

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	(Multiple Items)											
		Column Labels										
Row Labels	GeoMarket	Code	Closed Volume		Closed Units		% Volume		Total Closed Volume	Total Closed Units	Total % Volume	
			L	S	L	S	L	S				
AMERIVEST	BN	A	\$ 205,000	\$ 477,000	1	2	0.01%	0.02%	\$ 682,000	3	0.04%	
		B	\$ 857,500	\$ 599,500	3	2	0.04%	0.03%	\$ 1,457,000	5	0.08%	
	ES	A	\$ 218,000	\$ 239,628	1	1	0.01%	0.01%	\$ 457,628	2	0.02%	
		B		\$ 269,000		1	0.00%	0.01%	\$ 269,000	1	0.01%	
	NA	A	\$ 1,379,000	\$ 2,546,191	8	13	0.07%	0.13%	\$ 3,925,191	21	0.20%	
		B	\$ 1,031,000	\$ 3,297,900	3	10	0.05%	0.17%	\$ 4,328,900	13	0.22%	
		C	\$ 1,728,000	\$ 1,760,000	3	3	0.09%	0.09%	\$ 3,488,000	6	0.18%	
		D	\$ 875,000	\$ 2,459,374	1	3	0.05%	0.13%	\$ 3,334,374	4	0.17%	
		E	\$ 1,770,000			1	0.09%	0.00%	\$ 1,770,000	1	0.09%	
		F		\$ 9,125,000		4	0.00%	0.47%	\$ 9,125,000	4	0.47%	
AMERIVEST Total			\$ 8,063,500	\$ 20,773,593	21	39	0.42%	1.07%	\$ 28,837,093	60	1.49%	
BERKSHIRE HATHAWAY FLORIDA	BN	A	\$ 333,000	\$ 573,000	2	3	0.02%	0.03%	\$ 906,000	5	0.05%	
		B	\$ 1,620,500	\$ 540,000	5	2	0.08%	0.03%	\$ 2,160,500	7	0.11%	
		D	\$ 840,000	\$ 1,835,000	1	2	0.04%	0.09%	\$ 2,675,000	3	0.14%	
	ES	A	\$ 229,000	\$ 419,900	1	2	0.01%	0.02%	\$ 648,900	3	0.03%	
		B	\$ 865,000	\$ 1,260,500	2	4	0.04%	0.07%	\$ 2,125,500	6	0.11%	
		C		\$ 550,000		1	0.00%	0.03%	\$ 550,000	1	0.03%	
	NA	A	\$ 3,858,011	\$ 1,908,000	19	10	0.20%	0.10%	\$ 5,766,011	29	0.30%	
		B	\$ 5,486,900	\$ 6,737,800	16	18	0.28%	0.35%	\$ 12,224,700	34	0.63%	
		C	\$ 2,249,000	\$ 2,368,145	4	4	0.12%	0.12%	\$ 4,617,145	8	0.24%	
		D	\$ 3,227,900	\$ 4,287,900	4	5	0.17%	0.22%	\$ 7,515,800	9	0.39%	
		E		\$ 2,531,250		2	0.00%	0.13%	\$ 2,531,250	2	0.13%	
		F		\$ 4,475,000		2	0.00%	0.23%	\$ 4,475,000	2	0.23%	
		G		\$ 16,500,000		2	0.00%	0.85%	\$ 16,500,000	2	0.85%	
BERKSHIRE HATHAWAY FLORIDA Total			\$ 18,709,311	\$ 43,986,495	54	57	0.97%	2.27%	\$ 62,695,806	111	3.24%	
COLDWELL BANKER	BN	A	\$ 624,000	\$ 195,000	3	1	0.03%	0.01%	\$ 819,000	4	0.04%	
		B	\$ 1,472,000	\$ 1,335,335	4	4	0.08%	0.07%	\$ 2,807,335	8	0.15%	
		C	\$ 1,509,000	\$ 595,000	3	1	0.08%	0.03%	\$ 2,104,000	4	0.11%	
		E	\$ 1,050,000	\$ 1,050,000	1	1	0.05%	0.05%	\$ 2,100,000	2	0.11%	
		G	\$ 13,000,000			2	0.67%	0.00%	\$ 13,000,000	2	0.67%	
	ES	A	\$ 183,900	\$ 431,900	1	2	0.01%	0.02%	\$ 615,800	3	0.03%	
		B	\$ 711,500	\$ 754,100	2	2	0.04%	0.04%	\$ 1,465,600	4	0.08%	
		C	\$ 2,844,000	\$ 1,090,000	5	2	0.15%	0.06%	\$ 3,934,000	7	0.20%	
	NA	A	\$ 3,783,500	\$ 1,049,970	19	6	0.20%	0.05%	\$ 4,833,470	25	0.25%	
		B	\$ 10,746,899	\$ 5,780,288	33	17	0.56%	0.30%	\$ 16,527,187	50	0.85%	
		C	\$ 2,978,000	\$ 2,496,000	5	4	0.15%	0.13%	\$ 5,474,000	9	0.28%	
		D	\$ 2,565,000			3	0.13%	0.00%	\$ 2,565,000	3	0.13%	
		E	\$ 1,200,000	\$ 8,920,000	1	6	0.06%	0.46%	\$ 10,120,000	7	0.52%	
		F	\$ 11,034,000	\$ 5,817,000	3	2	0.57%	0.30%	\$ 16,851,000	5	0.87%	
		G	\$ 10,250,000	\$ 10,250,000	1	1	0.53%	0.53%	\$ 20,500,000	2	1.06%	

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			Closed Volume		Closed Units		% Volume		Total Closed Volume	Total Closed Units	Total % Volume
COLDWELL BANKER Total			\$ 63,951,799	\$ 39,764,593	86	49	3.31%	2.06%	\$ 103,716,392	135	5.36%
DOWNING FRYE	BN	A	\$ 1,047,500	\$ 807,500	6	4	0.05%	0.04%	\$ 1,855,000	10	0.10%
		B	\$ 4,385,000	\$ 2,020,000	13	7	0.23%	0.10%	\$ 6,405,000	20	0.33%
		C	\$ 735,000		1		0.04%	0.00%	\$ 735,000	1	0.04%
	ES	E	\$ 1,800,000	\$ 1,390,000	1	1	0.09%	0.07%	\$ 3,190,000	2	0.16%
		A	\$ 1,879,500	\$ 1,215,000	9	6	0.10%	0.06%	\$ 3,094,500	15	0.16%
		B	\$ 1,136,000	\$ 1,930,000	4	5	0.06%	0.10%	\$ 3,066,000	9	0.16%
		C	\$ 1,165,000	\$ 1,800,000	2	3	0.06%	0.09%	\$ 2,965,000	5	0.15%
NA	A	\$ 5,690,400	\$ 5,301,000	31	27	0.29%	0.27%	\$ 10,991,400	58	0.57%	
	B	\$ 12,920,000	\$ 13,087,576	37	39	0.67%	0.68%	\$ 26,007,576	76	1.34%	
	C	\$ 9,899,750	\$ 9,735,500	16	16	0.51%	0.50%	\$ 19,635,250	32	1.01%	
	D	\$ 13,145,500	\$ 6,947,548	15	8	0.68%	0.36%	\$ 20,093,048	23	1.04%	
	E	\$ 12,527,000	\$ 15,811,200	9	12	0.65%	0.82%	\$ 28,338,200	21	1.46%	
	F	\$ 7,575,000	\$ 20,579,000	3	7	0.39%	1.06%	\$ 28,154,000	10	1.46%	
	G	\$ 6,275,000		1		0.32%	0.00%	\$ 6,275,000	1	0.32%	
DOWNING FRYE Total			\$ 80,180,650	\$ 80,624,324	148	135	4.14%	4.17%	\$ 160,804,974	283	8.31%
FORREST	NA	G	\$ 5,125,000	\$ 5,125,000	1	1	0.26%	0.26%	\$ 10,250,000	2	0.53%
FORREST Total			\$ 5,125,000	\$ 5,125,000	1	1	0.26%	0.26%	\$ 10,250,000	2	0.53%
GULF COAST INTERNATIONAL PROP	NA	B		\$ 790,000		2	0.00%	0.04%	\$ 790,000	2	0.04%
		E	\$ 2,894,000	\$ 3,219,000	2	2	0.15%	0.17%	\$ 6,113,000	4	0.32%
		F	\$ 5,495,000	\$ 13,670,000	2	4	0.28%	0.71%	\$ 19,165,000	6	0.99%
		G	\$ 25,925,000		3		1.34%	0.00%	\$ 25,925,000	3	1.34%
GULF COAST INTERNATIONAL PROP Total			\$ 34,314,000	\$ 17,679,000	7	8	1.77%	0.91%	\$ 51,993,000	15	2.69%
JOHN R WOOD	BN	A	\$ 1,175,500	\$ 1,651,500	6	8	0.06%	0.09%	\$ 2,827,000	14	0.15%
		B	\$ 5,312,200	\$ 5,386,360	14	15	0.27%	0.28%	\$ 10,698,560	29	0.55%
		C	\$ 3,263,000	\$ 4,318,000	5	7	0.17%	0.22%	\$ 7,581,000	12	0.39%
		D	\$ 999,000	\$ 1,794,000	1	2	0.05%	0.09%	\$ 2,793,000	3	0.14%
		E	\$ 2,160,000	\$ 1,160,000	2	1	0.11%	0.06%	\$ 3,320,000	3	0.17%
	ES	A	\$ 740,000	\$ 172,000	4	1	0.04%	0.01%	\$ 912,000	5	0.05%
		B	\$ 2,198,900	\$ 2,812,400	7	9	0.11%	0.15%	\$ 5,011,300	16	0.26%
		C		\$ 500,000		1	0.00%	0.03%	\$ 500,000	1	0.03%
	NA	A	\$ 4,555,900	\$ 2,903,005	24	16	0.24%	0.15%	\$ 7,458,905	40	0.39%
		B	\$ 17,729,300	\$ 14,841,432	50	41	0.92%	0.77%	\$ 32,570,732	91	1.68%
		C	\$ 11,167,900	\$ 15,358,513	19	26	0.58%	0.79%	\$ 26,526,413	45	1.37%
		D	\$ 4,366,500	\$ 7,521,000	5	9	0.23%	0.39%	\$ 11,887,500	14	0.61%
		E	\$ 30,172,000	\$ 23,060,455	21	15	1.56%	1.19%	\$ 53,232,455	36	2.75%
	F	\$ 55,332,000	\$ 27,129,000	17	9	2.86%	1.40%	\$ 82,461,000	26	4.26%	
	G	\$ 27,500,000	\$ 18,075,000	2	2	1.42%	0.93%	\$ 45,575,000	4	2.36%	
JOHN R WOOD Total			\$ 166,672,200	\$ 126,682,665	177	162	8.62%	6.55%	\$ 293,354,865	339	15.16%
KELLER WILLIAMS ELITE	BN	A	\$ 355,000	\$ 1,039,500	2	5	0.02%	0.05%	\$ 1,394,500	7	0.07%
		B	\$ 663,000	\$ 638,000	2	2	0.03%	0.03%	\$ 1,301,000	4	0.07%
		C	\$ 625,000		1		0.03%	0.00%	\$ 625,000	1	0.03%

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KELLER WILLIAMS ELITE	BN	E	\$ 1,855,000	\$ 2,855,000	1	2	0.10%	0.15%	\$ 4,710,000	3	0.24%
	ES	A	\$ 1,624,000	\$ 1,269,500	8	6	0.08%	0.07%	\$ 2,893,500	14	0.15%
		B	\$ 3,364,100	\$ 2,247,500	9	6	0.17%	0.12%	\$ 5,611,600	15	0.29%
		C	\$ 1,590,000	\$ 540,000	3	1	0.08%	0.03%	\$ 2,130,000	4	0.11%
		E	\$ 1,125,000		1		0.06%	0.00%	\$ 1,125,000	1	0.06%
	NA	A	\$ 245,000	\$ 322,000	1	2	0.01%	0.02%	\$ 567,000	3	0.03%
		B	\$ 1,682,500	\$ 1,873,594	5	5	0.09%	0.10%	\$ 3,556,094	10	0.18%
		C	\$ 638,000	\$ 681,250	1	1	0.03%	0.04%	\$ 1,319,250	2	0.07%
		D		\$ 850,000		1	0.00%	0.04%	\$ 850,000	1	0.04%
		E		\$ 1,100,000		1	0.00%	0.06%	\$ 1,100,000	1	0.06%
		G		\$ 7,000,000		1	0.00%	0.36%	\$ 7,000,000	1	0.36%
KELLER WILLIAMS ELITE Total			\$ 13,766,600	\$ 20,416,344	34	33	0.71%	1.06%	\$ 34,182,944	67	1.77%
PREMIER SOTHEBYS	BN	A	\$ 695,000	\$ 215,000	3	1	0.04%	0.01%	\$ 910,000	4	0.05%
		B	\$ 1,325,000	\$ 1,150,000	4	3	0.07%	0.06%	\$ 2,475,000	7	0.13%
		C	\$ 1,250,000	\$ 1,350,000	2	2	0.06%	0.07%	\$ 2,600,000	4	0.13%
		G		\$ 13,000,000		2	0.00%	0.67%	\$ 13,000,000	2	0.67%
	ES	A	\$ 806,500	\$ 434,000	4	2	0.04%	0.02%	\$ 1,240,500	6	0.06%
		B	\$ 802,500	\$ 558,500	3	2	0.04%	0.03%	\$ 1,361,000	5	0.07%
		E	\$ 2,650,000	\$ 1,415,000	2	1	0.14%	0.07%	\$ 4,065,000	3	0.21%
	NA	A	\$ 2,264,500	\$ 1,577,000	12	9	0.12%	0.08%	\$ 3,841,500	21	0.20%
		B	\$ 11,575,500	\$ 7,656,900	31	21	0.60%	0.40%	\$ 19,232,400	52	0.99%
		C	\$ 8,428,000	\$ 6,918,305	14	11	0.44%	0.36%	\$ 15,346,305	25	0.79%
		D	\$ 9,295,990	\$ 6,891,500	11	8	0.48%	0.36%	\$ 16,187,490	19	0.84%
		E	\$ 31,242,738	\$ 11,111,238	22	8	1.61%	0.57%	\$ 42,353,976	30	2.19%
		F	\$ 34,775,000	\$ 47,425,000	12	16	1.80%	2.45%	\$ 82,200,000	28	4.25%
		G	\$ 14,260,000	\$ 22,322,500	2	3	0.74%	1.15%	\$ 36,582,500	5	1.89%
PREMIER SOTHEBYS Total			\$ 119,370,728	\$ 122,024,943	122	89	6.17%	6.31%	\$ 241,395,671	211	12.48%
PREMIERE PLUS REALTY COMPANY	BN	A	\$ 1,096,500	\$ 1,361,000	5	6	0.06%	0.07%	\$ 2,457,500	11	0.13%
		B	\$ 1,489,000	\$ 4,778,035	5	14	0.08%	0.25%	\$ 6,267,035	19	0.32%
		C	\$ 2,371,050	\$ 1,904,900	4	3	0.12%	0.10%	\$ 4,275,950	7	0.22%
	ES	A	\$ 643,000	\$ 601,000	3	3	0.03%	0.03%	\$ 1,244,000	6	0.06%
		B	\$ 1,370,100	\$ 976,900	4	3	0.07%	0.05%	\$ 2,347,000	7	0.12%
	NA	A	\$ 8,240,278	\$ 7,578,388	45	41	0.43%	0.39%	\$ 15,818,666	86	0.82%
		B	\$ 20,207,809	\$ 26,449,450	61	77	1.04%	1.37%	\$ 46,657,259	138	2.41%
		C	\$ 13,960,450	\$ 11,844,160	23	20	0.72%	0.61%	\$ 25,804,610	43	1.33%
		D	\$ 2,670,000	\$ 5,360,000	3	6	0.14%	0.28%	\$ 8,030,000	9	0.42%
		E	\$ 1,762,500	\$ 7,560,000	1	6	0.09%	0.39%	\$ 9,322,500	7	0.48%
		F	\$ 6,350,000		2		0.33%	0.00%	\$ 6,350,000	2	0.33%
PREMIERE PLUS REALTY COMPANY Total			\$ 60,160,687	\$ 68,413,833	156	179	3.11%	3.54%	\$ 128,574,520	335	6.65%
ROYAL SHELL REAL ESTATE	BN	A	\$ 758,750	\$ 818,000	4	4	0.04%	0.04%	\$ 1,576,750	8	0.08%
		B	\$ 1,430,000	\$ 1,912,000	4	6	0.07%	0.10%	\$ 3,342,000	10	0.17%
		C	\$ 3,110,000	\$ 1,216,250	5	2	0.16%	0.06%	\$ 4,326,250	7	0.22%
		D	\$ 900,000		1		0.05%	0.00%	\$ 900,000	1	0.05%
		E	\$ 5,580,000	\$ 2,850,000	4	2	0.29%	0.15%	\$ 8,430,000	6	0.44%

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			Closed Volume		Closed Units		% Volume		Total Closed Volume	Total Closed Units	Total % Volume
ROYAL SHELL REAL ESTATE	ES	A	\$ 460,000		2		0.02%	0.00%	\$ 460,000	2	0.02%
		B	\$ 1,389,500	\$ 2,162,500	4	6	0.07%	0.11%	\$ 3,552,000	10	0.18%
		C	\$ 745,000	\$ 745,000	1	1	0.04%	0.04%	\$ 1,490,000	2	0.08%
	NA	A	\$ 526,100	\$ 580,000	3	3	0.03%	0.03%	\$ 1,106,100	6	0.06%
		B	\$ 1,714,000	\$ 270,000	5	1	0.09%	0.01%	\$ 1,984,000	6	0.10%
		C		\$ 1,119,000		2	0.00%	0.06%	\$ 1,119,000	2	0.06%
		D		\$ 780,000		1	0.00%	0.04%	\$ 780,000	1	0.04%
		E	\$ 1,160,000	\$ 2,702,875	1	2	0.06%	0.14%	\$ 3,862,875	3	0.20%
		F		\$ 2,675,000		1	0.00%	0.14%	\$ 2,675,000	1	0.14%
ROYAL SHELL REAL ESTATE Total			\$ 17,773,350	\$ 17,830,625	34	31	0.92%	0.92%	\$ 35,603,975	65	1.84%
WILLIAM RAVEIS	BN	B	\$ 450,000		1		0.02%	0.00%	\$ 450,000	1	0.02%
		C		\$ 624,900		1	0.00%	0.03%	\$ 624,900	1	0.03%
	NA	A	\$ 1,758,000	\$ 461,000	10	3	0.09%	0.02%	\$ 2,219,000	13	0.11%
		B	\$ 2,463,000	\$ 3,608,000	7	10	0.13%	0.19%	\$ 6,071,000	17	0.31%
		C	\$ 1,562,000	\$ 1,197,000	3	2	0.08%	0.06%	\$ 2,759,000	5	0.14%
		D	\$ 875,000	\$ 897,000	1	1	0.05%	0.05%	\$ 1,772,000	2	0.09%
		E	\$ 7,225,000	\$ 6,125,000	5	4	0.37%	0.32%	\$ 13,350,000	9	0.69%
		F	\$ 8,625,000	\$ 15,035,000	3	4	0.45%	0.78%	\$ 23,660,000	7	1.22%
		G	\$ 14,537,500	\$ 28,750,000	2	2	0.75%	1.49%	\$ 43,287,500	4	2.24%
WILLIAM RAVEIS Total			\$ 37,495,500	\$ 56,697,900	32	27	1.94%	2.93%	\$ 94,193,400	59	4.87%
X-other	BN	A	\$ 7,190,573	\$ 6,343,323	37	35	0.37%	0.33%	\$ 13,533,896	72	0.70%
		B	\$ 18,231,130	\$ 18,876,100	55	55	0.94%	0.98%	\$ 37,107,230	110	1.92%
		C	\$ 5,713,000	\$ 8,567,000	10	15	0.30%	0.44%	\$ 14,280,000	25	0.74%
		D	\$ 1,790,000	\$ 900,000	2	1	0.09%	0.05%	\$ 2,690,000	3	0.14%
		E	\$ 1,075,000	\$ 4,215,000	1	3	0.06%	0.22%	\$ 5,290,000	4	0.27%
		G	\$ 6,750,000	\$ 6,750,000	1	1	0.35%	0.35%	\$ 13,500,000	2	0.70%
	ES	A	\$ 4,163,728	\$ 6,164,700	21	31	0.22%	0.32%	\$ 10,328,428	52	0.53%
		B	\$ 15,660,860	\$ 14,527,060	44	41	0.81%	0.75%	\$ 30,187,920	85	1.56%
		C	\$ 3,585,000	\$ 4,704,000	6	8	0.19%	0.24%	\$ 8,289,000	14	0.43%
		D	\$ 820,000	\$ 820,000	1	1	0.04%	0.04%	\$ 1,640,000	2	0.08%
		E	\$ 3,529,000	\$ 5,889,000	2	4	0.18%	0.30%	\$ 9,418,000	6	0.49%
	NA	A	\$ 27,955,002	\$ 36,029,137	150	192	1.44%	1.86%	\$ 63,984,139	342	3.31%
		B	\$ 79,486,974	\$ 80,650,942	235	242	4.11%	4.17%	\$ 160,137,916	477	8.28%
		C	\$ 37,306,150	\$ 36,439,377	62	61	1.93%	1.88%	\$ 73,745,527	123	3.81%
		D	\$ 14,575,826	\$ 15,602,394	17	18	0.75%	0.81%	\$ 30,178,220	35	1.56%
		E	\$ 28,129,361	\$ 35,941,581	21	26	1.45%	1.86%	\$ 64,070,942	47	3.31%
		F	\$ 53,866,500	\$ 37,122,500	18	11	2.78%	1.92%	\$ 90,989,000	29	4.70%
		G	\$ 31,900,000	\$ 27,750,000	3	3	1.65%	1.43%	\$ 59,650,000	6	3.08%
X-other Total			\$ 341,728,104	\$ 347,292,114	686	748	17.66%	17.95%	\$ 689,020,218	1434	35.62%
Grand Total			\$ 967,311,429	\$ 967,311,429	1558	1558	50.00%	50.00%	\$ 1,934,622,858	3116	100.00%