

**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 |               |               |     |          |       |                     |               |                    |                |  |
|   |                  | Closed Volume |               | Closed Units  |     | % Volume |       | Total Closed Volume |               | Total Closed Units | Total % Volume |  |
| Row Labels                              | GeoMarket        | Code          | L             | S             | L   | S        | L     | S                   |               |                    |                |  |
| <b>AMERIVEST</b>                        | <b>BN</b>        | A             | \$ 431,000    | \$ 477,000    | 2   | 2        | 0.01% | 0.01%               | \$ 908,000    | 4                  | 0.03%          |  |
|   |                  | B             | \$ 1,165,000  | \$ 1,539,000  | 4   | 5        | 0.03% | 0.05%               | \$ 2,704,000  | 9                  | 0.08%          |  |
|   |                  | C             |               | \$ 650,000    |     | 1        | 0.00% | 0.02%               | \$ 650,000    | 1                  | 0.02%          |  |
|   | <b>ES</b>        | A             | \$ 218,000    | \$ 424,628    | 1   | 2        | 0.01% | 0.01%               | \$ 642,628    | 3                  | 0.02%          |  |
|   |                  | B             |               | \$ 269,000    |     | 1        | 0.00% | 0.01%               | \$ 269,000    | 1                  | 0.01%          |  |
|   | <b>NA</b>        | A             | \$ 2,095,500  | \$ 3,209,191  | 12  | 17       | 0.06% | 0.10%               | \$ 5,304,691  | 29                 | 0.16%          |  |
|   |                  | B             | \$ 5,379,000  | \$ 6,810,900  | 16  | 21       | 0.16% | 0.20%               | \$ 12,189,900 | 37                 | 0.36%          |  |
|   |                  | C             | \$ 2,237,000  | \$ 2,939,000  | 4   | 5        | 0.07% | 0.09%               | \$ 5,176,000  | 9                  | 0.15%          |  |
|   |                  | D             | \$ 2,674,000  | \$ 2,459,374  | 3   | 3        | 0.08% | 0.07%               | \$ 5,133,374  | 6                  | 0.15%          |  |
|   |                  | E             | \$ 3,620,000  | \$ 3,450,000  | 2   | 2        | 0.11% | 0.10%               | \$ 7,070,000  | 4                  | 0.21%          |  |
|   |                  | F             |               | \$ 9,125,000  |     | 4        | 0.00% | 0.27%               | \$ 9,125,000  | 4                  | 0.27%          |  |
| <b>AMERIVEST Total</b>                  |                  |               | \$ 17,819,500 | \$ 31,353,093 | 44  | 63       | 0.53% | 0.93%               | \$ 49,172,593 | 107                | 1.46%          |  |
| <b>BERKSHIRE HATHAWAY FLORIDA</b>       | <b>BN</b>        | A             | \$ 974,000    | \$ 773,000    | 5   | 4        | 0.03% | 0.02%               | \$ 1,747,000  | 9                  | 0.05%          |  |
|   |                  | B             | \$ 2,255,500  | \$ 1,920,500  | 7   | 6        | 0.07% | 0.06%               | \$ 4,176,000  | 13                 | 0.12%          |  |
|   |                  | C             | \$ 1,190,000  |               | 2   |          | 0.04% | 0.00%               | \$ 1,190,000  | 2                  | 0.04%          |  |
|   |                  | D             | \$ 840,000    | \$ 2,730,000  | 1   | 3        | 0.02% | 0.08%               | \$ 3,570,000  | 4                  | 0.11%          |  |
|   |                  | E             | \$ 1,100,000  |               | 1   |          | 0.03% | 0.00%               | \$ 1,100,000  | 1                  | 0.03%          |  |
|   | <b>ES</b>        | A             | \$ 229,000    | \$ 824,900    | 1   | 4        | 0.01% | 0.02%               | \$ 1,053,900  | 5                  | 0.03%          |  |
|   |                  | B             | \$ 2,175,000  | \$ 1,675,500  | 6   | 5        | 0.06% | 0.05%               | \$ 3,850,500  | 11                 | 0.11%          |  |
|   |                  | C             | \$ 700,000    | \$ 550,000    | 1   | 1        | 0.02% | 0.02%               | \$ 1,250,000  | 2                  | 0.04%          |  |
|   |                  | E             | \$ 1,300,000  |               | 1   |          | 0.04% | 0.00%               | \$ 1,300,000  | 1                  | 0.04%          |  |
|   | <b>NA</b>        | A             | \$ 6,451,311  | \$ 3,482,400  | 34  | 18       | 0.19% | 0.10%               | \$ 9,933,711  | 52                 | 0.30%          |  |
|   |                  | B             | \$ 10,206,800 | \$ 10,678,300 | 29  | 29       | 0.30% | 0.32%               | \$ 20,885,100 | 58                 | 0.62%          |  |
|   |                  | C             | \$ 4,670,500  | \$ 3,473,145  | 8   | 6        | 0.14% | 0.10%               | \$ 8,143,645  | 14                 | 0.24%          |  |
|   |                  | D             | \$ 4,067,900  | \$ 5,992,900  | 5   | 7        | 0.12% | 0.18%               | \$ 10,060,800 | 12                 | 0.30%          |  |
|   |                  | E             | \$ 1,550,000  | \$ 3,681,250  | 1   | 3        | 0.05% | 0.11%               | \$ 5,231,250  | 4                  | 0.16%          |  |
|   |                  | F             | \$ 2,200,000  | \$ 6,675,000  | 1   | 3        | 0.07% | 0.20%               | \$ 8,875,000  | 4                  | 0.26%          |  |
|   |                  | G             |               | \$ 16,500,000 |     | 2        | 0.00% | 0.49%               | \$ 16,500,000 | 2                  | 0.49%          |  |
| <b>BERKSHIRE HATHAWAY FLORIDA Total</b> |                  |               | \$ 39,910,011 | \$ 58,956,895 | 103 | 91       | 1.19% | 1.75%               | \$ 98,866,906 | 194                | 2.94%          |  |
| <b>COLDWELL BANKER</b>                  | <b>BN</b>        | A             | \$ 929,000    | \$ 1,015,000  | 5   | 5        | 0.03% | 0.03%               | \$ 1,944,000  | 10                 | 0.06%          |  |
|   |                  | B             | \$ 1,472,000  | \$ 2,085,335  | 4   | 6        | 0.04% | 0.06%               | \$ 3,557,335  | 10                 | 0.11%          |  |
|   |                  | C             | \$ 1,509,000  | \$ 595,000    | 3   | 1        | 0.04% | 0.02%               | \$ 2,104,000  | 4                  | 0.06%          |  |
|   |                  | E             | \$ 2,650,000  | \$ 2,650,000  | 2   | 2        | 0.08% | 0.08%               | \$ 5,300,000  | 4                  | 0.16%          |  |
|   |                  | G             | \$ 18,570,000 | \$ 5,570,000  | 3   | 1        | 0.55% | 0.17%               | \$ 24,140,000 | 4                  | 0.72%          |  |
|   | <b>ES</b>        | A             | \$ 621,900    | \$ 676,900    | 3   | 3        | 0.02% | 0.02%               | \$ 1,298,800  | 6                  | 0.04%          |  |
|   |                  | B             | \$ 1,364,500  | \$ 1,543,100  | 4   | 4        | 0.04% | 0.05%               | \$ 2,907,600  | 8                  | 0.09%          |  |
|   |                  | C             | \$ 2,844,000  | \$ 1,090,000  | 5   | 2        | 0.08% | 0.03%               | \$ 3,934,000  | 7                  | 0.12%          |  |
|   | <b>NA</b>        | A             | \$ 5,306,500  | \$ 2,177,970  | 28  | 12       | 0.16% | 0.06%               | \$ 7,484,470  | 40                 | 0.22%          |  |
|   |                  | B             | \$ 20,036,799 | \$ 14,238,793 | 61  | 42       | 0.60% | 0.42%               | \$ 34,275,592 | 103                | 1.02%          |  |
|   |                  | C             | \$ 6,083,000  | \$ 3,146,000  | 10  | 5        | 0.18% | 0.09%               | \$ 9,229,000  | 15                 | 0.27%          |  |
|   |                  | D             | \$ 4,165,000  | \$ 815,000    | 5   | 1        | 0.12% | 0.02%               | \$ 4,980,000  | 6                  | 0.15%          |  |

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

|  |           |   | Closed Volume         |                       | Closed Units |            | % Volume     |              | Total Closed Volume   | Total Closed Units | Total % Volume |
|--|-----------|---|-----------------------|-----------------------|--------------|------------|--------------|--------------|-----------------------|--------------------|----------------|
| <b>COLDWELL BANKER</b>                     | <b>NA</b> | E | \$ 13,662,500         | \$ 17,520,000         | 10           | 12         | 0.41%        | 0.52%        | \$ 31,182,500         | 22                 | 0.93%          |
|  |           | F | \$ 14,284,000         | \$ 10,237,000         | 4            | 4          | 0.42%        | 0.30%        | \$ 24,521,000         | 8                  | 0.73%          |
|  |           | G | \$ 10,250,000         | \$ 10,250,000         | 1            | 1          | 0.30%        | 0.30%        | \$ 20,500,000         | 2                  | 0.61%          |
| <b>COLDWELL BANKER Total</b>               |           |   | <b>\$ 103,748,199</b> | <b>\$ 73,610,098</b>  | <b>148</b>   | <b>101</b> | <b>3.09%</b> | <b>2.19%</b> | <b>\$ 177,358,297</b> | <b>249</b>         | <b>5.28%</b>   |
| <b>DOWNING FRYE</b>                        | <b>BN</b> | A | \$ 1,497,500          | \$ 1,202,500          | 8            | 6          | 0.04%        | 0.04%        | \$ 2,700,000          | 14                 | 0.08%          |
|  |           | B | \$ 7,113,900          | \$ 3,834,400          | 21           | 12         | 0.21%        | 0.11%        | \$ 10,948,300         | 33                 | 0.33%          |
|  |           | C | \$ 1,440,000          |                       | 2            |            | 0.04%        | 0.00%        | \$ 1,440,000          | 2                  | 0.04%          |
|  |           | E | \$ 1,800,000          | \$ 1,390,000          | 1            | 1          | 0.05%        | 0.04%        | \$ 3,190,000          | 2                  | 0.09%          |
|  | <b>ES</b> | A | \$ 2,464,000          | \$ 1,404,900          | 12           | 7          | 0.07%        | 0.04%        | \$ 3,868,900          | 19                 | 0.12%          |
|  |           | B | \$ 5,133,000          | \$ 5,323,000          | 16           | 15         | 0.15%        | 0.16%        | \$ 10,456,000         | 31                 | 0.31%          |
|  |           | C | \$ 2,260,000          | \$ 2,895,000          | 4            | 5          | 0.07%        | 0.09%        | \$ 5,155,000          | 9                  | 0.15%          |
|  |           | D | \$ 797,000            | \$ 797,000            | 1            | 1          | 0.02%        | 0.02%        | \$ 1,594,000          | 2                  | 0.05%          |
|  |           | E | \$ 1,075,000          | \$ 1,300,000          | 1            | 1          | 0.03%        | 0.04%        | \$ 2,375,000          | 2                  | 0.07%          |
|  | <b>NA</b> | A | \$ 9,856,100          | \$ 9,350,300          | 53           | 48         | 0.29%        | 0.28%        | \$ 19,206,400         | 101                | 0.57%          |
|  |           | B | \$ 28,888,319         | \$ 24,984,714         | 81           | 72         | 0.86%        | 0.74%        | \$ 53,873,033         | 153                | 1.60%          |
|  |           | C | \$ 19,257,690         | \$ 20,795,440         | 31           | 34         | 0.57%        | 0.62%        | \$ 40,053,130         | 65                 | 1.19%          |
|  |           | D | \$ 19,878,000         | \$ 11,989,736         | 23           | 14         | 0.59%        | 0.36%        | \$ 31,867,736         | 37                 | 0.95%          |
|  |           | E | \$ 23,387,000         | \$ 27,848,200         | 17           | 21         | 0.70%        | 0.83%        | \$ 51,235,200         | 38                 | 1.52%          |
|  |           | F | \$ 18,485,000         | \$ 30,189,000         | 7            | 11         | 0.55%        | 0.90%        | \$ 48,674,000         | 18                 | 1.45%          |
|  |           | G | \$ 6,275,000          | \$ 8,300,000          | 1            | 1          | 0.19%        | 0.25%        | \$ 14,575,000         | 2                  | 0.43%          |
| <b>DOWNING FRYE Total</b>                  |           |   | <b>\$ 149,607,509</b> | <b>\$ 151,604,190</b> | <b>279</b>   | <b>249</b> | <b>4.45%</b> | <b>4.51%</b> | <b>\$ 301,211,699</b> | <b>528</b>         | <b>8.96%</b>   |
| <b>FORREST</b>                             | <b>NA</b> | G | \$ 5,125,000          | \$ 5,125,000          | 1            | 1          | 0.15%        | 0.15%        | \$ 10,250,000         | 2                  | 0.30%          |
| <b>FORREST Total</b>                       |           |   | <b>\$ 5,125,000</b>   | <b>\$ 5,125,000</b>   | <b>1</b>     | <b>1</b>   | <b>0.15%</b> | <b>0.15%</b> | <b>\$ 10,250,000</b>  | <b>2</b>           | <b>0.30%</b>   |
| <b>GULF COAST INTERNATIONAL PROP</b>       | <b>NA</b> | B |                       | \$ 790,000            |              | 2          | 0.00%        | 0.02%        | \$ 790,000            | 2                  | 0.02%          |
|  |           | D | \$ 1,785,000          | \$ 860,000            | 2            | 1          | 0.05%        | 0.03%        | \$ 2,645,000          | 3                  | 0.08%          |
|  |           | E | \$ 2,894,000          | \$ 7,709,000          | 2            | 5          | 0.09%        | 0.23%        | \$ 10,603,000         | 7                  | 0.32%          |
|  |           | F | \$ 14,814,000         | \$ 19,620,000         | 5            | 6          | 0.44%        | 0.58%        | \$ 34,434,000         | 11                 | 1.02%          |
|  |           | G | \$ 39,934,785         |                       | 5            |            | 1.19%        | 0.00%        | \$ 39,934,785         | 5                  | 1.19%          |
| <b>GULF COAST INTERNATIONAL PROP Total</b> |           |   | <b>\$ 59,427,785</b>  | <b>\$ 28,979,000</b>  | <b>14</b>    | <b>14</b>  | <b>1.77%</b> | <b>0.86%</b> | <b>\$ 88,406,785</b>  | <b>28</b>          | <b>2.63%</b>   |
| <b>JOHN R WOOD</b>                         | <b>BN</b> | A | \$ 1,175,500          | \$ 2,362,500          | 6            | 12         | 0.03%        | 0.07%        | \$ 3,538,000          | 18                 | 0.11%          |
|  |           | B | \$ 9,615,100          | \$ 10,273,660         | 27           | 29         | 0.29%        | 0.31%        | \$ 19,888,760         | 56                 | 0.59%          |
|  |           | C | \$ 6,452,999          | \$ 9,332,000          | 10           | 15         | 0.19%        | 0.28%        | \$ 15,784,999         | 25                 | 0.47%          |
|  |           | D | \$ 3,614,000          | \$ 3,424,000          | 4            | 4          | 0.11%        | 0.10%        | \$ 7,038,000          | 8                  | 0.21%          |
|  |           | E | \$ 4,395,000          | \$ 3,602,250          | 4            | 3          | 0.13%        | 0.11%        | \$ 7,997,250          | 7                  | 0.24%          |
|  | <b>ES</b> | A | \$ 1,092,500          | \$ 327,000            | 6            | 2          | 0.03%        | 0.01%        | \$ 1,419,500          | 8                  | 0.04%          |
|  |           | B | \$ 3,111,400          | \$ 5,833,900          | 10           | 17         | 0.09%        | 0.17%        | \$ 8,945,300          | 27                 | 0.27%          |
|  |           | C | \$ 615,000            | \$ 1,063,000          | 1            | 2          | 0.02%        | 0.03%        | \$ 1,678,000          | 3                  | 0.05%          |
|  |           | E |                       | \$ 1,075,000          |              | 1          | 0.00%        | 0.03%        | \$ 1,075,000          | 1                  | 0.03%          |
|  | <b>NA</b> | A | \$ 9,948,117          | \$ 8,698,872          | 51           | 45         | 0.30%        | 0.26%        | \$ 18,646,989         | 96                 | 0.55%          |
|  |           | B | \$ 35,252,950         | \$ 25,513,982         | 100          | 71         | 1.05%        | 0.76%        | \$ 60,766,932         | 171                | 1.81%          |
|  |           | C | \$ 20,775,925         | \$ 22,866,848         | 35           | 39         | 0.62%        | 0.68%        | \$ 43,642,773         | 74                 | 1.30%          |
|  |           | D | \$ 13,984,500         | \$ 13,786,000         | 16           | 16         | 0.42%        | 0.41%        | \$ 27,770,500         | 32                 | 0.83%          |
|  |           | E | \$ 45,929,000         | \$ 43,397,955         | 33           | 29         | 1.37%        | 1.29%        | \$ 89,326,955         | 62                 | 2.66%          |
|  |           | F | \$ 84,043,537         | \$ 41,075,537         | 27           | 14         | 2.50%        | 1.22%        | \$ 125,119,074        | 41                 | 3.72%          |

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

|                                     |           |   | Closed Volume         |                       | Closed Units |            | % Volume     |              | Total Closed Volume   | Total Closed Units | Total % Volume |
|-------------------------------------|-----------|---|-----------------------|-----------------------|--------------|------------|--------------|--------------|-----------------------|--------------------|----------------|
| <b>JOHN R WOOD</b>                  | <b>NA</b> | G | \$ 33,100,000         | \$ 18,075,000         | 3            | 2          | 0.98%        | 0.54%        | \$ 51,175,000         | 5                  | 1.52%          |
| <b>JOHN R WOOD Total</b>            |           |   | <b>\$ 273,105,528</b> | <b>\$ 210,707,504</b> | <b>333</b>   | <b>301</b> | <b>8.12%</b> | <b>6.27%</b> | <b>\$ 483,813,032</b> | <b>634</b>         | <b>14.39%</b>  |
| <b>KELLER WILLIAMS ELITE</b>        | <b>BN</b> | A | \$ 853,000            | \$ 1,814,500          | 4            | 9          | 0.03%        | 0.05%        | \$ 2,667,500          | 13                 | 0.08%          |
|                                     |           | B | \$ 918,000            | \$ 1,448,000          | 3            | 4          | 0.03%        | 0.04%        | \$ 2,366,000          | 7                  | 0.07%          |
|                                     |           | C | \$ 625,000            |                       | 1            |            | 0.02%        | 0.00%        | \$ 625,000            | 1                  | 0.02%          |
|                                     |           | D |                       | \$ 855,000            |              | 1          | 0.00%        | 0.03%        | \$ 855,000            | 1                  | 0.03%          |
|                                     |           | E | \$ 1,855,000          | \$ 2,855,000          | 1            | 2          | 0.06%        | 0.08%        | \$ 4,710,000          | 3                  | 0.14%          |
|                                     | <b>ES</b> | A | \$ 2,678,400          | \$ 1,251,500          | 13           | 6          | 0.08%        | 0.04%        | \$ 3,929,900          | 19                 | 0.12%          |
|                                     |           | B | \$ 6,703,100          | \$ 3,864,400          | 18           | 11         | 0.20%        | 0.11%        | \$ 10,567,500         | 29                 | 0.31%          |
|                                     |           | C | \$ 3,585,000          | \$ 1,175,000          | 6            | 2          | 0.11%        | 0.03%        | \$ 4,760,000          | 8                  | 0.14%          |
|                                     |           | D | \$ 900,000            | \$ 825,000            | 1            | 1          | 0.03%        | 0.02%        | \$ 1,725,000          | 2                  | 0.05%          |
|                                     |           | E | \$ 1,125,000          |                       | 1            |            | 0.03%        | 0.00%        | \$ 1,125,000          | 1                  | 0.03%          |
|                                     | <b>NA</b> | A | \$ 903,000            | \$ 509,000            | 4            | 3          | 0.03%        | 0.02%        | \$ 1,412,000          | 7                  | 0.04%          |
|                                     |           | B | \$ 1,972,500          | \$ 2,469,594          | 6            | 7          | 0.06%        | 0.07%        | \$ 4,442,094          | 13                 | 0.13%          |
|                                     |           | C | \$ 1,143,000          | \$ 1,256,250          | 2            | 2          | 0.03%        | 0.04%        | \$ 2,399,250          | 4                  | 0.07%          |
|                                     |           | D |                       | \$ 2,699,000          |              | 3          | 0.00%        | 0.08%        | \$ 2,699,000          | 3                  | 0.08%          |
|                                     |           | E | \$ 1,875,000          | \$ 1,100,000          | 1            | 1          | 0.06%        | 0.03%        | \$ 2,975,000          | 2                  | 0.09%          |
|                                     |           | G |                       | \$ 7,000,000          |              | 1          | 0.00%        | 0.21%        | \$ 7,000,000          | 1                  | 0.21%          |
| <b>KELLER WILLIAMS ELITE Total</b>  |           |   | <b>\$ 25,136,000</b>  | <b>\$ 29,122,244</b>  | <b>61</b>    | <b>53</b>  | <b>0.75%</b> | <b>0.87%</b> | <b>\$ 54,258,244</b>  | <b>114</b>         | <b>1.61%</b>   |
| <b>PREMIER SOTHEBYS</b>             | <b>BN</b> | A | \$ 695,000            | \$ 423,000            | 3            | 2          | 0.02%        | 0.01%        | \$ 1,118,000          | 5                  | 0.03%          |
|                                     |           | B | \$ 2,642,500          | \$ 1,715,000          | 8            | 5          | 0.08%        | 0.05%        | \$ 4,357,500          | 13                 | 0.13%          |
|                                     |           | C | \$ 2,394,900          | \$ 1,969,900          | 4            | 3          | 0.07%        | 0.06%        | \$ 4,364,800          | 7                  | 0.13%          |
|                                     |           | E |                       | \$ 1,200,000          |              | 1          | 0.00%        | 0.04%        | \$ 1,200,000          | 1                  | 0.04%          |
|                                     |           | G |                       | \$ 13,000,000         |              | 2          | 0.00%        | 0.39%        | \$ 13,000,000         | 2                  | 0.39%          |
|                                     | <b>ES</b> | A | \$ 1,001,500          | \$ 629,000            | 5            | 3          | 0.03%        | 0.02%        | \$ 1,630,500          | 8                  | 0.05%          |
|                                     |           | B | \$ 1,078,500          | \$ 558,500            | 4            | 2          | 0.03%        | 0.02%        | \$ 1,637,000          | 6                  | 0.05%          |
|                                     |           | D | \$ 825,000            | \$ 900,000            | 1            | 1          | 0.02%        | 0.03%        | \$ 1,725,000          | 2                  | 0.05%          |
|                                     |           | E | \$ 2,650,000          | \$ 1,415,000          | 2            | 1          | 0.08%        | 0.04%        | \$ 4,065,000          | 3                  | 0.12%          |
|                                     | <b>NA</b> | A | \$ 3,978,000          | \$ 2,757,900          | 20           | 15         | 0.12%        | 0.08%        | \$ 6,735,900          | 35                 | 0.20%          |
|                                     |           | B | \$ 22,957,000         | \$ 17,800,430         | 64           | 48         | 0.68%        | 0.53%        | \$ 40,757,430         | 112                | 1.21%          |
|                                     |           | C | \$ 15,433,135         | \$ 10,339,795         | 26           | 17         | 0.46%        | 0.31%        | \$ 25,772,930         | 43                 | 0.77%          |
|                                     |           | D | \$ 16,290,990         | \$ 12,816,500         | 19           | 15         | 0.48%        | 0.38%        | \$ 29,107,490         | 34                 | 0.87%          |
|                                     |           | E | \$ 51,952,738         | \$ 33,031,238         | 37           | 23         | 1.55%        | 0.98%        | \$ 84,983,976         | 60                 | 2.53%          |
|                                     |           | F | \$ 56,495,000         | \$ 86,999,000         | 20           | 29         | 1.68%        | 2.59%        | \$ 143,494,000        | 49                 | 4.27%          |
|                                     |           | G | \$ 14,260,000         | \$ 38,422,500         | 2            | 5          | 0.42%        | 1.14%        | \$ 52,682,500         | 7                  | 1.57%          |
| <b>PREMIER SOTHEBYS Total</b>       |           |   | <b>\$ 192,654,263</b> | <b>\$ 223,977,763</b> | <b>215</b>   | <b>172</b> | <b>5.73%</b> | <b>6.66%</b> | <b>\$ 416,632,026</b> | <b>387</b>         | <b>12.39%</b>  |
| <b>PREMIERE PLUS REALTY COMPANY</b> | <b>BN</b> | A | \$ 2,800,000          | \$ 2,544,900          | 14           | 12         | 0.08%        | 0.08%        | \$ 5,344,900          | 26                 | 0.16%          |
|                                     |           | B | \$ 3,698,400          | \$ 7,640,330          | 11           | 23         | 0.11%        | 0.23%        | \$ 11,338,730         | 34                 | 0.34%          |
|                                     |           | C | \$ 3,556,050          | \$ 1,904,900          | 6            | 3          | 0.11%        | 0.06%        | \$ 5,460,950          | 9                  | 0.16%          |
|                                     | <b>ES</b> | A | \$ 1,050,500          | \$ 1,078,500          | 5            | 5          | 0.03%        | 0.03%        | \$ 2,129,000          | 10                 | 0.06%          |
|                                     |           | B | \$ 2,032,600          | \$ 1,745,900          | 6            | 5          | 0.06%        | 0.05%        | \$ 3,778,500          | 11                 | 0.11%          |
|                                     |           | C | \$ 500,000            |                       | 1            |            | 0.01%        | 0.00%        | \$ 500,000            | 1                  | 0.01%          |
|                                     | <b>NA</b> | A | \$ 14,356,577         | \$ 13,363,888         | 78           | 73         | 0.43%        | 0.40%        | \$ 27,720,465         | 151                | 0.82%          |
|                                     |           | B | \$ 39,273,319         | \$ 46,498,751         | 118          | 136        | 1.17%        | 1.38%        | \$ 85,772,070         | 254                | 2.55%          |
|                                     |           | C | \$ 20,482,450         | \$ 19,153,785         | 34           | 33         | 0.61%        | 0.57%        | \$ 39,636,235         | 67                 | 1.18%          |

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

|   |           | Closed Volume |                       | Closed Units          |            | % Volume   |              | Total Closed Volume | Total Closed Units    | Total % Volume |              |
|---|-----------|---------------|-----------------------|-----------------------|------------|------------|--------------|---------------------|-----------------------|----------------|--------------|
| <b>PREMIERE PLUS REALTY COMPANY</b>       | <b>NA</b> | D             | \$ 6,035,000          | \$ 11,600,000         | 7          | 13         | 0.18%        | 0.35%               | \$ 17,635,000         | 20             | 0.52%        |
|   |           | E             | \$ 6,292,500          | \$ 10,205,000         | 4          | 8          | 0.19%        | 0.30%               | \$ 16,497,500         | 12             | 0.49%        |
|   |           | F             | \$ 11,750,000         | \$ 2,900,000          | 4          | 1          | 0.35%        | 0.09%               | \$ 14,650,000         | 5              | 0.44%        |
|   |           | G             |                       | \$ 5,709,785          |            | 1          | 0.00%        | 0.17%               | \$ 5,709,785          | 1              | 0.17%        |
| <b>PREMIERE PLUS REALTY COMPANY Total</b> |           |               | <b>\$ 111,827,396</b> | <b>\$ 124,345,739</b> | <b>288</b> | <b>313</b> | <b>3.33%</b> | <b>3.70%</b>        | <b>\$ 236,173,135</b> | <b>601</b>     | <b>7.03%</b> |
| <b>ROYAL SHELL REAL ESTATE</b>            | <b>BN</b> | A             | \$ 1,421,750          | \$ 1,008,000          | 7          | 5          | 0.04%        | 0.03%               | \$ 2,429,750          | 12             | 0.07%        |
|   |           | B             | \$ 2,682,400          | \$ 3,184,000          | 8          | 10         | 0.08%        | 0.09%               | \$ 5,866,400          | 18             | 0.17%        |
|   |           | C             | \$ 5,410,000          | \$ 4,141,249          | 9          | 7          | 0.16%        | 0.12%               | \$ 9,551,249          | 16             | 0.28%        |
|   |           | D             | \$ 3,530,000          | \$ 1,690,000          | 4          | 2          | 0.11%        | 0.05%               | \$ 5,220,000          | 6              | 0.16%        |
|   |           | E             | \$ 8,297,250          | \$ 5,460,000          | 6          | 4          | 0.25%        | 0.16%               | \$ 13,757,250         | 10             | 0.41%        |
|   |           | F             | \$ 2,600,000          |                       | 1          |            | 0.08%        | 0.00%               | \$ 2,600,000          | 1              | 0.08%        |
|   | <b>ES</b> | A             | \$ 637,500            |                       | 3          |            | 0.02%        | 0.00%               | \$ 637,500            | 3              | 0.02%        |
|   |           | B             | \$ 2,224,500          | \$ 3,502,500          | 6          | 10         | 0.07%        | 0.10%               | \$ 5,727,000          | 16             | 0.17%        |
|   |           | C             | \$ 745,000            | \$ 1,245,000          | 1          | 2          | 0.02%        | 0.04%               | \$ 1,990,000          | 3              | 0.06%        |
|   |           | D             | \$ 820,000            | \$ 820,000            | 1          | 1          | 0.02%        | 0.02%               | \$ 1,640,000          | 2              | 0.05%        |
|   | <b>NA</b> | A             | \$ 705,100            | \$ 580,000            | 4          | 3          | 0.02%        | 0.02%               | \$ 1,285,100          | 7              | 0.04%        |
|   |           | B             | \$ 2,169,000          | \$ 579,935            | 6          | 2          | 0.06%        | 0.02%               | \$ 2,748,935          | 8              | 0.08%        |
|   |           | C             |                       | \$ 1,621,500          |            | 3          | 0.00%        | 0.05%               | \$ 1,621,500          | 3              | 0.05%        |
|   |           | D             |                       | \$ 1,610,000          |            | 2          | 0.00%        | 0.05%               | \$ 1,610,000          | 2              | 0.05%        |
|   | E         | \$ 1,160,000  | \$ 2,702,875          | 1                     | 2          | 0.03%      | 0.08%        | \$ 3,862,875        | 3                     | 0.11%          |              |
|   | F         |               | \$ 2,675,000          |                       | 1          | 0.00%      | 0.08%        | \$ 2,675,000        | 1                     | 0.08%          |              |
| <b>ROYAL SHELL REAL ESTATE Total</b>      |           |               | <b>\$ 32,402,500</b>  | <b>\$ 30,820,059</b>  | <b>57</b>  | <b>54</b>  | <b>0.96%</b> | <b>0.92%</b>        | <b>\$ 63,222,559</b>  | <b>111</b>     | <b>1.88%</b> |
| <b>WILLIAM RAVEIS</b>                     | <b>BN</b> | A             | \$ 185,000            |                       | 1          |            | 0.01%        | 0.00%               | \$ 185,000            | 1              | 0.01%        |
|   |           | B             | \$ 450,000            |                       | 1          |            | 0.01%        | 0.00%               | \$ 450,000            | 1              | 0.01%        |
|   |           | C             |                       | \$ 624,900            |            | 1          | 0.00%        | 0.02%               | \$ 624,900            | 1              | 0.02%        |
|   |           | D             | \$ 870,000            | \$ 870,000            | 1          | 1          | 0.03%        | 0.03%               | \$ 1,740,000          | 2              | 0.05%        |
|   |           | E             | \$ 1,200,000          |                       | 1          |            | 0.04%        | 0.00%               | \$ 1,200,000          | 1              | 0.04%        |
|   | <b>NA</b> | A             | \$ 1,908,000          | \$ 968,750            | 11         | 6          | 0.06%        | 0.03%               | \$ 2,876,750          | 17             | 0.09%        |
|   |           | B             | \$ 3,940,000          | \$ 7,482,500          | 11         | 20         | 0.12%        | 0.22%               | \$ 11,422,500         | 31             | 0.34%        |
|   |           | C             | \$ 4,071,000          | \$ 6,229,000          | 7          | 10         | 0.12%        | 0.19%               | \$ 10,300,000         | 17             | 0.31%        |
|   |           | D             | \$ 1,827,500          | \$ 2,748,500          | 2          | 3          | 0.05%        | 0.08%               | \$ 4,576,000          | 5              | 0.14%        |
|   |           | E             | \$ 23,305,000         | \$ 9,400,000          | 16         | 6          | 0.69%        | 0.28%               | \$ 32,705,000         | 22             | 0.97%        |
|   | F         | \$ 14,070,000 | \$ 23,005,000         | 5                     | 7          | 0.42%      | 0.68%        | \$ 37,075,000       | 12                    | 1.10%          |              |
|   | G         | \$ 25,037,500 | \$ 35,925,000         | 3                     | 3          | 0.74%      | 1.07%        | \$ 60,962,500       | 6                     | 1.81%          |              |
| <b>WILLIAM RAVEIS Total</b>               |           |               | <b>\$ 76,864,000</b>  | <b>\$ 87,253,650</b>  | <b>59</b>  | <b>57</b>  | <b>2.29%</b> | <b>2.60%</b>        | <b>\$ 164,117,650</b> | <b>116</b>     | <b>4.88%</b> |
| <b>X-other</b>                            | <b>BN</b> | A             | \$ 12,197,273         | \$ 11,538,623         | 64         | 62         | 0.36%        | 0.34%               | \$ 23,735,896         | 126            | 0.71%        |
|   |           | B             | \$ 30,910,785         | \$ 29,283,360         | 92         | 86         | 0.92%        | 0.87%               | \$ 60,194,145         | 178            | 1.79%        |
|   |           | C             | \$ 9,350,000          | \$ 12,710,000         | 16         | 22         | 0.28%        | 0.38%               | \$ 22,060,000         | 38             | 0.66%        |
|   |           | D             | \$ 5,185,000          | \$ 4,470,000          | 6          | 5          | 0.15%        | 0.13%               | \$ 9,655,000          | 11             | 0.29%        |
|   |           | E             | \$ 6,390,000          | \$ 10,530,000         | 4          | 7          | 0.19%        | 0.31%               | \$ 16,920,000         | 11             | 0.50%        |
|   |           | F             | \$ 2,900,000          | \$ 5,500,000          | 1          | 2          | 0.09%        | 0.16%               | \$ 8,400,000          | 3              | 0.25%        |
|   |           | G             | \$ 6,750,000          | \$ 6,750,000          | 1          | 1          | 0.20%        | 0.20%               | \$ 13,500,000         | 2              | 0.40%        |
|   | <b>ES</b> | A             | \$ 7,636,828          | \$ 11,012,800         | 39         | 56         | 0.23%        | 0.33%               | \$ 18,649,628         | 95             | 0.55%        |
| B   |           | \$ 28,981,245 | \$ 28,488,045         | 82                    | 82         | 0.86%      | 0.85%        | \$ 57,469,290       | 164                   | 1.71%          |              |
|   | C         | \$ 6,088,000  | \$ 9,319,000          | 10                    | 15         | 0.18%      | 0.28%        | \$ 15,407,000       | 25                    | 0.46%          |              |

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

|                      |           |   | Closed Volume           |                         | Closed Units |             | % Volume      |               | Total Closed Volume     | Total Closed Units | Total % Volume |
|----------------------|-----------|---|-------------------------|-------------------------|--------------|-------------|---------------|---------------|-------------------------|--------------------|----------------|
| <b>X-other</b>       | <b>ES</b> | D | \$ 2,404,000            | \$ 2,404,000            | 3            | 3           | 0.07%         | 0.07%         | \$ 4,808,000            | 6                  | 0.14%          |
|                      |           | E | \$ 5,064,000            | \$ 7,424,000            | 3            | 5           | 0.15%         | 0.22%         | \$ 12,488,000           | 8                  | 0.37%          |
|                      | <b>NA</b> | A | \$ 49,594,774           | \$ 60,004,708           | 269          | 324         | 1.48%         | 1.79%         | \$ 109,599,482          | 593                | 3.26%          |
|                      |           | B | \$ 147,584,022          | \$ 159,811,810          | 434          | 476         | 4.39%         | 4.75%         | \$ 307,395,832          | 910                | 9.14%          |
|                      |           | C | \$ 58,150,871           | \$ 60,483,808           | 98           | 101         | 1.73%         | 1.80%         | \$ 118,634,679          | 199                | 3.53%          |
|                      |           | D | \$ 30,902,479           | \$ 34,233,359           | 36           | 40          | 0.92%         | 1.02%         | \$ 65,135,838           | 76                 | 1.94%          |
|                      |           | E | \$ 53,947,851           | \$ 69,530,071           | 39           | 51          | 1.60%         | 2.07%         | \$ 123,477,922          | 90                 | 3.67%          |
|                      |           | F | \$ 89,991,500           | \$ 73,632,500           | 29           | 22          | 2.68%         | 2.19%         | \$ 163,624,000          | 51                 | 4.87%          |
|                      |           | G | \$ 39,075,000           | \$ 27,750,000           | 4            | 3           | 1.16%         | 0.83%         | \$ 66,825,000           | 7                  | 1.99%          |
| <b>X-other Total</b> |           |   | <b>\$ 593,103,628</b>   | <b>\$ 624,876,084</b>   | <b>1230</b>  | <b>1363</b> | <b>17.64%</b> | <b>18.59%</b> | <b>\$ 1,217,979,712</b> | <b>2593</b>        | <b>36.23%</b>  |
| <b>Grand Total</b>   |           |   | <b>\$ 1,680,731,319</b> | <b>\$ 1,680,731,319</b> | <b>2832</b>  | <b>2832</b> | <b>50.00%</b> | <b>50.00%</b> | <b>\$ 3,361,462,638</b> | <b>5664</b>        | <b>100.00%</b> |