		\$446,000		2	\$446,000
Mike Duffin	2		\$446,000		2	\$446,000
Hermann J Haehner		1		\$445,900	1	\$445,900
Yuri Granovsky	1		\$445,000		1	\$445,000
Don Wilson		2		\$445,000	2	\$445,000
Carlos D Rios-Mailhos	2		\$445,000		2	\$445,000
Drew Josephson	2		\$445,000		2	\$445,000
Johanna Spiropoulos		2		\$445,000	2	\$445,000
Paulina Maynetto	1		\$444,700		1	\$444,700
Rita Anna Sokol		2		\$444,500	2	\$444,500
Maureen Roberts	1		\$444,450		1	\$444,450
David Surgeon	1	1	\$235,000	\$209,000	2	\$444,000
Steve Zajas		1		\$442,500	1	\$442,500
Lynda Ann Woods		1		\$442,500	1	\$442,500
Jill T Elliston		1		\$442,000	1	\$442,000
Angela Lynne Dunford		2		\$442,000	2	\$442,000
Charissa Modes	1		\$441,500		1	\$441,500
Glenna C Bender	1		\$440,000		1	\$440,000
Rob Ducharme, Jr.	1		\$440,000		1	\$440,000
Judith A Edson	1		\$440,000		1	\$440,000
Damen Ricks	2		\$440,000		2	\$440,000
Steffen Vetter	1		\$440,000		1	\$440,000
Jennifer Ann Bonamarte	1	1	\$260,000	\$180,000	2	\$440,000
John Conlin	1		\$439,950		1	\$439,950
Marty Linenko	1		\$438,950		1	\$438,950
Tim Stevenson	1		\$438,000		1	\$438,000
John Tancheff	1		\$436,950		1	\$436,950
Aida Blocker	1	1	\$170,000	\$265,000	2	\$435,000
Trina Mitchell		1		\$435,000	1	\$435,000
Theresa Virginia Adams		1		\$435,000	1	\$435,000
Vincent M Citarella		2		\$435,000	2	\$435,000
Malica Kovalchuk		2		\$435,000	2	\$435,000
Gladys M. Fajardo	1		\$435,000		1	\$435,000
Tracy McAdams	1		\$435,000		1	\$435,000
Jeanne Siciliano	1		\$435,000		1	\$435,000
Jaime Michele DiRosario		1		\$434,900	1	\$434,900
Aaron L Rorie	2		\$434,500		2	\$434,500
Pam Grice	2		\$434,000		2	\$434,000
Deborah L Schrader	1	1	\$120,000	\$313,500	2	\$433,500
Jenny Dix	1		\$433,400		1	\$433,400
Tammy Piccola	1		\$433,000		1	\$433,000
Thomas Bohman	1	1	\$270,000	\$162,000	2	\$432,000
Cynthia Ann Corogin		2		\$432,000	2	\$432,000
Ray Gonzalez		2		\$432,000	2	\$432,000
Erika K Terebieniec	1		\$431,400		1	\$431,400
Pam Rice	1	1	\$215,000	\$215,000	2	\$430,000
Jeff Schreur	1		\$430,000		1	\$430,000
Traci Lynn Noteboom	1		\$430,000		1	\$430,000
Taylor Teter	1		\$430,000		1	\$430,000
Guillermo L Palacio	2		\$430,000		2	\$430,000
John C Valenti	1	1	\$270,000	\$160,000	2	\$430,000
Cynthia McIntyre	1		\$430,000		1	\$430,000
Carlos H Roubicek, Jr.		1		\$430,000	1	\$430,000
Dawn H Olitsky	1		\$430,000		1	\$430,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

Agent Name	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
	S	L	S	L		
Dennis Hammermeister	1		\$430,000		1	\$430,000
Sandra M Perez	1	1	\$220,000	\$210,000	2	\$430,000
David Stewart Gaumer	1		\$430,000		1	\$430,000
Robert Sullivan	1	1	\$255,000	\$174,300	2	\$429,300
Larry Hahn	1		\$429,120		1	\$429,120
James C Chamberlin	2		\$428,000		2	\$428,000
Brad Phelps		2		\$427,000	2	\$427,000
Brenda J Hamilton	1		\$426,139		1	\$426,139
Steele Green	1	1	\$213,000	\$213,000	2	\$426,000
Yahia A Lashhab	1		\$425,500		1	\$425,500
Julie Shapiro		1		\$425,000	1	\$425,000
Gunnar Ketzler	1		\$425,000		1	\$425,000
Lisa Whiteaker Tomasi		1		\$425,000	1	\$425,000
Alex King	1		\$425,000		1	\$425,000
Lynne Powers	1	1	\$145,000	\$280,000	2	\$425,000
Shawn G Cassel		1		\$425,000	1	\$425,000
Dodie Briskey	1		\$425,000		1	\$425,000
Dana Grace Giles	1	1	\$170,000	\$255,000	2	\$425,000
Gina Goodrich	1		\$425,000		1	\$425,000
Steven H Purcell		2		\$424,000	2	\$424,000
Dawn M Snyder	2	1	\$294,000	\$129,000	3	\$423,000
Pat Ward	2		\$422,500		2	\$422,500
Danielle Cikovic	1		\$422,235		1	\$422,235
Anne Madsen	1	1	\$142,000	\$280,000	2	\$422,000
Cheryl A DiLorenzo		2		\$422,000	2	\$422,000
Corine Bordges	1		\$422,000		1	\$422,000
Ken Mulligan		1		\$421,000	1	\$421,000
Diana Rocio Marin	1	1	\$195,000	\$226,000	2	\$421,000
Amaury Garcia	1		\$420,000		1	\$420,000
Esa Zaboura	1		\$420,000		1	\$420,000
Graham Woodward		1		\$420,000	1	\$420,000
Jay Westerlund, PA		1		\$420,000	1	\$420,000
George Spatoulas		1		\$420,000	1	\$420,000
Chris Bouchard	1		\$419,900		1	\$419,900
Claudia C. Lanese	1		\$419,900		1	\$419,900
Kat Simpson	1		\$419,900		1	\$419,900
Rick J Skrivan		1		\$419,000	1	\$419,000
Stanley Wise	1		\$419,000		1	\$419,000
Sharon G Bonnet	2		\$418,999		2	\$418,999
Maureen E Celona		2		\$417,500	2	\$417,500
David Irwin	1	1	\$209,500	\$208,000	2	\$417,500
Armand Bart Almaral-Borden	1		\$417,000		1	\$417,000
Austin Arseneau	1		\$416,500		1	\$416,500
Jeanie Kungle	1	1	\$45,000	\$370,000	2	\$415,000
Matt Neitz		1		\$415,000	1	\$415,000
Ivan Janowsky	1	1	\$207,000	\$208,000	2	\$415,000
Angeli Naveros		2		\$415,000	2	\$415,000
David Alan Werning		1		\$415,000	1	\$415,000
Charles C Culshaw	1		\$415,000		1	\$415,000
Caryl L Thompson	1		\$415,000		1	\$415,000
Marilyn J Rotkvich	1		\$415,000		1	\$415,000
Will Fuller	1		\$414,366		1	\$414,366
Lisa A Tallman		1		\$414,000	1	\$414,000
David Hengel	1	1	\$88,900	\$325,000	2	\$413,900
Ximena L Pedone	1		\$412,500		1	\$412,500
Walter Zarrow	1		\$412,000		1	\$412,000
Jessica Loy	2		\$412,000		2	\$412,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
David Collins Hassan	1	1	\$241,500	\$170,000	2	\$411,500
Kathryn M McAdam	1		\$411,000		1	\$411,000
Jeannine de Alwis	1		\$410,925		1	\$410,925
Christina R Allan	1	1	\$265,000	\$145,000	2	\$410,000
Marianne R Ziegler, PA		1		\$410,000	1	\$410,000
Michele Troetti		1		\$410,000	1	\$410,000
Michele C Solan		1		\$410,000	1	\$410,000
Norma Romano	1		\$410,000		1	\$410,000
Susan Marie Kazmarek	1		\$410,000		1	\$410,000
Laurie Carlson	1		\$410,000		1	\$410,000
David Russ	1	1	\$198,500	\$210,000	2	\$408,500
Debra E Pelitera		1		\$408,000	1	\$408,000
Chris Morimanno		1		\$408,000	1	\$408,000
Samantha Nunez	1		\$407,500		1	\$407,500
Roger Gordy, SR		1		\$406,000	1	\$406,000
Nicolette Heneka		2		\$406,000	2	\$406,000
Rachael Lynn Porter	1		\$405,000		1	\$405,000
Terry E Pirus, PA	1		\$405,000		1	\$405,000
Brad Douglas Smedberg, PA	1		\$405,000		1	\$405,000
Ralph Galietti	1		\$405,000		1	\$405,000
Eric Ramirez	2		\$404,900		2	\$404,900
Pat Rodinsky		1		\$404,000	1	\$404,000
Steven L Westervelt	2		\$403,825		2	\$403,825
Sonny Grech	1	1	\$210,000	\$193,000	2	\$403,000
Jessica L Russo	1		\$402,500		1	\$402,500
Frederick Bush		2		\$401,000	2	\$401,000
Tina Beaty	2		\$400,540		2	\$400,540
Tom Howard		1		\$400,000	1	\$400,000
Roxanne Spencer	1		\$400,000		1	\$400,000
Rosemary Burke	1		\$400,000		1	\$400,000
Rachel Michele Adams	1		\$400,000		1	\$400,000
Karen Ann Hays		1		\$400,000	1	\$400,000
Fernando D Cortes	1		\$400,000		1	\$400,000
Martin McGill		1		\$400,000	1	\$400,000
Abby Elizabeth Yetter		1		\$400,000	1	\$400,000
Chad Oliver	1		\$400,000		1	\$400,000
Adam J Martin	1		\$399,900		1	\$399,900
Frank Szelest	1		\$399,900		1	\$399,900
Teri Zanella	2		\$399,000		2	\$399,000
Carey James Hughes		1		\$398,500	1	\$398,500
Montana Hughes	1	1	\$199,000	\$199,000	2	\$398,000
Alon Granovsky		2		\$398,000	2	\$398,000
Erin Paige Zappia	1	1	\$273,000	\$124,900	2	\$397,900
Dana T Porcelli-Blair	2		\$397,500		2	\$397,500
Cristina Cadore		1		\$397,000	1	\$397,000
Perry B James, III	2		\$396,500		2	\$396,500
Stephanie Harne	2		\$396,500		2	\$396,500
Deborah S Spahr	1		\$395,500		1	\$395,500
Stacey Glenn		1		\$395,000	1	\$395,000
Gregory M Sullivan		1		\$395,000	1	\$395,000
Edward Powers		1		\$395,000	1	\$395,000
Yesid Mejia Hernandez	1		\$395,000		1	\$395,000
Roberta Burgess, PA		1		\$395,000	1	\$395,000
Salomon Cardenas		2		\$395,000	2	\$395,000
Monica Fowlds	1	1	\$222,000	\$173,000	2	\$395,000
Lacey Jae Dickinson	1		\$394,900		1	\$394,900
Gail Doxie		1		\$394,900	1	\$394,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Cheryl Ferrara	1		\$393,000		1	\$393,000
Pam Wittenauer	1		\$393,000		1	\$393,000
Keith Rigsby	1		\$392,500		1	\$392,500
Kathy Lynn Schwab		1		\$392,500	1	\$392,500
Lauren E Bartley, PA	2	1	\$314,000	\$78,000	3	\$392,000
Jacob P Hansen	2		\$392,000		2	\$392,000
Jackie Trimble	2		\$390,500		2	\$390,500
Wesley Wienczek	2		\$390,250		2	\$390,250
Lisa M Richardson	1		\$390,000		1	\$390,000
Stephanie Doran	1		\$390,000		1	\$390,000
Fred Rowe, III	1		\$390,000		1	\$390,000
Gustavo A. Petisco	1		\$390,000		1	\$390,000
Johnny Garcia	1		\$390,000		1	\$390,000
Mike Lucas	1		\$390,000		1	\$390,000
Nicolas D Mosher	1		\$390,000		1	\$390,000
Cal Montenegro		1		\$390,000	1	\$390,000
Henry L. Albrecht		1		\$390,000	1	\$390,000
Bob Garcia		1		\$390,000	1	\$390,000
Maureen Sue Binkowski	2		\$389,900		2	\$389,900
Marie F Macaluso	1		\$389,900		1	\$389,900
Mohsen Cyrus	1		\$389,690		1	\$389,690
Nanet Sanchez		1		\$389,500	1	\$389,500
Oak O Kirn	2		\$389,000		2	\$389,000
Jacki Strategos		2		\$389,000	2	\$389,000
Terry Schad PA	1		\$387,000		1	\$387,000
Stephen Hans Shapleigh	2	1	\$206,900	\$180,000	3	\$386,900
Angela Latino	1		\$386,500		1	\$386,500
Scott Joseph Hills		2		\$386,000	2	\$386,000
Vasilka Markoff	1		\$385,000		1	\$385,000
Brad Polacek		1		\$385,000	1	\$385,000
Sharon K Galler		2		\$385,000	2	\$385,000
Michael Allen Kase	1		\$385,000		1	\$385,000
Heather R. Heidlebaugh	1		\$385,000		1	\$385,000
Diane Kerper	1		\$385,000		1	\$385,000
Terry Buczynski	1		\$385,000		1	\$385,000
Deborah McBride-Morphy		1		\$385,000	1	\$385,000
Denise S Boehm		1		\$385,000	1	\$385,000
Bryan A Flores	1		\$385,000		1	\$385,000
Teri Cardon	1		\$385,000		1	\$385,000
Susan Callahan	1		\$384,950		1	\$384,950
Michael W Weisgerber	1	1	\$175,000	\$209,900	2	\$384,900
Kim Verbance	1		\$384,900		1	\$384,900
Hector D Ortiz		1		\$384,000	1	\$384,000
Pierre R Bonne-Annee	1		\$384,000		1	\$384,000
Jamie M Wilkinson		2		\$384,000	2	\$384,000
Ann M Herrick	1	1	\$192,000	\$192,000	2	\$384,000
Rich Boylan	1		\$383,900		1	\$383,900
Peter Riccardelli	2		\$383,500		2	\$383,500
Jo Richardson	1		\$381,500		1	\$381,500
Sarah P Chapin		1		\$380,000	1	\$380,000
Nick Pisculli	1		\$380,000		1	\$380,000
Michael S Parkinson		1		\$380,000	1	\$380,000
Tricia Ale		1		\$380,000	1	\$380,000
Rhonda Milligan	1		\$380,000		1	\$380,000
Kathy Johnso Johnson		1		\$380,000	1	\$380,000
Kelly Glass	1		\$380,000		1	\$380,000
Anna L Bryant	1		\$380,000		1	\$380,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Bob Schmidt P.A.		1		\$380,000	1	\$380,000
Kristi S Castle	1		\$380,000		1	\$380,000
Cindy Aguilar	1		\$379,900		1	\$379,900
Dawn Marie McConnell	1		\$379,900		1	\$379,900
Claudia M Melville		1		\$379,900	1	\$379,900
Stuart O Kaye		1		\$379,900	1	\$379,900
Kody Kuntzman	1		\$379,000		1	\$379,000
Stephanie Louise Doscher	1		\$379,000		1	\$379,000
Justine Williams		3		\$378,500	3	\$378,500
Brian L Brockman		1		\$378,076	1	\$378,076
Marc Senecal	1	1	\$189,000	\$189,000	2	\$378,000
Daniela L Needler		1		\$377,500	1	\$377,500
Versie E Van Cleve		2		\$377,500	2	\$377,500
Judy Schiff	1	1	\$147,000	\$230,000	2	\$377,000
Ilens Sanchez	1	1	\$257,000	\$120,000	2	\$377,000
Heather Casavant	1	1	\$235,000	\$142,000	2	\$377,000
Sascha Nagel	2		\$376,000		2	\$376,000
John McGrath	1	1	\$235,000	\$140,000	2	\$375,000
Monica Buddemeyer	1		\$375,000		1	\$375,000
Gary L McCalla	1		\$375,000		1	\$375,000
Nina Lovern	1		\$375,000		1	\$375,000
Tami Oliver		1		\$375,000	1	\$375,000
Stephanie Adkins	1		\$375,000		1	\$375,000
Bruce E Miner	1		\$375,000		1	\$375,000
Pam Gerlach	1		\$375,000		1	\$375,000
Evelyn Frailey	2		\$374,000		2	\$374,000
Maureen Jestes	1		\$372,500		1	\$372,500
Larry Bosserman	1	1	\$117,500	\$255,000	2	\$372,500
Dasha Chayka	1	1	\$186,000	\$186,000	2	\$372,000
Irene Bergmann		2		\$371,000	2	\$371,000
Katie Nicoletti	1	1	\$159,000	\$212,000	2	\$371,000
Heidi C Loewinsohn	1		\$370,500		1	\$370,500
Gordon J Glover		1		\$370,000	1	\$370,000
Scott James Birkeland	1	1	\$230,000	\$140,000	2	\$370,000
Lisa Marilyn Johnson		1		\$370,000	1	\$370,000
John Little	1		\$370,000		1	\$370,000
Rob Hall, Jr.		1		\$370,000	1	\$370,000
Susan L Gallo		1		\$370,000	1	\$370,000
Tom Myers		2		\$370,000	2	\$370,000
Meggan Eleese Bradley	1		\$370,000		1	\$370,000
Michael McMurray		1		\$370,000	1	\$370,000
Patrick John Kohler	1		\$369,900		1	\$369,900
Stephen R. Foster	1	1	\$171,000	\$197,313	2	\$368,313
Barbara Montgomery	1	1	\$184,000	\$184,000	2	\$368,000
Gillian E Packwood		1		\$368,000	1	\$368,000
Doug Stokes	1		\$367,500		1	\$367,500
Raymond C Fitzgerald		1		\$367,000	1	\$367,000
Andrew Ollick	1		\$367,000		1	\$367,000
Barbara Barnes-Buchanan	1	1	\$223,000	\$143,900	2	\$366,900
Miluska Chlebowski	2		\$366,800		2	\$366,800
Heather Maciaszek	1		\$365,000		1	\$365,000
Kelly Poka		1		\$365,000	1	\$365,000
Victoria Carr, PA	1		\$365,000		1	\$365,000
Gladys Ann Baker	1		\$364,900		1	\$364,900
Richard Reynen	2		\$364,900		2	\$364,900
Lisa Marie Fetters		1		\$364,304	1	\$364,304
Liliana Davis	2		\$364,000		2	\$364,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Mike Shepherd		1		\$364,000	1	\$364,000
Carol S Yates	1	1	\$125,000	\$237,000	2	\$362,000
Sandra Velez	2		\$361,000		2	\$361,000
Logan Lockwood	1		\$361,000		1	\$361,000
Thea Nall Ceurvels	1		\$360,000		1	\$360,000
Tylan Hannan PA	1		\$360,000		1	\$360,000
Jenn Nicolai	1		\$360,000		1	\$360,000
Julie Brundage Ojanovac PA		1		\$360,000	1	\$360,000
Kent Kajj	1	1	\$180,000	\$180,000	2	\$360,000
Elena Little		1		\$360,000	1	\$360,000
Lauren Rose MacFarlane	1		\$360,000		1	\$360,000
Geoffrey G Klein		1		\$360,000	1	\$360,000
DeShawn Robinson	1		\$360,000		1	\$360,000
Mio Espinosa		1		\$360,000	1	\$360,000
Dennis R DeLaura	1		\$360,000		1	\$360,000
Lauren M Wilmering		1		\$360,000	1	\$360,000
Luis A Benedito	1	1	\$180,000	\$180,000	2	\$360,000
Danielle Calamela	1		\$360,000		1	\$360,000
Elizabeth Vallie		1		\$360,000	1	\$360,000
Marcia Patrignani		1		\$359,900	1	\$359,900
Ana L Fernandez	1		\$359,500		1	\$359,500
Kenneth Jessen	1		\$359,000		1	\$359,000
Laura Brown	1		\$359,000		1	\$359,000
Diane Carr		1		\$359,000	1	\$359,000
Jenna Eleese Choate	1	1	\$179,000	\$179,000	2	\$358,000
Alyssa Elliot	1		\$357,000		1	\$357,000
Helena A Fine	1	1	\$220,000	\$136,000	2	\$356,000
Debra Ann Wakeley	1	1	\$178,000	\$178,000	2	\$356,000
Gabriella Nora Hale	2		\$356,000		2	\$356,000
Victoria M Molter	1		\$355,000		1	\$355,000
Griselda Burkard	1		\$355,000		1	\$355,000
Amy Dees Lee		1		\$355,000	1	\$355,000
Sue Jones	1		\$355,000		1	\$355,000
Judith P Lettman Davis	1		\$355,000		1	\$355,000
Andy McCreedy	1		\$354,000		1	\$354,000
Alex Nicodemi		1		\$354,000	1	\$354,000
Angela Rene Easter	1		\$353,000		1	\$353,000
Art Perry	1		\$353,000		1	\$353,000
Mollie Carol Powell	1		\$352,500		1	\$352,500
Roland Roth		1		\$352,500	1	\$352,500
Melissa Gail Rogers	1		\$352,500		1	\$352,500
Caren Snell	1		\$352,000		1	\$352,000
Greg Cowser	2		\$352,000		2	\$352,000
Jennifer Drake	1		\$352,000		1	\$352,000
Rob Mehta	1		\$351,100		1	\$351,100
Vincent A Colace		1		\$350,000	1	\$350,000
Carl W Suarez	1		\$350,000		1	\$350,000
Barbara Rich		1		\$350,000	1	\$350,000
Derek Beck		1		\$350,000	1	\$350,000
Kathy Warchuck	1	1	\$175,000	\$175,000	2	\$350,000
Denise L Pierce		1		\$350,000	1	\$350,000
Christina Maria Guerrero		3		\$350,000	3	\$350,000
Lee Ann Koert	1	2	\$100,000	\$250,000	3	\$350,000
Neftali Espinosa	2		\$350,000		2	\$350,000
Kenneth Bracher	1		\$349,000		1	\$349,000
Obed Guzman	1	1	\$127,500	\$220,000	2	\$347,500
Lynn Brown		1		\$347,500	1	\$347,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Ozzie Linares	1		\$346,000		1	\$346,000
Susanne Rose	1		\$345,000		1	\$345,000
William A. Reynoso		1		\$345,000	1	\$345,000
Barry McClernon		1		\$345,000	1	\$345,000
Andrea Fouch	1		\$345,000		1	\$345,000
Bonnie Miller		1		\$345,000	1	\$345,000
Dennis Marquis	1		\$345,000		1	\$345,000
Carole Briggs	1		\$345,000		1	\$345,000
Jo Ellen Guilian Bradley		1		\$345,000	1	\$345,000
Tracy L Sollitto		1		\$345,000	1	\$345,000
Teri J McCormick, PA	1		\$344,900		1	\$344,900
Maria C Prado Fajardo	2		\$344,000		2	\$344,000
Rex Hester		1		\$343,000	1	\$343,000
Sam Abdelmessih	1		\$342,500		1	\$342,500
Robert B Price	1		\$342,500		1	\$342,500
Alexis Hansen	1	1	\$211,900	\$130,000	2	\$341,900
Nandy Trevino	1		\$340,000		1	\$340,000
Carla Grant	1		\$340,000		1	\$340,000
Margaret Calandrella	1		\$340,000		1	\$340,000
David R Alexander	1		\$340,000		1	\$340,000
Alison E Bryant	1		\$340,000		1	\$340,000
Casey Lynne Potter	1		\$340,000		1	\$340,000
Karen Lee Rupe		1		\$340,000	1	\$340,000
Pi Hwa C Boothman		1		\$340,000	1	\$340,000
Humberto Soto	1	1	\$170,000	\$170,000	2	\$340,000
Kim Miller		1		\$340,000	1	\$340,000
Kenja Dargai	1		\$339,900		1	\$339,900
Monica Donaldson		1		\$339,000	1	\$339,000
Dave Cornelius	1	1	\$169,000	\$169,000	2	\$338,000
Mike Dodge, pa		2		\$338,000	2	\$338,000
Patrick M Gendron		1		\$338,000	1	\$338,000
Anne Marie Olinger	1	1	\$168,800	\$168,800	2	\$337,600
Christopher Van Zandt	1		\$337,500		1	\$337,500
Brooke Peyton		1		\$337,500	1	\$337,500
Kelly Rodgers		1		\$337,000	1	\$337,000
Wendy Dettmann		1		\$336,850	1	\$336,850
Victoria Del Duca		1		\$336,666	1	\$336,666
Karen M Dixon	1	1	\$168,000	\$168,000	2	\$336,000
Burkhard M Klein	1		\$335,000		1	\$335,000
Dwight King	1		\$335,000		1	\$335,000
Jared L Sugerman		1		\$335,000	1	\$335,000
Eamon Murphy		1		\$335,000	1	\$335,000
John J Guerra		1		\$335,000	1	\$335,000
Mickey D Gifford	1		\$335,000		1	\$335,000
Peter Bavetta		1		\$335,000	1	\$335,000
Natalie M Chambers P.A.	2		\$335,000		2	\$335,000
Mike Rajchel		1		\$335,000	1	\$335,000
Kevin Velazquez	1		\$335,000		1	\$335,000
Adam Charles Westmoreland		1		\$335,000	1	\$335,000
Barbie Svehla		1		\$335,000	1	\$335,000
Lindsey F Smith	1		\$335,000		1	\$335,000
Deborah A. Rodriguez		1		\$335,000	1	\$335,000
Debra Anne Stack	1	1	\$167,419	\$167,419	2	\$334,838
Joseph D'Angelo		1		\$334,000	1	\$334,000
Judith De Maleissye-Melun	1		\$334,000		1	\$334,000
Sue Law	1		\$333,700		1	\$333,700
Paula Kazeva	1	1	\$135,000	\$198,000	2	\$333,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Thomas Taege PA		1		\$333,000	1	\$333,000
Don Farrelly	1		\$333,000		1	\$333,000
Bridget McCready	1		\$333,000		1	\$333,000
Dan Demczak	1	1	\$166,000	\$166,000	2	\$332,000
Donna Huffman	1		\$332,000		1	\$332,000
Andrew M Hjortaas		1		\$330,000	1	\$330,000
Michelle A Barham	1		\$330,000		1	\$330,000
Courtney Diane Fosnight	1		\$330,000		1	\$330,000
Tom Bachand	1		\$330,000		1	\$330,000
Mark Thomas Connell	1		\$330,000		1	\$330,000
Tricia Duray	1	1	\$165,000	\$165,000	2	\$330,000
Ronald Gene Coburn	1		\$330,000		1	\$330,000
Alexandra Lawfer	1		\$330,000		1	\$330,000
Andrew D. Lynch	1		\$330,000		1	\$330,000
Tom O'Neill		1		\$330,000	1	\$330,000
David Jose Gimenez	1		\$329,900		1	\$329,900
Brian Barnhart	1		\$329,900		1	\$329,900
James J Jones		1		\$329,000	1	\$329,000
Emily Cawfield	1		\$329,000		1	\$329,000
Sandra Knapp	1		\$329,000		1	\$329,000
Gara Ann Martin	1		\$329,000		1	\$329,000
Connie Meek	1		\$328,500		1	\$328,500
Michael Scott Vincent	1		\$328,000		1	\$328,000
Philip A Josberger, III		1		\$328,000	1	\$328,000
Jeannette Rios-Stutzman		1		\$328,000	1	\$328,000
Victoria Josberger	1		\$328,000		1	\$328,000
Kelly Fisher		2		\$327,000	2	\$327,000
Anne Simeone	1		\$326,500		1	\$326,500
Edward W. Zoller III PA	1		\$326,000		1	\$326,000
Steven Fenttiman	1	1	\$146,000	\$180,000	2	\$326,000
Wendy Velazquez-Blas	1		\$325,000		1	\$325,000
Antoine M De Maleissye Melun		1		\$325,000	1	\$325,000
Timothy Aten	1		\$325,000		1	\$325,000
Peggy Lotz		1		\$325,000	1	\$325,000
Leslie Whiting		1		\$325,000	1	\$325,000
Mary O'Toole	1		\$325,000		1	\$325,000
John Gagliardi	1		\$323,000		1	\$323,000
Chip Evans	1		\$322,500		1	\$322,500
Frederick Hawkins		1		\$322,000	1	\$322,000
Peter Emanuel Rivera		1		\$321,000	1	\$321,000
Bonnie Azeltine	1		\$321,000		1	\$321,000
Michael Gebeau, PA		1		\$321,000	1	\$321,000
Denise Denard		1		\$321,000	1	\$321,000
Jay Steven Shockley	1		\$320,000		1	\$320,000
Gary Schaum	1		\$320,000		1	\$320,000
Jacqueline Guadagna	1		\$320,000		1	\$320,000
Jason Schroeder	2		\$320,000		2	\$320,000
Dan Sheridan	1		\$320,000		1	\$320,000
Armando Guirola	1		\$320,000		1	\$320,000
Bradford Bateman	1		\$320,000		1	\$320,000
Yaimi De La Noval		1		\$319,000	1	\$319,000
Leah Bouchard	1	1	\$99,500	\$218,000	2	\$317,500
Tamara Becker		1		\$316,000	1	\$316,000
Rita Lechner	1		\$315,000		1	\$315,000
Austin Howell	1		\$315,000		1	\$315,000
Sandy Semaan	1		\$315,000		1	\$315,000
Mari Anne Crews, PA	1		\$315,000		1	\$315,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Paul Anthony Smith	1		\$315,000		1	\$315,000
Thomas Wiebell		1		\$315,000	1	\$315,000
Debra Jennings	1		\$315,000		1	\$315,000
R.J. Dean	1		\$315,000		1	\$315,000
Mike Husted	1		\$315,000		1	\$315,000
Elizabeth B Garnelo	1		\$315,000		1	\$315,000
Shannon Martello	1		\$314,900		1	\$314,900
Don Breen	1		\$314,500		1	\$314,500
Angela Neagle		1		\$314,000	1	\$314,000
Lali Lynch	1		\$314,000		1	\$314,000
Scott Larson	1	1	\$152,000	\$162,000	2	\$314,000
Rob Melville	2		\$313,500		2	\$313,500
Martin Bolagno	1		\$313,000		1	\$313,000
Rachael D Harvey	2		\$312,900		2	\$312,900
William T. Fruehauf	1		\$312,000		1	\$312,000
Leroy A Rubenstein	1		\$311,500		1	\$311,500
Craig Scott Young	1		\$311,000		1	\$311,000
Jennifer Hetherington		1		\$310,000	1	\$310,000
Keith K Rost	1		\$310,000		1	\$310,000
Nicole Anne Bremer	1		\$310,000		1	\$310,000
Brenda Cole		1		\$310,000	1	\$310,000
Theresa M Miller		1		\$310,000	1	\$310,000
Dick Larson	1		\$310,000		1	\$310,000
Maria Contreras	1		\$310,000		1	\$310,000
Maria E Saborio	1		\$310,000		1	\$310,000
Nancy L Gould	1		\$309,000		1	\$309,000
Jorge Medina		1		\$309,000	1	\$309,000
Mel J Biondi		1		\$309,000	1	\$309,000
Jeane Low Hickey	1		\$308,090		1	\$308,090
Tina L Bruni	1		\$308,000		1	\$308,000
William Howard Davis	4		\$308,000		4	\$308,000
Keith R Christensen		2		\$306,500	2	\$306,500
Maxwell Thompson		1		\$305,000	1	\$305,000
Dennis R Christensen		1		\$305,000	1	\$305,000
Polly K Himmel	1		\$305,000		1	\$305,000
Phyllis Gentile		2		\$305,000	2	\$305,000
Bette McGilvray	1		\$305,000		1	\$305,000
Ron Sinks		1		\$305,000	1	\$305,000
Victor J Asencio	1		\$305,000		1	\$305,000
Roy Barker	1		\$305,000		1	\$305,000
Charlotte H Gregory	1		\$305,000		1	\$305,000
Lisa Rapp		1		\$304,000	1	\$304,000
Natalia Valdez	1		\$303,000		1	\$303,000
Deborah Farha	2		\$303,000		2	\$303,000
Cyndi Myers	1		\$302,500		1	\$302,500
Holly Carpenter		1		\$302,500	1	\$302,500
Jon Ogle		1		\$302,000	1	\$302,000
Nicole Ann Black		1		\$302,000	1	\$302,000
Denise H Verduzco		1		\$302,000	1	\$302,000
Brandon D Hatch	1		\$301,000		1	\$301,000
Gail G Kent	1		\$300,630		1	\$300,630
Luscetta J Plunkett	1		\$300,000		1	\$300,000
Jonathan A. Unger	1		\$300,000		1	\$300,000
Jim Green		1		\$300,000	1	\$300,000
Marie B Wroe		1		\$300,000	1	\$300,000
Jeff Brinkert		1		\$300,000	1	\$300,000
Marijo Koval	1		\$300,000		1	\$300,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Markus Hartwich	1		\$300,000		1	\$300,000
RK Benton	1		\$300,000		1	\$300,000
Ron Lestock		1		\$300,000	1	\$300,000
Michael Sean Colquette		1		\$300,000	1	\$300,000
Gary O Boyd	1		\$300,000		1	\$300,000
Diana Jane Walton	1		\$300,000		1	\$300,000
John Dattola	1		\$300,000		1	\$300,000
Rachel Danzi	1		\$300,000		1	\$300,000
Sandy Talaga	1		\$300,000		1	\$300,000
Vicki Alvarez		1		\$300,000	1	\$300,000
Cheryl L Fiedler, PA	1		\$299,900		1	\$299,900
Leah Zhao	1		\$299,900		1	\$299,900
Leanne Marie Pawlowski	1	1	\$149,900	\$149,900	2	\$299,800
Diane A Haynes	1		\$299,644		1	\$299,644
Roserdley Creve-Coeur	1		\$299,500		1	\$299,500
Suzanne McGuire		1		\$299,000	1	\$299,000
Trinadair M. Castro		1		\$299,000	1	\$299,000
Dustyn Corace		1		\$299,000	1	\$299,000
Bill Wozniak	1		\$299,000		1	\$299,000
Rose Petithomme	1		\$298,900		1	\$298,900
Douglas W. Bussing	1		\$298,500		1	\$298,500
Minette LaCroix	1		\$297,938		1	\$297,938
Peter D Knox	2		\$297,000		2	\$297,000
Jessica Lynn Kraszewski		1		\$297,000	1	\$297,000
Don Bahash, PA	1		\$297,000		1	\$297,000
Susan J Holland		1		\$296,500	1	\$296,500
Valerie Tutor	1		\$296,500		1	\$296,500
Lisa Ethridge		1		\$296,000	1	\$296,000
Dan Goczeski	1		\$295,900		1	\$295,900
Tony Mansolillo	1		\$295,500		1	\$295,500
Michael D Camp	1		\$295,500		1	\$295,500
Saul Sanchez	1		\$295,000		1	\$295,000
Claudette K Looker	1		\$295,000		1	\$295,000
Ed Biddison	1		\$295,000		1	\$295,000
Denise Corey		2		\$295,000	2	\$295,000
Lee Smith		1		\$295,000	1	\$295,000
Bobbie Ball	1		\$295,000		1	\$295,000
A. Maria Mysak	1		\$295,000		1	\$295,000
Jeffrey A Roozen		1		\$295,000	1	\$295,000
Carol C Sabatino	1		\$295,000		1	\$295,000
Lisa Marie Dean	1		\$295,000		1	\$295,000
Don Cunningham		1		\$295,000	1	\$295,000
Danny Farrell, II	1		\$295,000		1	\$295,000
John C Lindgren	1		\$295,000		1	\$295,000
Rafael Cabrera	1		\$294,530		1	\$294,530
Colin Brechbill	1		\$294,000		1	\$294,000
Sarah Stice		1		\$294,000	1	\$294,000
Nicola Gentil	1	1	\$113,000	\$180,000	2	\$293,000
Beverly Howe	1		\$293,000		1	\$293,000
Meghan Marion	1		\$292,500		1	\$292,500
Melanie Brooke Denson	1		\$292,500		1	\$292,500
Dru Amber Quillen		1		\$292,000	1	\$292,000
Bria L Bare		1		\$292,000	1	\$292,000
Bill Arndt	1	1	\$177,000	\$115,000	2	\$292,000
Felicia Hernandez Fortunato	1		\$291,000		1	\$291,000
Dick Quinsey		1		\$290,000	1	\$290,000
Rosemary A Lingsch		1		\$290,000	1	\$290,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Donna Panarello, PA		1		\$290,000	1	\$290,000
Martha Payne		1		\$290,000	1	\$290,000
Kevin Allen Krutz	1		\$290,000		1	\$290,000
Mark Daniel Talaga, II	1		\$290,000		1	\$290,000
Tom Puckett, IV	1		\$290,000		1	\$290,000
MJ Johnson		1		\$290,000	1	\$290,000
Angela Ginise	1	1	\$145,000	\$145,000	2	\$290,000
Marilyn Marie Banks	1		\$290,000		1	\$290,000
Mike Kozlow		1		\$290,000	1	\$290,000
Erik Leitzes		1		\$290,000	1	\$290,000
Tammy S Price		1		\$290,000	1	\$290,000
Joy D Runyon	1		\$290,000		1	\$290,000
Leslie A Whiting		1		\$290,000	1	\$290,000
Mark Leroy Dice	1		\$290,000		1	\$290,000
Lois Grider		1		\$290,000	1	\$290,000
Christopher Peter Kelly		1		\$290,000	1	\$290,000
Arthur Perry	1		\$290,000		1	\$290,000
Jacqui Alguadich	1		\$290,000		1	\$290,000
Janet Clegg Rushin	1		\$290,000		1	\$290,000
Andy Bevivino	1		\$289,000		1	\$289,000
Leonard J Bubri		1		\$289,000	1	\$289,000
Arlene Lopez		1		\$289,000	1	\$289,000
Catherine Brunsell		1		\$289,000	1	\$289,000
Laurie Pivar	1		\$289,000		1	\$289,000
Eileen Souris	1	1	\$144,000	\$144,000	2	\$288,000
Bernd Manderschied	1		\$288,000		1	\$288,000
Eliana Maria Ortiz	1		\$288,000		1	\$288,000
Zahilys Batista Ferrer		1		\$287,500	1	\$287,500
Nick Martello	1		\$287,500		1	\$287,500
Eloisa Gemme	1		\$287,500		1	\$287,500
Angie Gegenwarth	1		\$287,500		1	\$287,500
Brian Sujevich	1		\$287,500		1	\$287,500
Laurie A Shea	1		\$287,000		1	\$287,000
Derek J Arnold	1		\$287,000		1	\$287,000
Marianne Cook	1	1	\$143,500	\$143,500	2	\$287,000
Caye Stephen	1		\$287,000		1	\$287,000
Wallace Cascio		1		\$286,800	1	\$286,800
Ryan A Bleggi	1		\$286,600		1	\$286,600
Clay S Murray		1		\$286,000	1	\$286,000
Gerhard Jakobeit	1		\$286,000		1	\$286,000
Jennifer Desrosiers	1		\$286,000		1	\$286,000
Jordan Stone		1		\$285,000	1	\$285,000
Jelena Foskey		1		\$285,000	1	\$285,000
Matt Lister		1		\$285,000	1	\$285,000
Sandy Bruce		1		\$285,000	1	\$285,000
Cindy Maves	1		\$285,000		1	\$285,000
Susan Hariprasad	1		\$285,000		1	\$285,000
Marlissa Gervasoni	1		\$285,000		1	\$285,000
Dana Norden		1		\$285,000	1	\$285,000
Daniel A Ciocca, Jr.	1		\$285,000		1	\$285,000
Gary W Elliott	1		\$285,000		1	\$285,000
Carolyn Chesser	1		\$285,000		1	\$285,000
Yesenia Whipple	1		\$285,000		1	\$285,000
Linda S Rupert	1		\$285,000		1	\$285,000
Jeankarlos Frometa	1		\$284,900		1	\$284,900
Becky Martin	1		\$284,900		1	\$284,900
Yulian Gonzalez	1		\$284,900		1	\$284,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Marie Septimus	1		\$284,200		1	\$284,200
Kristie Reinert	1		\$284,000		1	\$284,000
Kurt K Petersen	1		\$283,500		1	\$283,500
Jennifer Russo	1		\$283,000		1	\$283,000
Bill Wallace	1		\$283,000		1	\$283,000
Jean E Paul	1		\$283,000		1	\$283,000
Dave Dettmann		1		\$282,500	1	\$282,500
Alison E Anderson	1		\$282,000		1	\$282,000
Terrance Parker	1		\$282,000		1	\$282,000
Scott A Langevin		1		\$282,000	1	\$282,000
Ursula Rojina Boyd	1		\$281,000		1	\$281,000
Matt Wise	1		\$281,000		1	\$281,000
Susan A Thomas		1		\$280,000	1	\$280,000
Osmeily Guerra Rodriguez		1		\$280,000	1	\$280,000
Natalia V Peysina		1		\$280,000	1	\$280,000
Brian Meyer		1		\$280,000	1	\$280,000
Jennifer Lavon Paulke	1		\$280,000		1	\$280,000
Feibi Gouda	1		\$280,000		1	\$280,000
Debi Foss-Heaviside		1		\$280,000	1	\$280,000
Liz Yezzi	1		\$280,000		1	\$280,000
Laura Ronchetti	1		\$280,000		1	\$280,000
Therese Arlene Holzinger		1		\$280,000	1	\$280,000
Daniel Hake	1		\$280,000		1	\$280,000
Kristen Pell		1		\$280,000	1	\$280,000
Tami Ofenloch	1		\$280,000		1	\$280,000
Greg Pownall		1		\$280,000	1	\$280,000
Katherine Rice	1		\$280,000		1	\$280,000
Monty Montgomery		1		\$280,000	1	\$280,000
Bob Keating	1		\$280,000		1	\$280,000
Laurie A Zoerb	1		\$279,450		1	\$279,450
Gert Nuraj	2		\$279,000		2	\$279,000
Noelle Tietz	1	1	\$139,200	\$139,200	2	\$278,400
Bradley Popejoy Jr	1		\$278,000		1	\$278,000
Bob Bodlund	1		\$278,000		1	\$278,000
Christine Y Matulay		1		\$278,000	1	\$278,000
Robert Menna		1		\$278,000	1	\$278,000
Dean Gerber	1		\$278,000		1	\$278,000
Julia Ann Wolfswinkel	1		\$278,000		1	\$278,000
Debra Forster	1		\$277,500		1	\$277,500
Mary A Provo		1		\$277,000	1	\$277,000
Billy Katsis		1		\$277,000	1	\$277,000
Beverly F Stevens	1		\$277,000		1	\$277,000
Sean M Arthur	1		\$277,000		1	\$277,000
Daryl C Fiene		1		\$277,000	1	\$277,000
Jamie Briggs		1		\$276,500	1	\$276,500
Allen R DuQuet		1		\$276,000	1	\$276,000
Alex Casement	1		\$276,000		1	\$276,000
Elise J Herendeen		1		\$276,000	1	\$276,000
Lisa Giamarino	1	1	\$140,000	\$135,000	2	\$275,000
Chris Carter		1		\$275,000	1	\$275,000
Dylan Blair Smith	1		\$275,000		1	\$275,000
Daysi Azucena Del Sol		1		\$275,000	1	\$275,000
Linda D Beckwith	1		\$275,000		1	\$275,000
Elisa Salomoni	1		\$275,000		1	\$275,000
Osnel Cajuste	1		\$275,000		1	\$275,000
Pierre Souffrant	1		\$275,000		1	\$275,000
Debra A Kelly	1		\$275,000		1	\$275,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Marco Perez Zanelli		1		\$275,000	1	\$275,000
Michael Gionet		1		\$275,000	1	\$275,000
Ciara N Young		1		\$275,000	1	\$275,000
Bo Duplinsky	1		\$275,000		1	\$275,000
Antoinette Pelc	1		\$275,000		1	\$275,000
Miriam LeBeau		1		\$275,000	1	\$275,000
Barbara Cleaver	1		\$275,000		1	\$275,000
Jack Lewis		1		\$275,000	1	\$275,000
David W St Clair		1		\$274,900	1	\$274,900
PJ Francis	1	1	\$131,500	\$143,000	2	\$274,500
Bill Witham		1		\$274,000	1	\$274,000
Ada Aurigemma	1		\$274,000		1	\$274,000
Estelle Stambaugh	1		\$274,000		1	\$274,000
Amy D Clark	1		\$273,000		1	\$273,000
Sasha Naumovski	1		\$272,500		1	\$272,500
Linda Joiner	1		\$272,000		1	\$272,000
Carlos M Restrepo	1		\$270,955		1	\$270,955
J Ronald Glevis	1		\$270,000		1	\$270,000
Daniel Gomez	1		\$270,000		1	\$270,000
Suzanne E Shafer	1		\$270,000		1	\$270,000
John V Rebimbas		1		\$270,000	1	\$270,000
Win Goepper	1		\$270,000		1	\$270,000
Scott Doan	1		\$270,000		1	\$270,000
Donnette Larsen	1		\$270,000		1	\$270,000
David Clements		1		\$270,000	1	\$270,000
Frederick Cuthbertson	1		\$270,000		1	\$270,000
Stefan Muehlbauer	1		\$270,000		1	\$270,000
Kristi Prisco	1		\$270,000		1	\$270,000
Thomas L Hartung	1		\$270,000		1	\$270,000
Linda J Rodgers		1		\$270,000	1	\$270,000
Christopher Antonio Cardi	1		\$270,000		1	\$270,000
Kristin L Cassidy	1		\$270,000		1	\$270,000
Lloyd L Bowein		1		\$270,000	1	\$270,000
Javier Valladares Jr.	1		\$270,000		1	\$270,000
Debra Ann Gomez		1		\$270,000	1	\$270,000
Daren Mohammed		1		\$270,000	1	\$270,000
Joseph Trunkett		1		\$270,000	1	\$270,000
Josie Miller	1		\$270,000		1	\$270,000
Marita U Kuellmar	1		\$269,500		1	\$269,500
Frank Joseph Bartolotta		1		\$269,000	1	\$269,000
Audrey Lee Pierce	1		\$269,000		1	\$269,000
Maria Isabel Martinez	1		\$269,000		1	\$269,000
Sheron P. Isaacs		1		\$269,000	1	\$269,000
Paul W Holm	1		\$268,750		1	\$268,750
Gunnar Edward Burling		1		\$268,000	1	\$268,000
Karen Ann Morris		1		\$268,000	1	\$268,000
Linda J O'Brien	1		\$267,500		1	\$267,500
Brian Goss		1		\$267,500	1	\$267,500
Danni Jones	1		\$267,500		1	\$267,500
Susan R Payne	1		\$266,000		1	\$266,000
Michele Santucci	1		\$266,000		1	\$266,000
Naomi Valerio	1		\$265,000		1	\$265,000
Jay Georges		1		\$265,000	1	\$265,000
Christopher Cioffi		1		\$265,000	1	\$265,000
David Gomez	1		\$265,000		1	\$265,000
Ruben D Espinosa	1		\$265,000		1	\$265,000
Jack Joseph Crifasi	1		\$265,000		1	\$265,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Brikena Gjergo Paparusi	1		\$265,000		1	\$265,000
Greta Nelson	1		\$265,000		1	\$265,000
Therese Beitz	1		\$265,000		1	\$265,000
Mary Stessel	1		\$265,000		1	\$265,000
Shane Murray Wilson		1		\$265,000	1	\$265,000
Carl T Stepling		1		\$265,000	1	\$265,000
Cara Mahoney	1		\$265,000		1	\$265,000
John Lyle Kromer Jr		1		\$265,000	1	\$265,000
Jeff Jafari	1		\$265,000		1	\$265,000
Katie Marsh	1		\$264,000		1	\$264,000
Rosa G Quinones	1		\$264,000		1	\$264,000
Stephanie Harrison	1		\$264,000		1	\$264,000
Christine E Haines, PA	1		\$263,750		1	\$263,750
Donna Martin	2	1	\$174,155	\$89,000	3	\$263,155
Joe Tomarchio, III	1		\$263,000		1	\$263,000
Jodi Ardito	1	1	\$131,500	\$131,500	2	\$263,000
Janet Scarpello	1		\$262,000		1	\$262,000
Rachel Dysarczyk		1		\$262,000	1	\$262,000
Colleen McShane	1		\$262,000		1	\$262,000
Edward Culver	1		\$262,000		1	\$262,000
Pierre Peebles	1		\$262,000		1	\$262,000
Eric Breuning		1		\$262,000	1	\$262,000
Erick Camacho		1		\$262,000	1	\$262,000
Jason Hause	1		\$262,000		1	\$262,000
Juergen Kratzat		1		\$262,000	1	\$262,000
Kent Kozlowski		1		\$262,000	1	\$262,000
Vessi Vassileva		1		\$261,000	1	\$261,000
Dawn Allen	2		\$260,900		2	\$260,900
Terry McCarley		1		\$260,000	1	\$260,000
Barbara Pratt		1		\$260,000	1	\$260,000
Matthew F Schuch		1		\$260,000	1	\$260,000
Anabel Jerena		1		\$260,000	1	\$260,000
Anastasiya Beebe	1		\$260,000		1	\$260,000
Douglas P Kenney	1		\$260,000		1	\$260,000
Bernard Cordero	1		\$260,000		1	\$260,000
Jeri Macarthur	1		\$260,000		1	\$260,000
Yanima Mazuera	1		\$260,000		1	\$260,000
Robert Flores		1		\$260,000	1	\$260,000
Judy Cunningham		1		\$260,000	1	\$260,000
Jackie Mellone	1		\$259,999		1	\$259,999
Diane Schrenkel	1		\$259,900		1	\$259,900
Kelly Marie Kent	1		\$259,900		1	\$259,900
Amy L Piechocki		1		\$259,000	1	\$259,000
A J DeHanas	1		\$259,000		1	\$259,000
John Phan		1		\$259,000	1	\$259,000
Matthew Liguori, PA		2		\$259,000	2	\$259,000
Stacey Hurley	2		\$259,000		2	\$259,000
Yesenia Pastor	1		\$259,000		1	\$259,000
Jade Ashley Pain	1	1	\$144,000	\$114,000	2	\$258,000
Tom Seele	1		\$258,000		1	\$258,000
David F Struwas	1		\$258,000		1	\$258,000
Gloria Trujillo	1		\$257,500		1	\$257,500
Adrienne Malics-Lopez	1		\$257,500		1	\$257,500
Kat Massey	1		\$257,500		1	\$257,500
Margaret Verdonck		1		\$257,000	1	\$257,000
Carole G Pransky	1		\$257,000		1	\$257,000
Cindy Burnham, LLC		1		\$257,000	1	\$257,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
John Croce	1		\$257,000		1	\$257,000
Mike Kuebel		1		\$256,750	1	\$256,750
D. Jeanie Taylor	1		\$256,500		1	\$256,500
Larry F Brammer	1		\$256,000		1	\$256,000
Paula Studzinski		1		\$256,000	1	\$256,000
Allen Wasko		1		\$255,000	1	\$255,000
JJ Clouse		1		\$255,000	1	\$255,000
Rykken M Smith	1		\$255,000		1	\$255,000
Kimberly Ocana	1		\$255,000		1	\$255,000
Orlando Sanchez		1		\$255,000	1	\$255,000
Tony Pullos		1		\$255,000	1	\$255,000
Kristin R. Smith PA		1		\$255,000	1	\$255,000
Susan Pfeil		1		\$255,000	1	\$255,000
Joshua J. Eckert	1		\$255,000		1	\$255,000
Teresita Barroso	1		\$255,000		1	\$255,000
Douglas L Rankin		1		\$255,000	1	\$255,000
Shara Nielsen	1		\$255,000		1	\$255,000
Bob Fogel		1		\$255,000	1	\$255,000
Bianca Milo		1		\$255,000	1	\$255,000
Lauren Wahlfeld	1		\$255,000		1	\$255,000
William C Simmons		1		\$255,000	1	\$255,000
Shana Victoria Torre	1		\$255,000		1	\$255,000
Elizabeth A Liria	1		\$255,000		1	\$255,000
Justin Greer	1		\$255,000		1	\$255,000
Sheena Leigh Gonzalez		1		\$254,500	1	\$254,500
Cynthia Denofrio	1		\$253,189		1	\$253,189
Timothy Kearns		1		\$253,000	1	\$253,000
Dave Cuffe		1		\$253,000	1	\$253,000
Chelsea Kiley	1		\$252,500		1	\$252,500
Garrett Sandell	1		\$252,500		1	\$252,500
Jason Foskey		1		\$252,350	1	\$252,350
Sherry Lynne Batrus		1		\$252,200	1	\$252,200
Hank Cassi, III	1		\$252,000		1	\$252,000
Santiago Zavala, Jr.	1		\$252,000		1	\$252,000
Edward B Blackburn, III		2		\$252,000	2	\$252,000
Dennis L Steele	1		\$252,000		1	\$252,000
Theresa Ulrich	1	1	\$126,000	\$126,000	2	\$252,000
Josh Stewart	1		\$251,500		1	\$251,500
Debbie Holloway	1		\$251,000		1	\$251,000
Pamela Svec	1		\$250,150		1	\$250,150
Debbie Paoli	1		\$250,000		1	\$250,000
Mark Everson		1		\$250,000	1	\$250,000
Eric Gustafson		1		\$250,000	1	\$250,000
Hazel Maria Ward	1		\$250,000		1	\$250,000
Roserdley Crevecoeur	1		\$250,000		1	\$250,000
Bonnie Creach	1		\$250,000		1	\$250,000
Joe Contarino		1		\$250,000	1	\$250,000
Melisa Giovannelli		1		\$250,000	1	\$250,000
Jeana Marie Bertodatto	1		\$250,000		1	\$250,000
Peter Pine		1		\$250,000	1	\$250,000
Cynthia Teamer	1		\$250,000		1	\$250,000
Jo-el M DeJesus		1		\$250,000	1	\$250,000
Rafael Dominguez		1		\$250,000	1	\$250,000
Patrick Ranalli		1		\$250,000	1	\$250,000
Craig Scott	1		\$250,000		1	\$250,000
Chris Weeks	1		\$250,000		1	\$250,000
Linda Craig-Gallup	1		\$250,000		1	\$250,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Michael S. Woods	1		\$250,000		1	\$250,000
Ann P Levitan	1		\$250,000		1	\$250,000
Cindy Winkleman	1		\$250,000		1	\$250,000
Bryan D Wheeler		1		\$250,000	1	\$250,000
Mark Taylor	1		\$249,900		1	\$249,900
Jay Bader	1		\$249,500		1	\$249,500
Jhorjana P Portilla	1		\$249,000		1	\$249,000
Keith Ferriola	1		\$249,000		1	\$249,000
Joseph G Faccone		1		\$248,000	1	\$248,000
Tom Speicher	1		\$247,900		1	\$247,900
Melanie L Boyd		1		\$247,000	1	\$247,000
Andrey Ilkanych		1		\$246,900	1	\$246,900
Izzy Cisneros	1		\$246,500		1	\$246,500
Brigitte R. Devlin		1		\$246,000	1	\$246,000
Marilyn Morales	2		\$246,000		2	\$246,000
Maria F Lian Barrera	1		\$246,000		1	\$246,000
Michael J Vale		1		\$246,000	1	\$246,000
Marianne Labesky		1		\$245,500	1	\$245,500
Tracy Hartman		1		\$245,000	1	\$245,000
Clara Puglielli	1		\$245,000		1	\$245,000
Jason F McLendon		1		\$245,000	1	\$245,000
An Trinh	1		\$245,000		1	\$245,000
Lissi Obermann	1		\$245,000		1	\$245,000
Angie Brummett	1		\$245,000		1	\$245,000
Roseann Jackette	1		\$245,000		1	\$245,000
Tony Terzo		1		\$245,000	1	\$245,000
Allan Lewis	1		\$245,000		1	\$245,000
Audrey C Carmony		1		\$245,000	1	\$245,000
Mariaelena Ramirez	1		\$245,000		1	\$245,000
Gary Weinberg	1		\$244,900		1	\$244,900
Meli Chelon	1		\$244,000		1	\$244,000
Susan Madruga		1		\$243,000	1	\$243,000
Joel J Gravina, Sr.		1		\$243,000	1	\$243,000
Barbara Fortin-Silvia		1		\$243,000	1	\$243,000
Bill Brown	1		\$243,000		1	\$243,000
Curtis Pickett	1		\$242,650		1	\$242,650
Jay Melgar		1		\$242,600	1	\$242,600
Jake Arden	1		\$242,000		1	\$242,000
Walter Fletcher		1		\$242,000	1	\$242,000
Josh Bevington		1		\$240,000	1	\$240,000
Lorri Poulos Bruno	1		\$240,000		1	\$240,000
Jan Wallace	1	1	\$120,000	\$120,000	2	\$240,000
Jesse Logan		1		\$240,000	1	\$240,000
Daphne Chang		2		\$240,000	2	\$240,000
Cheryl M Chadwick		1		\$240,000	1	\$240,000
Natalia V San Filippo	1		\$240,000		1	\$240,000
Randy S. Lauer PA	1		\$240,000		1	\$240,000
Samantha Aybar	1		\$240,000		1	\$240,000
Steven Fisher	1		\$240,000		1	\$240,000
Melitta Chelon-Gumma	1		\$240,000		1	\$240,000
Glenn Tarr	1		\$240,000		1	\$240,000
Donna J Carnes	1		\$240,000		1	\$240,000
Gloria J. Tate	1		\$239,900		1	\$239,900
Joel Morimanno		1		\$239,500	1	\$239,500
Eileen Knecht		1		\$239,000	1	\$239,000
Bernie Campau, II	1		\$239,000		1	\$239,000
Kate Coulls	1		\$238,500		1	\$238,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Nadine E Kelly		1		\$238,500	1	\$238,500
Alex Kadysev	1		\$238,100		1	\$238,100
Melissa K. Annis	1		\$238,000		1	\$238,000
BARB Games		1	\$238,000		1	\$238,000
Dot Klinginsmith	1		\$238,000		1	\$238,000
Bruce Leonard Warren	1		\$237,500		1	\$237,500
Jessica Fraine	1		\$237,000		1	\$237,000
Larry J Smith		1	\$237,000		1	\$237,000
Dorthea Casey	1		\$236,000		1	\$236,000
Mila Seitzer		1	\$236,000		1	\$236,000
Erin L. Helfert		2	\$235,700		2	\$235,700
Janice E Robinson	1		\$235,200		1	\$235,200
Kelly Beck		1	\$235,000		1	\$235,000
Lisa Andrews		1	\$235,000		1	\$235,000
Marilyn Carroll		1	\$235,000		1	\$235,000
Lorraine Greenberg	1		\$235,000		1	\$235,000
Mike Jonas		1	\$235,000		1	\$235,000
Brady Patrick McGuire	1		\$235,000		1	\$235,000
Minerva Inchusti		1	\$235,000		1	\$235,000
George H Racine		1	\$235,000		1	\$235,000
Yenifer Vargas		1	\$235,000		1	\$235,000
Greg Souther	1		\$235,000		1	\$235,000
Carolina Reyes	1		\$235,000		1	\$235,000
Jeanne C Sommer	1		\$235,000		1	\$235,000
Chris Webb	1		\$235,000		1	\$235,000
Thomas J Longe	1		\$235,000		1	\$235,000
Sue Boyle	1		\$235,000		1	\$235,000
Rebecca A. Keith	1		\$235,000		1	\$235,000
John M Plocharczyk	1		\$235,000		1	\$235,000
Brent D Perrine		1	\$234,900		1	\$234,900
Suzy Harden		1	\$234,900		1	\$234,900
Caroline Adele Coykendall	1		\$234,900		1	\$234,900
Marie Carmelle Francois	1		\$234,900		1	\$234,900
Chris Rush		1	\$234,150		1	\$234,150
Jacqueline Guzman	1		\$234,000		1	\$234,000
Doug Raker	1		\$234,000		1	\$234,000
Jon Anton Jungquist	1		\$234,000		1	\$234,000
Sonia C Ortega	1		\$234,000		1	\$234,000
Ryan E Hollingsworth	1	1	\$117,000	\$117,000	2	\$234,000
Maureen Moorhead	1		\$233,000		1	\$233,000
Kathleen Forsman	1		\$232,500		1	\$232,500
Derrick Gregory	1		\$232,500		1	\$232,500
Sandra L Sims-Ramage, PA	1		\$232,000		1	\$232,000
Olinda Rivera	1		\$232,000		1	\$232,000
Aaron Churnick	1		\$232,000		1	\$232,000
Christopher Johnson	1		\$231,000		1	\$231,000
Bill Duffy, Jr.		1	\$231,000		1	\$231,000
Merle Gray PA	1		\$230,000		1	\$230,000
Jill Millins		1	\$230,000		1	\$230,000
Thomas Faragoi	1		\$230,000		1	\$230,000
Sonia Rodrigue	1		\$230,000		1	\$230,000
Melissa Karol	1		\$230,000		1	\$230,000
Shawn Cowan	1		\$230,000		1	\$230,000
JD De Sousa	1		\$230,000		1	\$230,000
Lazaro Cabrera		1	\$230,000		1	\$230,000
Marilyn Ann Wahl-Walker		1	\$230,000		1	\$230,000
Hugh Hebert	1		\$229,999		1	\$229,999

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Scott K Welkenbach		1		\$229,900	1	\$229,900
M. Catherine Leakan	1		\$229,500		1	\$229,500
Vennie M Owen		1	\$229,500		1	\$229,500
Kim Pickhover	1		\$229,000		1	\$229,000
John Van Engelen	1		\$228,000		1	\$228,000
Ben Sotelo	1		\$228,000		1	\$228,000
Richard Ball	1	1	\$114,000	\$114,000	2	\$228,000
Tim O'Rourke	1		\$227,600		1	\$227,600
Patti Krohse		1	\$227,500		1	\$227,500
Karen Wojnar	1		\$227,200		1	\$227,200
Janna McCan		1	\$227,200		1	\$227,200
Nancy Mae Huhta	1		\$227,000		1	\$227,000
Daniel W Barto		1	\$227,000		1	\$227,000
Ruslan Toledo	1		\$225,999		1	\$225,999
Anna Lena C Kowalewski	1		\$225,000		1	\$225,000
Jon Kepple	1		\$225,000		1	\$225,000
Jeanette O'Neill	1		\$225,000		1	\$225,000
Matt Pikus	1		\$225,000		1	\$225,000
Jack Wagner		1	\$225,000		1	\$225,000
Antonia Gresbrink	1		\$225,000		1	\$225,000
Jack Adamczyk		1	\$225,000		1	\$225,000
Tony Provinzino	1		\$225,000		1	\$225,000
Luis Adrian Gonzalez		1	\$225,000		1	\$225,000
Cindy Mudge	1		\$225,000		1	\$225,000
Randy Hasty		1	\$225,000		1	\$225,000
Jorge Hernandez	1		\$224,000		1	\$224,000
JOSEPH Falzone		1	\$224,000		1	\$224,000
Kevin Ellis	1		\$223,500		1	\$223,500
Jan Sanner		1	\$222,500		1	\$222,500
James Barbour		1	\$222,000		1	\$222,000
Christopher Fiebe	1		\$222,000		1	\$222,000
Bill Montbleau		1	\$221,000		1	\$221,000
CJ Ghannam	1		\$220,000		1	\$220,000
Bill Wingate		1	\$220,000		1	\$220,000
Lori Guthrie		1	\$220,000		1	\$220,000
Marilyn Adams	1		\$220,000		1	\$220,000
Olga J Clemente	1		\$220,000		1	\$220,000
Perla Pando	1		\$220,000		1	\$220,000
Russell D McGuire	1		\$220,000		1	\$220,000
Tom De Benedetto	1		\$220,000		1	\$220,000
Xhovana Trebicka	1		\$220,000		1	\$220,000
Todd Bendus	1		\$220,000		1	\$220,000
Fred McCracken	1		\$219,000		1	\$219,000
Juan Jimenez		1	\$219,000		1	\$219,000
Lynette Bushnell	1		\$219,000		1	\$219,000
Jennifer L Johansen	1		\$219,000		1	\$219,000
Bonnie O'Neill		1	\$219,000		1	\$219,000
Renee Malachowski	1		\$218,500		1	\$218,500
Lindsey McMahan, Jr.	1	1	\$165,500	\$53,000	2	\$218,500
Neal P Rogers	1		\$218,000		1	\$218,000
Julie Dass		1	\$217,700		1	\$217,700
Felicia Wilkinson	1		\$217,500		1	\$217,500
Lisa Bobitski		1	\$217,500		1	\$217,500
Lorie Ann Frascarelli	1		\$217,500		1	\$217,500
James Branca		1	\$217,299		1	\$217,299
Rhonda L Foss	1		\$217,000		1	\$217,000
Edward Flynn		1	\$216,900		1	\$216,900

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Brittany Mixon	1		\$216,000		1	\$216,000
Roseli Homem	1		\$216,000		1	\$216,000
Jim Crider		1		\$216,000	1	\$216,000
Michael Haddock		1		\$215,000	1	\$215,000
Amy J Acker	1		\$215,000		1	\$215,000
Nicole Pamela Ricks	1		\$215,000		1	\$215,000
Robert Littman		1		\$215,000	1	\$215,000
Cathy J Brodie	1		\$215,000		1	\$215,000
Bob Burns		1		\$215,000	1	\$215,000
Gabriella Miyamoto	1		\$215,000		1	\$215,000
Christine Waldren		1		\$215,000	1	\$215,000
Shirley Beskow	1		\$215,000		1	\$215,000
Jerry A Holloway		1		\$215,000	1	\$215,000
Lina Maria Mejia	1		\$215,000		1	\$215,000
Jana Cohen	1		\$215,000		1	\$215,000
Susie Sullivan		1		\$214,900	1	\$214,900
Galen L. Scharenberg	1		\$214,900		1	\$214,900
Sandra Maria Carinci		1		\$214,000	1	\$214,000
Kim Reed		1		\$213,000	1	\$213,000
John C Bartis		1		\$212,000	1	\$212,000
Mark E Miles		1		\$212,000	1	\$212,000
Mary Gano	1		\$212,000		1	\$212,000
Rosie Carrier	1		\$212,000		1	\$212,000
Israel Emory	1		\$212,000		1	\$212,000
Judy Rowan		1		\$212,000	1	\$212,000
May Carrasquel	1		\$211,900		1	\$211,900
Ivia M Garcia	1		\$211,150		1	\$211,150
Stephanie Vuolo	1		\$210,000		1	\$210,000
Joseph Michael Guarino, Jr		1		\$210,000	1	\$210,000
Glenda A Rodriguez		1		\$210,000	1	\$210,000
Joseph Straface	1	1	\$105,000	\$105,000	2	\$210,000
Douglas Smith		1		\$210,000	1	\$210,000
Connie Lee Conforti		1		\$210,000	1	\$210,000
David Elias Torres		1		\$210,000	1	\$210,000
Candice Nicole Cali		1		\$210,000	1	\$210,000
Geri Armalavage		1		\$210,000	1	\$210,000
Lori Erwin		1		\$210,000	1	\$210,000
Doreen D Iannuzzi	1		\$210,000		1	\$210,000
Bill DiChiaro		1		\$209,000	1	\$209,000
Maureen Ahmed		1		\$209,000	1	\$209,000
Brent J Robertson	1		\$209,000		1	\$209,000
Michele Paquette	1		\$208,000		1	\$208,000
James (J.J.) Hojnacki		1		\$208,000	1	\$208,000
Dick Pambrun	1		\$207,500		1	\$207,500
Buck Blackburn, Jr	1		\$207,500		1	\$207,500
Kristin A Carter		1		\$207,000	1	\$207,000
Heather Lea Butler	1		\$206,500		1	\$206,500
Mark P Carroll	1		\$206,000		1	\$206,000
Irene Renteria		1		\$206,000	1	\$206,000
Ted Fitzgeorge	1		\$206,000		1	\$206,000
Russ Crutchfield	1		\$206,000		1	\$206,000
Deanna M Sydlosky	1		\$206,000		1	\$206,000
Jay Attwood	1		\$205,000		1	\$205,000
Dennis MacDonald, PA	1		\$205,000		1	\$205,000
Bev Onisko, PA	1		\$205,000		1	\$205,000
Lowell G Johnson, Sr	1		\$205,000		1	\$205,000
Barry Webb	1		\$205,000		1	\$205,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Timothy J Newmann	1		\$205,000		1	\$205,000
Steve Dryden		1		\$205,000	1	\$205,000
Jim Carrell		1		\$205,000	1	\$205,000
Amanda M. McCarty	1		\$205,000		1	\$205,000
Jean M. Knight	1		\$205,000		1	\$205,000
Tom Demogenes	1		\$205,000		1	\$205,000
Monty Sinnamon	1		\$205,000		1	\$205,000
Terry L Rouleau, PA		1		\$205,000	1	\$205,000
Michi Kline	1		\$205,000		1	\$205,000
Julie Kay Yamin	1		\$205,000		1	\$205,000
Huguette Nelson		1		\$205,000	1	\$205,000
Ed Nolan, Jr	1		\$205,000		1	\$205,000
Christol K Ceus	1		\$205,000		1	\$205,000
Thomas Luke		1		\$204,700	1	\$204,700
Ronald Gary Petzel	1		\$204,000		1	\$204,000
Kathy Elrod	1		\$203,000		1	\$203,000
Dennis P Creedon		1		\$203,000	1	\$203,000
Donna Mitchell		1		\$203,000	1	\$203,000
Glenn R Scharfenorth	1		\$203,000		1	\$203,000
Roni Lokiec	1		\$202,000		1	\$202,000
Jennifer Lynn D'Allessandro	1		\$201,900		1	\$201,900
Leann Cody	1		\$201,000		1	\$201,000
Paul Turovsky PA	1		\$200,939		1	\$200,939
Steve Brockman	1		\$200,900		1	\$200,900
Michael J Maloney		1		\$200,000	1	\$200,000
Robert Fesik		1		\$200,000	1	\$200,000
Marsha L Casteen		1		\$200,000	1	\$200,000
Ron Cotorakas	1		\$200,000		1	\$200,000
Logan Hawley	1		\$200,000		1	\$200,000
Jon Busch, PA	1		\$200,000		1	\$200,000
John Hannah		1		\$200,000	1	\$200,000
Joe Mulino	1		\$200,000		1	\$200,000
Eileen Rodriguez		1		\$200,000	1	\$200,000
Paul Leck	1		\$200,000		1	\$200,000
Jacob I. Stoutenburgh		1		\$200,000	1	\$200,000
Catherine Lieberman	1		\$200,000		1	\$200,000
Amy Louise Garrard	1		\$200,000		1	\$200,000
Dick Prutting	1		\$200,000		1	\$200,000
Jesus Fernandez, Jr.	1		\$200,000		1	\$200,000
Ennio Alonso		1		\$199,000	1	\$199,000
Diana Ferro	1		\$199,000		1	\$199,000
Chris Cosma	1		\$199,000		1	\$199,000
Chelsea Mariah Mooney		1		\$199,000	1	\$199,000
Annette Swift		1		\$198,000	1	\$198,000
Suzanne Novita	1		\$197,000		1	\$197,000
Helene Kabella		1		\$195,000	1	\$195,000
Angelo Ventresca	1		\$195,000		1	\$195,000
James Kearney		1		\$195,000	1	\$195,000
Colleen Karen Fernandez	1		\$195,000		1	\$195,000
Livia Gomez	1		\$194,500		1	\$194,500
Marie Mengle	1		\$194,000		1	\$194,000
Matt O'Malley		1		\$193,000	1	\$193,000
Nick Cross	1		\$193,000		1	\$193,000
Al Panqueva	1		\$192,850		1	\$192,850
Robert John Marsh	1		\$192,000		1	\$192,000
Colleen Coakley Yergens		1		\$192,000	1	\$192,000
Britta Wilsch	1		\$190,000		1	\$190,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Gary Boyd	1		\$190,000		1	\$190,000
Terry Pfeffer		1		\$190,000	1	\$190,000
Denny Sharma		1		\$190,000	1	\$190,000
Jarrett C. Simpson	1		\$190,000		1	\$190,000
Cynthia C Zullo		1		\$190,000	1	\$190,000
Julie Barocas	1		\$190,000		1	\$190,000
Anthony Thomas Razza		1		\$190,000	1	\$190,000
Donna Gross		1		\$189,000	1	\$189,000
Issy Naranjo	1		\$189,000		1	\$189,000
James Griffith	1		\$189,000		1	\$189,000
Leslie J Rollins		1		\$189,000	1	\$189,000
Peter Westlake		1		\$188,000	1	\$188,000
Sarah Nicole Rothenberg	1		\$185,000		1	\$185,000
Margie Ebert		1		\$185,000	1	\$185,000
Ann Lump	1		\$185,000		1	\$185,000
Susan A Aufderhaar	1		\$185,000		1	\$185,000
Helma A Schroeder		1		\$185,000	1	\$185,000
Evan Correale	1		\$185,000		1	\$185,000
Brian Blocker		1		\$185,000	1	\$185,000
Chris Nightingale	1		\$185,000		1	\$185,000
Arika Bjorkedal		1		\$185,000	1	\$185,000
Lynn C Hubbard		1		\$185,000	1	\$185,000
Pamela O'Hara		1		\$185,000	1	\$185,000
Susan I Hunter	1		\$185,000		1	\$185,000
Katherine Shinabarker	1		\$185,000		1	\$185,000
Bonnie Chase	1		\$184,000		1	\$184,000
Kathy Cravens	1		\$184,000		1	\$184,000
Thomas Paliganoff		1		\$184,000	1	\$184,000
Keith Hopkins		1		\$183,500	1	\$183,500
Michelle Grimes		1		\$183,000	1	\$183,000
Lynn Raymond	1		\$183,000		1	\$183,000
Cass Turner	1		\$183,000		1	\$183,000
Troy Mallow		1		\$182,900	1	\$182,900
Jon Blaze	1		\$182,500		1	\$182,500
Kay Ridge	1		\$181,500		1	\$181,500
Ferdi Dzelil		1		\$181,000	1	\$181,000
Hans T Van Cleave		1		\$181,000	1	\$181,000
Katie Erickson	1		\$180,500		1	\$180,500
Jeff Smith	1		\$180,500		1	\$180,500
Ronnie Delfino		1		\$180,000	1	\$180,000
Holly Zasadny	1		\$180,000		1	\$180,000
Caryn Platt		1		\$180,000	1	\$180,000
Juliana Brignol	1		\$180,000		1	\$180,000
Jeremy Dene		1		\$180,000	1	\$180,000
Carmen E Escobar	1		\$180,000		1	\$180,000
Suzanne Georgievski Vucicevic		1		\$180,000	1	\$180,000
Richard Nozewski	1		\$180,000		1	\$180,000
Monica W McCarthy		1		\$180,000	1	\$180,000
Cheryl Miller	1		\$179,900		1	\$179,900
Danielle Renee St. Onge, P.A.	1		\$179,900		1	\$179,900
Lisa Ann Faraci		1		\$179,000	1	\$179,000
Blake Michael Cathey	1		\$178,575		1	\$178,575
Frank Murphy	1		\$178,500		1	\$178,500
Brent Garrett	1		\$178,000		1	\$178,000
Amy C. Gregory		1		\$178,000	1	\$178,000
Dennis Michiels		1		\$178,000	1	\$178,000
Leslie A Drake	1		\$177,500		1	\$177,500

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Roe Tamagni	1		\$177,025		1	\$177,025
Jean Donovan		1		\$175,000	1	\$175,000
Mary Lou Rizzo	1		\$175,000		1	\$175,000
Salinka S Melof	1		\$175,000		1	\$175,000
Andre Oliveira		1		\$175,000	1	\$175,000
Kimberly A. Moore		1		\$175,000	1	\$175,000
Whitney Jessica Wilson	1		\$175,000		1	\$175,000
Pamela J Maldonado	1		\$175,000		1	\$175,000
John J Cobb	1		\$175,000		1	\$175,000
Debra Phyllis Provost		1		\$175,000	1	\$175,000
Sandra L Mavrianos		1		\$175,000	1	\$175,000
Rick Pitts	1		\$175,000		1	\$175,000
Joan McGraw		1		\$175,000	1	\$175,000
Henry Creasy, III		1		\$175,000	1	\$175,000
Stephanie Cresswell	1		\$175,000		1	\$175,000
Jeff Landry	1		\$174,500		1	\$174,500
Sharon Peach		1		\$174,000	1	\$174,000
Patrick Richard Esce		1		\$173,000	1	\$173,000
Beth Crafts	1		\$172,500		1	\$172,500
Roger Pertuisot		1		\$172,500	1	\$172,500
Jeff Easterbrook	1		\$171,400		1	\$171,400
Kurt Chapman		1		\$171,400	1	\$171,400
Anthony Yimin	1		\$171,000		1	\$171,000
Neno Mihajlovikj	1		\$170,625		1	\$170,625
Maria Polo		1		\$170,000	1	\$170,000
Krystal Bernhardt	1	1	\$85,000	\$85,000	2	\$170,000
Donna Stanger	1	1	\$85,000	\$85,000	2	\$170,000
Angelo Duvan Restrepo		1		\$170,000	1	\$170,000
Greg Longmire	1		\$170,000		1	\$170,000
Teresa Pacheco	1		\$170,000		1	\$170,000
Tony Blaskis	1		\$169,000		1	\$169,000
Dolores R Pytlik		1		\$168,000	1	\$168,000
Ron P Janarek		1		\$167,500	1	\$167,500
Melissa Kaye Cure	1		\$167,500		1	\$167,500
Barry Kay, PA	1		\$167,500		1	\$167,500
Ruth Elaine Jett		1		\$167,000	1	\$167,000
Guðrun Sigrid Emig		1		\$167,000	1	\$167,000
Brendan Kieran Daly		1		\$167,000	1	\$167,000
Dana Punzalan, PA	1		\$167,000		1	\$167,000
Bryan Christle		1		\$166,900	1	\$166,900
Madison Galligan		1		\$165,000	1	\$165,000
Sylvie M Hall	1		\$165,000		1	\$165,000
Mike McCabe	1		\$165,000		1	\$165,000
Dawn Kuhn	1		\$165,000		1	\$165,000
Mike Pfister	1		\$165,000		1	\$165,000
Lorraine Sherrill	1		\$165,000		1	\$165,000
Rob Bollinger	1		\$165,000		1	\$165,000
Michael Page	1		\$165,000		1	\$165,000
Courtney Colleen Asher	1		\$164,000		1	\$164,000
Diane M. Blais	1		\$164,000		1	\$164,000
Irina Kislyanka		1		\$163,800	1	\$163,800
Laurie Underberg	1		\$163,000		1	\$163,000
Margaret Covitz		1		\$163,000	1	\$163,000
Brian J Buczko	1		\$163,000		1	\$163,000
Allison Marie Michaud	1		\$162,000		1	\$162,000
Dennis Lee Strausbaugh		1		\$162,000	1	\$162,000
Amanda Malta Gionet	1		\$162,000		1	\$162,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Bill McKinney	1		\$161,000		1	\$161,000
Larry Fitch		1		\$161,000	1	\$161,000
Sheila Segalini		1		\$160,000	1	\$160,000
Linda Rey	1		\$160,000		1	\$160,000
Ed Kertz		1		\$160,000	1	\$160,000
Pete Soto Jr.	1		\$160,000		1	\$160,000
Debra M Sforza	1		\$159,900		1	\$159,900
Dagmar G Swanson	1		\$159,000		1	\$159,000
Nancy Russell	1		\$158,500		1	\$158,500
Ronald J Saffin		1		\$158,000	1	\$158,000
Murray Neal Reed	1		\$157,140		1	\$157,140
Bill White	1		\$157,000		1	\$157,000
Nick Ummarino	1		\$156,750		1	\$156,750
Tom K Jafari	1		\$156,000		1	\$156,000
Patricia Anne Patterson	1		\$155,000		1	\$155,000
Robert DeSiano	1		\$155,000		1	\$155,000
Tommy Senatore		1		\$155,000	1	\$155,000
RJ Jones	1		\$155,000		1	\$155,000
Cindy Fenwick	1		\$155,000		1	\$155,000
Les Carralero	1		\$155,000		1	\$155,000
Dan C Rathka		1		\$155,000	1	\$155,000
Scott Hays	1		\$155,000		1	\$155,000
Glen A Bigness	1		\$155,000		1	\$155,000
Faie Oualidi		1		\$155,000	1	\$155,000
Donna Keller	1		\$155,000		1	\$155,000
Maria Ditty		1		\$154,000	1	\$154,000
Mae Lorenzo	1		\$153,000		1	\$153,000
Mario Alberto Alvarez	1		\$153,000		1	\$153,000
Kathi O'Hearn		1		\$153,000	1	\$153,000
Pat Fulton		1		\$153,000	1	\$153,000
Dave Locke		1		\$152,600	1	\$152,600
Anna Burt		1		\$150,800	1	\$150,800
Dina Marie Skaff	1		\$150,800		1	\$150,800
Linda Dwyer	1		\$150,500		1	\$150,500
Toby Lynn Ferrel		1		\$150,000	1	\$150,000
Patty Harte	1		\$150,000		1	\$150,000
Barbara Keim	1		\$150,000		1	\$150,000
Barb Wayner		1		\$150,000	1	\$150,000
Errol Klendworth		1		\$150,000	1	\$150,000
Michael Coburn		1		\$149,500	1	\$149,500
Polina Bushko	1		\$149,500		1	\$149,500
Adrian Waring	1		\$149,000		1	\$149,000
Paul F. Kaplowe	1		\$148,000		1	\$148,000
Mori Mir	1		\$148,000		1	\$148,000
Bruce E Dilego		1		\$148,000	1	\$148,000
Julie V Jacob	1		\$148,000		1	\$148,000
Mandy Navarro		1		\$147,500	1	\$147,500
Mark Robert DiGalbo		1		\$146,000	1	\$146,000
Lina Maria Carrera	1		\$146,000		1	\$146,000
Kelly L Kent		1		\$145,000	1	\$145,000
Dee Werner	1		\$145,000		1	\$145,000
Alex Monahan		1		\$145,000	1	\$145,000
William Cullen		1		\$145,000	1	\$145,000
Scott Hutchinson		1		\$144,000	1	\$144,000
Leigh Anne Leggatt		1		\$144,000	1	\$144,000
Christopher Wolleon	1		\$144,000		1	\$144,000
Ellen C Mattis	1		\$144,000		1	\$144,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Joannie Sparr	1		\$143,000		1	\$143,000
Lealonda Smith		1		\$143,000	1	\$143,000
Peter Biava	1		\$143,000		1	\$143,000
Roberto Linares	1		\$142,000		1	\$142,000
Christine A Ritter		1		\$140,500	1	\$140,500
Laura R Hill	1		\$140,000		1	\$140,000
Donald Wright	1		\$140,000		1	\$140,000
Shirley M Riley		1		\$140,000	1	\$140,000
Patrick Eberle	1		\$140,000		1	\$140,000
Giovanni J Laverde	1		\$140,000		1	\$140,000
Cynthia Reiff		1		\$137,000	1	\$137,000
Cecil G Cates		1		\$136,000	1	\$136,000
Julian L H Stokes, II		1		\$136,000	1	\$136,000
Marco Bianchi	1		\$135,500		1	\$135,500
Debra Linn Norris	1		\$135,000		1	\$135,000
Soraya Ripari		1		\$135,000	1	\$135,000
Sandra Shields		1		\$135,000	1	\$135,000
Linda Tejada	1		\$135,000		1	\$135,000
Sean J Smith	1		\$135,000		1	\$135,000
Laurie Johnstone		1		\$135,000	1	\$135,000
Jane S Little	1		\$135,000		1	\$135,000
Jill Winchel	1		\$134,500		1	\$134,500
Jamie Ross		1		\$134,000	1	\$134,000
Veronica Andrea Ochoa	1		\$133,650		1	\$133,650
Elizabeth Pierra Quintana	1		\$133,000		1	\$133,000
Matt Maloney	1		\$133,000		1	\$133,000
Darcee M Schiering	1		\$131,500		1	\$131,500
Marcy Blais	1		\$131,000		1	\$131,000
Brian Vickers		1		\$131,000	1	\$131,000
Lourdes M Alaimo		1		\$130,000	1	\$130,000
Catherine Turner	1		\$130,000		1	\$130,000
Bob Oxnard	1		\$130,000		1	\$130,000
Paul Kenneth Becerra Salmon	1		\$130,000		1	\$130,000
Ben Tulin	1		\$130,000		1	\$130,000
Tracy Gagnon	1		\$130,000		1	\$130,000
Dawn Dally	1		\$128,500		1	\$128,500
Peggy Douglas	1		\$126,500		1	\$126,500
Adriatik Limka	1		\$126,000		1	\$126,000
Vanessa Paz	1		\$125,800		1	\$125,800
Gabriela Amado	1		\$125,000		1	\$125,000
Teresa Ann Reese	1		\$124,900		1	\$124,900
Donald Sean McBride		1		\$123,500	1	\$123,500
Patricia Metcalf		1		\$123,000	1	\$123,000
Brett Allen Swenson		1		\$123,000	1	\$123,000
Deborah K Johnson		1		\$122,500	1	\$122,500
Keith Marino	1		\$122,000		1	\$122,000
Mercedes T Mendoza	1		\$120,000		1	\$120,000
Lisa Gottesman		1		\$120,000	1	\$120,000
Sonia Rios		1		\$117,000	1	\$117,000
Scott Stubbs	1		\$115,000		1	\$115,000
Jason T. Swint	1		\$113,500		1	\$113,500
Amy Sheehan	1		\$113,000		1	\$113,000
Raymond L Kay		1		\$112,500	1	\$112,500
Nicole Sambrato		1		\$112,000	1	\$112,000
Nicole Smith	1		\$110,700		1	\$110,700
Sabrina A. Perri		1		\$110,000	1	\$110,000
Delia Miners		1		\$110,000	1	\$110,000

John R. Wood Properties. Inc.
Section 4 - 2017 YE Summary Closed Sales Ranked By Agent Units.xlsx

	Data Side				Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Agent Name	S	L	S	L		
Leslie H King, III		1		\$108,000	1	\$108,000
Terry Carlson		1		\$108,000	1	\$108,000
Kim Hawkins	1		\$108,000		1	\$108,000
Pat Davis		1		\$107,500	1	\$107,500
Mike Rodriguez		1		\$105,000	1	\$105,000
Dawn Delgado	1		\$105,000		1	\$105,000
Ximena A Silva	1		\$105,000		1	\$105,000
Keron Ramjattan	1		\$105,000		1	\$105,000
Susan Rock	1		\$105,000		1	\$105,000
Norma Rodriguez	1		\$104,900		1	\$104,900
David Huprich	1		\$103,000		1	\$103,000
Cindy L Allison	1		\$103,000		1	\$103,000
Carlos E Rippe		1		\$102,000	1	\$102,000
Travis Riley	1		\$101,889		1	\$101,889
Rachel Ann DeHanas	1		\$100,000		1	\$100,000
Jerry Haataja		1		\$100,000	1	\$100,000
Keshore Samaroo	1		\$100,000		1	\$100,000
Jean Marie Abdon		1		\$100,000	1	\$100,000
Silvana Pluss	1		\$95,000		1	\$95,000
Kerrie Roadcap		1		\$95,000	1	\$95,000
Betty Jean Christensen		1		\$94,900	1	\$94,900
Nancy E Landi, PA	1		\$90,000		1	\$90,000
Neely Hensley		1		\$90,000	1	\$90,000
Kevin Mulhearn		1		\$85,000	1	\$85,000
Brenda C Fioretti	1		\$85,000		1	\$85,000
Kimmy Champagne		1		\$85,000	1	\$85,000
Manny Gonzalez	1		\$77,500		1	\$77,500
Grand Total	11974	11974	\$6,485,101,094	\$6,485,101,094	23948	\$12,970,202,188