

**John R. Wood Properties. Inc.**  
**Select Broker Quarterly Detail by Price**  
**Select Broker 1 Q 2016 Quarterly Detail.xlsx**

			Data									Total Volume	Total Units	Total % of Volume
Year Qtr	Select Broker Company Name	Code	L			S								
			Volume	Units	% of Volume	Volume	Units	% of Volume						
2016-1	AMERIVEST	A	\$ 5,106,900	29	0.17%	\$ 2,916,309	17	0.10%	\$	8,023,209	46	0.27%		
		B	\$ 5,003,500	15	0.17%	\$ 6,105,324	18	0.21%	\$	11,108,824	33	0.38%		
		C	\$ 3,068,000	5	0.10%	\$ 3,797,000	7	0.13%	\$	6,865,000	12	0.23%		
		D	\$ 875,897	1	0.03%	\$ 3,424,131	4	0.12%	\$	4,300,028	5	0.15%		
		E	\$ 5,063,750	4	0.17%	\$ 2,950,000	2	0.10%	\$	8,013,750	6	0.27%		
		F	\$ 3,650,000	1	0.12%	\$ 9,775,000	4	0.33%	\$	13,425,000	5	0.46%		
		G			0.00%	\$ 5,250,000	1	0.18%	\$	5,250,000	1	0.18%		
	BERKSHIRE HATHAWAY FLORIDA	A	\$ 5,331,500	30	0.18%	\$ 4,797,345	25	0.16%	\$	10,128,845	55	0.35%		
		B	\$ 14,112,950	39	0.48%	\$ 17,958,942	51	0.61%	\$	32,071,892	90	1.09%		
		C	\$ 8,941,000	15	0.30%	\$ 4,935,000	8	0.17%	\$	13,876,000	23	0.47%		
		D	\$ 6,095,000	7	0.21%	\$ 8,453,331	10	0.29%	\$	14,548,331	17	0.50%		
		E	\$ 4,325,000	3	0.15%	\$ 12,219,998	8	0.42%	\$	16,544,998	11	0.56%		
		F	\$ 10,700,000	3	0.36%	\$ 3,050,000	1	0.10%	\$	13,750,000	4	0.47%		
	COLDWELL BANKER	A	\$ 7,707,600	42	0.26%	\$ 8,514,402	46	0.29%	\$	16,222,002	88	0.55%		
		B	\$ 15,006,300	45	0.51%	\$ 12,712,406	39	0.43%	\$	27,718,706	84	0.94%		
		C	\$ 4,121,500	7	0.14%	\$ 4,365,000	7	0.15%	\$	8,486,500	14	0.29%		
		D	\$ 6,110,000	7	0.21%	\$ 3,415,000	4	0.12%	\$	9,525,000	11	0.32%		
		E	\$ 10,050,000	7	0.34%	\$ 10,617,918	8	0.36%	\$	20,667,918	15	0.70%		
		F	\$ 4,450,000	2	0.15%	\$ 4,910,000	2	0.17%	\$	9,360,000	4	0.32%		
		G			0.00%	\$ 12,800,000	2	0.44%	\$	12,800,000	2	0.44%		
	DOWNING FRYE	A	\$ 14,935,051	82	0.51%	\$ 17,230,861	92	0.59%	\$	32,165,912	174	1.10%		
		B	\$ 43,468,846	123	1.48%	\$ 39,218,917	111	1.34%	\$	82,687,763	234	2.82%		
		C	\$ 22,182,900	36	0.76%	\$ 14,007,830	23	0.48%	\$	36,190,730	59	1.23%		
		D	\$ 11,030,100	13	0.38%	\$ 13,434,100	16	0.46%	\$	24,464,200	29	0.83%		
		E	\$ 25,231,500	19	0.86%	\$ 37,158,500	28	1.27%	\$	62,390,000	47	2.13%		
		F	\$ 33,674,000	10	1.15%	\$ 35,580,000	11	1.21%	\$	69,254,000	21	2.36%		
		G	\$ 13,184,000	2	0.45%	\$ 11,750,000	2	0.40%	\$	24,934,000	4	0.85%		
	GULF COAST INTERNATIONAL PROP	A			0.00%	\$ 381,000	2	0.01%	\$	381,000	2	0.01%		
		B	\$ 380,000	1	0.01%			0.00%	\$	380,000	1	0.01%		
		C	\$ 1,980,000	3	0.07%	\$ 1,285,000	2	0.04%	\$	3,265,000	5	0.11%		
		D	\$ 1,804,200	2	0.06%			0.00%	\$	1,804,200	2	0.06%		
		E	\$ 3,265,000	2	0.11%	\$ 3,030,000	2	0.10%	\$	6,295,000	4	0.21%		
		F	\$ 7,000,000	2	0.24%	\$ 7,100,000	2	0.24%	\$	14,100,000	4	0.48%		
		G	\$ 13,000,000	1	0.44%			0.00%	\$	13,000,000	1	0.44%		
	JOHN R WOOD	A	\$ 12,705,750	69	0.43%	\$ 12,934,729	68	0.44%	\$	25,640,479	137	0.87%		
		B	\$ 40,155,804	113	1.37%	\$ 40,098,153	114	1.37%	\$	80,253,957	227	2.73%		
		C	\$ 28,977,450	48	0.99%	\$ 22,558,064	38	0.77%	\$	51,535,514	86	1.76%		
		D	\$ 29,106,500	34	0.99%	\$ 21,306,897	25	0.73%	\$	50,413,397	59	1.72%		
		E	\$ 50,197,500	35	1.71%	\$ 37,430,229	26	1.28%	\$	87,627,729	61	2.99%		
		F	\$ 46,615,000	16	1.59%	\$ 58,180,000	20	1.98%	\$	104,795,000	36	3.57%		
		G	\$ 30,325,000	4	1.03%	\$ 27,159,000	3	0.93%	\$	57,484,000	7	1.96%		
	KELLER WILLIAMS ELITE	A	\$ 4,758,400	24	0.16%	\$ 2,541,500	14	0.09%	\$	7,299,900	38	0.25%		
		B	\$ 12,419,900	38	0.42%	\$ 11,264,606	32	0.38%	\$	23,684,506	70	0.81%		
		C	\$ 4,189,000	7	0.14%	\$ 4,167,995	7	0.14%	\$	8,356,995	14	0.28%		
		D	\$ 1,540,000	2	0.05%	\$ 862,000	1	0.03%	\$	2,402,000	3	0.08%		
		E	\$ 10,745,000	8	0.37%	\$ 5,625,000	4	0.19%	\$	16,370,000	12	0.56%		
		F	\$ 2,850,000	1	0.10%	\$ 2,850,000	1	0.10%	\$	5,700,000	2	0.19%		
	NAPLES REALTY SERVICES	A	\$ 1,407,000	8	0.05%	\$ 765,478	5	0.03%	\$	2,172,478	13	0.07%		
		B	\$ 2,425,750	7	0.08%	\$ 1,714,324	5	0.06%	\$	4,140,074	12	0.14%		

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		Side	Data						Total Volume	Total Units	Total % of Volume
		L				S					
2016-1	NAPLES REALTY SERVICES	C	\$ 749,000	1	0.03%	\$ 1,884,000	3	0.06%	\$ 2,633,000	4	0.09%
		D	\$ 990,000	1	0.03%	\$ 820,000	1	0.03%	\$ 1,810,000	2	0.06%
	PREMIER SOTHEBYS	A	\$ 4,456,400	23	0.15%	\$ 4,034,200	21	0.14%	\$ 8,490,600	44	0.29%
		B	\$ 23,489,800	65	0.80%	\$ 13,249,956	37	0.45%	\$ 36,739,756	102	1.25%
		C	\$ 17,978,741	30	0.61%	\$ 24,433,165	39	0.83%	\$ 42,411,906	69	1.45%
		D	\$ 12,051,000	14	0.41%	\$ 14,316,500	16	0.49%	\$ 26,367,500	30	0.90%
		E	\$ 49,714,500	36	1.69%	\$ 52,926,590	38	1.80%	\$ 102,641,090	74	3.50%
		F	\$ 54,015,000	20	1.84%	\$ 40,389,000	13	1.38%	\$ 94,404,000	33	3.22%
		G	\$ 46,665,000	5	1.59%	\$ 55,377,000	6	1.89%	\$ 102,042,000	11	3.48%
	PREMIERE PLUS REALTY COMPANY	A	\$ 12,980,283	72	0.44%	\$ 14,571,550	80	0.50%	\$ 27,551,833	152	0.94%
		B	\$ 28,032,399	81	0.96%	\$ 35,620,377	103	1.21%	\$ 63,652,776	184	2.17%
		C	\$ 12,897,900	22	0.44%	\$ 14,978,650	25	0.51%	\$ 27,876,550	47	0.95%
		D	\$ 5,040,000	6	0.17%	\$ 5,009,000	6	0.17%	\$ 10,049,000	12	0.34%
		E	\$ 9,396,500	8	0.32%	\$ 8,745,000	6	0.30%	\$ 18,141,500	14	0.62%
		F	\$ 13,165,000	5	0.45%	\$ 12,795,000	5	0.44%	\$ 25,960,000	10	0.88%
		G			0.00%	\$ 7,500,000	1	0.26%	\$ 7,500,000	1	0.26%
	ROYAL SHELL REAL ESTATE	A	\$ 2,685,500	14	0.09%	\$ 3,420,079	17	0.12%	\$ 6,105,579	31	0.21%
		B	\$ 9,089,929	26	0.31%	\$ 12,011,031	33	0.41%	\$ 21,100,960	59	0.72%
		C	\$ 6,089,500	10	0.21%	\$ 5,290,100	9	0.18%	\$ 11,379,600	19	0.39%
		D	\$ 2,392,500	3	0.08%	\$ 7,059,000	8	0.24%	\$ 9,451,500	11	0.32%
		E	\$ 5,020,001	4	0.17%	\$ 8,250,000	7	0.28%	\$ 13,270,001	11	0.45%
		F	\$ 5,050,000	2	0.17%	\$ 5,120,000	2	0.17%	\$ 10,170,000	4	0.35%
		G			0.00%	\$ 9,400,000	1	0.32%	\$ 9,400,000	1	0.32%
	WILLIAM RAVEIS	A			0.00%	\$ 440,000	2	0.01%	\$ 440,000	2	0.01%
		B			0.00%	\$ 846,400	2	0.03%	\$ 846,400	2	0.03%
		D			0.00%	\$ 855,000	1	0.03%	\$ 855,000	1	0.03%
		E	\$ 1,595,000	1	0.05%	\$ 1,550,000	1	0.05%	\$ 3,145,000	2	0.11%
		F	\$ 12,745,000	4	0.43%			0.00%	\$ 12,745,000	4	0.43%
		G	\$ 21,087,000	3	0.72%	\$ 6,550,000	1	0.22%	\$ 27,637,000	4	0.94%
		X-Other	A	\$ 87,237,093	480	2.97%	\$ 86,517,024	482	2.95%	\$ 173,754,117	962
	B		\$ 178,509,195	511	6.08%	\$ 178,500,309	511	6.08%	\$ 357,009,504	1,022	12.16%
	C		\$ 72,968,685	122	2.49%	\$ 81,754,731	137	2.79%	\$ 154,723,416	259	5.27%
	D		\$ 37,607,952	44	1.28%	\$ 35,688,190	42	1.22%	\$ 73,296,142	86	2.50%
	E		\$ 71,038,996	51	2.42%	\$ 65,139,512	48	2.22%	\$ 136,178,508	99	4.64%
	F		\$ 61,807,496	21	2.11%	\$ 75,972,496	26	2.59%	\$ 137,779,992	47	4.69%
	G		\$ 11,525,000	2	0.39%			0.00%	\$ 11,525,000	2	0.39%
#N/A	A		\$ 190,000	1	0.01%	\$ 437,000	3	0.01%	\$ 627,000	4	0.02%
	B			0.00%	\$ 2,793,628	8	0.10%	\$ 2,793,628	8	0.10%	
	C			0.00%	\$ 687,141	1	0.02%	\$ 687,141	1	0.02%	
2016-1 Total			\$ 1,467,532,918	2,660	50.00%	\$ 1,467,532,918	2,660	50.00%	\$ 2,935,065,836	5,320	100.00%
Grand Total			\$ 1,467,532,918	2,660	50.00%	\$ 1,467,532,918	2,660	50.00%	\$ 2,935,065,836	5,320	100.00%