

**John R. Wood Properties. Inc.**  
**Company Ranking Reports**  
2015 4th Quarter Sales Data.xlsx

SELECT COMPANY NAME	Code	Side Data						Total Volume	Total Closed Units	Total % of Volume
		L			S					
		Volume	Closed Units	% of Volume	Volume	Closed Units	% of Volume			
	A	\$94,996,751	537	3.50%	\$93,927,012	524	3.46%	\$188,923,763	1,061	6.96%
	B	\$183,842,936	535	6.77%	\$185,801,620	542	6.84%	\$369,644,556	1,077	13.62%
	C	\$66,846,254	112	2.46%	\$73,054,344	122	2.69%	\$139,900,598	234	5.15%
	D	\$39,753,322	47	1.46%	\$46,151,722	54	1.70%	\$85,905,044	101	3.16%
	E	\$59,231,081	43	2.18%	\$68,306,413	49	2.52%	\$127,537,494	92	4.70%
	F	\$45,020,168	14	1.66%	\$61,552,878	22	2.27%	\$106,573,046	36	3.93%
	G	\$24,800,000	4	0.91%	\$18,550,000	3	0.68%	\$43,350,000	7	1.60%
Total		\$514,490,512	1,292	18.95%	\$547,343,989	1,316	20.16%	\$1,061,834,501	2,608	39.11%
AMERIVEST	A	\$5,358,500	29	0.20%	\$4,388,995	23	0.16%	\$9,747,495	52	0.36%
	B	\$9,073,000	26	0.33%	\$4,977,998	14	0.18%	\$14,050,998	40	0.52%
	C	\$6,748,977	11	0.25%	\$2,495,000	4	0.09%	\$9,243,977	15	0.34%
	E	\$1,635,000	1	0.06%	\$6,435,000	5	0.24%	\$8,070,000	6	0.30%
	F	\$2,075,000	1	0.08%			0.00%	\$2,075,000	1	0.08%
	G	\$5,475,000	1	0.20%	\$5,475,000	1	0.20%	\$10,950,000	2	0.40%
AMERIVEST Total		\$30,365,477	69	1.12%	\$23,771,993	47	0.88%	\$54,137,470	116	1.99%
BERKSHIRE HATHAWAY FLORIDA	A	\$8,003,177	42	0.29%	\$6,513,190	36	0.24%	\$14,516,367	78	0.53%
	B	\$13,711,800	39	0.51%	\$17,509,876	51	0.64%	\$31,221,676	90	1.15%
	C	\$8,151,452	13	0.30%	\$7,716,733	13	0.28%	\$15,868,185	26	0.58%
	D	\$1,675,000	2	0.06%	\$6,129,000	7	0.23%	\$7,804,000	9	0.29%
	E	\$12,740,000	8	0.47%	\$10,891,470	7	0.40%	\$23,631,470	15	0.87%
	F	\$9,000,000	3	0.33%	\$9,137,500	3	0.34%	\$18,137,500	6	0.67%
BERKSHIRE HATHAWAY FLORIDA Total		\$53,281,429	107	1.96%	\$57,897,769	117	2.13%	\$111,179,198	224	4.10%
COLDWELL BANKER	A	\$5,445,100	31	0.20%	\$7,709,900	43	0.28%	\$13,155,000	74	0.48%
	B	\$12,432,000	37	0.46%	\$15,368,400	43	0.57%	\$27,800,400	80	1.02%
	C	\$2,351,400	4	0.09%	\$3,561,000	6	0.13%	\$5,912,400	10	0.22%
	D	\$10,245,001	12	0.38%	\$6,094,500	7	0.22%	\$16,339,501	19	0.60%
	E	\$6,490,000	5	0.24%	\$10,094,045	7	0.37%	\$16,584,045	12	0.61%
	F	\$9,950,000	4	0.37%	\$7,350,000	3	0.27%	\$17,300,000	7	0.64%
	G			0.00%	\$5,500,000	1	0.20%	\$5,500,000	1	0.20%
COLDWELL BANKER Total		\$46,913,501	93	1.73%	\$55,677,845	110	2.05%	\$102,591,346	203	3.78%
DOWNING FRYE	A	\$16,264,673	88	0.60%	\$14,960,760	82	0.55%	\$31,225,433	170	1.15%
	B	\$43,820,559	128	1.61%	\$37,748,569	105	1.39%	\$81,569,128	233	3.00%
	C	\$21,187,900	35	0.78%	\$17,836,850	29	0.66%	\$39,024,750	64	1.44%
	D	\$18,137,400	21	0.67%	\$18,523,500	22	0.68%	\$36,660,900	43	1.35%
	E	\$20,598,724	15	0.76%	\$19,106,894	14	0.70%	\$39,705,618	29	1.46%
	F	\$27,300,000	10	1.01%	\$15,475,000	5	0.57%	\$42,775,000	15	1.58%
	G	\$6,250,000	1	0.23%			0.00%	\$6,250,000	1	0.23%
DOWNING FRYE Total		\$153,559,256	298	5.66%	\$123,651,573	257	4.55%	\$277,210,829	555	10.21%
GULF COAST INTERNATIONAL PROP	B	\$1,053,750	3	0.04%	\$1,416,250	4	0.05%	\$2,470,000	7	0.09%
	C	\$500,000	1	0.02%	\$1,877,000	3	0.07%	\$2,377,000	4	0.09%
	E	\$1,400,000	1	0.05%	\$3,997,500	3	0.15%	\$5,397,500	4	0.20%
	F	\$14,750,000	4	0.54%	\$12,000,000	3	0.44%	\$26,750,000	7	0.99%
	G	\$8,000,000	1	0.29%	\$10,500,000	1	0.39%	\$18,500,000	2	0.68%
GULF COAST INTERNATIONAL PROP Total		\$25,703,750	10	0.95%	\$29,790,750	14	1.10%	\$55,494,500	24	2.04%
JOHN R WOOD	A	\$15,862,090	84	0.58%	\$13,479,152	72	0.50%	\$29,341,242	156	1.08%
	B	\$39,032,484	109	1.44%	\$35,297,009	104	1.30%	\$74,329,493	213	2.74%
	C	\$37,892,065	62	1.40%	\$31,091,375	51	1.15%	\$68,983,440	113	2.54%

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		L			S					
JOHN R WOOD	D	\$17,020,500	20	0.63%	\$11,425,500	13	0.42%	\$28,446,000	33	1.05%
	E	\$42,973,670	31	1.58%	\$29,510,000	21	1.09%	\$72,483,670	52	2.67%
	F	\$33,820,000	11	1.25%	\$42,837,290	12	1.58%	\$76,657,290	23	2.82%
	G	\$10,500,000	1	0.39%	\$8,000,000	1	0.29%	\$18,500,000	2	0.68%
JOHN R WOOD Total		\$197,100,809	318	7.26%	\$171,640,326	274	6.32%	\$368,741,135	592	13.58%
NAPLES REALTY SERVICES	A	\$816,000	6	0.03%	\$1,856,200	10	0.07%	\$2,672,200	16	0.10%
	B	\$2,741,500	8	0.10%	\$1,206,600	3	0.04%	\$3,948,100	11	0.15%
	C	\$650,000	1	0.02%	\$725,150	1	0.03%	\$1,375,150	2	0.05%
	E			0.00%	\$2,406,000	2	0.09%	\$2,406,000	2	0.09%
	F			0.00%	\$2,900,000	1	0.11%	\$2,900,000	1	0.11%
	NAPLES REALTY SERVICES Total		\$4,207,500	15	0.15%	\$9,093,950	17	0.33%	\$13,301,450	32
PREMIER SOTHEBYS	A	\$4,824,050	24	0.18%	\$5,393,920	28	0.20%	\$10,217,970	52	0.38%
	B	\$22,271,045	60	0.82%	\$21,795,079	61	0.80%	\$44,066,124	121	1.62%
	C	\$17,879,650	29	0.66%	\$19,281,880	31	0.71%	\$37,161,530	60	1.37%
	D	\$18,556,000	21	0.68%	\$13,694,001	16	0.50%	\$32,250,001	37	1.19%
	E	\$36,698,600	26	1.35%	\$25,629,000	18	0.94%	\$62,327,600	44	2.30%
	F	\$75,862,500	26	2.79%	\$62,362,500	23	2.30%	\$138,225,000	49	5.09%
	G	\$51,047,500	5	1.88%	\$45,900,000	4	1.69%	\$96,947,500	9	3.57%
	PREMIER SOTHEBYS Total		\$227,139,345	191	8.37%	\$194,056,380	181	7.15%	\$421,195,725	372
PREMIERE PLUS REALTY COMPANY	A	\$14,897,207	80	0.55%	\$16,732,395	96	0.62%	\$31,629,602	176	1.17%
	B	\$29,324,950	88	1.08%	\$35,952,505	104	1.32%	\$65,277,455	192	2.40%
	C	\$8,638,500	15	0.32%	\$14,047,869	24	0.52%	\$22,686,369	39	0.84%
	D	\$5,125,000	6	0.19%	\$6,826,000	8	0.25%	\$11,951,000	14	0.44%
	E	\$7,416,500	6	0.27%	\$10,376,253	8	0.38%	\$17,792,753	14	0.66%
	F	\$2,800,000	1	0.10%	\$5,800,000	2	0.21%	\$8,600,000	3	0.32%
	G			0.00%	\$6,247,500	1	0.23%	\$6,247,500	1	0.23%
	PREMIERE PLUS REALTY COMPANY Total		\$68,202,157	196	2.51%	\$95,982,522	243	3.54%	\$164,184,679	439
ROYAL SHELL REAL ESTATE	A	\$3,092,300	16	0.11%	\$4,598,324	23	0.17%	\$7,690,624	39	0.28%
	B	\$8,868,500	24	0.33%	\$9,098,618	26	0.34%	\$17,967,118	50	0.66%
	C	\$6,831,000	11	0.25%	\$5,989,997	10	0.22%	\$12,820,997	21	0.47%
	D			0.00%	\$1,750,000	2	0.06%	\$1,750,000	2	0.06%
	E	\$2,805,000	2	0.10%	\$6,179,500	5	0.23%	\$8,984,500	7	0.33%
	F	\$6,487,500	3	0.24%	\$5,100,000	2	0.19%	\$11,587,500	5	0.43%
	G			0.00%	\$5,900,000	1	0.22%	\$5,900,000	1	0.22%
	ROYAL SHELL REAL ESTATE Total		\$28,084,300	56	1.03%	\$38,616,439	69	1.42%	\$66,700,739	125
WILLIAM RAVEIS	D	\$980,000	1	0.04%	\$898,000	1	0.03%	\$1,878,000	2	0.07%
	E	\$3,547,500	3	0.13%	\$2,604,000	2	0.10%	\$6,151,500	5	0.23%
	F	\$3,850,000	1	0.14%	\$6,400,000	2	0.24%	\$10,250,000	3	0.38%
WILLIAM RAVEIS Total		\$8,377,500	5	0.31%	\$9,902,000	5	0.36%	\$18,279,500	10	0.67%
Grand Total		\$1,357,425,536	2,650	50.00%	\$1,357,425,536	2,650	50.00%	\$2,714,851,072	5,300	100.00%