

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Select NA-BN-ES Broker by Market - Price - Side
(16) SB Market Side Price

Market Defined	(Multiple Items)												
Sold Date	Jan												
		Column Labels											
		Closed Volume		Closed Units		% Volume		Total Closed Volume		Total Closed Units	Total % Volume		
Row Labels	GeoMarket	Code	L	S	L	S	L	S					
AMERIVEST	BN	A	\$ 205,000	\$ 477,000	1	2	0.02%	0.05%	\$ 682,000	3	0.07%		
		B	\$ 275,000		1		0.03%	0.00%	\$ 275,000	1	0.03%		
	NA	A	\$ 751,000	\$ 1,097,000	4	6	0.08%	0.11%	\$ 1,848,000	10	0.19%		
		B	\$ 1,031,000	\$ 1,492,900	3	5	0.11%	0.15%	\$ 2,523,900	8	0.26%		
		C	\$ 568,000	\$ 1,200,000	1	2	0.06%	0.12%	\$ 1,768,000	3	0.18%		
		D	\$ 875,000	\$ 1,704,990	1	2	0.09%	0.18%	\$ 2,579,990	3	0.27%		
		F	\$ 4,800,000		2	2	0.00%	0.49%	\$ 4,800,000	2	0.49%		
AMERIVEST Total			\$ 3,705,000	\$ 11,011,518	11	20	0.38%	1.14%	\$ 14,716,518	31	1.52%		
BERKSHIRE HATHAWAY FLORIDA	BN	A	\$ 195,000		1		0.02%	0.00%	\$ 195,000	1	0.02%		
		B	\$ 961,000	\$ 540,000	3	2	0.10%	0.06%	\$ 1,501,000	5	0.15%		
	ES	B	\$ 865,000	\$ 250,000	2	1	0.09%	0.03%	\$ 1,115,000	3	0.11%		
		C	\$ 550,000	\$ 550,000	1	1	0.00%	0.06%	\$ 550,000	1	0.06%		
		NA	A	\$ 2,506,450	\$ 574,000	12	3	0.26%	0.06%	\$ 3,080,450	15	0.32%	
	NA	B	\$ 1,792,900	\$ 3,208,500	5	8	0.18%	0.33%	\$ 5,001,400	13	0.52%		
		C	\$ 630,000	\$ 630,000	1	1	0.00%	0.06%	\$ 630,000	1	0.06%		
		D	\$ 2,477,900	\$ 4,287,900	3	5	0.26%	0.44%	\$ 6,765,800	8	0.70%		
NA	E	\$ 1,180,000	\$ 1,180,000	1	1	0.00%	0.12%	\$ 1,180,000	1	0.12%			
	F	\$ 2,100,000	\$ 2,100,000	1	1	0.00%	0.22%	\$ 2,100,000	1	0.22%			
BERKSHIRE HATHAWAY FLORIDA Total			\$ 8,798,250	\$ 13,320,400	26	23	0.91%	1.37%	\$ 22,118,650	49	2.28%		
COLDWELL BANKER	BN	A	\$ 624,000	\$ 195,000	3	1	0.06%	0.02%	\$ 819,000	4	0.08%		
		B	\$ 797,000	\$ 1,027,500	2	3	0.08%	0.11%	\$ 1,824,500	5	0.19%		
		C	\$ 1,509,000		3		0.16%	0.00%	\$ 1,509,000	3	0.16%		
	ES	A	\$ 183,900	\$ 431,900	1	2	0.02%	0.04%	\$ 615,800	3	0.06%		
		B	\$ 422,500		1		0.04%	0.00%	\$ 422,500	1	0.04%		
		C	\$ 1,724,000	\$ 1,090,000	3	2	0.18%	0.11%	\$ 2,814,000	5	0.29%		
	NA	A	\$ 1,704,500	\$ 390,000	9	2	0.18%	0.04%	\$ 2,094,500	11	0.22%		
		B	\$ 5,856,899	\$ 2,415,788	18	7	0.60%	0.25%	\$ 8,272,687	25	0.85%		
		C	\$ 1,910,000		3		0.20%	0.00%	\$ 1,910,000	3	0.20%		
		D	\$ 950,000		1		0.10%	0.00%	\$ 950,000	1	0.10%		
NA	E	\$ 1,200,000	\$ 7,470,000	1	5	0.12%	0.77%	\$ 8,670,000	6	0.89%			
	F	\$ 4,235,000	\$ 3,000,000	1	1	0.44%	0.31%	\$ 7,235,000	2	0.75%			
COLDWELL BANKER Total			\$ 21,116,799	\$ 16,020,188	46	23	2.18%	1.65%	\$ 37,136,987	69	3.83%		
DOWNING FRYE	BN	A	\$ 551,000	\$ 807,500	3	4	0.06%	0.08%	\$ 1,358,500	7	0.14%		
		B	\$ 1,163,000	\$ 524,000	3	2	0.12%	0.05%	\$ 1,687,000	5	0.17%		
		C	\$ 735,000		1		0.08%	0.00%	\$ 735,000	1	0.08%		
	ES			\$ 1,390,000		1		0.00%	0.14%	\$ 1,390,000	1	0.14%	
		A	\$ 622,500	\$ 600,000	3	3	0.06%	0.06%	\$ 1,222,500	6	0.13%		
		B	\$ 300,000	\$ 1,360,000	1	3	0.03%	0.14%	\$ 1,660,000	4	0.17%		

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DOWNING FRYE	ES	C		\$ 635,000		1	0.00%	0.07%	\$ 635,000	1	0.07%
	NA	A	\$ 2,108,000	\$ 2,485,000	11	13	0.22%	0.26%	\$ 4,593,000	24	0.47%
		B	\$ 7,792,500	\$ 7,761,100	23	23	0.80%	0.80%	\$ 15,553,600	46	1.60%
		C	\$ 5,537,250	\$ 6,096,000	9	10	0.57%	0.63%	\$ 11,633,250	19	1.20%
		D	\$ 8,555,000	\$ 5,027,500	10	6	0.88%	0.52%	\$ 13,582,500	16	1.40%
		E	\$ 4,844,000	\$ 6,233,200	3	5	0.50%	0.64%	\$ 11,077,200	8	1.14%
		F	\$ 2,675,000	\$ 9,975,000	1	3	0.28%	1.03%	\$ 12,650,000	4	1.30%
DOWNING FRYE Total			\$ 34,883,250	\$ 42,894,300	68	74	3.60%	4.42%	\$ 77,777,550	142	8.02%
FORREST	NA	F	\$ 5,125,000	\$ 5,125,000	1	1	0.53%	0.53%	\$ 10,250,000	2	1.06%
FORREST Total			\$ 5,125,000	\$ 5,125,000	1	1	0.53%	0.53%	\$ 10,250,000	2	1.06%
GULF COAST INTERNATIONAL PROP	NA	E	\$ 2,894,000	\$ 3,219,000	2	2	0.30%	0.33%	\$ 6,113,000	4	0.63%
		F	\$ 31,420,000	\$ 9,220,000	5	3	3.24%	0.95%	\$ 40,640,000	8	4.19%
GULF COAST INTERNATIONAL PROP Total			\$ 34,314,000	\$ 12,439,000	7	5	3.54%	1.28%	\$ 46,753,000	12	4.82%
JOHN R WOOD	BN	A	\$ 597,000	\$ 1,043,000	3	5	0.06%	0.11%	\$ 1,640,000	8	0.17%
		B	\$ 2,288,800	\$ 3,568,960	6	9	0.24%	0.37%	\$ 5,857,760	15	0.60%
		C	\$ 2,533,000	\$ 3,055,000	4	5	0.26%	0.31%	\$ 5,588,000	9	0.58%
		E	\$ 2,160,000	\$ 1,160,000	2	1	0.22%	0.12%	\$ 3,320,000	3	0.34%
	ES	A	\$ 170,000		1		0.02%	0.00%	\$ 170,000	1	0.02%
		B	\$ 1,619,900	\$ 1,553,900	5	5	0.17%	0.16%	\$ 3,173,800	10	0.33%
	NA	A	\$ 2,386,900	\$ 2,351,005	13	12	0.25%	0.24%	\$ 4,737,905	25	0.49%
		B	\$ 8,060,000	\$ 6,906,932	23	19	0.83%	0.71%	\$ 14,966,932	42	1.54%
		C	\$ 4,539,900	\$ 7,814,253	8	13	0.47%	0.81%	\$ 12,354,153	21	1.27%
		D	\$ 1,784,500	\$ 5,149,000	2	6	0.18%	0.53%	\$ 6,933,500	8	0.71%
		E	\$ 17,442,500	\$ 13,649,000	13	9	1.80%	1.41%	\$ 31,091,500	22	3.21%
		F	\$ 59,730,000	\$ 31,070,000	12	6	6.16%	3.20%	\$ 90,800,000	18	9.36%
JOHN R WOOD Total			\$ 103,312,500	\$ 77,321,050	92	90	10.65%	7.97%	\$ 180,633,550	182	18.62%
KELLER WILLIAMS ELITE	BN	A	\$ 155,000	\$ 614,500	1	3	0.02%	0.06%	\$ 769,500	4	0.08%
		B	\$ 663,000	\$ 273,000	2	1	0.07%	0.03%	\$ 936,000	3	0.10%
		E		\$ 1,000,000		1	0.00%	0.10%	\$ 1,000,000	1	0.10%
	ES	A	\$ 775,500	\$ 167,500	4	1	0.08%	0.02%	\$ 943,000	5	0.10%
		B	\$ 1,745,000	\$ 1,025,000	5	3	0.18%	0.11%	\$ 2,770,000	8	0.29%
		C	\$ 550,000		1		0.06%	0.00%	\$ 550,000	1	0.06%
	NA	A		\$ 322,000		2	0.00%	0.03%	\$ 322,000	2	0.03%
		B	\$ 400,000	\$ 823,000	1	2	0.04%	0.08%	\$ 1,223,000	3	0.13%
		C		\$ 681,250		1	0.00%	0.07%	\$ 681,250	1	0.07%
		D		\$ 850,000		1	0.00%	0.09%	\$ 850,000	1	0.09%
		F		\$ 7,000,000		1	0.00%	0.72%	\$ 7,000,000	1	0.72%
KELLER WILLIAMS ELITE Total			\$ 4,288,500	\$ 12,756,250	14	16	0.44%	1.32%	\$ 17,044,750	30	1.76%
PREMIER SOTHEBYS	BN	A	\$ 695,000	\$ 215,000	3	1	0.07%	0.02%	\$ 910,000	4	0.09%
		B	\$ 775,000	\$ 290,000	2	1	0.08%	0.03%	\$ 1,065,000	3	0.11%
		C	\$ 725,000	\$ 735,000	1	1	0.07%	0.08%	\$ 1,460,000	2	0.15%
	ES	A	\$ 644,500	\$ 434,000	3	2	0.07%	0.04%	\$ 1,078,500	5	0.11%

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PREMIER SOTHEBYS	ES	B	\$ 250,000		1		0.03%	0.00%	\$ 250,000	1	0.03%
		E	\$ 2,650,000	\$ 1,415,000	2	1	0.27%	0.15%	\$ 4,065,000	3	0.42%
	NA	A	\$ 1,292,000	\$ 766,000	7	4	0.13%	0.08%	\$ 2,058,000	11	0.21%
		B	\$ 4,669,500	\$ 3,243,500	12	9	0.48%	0.33%	\$ 7,913,000	21	0.82%
		C	\$ 1,670,000	\$ 1,680,000	3	3	0.17%	0.17%	\$ 3,350,000	6	0.35%
		D	\$ 6,075,990	\$ 2,692,000	7	3	0.63%	0.28%	\$ 8,767,990	10	0.90%
		E	\$ 16,357,738	\$ 6,723,738	12	5	1.69%	0.69%	\$ 23,081,476	17	2.38%
		F	\$ 28,660,000	\$ 41,560,000	8	12	2.96%	4.29%	\$ 70,220,000	20	7.24%
PREMIER SOTHEBYS Total			\$ 64,464,728	\$ 59,754,238	61	42	6.65%	6.16%	\$ 124,218,966	103	12.81%
PREMIERE PLUS REALTY COMPANY	BN	A	\$ 872,500	\$ 929,000	4	4	0.09%	0.10%	\$ 1,801,500	8	0.19%
		B	\$ 1,204,000	\$ 2,898,035	4	8	0.12%	0.30%	\$ 4,102,035	12	0.42%
		C	\$ 1,726,150	\$ 530,000	3	1	0.18%	0.05%	\$ 2,256,150	4	0.23%
	ES	A	\$ 180,000	\$ 180,000	1	1	0.00%	0.02%	\$ 180,000	1	0.02%
		B	\$ 580,000	\$ 272,000	2	1	0.06%	0.03%	\$ 852,000	3	0.09%
	NA	A	\$ 4,108,978	\$ 3,901,188	23	22	0.42%	0.40%	\$ 8,010,166	45	0.83%
		B	\$ 8,857,509	\$ 12,038,650	28	36	0.91%	1.24%	\$ 20,896,159	64	2.15%
		C	\$ 7,175,250	\$ 6,064,750	12	10	0.74%	0.63%	\$ 13,240,000	22	1.37%
		D	\$ 2,670,000	\$ 1,825,000	3	2	0.28%	0.19%	\$ 4,495,000	5	0.46%
		E	\$ 1,762,500	\$ 6,335,000	1	5	0.18%	0.65%	\$ 8,097,500	6	0.83%
		F	\$ 6,350,000		2		0.65%	0.00%	\$ 6,350,000	2	0.65%
PREMIERE PLUS REALTY COMPANY Total			\$ 35,306,887	\$ 34,973,623	82	90	3.64%	3.61%	\$ 70,280,510	172	7.25%
ROYAL SHELL REAL ESTATE	BN	A	\$ 225,000	\$ 415,000	1	2	0.02%	0.04%	\$ 640,000	3	0.07%
		B	\$ 815,000	\$ 465,000	2	1	0.08%	0.05%	\$ 1,280,000	3	0.13%
		C	\$ 1,755,000	\$ 1,216,250	3	2	0.18%	0.13%	\$ 2,971,250	5	0.31%
		E	\$ 5,580,000	\$ 2,850,000	4	2	0.58%	0.29%	\$ 8,430,000	6	0.87%
	ES	A	\$ 220,000		1		0.02%	0.00%	\$ 220,000	1	0.02%
		B	\$ 727,000	\$ 1,827,500	2	5	0.07%	0.19%	\$ 2,554,500	7	0.26%
	NA	A	\$ 243,600	\$ 180,000	1	1	0.03%	0.02%	\$ 423,600	2	0.04%
		B	\$ 885,000		2		0.09%	0.00%	\$ 885,000	2	0.09%
		C		\$ 609,000		1	0.00%	0.06%	\$ 609,000	1	0.06%
		E	\$ 1,160,000	\$ 1,300,000	1	1	0.12%	0.13%	\$ 2,460,000	2	0.25%
ROYAL SHELL REAL ESTATE Total			\$ 11,610,600	\$ 8,862,750	17	15	1.20%	0.91%	\$ 20,473,350	32	2.11%
WILLIAM RAVEIS	BN	B	\$ 450,000		1		0.05%	0.00%	\$ 450,000	1	0.05%
		C		\$ 624,900		1	0.00%	0.06%	\$ 624,900	1	0.06%
	NA	A	\$ 833,500	\$ 336,000	5	2	0.09%	0.03%	\$ 1,169,500	7	0.12%
		B	\$ 1,418,000	\$ 380,000	4	1	0.15%	0.04%	\$ 1,798,000	5	0.19%
		C	\$ 1,005,000	\$ 1,197,000	2	2	0.10%	0.12%	\$ 2,202,000	4	0.23%
		D		\$ 897,000		1	0.00%	0.09%	\$ 897,000	1	0.09%
		E	\$ 4,425,000		3		0.46%	0.00%	\$ 4,425,000	3	0.46%
		F	\$ 2,700,000	\$ 29,985,000	1	3	0.28%	3.09%	\$ 32,685,000	4	3.37%
WILLIAM RAVEIS Total			\$ 10,831,500	\$ 33,419,900	16	10	1.12%	3.45%	\$ 44,251,400	26	4.56%
X-other	BN	A	\$ 4,591,223	\$ 4,014,723	24	22	0.47%	0.41%	\$ 8,605,946	46	0.89%
		B	\$ 7,906,995	\$ 7,712,300	23	22	0.82%	0.80%	\$ 15,619,295	45	1.61%

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X-other	BN	C	Closed Volume		Closed Units		% Volume		Total Closed Volume	Total Closed Units	Total % Volume
			\$	\$							
			\$ 2,695,000	\$ 5,517,000	5	10	0.28%	0.57%	\$ 8,212,000	15	0.85%
		E		\$ 1,340,000		1	0.00%	0.14%	\$ 1,340,000	1	0.14%
	ES	A	\$ 2,198,028	\$ 2,761,400	11	14	0.23%	0.28%	\$ 4,959,428	25	0.51%
		B	\$ 7,734,049	\$ 7,955,049	22	23	0.80%	0.82%	\$ 15,689,098	45	1.62%
		C	\$ 1,135,000	\$ 1,134,000	2	2	0.12%	0.12%	\$ 2,269,000	4	0.23%
		D	\$ 820,000	\$ 820,000	1	1	0.08%	0.08%	\$ 1,640,000	2	0.17%
		E	\$ 3,529,000	\$ 4,764,000	2	3	0.36%	0.49%	\$ 8,293,000	5	0.86%
	NA	A	\$ 15,368,573	\$ 18,901,308	80	98	1.58%	1.95%	\$ 34,269,881	178	3.53%
		B	\$ 37,688,325	\$ 40,181,263	112	121	3.89%	4.14%	\$ 77,869,588	233	8.03%
		C	\$ 16,882,184	\$ 13,315,331	28	23	1.74%	1.37%	\$ 30,197,515	51	3.11%
		D	\$ 5,889,005	\$ 6,844,005	7	8	0.61%	0.71%	\$ 12,733,010	15	1.31%
		E	\$ 9,122,300	\$ 13,098,100	7	10	0.94%	1.35%	\$ 22,220,400	17	2.29%
		F	\$ 31,612,500	\$ 28,672,500	9	7	3.26%	2.96%	\$ 60,285,000	16	6.22%
X-other Total			\$ 147,172,182	\$ 157,030,979	333	365	15.17%	16.19%	\$ 304,203,161	698	31.37%
Grand Total			\$ 484,929,196	\$ 484,929,196	774	774	50.00%	50.00%	\$ 969,858,392	1548	100.00%