

John R. Wood Properties
Quarterly Closed Sales by Select Company 1Q 2018

Select Broker Quarterly Detail

			Side Data						Total Volume	Total Units	Total % of Volume	
			L			S						
Year Qtr	Select Broker Company Name	Code	Volume	Units	% of Volume	Volume	Units	% of Volume				
2018-1	AMERIVEST	A	\$ 3,811,650	20	0.06%	\$ 2,867,450	16	0.04%	\$ 6,679,100	36	0.10%	
		B	\$ 7,312,000	23	0.11%	\$ 12,417,400	37	0.19%	\$ 19,729,400	60	0.31%	
		C	\$ 2,984,500	5	0.05%	\$ 4,155,000	7	0.06%	\$ 7,139,500	12	0.11%	
		D	\$ 1,782,501	2	0.03%	\$ 4,106,501	5	0.06%	\$ 5,889,002	7	0.09%	
		E	\$ 2,883,500	2	0.04%	\$ 4,400,000	3	0.07%	\$ 7,283,500	5	0.11%	
	AMERIVEST Total			\$ 18,774,151	52	0.29%	\$ 27,946,351	68	0.43%	\$ 46,720,502	120	0.73%
	BERKSHIRE HATHAWAY FLORIDA	A	\$ 15,057,050	81	0.23%	\$ 14,260,779	78	0.22%	\$ 29,317,829	159	0.46%	
		B	\$ 27,872,900	83	0.43%	\$ 23,427,994	70	0.36%	\$ 51,300,894	153	0.80%	
		C	\$ 8,784,900	14	0.14%	\$ 9,126,300	15	0.14%	\$ 17,911,200	29	0.28%	
		D	\$ 8,566,000	10	0.13%	\$ 8,403,000	10	0.13%	\$ 16,969,000	20	0.26%	
		E	\$ 15,435,000	12	0.24%	\$ 17,111,500	12	0.27%	\$ 32,546,500	24	0.51%	
		G	\$ 6,820,000	1	0.11%	\$ 12,095,000	2	0.19%	\$ 18,915,000	3	0.29%	
	BERKSHIRE HATHAWAY FLORIDA Total			\$ 82,535,850	201	1.28%	\$ 84,424,573	187	1.31%	\$ 166,960,423	388	2.60%
	COLDWELL BANKER	A	\$ 17,032,136	98	0.27%	\$ 19,062,730	108	0.30%	\$ 36,094,866	206	0.56%	
		B	\$ 40,215,998	121	0.63%	\$ 32,814,300	97	0.51%	\$ 73,030,298	218	1.14%	
		C	\$ 19,362,300	32	0.30%	\$ 16,562,791	27	0.26%	\$ 35,925,091	59	0.56%	
		D	\$ 4,934,000	6	0.08%	\$ 4,078,125	5	0.06%	\$ 9,012,125	11	0.14%	
		E	\$ 19,170,000	14	0.30%	\$ 21,620,000	15	0.34%	\$ 40,790,000	29	0.63%	
		F	\$ 12,310,000	4	0.19%	\$ 16,625,000	5	0.26%	\$ 28,935,000	9	0.45%	
		G	\$ 6,225,000	1	0.10%	\$ 6,225,000	1	0.10%	\$ 12,450,000	2	0.19%	
	COLDWELL BANKER Total			\$ 119,249,434	276	1.86%	\$ 116,987,946	258	1.82%	\$ 236,237,380	534	3.68%
	DOWNING FRYE	A	\$ 15,102,000	79	0.23%	\$ 13,399,165	71	0.21%	\$ 28,501,165	150	0.44%	
		B	\$ 42,731,369	124	0.66%	\$ 43,212,010	123	0.67%	\$ 85,943,379	247	1.34%	
		C	\$ 31,969,950	53	0.50%	\$ 37,235,324	62	0.58%	\$ 69,205,274	115	1.08%	
		D	\$ 12,785,000	15	0.20%	\$ 24,201,948	28	0.38%	\$ 36,986,948	43	0.58%	
		E	\$ 26,947,000	21	0.42%	\$ 41,367,500	29	0.64%	\$ 68,314,500	50	1.06%	
		F	\$ 19,114,995	6	0.30%	\$ 35,829,600	11	0.56%	\$ 54,944,595	17	0.85%	
DOWNING FRYE Total			\$ 148,650,314	298	2.31%	\$ 195,245,547	324	3.04%	\$ 343,895,861	622	5.35%	
GULF COAST INTERNATIONAL PROP	B	\$ 310,000	1	0.00%	\$ 840,000	2	0.01%	\$ 1,150,000	3	0.02%		
	C	\$ 1,239,000	2	0.02%	\$ 1,729,000	3	0.03%	\$ 2,968,000	5	0.05%		
	D	\$ 750,000	1	0.01%	\$ 1,705,000	2	0.03%	\$ 2,455,000	3	0.04%		
	E	\$ 5,445,000	4	0.08%	\$ 6,705,000	5	0.10%	\$ 12,150,000	9	0.19%		
	F	\$ 18,515,000	7	0.29%	\$ 17,099,000	6	0.27%	\$ 35,614,000	13	0.55%		
	G	\$ 23,050,000	4	0.36%	\$ 19,727,500	3	0.31%	\$ 42,777,500	7	0.67%		
GULF COAST INTERNATIONAL PROP Total			\$ 49,309,000	19	0.77%	\$ 47,805,500	21	0.74%	\$ 97,114,500	40	1.51%	
JOHN R WOOD	A	\$ 22,049,700	121	0.34%	\$ 19,694,890	108	0.31%	\$ 41,744,590	229	0.65%		
	B	\$ 58,787,100	168	0.91%	\$ 44,613,753	127	0.69%	\$ 103,400,853	295	1.61%		
	C	\$ 38,141,700	63	0.59%	\$ 32,634,700	54	0.51%	\$ 70,776,400	117	1.10%		
	D	\$ 35,869,500	41	0.56%	\$ 39,242,000	45	0.61%	\$ 75,111,500	86	1.17%		
	E	\$ 70,795,000	53	1.10%	\$ 80,959,266	57	1.26%	\$ 151,754,266	110	2.36%		
	F	\$ 55,992,000	20	0.87%	\$ 80,236,252	27	1.25%	\$ 136,228,252	47	2.12%		
	G	\$ 23,000,000	3	0.36%	\$ 17,375,000	2	0.27%	\$ 40,375,000	5	0.63%		
JOHN R WOOD Total			\$ 304,635,000	469	4.74%	\$ 314,755,861	420	4.90%	\$ 619,390,861	889	9.64%	
KELLER WILLIAMS ELITE	A	\$ 7,068,800	40	0.11%	\$ 7,028,399	40	0.11%	\$ 14,097,199	80	0.22%		
	B	\$ 20,702,099	62	0.32%	\$ 14,779,850	43	0.23%	\$ 35,481,949	105	0.55%		

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Select Broker Quarterly Detail

		Side Data										
		L					S					Total Volume
2018-1	KELLER WILLIAMS ELITE	C	\$ 4,765,000	8	0.07%	\$ 5,143,900	9	0.08%	\$ 9,908,900	17	0.15%	
		D	\$ 2,620,000	3	0.04%			0.00%	\$ 2,620,000	3	0.04%	
		E	\$ 6,101,140	4	0.09%	\$ 6,993,158	5	0.11%	\$ 13,094,298	9	0.20%	
		F			0.00%	\$ 7,625,000	2	0.12%	\$ 7,625,000	2	0.12%	
	KELLER WILLIAMS ELITE Total			\$ 41,257,039	117	0.64%	\$ 41,570,307	99	0.65%	\$ 82,827,346	216	1.29%
	NAPLES REALTY SERVICES	A	\$ 715,000	4	0.01%	\$ 735,000	4	0.01%	\$ 1,450,000	8	0.02%	
		B	\$ 2,300,400	7	0.04%	\$ 271,400	1	0.00%	\$ 2,571,800	8	0.04%	
		C			0.00%	\$ 1,770,000	3	0.03%	\$ 1,770,000	3	0.03%	
		D	\$ 890,000	1	0.01%			0.00%	\$ 890,000	1	0.01%	
		F			0.00%	\$ 2,200,000	1	0.03%	\$ 2,200,000	1	0.03%	
	NAPLES REALTY SERVICES Total			\$ 3,905,400	12	0.06%	\$ 4,976,400	9	0.08%	\$ 8,881,800	21	0.14%
	PREMIER SOTHEBYS	A	\$ 6,230,700	32	0.10%	\$ 6,730,700	37	0.10%	\$ 12,961,400	69	0.20%	
		B	\$ 30,167,850	81	0.47%	\$ 21,295,650	59	0.33%	\$ 51,463,500	140	0.80%	
		C	\$ 26,107,500	44	0.41%	\$ 17,101,500	27	0.27%	\$ 43,209,000	71	0.67%	
		D	\$ 36,886,175	42	0.57%	\$ 26,230,900	30	0.41%	\$ 63,117,075	72	0.98%	
		E	\$ 71,397,130	52	1.11%	\$ 69,056,000	49	1.07%	\$ 140,453,130	101	2.19%	
		F	\$ 109,129,850	34	1.70%	\$ 78,413,250	24	1.22%	\$ 187,543,100	58	2.92%	
		G	\$ 39,577,500	4	0.62%	\$ 66,650,000	7	1.04%	\$ 106,227,500	11	1.65%	
	PREMIER SOTHEBYS Total			\$ 319,496,705	289	4.97%	\$ 285,478,000	233	4.44%	\$ 604,974,705	522	9.41%
	PREMIERE PLUS REALTY COMPANY	A	\$ 19,545,149	102	0.30%	\$ 25,000,182	140	0.39%	\$ 44,545,331	242	0.69%	
		B	\$ 43,232,028	126	0.67%	\$ 64,974,317	190	1.01%	\$ 108,206,345	316	1.68%	
		C	\$ 25,517,635	42	0.40%	\$ 32,104,305	54	0.50%	\$ 57,621,940	96	0.90%	
		D	\$ 10,388,000	12	0.16%	\$ 16,273,000	19	0.25%	\$ 26,661,000	31	0.41%	
		E	\$ 14,277,750	11	0.22%	\$ 31,807,000	23	0.49%	\$ 46,084,750	34	0.72%	
		F	\$ 15,622,500	6	0.24%	\$ 12,115,125	5	0.19%	\$ 27,737,625	11	0.43%	
	PREMIERE PLUS REALTY COMPANY Total			\$ 128,583,062	299	2.00%	\$ 182,273,929	431	2.84%	\$ 310,856,991	730	4.84%
	ROYAL SHELL REAL ESTATE	A	\$ 12,763,992	74	0.20%	\$ 9,504,700	55	0.15%	\$ 22,268,692	129	0.35%	
B		\$ 17,404,800	50	0.27%	\$ 14,568,325	45	0.23%	\$ 31,973,125	95	0.50%		
C		\$ 10,776,000	18	0.17%	\$ 7,920,000	13	0.12%	\$ 18,696,000	31	0.29%		
D		\$ 7,704,500	9	0.12%	\$ 6,340,750	7	0.10%	\$ 14,045,250	16	0.22%		
E		\$ 22,255,000	17	0.35%	\$ 16,491,630	11	0.26%	\$ 38,746,630	28	0.60%		
F		\$ 11,315,000	4	0.18%	\$ 10,212,000	4	0.16%	\$ 21,527,000	8	0.33%		
G		\$ 20,925,000	3	0.33%	\$ 7,800,000	1	0.12%	\$ 28,725,000	4	0.45%		
ROYAL SHELL REAL ESTATE Total			\$ 103,144,292	175	1.60%	\$ 72,837,405	136	1.13%	\$ 175,981,697	311	2.74%	
WILLIAM RAVEIS	A	\$ 1,876,300	11	0.03%	\$ 3,604,300	20	0.06%	\$ 5,480,600	31	0.09%		
	B	\$ 5,973,200	17	0.09%	\$ 6,298,500	20	0.10%	\$ 12,271,700	37	0.19%		
	C	\$ 6,696,200	11	0.10%	\$ 3,715,000	6	0.06%	\$ 10,411,200	17	0.16%		
	D	\$ 6,107,000	7	0.10%	\$ 1,795,000	2	0.03%	\$ 7,902,000	9	0.12%		
	E	\$ 18,275,000	13	0.28%	\$ 14,753,000	11	0.23%	\$ 33,028,000	24	0.51%		
	F	\$ 12,975,000	4	0.20%	\$ 12,839,000	5	0.20%	\$ 25,814,000	9	0.40%		
	G	\$ 43,475,000	5	0.68%	\$ 16,250,000	2	0.25%	\$ 59,725,000	7	0.93%		
WILLIAM RAVEIS Total			\$ 95,377,700	68	1.48%	\$ 59,254,800	66	0.92%	\$ 154,632,500	134	2.41%	
X-Other	A	\$ 425,129,988	2,472	6.61%	\$ 416,386,118	2,411	6.48%	\$ 841,516,106	4,883	13.09%		
	B	\$ 514,990,922	1,537	8.01%	\$ 533,461,667	1,590	8.30%	\$ 1,048,452,589	3,127	16.31%		
	C	\$ 191,388,818	323	2.98%	\$ 197,081,683	333	3.07%	\$ 388,470,501	656	6.04%		
	D	\$ 92,061,348	108	1.43%	\$ 87,982,800	103	1.37%	\$ 180,044,148	211	2.80%		
	E	\$ 287,728,072	190	4.48%	\$ 248,279,648	172	3.86%	\$ 536,007,720	362	8.34%		

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Select Broker Quarterly Detail

		Side Data									Total Volume	Total Units	Total % of Volume
		L			S								
2018-1	X-Other	F	\$ 209,646,882	77	3.26%	\$ 189,232,000	71	2.94%	\$ 398,878,882	148	6.21%		
		G	\$ 30,475,000	5	0.47%	\$ 47,425,000	8	0.74%	\$ 77,900,000	13	1.21%		
	X-Other Total			\$ 1,751,421,030	4,712	27.25%	\$ 1,719,848,916	4,688	26.76%	\$ 3,471,269,946	9,400	54.01%	
	#N/A	A	\$ 22,151,318	124	0.34%	\$ 30,259,370	170	0.47%	\$ 52,410,688	294	0.82%		
		B	\$ 13,212,613	42	0.21%	\$ 12,238,113	38	0.19%	\$ 25,450,726	80	0.40%		
		C	\$ 4,945,000	8	0.08%	\$ 6,399,000	10	0.10%	\$ 11,344,000	18	0.18%		
		D	\$ 1,625,000	2	0.03%	\$ 2,610,000	3	0.04%	\$ 4,235,000	5	0.07%		
		E	\$ 5,122,110	4	0.08%	\$ 6,288,000	5	0.10%	\$ 11,410,110	9	0.18%		
		F				0.00%	\$ 2,195,000	1	0.03%	\$ 2,195,000	1	0.03%	
#N/A Total			\$ 47,056,041	180	0.73%	\$ 59,989,483	227	0.93%	\$ 107,045,524	407	1.67%		
2018-1 Total			\$ 3,213,395,018	7,167	50.00%	\$ 3,213,395,018	7,167	50.00%	\$ 6,426,790,036	14,334	100.00%		
Grand Total			\$ 3,213,395,018	7,167	50.00%	\$ 3,213,395,018	7,167	50.00%	\$ 6,426,790,036	14,334	100.00%		