

PRODUCTION REPORTS

TARGET COMPANIES

BY AGENT



1st Half 2010

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John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side		Data			
		L		S		Total Sum of Sell Price	Total Count of Side
Target Company	Agent Name	Sum of Sell Price	Count of Side	Sum of Sell Price	Count of Side		
Amerivest	Allison M Stalling			\$ 278,000	2	\$ 278,000	2
	Amanda B Mallette	\$ 74,000	1	\$ 626,233	5	\$ 700,233	6
	Andrei Ionut Apostu			\$ 1,047,000	2	\$ 1,047,000	2
	Andrew Ollick	\$ 277,000	2	\$ 92,000	1	\$ 369,000	3
	Angela C. Mintier	\$ 4,029,660	33	\$ 789,500	8	\$ 4,819,160	41
	Anita L. McGilvray			\$ 425,000	1	\$ 425,000	1
	Anna Eckstein	\$ 70,000	1	\$ 2,194,500	4	\$ 2,264,500	5
	Anne M. Laurie	\$ 455,000	1			\$ 455,000	1
	Anne Marie Dooley	\$ 208,000	1			\$ 208,000	1
	Barbara Alle	\$ 1,850,000	1			\$ 1,850,000	1
	Bernie East	\$ 100,000	1	\$ 933,000	5	\$ 1,033,000	6
	Betty K. Winton	\$ 522,000	2	\$ 250,000	2	\$ 772,000	4
	Bill Montbleau	\$ 221,000	1	\$ 632,000	3	\$ 853,000	4
	Birgit A. Wolf, PA	\$ 294,000	2	\$ 1,086,680	4	\$ 1,380,680	6
	Bob Norwood	\$ 680,000	2	\$ 1,000,000	1	\$ 1,680,000	3
	Bob Pollak, PA	\$ 900,000	1			\$ 900,000	1
	Bob Sproul			\$ 170,000	1	\$ 170,000	1
	Bridgette C. Foster	\$ 8,296,000	6	\$ 7,092,500	6	\$ 15,388,500	12
	Brigit Purvis	\$ 200,000	1	\$ 245,000	1	\$ 445,000	2
	Carl L. Hanover	\$ 2,295,500	6	\$ 565,500	4	\$ 2,861,000	10
	Carolann Phillipson			\$ 235,000	1	\$ 235,000	1
	Carter Wheeler	\$ 8,033,652	41	\$ 209,000	2	\$ 8,242,652	43
	Catherine A. Flanagan	\$ 185,000	1			\$ 185,000	1
	Cathy Miller			\$ 592,500	4	\$ 592,500	4
	Celinda Freeman			\$ 285,000	2	\$ 285,000	2
	Cherrie L. Cecil	\$ 819,500	7	\$ 370,000	2	\$ 1,189,500	9
	Christina Walsh			\$ 18,900	1	\$ 18,900	1
	Christine Dike	\$ 2,636,000	6	\$ 2,280,000	3	\$ 4,916,000	9
	Clara Isabel Rojas Limantuj			\$ 58,000	1	\$ 58,000	1
	Cynthia Ann Corogin	\$ 200,000	1	\$ 58,250	1	\$ 258,250	2
	Dale Wilhelm	\$ 200,000	1	\$ 869,500	2	\$ 1,069,500	3
	Dana H. DeLong	\$ 879,000	4	\$ 859,000	4	\$ 1,738,000	8
	Daniel A. Tripaldi	\$ 185,000	1			\$ 185,000	1
	Daniel Buckley	\$ 455,000	1	\$ 310,000	3	\$ 765,000	4
	Darcy J. David-Sullivan			\$ 144,900	1	\$ 144,900	1
	Darlene C. Greene	\$ 875,000	1			\$ 875,000	1
	Dave Greenfield			\$ 933,500	3	\$ 933,500	3
	David E. Cole	\$ 2,610,000	2	\$ 850,000	1	\$ 3,460,000	3
	David H. Gross			\$ 525,000	2	\$ 525,000	2
	David William Auston PA	\$ 5,450,000	2	\$ 6,060,000	3	\$ 11,510,000	5
	David William Auston, PA	\$ 515,000	1	\$ 1,085,000	2	\$ 1,600,000	3
	Debi Siciliano			\$ 145,000	1	\$ 145,000	1
	Debra R. Monterosso	\$ 7,087,700	52	\$ 832,400	7	\$ 7,920,100	59
	Dee Dee Morley	\$ 148,000	1			\$ 148,000	1
	Dennis R. DeLaura			\$ 38,000	1	\$ 38,000	1
	Diana L. Kelly	\$ 4,479,593	36			\$ 4,479,593	36
	Dvorah Eder	\$ 465,000	1	\$ 580,000	2	\$ 1,045,000	3
	Dwight D. Denison	\$ 125,000	1	\$ 443,900	3	\$ 568,900	4
	Eamon Murphy			\$ 300,000	2	\$ 300,000	2
	Elaine Osbond			\$ 305,000	2	\$ 305,000	2

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Amerivest	Elizabeth B. Ganelo			\$ 173,000	2	\$ 173,000	2
	Eydie Heller	\$ 2,111,077	8	\$ 140,000	1	\$ 2,251,077	9
	Franklin B. Sullivan			\$ 591,400	2	\$ 591,400	2
	Fred Benoit, Sr.			\$ 959,000	6	\$ 959,000	6
	Fredrick J. Benoit	\$ 150,000	1	\$ 339,900	2	\$ 489,900	3
	Gene Foster			\$ 540,000	1	\$ 540,000	1
	George Duenas	\$ 149,500	1	\$ 744,900	6	\$ 894,400	7
	George J. Deltoro	\$ 125,000	1			\$ 125,000	1
	Giovanni J. Laverde	\$ 3,966,450	28	\$ 502,300	5	\$ 4,468,750	33
	Grace Stafford	\$ 405,000	2	\$ 1,070,500	6	\$ 1,475,500	8
	Helen M. Bittle			\$ 109,000	1	\$ 109,000	1
	Henry Creasy, III	\$ 1,350,000	1	\$ 175,000	1	\$ 1,525,000	2
	Jan Hunt	\$ 1,130,000	4	\$ 530,750	2	\$ 1,660,750	6
	Jane H. Bowie			\$ 328,000	1	\$ 328,000	1
	Janine M Monfort			\$ 576,600	5	\$ 576,600	5
	Jason Allen	\$ 345,000	1	\$ 150,000	1	\$ 495,000	2
	Jeffrey A. Roozen			\$ 460,000	1	\$ 460,000	1
	Jennifer Lyn Monville	\$ 55,000	1			\$ 55,000	1
	Jennifer Lynn Moorhead	\$ 659,000	3	\$ 776,982	3	\$ 1,435,982	6
	Jim Carrell	\$ 883,000	6	\$ 1,352,500	6	\$ 2,235,500	12
	Joanne Marin	\$ 550,000	1			\$ 550,000	1
	Jon R. Ekroos	\$ 1,177,150	5	\$ 1,335,650	6	\$ 2,512,800	11
	Jordan E. Brandt			\$ 517,500	3	\$ 517,500	3
	Joyce Etchison			\$ 767,500	2	\$ 767,500	2
	Judith Ann Gietzen	\$ 900,000	3	\$ 570,000	2	\$ 1,470,000	5
	Julie A. Grubb			\$ 107,000	1	\$ 107,000	1
	Karen L. Meola	\$ 242,000	2	\$ 1,150,000	1	\$ 1,392,000	3
	Keith Buchanan	\$ 940,000	3	\$ 841,800	4	\$ 1,781,800	7
	Ken Buratti	\$ 1,224,000	5	\$ 2,256,500	5	\$ 3,480,500	10
	Kimberley D. Rose			\$ 479,000	2	\$ 479,000	2
	Lauren M. Wesson	\$ 98,500	1	\$ 812,500	3	\$ 911,000	4
	Lindsey Derence	\$ 451,500	3	\$ 380,000	2	\$ 831,500	5
	Lisa A. Gardiner			\$ 767,282	10	\$ 767,282	10
	Lisa A. Giuttari			\$ 72,000	1	\$ 72,000	1
	Lois Gurdin			\$ 843,000	3	\$ 843,000	3
	Lois M. Chapman	\$ 90,000	1	\$ 3,175,750	11	\$ 3,265,750	12
	Lois M. McMorran			\$ 143,000	2	\$ 143,000	2
	Lura Jones	\$ 4,402,500	14	\$ 3,813,000	11	\$ 8,215,500	25
	Lynn M Bower	\$ 373,500	3	\$ 1,423,500	3	\$ 1,797,000	6
	Maggie Fletcher			\$ 275,000	1	\$ 275,000	1
Manuel A. Alvarez	\$ 777,600	5	\$ 150,000	1	\$ 927,600	6	
Marcie R. LaRochelle	\$ 243,000	2	\$ 306,200	3	\$ 549,200	5	
Mark H. Tyler			\$ 168,000	1	\$ 168,000	1	
Martha Sujevich	\$ 67,000	1			\$ 67,000	1	
Mary C. Supplee	\$ 150,000	4	\$ 150,000	4	\$ 300,000	8	
Mary V. Davis	\$ 80,000	1	\$ 200,500	2	\$ 280,500	3	
Maura Kleinknecht	\$ 2,482,400	9			\$ 2,482,400	9	
Melodi Ashrafi	\$ 263,000	3			\$ 263,000	3	
Michael Andreas Kolb	\$ 250,000	1	\$ 975,900	4	\$ 1,225,900	5	
Michael W. Sopka	\$ 154,000	1	\$ 686,500	6	\$ 840,500	7	
Michelle K. Balon			\$ 170,000	1	\$ 170,000	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Amerivest	Nancy E Jaynes	\$ 330,000	2	\$ 734,000	4	\$ 1,064,000	6
	Neil Franklin			\$ 290,000	2	\$ 290,000	2
	Nicole A. Kozak	\$ 90,000	1	\$ 494,900	4	\$ 584,900	5
	Pamala F. Crespo			\$ 720,500	1	\$ 720,500	1
	Pat Pitocchi			\$ 127,500	2	\$ 127,500	2
	Patty Malouf	\$ 425,000	2	\$ 1,634,600	8	\$ 2,059,600	10
	Peggy Hanover			\$ 944,000	2	\$ 944,000	2
	Pepe Ortiz	\$ 215,000	1	\$ 70,000	1	\$ 285,000	2
	Rae D. Wakelin			\$ 1,175,000	3	\$ 1,175,000	3
	Rebecca Avery-Clair			\$ 1,750,000	4	\$ 1,750,000	4
	Rex Hester	\$ 335,000	1	\$ 500,000	1	\$ 835,000	2
	Rich Dooley	\$ 380,000	1			\$ 380,000	1
	Richard Paul Dooley	\$ 162,500	1			\$ 162,500	1
	Rick Goodwin			\$ 94,900	1	\$ 94,900	1
	Robert B. Chapman			\$ 1,727,177	8	\$ 1,727,177	8
	Ryan M Ehmen			\$ 62,000	1	\$ 62,000	1
	Salvador Garnelo			\$ 145,000	2	\$ 145,000	2
	Sarah Hoag	\$ 1,821,500	11	\$ 2,422,000	13	\$ 4,243,500	24
	Sheri Ann Neuman			\$ 222,500	1	\$ 222,500	1
	Sherry Ruks	\$ 975,000	1			\$ 975,000	1
	Silvia Renzi	\$ 100,000	1			\$ 100,000	1
	Stacy Johnston	\$ 165,000	1			\$ 165,000	1
	Steve Barker	\$ 285,500	1	\$ 407,500	3	\$ 693,000	4
	Susan H Cohen	\$ 115,000	1	\$ 165,000	1	\$ 280,000	2
	Susan L. Gallo			\$ 1,605,000	2	\$ 1,605,000	2
	Susan S. Owens	\$ 824,500	4	\$ 1,357,500	1	\$ 2,182,000	5
	Sylvia A. Lupu			\$ 350,000	1	\$ 350,000	1
	Teresa A Belsinger	\$ 91,000	1			\$ 91,000	1
	Tim Diers	\$ 980,000	3	\$ 586,000	2	\$ 1,566,000	5
	Tim J. Scott			\$ 1,681,000	5	\$ 1,681,000	5
	Timothy B. Scott			\$ 519,100	3	\$ 519,100	3
	Timothy Biswurm	\$ 405,400	3	\$ 735,900	5	\$ 1,141,300	8
	Timothy J. Ryan	\$ 388,000	3	\$ 2,603,500	16	\$ 2,991,500	19
	Traci Lynn Noteboom			\$ 355,500	2	\$ 355,500	2
	Tracy Hirt			\$ 1,277,000	3	\$ 1,277,000	3
	Valerie G. Ries	\$ 695,000	1	\$ 975,000	3	\$ 1,670,000	4
	Vanessa H. Franklin	\$ 414,500	2	\$ 824,500	5	\$ 1,239,000	7
	Zach Dreier			\$ 210,000	1	\$ 210,000	1
	Amerivest Total	\$ 91,263,682	389	\$ 94,638,254	364	\$ 185,901,936	753

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Coldwell Banker	Aldee A. Rosenberg			\$ 108,900	1	\$ 108,900	1
	Allen R. Bouley	\$ 285,000	2			\$ 285,000	2
	Anna L. Bryant	\$ 619,000	4	\$ 540,900	4	\$ 1,159,900	8
	Annabelle Clarke			\$ 2,988,000	3	\$ 2,988,000	3
	Annette H. Taworski			\$ 168,900	2	\$ 168,900	2
	Anthony J. Oliverio	\$ 144,000	1	\$ 289,400	3	\$ 433,400	4
	Art David, PA	\$ 2,157,500	7	\$ 1,816,800	5	\$ 3,974,300	12
	Barb Brown			\$ 245,000	1	\$ 245,000	1
	Barbara A. Confer			\$ 155,000	1	\$ 155,000	1
	Barbara K. Leiti	\$ 215,000	1	\$ 349,000	2	\$ 564,000	3
	Barbara Thompson	\$ 702,000	5	\$ 443,000	3	\$ 1,145,000	8
	Barry Brown	\$ 169,000	1	\$ 2,420,000	5	\$ 2,589,000	6
	Becky Mato	\$ 1,510,000	5	\$ 748,500	5	\$ 2,258,500	10
	Beth Brown, PA	\$ 2,789,900	17	\$ 691,400	3	\$ 3,481,300	20
	Bette A. Pitzer			\$ 1,774,500	5	\$ 1,774,500	5
	Bill Goddard			\$ 104,900	1	\$ 104,900	1
	Bill Hooker	\$ 850,000	3	\$ 1,242,000	5	\$ 2,092,000	8
	Bill J. Coffey			\$ 230,000	2	\$ 230,000	2
	Bob Hiltonen	\$ 1,487,500	3	\$ 2,586,000	7	\$ 4,073,500	10
	Bob Ryan	\$ 240,000	1			\$ 240,000	1
	Brad Potter			\$ 131,200	1	\$ 131,200	1
	Bruce S. Farrell	\$ 1,022,500	5	\$ 1,155,000	4	\$ 2,177,500	9
	C. Scott Price			\$ 140,000	1	\$ 140,000	1
	Carol J. Herron			\$ 15,000	1	\$ 15,000	1
	Carol J. Jones	\$ 272,000	2	\$ 285,000	1	\$ 557,000	3
	Carole G. DiCupero	\$ 1,400,000	1	\$ 330,000	1	\$ 1,730,000	2
	Carolyn M. Lieb	\$ 1,082,350	4			\$ 1,082,350	4
	Charlene J. Vandenberg	\$ 918,900	5	\$ 370,000	2	\$ 1,288,900	7
	Chip Harris, PA	\$ 4,585,000	5	\$ 2,074,500	5	\$ 6,659,500	10
	Chris Higgins			\$ 191,000	2	\$ 191,000	2
	Christine A. Waldren			\$ 100,000	1	\$ 100,000	1
	Christopher Nightingale	\$ 137,500	1	\$ 245,000	1	\$ 382,500	2
	Craig T. Palmer	\$ 3,050,000	2	\$ 1,425,000	1	\$ 4,475,000	3
	Dallas L. Knudson	\$ 265,000	1			\$ 265,000	1
	Daniel P. Donlan			\$ 515,000	1	\$ 515,000	1
	David Critzer	\$ 740,000	1	\$ 25,500	1	\$ 765,500	2
	David K. Critzer			\$ 387,000	1	\$ 387,000	1
	David O'Connor	\$ 801,900	5	\$ 230,000	1	\$ 1,031,900	6
	Dean R. Lund			\$ 137,000	1	\$ 137,000	1
	Debbie Gladchun			\$ 1,360,000	4	\$ 1,360,000	4
	Debbie Laites			\$ 275,000	1	\$ 275,000	1
	Deborah M. M Moriarty	\$ 310,000	2			\$ 310,000	2
	Denise R. Praz	\$ 275,000	2	\$ 133,000	1	\$ 408,000	3
	Denise S. Boehm	\$ 230,000	1			\$ 230,000	1
	Diana Carbo	\$ 107,000	1	\$ 40,000	1	\$ 147,000	2
	Diane E. Johnson			\$ 597,000	5	\$ 597,000	5
	Dinesh C. Sharma			\$ 540,000	2	\$ 540,000	2
	Dodona Roboci			\$ 445,200	3	\$ 445,200	3
	Donna J. Stumpf	\$ 249,000	1	\$ 2,145,000	4	\$ 2,394,000	5
	Douglas Grant	\$ 5,927,000	6	\$ 3,116,000	3	\$ 9,043,000	9
Elena Leombruno	\$ 72,000	1			\$ 72,000	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L	S				
Coldwell Banker	Ellen J. Penso		\$ 164,000	1	\$	164,000	1
	Fahada M. Saad, PA	\$ 11,094,800	\$ 2,415,900	24	\$	13,510,700	29
	Gabriele H. Vretta	\$ 1,323,000	\$ 838,000	4	\$	2,161,000	8
	Garry S. Moore	\$ 475,000	\$ 867,400	1	\$	1,342,400	5
	Gary C. Ryan	\$ 1,325,300		9	\$	1,325,300	9
	Geoffrey Klein	\$ 631,900	\$ 515,000	3	\$	1,146,900	5
	Gero K. Geilenbruegge	\$ 425,400		2	\$	425,400	2
	Gerry Anne Rocco	\$ 935,000	\$ 220,000	4	\$	1,155,000	5
	Gita R. Adib, PA	\$ 568,500	\$ 235,000	4	\$	803,500	5
	Glenn C. Bradley	\$ 844,500	\$ 1,375,900	4	\$	2,220,400	10
	Gloria J. Goddard	\$ 1,872,000	\$ 1,042,500	9	\$	2,914,500	14
	Heidemarie Klimt	\$ 190,000	\$ 7,000,000	1	\$	7,190,000	2
	Jack R. Marsh	\$ 280,000		1	\$	280,000	1
	Jackie Gantzer	\$ 1,085,450	\$ 1,181,200	11	\$	2,266,650	17
	Jacqueline Strategos	\$ 545,000	\$ 1,216,000	1	\$	1,761,000	6
	James William Bates	\$ 2,240,000	\$ 1,432,500	1	\$	3,672,500	4
	Jan M. Boeglin	\$ 1,225,800	\$ 437,000	5	\$	1,662,800	8
	Jan Moorefield	\$ 268,000	\$ 279,500	2	\$	547,500	3
	Janet B. Woods	\$ 1,095,000	\$ 2,161,000	3	\$	3,256,000	5
	Janet F. Ketteler		\$ 683,000		\$	683,000	2
	Jeanie Adams	\$ 1,292,500	\$ 2,274,549	7	\$	3,567,049	16
	Jean-Marc Katzeff	\$ 984,000	\$ 399,000	2	\$	1,383,000	3
	Jeannie B. Cordin	\$ 245,000		1	\$	245,000	1
	Jeff Jones	\$ 1,507,500	\$ 681,000	5	\$	2,188,500	8
	Jen Healy	\$ 715,000	\$ 185,000	3	\$	900,000	4
	Jennifer Pade	\$ 340,437	\$ 697,500	3	\$	1,037,937	6
	Jerry D. Ferguson	\$ 921,400	\$ 425,000	8	\$	1,346,400	9
	Jim Boeglin		\$ 255,000		\$	255,000	1
	Joan L. Brown	\$ 1,015,000	\$ 834,800	4	\$	1,849,800	9
	Jo-Ann Skubin	\$ 452,000		4	\$	452,000	4
	Joanne Murphy	\$ 1,572,000	\$ 450,000	5	\$	2,022,000	6
	Joanne Purcell	\$ 1,375,000		1	\$	1,375,000	1
	John C. Crider PA	\$ 515,000	\$ 775,000	1	\$	1,290,000	2
	Judi Martin	\$ 175,000	\$ 453,000	1	\$	628,000	3
	Judith Hansen	\$ 3,840,000	\$ 3,724,000	9	\$	7,564,000	14
	Judy Eubanks	\$ 155,000		1	\$	155,000	1
	Judy Price, PA	\$ 1,545,000	\$ 289,900	3	\$	1,834,900	4
	Kandace L. Kaiser	\$ 1,100,000		1	\$	1,100,000	1
	Karen L. Lund	\$ 2,280,000	\$ 80,000	10	\$	2,360,000	11
	Kathie Soller	\$ 1,595,805	\$ 19,305	4	\$	1,615,110	5
Kathleen A. Payne	\$ 325,000	\$ 394,400	1	\$	719,400	3	
Kathleen Mahoney	\$ 305,000		1	\$	305,000	1	
Kay M Miller		\$ 459,000		\$	459,000	3	
Kelly E. Capolino, PA	\$ 1,035,000	\$ 628,900	4	\$	1,663,900	9	
Ken C. Hoover		\$ 483,000		\$	483,000	2	
Kenneth C. Hoover	\$ 230,000		1	\$	230,000	1	
Krista L. Harris	\$ 599,000	\$ 472,000	2	\$	1,071,000	4	
Kyle Patrick Green		\$ 551,000		\$	551,000	2	
Larry Bresnahan	\$ 1,585,000	\$ 700,000	2	\$	2,285,000	4	
Laura Plewes	\$ 1,875,000		1	\$	1,875,000	1	
Lauren B. Libby Taranto	\$ 6,510,000	\$ 1,500,000	12	\$	8,010,000	13	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Coldwell Banker	Laurie W. Humphreville	\$ 575,000	2	\$ 522,000	2	\$ 1,097,000	4
	Laurie Wehage			\$ 1,465,000	3	\$ 1,465,000	3
	Linda Alicia Haskins			\$ 363,000	1	\$ 363,000	1
	Linda D. Beckwith			\$ 129,900	1	\$ 129,900	1
	Linda J. Blanding	\$ 473,000	2	\$ 290,000	1	\$ 763,000	3
	Linda M. Horwitz			\$ 168,000	1	\$ 168,000	1
	Linda Ramsey	\$ 224,500	1			\$ 224,500	1
	Lionel G. L'Esperance	\$ 160,000	1			\$ 160,000	1
	Lois I. Kluberanz	\$ 1,213,000	5	\$ 1,327,000	6	\$ 2,540,000	11
	Loretta M. Young, PA	\$ 1,750,000	1	\$ 1,538,000	2	\$ 3,288,000	3
	Lori Holland, LLC	\$ 164,900	1	\$ 36,000	1	\$ 200,900	2
	Lynn Applebaum	\$ 375,000	1	\$ 187,000	1	\$ 562,000	2
	Marcel J. Pilon			\$ 160,000	2	\$ 160,000	2
	Marcy B. O'Meara	\$ 200,000	1	\$ 435,000	2	\$ 635,000	3
	Marcy O'Meara			\$ 140,000	1	\$ 140,000	1
	Margo E. Rizzardini			\$ 159,000	1	\$ 159,000	1
	Marianna M. Foggin	\$ 639,000	1			\$ 639,000	1
	Mari-Bea Warnken	\$ 1,775,000	4	\$ 1,205,000	2	\$ 2,980,000	6
	Marilyn Schryvers	\$ 141,000	1			\$ 141,000	1
	Mario J. Marconi	\$ 46,500	1	\$ 640,500	2	\$ 687,000	3
	Marion F. Hagan, III	\$ 237,000	2	\$ 226,000	2	\$ 463,000	4
	Mary Jane Dowd			\$ 160,000	1	\$ 160,000	1
	Meagan N. Harris	\$ 675,000	1	\$ 220,000	1	\$ 895,000	2
	Melitta Chelon	\$ 590,000	1	\$ 440,000	2	\$ 1,030,000	3
	Michael R. Landino	\$ 1,021,000	7	\$ 165,000	2	\$ 1,186,000	9
	Michele Peppe			\$ 284,000	1	\$ 284,000	1
	Michelle A. D'Agostino	\$ 54,000	1	\$ 402,000	2	\$ 456,000	3
	Mike Bryant	\$ 742,000	3	\$ 1,246,000	7	\$ 1,988,000	10
	Mike Taranto			\$ 2,025,000	2	\$ 2,025,000	2
	Mily Cancio			\$ 295,000	1	\$ 295,000	1
	Miriam LeBeau	\$ 682,500	3	\$ 317,000	2	\$ 999,500	5
	Nan Goebel	\$ 195,000	1			\$ 195,000	1
	Nancy E Jaynes	\$ 1,350,000	1	\$ 1,581,000	3	\$ 2,931,000	4
	Nancy J. Garvey	\$ 978,000	1			\$ 978,000	1
	Nancy L Martin			\$ 97,500	1	\$ 97,500	1
	Owen Zweiback	\$ 353,000	2			\$ 353,000	2
	Pam Broderick			\$ 375,000	1	\$ 375,000	1
	Pamela D. Levyn	\$ 270,000	1			\$ 270,000	1
	Pamela D. Olsen	\$ 1,700,000	1	\$ 2,985,000	3	\$ 4,685,000	4
	Patricia C. Hueter, PA	\$ 420,000	1	\$ 285,000	2	\$ 705,000	3
Patrick J. Heenan			\$ 299,000	2	\$ 299,000	2	
Patsy S. Vaughn	\$ 162,000	1	\$ 275,000	1	\$ 437,000	2	
Patty Kennedy	\$ 600,000	1	\$ 540,000	1	\$ 1,140,000	2	
Paul Leck			\$ 1,070,000	1	\$ 1,070,000	1	
Peter S. Dixon	\$ 3,238,550	15	\$ 616,500	3	\$ 3,855,050	18	
Phillip M Rigsby	\$ 184,250	1	\$ 420,500	2	\$ 604,750	3	
Phyllis Gentile	\$ 2,429,010	17	\$ 190,000	1	\$ 2,619,010	18	
Raymond N. Felitto			\$ 267,500	1	\$ 267,500	1	
Rhonda Diner	\$ 347,500	3	\$ 738,000	6	\$ 1,085,500	9	
Richard A. Larson			\$ 211,010	3	\$ 211,010	3	
Richard A. Leiti	\$ 890,000	1			\$ 890,000	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Coldwell Banker	Richard B. Parlante	\$ 1,555,710	5	\$ 275,000	1	\$ 1,830,710	6	
	Richard I. Ginden			\$ 90,000	1	\$ 90,000	1	
	Rick Cugno	\$ 958,000	3	\$ 457,000	2	\$ 1,415,000	5	
	Robert L. Moorefield	\$ 1,215,000	2	\$ 889,000	4	\$ 2,104,000	6	
	Robert V. Damato	\$ 371,250	1			\$ 371,250	1	
	Roger C Saad			\$ 885,000	3	\$ 885,000	3	
	Sally A. Masters, PA	\$ 2,298,000	7	\$ 1,640,000	5	\$ 3,938,000	12	
	Sandra A. Bozzuto	\$ 500,000	1			\$ 500,000	1	
	Sandy Gilbert			\$ 259,000	2	\$ 259,000	2	
	Scott Henderson	\$ 640,000	3	\$ 767,500	6	\$ 1,407,500	9	
	Shannon E. Tewell	\$ 1,033,000	7	\$ 300,000	3	\$ 1,333,000	10	
	Sharon A. David			\$ 187,500	1	\$ 187,500	1	
	Sherry M. Santucci			\$ 298,000	4	\$ 298,000	4	
	Simon P. Dixon			\$ 347,600	1	\$ 347,600	1	
	Sophia K. Cole	\$ 850,000	3	\$ 623,450	4	\$ 1,473,450	7	
	Susan Pfeil	\$ 675,000	1	\$ 770,000	2	\$ 1,445,000	3	
	Taryn R Cafiero			\$ 93,900	1	\$ 93,900	1	
	Theodore R. Libby			\$ 431,495	2	\$ 431,495	2	
	Theresa M Roberts-McCloskey			\$ 205,000	1	\$ 205,000	1	
	Tom H. Linden	\$ 490,000	1	\$ 355,000	1	\$ 845,000	2	
	Wayne A. Brown			\$ 137,500	1	\$ 137,500	1	
	Wayne T. Pitzer	\$ 1,365,000	4			\$ 1,365,000	4	
	Whitney E. Creasy			\$ 220,000	1	\$ 220,000	1	
	Wil Bedard	\$ 965,000	1	\$ 1,346,900	4	\$ 2,311,900	5	
	Yasmin Saad Avola, PA			\$ 472,000	3	\$ 472,000	3	
	Yochi Melnick	\$ 4,392,000	10	\$ 1,577,000	3	\$ 5,969,000	13	
	Ysmary Sequeira			\$ 97,520	1	\$ 97,520	1	
Yvonne Blair	\$ 804,900	2	\$ 295,000	1	\$ 1,099,900	3		
Coldwell Banker Total	\$ 136,096,912	420	\$ 109,621,629	356	\$ 245,718,541	776		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Downing Frye	Adam Ruud			\$ 140,500	2		\$ 140,500	2
	Alice P. Lopes-Geada	\$ 140,000	1				\$ 140,000	1
	Amanda Carey			\$ 1,231,401	5		\$ 1,231,401	5
	Amy J. Atherholt	\$ 737,000	3	\$ 115,000	1		\$ 852,000	4
	Andreas Mueller			\$ 137,000	1		\$ 137,000	1
	Barbara G. Lewis	\$ 150,000	1	\$ 275,000	2		\$ 425,000	3
	Barbara L. Stock	\$ 218,000	1				\$ 218,000	1
	Barbara Martino	\$ 1,619,000	5	\$ 697,900	4		\$ 2,316,900	9
	Barry W. Weissman	\$ 137,900	1	\$ 1,017,155	3		\$ 1,155,055	4
	Becky Foster	\$ 544,500	1	\$ 595,000	2		\$ 1,139,500	3
	Bernard J. Minarcin	\$ 360,000	2	\$ 542,500	3		\$ 902,500	5
	Beth LeMonds			\$ 222,000	1		\$ 222,000	1
	Bianca Beatty			\$ 82,000	1		\$ 82,000	1
	Bill Hogerhuis	\$ 189,000	2				\$ 189,000	2
	Bill McKinney	\$ 103,500	1	\$ 302,000	1		\$ 405,500	2
	Bill Modes	\$ 407,500	1	\$ 969,000	2		\$ 1,376,500	3
	Bill Walsh			\$ 3,095,000	4		\$ 3,095,000	4
	Billie DalesioFaccinto	\$ 2,533,000	5	\$ 2,097,500	4		\$ 4,630,500	9
	Bob Bourke	\$ 393,000	1				\$ 393,000	1
	Bob Brewer	\$ 197,000	1				\$ 197,000	1
	Bob Brewer, PA	\$ 445,000	1	\$ 1,897,000	4		\$ 2,342,000	5
	Bob Forman			\$ 1,302,755	10		\$ 1,302,755	10
	Bob Hewes			\$ 177,500	1		\$ 177,500	1
	Brenda Bergin	\$ 329,000	2				\$ 329,000	2
	Brian A Perrino			\$ 584,339	4		\$ 584,339	4
	Brian D. Frye			\$ 1,842,800	8		\$ 1,842,800	8
	Bruce Mazzola	\$ 1,134,900	3	\$ 472,000	2		\$ 1,606,900	5
	Bryan W. Nagle			\$ 919,300	3		\$ 919,300	3
	Callie Kitis	\$ 245,000	1	\$ 915,500	4		\$ 1,160,500	5
	Carl Salyers	\$ 784,500	2	\$ 1,395,000	1		\$ 2,179,500	3
	Carmen Carrier	\$ 1,396,000	1	\$ 85,000	1		\$ 1,481,000	2
	Carol A. Magnuson			\$ 437,000	1		\$ 437,000	1
	Carol A. Verdile	\$ 1,565,000	4	\$ 2,960,000	8		\$ 4,525,000	12
	Carol L. Jacoby	\$ 2,150,000	3	\$ 625,000	1		\$ 2,775,000	4
	Carol M Greenwood			\$ 373,000	2		\$ 373,000	2
	Carol Toupin, PA	\$ 2,242,450	6	\$ 1,087,000	2		\$ 3,329,450	8
	Carole A. Janopoulos			\$ 462,000	1		\$ 462,000	1
	Carolyn J. Starns	\$ 2,032,600	9	\$ 4,268,951	8		\$ 6,301,551	17
	Caryn Vokey Platt	\$ 175,000	1	\$ 307,100	2		\$ 482,100	3
	Cathy Krakowski			\$ 170,000	1		\$ 170,000	1
	Celine S. Goget			\$ 2,491,300	7		\$ 2,491,300	7
	Chad Yeager	\$ 10,000,000	1				\$ 10,000,000	1
	Chadwick R. Saunders	\$ 1,126,425	7	\$ 345,000	3		\$ 1,471,425	10
	Charles A. Burke, Jr.			\$ 949,000	1		\$ 949,000	1
	Charles E. Ostrander			\$ 204,000	1		\$ 204,000	1
	Charles J. Elig	\$ 380,000	1	\$ 1,275,000	4		\$ 1,655,000	5
	Chellie Doepke	\$ 264,500	1				\$ 264,500	1
	Cheryl Anne Lambert	\$ 815,000	2	\$ 1,020,000	2		\$ 1,835,000	4
	Cheryl M Chadwick			\$ 700,000	1		\$ 700,000	1
	Chris Braun	\$ 2,868,250	5	\$ 3,866,800	4		\$ 6,735,050	9
	Chris E. Griffith	\$ 801,500	5	\$ 382,000	3		\$ 1,183,500	8

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Downing Frye	Chris Gasparas	\$ 317,000	1	\$ 115,000	1	\$ 432,000	2	
	Chris Glover	\$ 1,612,000	5	\$ 640,000	2	\$ 2,252,000	7	
	Christa L. Kacillas	\$ 377,500	2	\$ 2,372,000	15	\$ 2,749,500	17	
	Christine E O'Shea	\$ 73,000	1			\$ 73,000	1	
	Christine E. Mangano	\$ 462,000	1			\$ 462,000	1	
	Christine R. Sutherland	\$ 900,000	1	\$ 1,335,000	2	\$ 2,235,000	3	
	Christopher Gasparas	\$ 267,000	1	\$ 267,000	1	\$ 534,000	2	
	Christopher S. Gasparas			\$ 317,000	1	\$ 317,000	1	
	Chuck Scariano	\$ 708,000	3	\$ 1,277,500	5	\$ 1,985,500	8	
	Clinton D. Moffatt	\$ 137,000	1	\$ 2,292,500	7	\$ 2,429,500	8	
	Connie E. Fullerton	\$ 275,000	2	\$ 364,000	3	\$ 639,000	5	
	Corey R. Geddis	\$ 4,025,000	10	\$ 4,289,951	11	\$ 8,314,951	21	
	Courtney M Sharifie			\$ 416,000	2	\$ 416,000	2	
	Cricket Thatcher	\$ 235,000	1	\$ 1,245,900	6	\$ 1,480,900	7	
	Dana L. Andreadis	\$ 391,900	2	\$ 636,900	3	\$ 1,028,800	5	
	Daniel J. Kahn	\$ 165,000	1	\$ 1,270,000	2	\$ 1,435,000	3	
	David D. Marginian, PA	\$ 2,600,000	2			\$ 2,600,000	2	
	David J. Keegan	\$ 4,317,500	9	\$ 1,360,000	3	\$ 5,677,500	12	
	David J. Roy	\$ 2,972,500	4	\$ 2,045,000	4	\$ 5,017,500	8	
	David W Sharifie			\$ 1,109,125	7	\$ 1,109,125	7	
	David W. Brown, PA			\$ 342,000	1	\$ 342,000	1	
	Dawn L. Colston	\$ 856,000	5	\$ 300,000	2	\$ 1,156,000	7	
	Deanna Kelly			\$ 125,000	1	\$ 125,000	1	
	Debbie Broulik	\$ 520,000	1	\$ 1,090,000	1	\$ 1,610,000	2	
	Debbie Coats	\$ 552,000	4	\$ 830,000	5	\$ 1,382,000	9	
	Debbie Pappas-Burback			\$ 1,490,300	8	\$ 1,490,300	8	
	Deborah K. Johnson	\$ 132,000	1			\$ 132,000	1	
	Debra J. Chesebro	\$ 150,000	1	\$ 226,500	2	\$ 376,500	3	
	Diana Fricke	\$ 152,500	2	\$ 276,400	3	\$ 428,900	5	
	Diana J. Nickle			\$ 1,279,000	4	\$ 1,279,000	4	
	Diane Banks			\$ 224,000	1	\$ 224,000	1	
	Don Hill			\$ 66,200	1	\$ 66,200	1	
	Don S. Pearce	\$ 550,000	1	\$ 550,000	1	\$ 1,100,000	2	
	Donna J. Peake, PA			\$ 685,000	2	\$ 685,000	2	
	Donna M. Zynel	\$ 326,500	2	\$ 417,444	4	\$ 743,944	6	
	Doreen A. Vachon	\$ 458,000	3	\$ 2,567,070	21	\$ 3,025,070	24	
	Dorothy E. Gough	\$ 360,000	1			\$ 360,000	1	
	Douglas G. Hendry	\$ 2,825,000	2	\$ 699,000	1	\$ 3,524,000	3	
	Douglas R. Szwed	\$ 249,900	1			\$ 249,900	1	
	Eddy S. Goldstein			\$ 175,000	1	\$ 175,000	1	
Edie R. Dooley	\$ 6,050,000	1			\$ 6,050,000	1		
Edward F. Lilley, Jr			\$ 1,519,000	1	\$ 1,519,000	1		
Elaine E. Stevens	\$ 674,900	4	\$ 1,089,000	6	\$ 1,763,900	10		
Eleanor T. Wade			\$ 443,000	3	\$ 443,000	3		
Elke A. Liebig	\$ 300,000	1	\$ 330,000	1	\$ 630,000	2		
Ellie K Penaranda			\$ 215,000	1	\$ 215,000	1		
Ellie Kamal Penaranda	\$ 85,000	1			\$ 85,000	1		
Emily Prescott			\$ 344,000	2	\$ 344,000	2		
Eric T. Manring			\$ 666,574	5	\$ 666,574	5		
Errol Klendworth	\$ 110,000	1			\$ 110,000	1		
Eveline C. Reisinger			\$ 280,000	1	\$ 280,000	1		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L	S				
Downing Frye	Gabi Shapleigh	\$ 480,000	2	\$ 310,000	1	\$ 790,000	3
	Gabriel D. Galasso	\$ 356,000	1	\$ 356,000	1	\$ 712,000	2
	Gary Butler			\$ 160,000	1	\$ 160,000	1
	Gary E. Reep, PA	\$ 262,500	1	\$ 810,000	2	\$ 1,072,500	3
	Gary Helms			\$ 695,000	2	\$ 695,000	2
	Gary J. Blaine, PA	\$ 1,014,000	4	\$ 788,500	4	\$ 1,802,500	8
	Giannine L. McEnery			\$ 400,000	1	\$ 400,000	1
	Ginny A. Blaine	\$ 521,000	4	\$ 874,900	3	\$ 1,395,900	7
	Ginny N. DeCoursey			\$ 855,000	2	\$ 855,000	2
	Greg Jones	\$ 1,275,500	8	\$ 1,799,400	11	\$ 3,074,900	19
	Greg Lear	\$ 859,000	4	\$ 955,000	3	\$ 1,814,000	7
	Greg M. Frye	\$ 118,000	1			\$ 118,000	1
	Greg Pedrotty	\$ 805,000	3	\$ 1,425,000	4	\$ 2,230,000	7
	Gus Panutos	\$ 246,000	2	\$ 245,000	1	\$ 491,000	3
	H. Max Lummis	\$ 675,000	1	\$ 9,650,000	2	\$ 10,325,000	3
	Harold W. Drake	\$ 130,000	1			\$ 130,000	1
	Helen A. Baker	\$ 2,299,000	7			\$ 2,299,000	7
	Hugo Pagliccia			\$ 1,323,000	4	\$ 1,323,000	4
	J.K. Hobbs	\$ 360,000	1			\$ 360,000	1
	Jack Walden			\$ 420,000	1	\$ 420,000	1
	Jacquelyn Smith			\$ 505,000	2	\$ 505,000	2
	James Fraser	\$ 1,062,000	1	\$ 320,000	1	\$ 1,382,000	2
	James Hild, PA	\$ 305,000	1			\$ 305,000	1
	James J. Hennessy	\$ 718,000	2	\$ 736,500	2	\$ 1,454,500	4
	James R. Weigel	\$ 1,894,000	7	\$ 122,000	1	\$ 2,016,000	8
	Jamie Jon Chapman	\$ 60,000	1	\$ 199,000	1	\$ 259,000	2
	Jamie Jordan	\$ 302,500	1			\$ 302,500	1
	Jamie Kux	\$ 232,000	2	\$ 1,150,000	1	\$ 1,382,000	3
	Janet Fry Cappy			\$ 250,000	1	\$ 250,000	1
	Janet W. Kemp	\$ 325,000	1	\$ 715,000	3	\$ 1,040,000	4
	Janice K. Gover	\$ 8,208,296	65	\$ 1,085,757	12	\$ 9,294,053	77
	Jasen M. Berube	\$ 47,000	1	\$ 1,107,000	2	\$ 1,154,000	3
	Jay Harvey	\$ 162,000	1	\$ 587,000	2	\$ 749,000	3
	Jay Tillman	\$ 898,000	4	\$ 898,000	4	\$ 1,796,000	8
	Jean D. Molhoek, PA	\$ 750,000	1	\$ 262,000	1	\$ 1,012,000	2
	Jeanne A. Feight	\$ 500,000	1			\$ 500,000	1
	Jeff Helm, PA			\$ 365,500	2	\$ 365,500	2
	Jeffrey Helm	\$ 313,000	1	\$ 158,000	1	\$ 471,000	2
	Jen Mack			\$ 476,000	3	\$ 476,000	3
	Jennifer Stewart	\$ 249,000	1			\$ 249,000	1
	Jerry Breshin	\$ 175,000	1	\$ 412,000	2	\$ 587,000	3
	Jesse McGreevy	\$ 925,000	7	\$ 1,577,000	8	\$ 2,502,000	15
	Jim Birrell			\$ 229,000	2	\$ 229,000	2
	Jim Kenny	\$ 350,000	1			\$ 350,000	1
	Jim Parish	\$ 899,999	2	\$ 1,312,000	2	\$ 2,211,999	4
	Jo Ellen H Nash	\$ 455,000	1	\$ 1,040,000	3	\$ 1,495,000	4
	Joan Lee	\$ 1,773,000	2	\$ 805,000	1	\$ 2,578,000	3
Joanne Henle	\$ 1,589,900	3			\$ 1,589,900	3	
Joe Loukota	\$ 160,000	1			\$ 160,000	1	
Joe Morgan	\$ 2,131,500	5	\$ 1,640,000	5	\$ 3,771,500	10	
Joey Smith			\$ 1,647,500	6	\$ 1,647,500	6	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Downing Frye	John D. Walsh	\$ 2,125,000	2	\$ 1,930,000	2	\$ 4,055,000	4	
	John F. Adams	\$ 400,000	1	\$ 400,000	1	\$ 800,000	2	
	John J Covelli		1	\$ 595,000	1	\$ 595,000	1	
	John M. Blaine	\$ 1,520,400	9	\$ 920,900	4	\$ 2,441,300	13	
	John S Blosser	\$ 775,000	1			\$ 775,000	1	
	Jolene D. Munzenrieder	\$ 860,000	4	\$ 508,000	1	\$ 1,368,000	5	
	Jone R. Miller	\$ 630,000	2	\$ 1,005,000	2	\$ 1,635,000	4	
	Jordan E Delaney			\$ 2,445,000	5	\$ 2,445,000	5	
	Joyce Maloney			\$ 460,000	1	\$ 460,000	1	
	Jozef John Maston			\$ 2,710,100	3	\$ 2,710,100	3	
	Judy Gattinger	\$ 225,000	1	\$ 314,900	2	\$ 539,900	3	
	Judy Johnson, PA	\$ 165,000	1	\$ 925,000	2	\$ 1,090,000	3	
	Karen Ann Fortes			\$ 390,000	1	\$ 390,000	1	
	Karen Coney Coplin	\$ 160,000	1	\$ 1,000,000	1	\$ 1,160,000	2	
	Karen L. Beatty			\$ 1,425,000	4	\$ 1,425,000	4	
	Karen M Fletcher			\$ 203,900	3	\$ 203,900	3	
	Karol L. Maw	\$ 1,070,000	3	\$ 985,000	3	\$ 2,055,000	6	
	Kat Batten			\$ 150,000	1	\$ 150,000	1	
	Kat Tracy Oesterreicher	\$ 787,000	5			\$ 787,000	5	
	Kathleen Felszer	\$ 265,000	1	\$ 597,000	3	\$ 862,000	4	
	Kathy Bogan Cannady	\$ 650,000	1	\$ 1,065,000	2	\$ 1,715,000	3	
	Kathy Hughes	\$ 735,000	1	\$ 5,897,500	3	\$ 6,632,500	4	
	Kathy Smith	\$ 63,000	1	\$ 63,000	1	\$ 126,000	2	
	Kathy Vlahovic	\$ 540,000	1			\$ 540,000	1	
	Kay F. Kahle	\$ 300,000	1	\$ 487,500	1	\$ 787,500	2	
	Keith A. Sipnick, PA	\$ 147,500	1			\$ 147,500	1	
	Keith R. Lucas			\$ 157,900	1	\$ 157,900	1	
	Ken Mulligan	\$ 200,000	1	\$ 325,000	1	\$ 525,000	2	
	Ken Tibbles			\$ 780,000	2	\$ 780,000	2	
	Kevin E. Aizenshtat	\$ 409,000	2	\$ 6,129,000	2	\$ 6,538,000	4	
	Kevin Shanahan	\$ 1,525,000	3	\$ 845,000	1	\$ 2,370,000	4	
	Kevin W. Small, PA	\$ 692,000	3	\$ 573,000	2	\$ 1,265,000	5	
	Kim Darr			\$ 720,000	1	\$ 720,000	1	
	Kim Moore	\$ 480,000	1	\$ 480,000	1	\$ 960,000	2	
	Kyle Patrick Green			\$ 141,500	1	\$ 141,500	1	
	Larry Halpin	\$ 408,000	1	\$ 1,124,000	2	\$ 1,532,000	3	
	Laura K. Wiggins			\$ 960,000	1	\$ 960,000	1	
	Lauren Y. Fowlkes	\$ 10,884,000	15	\$ 8,461,500	8	\$ 19,345,500	23	
	Lawrence W. Lappin			\$ 265,000	1	\$ 265,000	1	
	Lew Biggs	\$ 385,000	2	\$ 959,000	5	\$ 1,344,000	7	
Linda Eileen Elms	\$ 210,000	1	\$ 130,000	1	\$ 340,000	2		
Linda L. Lindsay, PA			\$ 455,000	1	\$ 455,000	1		
Linda L. Reynolds	\$ 350,000	1	\$ 904,177	4	\$ 1,254,177	5		
Linda Sanfilippo	\$ 1,152,500	3	\$ 1,602,500	5	\$ 2,755,000	8		
Linda Teti			\$ 1,000,000	1	\$ 1,000,000	1		
Linda Willette			\$ 141,800	2	\$ 141,800	2		
Lisa Whiteaker Tomasi	\$ 517,000	3	\$ 477,000	3	\$ 994,000	6		
Lori Ann Druck PA			\$ 345,000	1	\$ 345,000	1		
Lori M. Bender	\$ 550,000	1			\$ 550,000	1		
Lucia Romano	\$ 680,000	1			\$ 680,000	1		
Lynn H. Wilber			\$ 2,498,500	2	\$ 2,498,500	2		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Downing Frye	M. Ballard			\$ 470,000	2	\$ 470,000	2
	Maggie Castro			\$ 286,000	1	\$ 286,000	1
	Marc J. Comisar	\$ 528,000	3	\$ 156,000	1	\$ 684,000	4
	Marcia J. Hawken			\$ 500,000	1	\$ 500,000	1
	Margaret Sloboda	\$ 100,500	1	\$ 231,670	2	\$ 332,170	3
	Margo T. Holloway	\$ 551,500	4	\$ 5,475,500	4	\$ 6,027,000	8
	Marie F. Wooldridge			\$ 495,000	2	\$ 495,000	2
	Marie Shorland Pimm, PA	\$ 3,128,500	10	\$ 1,643,500	4	\$ 4,772,000	14
	Marion L. Frinzi			\$ 340,000	1	\$ 340,000	1
	Mark William Simoff	\$ 235,000	1	\$ 1,565,500	3	\$ 1,800,500	4
	Mark Wolz	\$ 1,309,200	9	\$ 30,000	1	\$ 1,339,200	10
	Marlene G. Suarez, PA			\$ 260,000	1	\$ 260,000	1
	Marlene Graham	\$ 1,895,500	7	\$ 1,614,000	7	\$ 3,509,500	14
	Marsha Poster			\$ 365,000	1	\$ 365,000	1
	Martina Minarik			\$ 148,000	1	\$ 148,000	1
	Mary A. Bruce, PA	\$ 75,000	1	\$ 607,000	3	\$ 682,000	4
	Mary Ann C. Cooper	\$ 440,000	2	\$ 565,000	2	\$ 1,005,000	4
	Mary Ann Kelly MacDonald			\$ 1,100,000	1	\$ 1,100,000	1
	Mary Ann Mercer	\$ 200,000	1	\$ 415,000	2	\$ 615,000	3
	Mary H. Raymond			\$ 1,235,000	3	\$ 1,235,000	3
	Mary Jo Selden	\$ 254,000	3	\$ 480,000	2	\$ 734,000	5
	Mary L. Horesco	\$ 187,000	1	\$ 360,000	1	\$ 547,000	2
	Marya E. Doonan	\$ 1,100,000	2			\$ 1,100,000	2
	Marybeth Brooks	\$ 665,000	1			\$ 665,000	1
	Matthew Scott Liguori			\$ 271,000	4	\$ 271,000	4
	Melinda K. Sullivan	\$ 1,070,000	3	\$ 2,507,000	8	\$ 3,577,000	11
	Melissa A. Wychocki	\$ 1,433,500	3			\$ 1,433,500	3
	Michael Dorobanti	\$ 2,691,400	8	\$ 1,119,900	4	\$ 3,811,300	12
	Michael J. DeBartolo	\$ 5,786,000	8	\$ 505,000	1	\$ 6,291,000	9
	Michael Madden			\$ 251,000	1	\$ 251,000	1
	Michael Parise	\$ 3,200,000	2	\$ 2,109,900	2	\$ 5,309,900	4
	Michael R. Kuebel	\$ 855,000	1			\$ 855,000	1
	Michael R. Lissack	\$ 1,300,000	1	\$ 2,490,216	3	\$ 3,790,216	4
	Michael Tocci	\$ 140,000	1			\$ 140,000	1
	Michelle M. DeVincent	\$ 2,492,500	4	\$ 1,650,000	3	\$ 4,142,500	7
	Mickey D. Gifford	\$ 9,205,000	6	\$ 10,145,000	8	\$ 19,350,000	14
	Mike Gehring	\$ 912,500	4	\$ 155,000	1	\$ 1,067,500	5
	Mike Kuebel			\$ 157,000	1	\$ 157,000	1
	Mike Pagliccia, LLC	\$ 1,183,000	5	\$ 150,000	1	\$ 1,333,000	6
	Mike Powell	\$ 465,000	1	\$ 98,000	1	\$ 563,000	2
	Mindy S. Sylvester	\$ 2,563,500	7	\$ 509,900	3	\$ 3,073,400	10
	Minh H. Nguyen	\$ 1,432,500	2	\$ 1,701,500	7	\$ 3,134,000	9
	Molly Eovino			\$ 2,073,000	4	\$ 2,073,000	4
	Monica Frengel Karambellas, PA	\$ 2,573,000	7	\$ 516,000	2	\$ 3,089,000	9
	Nancy L. Burgess	\$ 8,123,400	22	\$ 3,725,500	9	\$ 11,848,900	31
	Nancy M. Duggan			\$ 149,500	1	\$ 149,500	1
	Nancy R. Woodbury	\$ 3,204,000	5	\$ 360,000	1	\$ 3,564,000	6
Nathan M. Macione	\$ 160,000	1	\$ 170,000	1	\$ 330,000	2	
Nell H. Largen			\$ 860,000	1	\$ 860,000	1	
Nick Bobzien	\$ 773,100	5	\$ 2,546,600	9	\$ 3,319,700	14	
Nick Turner	\$ 220,000	1			\$ 220,000	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Downing Frye	Norma E. Netzw	\$ 494,000	4	\$ 1,168,400	8	\$ 1,662,400	12	
	Norma Romano	\$ 1,076,000	2	\$ 550,000	1	\$ 1,626,000	3	
	Odamis Martinez	\$ 90,000	1	\$ 814,400	5	\$ 904,400	6	
	Pam Frailey			\$ 158,000	1	\$ 158,000	1	
	Pam Grice	\$ 210,000	1	\$ 173,000	1	\$ 383,000	2	
	Pamela J. Schultz			\$ 103,000	1	\$ 103,000	1	
	Pamela S. Watson	\$ 715,415	2	\$ 2,981,615	4	\$ 3,697,030	6	
	Pat Clary			\$ 452,000	2	\$ 452,000	2	
	Pat Vlasho			\$ 1,670,000	1	\$ 1,670,000	1	
	Patricia A. Raht			\$ 1,400,000	2	\$ 1,400,000	2	
	Patricia H. Laine, PA	\$ 500,000	2	\$ 500,000		\$ 500,000	2	
	Patricia J. Peters, PA	\$ 225,000	1	\$ 235,000	1	\$ 460,000	2	
	Patricia L. DuSesai			\$ 235,000	1	\$ 235,000	1	
	Patricia Wilson-Cipolla			\$ 1,936,000	7	\$ 1,936,000	7	
	Patti Trumbull, PA	\$ 9,360,000	7	\$ 6,673,500	6	\$ 16,033,500	13	
	Paul Arpin	\$ 3,760,000	2	\$ 6,460,000	2	\$ 10,220,000	4	
	Paul Zettel			\$ 742,000	1	\$ 742,000	1	
	Penny Magnuson	\$ 144,000	1	\$ 144,000		\$ 144,000	1	
	Pete Smith			\$ 770,000	1	\$ 770,000	1	
	Phil Pugh	\$ 149,500	1	\$ 664,000	1	\$ 813,500	2	
	Phyllis M. Mueller	\$ 535,000	1	\$ 535,000		\$ 535,000	1	
	Pierre D. Langlois			\$ 649,000	7	\$ 649,000	7	
	R. Randall Lucas			\$ 719,000	2	\$ 719,000	2	
	Ralph P. Frenzel			\$ 1,762,500	2	\$ 1,762,500	2	
	Ralph R. Bellon			\$ 655,000	1	\$ 655,000	1	
	Raymond C. Fitzgerald	\$ 220,000	1	\$ 183,000	1	\$ 403,000	2	
	Raymond Cabral	\$ 50,000	1	\$ 628,000	2	\$ 678,000	3	
	Raymond W. Staton	\$ 1,476,500	2	\$ 1,300,000	1	\$ 2,776,500	3	
	Rena Jordan, PA			\$ 750,000	1	\$ 750,000	1	
	Richard O. Jacobson	\$ 665,000	1	\$ 665,000		\$ 665,000	1	
	Richard Paganas	\$ 279,500	1	\$ 279,500		\$ 279,500	1	
	Rick Baranski			\$ 265,900	2	\$ 265,900	2	
	Rick J. Skrivan	\$ 600,000	1	\$ 790,000	2	\$ 1,390,000	3	
	Rita Volmer	\$ 738,500	3	\$ 680,000	1	\$ 1,418,500	4	
	Robert D. Wroble	\$ 1,882,200	2	\$ 220,000	1	\$ 2,102,200	3	
	Roberta D. Haas	\$ 249,000	1	\$ 249,000		\$ 249,000	1	
	Roberta Henhapl			\$ 152,000	1	\$ 152,000	1	
	Roberta M. Fey			\$ 150,000	1	\$ 150,000	1	
	Rocco M. Roppo	\$ 900,000	1	\$ 900,000	1	\$ 1,800,000	2	
	Rocio Accilio	\$ 1,521,575	10	\$ 977,475	6	\$ 2,499,050	16	
Roderick R. Ricard			\$ 355,000	1	\$ 355,000	1		
Rosella Race			\$ 405,000	1	\$ 405,000	1		
Rosemary Keegan	\$ 420,000	1	\$ 180,000	1	\$ 600,000	2		
Russell D. McGuire	\$ 183,500	1	\$ 805,500	4	\$ 989,000	5		
Ruth A. Gould	\$ 1,243,000	2	\$ 1,533,100	2	\$ 2,776,100	4		
Ruth A. Shepard			\$ 200,000	1	\$ 200,000	1		
Ruth E. Darr			\$ 916,000	1	\$ 916,000	1		
Ruth G. Bethem	\$ 387,500	3	\$ 1,653,500	5	\$ 2,041,000	8		
Ryan A. Bleggi			\$ 259,500	2	\$ 259,500	2		
Salinka S. Melof	\$ 7,245,000	5	\$ 2,785,000	2	\$ 10,030,000	7		
Scott L. Sorenson			\$ 474,000	1	\$ 474,000	1		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Downing Frye	Sergio Hernandez	\$ 2,405,500	7	\$ 595,000	1	\$ 3,000,500	8
	Sharon D. McKie	\$ 1,423,000	4			\$ 1,423,000	4
	Sharon L. Saunders	\$ 1,430,000	1	\$ 650,000	1	\$ 2,080,000	2
	Sharyn L. Mariage	\$ 175,000	2	\$ 54,100	1	\$ 229,100	3
	Sheila M. Varnum	\$ 795,000	1	\$ 1,300,000	2	\$ 2,095,000	3
	Sheri L. Gesdorf, PA	\$ 1,795,000	2			\$ 1,795,000	2
	Sherree P. Woods, PA			\$ 485,000	1	\$ 485,000	1
	Shirley Fagnoli	\$ 230,000	2	\$ 456,000	2	\$ 686,000	4
	Shirley Porter			\$ 3,816,000	2	\$ 3,816,000	2
	Steve Fuller			\$ 375,000	2	\$ 375,000	2
	Steve M. Suddeth	\$ 2,610,000	2			\$ 2,610,000	2
	Steve Messenger			\$ 40,500	1	\$ 40,500	1
	Steve Schoepfer	\$ 2,364,900	5	\$ 2,554,000	3	\$ 4,918,900	8
	Steve Sims, PA	\$ 259,900	1	\$ 649,900	2	\$ 909,800	3
	Steven W. Hayden	\$ 1,645,900	8	\$ 242,000	1	\$ 1,887,900	9
	Susan A. Bellina	\$ 3,425,000	3	\$ 1,625,000	1	\$ 5,050,000	4
	Susan A. Pohlmann	\$ 485,000	1			\$ 485,000	1
	Susan C. DeMaagd			\$ 772,500	1	\$ 772,500	1
	Susan E. Procacci	\$ 1,916,300	8	\$ 268,000	2	\$ 2,184,300	10
	Susan Heller	\$ 8,542,000	35			\$ 8,542,000	35
	Susan Sanderson			\$ 2,580,000	4	\$ 2,580,000	4
	Terri Romano	\$ 403,000	2	\$ 490,000	2	\$ 893,000	4
	Terry P. Shaw			\$ 478,300	4	\$ 478,300	4
	Therese H. Warren	\$ 770,000	2	\$ 1,115,000	2	\$ 1,885,000	4
	Thomas E. Garrett	\$ 195,000	1			\$ 195,000	1
	Thomas W. Manning, PA	\$ 245,000	1	\$ 1,313,000	3	\$ 1,558,000	4
	Tom Howard			\$ 425,000	1	\$ 425,000	1
	Tom Kepp Jr, PA			\$ 375,000	2	\$ 375,000	2
	Tom Mather			\$ 275,000	1	\$ 275,000	1
	Toni B. Trombley			\$ 220,000	1	\$ 220,000	1
	Toni Stout, LLC			\$ 925,000	2	\$ 925,000	2
	Tony Romano, SR			\$ 410,000	1	\$ 410,000	1
	Tony Wise	\$ 943,000	3	\$ 1,275,000	2	\$ 2,218,000	5
	Tyler D. Manning	\$ 2,370,000	7	\$ 382,000	2	\$ 2,752,000	9
	V.K. Melhado, PA	\$ 327,000	1	\$ 579,900	3	\$ 906,900	4
	Victoria E. Dettmann	\$ 360,000	1	\$ 144,000	1	\$ 504,000	2
	Victoria S. Harrison	\$ 5,164,500	7	\$ 2,020,000	3	\$ 7,184,500	10
	Vivienne R. Sinkow, PA	\$ 825,000	2	\$ 525,000	1	\$ 1,350,000	3
	Warren O. Dufner			\$ 806,000	2	\$ 806,000	2
	Wendi L. Darragh, PA			\$ 270,000	1	\$ 270,000	1
	Wendy Paffel	\$ 486,000	1	\$ 150,000	1	\$ 636,000	2
	William D. Dill	\$ 1,674,000	3	\$ 330,000	1	\$ 2,004,000	4
	William D. Pilger	\$ 56,000	1	\$ 322,000	4	\$ 378,000	5
	William E. Hopmann, PA	\$ 199,000	1			\$ 199,000	1
	William H. Vail, III			\$ 244,900	2	\$ 244,900	2
	William O. Stenmon	\$ 511,000	2	\$ 511,000	2	\$ 1,022,000	4
	Yvonne Morehouse	\$ 560,000	1	\$ 2,930,000	2	\$ 3,490,000	3
(blank)			\$ 1,567,900	4	\$ 1,567,900	4	
Downing Frye Total	\$ 274,782,110	711	\$ 307,878,975	785	\$ 582,661,085	1,496	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Keller Williams Elite	Aaron Lynch			\$ 106,000	1	\$	106,000	1
	Ann M. Willis			\$ 215,000	1	\$	215,000	1
	Ann T. Spellman			\$ 165,000	1	\$	165,000	1
	Anthony L. Eller	\$ 400,000	1			\$	400,000	1
	Beth James	\$ 1,172,000	3	\$ 974,000	2	\$	2,146,000	5
	Bob Lashenka	\$ 211,000	1	\$ 211,000	1	\$	422,000	2
	Brian M. Geidner	\$ 110,000	1			\$	110,000	1
	Bruce F. Zintz			\$ 883,000	2	\$	883,000	2
	Carl L. Sanford			\$ 818,000	2	\$	818,000	2
	Carolyn S. Walters	\$ 989,000	3	\$ 460,000	2	\$	1,449,000	5
	Cass Weise	\$ 125,000	1			\$	125,000	1
	Cheryl M. Staruck			\$ 330,000	1	\$	330,000	1
	Chicky Culcasi	\$ 334,400	4	\$ 206,500	2	\$	540,900	6
	Christine Casmirri	\$ 195,000	1			\$	195,000	1
	Christine Tercyak			\$ 162,000	1	\$	162,000	1
	CJ Henderson			\$ 126,000	1	\$	126,000	1
	Clayton E Hansen			\$ 98,500	1	\$	98,500	1
	D. Michael Burke	\$ 2,745,650	8	\$ 3,167,650	10	\$	5,913,300	18
	Daniel D. Hake	\$ 133,000	1	\$ 683,000	2	\$	816,000	3
	Deborah J. Adams	\$ 285,000	1	\$ 390,000	2	\$	675,000	3
	Diana M. Caron	\$ 227,000	5	\$ 109,900	2	\$	336,900	7
	Dotty J. Vanderwilt	\$ 1,571,000	7	\$ 343,000	2	\$	1,914,000	9
	Francis D. Lavicky	\$ 275,000	1	\$ 705,500	3	\$	980,500	4
	Fred Colebrooke	\$ 134,000	1	\$ 844,000	3	\$	978,000	4
	Fred Webley			\$ 219,900	1	\$	219,900	1
	Frederick Bush			\$ 254,900	1	\$	254,900	1
	Gerald D. Kumin	\$ 180,000	1	\$ 180,000	1	\$	360,000	2
	Gregory Lewis	\$ 2,005,000	2	\$ 342,000	2	\$	2,347,000	4
	Ilse A. Lefas	\$ 434,900	2	\$ 415,000	2	\$	849,900	4
	Jacqueline Nary	\$ 1,049,200	7	\$ 220,000	1	\$	1,269,200	8
	James B. Golden	\$ 97,500	1			\$	97,500	1
	Jeffrey P. Jordan	\$ 655,000	1	\$ 620,000	1	\$	1,275,000	2
	Jennifer Lyn Monville	\$ 315,000	2	\$ 300,000	1	\$	615,000	3
	Joan Marie Gustavel			\$ 121,500	1	\$	121,500	1
	John J Buehler, Jr			\$ 482,000	2	\$	482,000	2
	Joseph F. Harris	\$ 610,000	3			\$	610,000	3
	Joy D. Runyon	\$ 687,000	5	\$ 175,100	1	\$	862,100	6
	Justin M. Jordan			\$ 2,740,000	1	\$	2,740,000	1
	Kathleen P. Wegwert	\$ 1,605,000	5	\$ 297,500	2	\$	1,902,500	7
	Lisa Grace DeMario			\$ 880,000	2	\$	880,000	2
Marie M. Ackerman	\$ 675,000	1	\$ 180,000	1	\$	855,000	2	
Mark A. Benson, PA	\$ 470,000	1			\$	470,000	1	
Michaela Buchel-Scholl	\$ 192,000	1			\$	192,000	1	
Nathaniel Woodhull	\$ 210,000	1			\$	210,000	1	
Patricia Ann Vahle	\$ 983,700	5	\$ 569,500	4	\$	1,553,200	9	
Randy Keys	\$ 445,000	1	\$ 1,889,600	5	\$	2,334,600	6	
Renee L. Moore	\$ 657,400	3	\$ 2,419,500	2	\$	3,076,900	5	
Richard James Ballard	\$ 1,373,133	1	\$ 2,668,133	3	\$	4,041,266	4	
Robert F. Blakeley			\$ 65,000	1	\$	65,000	1	
Robert Nemeč	\$ 5,906,000	5	\$ 2,365,000	2	\$	8,271,000	7	
Ronald L. Jordan	\$ 8,681,000	6	\$ 4,713,000	4	\$	13,394,000	10	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
 1st Half 2010 Closed Sales

		Side	Data		Total Sum of Sell Price	Total Count of Side	
		L		S			
Keller Williams Elite	Rosemary E. Scheetz-Bruce			\$ 1,000,000	1	\$ 1,000,000	1
	Scott M. McManaway			\$ 979,600	5	\$ 979,600	5
	Sue Ellen Mathers	\$ 780,000	1	\$ 1,147,000	4	\$ 1,927,000	5
	Thomas W. Mannion			\$ 1,200,000	2	\$ 1,200,000	2
	Tom Kilarski	\$ 1,943,566	10	\$ 1,864,400	6	\$ 3,807,966	16
	Valerie J Sarwin	\$ 109,500	1			\$ 109,500	1
	Whitey Phillips			\$ 567,500	2	\$ 567,500	2
	Yahia Lashhab	\$ 378,000	2	\$ 127,000	1	\$ 505,000	3
	(blank)			\$ 4,740,000	2	\$ 4,740,000	2
Keller Williams Elite Total		\$ 39,349,949	107	\$ 44,741,183	106	\$ 84,091,132	213

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Naples Realty	Alice M. Dick			\$ 855,000	1	\$	855,000	1
	Alisha Yvette Cage	\$ 894,498	6	\$ 914,000	4	\$	1,808,498	10
	Arnulf Albrecht			\$ 140,000	1	\$	140,000	1
	Bob Mulready			\$ 454,000	2	\$	454,000	2
	Bob Schmidt	\$ 450,000	1	\$ 375,000	1	\$	825,000	2
	Brandon Sciuto	\$ 3,390,300	13			\$	3,390,300	13
	Brandon Sciuto, PA	\$ 90,000	1			\$	90,000	1
	Bridget Lyn Fagan	\$ 563,900	3	\$ 77,000	1	\$	640,900	4
	Carol R. Mulready	\$ 65,000	1			\$	65,000	1
	Cory A Rozen	\$ 75,000	1			\$	75,000	1
	Cynthia Lynn Casola			\$ 1,200,000	2	\$	1,200,000	2
	Diane Bargiband	\$ 86,000	1	\$ 86,000	1	\$	172,000	2
	Diane Fisher, PA	\$ 225,000	1			\$	225,000	1
	Dom Carbone	\$ 230,000	1			\$	230,000	1
	Don Wilson			\$ 359,000	2	\$	359,000	2
	Edward B. Blackburn, III	\$ 242,000	1			\$	242,000	1
	Francine Stevens	\$ 775,000	3	\$ 290,000	1	\$	1,065,000	4
	Gregg M. Lepore			\$ 561,000	3	\$	561,000	3
	Homer Hyppolite	\$ 180,000	1			\$	180,000	1
	Hugo Aguilar	\$ 483,000	3	\$ 145,000	1	\$	628,000	4
	Jean Deno	\$ 337,500	2	\$ 387,900	2	\$	725,400	4
	Jennifer S. Schooley	\$ 310,100	2			\$	310,100	2
	John A. Steinwand, PA	\$ 480,000	3			\$	480,000	3
	John M. Van Page			\$ 500,000	1	\$	500,000	1
	Kathy Vlahovic	\$ 345,000	1			\$	345,000	1
	Kenneth C. Johnson			\$ 145,000	1	\$	145,000	1
	Kevin Beattie	\$ 425,000	3			\$	425,000	3
	Leslie J. Rollins	\$ 366,589	2	\$ 745,500	3	\$	1,112,089	5
	Lois Grider			\$ 184,500	1	\$	184,500	1
	Marci Hughes			\$ 535,000	1	\$	535,000	1
	Maria E. Garcia			\$ 75,500	1	\$	75,500	1
	Mark A. Young	\$ 415,000	1	\$ 415,000	1	\$	830,000	2
	Mark G. Fanta			\$ 385,000	2	\$	385,000	2
	Mike Tomany	\$ 195,000	1	\$ 1,865,000	3	\$	2,060,000	4
	Paul B. Benezette			\$ 680,000	1	\$	680,000	1
	Richard J. Sawicki			\$ 226,748	2	\$	226,748	2
	Rose Plunkett	\$ 72,000	1			\$	72,000	1
	Sandy O'Connor	\$ 130,000	1	\$ 621,000	2	\$	751,000	3
	Scott Michael Pearl	\$ 628,900	6	\$ 819,900	5	\$	1,448,800	11
	Steve Gitkos	\$ 2,419,900	13	\$ 161,500	1	\$	2,581,400	14
Ted Manassa			\$ 172,900	1	\$	172,900	1	
Theresa M. Miller	\$ 730,000	2	\$ 494,500	1	\$	1,224,500	3	
Timothy D. Peck	\$ 713,400	2	\$ 786,000	4	\$	1,499,400	6	
Todd E. DeFilipps, PA	\$ 1,192,100	5	\$ 641,000	6	\$	1,833,100	11	
Naples Realty Total	\$ 16,510,187	82	\$ 15,297,948	59	\$	31,808,135	141	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Premier	Adrienne Kubiak Young	\$ 4,725,000	3	\$ 1,750,000	1	\$ 6,475,000	4	
	Angela R. Allen			\$ 2,043,500	2	\$ 2,043,500	2	
	Angie White			\$ 625,000	1	\$ 625,000	1	
	Ann M. Nunes			\$ 3,936,000	3	\$ 3,936,000	3	
	Ann Marie Shimer	\$ 565,000	1	\$ 595,000	2	\$ 1,160,000	3	
	Anne H. Killilea			\$ 1,550,000	1	\$ 1,550,000	1	
	Barb Bardsley	\$ 190,000	1	\$ 3,675,000	2	\$ 3,865,000	3	
	Barbara Lowe	\$ 13,750,000	4	\$ 3,000,000	2	\$ 16,750,000	6	
	Bernadette G. Garabed			\$ 3,237,000	5	\$ 3,237,000	5	
	Beth McNichols	\$ 835,000	2	\$ 76,500	1	\$ 911,500	3	
	Bette G. Helms	\$ 2,050,000	1			\$ 2,050,000	1	
	Bill Van Arsdale			\$ 2,000,000	1	\$ 2,000,000	1	
	Billie Jans			\$ 450,000	1	\$ 450,000	1	
	Brian M. Nelson	\$ 1,800,000	1			\$ 1,800,000	1	
	C Lodge McKee, II	\$ 4,307,500	4	\$ 92,500	1	\$ 4,400,000	5	
	Carol A. Wood	\$ 2,753,000	4	\$ 5,352,900	12	\$ 8,105,900	16	
	Carol Loder	\$ 1,195,000	4	\$ 860,000	3	\$ 2,055,000	7	
	Carol R. Johnson	\$ 3,064,500	7	\$ 4,256,000	4	\$ 7,320,500	11	
	Carolyn L. Weinand	\$ 2,789,900	4			\$ 2,789,900	4	
	Catherine A. Schmitt	\$ 419,000	1			\$ 419,000	1	
	Catherine Lieberman	\$ 3,095,000	4	\$ 3,575,000	8	\$ 6,670,000	12	
	Catherine McCormick	\$ 1,800,000	1	\$ 1,050,000	1	\$ 2,850,000	2	
	Cathy Owen			\$ 2,025,000	1	\$ 2,025,000	1	
	Cheryl S. Mease	\$ 730,000	1	\$ 145,000	1	\$ 875,000	2	
	Constance L. Lummis	\$ 5,982,500	6	\$ 2,300,000	1	\$ 8,282,500	7	
	Cynthia M. Joannou	\$ 2,262,500	1	\$ 1,535,000	2	\$ 3,797,500	3	
	Daniel Guenther, PA	\$ 1,225,000	1			\$ 1,225,000	1	
	Daniel O'Dea			\$ 177,500	1	\$ 177,500	1	
	Daniel S. Pregont	\$ 365,000	1	\$ 4,435,000	3	\$ 4,800,000	4	
	Darlene Roddy	\$ 400,000	1			\$ 400,000	1	
	Dave Renner	\$ 5,501,500	9	\$ 3,690,000	3	\$ 9,191,500	12	
	David J. Flowers			\$ 103,500	1	\$ 103,500	1	
	Debra M. McDermott	\$ 7,843,500	7	\$ 1,300,000	3	\$ 9,143,500	10	
	Dina L. Moon, PA	\$ 90,000	1	\$ 545,000	1	\$ 635,000	2	
	Donna S. Menendez			\$ 520,000	1	\$ 520,000	1	
	Douglas J. Davlin			\$ 150,000	1	\$ 150,000	1	
	Drusilla Martinovich	\$ 4,360,000	5	\$ 2,720,000	3	\$ 7,080,000	8	
	Edward N. Cox	\$ 1,750,000	1	\$ 405,000	1	\$ 2,155,000	2	
	Elizabeth C. Dewey, PA	\$ 335,000	1	\$ 2,455,000	2	\$ 2,790,000	3	
	Ellen Egglund	\$ 740,000	1	\$ 965,000	1	\$ 1,705,000	2	
Emily K. Bua	\$ 13,387,000	9	\$ 4,670,000	2	\$ 18,057,000	11		
Esther M. Van Lare	\$ 589,000	2	\$ 2,593,000	4	\$ 3,182,000	6		
Fran Rauschelbach	\$ 1,050,000	1			\$ 1,050,000	1		
Fred Alter	\$ 1,382,000	3			\$ 1,382,000	3		
Gary L. Jaarda	\$ 2,445,000	4	\$ 3,898,000	4	\$ 6,343,000	8		
Gayle M. Fawkes	\$ 1,072,000	3	\$ 967,000	3	\$ 2,039,000	6		
Gordie Lazich			\$ 170,000	1	\$ 170,000	1		
Gregory T. Martinovich	\$ 4,350,000	2			\$ 4,350,000	2		
Harriet Harnar	\$ 6,114,900	7	\$ 2,819,900	6	\$ 8,934,800	13		
Isabelle H. Edwards	\$ 2,270,000	3	\$ 621,000	1	\$ 2,891,000	4		
Jan Martindale			\$ 140,000	1	\$ 140,000	1		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Premier	Janet P. Rathbun	\$ 2,025,000		1			\$ 2,025,000	1
	Janie Darling	\$ 7,365,000		5	\$ 2,612,450	3	\$ 9,977,450	8
	Jean B. Smith				\$ 549,900	1	\$ 549,900	1
	Jean Niles Tarkenton, LLC	\$ 3,340,000		4			\$ 3,340,000	4
	Jeannie McGearty	\$ 566,000		1			\$ 566,000	1
	Jeffrey S. De Angelis	\$ 890,000		1			\$ 890,000	1
	Jennifer Urness	\$ 9,824,000		7	\$ 1,020,000	2	\$ 10,844,000	9
	Jeri Richey	\$ 265,000		1	\$ 1,200,000	1	\$ 1,465,000	2
	Jerry Wachowicz	\$ 2,840,000		3	\$ 2,590,000	2	\$ 5,430,000	5
	Jill B. Kushner	\$ 922,000		2	\$ 2,205,766	6	\$ 3,127,766	8
	John A. Despart				\$ 525,000	2	\$ 525,000	2
	John Coburn, Jr				\$ 850,000	1	\$ 850,000	1
	Judith B. Perry	\$ 3,250,000		3			\$ 3,250,000	3
	Judith D. Stead	\$ 1,862,000		3	\$ 3,679,000	6	\$ 5,541,000	9
	Karen Coney Coplin				\$ 350,000	1	\$ 350,000	1
	Karen Van Arsdale	\$ 14,295,000		9	\$ 37,990,000	9	\$ 52,285,000	18
	Kathryn E. Hurvitz	\$ 1,305,000		2	\$ 2,362,500	4	\$ 3,667,500	6
	Kathryn E. Tout	\$ 625,000		1	\$ 855,000	2	\$ 1,480,000	3
	Kathy Morris	\$ 822,000		2	\$ 4,982,500	5	\$ 5,804,500	7
	Keith R. Alexander				\$ 800,000	2	\$ 800,000	2
	Kevin R. Smith	\$ 1,562,500		2	\$ 887,000	2	\$ 2,449,500	4
	Larry E. White				\$ 4,735,000	3	\$ 4,735,000	3
	Larry Roorda	\$ 1,585,000		3	\$ 535,000	1	\$ 2,120,000	4
	Leah Ritchey PA	\$ 17,832,500		8	\$ 4,120,000	2	\$ 21,952,500	10
	Linda B. Perry	\$ 400,000		1			\$ 400,000	1
	Linda F. Piatt	\$ 2,150,000		2	\$ 5,397,500	4	\$ 7,547,500	6
	Linda S. Ohler	\$ 740,500		2	\$ 372,500	1	\$ 1,113,000	3
	Linda Sonders				\$ 1,695,000	3	\$ 1,695,000	3
	Lynn A. Anderson				\$ 4,883,811	2	\$ 4,883,811	2
	Mara L. Muller	\$ 5,591,000		7	\$ 2,472,000	1	\$ 8,063,000	8
	Marie M. Straub	\$ 1,000,000		1			\$ 1,000,000	1
	Marilyn A. Moir				\$ 135,000	1	\$ 135,000	1
	Marion Q. Bethea	\$ 9,730,000		5	\$ 2,800,000	2	\$ 12,530,000	7
	Mark D. Maran	\$ 3,100,000		1	\$ 1,460,000	1	\$ 4,560,000	2
	Mark Leone, P.A.	\$ 530,000		1	\$ 173,000	1	\$ 703,000	2
	Marsha L. Moore	\$ 540,000		1	\$ 295,000	1	\$ 835,000	2
	Marty McDermott				\$ 1,140,000	2	\$ 1,140,000	2
	Mary A. Yon				\$ 1,125,000	1	\$ 1,125,000	1
	Mary Catherine White	\$ 1,095,000		3	\$ 2,950,000	2	\$ 4,045,000	5
	Mary J. Johnson	\$ 1,488,000		1			\$ 1,488,000	1
Mary K. Halpin	\$ 910,000		2			\$ 910,000	2	
Mary P. Duggan	\$ 2,970,000		4	\$ 1,433,500	3	\$ 4,403,500	7	
Maryanne Kennedy	\$ 550,000		1	\$ 1,098,250	2	\$ 1,648,250	3	
Maureen Joyce	\$ 260,000		1	\$ 785,000	3	\$ 1,045,000	4	
Melissa C Williams	\$ 10,311,811		3	\$ 2,805,000	2	\$ 13,116,811	5	
Michael D. Browne				\$ 2,475,000	1	\$ 2,475,000	1	
Michael E. Lickley				\$ 1,550,000	1	\$ 1,550,000	1	
Michael G. Lawler, PA	\$ 28,284,000		12	\$ 7,700,000	3	\$ 35,984,000	15	
Michael Joyce				\$ 526,000	2	\$ 526,000	2	
Michelle L. Thomas				\$ 950,000	1	\$ 950,000	1	
Milton J. Collins	\$ 462,500		1			\$ 462,500	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Premier	Mitch Williams	\$ 4,861,500	4	\$ 5,082,500	3	\$ 9,944,000	7
	ML Meade			\$ 530,000	1	\$ 530,000	1
	Monica D. Cameron			\$ 670,000	1	\$ 670,000	1
	Nick Stepan			\$ 679,000	2	\$ 679,000	2
	Pam Hartman	\$ 1,062,500	2			\$ 1,062,500	2
	Pamela Heron			\$ 235,000	1	\$ 235,000	1
	Pamela L. Umscheid	\$ 1,740,000	3	\$ 3,169,000	6	\$ 4,909,000	9
	Pat Callis	\$ 1,100,000	1	\$ 2,415,000	5	\$ 3,515,000	6
	Patrick D. O'Connor, PA	\$ 6,089,900	14	\$ 2,802,400	6	\$ 8,892,300	20
	Patrick P. O'Donnell	\$ 260,000	1			\$ 260,000	1
	Paula F. Sims	\$ 11,625,000	5	\$ 1,805,000	2	\$ 13,430,000	7
	Paulina Maynetto			\$ 169,000	1	\$ 169,000	1
	penny Lyle			\$ 782,500	1	\$ 782,500	1
	Peter A. Lent	\$ 915,000	2	\$ 164,900	1	\$ 1,079,900	3
	Philip Mareschal	\$ 2,451,000	3	\$ 179,000	1	\$ 2,630,000	4
	Philip N. Collins	\$ 4,100,000	2	\$ 11,575,000	5	\$ 15,675,000	7
	Phyllis L. O'Donnell	\$ 1,385,000	1			\$ 1,385,000	1
	Polly Himmel	\$ 435,000	1	\$ 1,200,000	1	\$ 1,635,000	2
	Ray Couret	\$ 2,075,000	2	\$ 4,414,000	2	\$ 6,489,000	4
	Richard G Prebish II, PA	\$ 16,700,000	1			\$ 16,700,000	1
	Richard G. Culp			\$ 1,020,000	1	\$ 1,020,000	1
	Rick Marquardt	\$ 900,000	1			\$ 900,000	1
	Robin L. Weidle	\$ 478,000	1	\$ 105,000	1	\$ 583,000	2
	Rodrick M. Soars	\$ 12,950,000	6			\$ 12,950,000	6
	Roxanne B. Stone Jeske	\$ 2,262,500	8	\$ 917,000	3	\$ 3,179,500	11
	Roya Nouhi	\$ 810,000	2	\$ 1,420,000	2	\$ 2,230,000	4
	Ruth L. Trettis	\$ 4,835,000	3	\$ 10,740,000	4	\$ 15,575,000	7
	Sam Heitman, PA			\$ 1,503,000	1	\$ 1,503,000	1
	Sandra McCarthy-Meeks	\$ 1,625,000	3	\$ 1,589,500	4	\$ 3,214,500	7
	Sharon D. Kiptyk	\$ 3,255,000	2	\$ 3,500,000	1	\$ 6,755,000	3
	Sharon S. Kaltenborn	\$ 1,010,000	1	\$ 750,000	1	\$ 1,760,000	2
	Stephanie Coburn	\$ 2,593,250	7	\$ 920,000	3	\$ 3,513,250	10
	Susan Barton	\$ 2,225,000	2	\$ 1,618,500	3	\$ 3,843,500	5
	Susan DeShong	\$ 814,000	3	\$ 270,000	1	\$ 1,084,000	4
	Susan F. Black	\$ 1,560,000	3	\$ 1,095,000	2	\$ 2,655,000	5
	Susie Culp			\$ 399,000	1	\$ 399,000	1
	Ted Dudley	\$ 385,000	1	\$ 360,000	1	\$ 745,000	2
	Teresa Rucker	\$ 160,000	1	\$ 2,263,027	5	\$ 2,423,027	6
	Teri Purvis	\$ 1,894,000	3	\$ 1,100,000	1	\$ 2,994,000	4
	Terri Moellers	\$ 2,550,000	3	\$ 2,700,000	1	\$ 5,250,000	4
	Tess McCarthy			\$ 1,835,000	2	\$ 1,835,000	2
	Thomas C. Gasbarro	\$ 2,300,000	1	\$ 1,050,000	3	\$ 3,350,000	4
	Thomas McCarthy	\$ 7,900,000	1	\$ 10,380,000	4	\$ 18,280,000	5
	Todd L. Kendall	\$ 1,045,000	1			\$ 1,045,000	1
	Trey Wilson			\$ 1,690,000	3	\$ 1,690,000	3
	Trudy G. Salyers	\$ 520,000	1			\$ 520,000	1
	Vickie J. Larscheid	\$ 125,000	1	\$ 7,878,999	3	\$ 8,003,999	4
Vincent L. Bandelier			\$ 1,275,000	1	\$ 1,275,000	1	
Virginia R. Wilson	\$ 2,745,000	4	\$ 1,852,500	5	\$ 4,597,500	9	
Wendy L. Hayes	\$ 362,000	1	\$ 1,729,900	3	\$ 2,091,900	4	
(blank)			\$ 777,500	2	\$ 777,500	2	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Premier Total		\$ 358,976,261	321	\$ 291,156,203	295	\$ 650,132,464	616	
Prudential WCI	Aaron M. Isban	\$ 89,900	1	\$ 359,900	3	\$ 449,800	4	
	Al Smith	\$ 2,955,870	24	\$ 104,900	2	\$ 3,060,770	26	
	Alan B. Levi PA	\$ 2,959,500	7	\$ 3,799,000	7	\$ 6,758,500	14	
	Andrew C. Fentiman	\$ 2,730,000	2	\$ 3,450,000	3	\$ 6,180,000	5	
	Annette M. Villano	\$ 75,000	1	\$ 1,935,000	5	\$ 2,010,000	6	
	Anthony P. Bernosky	\$ 614,000	3	\$ 506,400	3	\$ 1,120,400	6	
	Arnold R. Mantilia Jr			\$ 700,000	1	\$ 700,000	1	
	Arnold Robert Mantilia Jr	\$ 691,500	2			\$ 691,500	2	
	Barbara Fortin-Silvia	\$ 1,239,300	7	\$ 660,500	3	\$ 1,899,800	10	
	Barbara Irons	\$ 1,816,500	7	\$ 2,227,000	7	\$ 4,043,500	14	
	Beverly Fried	\$ 300,000	1			\$ 300,000	1	
	Bob Bowman			\$ 145,900	1	\$ 145,900	1	
	Bob Call	\$ 670,000	2			\$ 670,000	2	
	Bonnie Knapp	\$ 232,500	2			\$ 232,500	2	
	Brett Backus	\$ 2,701,500	15	\$ 331,625	6	\$ 3,033,125	21	
	Brigitte R. Devlin			\$ 1,067,000	2	\$ 1,067,000	2	
	Bud Alden, III	\$ 525,000	1	\$ 525,000	1	\$ 1,050,000	2	
	Bud Kimbrough, III	\$ 799,000	1			\$ 799,000	1	
	Carol A. Gilman	\$ 2,625,000	1	\$ 3,525,000	2	\$ 6,150,000	3	
	Carol A. Purdum	\$ 1,005,000	7	\$ 180,000	1	\$ 1,185,000	8	
	Carol Aumann	\$ 200,000	1			\$ 200,000	1	
	Carol J. Carpenter	\$ 4,919,000	11	\$ 3,408,000	7	\$ 8,327,000	18	
	Carol J. Sheehy			\$ 975,000	1	\$ 975,000	1	
	Cathy Lee	\$ 401,000	1			\$ 401,000	1	
	Charles Raymond Toney			\$ 90,000	1	\$ 90,000	1	
	Cherie Fiedler, PA			\$ 160,000	1	\$ 160,000	1	
	Chip Krespach			\$ 465,000	2	\$ 465,000	2	
	Christine E. Mantilia	\$ 260,000	1			\$ 260,000	1	
	Christy L. Doyle	\$ 800,000	3	\$ 657,000	2	\$ 1,457,000	5	
	Cindy Mancari	\$ 397,500	2			\$ 397,500	2	
	Cindy Oneto	\$ 210,000	1	\$ 359,000	1	\$ 569,000	2	
	Cliff Donenfeld	\$ 1,012,000	2	\$ 2,512,500	1	\$ 3,524,500	3	
	Corelli E. Giefer	\$ 92,000	1			\$ 92,000	1	
	D.J. Colas	\$ 210,000	1			\$ 210,000	1	
	Dale T. Buettner			\$ 25,000	1	\$ 25,000	1	
	Dean M. Moon			\$ 150,000	1	\$ 150,000	1	
	Deanna L. Krespach	\$ 1,352,300	3	\$ 360,100	3	\$ 1,712,400	6	
	Debbie Dekevich	\$ 105,000	1	\$ 253,000	1	\$ 358,000	2	
	Debbie Dickens	\$ 835,000	1			\$ 835,000	1	
	Dena Wilcoxon	\$ 1,043,000	3	\$ 1,208,400	4	\$ 2,251,400	7	
	Dick Prutting			\$ 174,500	1	\$ 174,500	1	
	Dona L. Schrim	\$ 990,000	3	\$ 1,449,000	5	\$ 2,439,000	8	
	Dorcas D. Briscoe	\$ 10,057,500	4	\$ 3,350,000	1	\$ 13,407,500	5	
	Dot Klinginsmith	\$ 175,000	1			\$ 175,000	1	
	E. J. LoPresti			\$ 506,500	3	\$ 506,500	3	
	Earline Lawrence	\$ 485,000	1	\$ 327,000	2	\$ 812,000	3	
	Ellie Stevenson	\$ 402,500	1			\$ 402,500	1	
	Frank Gillette			\$ 525,000	2	\$ 525,000	2	
	Gail M. O'Leary	\$ 1,310,500	3	\$ 934,900	2	\$ 2,245,400	5	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Prudential WCI	Gariann Small			\$ 1,734,000	5	\$ 1,734,000	5
	Gene Sudol	\$ 1,712,400	12	\$ 1,570,000	1	\$ 3,282,400	13
	Glen A. Sholl, PA	\$ 255,000	1	\$ 596,000	3	\$ 851,000	4
	Helen Hussar	\$ 350,000	1	\$ 350,000	1	\$ 700,000	2
	Helga M. Wetzold	\$ 340,000	1	\$ 340,000	1	\$ 680,000	2
	Huguette Nelson			\$ 690,000	3	\$ 690,000	3
	Jackie May	\$ 5,200,000	1	\$ 20,850,000	5	\$ 26,050,000	6
	James A. Nulf, Jr.	\$ 5,992,000	4	\$ 2,337,000	2	\$ 8,329,000	6
	James F. Brousil	\$ 717,500	1	\$ 982,500	2	\$ 1,700,000	3
	James J. Hogan			\$ 257,000	1	\$ 257,000	1
	Jay S. Reis	\$ 2,109,000	3	\$ 6,144,916	5	\$ 8,253,916	8
	Jeanne Schauer			\$ 675,000	1	\$ 675,000	1
	Jeannine de Alwis			\$ 118,000	1	\$ 118,000	1
	Jeffrey P. Tiefenbach, PA	\$ 1,668,500	4	\$ 875,000	2	\$ 2,543,500	6
	Jerry Krecicki, Jr.			\$ 50,000	1	\$ 50,000	1
	Jerry Kuperus	\$ 245,000	1	\$ 603,000	3	\$ 848,000	4
	Jim Shaw, PA			\$ 147,500	1	\$ 147,500	1
	JoAnn Thokey			\$ 260,000	1	\$ 260,000	1
	Joanne F. Callahan	\$ 1,110,500	6	\$ 730,500	4	\$ 1,841,000	10
	Joe Muni, III			\$ 302,001	2	\$ 302,001	2
	John A. Turco	\$ 12,189,800	17			\$ 12,189,800	17
	John G. Hamilton	\$ 7,339,500	6	\$ 2,165,000	2	\$ 9,504,500	8
	John L. Vorbach	\$ 120,000	1	\$ 170,400	2	\$ 290,400	3
	John R. James	\$ 890,000	2	\$ 1,144,575	4	\$ 2,034,575	6
	John R. Rodda			\$ 1,339,000	3	\$ 1,339,000	3
	John Ryba			\$ 209,500	1	\$ 209,500	1
	Joy A. Deeley	\$ 417,500	2	\$ 762,500	2	\$ 1,180,000	4
	Karen D. Bothwell	\$ 800,000	1	\$ 621,900	3	\$ 1,421,900	4
	Karen L. DeVoll			\$ 85,000	1	\$ 85,000	1
	Karin L. Thomas	\$ 70,000	1			\$ 70,000	1
	Kathy A. Walsh	\$ 1,465,000	6	\$ 1,674,103	6	\$ 3,139,103	12
	Kaz Zuponcic	\$ 609,000	2			\$ 609,000	2
	Kelley A. Short	\$ 670,000	3	\$ 337,000	1	\$ 1,007,000	4
	Kenneth D. Lowe	\$ 738,000	4	\$ 1,141,000	4	\$ 1,879,000	8
	Kevin J May	\$ 245,000	1			\$ 245,000	1
	Kevin O'Grady	\$ 873,000	4	\$ 1,568,000	5	\$ 2,441,000	9
	Kimberly A. Zuponcic	\$ 532,000	4	\$ 895,000	3	\$ 1,427,000	7
	Kristine Johnson			\$ 767,000	2	\$ 767,000	2
	Larry G. Cowell			\$ 334,200	1	\$ 334,200	1
	Lauri M. Elliot			\$ 265,000	1	\$ 265,000	1
Laurie D. Rieks	\$ 120,000	1			\$ 120,000	1	
Laurie J Singer			\$ 200,000	1	\$ 200,000	1	
Lee Howard Blackston			\$ 760,000	5	\$ 760,000	5	
Leroy A. Rubenstein	\$ 825,000	1	\$ 825,000	1	\$ 1,650,000	2	
Linda H. Murphy	\$ 495,250	3	\$ 342,500	2	\$ 837,750	5	
Linda T. Sholl	\$ 545,000	1	\$ 834,000	2	\$ 1,379,000	3	
Lindsey McMahan, PA	\$ 204,900	2			\$ 204,900	2	
Lisa P. Grear, PA	\$ 75,000	1	\$ 225,000	1	\$ 300,000	2	
Lori C. Grant	\$ 143,000	1	\$ 170,000	1	\$ 313,000	2	
Lori L. Rodda	\$ 130,500	1			\$ 130,500	1	
Maggie Ziomek	\$ 154,000	1			\$ 154,000	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Prudential WCI	Marianne T. Cussick	\$ 295,000	1		\$ 295,000	1	\$ 295,000	1
	Marion L. Weinberger			\$ 141,000	1	\$ 141,000	1	1
	Marita Gastaldello	\$ 315,000	1	\$ 290,000	1	\$ 605,000	2	2
	Mary A. Zentner			\$ 6,100,000	2	\$ 6,100,000	2	2
	Mary D. Stahl			\$ 190,000	1	\$ 190,000	1	1
	Matthew R. Powers			\$ 210,500	1	\$ 210,500	1	1
	Maureen C. Roberts			\$ 419,000	1	\$ 419,000	1	1
	Michelle J. DeNomme	\$ 905,000	2	\$ 825,000	1	\$ 1,730,000	3	3
	Micki Hurvitz			\$ 139,000	1	\$ 139,000	1	1
	Monica Sue Rawn	\$ 4,028,000	7	\$ 924,000	3	\$ 4,952,000	10	10
	Nancy J. Randall			\$ 560,000	1	\$ 560,000	1	1
	Nancy L. McCrory			\$ 747,000	2	\$ 747,000	2	2
	Nick Lopardo	\$ 322,000	2	\$ 254,000	2	\$ 576,000	4	4
	Patricia A. Trapnell	\$ 3,250,000	1			\$ 3,250,000	1	1
	PATRICIA Rodinsky	\$ 371,500	3	\$ 62,500	1	\$ 434,000	4	4
	Paul F. Sullivan			\$ 475,000	1	\$ 475,000	1	1
	Paula Weber, GRI	\$ 620,000	1			\$ 620,000	1	1
	Peggy A. Wagner	\$ 133,000	1	\$ 320,000	2	\$ 453,000	3	3
	Peggy Ryba			\$ 562,374	1	\$ 562,374	1	1
	Peter Kikkert, Jr.	\$ 385,000	2			\$ 385,000	2	2
	Philip (Jim) Windey	\$ 265,000	2	\$ 125,000	1	\$ 390,000	3	3
	Pi Hwa C. Boothman, PA	\$ 3,900,000	1	\$ 165,000	2	\$ 4,065,000	3	3
	Randy Lichtman	\$ 145,000	1	\$ 1,220,400	7	\$ 1,365,400	8	8
	Richard Maunz	\$ 334,670	2			\$ 334,670	2	2
	Rick Fioretti	\$ 2,375,000	3	\$ 1,490,000	1	\$ 3,865,000	4	4
	Robert A. Schmidt	\$ 168,000	1			\$ 168,000	1	1
	Robert J Call			\$ 103,500	1	\$ 103,500	1	1
	Robert R. Bodlund			\$ 662,100	2	\$ 662,100	2	2
	Roberta Stephens	\$ 4,800,000	1			\$ 4,800,000	1	1
	Roger Terry Korf	\$ 760,000	2			\$ 760,000	2	2
	Rosalie Munzo	\$ 503,500	3	\$ 1,517,750	5	\$ 2,021,250	8	8
	Ruth A. Fortin	\$ 145,000	1	\$ 145,000	1	\$ 290,000	2	2
	Ryan S. Whittaker	\$ 156,000	1	\$ 407,500	2	\$ 563,500	3	3
	Sandra Pastoor	\$ 847,500	2	\$ 1,712,500	5	\$ 2,560,000	7	7
	Scott A. Langevin	\$ 1,582,331	13	\$ 220,000	1	\$ 1,802,331	14	14
	Sepp P. Ronay			\$ 1,055,000	6	\$ 1,055,000	6	6
	Sharon R. Cohan	\$ 1,620,000	4	\$ 2,967,500	5	\$ 4,587,500	9	9
	Stephen W Wolfson	\$ 205,000	1	\$ 205,000	1	\$ 410,000	2	2
	Sue Nemenz	\$ 300,000	1			\$ 300,000	1	1
	Susan C. Scott	\$ 517,000	3	\$ 659,900	4	\$ 1,176,900	7	7
	Susan Heck			\$ 1,485,000	3	\$ 1,485,000	3	3
	Susan Hubly, PA	\$ 189,000	2	\$ 270,000	1	\$ 459,000	3	3
	Suzanne Bodlund	\$ 672,000	3			\$ 672,000	3	3
	Sylvia Kuperus	\$ 125,000	1	\$ 1,220,000	2	\$ 1,345,000	3	3
	Tammy Lea Kreifels			\$ 187,500	2	\$ 187,500	2	2
	Ted E. DeGroot	\$ 694,500	3	\$ 248,500	1	\$ 943,000	4	4
	Terese DeLuca	\$ 405,000	2			\$ 405,000	2	2
	Thomas G. Fuchs	\$ 218,000	1			\$ 218,000	1	1
	Tracey L. Young	\$ 810,000	2	\$ 3,570,000	2	\$ 4,380,000	4	4
	Victoria Josberger			\$ 221,000	1	\$ 221,000	1	1
Wanda M Baldwin, LLC	\$ 295,000	1			\$ 295,000	1	1	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
 1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Prudential WCI	Wendellyn K. Dean			\$ 294,650	1	\$ 294,650	1
	Wright B. Taylor IV	\$ 377,500	2			\$ 377,500	2
	(blank)			\$ 326,701	2	\$ 326,701	2
Prudential WCI Total		\$ 129,672,721	310	\$ 126,554,095	269	\$ 256,226,816	579

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Wood	Adam L. Carriero	\$ 1,983,300	4	\$ 2,437,400	4	\$ 4,420,700	8	
	Albie Varoski, III	\$ 1,250,000	1	\$ 1,437,500	2	\$ 2,687,500	3	
	Amy E. Velyvis	\$ 1,219,500	3	\$ 2,267,500	3	\$ 3,487,000	6	
	Anita Colletti	\$ 3,783,050	18	\$ 1,969,900	7	\$ 5,752,950	25	
	Annemarie M. Giannini	\$ 2,097,000	6	\$ 2,342,000	7	\$ 4,439,000	13	
	Barbara F. Dunlap			\$ 745,000	2	\$ 745,000	2	
	Barbara J. Morley, PA	\$ 582,000	2	\$ 142,600	1	\$ 724,600	3	
	Barbara Salinas	\$ 1,455,000	4	\$ 544,000	2	\$ 1,999,000	6	
	Beth Metzger			\$ 460,000	2	\$ 460,000	2	
	Beverly E. Czachor	\$ 2,393,750	5	\$ 869,000	3	\$ 3,262,750	8	
	Bill Earls	\$ 51,160,000	11	\$ 28,850,000	4	\$ 80,010,000	15	
	Bill Verdonk	\$ 1,838,000	6	\$ 2,799,000	10	\$ 4,637,000	16	
	Blake Owen	\$ 163,000	1			\$ 163,000	1	
	Bob Weldy			\$ 610,000	2	\$ 610,000	2	
	Bobbie Dusek	\$ 1,149,000	4			\$ 1,149,000	4	
	Bonnie Camp	\$ 2,780,000	3	\$ 1,582,000	3	\$ 4,362,000	6	
	Brooke Connors Faris	\$ 219,000	1	\$ 475,589	3	\$ 694,589	4	
	Bruce D. Franke	\$ 522,000	1			\$ 522,000	1	
	Bruce M. Babcock	\$ 850,000	1	\$ 650,000	1	\$ 1,500,000	2	
	Bunny Caravello	\$ 5,603,500	14	\$ 2,540,000	6	\$ 8,143,500	20	
	Caitlin Pearson-Thomason	\$ 1,365,000	3	\$ 1,004,500	4	\$ 2,369,500	7	
	Carol A. Marlow			\$ 250,000	2	\$ 250,000	2	
	Carol C. Fox	\$ 505,000	1	\$ 2,345,000	3	\$ 2,850,000	4	
	Carol L. McElroy, PA			\$ 476,500	1	\$ 476,500	1	
	Carol M. LaCanfora	\$ 1,675,000	1			\$ 1,675,000	1	
	Caterina S. Coverini	\$ 1,695,000	6	\$ 1,400,000	2	\$ 3,095,000	8	
	Catherine A. Wynne			\$ 590,000	1	\$ 590,000	1	
	Chad Phipps			\$ 300,000	1	\$ 300,000	1	
	Charles E. Berry	\$ 234,000	1	\$ 389,900	1	\$ 623,900	2	
	Charles R. Felix			\$ 5,300,000	1	\$ 5,300,000	1	
	Chase Burnett	\$ 1,654,000	6	\$ 1,298,000	3	\$ 2,952,000	9	
	Cheryl D. Turner	\$ 5,795,000	7	\$ 1,910,000	4	\$ 7,705,000	11	
	Chris St. Cyr	\$ 2,590,000	4	\$ 2,000,000	2	\$ 4,590,000	6	
	Christianne Payne Arthur	\$ 565,000	4	\$ 966,000	6	\$ 1,531,000	10	
	Christine Citrano	\$ 1,172,500	3	\$ 450,000	2	\$ 1,622,500	5	
	Cindy Kruesi	\$ 817,000	3	\$ 1,835,500	7	\$ 2,652,500	10	
	Claire Licciardi	\$ 3,739,000	5	\$ 692,500	3	\$ 4,431,500	8	
	Connie Spitzmiller			\$ 187,000	1	\$ 187,000	1	
	Corey Famiano			\$ 179,500	2	\$ 179,500	2	
	Corey Stranger			\$ 448,000	2	\$ 448,000	2	
Craig Jones	\$ 8,850,000	6	\$ 2,525,000	1	\$ 11,375,000	7		
Cynthia L. Miles	\$ 2,473,000	7	\$ 516,000	2	\$ 2,989,000	9		
Dana B. Lark	\$ 7,629,000	3	\$ 7,139,200	4	\$ 14,768,200	7		
Daniel A. Tremblay	\$ 88,000	1	\$ 165,000	1	\$ 253,000	2		
Danni Sadler			\$ 526,000	2	\$ 526,000	2		
Darline Hillard			\$ 473,000	2	\$ 473,000	2		
Darren K. Miles			\$ 112,000	1	\$ 112,000	1		
David A. Burke			\$ 1,115,000	3	\$ 1,115,000	3		
David Luciano			\$ 278,000	2	\$ 278,000	2		
Debbie Frost	\$ 2,562,000	6	\$ 929,000	2	\$ 3,491,000	8		
Debbie Zvibleman	\$ 724,000	3	\$ 120,000	1	\$ 844,000	4		

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Wood	Deborah S. Hylemon, PA	\$ 1,111,000	4	\$ 420,000	1	\$ 1,531,000	5
	Debra E. Pelitera	\$ 2,000,000	1	\$ 596,000	4	\$ 2,596,000	5
	Debra S. Wine			\$ 2,949,000	2	\$ 2,949,000	2
	Dede Ditto	\$ 675,000	1			\$ 675,000	1
	Denise Young	\$ 219,000	1			\$ 219,000	1
	Dennis L. Brande, PA	\$ 2,425,000	3	\$ 1,199,900	4	\$ 3,624,900	7
	Diana Coyle	\$ 350,000	2	\$ 590,000	2	\$ 940,000	4
	Diana M. McCoy, PA	\$ 920,000	2	\$ 1,575,000	1	\$ 2,495,000	3
	Diane Rudd	\$ 1,039,000	6	\$ 1,567,000	9	\$ 2,606,000	15
	Diane Zingali	\$ 85,000	1	\$ 260,000	1	\$ 345,000	2
	Dick Sopher	\$ 260,000	1	\$ 260,000	1	\$ 520,000	2
	Dominick P. Tascher	\$ 187,500	1	\$ 840,650	3	\$ 1,028,150	4
	Don Carter	\$ 60,000	1	\$ 276,000	2	\$ 336,000	3
	Don Winkler			\$ 285,000	1	\$ 285,000	1
	Donald E. Graves	\$ 240,000	1	\$ 267,500	1	\$ 507,500	2
	Donna L. Cusack			\$ 823,500	4	\$ 823,500	4
	Donna S. Tokarski	\$ 216,000	2	\$ 2,178,000	3	\$ 2,394,000	5
	Doreen Thomas	\$ 650,000	1			\$ 650,000	1
	Dorothy Fagan	\$ 3,858,000	7	\$ 3,346,500	7	\$ 7,204,500	14
	Doug DeCaster	\$ 1,647,500	4	\$ 397,500	2	\$ 2,045,000	6
	Doug Stewart	\$ 1,429,900	2	\$ 2,480,255	8	\$ 3,910,155	10
	Doug Treadwell			\$ 835,000	2	\$ 835,000	2
	Dustin J. Beard	\$ 530,000	1	\$ 3,600,000	2	\$ 4,130,000	3
	Ed Gongola	\$ 1,345,000	4	\$ 7,946,500	4	\$ 9,291,500	8
	Edmond Silva			\$ 150,000	1	\$ 150,000	1
	Eileen P. Brooks			\$ 298,500	2	\$ 298,500	2
	Elli G. Taylor	\$ 605,000	3	\$ 509,900	3	\$ 1,114,900	6
	Erin Paparella	\$ 300,000	1	\$ 195,000	1	\$ 495,000	2
	Ethel M. McQuillen	\$ 1,100,000	4	\$ 1,399,000	4	\$ 2,499,000	8
	Francis A. Engelhardt			\$ 740,000	1	\$ 740,000	1
	Frank B. Petras	\$ 910,000	2			\$ 910,000	2
	Frederick Bush	\$ 125,000	1			\$ 125,000	1
	Friley Saucier, PA	\$ 5,643,000	5	\$ 3,235,000	3	\$ 8,878,000	8
	Garren Grup	\$ 550,000	2	\$ 342,700	2	\$ 892,700	4
	Gary R. Lusher	\$ 220,000	1			\$ 220,000	1
	Gil Clark	\$ 3,795,000	4	\$ 5,899,000	3	\$ 9,694,000	7
	Ginny Virginia Nobbe			\$ 257,500	2	\$ 257,500	2
	Grace F. Monahan	\$ 200,000	1	\$ 325,000	2	\$ 525,000	3
	Greg Gorman, PA	\$ 5,425,500	12	\$ 505,000	2	\$ 5,930,500	14
	Guy R. Brooks, Jr.	\$ 5,160,000	2			\$ 5,160,000	2
	Harry Robinson, PA	\$ 610,000	1	\$ 335,000	1	\$ 945,000	2
	Heather Wightman	\$ 1,390,000	3	\$ 180,000	1	\$ 1,570,000	4
	Heather Zurlo	\$ 1,579,500	11	\$ 1,495,000	10	\$ 3,074,500	21
	Helen C. Janssen	\$ 857,000	2	\$ 511,155	3	\$ 1,368,155	5
	Jaclyn A. Palowitz			\$ 293,900	1	\$ 293,900	1
	Jaclyn Palowitz	\$ 2,034,500	3	\$ 1,520,000	3	\$ 3,554,500	6
	Jacques Groenteman	\$ 1,020,000	1	\$ 150,000	1	\$ 1,170,000	2
Jacques J. Julien	\$ 115,000	1	\$ 1,237,400	5	\$ 1,352,400	6	
Jacquita K. Hauserman	\$ 1,051,500	3	\$ 2,423,000	4	\$ 3,474,500	7	
James F. Kearney GRI ABR	\$ 170,000	1			\$ 170,000	1	
James H. Roessle	\$ 350,850	2			\$ 350,850	2	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Wood	Janet U. Jones	\$ 1,505,000	5	\$ 2,077,000	7	\$	3,582,000	12
	Janette A Engelhardt	\$ 740,000	1			\$	740,000	1
	Jay Siemers	\$ 2,825,750	9	\$ 2,651,500	11	\$	5,477,250	20
	Jeanne O. Shapira	\$ 163,500	1	\$ 1,110,000	2	\$	1,273,500	3
	Jeannette P. Batten	\$ 1,307,400	3	\$ 657,831	6	\$	1,965,231	9
	Jeannie Heien	\$ 487,000	2	\$ 902,500	2	\$	1,389,500	4
	Jeff Buchholz	\$ 300,000	1	\$ 895,000	2	\$	1,195,000	3
	Jennifer Carolle Finazzo			\$ 315,000	1	\$	315,000	1
	Jennifer White, PA	\$ 3,775,900	11	\$ 514,500	2	\$	4,290,400	13
	Jessica L. Sowin			\$ 340,000	1	\$	340,000	1
	Jill M. Rogers	\$ 1,257,500	2	\$ 3,525,000	3	\$	4,782,500	5
	Jill Pyszkowski	\$ 200,000	1			\$	200,000	1
	Jim D. Flack	\$ 1,564,884	4	\$ 3,424,999	5	\$	4,989,883	9
	Jim Elson	\$ 1,039,500	3	\$ 524,500	2	\$	1,564,000	5
	Jim Mayer	\$ 4,529,000	5			\$	4,529,000	5
	Jim Meehan			\$ 1,122,000	3	\$	1,122,000	3
	Jim Scartz	\$ 441,000	2	\$ 2,767,000	6	\$	3,208,000	8
	Joanie Licitra	\$ 130,000	1	\$ 780,000	1	\$	910,000	2
	JoAnn B. Aycock			\$ 1,501,000	4	\$	1,501,000	4
	Joelle Free			\$ 400,000	2	\$	400,000	2
	John F. Walsh	\$ 400,000	1	\$ 1,728,500	3	\$	2,128,500	4
	John J. McKerrow			\$ 105,000	1	\$	105,000	1
	John P. Turner	\$ 521,000	4	\$ 1,550,000	2	\$	2,071,000	6
	John S. Aycock, Jr.	\$ 3,372,500	10	\$ 3,143,900	3	\$	6,516,400	13
	Joseph Oppedisano			\$ 582,250	1	\$	582,250	1
	Joseph P. Gannon, III			\$ 625,000	1	\$	625,000	1
	Joyce A. Thralls			\$ 191,900	1	\$	191,900	1
	Joyce E Dobbert			\$ 538,900	2	\$	538,900	2
	Judith V. Richardson	\$ 616,000	3	\$ 765,000	2	\$	1,381,000	5
	Judy A. Kemble			\$ 1,987,200	2	\$	1,987,200	2
	Karen K. Champion	\$ 555,000	1	\$ 4,462,708	4	\$	5,017,708	5
	Karen M. Rosenstein	\$ 799,900	3	\$ 635,500	2	\$	1,435,400	5
	Karen Sweatlock	\$ 3,194,000	12	\$ 2,105,500	8	\$	5,299,500	20
	Karyn A Waldman-Samuel	\$ 1,904,899	4	\$ 1,100,000	4	\$	3,004,899	8
	Kate Del Gatto			\$ 2,950,000	1	\$	2,950,000	1
	Kathleen Felszer	\$ 1,163,000	4	\$ 446,250	2	\$	1,609,250	6
	Keith A. Marvelle	\$ 842,495	4	\$ 1,222,500	4	\$	2,064,995	8
	Kellie Brown	\$ 1,137,575	6	\$ 807,000	2	\$	1,944,575	8
	Kelly L. Kent			\$ 235,000	1	\$	235,000	1
	Ken Brackmann	\$ 422,000	2			\$	422,000	2
Kenneth R. Levine	\$ 128,500	1	\$ 584,995	2	\$	713,495	3	
Kim Ellis	\$ 102,150	1	\$ 1,092,650	6	\$	1,194,800	7	
Kim M. Case			\$ 1,475,000	2	\$	1,475,000	2	
Krista Goede, PA	\$ 115,000	1	\$ 794,750	5	\$	909,750	6	
L.L. (Jr) Lappin, Jr.			\$ 5,250,000	1	\$	5,250,000	1	
Lance D. Donovan	\$ 341,250	1			\$	341,250	1	
Lance Donovan	\$ 1,460,000	4	\$ 3,101,250	7	\$	4,561,250	11	
Larry Trybulec			\$ 72,000	1	\$	72,000	1	
Laura Justinius			\$ 565,000	1	\$	565,000	1	
Lauren Taylor Brooker, P.A	\$ 504,250	2	\$ 2,035,000	6	\$	2,539,250	8	
Laurie Bellico, PA	\$ 2,916,500	8	\$ 2,507,500	4	\$	5,424,000	12	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data				Total Sum of Sell Price	Total Count of Side
		L		S				
Wood	Laurie Goldman Cassell			\$ 470,000	2	\$	470,000	2
	Linda C. Loomis, PA	\$ 1,360,000	4	\$ 4,515,000	7	\$	5,875,000	11
	Linda Wolf	\$ 510,000	1	\$ 535,000	1	\$	1,045,000	2
	Lisa J. Mullins, PA	\$ 196,400	2	\$ 899,000	3	\$	1,095,400	5
	Lisa M. Stevens	\$ 1,085,000	2	\$ 500,000	1	\$	1,585,000	3
	Lisa Marie Johnson	\$ 514,500	2	\$ 508,000	4	\$	1,022,500	6
	Lisa Richardson	\$ 500,000	2	\$ 1,012,500	2	\$	1,512,500	4
	Lynette Grout	\$ 1,275,000	4	\$ 937,000	3	\$	2,212,000	7
	Lynn C. Atkinson	\$ 770,000	1			\$	770,000	1
	Lynn D. Copper			\$ 1,800,000	1	\$	1,800,000	1
	Lynn Fulton	\$ 585,000	1	\$ 1,324,000	3	\$	1,909,000	4
	Maggie A. Sanders	\$ 1,578,500	4	\$ 3,152,500	4	\$	4,731,000	8
	Margaret Hutchison	\$ 265,000	1			\$	265,000	1
	Margaret M(Peg) Timpone	\$ 161,000	1	\$ 347,500	1	\$	508,500	2
	Maria Dorota Harris	\$ 937,000	2	\$ 3,115,000	4	\$	4,052,000	6
	Marie Harris	\$ 8,266,500	16	\$ 3,355,500	8	\$	11,622,000	24
	Mark J. Semeraro	\$ 500,000	1			\$	500,000	1
	Marti Timple	\$ 295,000	1	\$ 295,000	1	\$	590,000	2
	Mary A. Naylor	\$ 3,600,000	5			\$	3,600,000	5
	Mary A. Simms	\$ 415,000	1	\$ 665,000	2	\$	1,080,000	3
	Mary Ann Casorio			\$ 999,000	1	\$	999,000	1
	Mary Ellen Zum Felde	\$ 725,000	1	\$ 2,245,000	1	\$	2,970,000	2
	Mary Kay Hart			\$ 741,500	4	\$	741,500	4
	Matthew J. Klinowski	\$ 1,436,500	8	\$ 1,379,990	7	\$	2,816,490	15
	Merry Coolidge	\$ 945,000	3	\$ 1,350,000	1	\$	2,295,000	4
	Michael D. Dillard	\$ 1,124,000	3			\$	1,124,000	3
	Michele E. Harrison	\$ 3,482,300	11	\$ 1,653,900	3	\$	5,136,200	14
	Michelle Abner	\$ 1,700,000	1	\$ 285,000	1	\$	1,985,000	2
	Michelle Paradis	\$ 195,000	1	\$ 1,050,000	2	\$	1,245,000	3
	Mike Dodge	\$ 1,940,000	6	\$ 930,000	3	\$	2,870,000	9
	Mike Shepherd	\$ 1,600,000	1	\$ 1,214,900	2	\$	2,814,900	3
	Mike Sokol	\$ 1,304,000	4	\$ 4,085,000	4	\$	5,389,000	8
	Mimy Von Schreiner			\$ 2,103,000	3	\$	2,103,000	3
	Mindy Young	\$ 6,091,000	13	\$ 5,641,500	9	\$	11,732,500	22
	Monika M. Goodrich			\$ 555,000	1	\$	555,000	1
	Monika R. DeBenedictis, PA	\$ 9,350,000	8	\$ 9,800,000	7	\$	19,150,000	15
	Nan L Dietrich	\$ 3,010,000	3	\$ 489,000	1	\$	3,499,000	4
	Nandy Miller	\$ 795,000	2	\$ 879,000	3	\$	1,674,000	5
	Nelly B. Willshire	\$ 275,000	1	\$ 5,495,000	3	\$	5,770,000	4
	Nina Link	\$ 518,500	2			\$	518,500	2
Oona Conroy-Clerkin	\$ 240,000	1			\$	240,000	1	
Pam Etheridge			\$ 635,000	2	\$	635,000	2	
Patricia M. Candito	\$ 7,029,000	10	\$ 2,585,000	2	\$	9,614,000	12	
Patrick C. Dearborn	\$ 4,831,600	14	\$ 3,273,000	7	\$	8,104,600	21	
Paul Graffy	\$ 2,273,000	4	\$ 3,807,000	5	\$	6,080,000	9	
Paula J. Van Zuidam	\$ 822,000	1			\$	822,000	1	
Peter A. Gilbody	\$ 205,000	1	\$ 1,445,000	1	\$	1,650,000	2	
Peter V. Justinius, PA			\$ 79,000	1	\$	79,000	1	
Randy Wall	\$ 250,000	1	\$ 2,125,000	3	\$	2,375,000	4	
Robert E. Dowling			\$ 1,249,000	4	\$	1,249,000	4	
Robert J. Fagan			\$ 2,224,000	4	\$	2,224,000	4	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
1st Half 2010 Closed Sales

		Side	Data			Total Sum of Sell Price	Total Count of Side
		L		S			
Wood	Roberta Ann Forrest			\$ 637,900	3	\$ 637,900	3
	Robin Eileen Hill	\$ 587,000	1	\$ 863,333	2	\$ 1,450,333	3
	Robyn Pfister Griffin	\$ 13,862,000	10	\$ 8,475,000	4	\$ 22,337,000	14
	Roger Brunswick, PA	\$ 780,000	2	\$ 1,435,000	3	\$ 2,215,000	5
	Roger L. Hill, Jr	\$ 75,000	1	\$ 760,000	5	\$ 835,000	6
	Ronald G. Ambroseno	\$ 170,000	1			\$ 170,000	1
	Rosalia P. Rothell	\$ 672,000	2			\$ 672,000	2
	Rose M. Everett	\$ 700,000	1	\$ 2,120,000	2	\$ 2,820,000	3
	Rose Mary Everett			\$ 247,000	1	\$ 247,000	1
	Rosemary J. Hammar	\$ 1,175,000	1	\$ 155,000	1	\$ 1,330,000	2
	Roxane Menna	\$ 465,000	2	\$ 600,000	2	\$ 1,065,000	4
	Ryan G. Batey	\$ 560,000	2	\$ 846,000	5	\$ 1,406,000	7
	Ryan Nordyke	\$ 220,000	1	\$ 1,750,000	6	\$ 1,970,000	7
	Sally D. Pratt	\$ 550,400	2	\$ 290,000	1	\$ 840,400	3
	Sally Kellogg	\$ 1,530,000	3	\$ 575,000	1	\$ 2,105,000	4
	Sandra Brownlee Fox			\$ 2,739,500	4	\$ 2,739,500	4
	Sandra L. Malone	\$ 1,504,500	4	\$ 3,932,500	4	\$ 5,437,000	8
	Sandra L. Meyer	\$ 1,189,400	6	\$ 950,632	5	\$ 2,140,032	11
	Sandy K. Weldy	\$ 155,000	1	\$ 997,450	3	\$ 1,152,450	4
	Sandy Kass			\$ 67,000	1	\$ 67,000	1
	Sara Rice Williams	\$ 619,000	1	\$ 7,069,000	3	\$ 7,688,000	4
	Sarah A. Theiss, PA	\$ 600,000	1	\$ 1,050,000	1	\$ 1,650,000	2
	Sarah E. Thompson	\$ 4,491,000	11	\$ 2,384,500	8	\$ 6,875,500	19
	Scott J. Lepore	\$ 2,210,000	6	\$ 845,000	2	\$ 3,055,000	8
	Scott Whitcomb			\$ 235,000	1	\$ 235,000	1
	Shannon Lefevre	\$ 1,675,000	1	\$ 415,000	1	\$ 2,090,000	2
	Sharon A. Worley	\$ 1,444,500	9	\$ 1,616,000	8	\$ 3,060,500	17
	Sharon H. Turnblad	\$ 1,698,000	9	\$ 1,027,500	4	\$ 2,725,500	13
	Sharon J. Grabau			\$ 1,361,000	1	\$ 1,361,000	1
	Shawn J. Bleh	\$ 265,000	1	\$ 1,315,000	2	\$ 1,580,000	3
	Susan J. Wall	\$ 1,161,500	3	\$ 1,480,000	4	\$ 2,641,500	7
	Susie Mehas			\$ 1,181,000	3	\$ 1,181,000	3
	Suzanne J. Garry	\$ 821,500	2	\$ 3,394,000	4	\$ 4,215,500	6
	Teresa S. Flack	\$ 369,000	1	\$ 330,000	1	\$ 699,000	2
	Tessa Perry			\$ 690,000	1	\$ 690,000	1
	Tim Cranch			\$ 175,000	1	\$ 175,000	1
	Tobi Morgan			\$ 730,000	2	\$ 730,000	2
	Tracy L. Sharer	\$ 4,000,000	1			\$ 4,000,000	1
	Tricia Jenks	\$ 260,000	1			\$ 260,000	1
	Tripp Champion			\$ 110,000	1	\$ 110,000	1
	Verna G. Bos			\$ 255,000	2	\$ 255,000	2
	Vicki Pearson			\$ 1,200,000	1	\$ 1,200,000	1
	Walter DeGroft			\$ 635,000	1	\$ 635,000	1
	Wendy Lynne Warren	\$ 202,500	1			\$ 202,500	1
	Wendy Nelson			\$ 305,000	1	\$ 305,000	1
	William David Key, Jr.			\$ 827,500	1	\$ 827,500	1
	Yvonne E. Wood	\$ 835,000	1	\$ 3,350,000	2	\$ 4,185,000	3
(blank)			\$ 1,220,800	4	\$ 1,220,800	4	
Wood Total	\$ 334,205,903	630	\$ 349,897,937	636	\$ 684,103,840	1,266	

John R. Wood Inc., REALTORS
Agent Productivity within Target Companies
 1st Half 2010 Closed Sales

	Side		Data		Total Sum of Sell Price	Total Count of Side
	L	S				
Grand Total	\$ 1,380,857,725	2,970	\$ 1,339,786,224	2,870	\$ 2,720,643,949	5,840