

John R. Wood Properties. Inc.
Company Ranking Reports
2016 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	\$83,920,791	459	3.23%	\$87,709,134	473	3.37%	\$171,629,925	932	6.60%
	B	\$212,496,352	617	8.17%	\$208,709,784	613	8.03%	\$421,206,136	1,230	16.20%
	C	\$84,050,836	142	3.23%	\$82,111,736	137	3.16%	\$166,162,572	279	6.39%
	D	\$40,711,680	49	1.57%	\$34,648,658	42	1.33%	\$75,360,338	91	2.90%
	E	\$59,991,917	44	2.31%	\$60,599,369	43	2.33%	\$120,591,286	87	4.64%
	F	\$40,875,140	14	1.57%	\$64,976,945	22	2.50%	\$105,852,085	36	4.07%
	G	\$6,450,000	1	0.25%	\$8,343,750	1	0.32%	\$14,793,750	2	0.57%
Total		\$528,496,716	1,326	20.32%	\$547,099,376	1,331	21.04%	\$1,075,596,092	2,657	41.36%
AMERIVEST	A	\$1,813,300	10	0.07%	\$2,915,200	16	0.11%	\$4,728,500	26	0.18%
	B	\$6,273,000	18	0.24%	\$6,122,050	19	0.24%	\$12,395,050	37	0.48%
	C	\$2,324,900	4	0.09%	\$5,944,718	10	0.23%	\$8,269,618	14	0.32%
	D	\$2,649,000	3	0.10%	\$820,000	1	0.03%	\$3,469,000	4	0.13%
	E	\$3,485,000	3	0.13%	\$8,966,000	6	0.34%	\$12,451,000	9	0.48%
	F	\$3,250,000	1	0.12%	\$2,199,000	1	0.08%	\$5,449,000	2	0.21%
	G			0.00%	\$7,200,000	1	0.28%	\$7,200,000	1	0.28%
AMERIVEST Total		\$19,795,200	39	0.76%	\$34,166,968	54	1.31%	\$53,962,168	93	2.08%
BERKSHIRE HATHAWAY FLORIDA	A	\$5,391,500	28	0.21%	\$5,705,506	31	0.22%	\$11,097,006	59	0.43%
	B	\$16,818,400	48	0.65%	\$12,685,270	35	0.49%	\$29,503,670	83	1.13%
	C	\$6,205,348	10	0.24%	\$5,926,115	10	0.23%	\$12,131,463	20	0.47%
	D	\$3,193,400	4	0.12%	\$5,629,940	7	0.22%	\$8,823,340	11	0.34%
	E	\$2,695,000	2	0.10%	\$5,443,750	5	0.21%	\$8,138,750	7	0.31%
	F	\$2,545,000	1	0.10%			0.00%	\$2,545,000	1	0.10%
BERKSHIRE HATHAWAY FLORIDA Total		\$36,848,648	93	1.42%	\$35,390,581	88	1.36%	\$72,239,229	181	2.78%
COLDWELL BANKER	A	\$7,439,849	42	0.29%	\$6,005,109	33	0.23%	\$13,444,958	75	0.52%
	B	\$18,191,159	55	0.70%	\$13,063,525	39	0.50%	\$31,254,684	94	1.20%
	C	\$5,375,000	9	0.21%	\$3,476,900	6	0.13%	\$8,851,900	15	0.34%
	D	\$4,175,000	5	0.16%	\$1,779,047	2	0.07%	\$5,954,047	7	0.23%
	E	\$2,925,000	2	0.11%	\$1,325,000	1	0.05%	\$4,250,000	3	0.16%
	F	\$5,600,000	2	0.22%	\$10,600,000	4	0.41%	\$16,200,000	6	0.62%
	G	\$5,750,000	1	0.22%	\$6,450,000	1	0.25%	\$12,200,000	2	0.47%
COLDWELL BANKER Total		\$49,456,008	116	1.90%	\$42,699,581	86	1.64%	\$92,155,589	202	3.54%
DOWNING FRYE	A	\$13,132,700	67	0.51%	\$13,024,644	69	0.50%	\$26,157,344	136	1.01%
	B	\$34,511,311	102	1.33%	\$34,085,094	97	1.31%	\$68,596,405	199	2.64%
	C	\$18,730,070	31	0.72%	\$15,304,784	25	0.59%	\$34,034,854	56	1.31%
	D	\$13,699,500	16	0.53%	\$21,837,212	25	0.84%	\$35,536,712	41	1.37%
	E	\$18,343,500	14	0.71%	\$21,407,913	16	0.82%	\$39,751,413	30	1.53%
	F	\$18,765,000	6	0.72%	\$16,566,250	6	0.64%	\$35,331,250	12	1.36%
	G	\$12,600,000	2	0.48%			0.00%	\$12,600,000	2	0.48%
DOWNING FRYE Total		\$129,782,081	238	4.99%	\$122,225,897	238	4.70%	\$252,007,978	476	9.69%
FORREST	F			0.00%	\$3,500,000	1	0.13%	\$3,500,000	1	0.13%
FORREST Total				0.00%	\$3,500,000	1	0.13%	\$3,500,000	1	0.13%
GULF COAST INTERNATIONAL PROP	A	\$215,000	1	0.01%			0.00%	\$215,000	1	0.01%
	B	\$333,000	1	0.01%	\$1,319,400	4	0.05%	\$1,652,400	5	0.06%
	C	\$705,000	1	0.03%	\$596,501	1	0.02%	\$1,301,501	2	0.05%
	E			0.00%	\$2,535,000	2	0.10%	\$2,535,000	2	0.10%
	F	\$7,675,000	3	0.30%	\$8,325,000	3	0.32%	\$16,000,000	6	0.62%
	G			0.00%	\$5,800,000	1	0.22%	\$5,800,000	1	0.22%
GULF COAST INTERNATIONAL PROP Total		\$8,928,000	6	0.34%	\$18,575,901	11	0.71%	\$27,503,901	17	1.06%
JOHN R WOOD	A	\$15,535,400	82	0.60%	\$10,816,888	57	0.42%	\$26,352,288	139	1.01%

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		L			S					
JOHN R WOOD	B	\$45,759,315	130	1.76%	\$46,984,548	133	1.81%	\$92,743,863	263	3.57%
	C	\$25,100,241	42	0.97%	\$24,686,058	41	0.95%	\$49,786,299	83	1.91%
	D	\$22,726,717	27	0.87%	\$19,370,607	23	0.74%	\$42,097,324	50	1.62%
	E	\$39,302,601	29	1.51%	\$35,685,562	27	1.37%	\$74,988,163	56	2.88%
	F	\$37,460,000	13	1.44%	\$32,193,195	11	1.24%	\$69,653,195	24	2.68%
	G	\$25,600,000	3	0.98%	\$20,375,000	3	0.78%	\$45,975,000	6	1.77%
	JOHN R WOOD Total		\$211,484,274	326	8.13%	\$190,111,858	295	7.31%	\$401,596,132	621
NAPLES REALTY SERVICES	A	\$1,292,500	7	0.05%	\$513,600	3	0.02%	\$1,806,100	10	0.07%
	B	\$2,984,600	8	0.11%	\$4,715,300	13	0.18%	\$7,699,900	21	0.30%
	C	\$600,000	1	0.02%	\$1,081,325	2	0.04%	\$1,681,325	3	0.06%
	D	\$1,780,000	2	0.07%	\$2,530,000	3	0.10%	\$4,310,000	5	0.17%
	G			0.00%	\$10,250,000	1	0.39%	\$10,250,000	1	0.39%
NAPLES REALTY SERVICES Total		\$6,657,100	18	0.26%	\$19,090,225	22	0.73%	\$25,747,325	40	0.99%
PREMIER SOTHEBYS	A	\$3,119,000	17	0.12%	\$4,318,500	23	0.17%	\$7,437,500	40	0.29%
	B	\$14,704,400	40	0.57%	\$15,695,540	43	0.60%	\$30,399,940	83	1.17%
	C	\$18,852,300	31	0.72%	\$18,071,099	30	0.69%	\$36,923,399	61	1.42%
	D	\$15,691,324	18	0.60%	\$13,033,324	15	0.50%	\$28,724,648	33	1.10%
	E	\$38,623,641	28	1.49%	\$25,619,214	19	0.99%	\$64,242,855	47	2.47%
	F	\$67,750,250	22	2.61%	\$37,480,000	12	1.44%	\$105,230,250	34	4.05%
	G	\$36,318,750	5	1.40%	\$46,571,334	6	1.79%	\$82,890,084	11	3.19%
PREMIER SOTHEBYS Total		\$195,059,665	161	7.50%	\$160,789,011	148	6.18%	\$355,848,676	309	13.68%
PREMIERE PLUS REALTY COMPANY	A	\$12,497,400	66	0.48%	\$13,398,300	74	0.52%	\$25,895,700	140	1.00%
	B	\$28,340,900	85	1.09%	\$37,275,476	109	1.43%	\$65,616,376	194	2.52%
	C	\$11,041,400	18	0.42%	\$14,157,859	24	0.54%	\$25,199,259	42	0.97%
	D	\$2,444,000	3	0.09%	\$8,181,833	10	0.31%	\$10,625,833	13	0.41%
	E	\$5,500,000	4	0.21%	\$10,612,500	8	0.41%	\$16,112,500	12	0.62%
	F	\$6,445,000	2	0.25%	\$5,075,000	2	0.20%	\$11,520,000	4	0.44%
	G	\$8,021,334	1	0.31%			0.00%	\$8,021,334	1	0.31%
PREMIERE PLUS REALTY COMPANY Total		\$74,290,034	179	2.86%	\$88,700,968	227	3.41%	\$162,991,002	406	6.27%
ROYAL SHELL REAL ESTATE	A	\$2,244,500	11	0.09%	\$2,367,559	12	0.09%	\$4,612,059	23	0.18%
	B	\$4,263,850	13	0.16%	\$4,855,300	14	0.19%	\$9,119,150	27	0.35%
	C	\$5,091,000	8	0.20%	\$7,438,000	12	0.29%	\$12,529,000	20	0.48%
	D	\$3,290,000	4	0.13%	\$2,530,000	3	0.10%	\$5,820,000	7	0.22%
	E	\$3,766,250	3	0.14%	\$4,788,601	4	0.18%	\$8,554,851	7	0.33%
	F	\$2,500,000	1	0.10%	\$3,800,000	1	0.15%	\$6,300,000	2	0.24%
ROYAL SHELL REAL ESTATE Total		\$21,155,600	40	0.81%	\$25,779,460	46	0.99%	\$46,935,060	86	1.80%
WILLIAM RAVEIS	A	\$460,000	3	0.02%	\$287,500	2	0.01%	\$747,500	5	0.03%
	B	\$2,280,000	6	0.09%	\$1,445,000	4	0.06%	\$3,725,000	10	0.14%
	C	\$2,004,600	3	0.08%	\$1,285,600	2	0.05%	\$3,290,200	5	0.13%
	D	\$870,000	1	0.03%	\$870,000	1	0.03%	\$1,740,000	2	0.07%
	E	\$2,350,000	2	0.09%			0.00%	\$2,350,000	2	0.09%
	F			0.00%	\$8,150,000	2	0.31%	\$8,150,000	2	0.31%
	G	\$10,250,000	1	0.39%			0.00%	\$10,250,000	1	0.39%
WILLIAM RAVEIS Total		\$18,214,600	16	0.70%	\$12,038,100	11	0.46%	\$30,252,700	27	1.16%
Grand Total		\$1,300,167,926	2,558	50.00%	\$1,300,167,926	2,558	50.00%	\$2,600,335,852	5,116	100.00%