

John R. Wood Properties  
1st Quarter 2019 Listings Taken  
(A) Summary By Price Code

Row Labels	List Volume	% List Volume	Unit Count	% Unit Count
<b>A</b>				
AMERIVEST	\$ 7,660,888	0.17%	38	0.60%
BERKSHIRE HATHAWAY FLORIDA	\$ 12,514,470	0.27%	65	1.02%
COLDWELL BANKER	\$ 12,315,925	0.27%	63	0.99%
DOWNING FRYE	\$ 18,740,798	0.41%	101	1.58%
GULF COAST INTERNATIONAL PROP	\$ 220,000	0.00%	1	0.02%
JOHN R WOOD	\$ 20,395,485	0.44%	105	1.65%
KELLER WILLIAMS ELITE	\$ 7,381,449	0.16%	36	0.56%
PREMIER SOTHEBYS	\$ 10,668,800	0.23%	53	0.83%
PREMIERE PLUS REALTY COMPANY	\$ 35,822,877	0.78%	182	2.85%
ROYAL SHELL REAL ESTATE	\$ 2,621,500	0.06%	13	0.20%
WILLIAM RAVEIS	\$ 2,668,599	0.06%	13	0.20%
X-Other	\$ 139,347,298	3.03%	736	11.54%
#N/A	\$ 185,000	0.00%	1	0.02%
<b>A Total</b>	<b>\$ 270,543,089</b>	<b>5.88%</b>	<b>1407</b>	<b>22.06%</b>
<b>B</b>				
AMERIVEST	\$ 17,895,231	0.39%	49	0.77%
BERKSHIRE HATHAWAY FLORIDA	\$ 26,762,700	0.58%	76	1.19%
COLDWELL BANKER	\$ 35,418,340	0.77%	95	1.49%
DOWNING FRYE	\$ 85,695,247	1.86%	236	3.70%
GULF COAST INTERNATIONAL PROP	\$ 395,000	0.01%	1	0.02%
JOHN R WOOD	\$ 91,867,268	2.00%	253	3.97%
KELLER WILLIAMS ELITE	\$ 21,130,299	0.46%	59	0.92%
PREMIER SOTHEBYS	\$ 55,496,984	1.21%	150	2.35%
PREMIERE PLUS REALTY COMPANY	\$ 117,999,303	2.56%	339	5.31%
ROYAL SHELL REAL ESTATE	\$ 15,963,694	0.35%	45	0.71%
WILLIAM RAVEIS	\$ 14,751,300	0.32%	37	0.58%
X-Other	\$ 505,883,762	10.99%	1414	22.17%
#N/A	\$ 554,995	0.01%	2	0.03%
<b>B Total</b>	<b>\$ 989,814,123</b>	<b>21.51%</b>	<b>2756</b>	<b>43.20%</b>
<b>C</b>				
AMERIVEST	\$ 9,643,300	0.21%	16	0.25%
BERKSHIRE HATHAWAY FLORIDA	\$ 21,992,600	0.48%	35	0.55%
COLDWELL BANKER	\$ 16,726,199	0.36%	28	0.44%
DOWNING FRYE	\$ 60,064,892	1.31%	97	1.52%
GULF COAST INTERNATIONAL PROP	\$ 3,947,900	0.09%	6	0.09%
JOHN R WOOD	\$ 68,703,490	1.49%	114	1.79%
KELLER WILLIAMS ELITE	\$ 6,326,500	0.14%	11	0.17%
PREMIER SOTHEBYS	\$ 44,646,364	0.97%	73	1.14%
PREMIERE PLUS REALTY COMPANY	\$ 55,673,614	1.21%	92	1.44%
ROYAL SHELL REAL ESTATE	\$ 10,623,700	0.23%	18	0.28%

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WILLIAM RAVEIS	\$ 13,259,700	0.29%	21	0.33%
X-Other	\$ 227,176,206	4.94%	372	5.83%
<b>C Total</b>	<b>\$ 538,784,465</b>	<b>11.71%</b>	<b>883</b>	<b>13.84%</b>
<b>D</b>				
AMERIVEST	\$ 1,618,000	0.04%	2	0.03%
BERKSHIRE HATHAWAY FLORIDA	\$ 14,680,800	0.32%	17	0.27%
COLDWELL BANKER	\$ 14,862,899	0.32%	17	0.27%
DOWNING FRYE	\$ 41,115,000	0.89%	47	0.74%
GULF COAST INTERNATIONAL PROP	\$ 879,000	0.02%	1	0.02%
JOHN R WOOD	\$ 57,203,144	1.24%	66	1.03%
KELLER WILLIAMS ELITE	\$ 7,942,900	0.17%	9	0.14%
PREMIER SOTHEBYS	\$ 44,875,788	0.98%	51	0.80%
PREMIERE PLUS REALTY COMPANY	\$ 26,822,500	0.58%	31	0.49%
ROYAL SHELL REAL ESTATE	\$ 6,034,000	0.13%	7	0.11%
WILLIAM RAVEIS	\$ 15,165,100	0.33%	17	0.27%
X-Other	\$ 112,076,921	2.44%	130	2.04%
<b>D Total</b>	<b>\$ 343,276,052</b>	<b>7.46%</b>	<b>395</b>	<b>6.19%</b>
<b>E</b>				
AMERIVEST	\$ 12,974,000	0.28%	9	0.14%
BERKSHIRE HATHAWAY FLORIDA	\$ 11,989,000	0.26%	9	0.14%
COLDWELL BANKER	\$ 40,954,500	0.89%	29	0.45%
DOWNING FRYE	\$ 75,438,177	1.64%	53	0.83%
GULF COAST INTERNATIONAL PROP	\$ 11,349,000	0.25%	9	0.14%
JOHN R WOOD	\$ 148,927,698	3.24%	101	1.58%
KELLER WILLIAMS ELITE	\$ 12,288,000	0.27%	9	0.14%
PREMIER SOTHEBYS	\$ 118,890,800	2.58%	84	1.32%
PREMIERE PLUS REALTY COMPANY	\$ 41,700,900	0.91%	30	0.47%
ROYAL SHELL REAL ESTATE	\$ 16,561,000	0.36%	11	0.17%
WILLIAM RAVEIS	\$ 67,721,950	1.47%	45	0.71%
X-Other	\$ 211,141,124	4.59%	151	2.37%
<b>E Total</b>	<b>\$ 769,936,149</b>	<b>16.73%</b>	<b>540</b>	<b>8.47%</b>
<b>F</b>				
AMERIVEST	\$ 7,944,000	0.17%	2	0.03%
BERKSHIRE HATHAWAY FLORIDA	\$ 11,775,000	0.26%	4	0.06%
COLDWELL BANKER	\$ 40,673,500	0.88%	14	0.22%
DOWNING FRYE	\$ 88,867,475	1.93%	30	0.47%
FORREST	\$ 2,995,000	0.07%	1	0.02%
GULF COAST INTERNATIONAL PROP	\$ 46,494,999	1.01%	12	0.19%
JOHN R WOOD	\$ 175,512,537	3.81%	57	0.89%
KELLER WILLIAMS ELITE	\$ 6,670,995	0.14%	2	0.03%
PREMIER SOTHEBYS	\$ 230,094,999	5.00%	68	1.07%
PREMIERE PLUS REALTY COMPANY	\$ 29,744,950	0.65%	10	0.16%
ROYAL SHELL REAL ESTATE	\$ 16,444,000	0.36%	5	0.08%
WILLIAM RAVEIS	\$ 56,025,000	1.22%	17	0.27%

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X-Other	\$ 303,015,900	6.58%	96	1.50%
<b>F Total</b>	<b>\$ 1,016,258,355</b>	<b>22.08%</b>	<b>318</b>	<b>4.99%</b>
<b>G</b>				
BERKSHIRE HATHAWAY FLORIDA	\$ 5,295,000	0.12%	1	0.02%
COLDWELL BANKER	\$ 41,055,000	0.89%	6	0.09%
DOWNING FRYE	\$ 19,789,000	0.43%	3	0.05%
GULF COAST INTERNATIONAL PROP	\$ 57,185,000	1.24%	8	0.13%
JOHN R WOOD	\$ 52,450,000	1.14%	4	0.06%
PREMIER SOTHEBYS	\$ 130,750,000	2.84%	16	0.25%
ROYAL SHELL REAL ESTATE	\$ 5,750,000	0.12%	1	0.02%
WILLIAM RAVEIS	\$ 221,741,000	4.82%	22	0.34%
X-Other	\$ 139,834,900	3.04%	19	0.30%
<b>G Total</b>	<b>\$ 673,849,900</b>	<b>14.64%</b>	<b>80</b>	<b>1.25%</b>
<b>Grand Total</b>	<b>\$ 4,602,462,133</b>	<b>100.00%</b>	<b>6379</b>	<b>100.00%</b>