

John R. Wood Properties
S2 - NAPLES 2013 YE Market Ranking Data
NA Volume Rankings By Company

Market Defined	OfficeName	Data Side				Total Closed Units	Total Closed Volume	
		Closed Units		Closed Volume				
		L	S	L	S			
Naples Market Only	Premier Sothebys Int. Realty	718	604	\$ 796,820,950	\$ 642,878,546	1322	\$ 1,439,699,496	
	John R Wood	1089	966	\$ 602,739,629	\$ 552,491,333	2055	\$ 1,155,230,962	
	Downing Frye	1145	1144	\$ 529,758,131	\$ 530,057,368	2289	\$ 1,059,815,499	
	Premiere Plus Realty Co.	659	825	\$ 203,587,499	\$ 295,616,733	1484	\$ 499,204,232	
	Coldwell Banker Residential Real Estate, Inc.	563	468	\$ 212,753,742	\$ 182,656,228	1031	\$ 395,409,970	
	Berkshire Hathaway Florida	405	417	\$ 134,983,030	\$ 185,087,043	822	\$ 320,070,073	
	Amerivest Realty	304	284	\$ 83,800,400	\$ 85,140,272	588	\$ 168,940,672	
	Gulf Coast International Prop	43	51	\$ 81,723,000	\$ 81,229,340	94	\$ 162,952,340	
	Sun Realty USA, Inc	271	307	\$ 60,256,578	\$ 74,984,093	578	\$ 135,240,671	
	Royal Shell Real Estate, Inc.	108	147	\$ 53,388,451	\$ 72,978,903	255	\$ 126,367,354	
	Florida Home Realty of Collier County, Inc.	190	227	\$ 54,025,602	\$ 71,948,067	417	\$ 125,973,669	
	Campbell and Prebish	14	14	\$ 41,696,445	\$ 74,074,580	28	\$ 115,771,025	
	Wilson & Associates RE Inc	24	5	\$ 82,417,000	\$ 15,060,000	29	\$ 97,477,000	
	Keating Associates	91	142	\$ 32,282,300	\$ 62,462,255	233	\$ 94,744,555	
	RE/MAX Realty Select	274	153	\$ 52,159,190	\$ 38,895,421	427	\$ 91,054,611	
	Non MLS Office		268		\$ 85,325,917		268	\$ 85,325,917
	Waterfront Realty Group Inc	81	93	\$ 41,845,800	\$ 36,474,643	174	\$ 78,320,443	
	RE/MAX Affinity	151	135	\$ 37,894,731	\$ 35,249,513	286	\$ 73,144,244	
	Stock Realty, LLC	77	56	\$ 39,974,605	\$ 31,198,573	133	\$ 71,173,178	
	Keller Williams Realty Naples	116	119	\$ 31,628,601	\$ 37,337,862	235	\$ 68,966,463	
	Mari Vesce REALTORS, Inc	58	57	\$ 26,671,650	\$ 33,921,800	115	\$ 60,593,450	
	Naples Realty, LLC	31	182	\$ 6,989,500	\$ 52,502,929	213	\$ 59,492,429	
	Barry DeNicola Realty, Inc.	17	10	\$ 32,960,500	\$ 22,234,500	27	\$ 55,195,000	
	Weekly Realty Group, LLC	19	16	\$ 28,643,500	\$ 24,216,000	35	\$ 52,859,500	
	Premier Estate Properties	18	7	\$ 39,329,999	\$ 13,165,534	25	\$ 52,495,533	
	South Bay Realty	66	79	\$ 22,181,481	\$ 26,872,406	145	\$ 49,053,887	
	Keller Williams Elite Realty	63	85	\$ 21,241,498	\$ 26,317,850	148	\$ 47,559,348	
	Naples Realty Services	105	79	\$ 23,575,982	\$ 23,554,375	184	\$ 47,130,357	
	WEICHERT, REALTORsr On The Gulf	80	81	\$ 19,026,410	\$ 20,477,692	161	\$ 39,504,102	
	Vineyards Properties Inc	58	43	\$ 20,572,290	\$ 17,036,677	101	\$ 37,608,967	
	McQuaid and Company LLC	41	22	\$ 21,010,725	\$ 15,357,000	63	\$ 36,367,725	
	The Forrest Company Realty of Naples Inc	6	3	\$ 20,700,000	\$ 13,550,000	9	\$ 34,250,000	
	Grey Oaks Realty Inc.	19	6	\$ 24,996,958	\$ 8,890,000	25	\$ 33,886,958	
	Gulf Breeze Real Estate, LLC	61	40	\$ 17,502,700	\$ 16,052,300	101	\$ 33,555,000	
	VIP Realty Group	53	54	\$ 11,961,800	\$ 21,190,500	107	\$ 33,152,300	
	Mediterra Realty	13	6	\$ 19,912,775	\$ 9,123,149	19	\$ 29,035,924	
	Engel & Voelkers	25	26	\$ 12,596,200	\$ 15,761,556	51	\$ 28,357,756	
	Realty Direct Naples	59	82	\$ 11,846,475	\$ 14,791,954	141	\$ 26,638,429	
	Market America Rlty & Invstmnt	27	42	\$ 10,022,894	\$ 16,283,631	69	\$ 26,306,525	
	Levitan Realty Group	15	4	\$ 19,425,500	\$ 6,086,655	19	\$ 25,512,155	
	Premier Sotheby's Int'l Rlty	9	6	\$ 13,119,000	\$ 12,370,000	15	\$ 25,489,000	
	Sand Castle Realty Group, Inc	35	44	\$ 8,461,800	\$ 16,882,885	79	\$ 25,344,685	
		14	53	\$ 5,619,370	\$ 19,331,810	67	\$ 24,951,180	
	Florida Golf Realty LLC	3	7	\$ 12,039,000	\$ 12,909,000	10	\$ 24,948,000	
	PACT Realty	11	4	\$ 20,055,000	\$ 4,829,000	15	\$ 24,884,000	
	Quail West Realty	15	2	\$ 22,046,773	\$ 2,549,703	17	\$ 24,596,476	
	Platinum Properties of Naples Inc	24	22	\$ 14,571,650	\$ 9,896,750	46	\$ 24,468,400	
	Vineyards Realty Inc	29	3	\$ 21,127,400	\$ 2,030,000	32	\$ 23,157,400	
	L.H. Fleming & Company, Real Estate	79	22	\$ 14,170,896	\$ 7,083,599	101	\$ 21,254,495	
	Keller Williams Realty, Marco	30	47	\$ 8,254,000	\$ 12,684,400	77	\$ 20,938,400	
	Tower Trace Realty LLC	31	33	\$ 9,090,000	\$ 9,793,900	64	\$ 18,883,900	
	Independent Brokers Realty Inc.	31	36	\$ 9,026,750	\$ 8,586,100	67	\$ 17,612,850	
	Illustrated Properties Real Estate Inc.	35	18	\$ 11,714,750	\$ 5,685,500	53	\$ 17,400,250	
	Homes & Land Brokers, Inc.	97	9	\$ 16,406,179	\$ 970,300	106	\$ 17,376,479	
	RE/MAX Affinity Plus	20	29	\$ 7,155,250	\$ 9,963,663	49	\$ 17,118,913	
	Lely Resort Realty, LLC.	17	4	\$ 13,524,699	\$ 3,202,337	21	\$ 16,727,036	
	Royal Properties of Naples LLC	39	18	\$ 9,646,703	\$ 6,397,774	57	\$ 16,044,477	
	IRC International Realty Corp	1	3	\$ 250,000	\$ 15,772,500	4	\$ 16,022,500	
	ERA Flagship Real Estate	49	37	\$ 8,692,650	\$ 7,292,800	86	\$ 15,985,450	
	Realty World, Top Producers Realty, Inc.	35	19	\$ 8,885,905	\$ 6,980,000	54	\$ 15,865,905	
	The Willis Group, LLC		4		\$ 15,520,809	4	\$ 15,520,809	
	Quail Communities Realty, Inc.	22	19	\$ 8,622,000	\$ 6,861,000	41	\$ 15,483,000	
	Encore Realty	5	11	\$ 5,124,705	\$ 10,130,350	16	\$ 15,255,055	
	POM Property Management	9	34	\$ 2,561,000	\$ 12,664,446	43	\$ 15,225,446	
	Boca Executives	5	34	\$ 1,700,500	\$ 11,703,900	39	\$ 13,404,400	
	RL Nardi & Associates Inc	20	22	\$ 5,496,900	\$ 7,579,000	42	\$ 13,075,900	
	White Sands Realty, LLC	6	25	\$ 2,815,000	\$ 10,152,050	31	\$ 12,967,050	
	Gulf Region Realty	30	27	\$ 6,795,301	\$ 5,518,900	57	\$ 12,314,201	
	Faust RealtyGroup	44	33	\$ 7,179,949	\$ 5,125,820	77	\$ 12,305,769	
	5th Avenue Real Estate	8	12	\$ 6,603,588	\$ 5,619,088	20	\$ 12,222,676	
	RE/MAX Affinity Mercato	19	28	\$ 4,343,800	\$ 7,411,439	47	\$ 11,755,239	
	Saggio Dream Realty	42	45	\$ 5,976,300	\$ 5,511,947	87	\$ 11,488,247	
	Barefoot Beach Properties	4	6	\$ 2,140,000	\$ 9,280,000	10	\$ 11,420,000	
	Phase III Real Estate Services	10	11	\$ 3,894,000	\$ 7,052,500	21	\$ 10,946,500	
	Canada and Associates	2	4	\$ 5,090,000	\$ 5,832,500	6	\$ 10,922,500	
	Equity Realty	7	22	\$ 1,440,700	\$ 9,330,500	29	\$ 10,771,200	
	KE Talis Park Real Estate Co	5	3	\$ 6,186,000	\$ 4,415,000	8	\$ 10,601,000	
	Blue Heron Realty of Naples	27	37	\$ 3,666,650	\$ 6,903,650	64	\$ 10,570,300	
	A Delta Realty of Naples Inc.	11	24	\$ 2,556,500	\$ 7,896,900	35	\$ 10,453,400	
	Naples Trust Real Estate Services	17	16	\$ 3,191,650	\$ 7,064,470	33	\$ 10,256,120	
	Sea Island Real Estate LLC	3	2	\$ 5,382,000	\$ 4,018,500	5	\$ 9,400,500	
	D R Horton Realty Inc	26	2	\$ 8,369,845	\$ 790,312	28	\$ 9,160,157	
	Islandwalk Realty of Naples	20	12	\$ 5,413,500	\$ 3,552,500	32	\$ 8,966,000	
	Florida Homes Realty of Collier	7	35	\$ 969,500	\$ 7,995,277	42	\$ 8,964,777	
	Realty Executives Signature	7	24	\$ 2,526,500	\$ 6,230,983	31	\$ 8,757,483	

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	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume	
Naples Market Only	Island Coastal Realty, LLC	13	9	\$ 5,618,500	\$ 3,103,498	22	\$ 8,721,998
	Germain Properties of Naples, LLC	11	16	\$ 4,571,500	\$ 3,441,150	27	\$ 8,012,650
	Premier Realty Homes	16	3	\$ 7,050,250	\$ 637,500	19	\$ 7,687,750
	Audubon Properties Inc	8	5	\$ 4,560,000	\$ 3,048,500	13	\$ 7,608,500
	U S Prime Realty LLC	16	35	\$ 2,317,158	\$ 5,182,150	51	\$ 7,499,308
	Florida Gulf Coast Property		3		\$ 7,392,000	3	\$ 7,392,000
	Port of the Islands Realty LLC	23	18	\$ 3,812,400	\$ 3,443,400	41	\$ 7,255,800
	Bud Coleman Associates Inc	2	3	\$ 5,087,000	\$ 2,101,000	5	\$ 7,188,000
	United Real Estate	25	14	\$ 4,851,300	\$ 2,293,400	39	\$ 7,144,700
	WCI Realty Inc	8	3	\$ 5,193,964	\$ 1,924,355	11	\$ 7,118,319
	Verona Realty	13	12	\$ 3,209,000	\$ 3,485,226	25	\$ 6,694,226
	Palm Realty Group	6	9	\$ 2,794,500	\$ 3,548,500	15	\$ 6,343,000
	Diversified Real Estate Group	3	1	\$ 5,194,000	\$ 1,100,000	4	\$ 6,294,000
	Tropics Real Estate	6	14	\$ 1,685,898	\$ 4,585,400	20	\$ 6,271,298
	Realty World Florida	24	6	\$ 3,260,331	\$ 2,979,000	30	\$ 6,239,331
	Gulf Bay Marketing Group Inc.	3		\$ 6,190,000		3	\$ 6,190,000
	Sandals Realty of Collier	18	11	\$ 3,775,500	\$ 2,384,485	29	\$ 6,159,985
	Exceptional Properties of SW Florida	10	3	\$ 4,352,000	\$ 1,732,000	13	\$ 6,084,000
	Osborne & Company, Inc		5		\$ 5,856,750	5	\$ 5,856,750
	Phelps Realty Services	37	2	\$ 5,553,207	\$ 247,000	39	\$ 5,800,207
	American Home Realty of Naples	30	20	\$ 3,556,800	\$ 2,197,000	50	\$ 5,753,800
	Internet Realty Group, Inc.	16	16	\$ 3,066,900	\$ 2,671,556	32	\$ 5,738,456
	Ruby Realty & Referral Company	15	9	\$ 3,472,500	\$ 2,223,000	24	\$ 5,695,500
	South Shore Properties Group	1	1	\$ 5,250,000	\$ 370,000	2	\$ 5,620,000
	Menelee Realty	21	6	\$ 3,742,300	\$ 1,737,800	27	\$ 5,480,100
	West Shore Properties Real Estate Company	2	8	\$ 648,000	\$ 4,702,000	10	\$ 5,350,000
	Bartley Realty LLLC	11	9	\$ 2,113,623	\$ 3,151,423	20	\$ 5,265,046
	ToastyinNaples.com Realty	13	11	\$ 2,132,500	\$ 2,900,900	24	\$ 5,033,400
	Builders Services	14	2	\$ 4,275,827	\$ 735,000	16	\$ 5,010,827
	Spina Realty Company	2	9	\$ 785,000	\$ 4,173,500	11	\$ 4,958,500
	In Florida Properties	3	5	\$ 657,000	\$ 4,254,000	8	\$ 4,911,000
	McNeil Real Estate, Inc.	9	10	\$ 2,311,000	\$ 2,598,000	19	\$ 4,909,000
	Real Pro Realtors	10	18	\$ 1,183,500	\$ 3,679,400	28	\$ 4,862,900
	Sheridan Real Estate	12	2	\$ 4,412,000	\$ 359,500	14	\$ 4,771,500
	Andrea Deane & Associates, Inc.	5	7	\$ 1,795,000	\$ 2,965,000	12	\$ 4,760,000
	Perfect Properties of Naples, Inc.	9	8	\$ 1,776,900	\$ 2,946,000	17	\$ 4,722,900
	Southwest Properties Group	3	4	\$ 1,041,500	\$ 3,662,000	7	\$ 4,703,500
	Floridas Realty Specialists	16	6	\$ 3,532,530	\$ 1,157,400	22	\$ 4,689,930
	Osprey Realty Group, Inc	6	2	\$ 3,901,900	\$ 786,000	8	\$ 4,687,900
	Mark S. Bodnar	1	5	\$ 660,000	\$ 4,002,000	6	\$ 4,662,000
	AMC Elite Properties, LLC	4	2	\$ 1,177,000	\$ 3,345,000	6	\$ 4,522,000
	Bay Forest Real Estate Services, Inc.	12	9	\$ 2,598,500	\$ 1,822,000	21	\$ 4,420,500
	Old Naples Realty Inc.	4	5	\$ 3,105,000	\$ 1,311,000	9	\$ 4,416,000
	Prime Location Brokers LLC	17	4	\$ 2,761,186	\$ 1,562,000	21	\$ 4,323,186
	Escape Realty Services, LLC	4	15	\$ 575,500	\$ 3,717,200	19	\$ 4,292,700
	Florida Global RE Inc	16	15	\$ 2,347,450	\$ 1,941,200	31	\$ 4,288,650
	Onier Realty of SW Fla	6	12	\$ 1,151,500	\$ 3,080,660	18	\$ 4,232,160
	Beach & Luxury Realty Inc	7	9	\$ 2,432,500	\$ 1,720,505	16	\$ 4,153,005
	Taylor Woodrow Realty-SW, LLC	6	2	\$ 2,878,100	\$ 1,179,800	8	\$ 4,057,900
	Miles Realty Group	9	3	\$ 3,064,000	\$ 955,600	12	\$ 4,019,600
	A Plus Realty	12	17	\$ 1,753,410	\$ 2,257,152	29	\$ 4,010,562
	DR Horton Realty SWFL Inc.	10	1	\$ 3,777,160	\$ 204,685	11	\$ 3,981,845
	The Real Estate Shop	3	13	\$ 1,095,000	\$ 2,850,000	16	\$ 3,945,000
	Island Realty Marco	9	5	\$ 2,489,000	\$ 1,383,000	14	\$ 3,872,000
	Briarwood Development Corp	4	2	\$ 2,444,700	\$ 1,424,900	6	\$ 3,869,600
	Sterling Property Servs Realty	2	3	\$ 1,275,000	\$ 2,585,000	5	\$ 3,860,000
	Manchester Partners LLC	12	2	\$ 3,271,283	\$ 555,783	14	\$ 3,827,066
	TMB Realty Inc	7	12	\$ 1,252,500	\$ 2,565,500	19	\$ 3,818,000
	Brand & Associates Inc.	6	6	\$ 1,028,500	\$ 2,771,500	12	\$ 3,800,000
	Meyer-Manz Real Estate Inc		1		\$ 3,800,000	1	\$ 3,800,000
	Calusa Bay Properties LLC	1	2	\$ 415,000	\$ 3,363,000	3	\$ 3,778,000
	Advantage Real Estate Service	15		\$ 3,776,600		15	\$ 3,776,600
	Team1 Real Estate LLC		1		\$ 3,760,000	1	\$ 3,760,000
	Priority Properties of Florida	9	11	\$ 1,857,000	\$ 1,898,000	20	\$ 3,755,000
	Christopher Realty, Inc.	7	4	\$ 2,879,000	\$ 844,000	11	\$ 3,723,000
	Marco Island Realty Inc	11	2	\$ 2,870,390	\$ 830,000	13	\$ 3,700,390
	Florida Realty Group	10	5	\$ 2,282,251	\$ 1,363,400	15	\$ 3,645,651
	True Realty Services LLC	1	13	\$ 192,500	\$ 3,404,350	14	\$ 3,596,850
	Tunkey Residential	6		\$ 3,539,900		6	\$ 3,539,900
	Naples Real Estate Consultants	12	7	\$ 2,674,900	\$ 855,500	19	\$ 3,530,400
	Simply Think Florida Realty	10	6	\$ 2,525,500	\$ 1,000,000	16	\$ 3,525,500
	Southwest Coast Realty, Inc.	3		\$ 3,510,000		3	\$ 3,510,000
	All In One Realty Group, Inc.	1	2	\$ 1,375,000	\$ 2,116,957	3	\$ 3,491,957
	Young Realty Group	16	7	\$ 2,430,900	\$ 1,057,650	23	\$ 3,488,550
	Community Realty Associates	8		\$ 3,436,500		8	\$ 3,436,500
	Unique Naples Real Estate Inc	1	2	\$ 1,419,919	\$ 1,891,169	3	\$ 3,311,088
	William Morris, REALTOR	1	3	\$ 1,000,000	\$ 2,257,500	4	\$ 3,257,500
	Naples Brokers Realty	11	7	\$ 2,134,977	\$ 1,061,400	18	\$ 3,196,377
	Unique Properties of Naples, Inc.	2	4	\$ 2,115,000	\$ 1,064,999	6	\$ 3,179,999
	Bluebill Real Estate		6		\$ 3,150,204	6	\$ 3,150,204
	Help-U-Sell Reed & Associates	7	7	\$ 1,901,400	\$ 1,219,000	14	\$ 3,120,400
	OK Realty Inc.	11	9	\$ 1,707,900	\$ 1,404,300	20	\$ 3,112,200
	Coffey Real Estate Services, Corp	12	12	\$ 1,684,900	\$ 1,416,800	24	\$ 3,101,700
	Daane Properties Inc	5	5	\$ 1,084,100	\$ 2,000,100	10	\$ 3,084,200
	West Wave Realty	17	2	\$ 2,888,300	\$ 166,000	19	\$ 3,054,300
	Lennar Realty Inc	2	7	\$ 1,077,897	\$ 1,968,990	9	\$ 3,046,887

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Reizdenz Realty, LLC	12	3	\$ 2,167,800	\$ 873,500	15	\$ 3,041,300
Assist2Sell	8	5	\$ 1,787,000	\$ 1,253,500	13	\$ 3,040,500
Sky Real Estate	7	2	\$ 2,858,750	\$ 158,000	9	\$ 3,016,750
Charming Homes Realty	9	9	\$ 1,559,950	\$ 1,412,749	18	\$ 2,972,699
Advantage Sales & Rentals Inc	3	10	\$ 763,000	\$ 2,174,500	13	\$ 2,937,500
Lee Collier Realty Group Inc		9		\$ 2,927,000	9	\$ 2,927,000
McWilliams Buckley & Associates, Inc.	19	2	\$ 2,695,300	\$ 219,500	21	\$ 2,914,800
Marco Island Realestate.com, Inc.	8	5	\$ 2,026,500	\$ 887,000	13	\$ 2,913,500
Hartford Realty LLC	7	6	\$ 1,634,530	\$ 1,271,580	13	\$ 2,906,110
L'Excellence Realty Group Inc.	5	11	\$ 879,900	\$ 1,994,600	16	\$ 2,874,500
Realty Corp. of Naples	4	5	\$ 1,638,000	\$ 1,210,400	9	\$ 2,848,400
Pikus Realty PA	9	10	\$ 1,567,650	\$ 1,261,775	19	\$ 2,829,425
Horizons By The Sea Inc.	6	6	\$ 1,275,700	\$ 1,544,000	12	\$ 2,819,700
Luxury Homes of Naples		21		\$ 2,812,345	21	\$ 2,812,345
E, M Prime Realty	12	1	\$ 2,615,410	\$ 130,000	13	\$ 2,745,410
Century 21 Sunbelt Realty	15	4	\$ 2,189,600	\$ 552,400	19	\$ 2,742,000
Eister and Company		5		\$ 2,738,800	5	\$ 2,738,800
TEC Realty	5	12	\$ 702,000	\$ 2,035,900	17	\$ 2,737,900
Pollard & Hedrich Realty, Inc.	1	7	\$ 268,000	\$ 2,468,000	8	\$ 2,736,000
Barefoot Beach Realty Inc	1	3	\$ 695,000	\$ 1,995,000	4	\$ 2,690,000
TJS Realty, Inc.	4	1	\$ 2,455,000	\$ 225,000	5	\$ 2,680,000
Anchor Realty of Naples	6	5	\$ 1,192,000	\$ 1,466,500	11	\$ 2,658,500
Florida Home Realty Inc	11	6	\$ 1,676,050	\$ 951,450	17	\$ 2,627,500
Baybeach Realty	3	1	\$ 2,034,900	\$ 550,000	4	\$ 2,584,900
Napoli Realty Services, LLC	6	4	\$ 1,398,400	\$ 1,166,900	10	\$ 2,565,300
Blue Beach Home, LLC	10	1	\$ 2,365,500	\$ 172,000	11	\$ 2,537,500
World Realty Services	6	8	\$ 997,000	\$ 1,459,900	14	\$ 2,456,900
Jo Carter & Associates, Inc.	6	3	\$ 1,662,000	\$ 794,000	9	\$ 2,456,000
Framor Realty	6	13	\$ 996,500	\$ 1,455,500	19	\$ 2,452,000
Rossi Real Estate Inc	3	5	\$ 1,209,000	\$ 1,192,400	8	\$ 2,401,400
Steven C. Moller, Broker	8	7	\$ 1,069,100	\$ 1,329,900	15	\$ 2,399,000
Florida Platinum Realty	5	3	\$ 1,599,600	\$ 788,600	8	\$ 2,388,200
Seaside Properties of South Florida, Inc.	5	4	\$ 1,652,000	\$ 733,000	9	\$ 2,385,000
Kaye Realty Inc.	6	7	\$ 1,471,000	\$ 895,400	13	\$ 2,366,400
Paradise Lifestyles	1	2	\$ 1,100,000	\$ 1,265,000	3	\$ 2,365,000
Alliance Realty Group		9		\$ 2,350,400	9	\$ 2,350,400
Virginia M Woody	2	2	\$ 1,188,900	\$ 1,160,000	4	\$ 2,348,900
Florida Foundation Realty	4	5	\$ 1,431,400	\$ 906,900	9	\$ 2,338,300
Olde Naples Real Estate, Inc.	4	4	\$ 1,073,000	\$ 1,142,000	8	\$ 2,215,000
Luxury Estates Intl R E & Dvlp	1		\$ 2,200,000		1	\$ 2,200,000
Bella Vita	6	1	\$ 1,613,000	\$ 585,000	7	\$ 2,198,000
Weichert Realtors on Gulf		11		\$ 2,186,625	11	\$ 2,186,625
ITG Realty LLC	1	3	\$ 195,000	\$ 1,967,750	4	\$ 2,162,750
Century 21 Tri Power	3	3	\$ 800,000	\$ 1,357,500	6	\$ 2,157,500
Yerger Realty	1	2	\$ 835,000	\$ 1,250,000	3	\$ 2,085,000
COLLIER COUNTY REALTY CORP	6	6	\$ 776,775	\$ 1,202,575	12	\$ 1,979,350
Harborview Realty Inc	2	5	\$ 414,000	\$ 1,527,500	7	\$ 1,941,500
Century 21 First Southern Trust	6	5	\$ 831,500	\$ 1,078,000	11	\$ 1,909,500
Royal Realty Investment Group	3	7	\$ 578,000	\$ 1,318,000	10	\$ 1,896,000
Imagine Realty Inc	1	3	\$ 483,600	\$ 1,407,600	4	\$ 1,891,200
Loss Negotiation Services, LLC	7	2	\$ 1,522,100	\$ 359,000	9	\$ 1,881,100
Reutter Investments, Inc	1		\$ 1,850,000		1	\$ 1,850,000
Century 21 Sunbelt Realty, Inc	3	5	\$ 725,900	\$ 1,124,000	8	\$ 1,849,900
Bristol Properties	4	5	\$ 835,000	\$ 975,000	9	\$ 1,810,000
Stewart Real Estate Company	5	3	\$ 1,047,500	\$ 758,500	8	\$ 1,806,000
We Love Naples Realty, Inc.		1		\$ 1,800,000	1	\$ 1,800,000
London Bay Realty, Inc.	1		\$ 1,800,000		1	\$ 1,800,000
Match Point Realty Inc.		4		\$ 1,745,722	4	\$ 1,745,722
Clyde C. Quinby Realty, Inc.	2	3	\$ 785,000	\$ 960,000	5	\$ 1,745,000
Poteet Properties, Inc.	7	3	\$ 1,367,000	\$ 356,500	10	\$ 1,723,500
Minker Properties		2		\$ 1,695,000	2	\$ 1,695,000
Second Home Real Estate	6	5	\$ 931,000	\$ 763,900	11	\$ 1,694,900
P & M Property Services	4	4	\$ 569,500	\$ 1,122,000	8	\$ 1,691,500
Naples 1st Realty LLC		6		\$ 1,690,500	6	\$ 1,690,500
Focus Real Estate		6		\$ 1,668,000	6	\$ 1,668,000
Baber Realty	4	4	\$ 518,000	\$ 1,143,800	8	\$ 1,661,800
Clausen Properties, Inc.	3	5	\$ 954,222	\$ 690,000	8	\$ 1,644,222
HouseTraders	12	7	\$ 1,097,920	\$ 539,558	19	\$ 1,637,478
LeRev Realty, Inc.	2	1	\$ 1,275,000	\$ 350,000	3	\$ 1,625,000
Select Real Estate By Stephani	3	5	\$ 924,000	\$ 680,000	8	\$ 1,604,000
Coastal Breeze Properties	6	5	\$ 844,000	\$ 746,500	11	\$ 1,590,500
Cozy Naples Properties	5	1	\$ 1,337,000	\$ 243,000	6	\$ 1,580,000
Estates Realty	5	4	\$ 820,800	\$ 745,900	9	\$ 1,566,700
Excel Real Estate Services, Inc.	5	4	\$ 508,400	\$ 1,050,400	9	\$ 1,558,800
Coast Realty	8	2	\$ 1,260,810	\$ 254,500	10	\$ 1,515,310
Neapolitan Realty LLC	4	3	\$ 828,000	\$ 672,000	7	\$ 1,500,000
Gulfline Realty LLC	1	3	\$ 543,900	\$ 948,900	4	\$ 1,492,800
Naples Bay Realty Group Inc.	4	5	\$ 647,000	\$ 838,900	9	\$ 1,485,900
Hovland, Inc.	2	4	\$ 405,000	\$ 1,072,000	6	\$ 1,477,000
Naples TBI Realty LLC	2	1	\$ 973,995	\$ 499,995	3	\$ 1,473,990
Kevin Shelly Realty Inc	3	2	\$ 864,700	\$ 606,700	5	\$ 1,471,400
Advanta Realty	2	6	\$ 251,200	\$ 1,214,100	8	\$ 1,465,300
Michael J Maloney & Assoc Inc		2		\$ 1,460,000	2	\$ 1,460,000
Price Realty of Naples Inc	3	2	\$ 859,000	\$ 599,000	5	\$ 1,458,000
Realty Experts International Inc	3	2	\$ 897,500	\$ 505,500	5	\$ 1,403,000
Direct Home Realty	6	4	\$ 831,000	\$ 530,500	10	\$ 1,361,500

John R. Wood Properties
S2 - NAPLES 2013 YE Market Ranking Data
NA Volume Rankings By Company

Naples Market Only	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Legacy Real Estate LLC	5	5	\$ 669,400	\$ 669,400	10	\$ 1,338,800
Naples Realty International LLC	1	3	\$ 435,000	\$ 902,000	4	\$ 1,337,000
Lion Realty		3		\$ 1,324,000	3	\$ 1,324,000
Real Estate Broker Direct	2	3	\$ 525,000	\$ 779,000	5	\$ 1,304,000
Bordner Real Estate, Inc.		3		\$ 1,279,200	3	\$ 1,279,200
Naples Property Shop	3	3	\$ 430,500	\$ 848,000	6	\$ 1,278,500
Realty Solutions of Florida		4		\$ 1,275,000	4	\$ 1,275,000
Collier Realty Services	5	1	\$ 1,150,000	\$ 125,000	6	\$ 1,275,000
Medical Advisors	1	2	\$ 962,500	\$ 309,000	3	\$ 1,271,500
Kim Levitan Realty	4	3	\$ 829,900	\$ 414,500	7	\$ 1,244,400
Coastal Breeze Homes, LLC	1		\$ 1,199,000		1	\$ 1,199,000
Selling Paradise Realty	7	2	\$ 905,401	\$ 253,000	9	\$ 1,158,401
Florida Real Estate Services, Inc.	1	3	\$ 375,000	\$ 780,000	4	\$ 1,155,000
Naples Realty International		4		\$ 1,148,000	4	\$ 1,148,000
Prime Real Estate of Naples	4	3	\$ 598,800	\$ 528,500	7	\$ 1,127,300
TSD Realty		6		\$ 1,103,900	6	\$ 1,103,900
Avalon Real Estate	2		\$ 1,098,000		2	\$ 1,098,000
41 West Realty, Inc.	1	5	\$ 190,000	\$ 908,000	6	\$ 1,098,000
Century 21 JB Novelli Internationale	11		\$ 1,094,010		11	\$ 1,094,010
All Florida Property Group Inc	4		\$ 1,087,900		4	\$ 1,087,900
RL Bailey Realty	2	1	\$ 757,000	\$ 290,000	3	\$ 1,047,000
Gulf Coast Associates	1	3	\$ 78,000	\$ 965,000	4	\$ 1,043,000
Lahaina Realty		5		\$ 1,029,000	5	\$ 1,029,000
Cypress Realty Inc.		1		\$ 1,025,000	1	\$ 1,025,000
M C Realty Bankers Mortgage Co	2	2	\$ 507,000	\$ 507,000	4	\$ 1,014,000
Carl J. Kuehner	1		\$ 1,000,000		1	\$ 1,000,000
Mayr & Company Realty	1	1	\$ 360,000	\$ 625,000	2	\$ 985,000
Sun Coast Global		4		\$ 956,400	4	\$ 956,400
Absync Realty	3	2	\$ 632,500	\$ 313,895	5	\$ 946,395
Self Realty Inc	5	1	\$ 918,000	\$ 20,100	6	\$ 938,100
L A Estates Realty, Inc	2		\$ 929,000		2	\$ 929,000
A Codi Realty	2	2	\$ 520,000	\$ 408,000	4	\$ 928,000
Costantini Realty Inc.	1	1	\$ 479,500	\$ 445,000	2	\$ 924,500
Freedom Real Estate	2		\$ 907,900		2	\$ 907,900
RE/MAX Sundance Realty II	3	2	\$ 508,400	\$ 399,000	5	\$ 907,400
Anchor Real Estate		2		\$ 898,717	2	\$ 898,717
Gulf Coast Management Group	4	2	\$ 575,000	\$ 315,000	6	\$ 890,000
Discovery Realty Group	1	1	\$ 435,000	\$ 435,000	2	\$ 870,000
Key Real Estate	1	2	\$ 455,000	\$ 408,000	3	\$ 863,000
Ironstone Trust Realty	1		\$ 844,000		1	\$ 844,000
David Brown Realtors	3	10	\$ 202,000	\$ 622,800	13	\$ 824,800
Right Moves Realty	4		\$ 800,000		4	\$ 800,000
Welker Realty, LLC	3	2	\$ 597,000	\$ 196,000	5	\$ 793,000
Beachwood Properties, Inc.	3	1	\$ 587,000	\$ 195,000	4	\$ 782,000
Alegna Realty	2	1	\$ 410,000	\$ 364,500	3	\$ 774,500
Pegasus Realty Group, Inc		3		\$ 757,000	3	\$ 757,000
Wynns Realty		3		\$ 737,900	3	\$ 737,900
Number 1 Real Estate Services	4		\$ 698,000		4	\$ 698,000
GreenLeaf Homes	2		\$ 698,000		2	\$ 698,000
Century 21 Birchwood		2		\$ 667,000	2	\$ 667,000
NATIONS	2	2	\$ 304,900	\$ 362,000	4	\$ 666,900
Patagonia Realty	1	2	\$ 215,000	\$ 443,000	3	\$ 658,000
The Realty Group of SW FL, Inc	1	4	\$ 96,000	\$ 538,500	5	\$ 634,500
Ted Hofferber SRA, PA	2		\$ 622,000		2	\$ 622,000
Sunstream Realty, Inc.		3		\$ 618,500	3	\$ 618,500
Tri-Rose Realty	1	5	\$ 111,000	\$ 500,500	6	\$ 611,500
N.A.I. Realty	1	2	\$ 152,000	\$ 457,000	3	\$ 609,000
MG1 Realty	1	1	\$ 375,000	\$ 226,000	2	\$ 601,000
Century 21 Selling Paradise		3		\$ 600,000	3	\$ 600,000
Porter Davis RE Brokerage	3	1	\$ 457,900	\$ 130,000	4	\$ 587,900
Non MLS		2		\$ 586,250	2	\$ 586,250
Madelon Ward Licensed Real Estate Broker		1		\$ 585,000	1	\$ 585,000
Emerald Realty of Naples Inc	1	1	\$ 330,000	\$ 250,000	2	\$ 580,000
Dennis J. Lynch, P.A.	1	1	\$ 290,000	\$ 290,000	2	\$ 580,000
Buy Naples Today		1		\$ 574,000	1	\$ 574,000
J Roberts Brokerage Services	1		\$ 565,000		1	\$ 565,000
Fidelity Florida Realty Corp	2		\$ 560,000		2	\$ 560,000
RE/MAX Realty Team		1		\$ 552,000	1	\$ 552,000
RFK Realty		2		\$ 538,000	2	\$ 538,000
Hometown Realty of SWFL Inc	1	1	\$ 375,000	\$ 160,000	2	\$ 535,000
Gallery Realty	1	1	\$ 445,000	\$ 81,000	2	\$ 526,000
Results Real Estate Inc	2		\$ 525,000		2	\$ 525,000
Gulf Cities Realty	1	1	\$ 245,000	\$ 279,000	2	\$ 524,000
Home Run Real Estate, Inc.	3	1	\$ 321,250	\$ 196,000	4	\$ 517,250
Ave Maria Real Estate and Home	1	1	\$ 215,000	\$ 300,000	2	\$ 515,000
Development Realty, LC	1	2	\$ 122,000	\$ 390,900	3	\$ 512,900
Another Day in Paradise Realty	2	1	\$ 335,565	\$ 155,565	3	\$ 491,130
IXORA Realty	4	1	\$ 428,100	\$ 58,000	5	\$ 486,100
CL Properties	1	2	\$ 160,000	\$ 319,500	3	\$ 479,500
Naples Beach Realty	2	3	\$ 150,000	\$ 315,000	5	\$ 465,000
Endless Summers Realty of SWFL		1		\$ 460,000	1	\$ 460,000
Power Brokers Real Estate Inc	2		\$ 457,900		2	\$ 457,900
Schooner Bay	2		\$ 447,000		2	\$ 447,000
Sandy Retreats Realty		2		\$ 446,000	2	\$ 446,000
Ad Infinitum Realty & Consult		1		\$ 440,000	1	\$ 440,000
Home Quest Inc.		1		\$ 434,500	1	\$ 434,500

John R. Wood Properties
S2 - NAPLES 2013 YE Market Ranking Data
NA Volume Rankings By Company

Naples Market Only	Data				Total Closed Units	Total Closed Volume
	Closed Units	Side	Closed Volume			
Florida Realty & Co		2		\$ 433,000	2	\$ 433,000
Marc Joseph Realty Inc	3		\$ 430,100		3	\$ 430,100
World Real Estate Marketplace		1		\$ 429,000	1	\$ 429,000
Realty Executives	2	1	\$ 320,000	\$ 105,000	3	\$ 425,000
Paragon Realty, Inc.		1		\$ 425,000	1	\$ 425,000
Frost & Associates Inc	3		\$ 422,000		3	\$ 422,000
Gulf Coast Investment Properties	1	1	\$ 239,900	\$ 180,000	2	\$ 419,900
Riblet Realty LLC		1		\$ 408,000	1	\$ 408,000
Shoreline Properties of SW FL	2	1	\$ 320,000	\$ 80,000	3	\$ 400,000
Pro-Gulf Properties, LLC		1		\$ 399,000	1	\$ 399,000
Century 21 Sunbelt Realty #1 Inc		1		\$ 397,451	1	\$ 397,451
Connor & Connor Company		1		\$ 390,000	1	\$ 390,000
Taylor Donovan Realty	1	1	\$ 260,000	\$ 130,000	2	\$ 390,000
Sandals Realty		2		\$ 385,000	2	\$ 385,000
Allied International Brokers	1		\$ 365,000		1	\$ 365,000
Crimaldi and Associates, LLC	2		\$ 363,500		2	\$ 363,500
Century 21 Sunbelt Rlty #1,Inc		1		\$ 350,000	1	\$ 350,000
Trianon Properties Inc	1		\$ 340,000		1	\$ 340,000
Sandpiper Realty	3		\$ 337,000		3	\$ 337,000
Collier & Assoc Real Estate	3		\$ 336,900		3	\$ 336,900
M.J. Duvekot Real Estate Services		1		\$ 330,000	1	\$ 330,000
Shoobox RE & Development Corp		1		\$ 325,000	1	\$ 325,000
Florida Buyer Broker		2		\$ 323,500	2	\$ 323,500
Sellstate Achievers Realty Network		1		\$ 320,000	1	\$ 320,000
Sandollar Real Estate Corp of Naples	1	1	\$ 169,000	\$ 149,900	2	\$ 318,900
NRF Realty		2		\$ 317,500	2	\$ 317,500
Atlantic & Pacific Realty	2	2	\$ 158,450	\$ 158,450	4	\$ 316,900
Pelican Connection, Inc.	1	2	\$ 125,000	\$ 191,000	3	\$ 316,000
Rossman Realty Group		1		\$ 312,340	1	\$ 312,340
Grande Floridian Properties, Inc.		1		\$ 312,000	1	\$ 312,000
Florida Elite Realty Inc		2		\$ 311,000	2	\$ 311,000
Greg Haley & Associates, Inc.		1		\$ 305,900	1	\$ 305,900
Marilee Realty	3		\$ 304,900		3	\$ 304,900
First Service Realty-GMAC	3	1	\$ 235,131	\$ 69,500	4	\$ 304,631
STS Realty Group		1		\$ 293,000	1	\$ 293,000
Florida Westshore Realty Inc		1		\$ 293,000	1	\$ 293,000
RE/MAX Realty Group		2		\$ 289,000	2	\$ 289,000
Gulf Coast Realty of Naples	1	1	\$ 142,500	\$ 142,500	2	\$ 285,000
RE/MAX Results Realty	1	1	\$ 235,000	\$ 50,000	2	\$ 285,000
Essential Real Estate	1		\$ 275,000		1	\$ 275,000
Starfish Realty, Inc.	1		\$ 275,000		1	\$ 275,000
Lee Allen Group		1		\$ 274,900	1	\$ 274,900
Genta Company Realty LLC		1		\$ 270,000	1	\$ 270,000
Priceless Realty, Inc.	1		\$ 268,000		1	\$ 268,000
Xcellence Realty Group		2		\$ 260,000	2	\$ 260,000
Marquesas Realty LLC		1		\$ 255,000	1	\$ 255,000
Diamond Realty Group	1		\$ 247,000		1	\$ 247,000
Key Real Estate Inc.	1		\$ 245,000		1	\$ 245,000
RE/MAX Partners	2		\$ 243,750		2	\$ 243,750
Select Real Estate		1		\$ 240,000	1	\$ 240,000
Tropical Investment Group		1		\$ 235,000	1	\$ 235,000
Tri-Rose Realty LLC	1	2	\$ 53,383	\$ 179,901	3	\$ 233,284
Nationas Real Estate Services		1		\$ 220,000	1	\$ 220,000
Sunrise Realty Network, Inc.	2		\$ 210,500		2	\$ 210,500
Klein and Associates Realty Inc.		2		\$ 210,500	2	\$ 210,500
Your Real Estate Leaders		1		\$ 205,045	1	\$ 205,045
Buyers Broker of SW Florida		1		\$ 205,000	1	\$ 205,000
Seashore Realty, Inc	1	1	\$ 101,000	\$ 101,000	2	\$ 202,000
Town & Country Sun Properties	1	1	\$ 100,000	\$ 100,000	2	\$ 200,000
Naples Flat Fee Realty, Inc		1		\$ 200,000	1	\$ 200,000
Jones & Co. Realty		1		\$ 200,000	1	\$ 200,000
Thompson Realty		1		\$ 200,000	1	\$ 200,000
Golden Gate Realty & Development	1	1	\$ 72,000	\$ 125,000	2	\$ 197,000
Russell V. Rosen	1		\$ 195,000		1	\$ 195,000
AJB Realty LLC	1	1	\$ 69,000	\$ 117,999	2	\$ 186,999
CMC Realty		1		\$ 185,000	1	\$ 185,000
Gulf Realty Company LLC	1		\$ 185,000		1	\$ 185,000
Carlyn LLC, REALTORS		1		\$ 185,000	1	\$ 185,000
Sunshine Realty of SWFL	1		\$ 167,500		1	\$ 167,500
Bay Vision Realty	1	2	\$ 72,500	\$ 94,500	3	\$ 167,000
KWPM Real Estate Services	1		\$ 161,900		1	\$ 161,900
Hayden Real Estate	1		\$ 159,900		1	\$ 159,900
The Realty Source of Naples	1		\$ 155,000		1	\$ 155,000
Preferred Properties of Naples Inc	1		\$ 153,900		1	\$ 153,900
Esquire Real Estate Services	1		\$ 150,000		1	\$ 150,000
Marco Realty Associates, Inc.	1		\$ 149,900		1	\$ 149,900
KPMG Realty LLC		1		\$ 148,000	1	\$ 148,000
Abitare International	1		\$ 147,000		1	\$ 147,000
Real Estate Strategies Group		1		\$ 145,000	1	\$ 145,000
Thomas Kitts Realty LLC		1		\$ 145,000	1	\$ 145,000
RockStar Realty LLC		2		\$ 141,000	2	\$ 141,000
Freshwater Real Estate		1		\$ 137,000	1	\$ 137,000
Universe Realty Group, Inc.		1		\$ 135,000	1	\$ 135,000
Resort Realty, Inc	1		\$ 131,500		1	\$ 131,500
Guardian Realty, Inc.		1		\$ 130,000	1	\$ 130,000
Power Media Brokers	1		\$ 130,000		1	\$ 130,000

John R. Wood Properties
S2 - NAPLES 2013 YE Market Ranking Data
NA Volume Rankings By Company

		Data		Side		Total Closed Units	Total Closed Volume
		Closed Units		Closed Volume			
Naples Market Only	Worldwide Marketing Realty-NRS	1		\$ 128,500		1	\$ 128,500
	Florida Real Estate Professionals		1		\$ 127,500	1	\$ 127,500
	Sentry Property Management Service, Inc.	1		\$ 127,500		1	\$ 127,500
	Rapid Rescue LLC	1		\$ 125,100		1	\$ 125,100
	Select Properties, LLC		1		\$ 119,900	1	\$ 119,900
	Estero Elite Realty, LLC		1		\$ 109,900	1	\$ 109,900
	Orange County Real Estate	1		\$ 105,000		1	\$ 105,000
	Reed and Associate	1		\$ 102,000		1	\$ 102,000
	Donna Carnes		1		\$ 94,900	1	\$ 94,900
	Fifth Avenue Realty Limited, Inc.	1		\$ 93,000		1	\$ 93,000
	Right Choice Realty, LLC		1		\$ 80,000	1	\$ 80,000
	US Group Realty Inc		1		\$ 75,000	1	\$ 75,000
	Market America Realty Network		1		\$ 65,000	1	\$ 65,000
	Wilkins Realty Group, Inc.	1		\$ 64,000		1	\$ 64,000
	Cape Realty Inc		1		\$ 52,783	1	\$ 52,783
	Pelican Bay Realty, Inc.	1		\$ 35,000		1	\$ 35,000
	Kim Davis Realty		1		\$ 18,020	1	\$ 18,020
Naples Market Only Total		9481	9481	\$ 4,281,910,897	\$ 4,281,910,897	18962	\$ 8,563,821,794
Grand Total		9481	9481	\$ 4,281,910,897	\$ 4,281,910,897	18962	\$ 8,563,821,794

John R. Wood Properties
S2 _NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

Market Defined	OfficeName	Data		Side		Total Closed Volume	Total Closed Units
		L	S	L	S		
Naples Market Only	Downing Frye	\$ 529,758,131	\$ 530,057,368	1145	1144	\$ 1,059,815,499	2289
	John R Wood	\$ 602,739,629	\$ 552,491,333	1089	966	\$ 1,155,230,962	2055
	Premiere Plus Realty Co.	\$ 203,587,499	\$ 295,616,733	659	825	\$ 499,204,232	1484
	Premier Sothebys Int. Realty	\$ 796,820,950	\$ 642,878,546	718	604	\$ 1,439,699,496	1322
	Coldwell Banker Residential Real Estate, Inc.	\$ 212,753,742	\$ 182,656,228	563	468	\$ 395,409,970	1031
	Berkshire Hathaway Florida	\$ 134,983,030	\$ 185,087,043	405	417	\$ 320,070,073	822
	Amerivest Realty	\$ 83,800,400	\$ 85,140,272	304	284	\$ 168,940,672	588
	Sun Realty USA, Inc	\$ 60,256,578	\$ 74,984,093	271	307	\$ 135,240,671	578
	RE/MAX Realty Select	\$ 52,159,190	\$ 38,895,421	274	153	\$ 91,054,611	427
	Florida Home Realty of Collier County, Inc.	\$ 54,025,602	\$ 71,948,067	190	227	\$ 125,973,669	417
	RE/MAX Affinity	\$ 37,894,731	\$ 35,249,513	151	135	\$ 73,144,244	286
	Non MLS Office	\$	\$ 85,325,917		268	\$ 85,325,917	268
	Royal Shell Real Estate, Inc.	\$ 53,388,451	\$ 72,978,903	108	147	\$ 126,367,354	255
	Keller Williams Realty Naples	\$ 31,628,601	\$ 37,337,862	116	119	\$ 68,966,463	233
	Keating Associates	\$ 32,282,300	\$ 62,462,255	91	142	\$ 94,744,555	235
	Naples Realty, LLC	\$ 6,989,500	\$ 52,502,929	31	182	\$ 59,492,429	213
	Naples Realty Services	\$ 23,575,982	\$ 23,554,375	105	79	\$ 47,130,357	184
	Waterfront Realty Group Inc	\$ 41,845,800	\$ 36,474,643	81	93	\$ 78,320,443	174
	WEICHERT, REALTORSr On The Gulf	\$ 19,026,410	\$ 20,477,692	80	81	\$ 39,504,102	161
	Keller Williams Elite Realty	\$ 21,241,498	\$ 26,317,850	63	85	\$ 47,559,348	148
	South Bay Realty	\$ 22,181,481	\$ 26,872,406	66	79	\$ 49,053,887	145
	Realty Direct Naples	\$ 11,846,475	\$ 14,791,954	59	82	\$ 26,638,429	141
	Stock Realty, LLC	\$ 39,974,605	\$ 31,198,573	77	56	\$ 71,173,178	133
	Mari Vesci REALTORS, Inc	\$ 26,671,650	\$ 33,921,800	58	57	\$ 60,593,450	115
	VIP Realty Group	\$ 11,961,800	\$ 21,190,500	53	54	\$ 33,152,300	107
	Homes & Land Brokers, Inc.	\$ 16,406,179	\$ 970,300	97	9	\$ 17,376,479	106
	Vineyards Properties Inc	\$ 20,572,290	\$ 17,036,677	58	43	\$ 37,608,967	101
	Gulf Breeze Real Estate, LLC	\$ 17,502,700	\$ 16,052,300	61	40	\$ 33,555,000	101
	L.H. Fleming & Company, Real Estate	\$ 14,170,896	\$ 7,083,599	79	22	\$ 21,254,495	101
	Gulf Coast International Prop	\$ 81,723,000	\$ 81,229,340	43	51	\$ 162,952,340	94
	Saggio Dream Realty	\$ 5,976,300	\$ 5,511,947	42	45	\$ 11,488,247	87
	ERA Flagship Real Estate	\$ 8,692,650	\$ 7,292,800	49	37	\$ 15,985,450	86
	Sand Castle Realty Group, Inc	\$ 8,461,800	\$ 16,882,885	35	44	\$ 25,344,685	79
	Faust RealtyGroup	\$ 7,179,949	\$ 5,125,820	44	33	\$ 12,305,769	77
	Keller Williams Realty, Marco	\$ 8,254,000	\$ 12,684,400	30	47	\$ 20,938,400	77
	Market America Rity & Invstmnt	\$ 10,022,894	\$ 16,283,631	27	42	\$ 26,306,525	69
	Independent Brokers Realty Inc.	\$ 9,026,750	\$ 8,586,100	31	36	\$ 17,612,850	67
		\$ 5,619,370	\$ 19,331,810	14	53	\$ 24,951,180	67
	Blue Heron Realty of Naples	\$ 3,666,650	\$ 6,903,650	27	37	\$ 10,570,300	64
	Tower Trace Realty LLC	\$ 9,090,000	\$ 9,793,900	31	33	\$ 18,883,900	64
	McQuaid and Company LLC	\$ 21,010,725	\$ 15,357,000	41	22	\$ 36,367,725	63
	Royal Properties of Naples LLC	\$ 9,646,703	\$ 6,397,774	39	18	\$ 16,044,477	57
	Gulf Region Realty	\$ 6,795,301	\$ 5,518,900	30	27	\$ 12,314,201	57
	Realty World, Top Producers Realty, Inc.	\$ 8,885,905	\$ 6,980,000	35	19	\$ 15,865,905	54
	Illustrated Properties Real Estate Inc.	\$ 11,714,750	\$ 5,685,500	35	18	\$ 17,400,250	53
	U S Prime Realty LLC	\$ 2,317,158	\$ 5,182,150	16	35	\$ 7,499,308	51
	Engel & Voelkers	\$ 12,596,200	\$ 15,761,556	25	26	\$ 28,357,756	51
	American Home Realty of Naples	\$ 3,556,800	\$ 2,197,000	30	20	\$ 5,753,800	50
	RE/MAX Affinity Plus	\$ 7,155,250	\$ 9,963,663	20	29	\$ 17,118,913	49
	RE/MAX Affinity Mercato	\$ 4,343,800	\$ 7,411,439	19	28	\$ 11,755,239	47
	Platinum Properties of Naples Inc	\$ 14,571,650	\$ 9,896,750	24	22	\$ 24,468,400	46
	POM Property Management	\$ 2,561,000	\$ 12,664,446	9	34	\$ 15,225,446	43
	Florida Homes Realty of Collier	\$ 969,500	\$ 7,995,277	7	35	\$ 8,964,777	42
	RL Nardi & Associates Inc	\$ 5,496,900	\$ 7,579,000	20	22	\$ 13,075,900	42
	Port of the Islands Realty LLC	\$ 3,812,400	\$ 3,443,400	23	18	\$ 7,255,800	41
	Quail Communities Realty, Inc.	\$ 8,622,000	\$ 6,861,000	22	19	\$ 15,483,000	41
	United Real Estate	\$ 4,851,300	\$ 2,293,400	25	14	\$ 7,144,700	39
Boca Executives	\$ 1,700,500	\$ 11,703,900	5	34	\$ 13,404,400	39	
Phelps Realty Services	\$ 5,553,207	\$ 247,000	37	2	\$ 5,800,207	39	
Weekly Realty Group, LLC	\$ 28,643,500	\$ 24,216,000	19	16	\$ 52,859,500	35	
A Delta Realty of Naples Inc.	\$ 2,556,500	\$ 7,896,900	11	24	\$ 10,453,400	35	
Naples Trust Real Estate Services	\$ 3,191,650	\$ 7,064,470	17	16	\$ 10,256,120	33	
Islandwalk Realty of Naples	\$ 5,413,500	\$ 3,552,500	20	12	\$ 8,966,000	32	
Vineyards Realty Inc	\$ 21,127,400	\$ 2,030,000	29	3	\$ 23,157,400	32	
Internet Realty Group, Inc.	\$ 3,066,900	\$ 2,671,556	16	16	\$ 5,738,456	32	
White Sands Realty, LLC	\$ 2,815,000	\$ 10,152,500	6	25	\$ 12,967,050	31	
Realty Executives Signature	\$ 2,526,500	\$ 6,230,983	7	24	\$ 8,757,483	31	
Florida Global RE Inc	\$ 2,347,450	\$ 1,941,200	16	15	\$ 4,288,650	31	
Realty World Florida	\$ 3,260,331	\$ 2,979,000	24	6	\$ 6,239,331	30	
Sandals Realty of Collier	\$ 3,775,500	\$ 2,384,485	18	11	\$ 6,159,985	29	
Wilson & Associates RE Inc	\$ 82,417,000	\$ 15,060,000	24	5	\$ 97,477,000	29	
Equity Realty	\$ 1,440,700	\$ 9,330,500	7	22	\$ 10,771,200	29	
A Plus Realty	\$ 1,753,410	\$ 2,257,152	12	17	\$ 4,010,562	29	
Real Pro Realtors	\$ 1,183,500	\$ 3,679,400	10	18	\$ 4,862,900	28	
D R Horton Realty Inc	\$ 8,369,845	\$ 790,312	26	2	\$ 9,160,157	28	
Campbell and Prebish	\$ 41,696,445	\$ 74,074,580	14	14	\$ 115,771,025	28	
Germain Properties of Naples, LLC	\$ 4,571,500	\$ 3,441,150	11	16	\$ 8,012,650	27	
Barry DeNicola Realty, Inc.	\$ 32,960,500	\$ 22,234,500	17	10	\$ 55,195,000	27	
Menelee Realty	\$ 3,742,300	\$ 1,737,800	21	6	\$ 5,480,100	27	
Verona Realty	\$ 3,209,000	\$ 3,485,226	13	12	\$ 6,694,226	25	
Grey Oaks Realty Inc.	\$ 24,996,958	\$ 8,890,000	19	6	\$ 33,886,958	25	
Premier Estate Properties	\$ 39,329,999	\$ 13,165,534	18	7	\$ 52,495,533	25	
ToastyinNaples.com Realty	\$ 2,132,500	\$ 2,900,900	13	11	\$ 5,033,400	24	
Coffey Real Estate Services, Corp	\$ 1,684,900	\$ 1,416,800	12	12	\$ 3,101,700	24	
Ruby Realty & Referral Company	\$ 3,472,500	\$ 2,223,000	15	9	\$ 5,695,500	24	

John R. Wood Properties
S2_NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

	Data		Side		Closed Units	Total Closed Volume	Total Closed Units
	Closed Volume						
Naples Market Only	Young Realty Group	\$ 2,430,900	\$ 1,057,650		16	7 \$ 3,488,550	23
	Island Coastal Realty, LLC	\$ 5,618,500	\$ 3,103,498		13	9 \$ 8,721,998	22
	Floridas Realty Specialists	\$ 3,532,530	\$ 1,157,400		16	6 \$ 4,689,930	22
	McWilliams Buckley & Associates, Inc.	\$ 2,695,300	\$ 219,500		19	2 \$ 2,914,800	21
	Phase III Real Estate Services	\$ 3,894,000	\$ 7,052,500		10	11 \$ 10,946,500	21
	Bay Forest Real Estate Services, Inc.	\$ 2,598,500	\$ 1,822,000		12	9 \$ 4,420,500	21
	Lely Resort Realty, LLC.	\$ 13,524,699	\$ 3,202,337		17	4 \$ 16,727,036	21
	Luxury Homes of Naples		\$ 2,812,345			21 \$ 2,812,345	21
	Prime Location Brokers LLC	\$ 2,761,186	\$ 1,562,000		17	4 \$ 4,323,186	21
	Priority Properties of Florida	\$ 1,857,000	\$ 1,898,000		9	11 \$ 3,755,000	20
	Bartley Realty LLLC	\$ 2,113,623	\$ 3,151,423		11	9 \$ 5,265,046	20
	Tropics Real Estate	\$ 1,685,898	\$ 4,585,400		6	14 \$ 6,271,298	20
	OK Realty Inc.	\$ 1,707,900	\$ 1,404,300		11	9 \$ 3,112,200	20
	5th Avenue Real Estate	\$ 6,603,588	\$ 5,619,088		8	12 \$ 12,222,676	20
	West Wave Realty	\$ 2,888,300	\$ 166,000		17	2 \$ 3,054,300	19
	Naples Real Estate Consultants	\$ 2,674,900	\$ 855,500		12	7 \$ 3,530,400	19
	Century 21 Sunbelt Realty	\$ 2,189,600	\$ 552,400		15	4 \$ 2,742,000	19
	Escape Realty Services, LLC	\$ 575,500	\$ 3,717,200		4	15 \$ 4,292,700	19
	Levitan Realty Group	\$ 19,425,500	\$ 6,086,655		15	4 \$ 25,512,155	19
	Pikus Realty PA	\$ 1,567,650	\$ 1,261,775		9	10 \$ 2,829,425	19
	TMB Realty Inc	\$ 1,252,500	\$ 2,565,500		7	12 \$ 3,818,000	19
	McNeil Real Estate, Inc.	\$ 2,311,000	\$ 2,598,000		9	10 \$ 4,909,000	19
	Framor Realty	\$ 996,500	\$ 1,455,500		6	13 \$ 2,452,000	19
	Premier Realty Homes	\$ 7,050,250	\$ 637,500		16	3 \$ 7,687,750	19
	Mediterra Realty	\$ 19,912,775	\$ 9,123,149		13	6 \$ 29,035,924	19
	Housetraders	\$ 1,097,920	\$ 539,558		12	7 \$ 1,637,478	19
	Charming Homes Realty	\$ 1,559,950	\$ 1,412,749		9	9 \$ 2,972,699	18
	Naples Brokers Realty	\$ 2,134,977	\$ 1,061,400		11	7 \$ 3,196,377	18
	Onier Realty of SW Fla	\$ 1,151,500	\$ 3,080,660		6	12 \$ 4,232,160	18
	Perfect Properties of Naples, Inc.	\$ 1,776,900	\$ 2,946,000		9	8 \$ 4,722,900	17
	Quail West Realty	\$ 22,046,773	\$ 2,549,703		15	2 \$ 24,596,476	17
	TEC Realty	\$ 702,000	\$ 2,035,900		5	12 \$ 2,737,900	17
	Florida Home Realty Inc	\$ 1,676,050	\$ 951,450		11	6 \$ 2,627,500	17
	Beach & Luxury Realty Inc	\$ 2,432,500	\$ 1,720,505		7	9 \$ 4,153,005	16
	L'Excellence Realty Group Inc.	\$ 879,900	\$ 1,994,600		5	11 \$ 2,874,500	16
	Builders Services	\$ 4,275,827	\$ 735,000		14	2 \$ 5,010,827	16
	Simply Think Florida Realty	\$ 2,525,500	\$ 1,000,000		10	6 \$ 3,525,500	16
	The Real Estate Shop	\$ 1,095,000	\$ 2,850,000		3	13 \$ 3,945,000	16
	Encore Realty	\$ 5,124,705	\$ 10,130,350		5	11 \$ 15,255,055	16
	Florida Realty Group	\$ 2,282,251	\$ 1,363,400		10	5 \$ 3,645,651	15
	Steven C. Moller, Broker	\$ 1,069,100	\$ 1,329,900		8	7 \$ 2,399,000	15
	PACT Realty	\$ 20,055,000	\$ 4,829,000		11	4 \$ 24,884,000	15
	Premier Sotheby's Int'l Rlty	\$ 13,119,000	\$ 12,370,000		9	6 \$ 25,489,000	15
	Palm Realty Group	\$ 2,794,500	\$ 3,548,500		6	9 \$ 6,343,000	15
	Advantage Real Estate Service	\$ 3,776,600			15	\$ 3,776,600	15
	Rezidenz Realty, LLC	\$ 2,167,800	\$ 873,500		12	3 \$ 3,041,300	15
	Island Realty Marco	\$ 2,489,000	\$ 1,383,000		9	5 \$ 3,872,000	14
	True Realty Services LLC	\$ 192,500	\$ 3,404,350		1	13 \$ 3,596,850	14
	Help-U-Sell Reed & Associates	\$ 1,901,400	\$ 1,219,000		7	7 \$ 3,120,400	14
	Wordl Realty Services	\$ 997,000	\$ 1,459,900		6	8 \$ 2,456,900	14
	Sheridan Real Estate	\$ 4,412,000	\$ 359,500		12	2 \$ 4,771,500	14
	Manchester Partners LLC	\$ 3,271,283	\$ 555,783		12	2 \$ 3,827,066	14
	Exceptional Properties of SW Florida	\$ 4,352,000	\$ 1,732,000		10	3 \$ 6,084,000	13
	Audubon Properties Inc	\$ 4,560,000	\$ 3,048,500		8	5 \$ 7,608,500	13
	Hartford Realty LLC	\$ 1,634,530	\$ 1,271,580		7	6 \$ 2,906,110	13
	Marco Island Realestate.com, Inc.	\$ 2,026,500	\$ 887,000		8	5 \$ 2,913,500	13
	Kaye Realty Inc.	\$ 1,471,000	\$ 895,400		6	7 \$ 2,366,400	13
	Marco Island Realty Inc	\$ 2,870,390	\$ 830,000		11	2 \$ 3,700,390	13
	Advantage Sales & Rentals Inc	\$ 763,000	\$ 2,174,500		3	10 \$ 2,937,500	13
	Assist2Sell	\$ 1,787,000	\$ 1,253,500		8	5 \$ 3,040,500	13
	David Brown Realtors	\$ 202,000	\$ 622,800		3	10 \$ 824,800	13
	E, M Prime Realty	\$ 2,615,410	\$ 130,000		12	1 \$ 2,745,410	13
	Brand & Associates Inc.	\$ 1,028,500	\$ 2,771,500		6	6 \$ 3,800,000	12
	COLLIER COUNTY REALTY CORP	\$ 776,775	\$ 1,202,575		6	6 \$ 1,979,350	12
	Horizons By The Sea Inc.	\$ 1,275,700	\$ 1,544,000		6	6 \$ 2,819,700	12
	Andrea Deane & Associates, Inc.	\$ 1,795,000	\$ 2,965,000		5	7 \$ 4,760,000	12
	Miles Realty Group	\$ 3,064,000	\$ 955,600		9	3 \$ 4,019,600	12
	Weichert Realtors on Gulf		\$ 2,186,625			11 \$ 2,186,625	11
	Second Home Real Estate	\$ 931,000	\$ 763,900		6	5 \$ 1,694,900	11
	Coastal Breeze Properties	\$ 844,000	\$ 746,500		6	5 \$ 1,590,500	11
	WCI Realty Inc	\$ 5,193,964	\$ 1,924,355		8	3 \$ 7,118,319	11
	DR Horton Realty SWFL Inc.	\$ 3,777,160	\$ 204,685		10	1 \$ 3,981,845	11
	Century 21 First Southern Trust	\$ 831,500	\$ 1,078,000		6	5 \$ 1,909,500	11
	Spina Realty Company	\$ 785,000	\$ 4,173,500		2	9 \$ 4,958,500	11
	Christopher Realty, Inc.	\$ 2,879,000	\$ 844,000		7	4 \$ 3,723,000	11
	Anchor Realty of Naples	\$ 1,192,000	\$ 1,466,500		6	5 \$ 2,658,500	11
	Blue Beach Home,LLC	\$ 2,365,500	\$ 172,000		10	1 \$ 2,537,500	11
	Century 21 JB Novelli Internationale	\$ 1,094,010			11	\$ 1,094,010	11
	Royal Realty Investment Group	\$ 578,000	\$ 1,318,000		3	7 \$ 1,896,000	10
	Florida Golf Realty LLC	\$ 12,039,000	\$ 12,909,000		3	7 \$ 24,948,000	10
	Direct Home Realty	\$ 831,000	\$ 530,500		6	4 \$ 1,361,500	10
	West Shore Properties Real Estate Company	\$ 648,000	\$ 4,702,000		2	8 \$ 5,350,000	10
	Napoli Realty Services, LLC	\$ 1,398,400	\$ 1,166,900		6	4 \$ 2,565,300	10
	Daane Properties Inc	\$ 1,084,100	\$ 2,000,100		5	5 \$ 3,084,200	10
	Coast Realty	\$ 1,260,810	\$ 254,500		8	2 \$ 1,515,310	10
	Poteet Properties, Inc.	\$ 1,367,000	\$ 356,500		7	3 \$ 1,723,500	10

John R. Wood Properties
S2 _NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

	Data		Side		Closed Volume	Closed Units	Total Closed Volume	Total Closed Units
	Closed Volume		Closed Units					
Naples Market Only	Legacy Real Estate LLC	\$ 669,400	\$ 669,400	5	5	\$ 1,338,800	10	
	Barefoot Beach Properties	\$ 2,140,000	\$ 9,280,000	4	6	\$ 11,420,000	10	
	Bristol Properties	\$ 835,000	\$ 975,000	4	5	\$ 1,810,000	9	
	Loss Negotiation Services, LLC	\$ 1,522,100	\$ 359,000	7	2	\$ 1,881,100	9	
	Old Naples Realty Inc.	\$ 3,105,000	\$ 1,311,000	4	5	\$ 4,416,000	9	
	Selling Paradise Realty	\$ 905,401	\$ 253,000	7	2	\$ 1,158,401	9	
	Seaside Properties of South Florida, Inc.	\$ 1,652,000	\$ 733,000	5	4	\$ 2,385,000	9	
	Florida Foundation Realty	\$ 1,431,400	\$ 906,900	4	5	\$ 2,338,300	9	
	The Forrest Company Realty of Naples Inc	\$ 20,700,000	\$ 13,550,000	6	3	\$ 34,250,000	9	
	Sky Real Estate	\$ 2,858,750	\$ 158,000	7	2	\$ 3,016,750	9	
	Jo Carter & Associates, Inc.	\$ 1,662,000	\$ 794,000	6	3	\$ 2,456,000	9	
	Naples Bay Realty Group Inc.	\$ 647,000	\$ 838,900	4	5	\$ 1,485,900	9	
	Alliance Realty Group		\$ 2,350,400		9	\$ 2,350,400	9	
	Lennar Realty Inc	\$ 1,077,897	\$ 1,968,990	2	7	\$ 3,046,887	9	
	Lee Collier Realty Group Inc		\$ 2,927,000		9	\$ 2,927,000	9	
	Realty Corp. of Naples	\$ 1,638,000	\$ 1,210,400	4	5	\$ 2,848,400	9	
	Estates Realty	\$ 820,800	\$ 745,900	5	4	\$ 1,566,700	9	
	Excel Real Estate Services, Inc.	\$ 508,400	\$ 1,050,400	5	4	\$ 1,558,800	9	
	Osprey Realty Group, Inc	\$ 3,901,900	\$ 786,000	6	2	\$ 4,687,900	8	
	Baber Realty	\$ 518,000	\$ 1,143,800	4	4	\$ 1,661,800	8	
	Select Real Estate By Stephani	\$ 924,000	\$ 680,000	3	5	\$ 1,604,000	8	
	Stewart Real Estate Company	\$ 1,047,500	\$ 758,500	5	3	\$ 1,806,000	8	
	Pollard & Hedrich Realty, Inc.	\$ 268,000	\$ 2,468,000	1	7	\$ 2,736,000	8	
	Rossi Real Estate Inc	\$ 1,209,000	\$ 1,192,400	3	5	\$ 2,401,400	8	
	Advanta Realty	\$ 251,200	\$ 1,214,100	2	6	\$ 1,465,300	8	
	Taylor Woodrow Realty-SW, LLC	\$ 2,878,100	\$ 1,179,800	6	2	\$ 4,057,900	8	
	Olde Naples Real Estate, Inc.	\$ 1,073,000	\$ 1,142,000	4	4	\$ 2,215,000	8	
	Century 21 Sunbelt Realty, Inc	\$ 725,900	\$ 1,124,000	3	5	\$ 1,849,900	8	
	Clausen Properties, Inc.	\$ 954,222	\$ 690,000	3	5	\$ 1,644,222	8	
	P & M Property Services	\$ 569,500	\$ 1,122,000	4	4	\$ 1,691,500	8	
	KE Talis Park Real Estate Co	\$ 6,186,000	\$ 4,415,000	5	3	\$ 10,601,000	8	
	In Florida Properties	\$ 657,000	\$ 4,254,000	3	5	\$ 4,911,000	8	
	Community Realty Associates	\$ 3,436,500		8		\$ 3,436,500	8	
	Florida Platinum Realty	\$ 1,599,600	\$ 788,600	5	3	\$ 2,388,200	8	
	Neapolitan Realty LLC	\$ 828,000	\$ 672,000	4	3	\$ 1,500,000	7	
	Kim Levitan Realty	\$ 829,900	\$ 414,500	4	3	\$ 1,244,400	7	
	Southwest Properties Group	\$ 1,041,500	\$ 3,662,000	3	4	\$ 4,703,500	7	
	Prime Real Estate of Naples	\$ 598,800	\$ 528,500	4	3	\$ 1,127,300	7	
	Bella Vita	\$ 1,613,000	\$ 585,000	6	1	\$ 2,198,000	7	
	Harborview Realty Inc	\$ 414,000	\$ 1,527,500	2	5	\$ 1,941,500	7	
	Tunrkey Residential	\$ 3,539,900		6		\$ 3,539,900	6	
	Hovland, Inc.	\$ 405,000	\$ 1,072,000	2	4	\$ 1,477,000	6	
	Mark S. Bodnar	\$ 660,000	\$ 4,002,000	1	5	\$ 4,662,000	6	
	Naples Property Shop	\$ 430,500	\$ 848,000	3	3	\$ 1,278,500	6	
	AMC Elite Properties, LLC	\$ 1,177,000	\$ 3,345,000	4	2	\$ 4,522,000	6	
	Cozy Naples Properties	\$ 1,337,000	\$ 243,000	5	1	\$ 1,580,000	6	
	Canada and Associates	\$ 5,090,000	\$ 5,832,500	2	4	\$ 10,922,500	6	
	Century 21 Tri Power	\$ 800,000	\$ 1,357,500	3	3	\$ 2,157,500	6	
	Briarwood Development Corp	\$ 2,444,700	\$ 1,424,900	4	2	\$ 3,869,600	6	
	Focus Real Estate		\$ 1,668,000		6	\$ 1,668,000	6	
	Tri-Rose Realty	\$ 111,000	\$ 500,500	1	5	\$ 611,500	6	
	Bluebill Real Estate		\$ 3,150,204		6	\$ 3,150,204	6	
	TSD Realty		\$ 1,103,900		6	\$ 1,103,900	6	
	Gulf Coast Management Group	\$ 575,000	\$ 315,000	4	2	\$ 890,000	6	
	Unique Properties of Naples, Inc.	\$ 2,115,000	\$ 1,064,999	2	4	\$ 3,179,999	6	
	Self Realty Inc	\$ 918,000	\$ 20,100	5	1	\$ 938,100	6	
	Collier Realty Services	\$ 1,150,000	\$ 125,000	5	1	\$ 1,275,000	6	
	Naples 1st Realty LLC		\$ 1,690,500		6	\$ 1,690,500	6	
	41 West Realty, Inc.	\$ 190,000	\$ 908,000	1	5	\$ 1,098,000	6	
	Eister and Company		\$ 2,738,800		5	\$ 2,738,800	5	
	RE/MAX Sundance Realty II	\$ 508,400	\$ 399,000	3	2	\$ 907,400	5	
	TJS Realty, Inc.	\$ 2,455,000	\$ 225,000	4	1	\$ 2,680,000	5	
	Price Realty of Naples Inc	\$ 859,000	\$ 599,000	3	2	\$ 1,458,000	5	
	Clyde C. Quinby Realty, Inc.	\$ 785,000	\$ 960,000	2	3	\$ 1,745,000	5	
	Lahaina Realty		\$ 1,029,000		5	\$ 1,029,000	5	
	Realty Experts International Inc	\$ 897,500	\$ 505,500	3	2	\$ 1,403,000	5	
	Sea Island Real Estate LLC	\$ 5,382,000	\$ 4,018,500	3	2	\$ 9,400,500	5	
	Bud Coleman Associates Inc	\$ 5,087,000	\$ 2,101,000	2	3	\$ 7,188,000	5	
	Welker Realty, LLC	\$ 597,000	\$ 196,000	3	2	\$ 793,000	5	
	Real Estate Broker Direct	\$ 525,000	\$ 779,000	2	3	\$ 1,304,000	5	
	Absync Realty	\$ 632,500	\$ 313,895	3	2	\$ 946,395	5	
	Naples Beach Realty	\$ 150,000	\$ 315,000	2	3	\$ 465,000	5	
	Sterling Property Servs Realty	\$ 1,275,000	\$ 2,585,000	2	3	\$ 3,860,000	5	
	IXORA Realty	\$ 428,100	\$ 58,000	4	1	\$ 486,100	5	
	Kevin Shelly Realty Inc	\$ 864,700	\$ 606,700	3	2	\$ 1,471,400	5	
	The Realty Group of SW FL, Inc	\$ 96,000	\$ 538,500	1	4	\$ 634,500	5	
	Osborne & Company, Inc		\$ 5,856,750		5	\$ 5,856,750	5	
	Porter Davis RE Brokerage	\$ 457,900	\$ 130,000	3	1	\$ 587,900	4	
	Florida Real Estate Services, Inc.	\$ 375,000	\$ 780,000	1	3	\$ 1,155,000	4	
	ITG Realty LLC	\$ 195,000	\$ 1,967,750	1	3	\$ 2,162,750	4	
	Sun Coast Global		\$ 956,400		4	\$ 956,400	4	
	Naples Realty International		\$ 1,148,000		4	\$ 1,148,000	4	
	Realty Solutions of Florida		\$ 1,275,000		4	\$ 1,275,000	4	
	All Florida Property Group Inc	\$ 1,087,900		4		\$ 1,087,900	4	
	Match Point Realty Inc.		\$ 1,745,722		4	\$ 1,745,722	4	
	Virginia M Woody	\$ 1,188,900	\$ 1,160,000	2	2	\$ 2,348,900	4	

John R. Wood Properties
S2 _NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

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	Closed Volume		Closed Volume					
Naples Market Only	Beachwood Properties, Inc.	\$ 587,000	\$ 195,000		3	1	\$ 782,000	4
	Atlantic & Pacific Realty	\$ 158,450	\$ 158,450		2	2	\$ 316,900	4
	NATIONS	\$ 304,900	\$ 362,000		2	2	\$ 666,900	4
	IRC International Realty Corp	\$ 250,000	\$ 15,772,500		1	3	\$ 16,022,500	4
	The Willis Group, LLC		\$ 15,520,809			4	\$ 15,520,809	4
	A Codi Realty	\$ 520,000	\$ 408,000		2	2	\$ 928,000	4
	First Service Realty-GMAC	\$ 235,131	\$ 69,500		3	1	\$ 304,631	4
	Gulfline Realty LLC	\$ 543,900	\$ 948,900		1	3	\$ 1,492,800	4
	Gulf Coast Associates	\$ 78,000	\$ 965,000		1	3	\$ 1,043,000	4
	Home Run Real Estate, Inc.	\$ 321,250	\$ 196,000		3	1	\$ 517,250	4
	Imagine Realty Inc	\$ 483,600	\$ 1,407,600		1	3	\$ 1,891,200	4
	Naples Realty International LLC	\$ 435,000	\$ 902,000		1	3	\$ 1,337,000	4
	Baybeach Realty	\$ 2,034,900	\$ 550,000		3	1	\$ 2,584,900	4
	Right Moves Realty	\$ 800,000			4		\$ 800,000	4
	William Morris, REALTOR	\$ 1,000,000	\$ 2,257,500		1	3	\$ 3,257,500	4
	Diversified Real Estate Group	\$ 5,194,000	\$ 1,100,000		3	1	\$ 6,294,000	4
	Barefoot Beach Realty Inc	\$ 695,000	\$ 1,995,000		1	3	\$ 2,690,000	4
	M C Realty Bankers Mortgage Co	\$ 507,000	\$ 507,000		2	2	\$ 1,014,000	4
	Number 1 Real Estate Services	\$ 698,000			4		\$ 698,000	4
	Alegna Realty	\$ 410,000	\$ 364,500		2	1	\$ 774,500	3
	Pelican Connection, Inc.	\$ 125,000	\$ 191,000		1	2	\$ 316,000	3
	Another Day in Paradise Realty	\$ 335,565	\$ 155,565		2	1	\$ 491,130	3
	N.A.I. Realty	\$ 152,000	\$ 457,000		1	2	\$ 609,000	3
	CL Properties	\$ 160,000	\$ 319,500		1	2	\$ 479,500	3
	Yerger Realty	\$ 835,000	\$ 1,250,000		1	2	\$ 2,085,000	3
	Realty Executives	\$ 320,000	\$ 105,000		2	1	\$ 425,000	3
	Gulf Bay Marketing Group Inc.	\$ 6,190,000			3		\$ 6,190,000	3
	Patagonia Realty	\$ 215,000	\$ 443,000		1	2	\$ 658,000	3
	Lion Realty		\$ 1,324,000			3	\$ 1,324,000	3
	All In One Realty Group, Inc.	\$ 1,375,000	\$ 2,116,957		1	2	\$ 3,491,957	3
	LeRev Realty, Inc.	\$ 1,275,000	\$ 350,000		2	1	\$ 1,625,000	3
	Collier & Assoc Real Estate	\$ 336,900			3		\$ 336,900	3
	Tri-Rose Realty LLC	\$ 53,383	\$ 179,901		1	2	\$ 233,284	3
	RL Bailey Realty	\$ 757,000	\$ 290,000		2	1	\$ 1,047,000	3
	Bay Vision Realty	\$ 72,500	\$ 94,500		1	2	\$ 167,000	3
	Sandpiper Realty	\$ 337,000			3		\$ 337,000	3
	Calusa Bay Properties LLC	\$ 415,000	\$ 3,363,000		1	2	\$ 3,778,000	3
	Paradise Lifestyles	\$ 1,100,000	\$ 1,265,000		1	2	\$ 2,365,000	3
	Development Realty, LC	\$ 122,000	\$ 390,900		1	2	\$ 512,900	3
	Pegasus Realty Group, Inc		\$ 757,000			3	\$ 757,000	3
	Southwest Coast Realty, Inc.	\$ 3,510,000			3		\$ 3,510,000	3
	Sunstream Realty, Inc.		\$ 618,500			3	\$ 618,500	3
	Florida Gulf Coast Property		\$ 7,392,000			3	\$ 7,392,000	3
	Medical Advisors	\$ 962,500	\$ 309,000		1	2	\$ 1,271,500	3
	Unique Naples Real Estate Inc	\$ 1,419,919	\$ 1,891,169		1	2	\$ 3,311,088	3
	Century 21 Selling Paradise		\$ 600,000			3	\$ 600,000	3
	Marilee Realty	\$ 304,900			3		\$ 304,900	3
	Key Real Estate	\$ 455,000	\$ 408,000		1	2	\$ 863,000	3
	Naples TBI Realty LLC	\$ 973,995	\$ 499,995		2	1	\$ 1,473,990	3
	Wynns Realty		\$ 737,900			3	\$ 737,900	3
	Frost & Associates Inc	\$ 422,000			3		\$ 422,000	3
	Bordner Real Estate, Inc.		\$ 1,279,200			3	\$ 1,279,200	3
	Shoreline Properties of SW FL	\$ 320,000	\$ 80,000		2	1	\$ 400,000	3
	Marc Joseph Realty Inc	\$ 430,100			3		\$ 430,100	3
	Taylor Donovan Realty	\$ 260,000	\$ 130,000		1	1	\$ 390,000	2
	Gulf Coast Investment Properties	\$ 239,900	\$ 180,000		1	1	\$ 419,900	2
	Golden Gate Realty & Development	\$ 72,000	\$ 125,000		1	1	\$ 197,000	2
	Gulf Coast Realty of Naples	\$ 142,500	\$ 142,500		1	1	\$ 285,000	2
	Discovery Realty Group	\$ 435,000	\$ 435,000		1	1	\$ 870,000	2
	RE/MAX Partners	\$ 243,750			2		\$ 243,750	2
	Town & Country Sun Properties	\$ 100,000	\$ 100,000		1	1	\$ 200,000	2
	RE/MAX Realty Group		\$ 289,000			2	\$ 289,000	2
	Gulf Cities Realty	\$ 245,000	\$ 279,000		1	1	\$ 524,000	2
	RE/MAX Results Realty	\$ 235,000	\$ 50,000		1	1	\$ 285,000	2
	Anchor Real Estate		\$ 898,717			2	\$ 898,717	2
	Mayr & Company Realty	\$ 360,000	\$ 625,000		1	1	\$ 985,000	2
	Florida Realty & Co		\$ 433,000			2	\$ 433,000	2
	Results Real Estate Inc	\$ 525,000			2		\$ 525,000	2
	Freedom Real Estate	\$ 907,900			2		\$ 907,900	2
	RFK Realty		\$ 538,000			2	\$ 538,000	2
	Gallery Realty	\$ 445,000	\$ 81,000		1	1	\$ 526,000	2
	Costantini Realty Inc.	\$ 479,500	\$ 445,000		1	1	\$ 924,500	2
	Power Brokers Real Estate Inc	\$ 457,900			2		\$ 457,900	2
	Hometown Realty of SWFL Inc	\$ 375,000	\$ 160,000		1	1	\$ 535,000	2
	Ave Maria Real Estate and Home	\$ 215,000	\$ 300,000		1	1	\$ 515,000	2
	RockStar Realty LLC		\$ 141,000			2	\$ 141,000	2
	Dennis J. Lynch, P.A.	\$ 290,000	\$ 290,000		1	1	\$ 580,000	2
	MG1 Realty	\$ 375,000	\$ 226,000		1	1	\$ 601,000	2
	South Shore Properties Group	\$ 5,250,000	\$ 370,000		1	1	\$ 5,620,000	2
	Michael J Maloney & Assoc Inc		\$ 1,460,000			2	\$ 1,460,000	2
	NRF Realty		\$ 317,500			2	\$ 317,500	2
	Minker Properties		\$ 1,695,000			2	\$ 1,695,000	2
	Sunrise Realty Network, Inc.	\$ 210,500			2		\$ 210,500	2
	Fidelity Florida Realty Corp	\$ 560,000			2		\$ 560,000	2
	Ted Hofferber SRA, PA	\$ 622,000			2		\$ 622,000	2
	Crimaldi and Associates, LLC	\$ 363,500			2		\$ 363,500	2

John R. Wood Properties
S2 _NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

	Data		Side		Total Closed Volume	Total Closed Units
	Closed Volume		Closed Units			
Naples Market Only						
Klein and Associates Realty Inc.		\$ 210,500		2	\$ 210,500	2
Sandals Realty		\$ 385,000		2	\$ 385,000	2
L A Estates Realty, Inc	\$ 929,000		2		\$ 929,000	2
Florida Buyer Broker		\$ 323,500		2	\$ 323,500	2
Century 21 Birchwood		\$ 667,000		2	\$ 667,000	2
Sandollar Real Estate Corp of Naples	\$ 169,000	\$ 149,900	1	1	\$ 318,900	2
GreenLeaf Homes	\$ 698,000		2		\$ 698,000	2
Florida Elite Realty Inc		\$ 311,000		2	\$ 311,000	2
Emerald Realty of Naples Inc	\$ 330,000	\$ 250,000	1	1	\$ 580,000	2
Sandy Retreats Realty		\$ 446,000		2	\$ 446,000	2
Avalon Real Estate	\$ 1,098,000		2		\$ 1,098,000	2
Schooner Bay	\$ 447,000		2		\$ 447,000	2
Xcellence Realty Group		\$ 260,000		2	\$ 260,000	2
Seashore Realty, Inc	\$ 101,000	\$ 101,000	1	1	\$ 202,000	2
AJB Realty LLC	\$ 69,000	\$ 117,999	1	1	\$ 186,999	2
Non MLS		\$ 586,250		2	\$ 586,250	2
Estero Elite Realty, LLC		\$ 109,900		1	\$ 109,900	1
Trianon Properties Inc	\$ 340,000		1		\$ 340,000	1
Madelon Ward Licensed Real Estate Broker		\$ 585,000		1	\$ 585,000	1
Buyers Broker of SW Florida		\$ 205,000		1	\$ 205,000	1
Lee Allen Group		\$ 274,900		1	\$ 274,900	1
Select Properties, LLC		\$ 119,900		1	\$ 119,900	1
Endless Summers Realty of SWFL		\$ 460,000		1	\$ 460,000	1
Select Real Estate		\$ 240,000		1	\$ 240,000	1
Paragon Realty, Inc.		\$ 425,000		1	\$ 425,000	1
Connor & Connor Company		\$ 390,000		1	\$ 390,000	1
KWPM Real Estate Services	\$ 161,900		1		\$ 161,900	1
Ironstone Trust Realty	\$ 844,000		1		\$ 844,000	1
Universe Realty Group, Inc.		\$ 135,000		1	\$ 135,000	1
Ad Infinitum Realty & Consult		\$ 440,000		1	\$ 440,000	1
Guardian Realty, Inc.		\$ 130,000		1	\$ 130,000	1
Sellstate Achievers Realty Network		\$ 320,000		1	\$ 320,000	1
Resort Realty, Inc	\$ 131,500		1		\$ 131,500	1
Sentry Property Management Service, Inc.	\$ 127,500		1		\$ 127,500	1
Naples Flat Fee Realty, Inc		\$ 200,000		1	\$ 200,000	1
Gulf Realty Company LLC	\$ 185,000		1		\$ 185,000	1
Century 21 Sunbelt Rlty #1, Inc		\$ 350,000		1	\$ 350,000	1
Shoebox RE & Development Corp		\$ 325,000		1	\$ 325,000	1
KPMG Realty LLC		\$ 148,000		1	\$ 148,000	1
Riblet Realty LLC		\$ 408,000		1	\$ 408,000	1
Russell V. Rosen	\$ 195,000		1		\$ 195,000	1
Diamond Realty Group	\$ 247,000		1		\$ 247,000	1
RE/MAX Realty Team		\$ 552,000		1	\$ 552,000	1
Cape Realty Inc		\$ 52,783		1	\$ 52,783	1
Hayden Real Estate	\$ 159,900		1		\$ 159,900	1
Nationas Real Estate Services		\$ 220,000		1	\$ 220,000	1
Preferred Properties of Naples Inc	\$ 153,900		1		\$ 153,900	1
Right Choice Realty, LLC		\$ 80,000		1	\$ 80,000	1
Allied International Brokers	\$ 365,000		1		\$ 365,000	1
J Roberts Brokerage Services	\$ 565,000		1		\$ 565,000	1
Priceless Realty, Inc.	\$ 268,000		1		\$ 268,000	1
Florida Real Estate Professionals		\$ 127,500		1	\$ 127,500	1
M.J. Duvekot Real Estate Services		\$ 330,000		1	\$ 330,000	1
Your Real Estate Leaders		\$ 205,045		1	\$ 205,045	1
Worldwide Marketing Realty-NRS	\$ 128,500		1		\$ 128,500	1
Abitare International	\$ 147,000		1		\$ 147,000	1
Reutter Investments, Inc	\$ 1,850,000		1		\$ 1,850,000	1
Century 21 Sunbelt Realty #1 Inc		\$ 397,451		1	\$ 397,451	1
Coastal Breeze Homes, LLC	\$ 1,199,000		1		\$ 1,199,000	1
Real Estate Strategies Group		\$ 145,000		1	\$ 145,000	1
Marquesas Realty LLC		\$ 255,000		1	\$ 255,000	1
Jones & Co. Realty		\$ 200,000		1	\$ 200,000	1
Pelican Bay Realty, Inc.	\$ 35,000		1		\$ 35,000	1
Meyer-Manz Real Estate Inc		\$ 3,800,000		1	\$ 3,800,000	1
Tropical Investment Group		\$ 235,000		1	\$ 235,000	1
STS Realty Group		\$ 293,000		1	\$ 293,000	1
Buy Naples Today		\$ 574,000		1	\$ 574,000	1
Carl J. Kuehner	\$ 1,000,000		1		\$ 1,000,000	1
Genta Company Realty LLC		\$ 270,000		1	\$ 270,000	1
Florida Westshore Realty Inc		\$ 293,000		1	\$ 293,000	1
Fifth Avenue Realty Limited, Inc.	\$ 93,000		1		\$ 93,000	1
Esquire Real Estate Services	\$ 150,000		1		\$ 150,000	1
Grande Floridian Properties, Inc.		\$ 312,000		1	\$ 312,000	1
Sunshine Realty of SWFL	\$ 167,500		1		\$ 167,500	1
US Group Realty Inc		\$ 75,000		1	\$ 75,000	1
Donna Carnes		\$ 94,900		1	\$ 94,900	1
Greg Haley & Associates, Inc.		\$ 305,900		1	\$ 305,900	1
Market America Realty Network		\$ 65,000		1	\$ 65,000	1
Power Media Brokers	\$ 130,000		1		\$ 130,000	1
Orange County Real Estate	\$ 105,000		1		\$ 105,000	1
Home Quest Inc.		\$ 434,500		1	\$ 434,500	1
Team1 Real Estate LLC		\$ 3,760,000		1	\$ 3,760,000	1
We Love Naples Realty, Inc.		\$ 1,800,000		1	\$ 1,800,000	1
CMC Realty		\$ 185,000		1	\$ 185,000	1
London Bay Realty, Inc.	\$ 1,800,000		1		\$ 1,800,000	1
Rossmann Realty Group		\$ 312,340		1	\$ 312,340	1

John R. Wood Properties
S2 _NAPLES 2013 YE Market Ranking Data
NA Unit Rankings By Company

	Data	Side		Total Closed Volume	Total Closed Units
		Closed Volume	Closed Units		
Naples Market Only	Luxury Estates Intl R E & Dvlp	\$ 2,200,000		\$ 2,200,000	1
	Carlyn LLC, REALTORS		\$ 185,000	\$ 185,000	1
	Reed and Associate	\$ 102,000		\$ 102,000	1
	Essential Real Estate	\$ 275,000		\$ 275,000	1
	Wilkins Realty Group, Inc.	\$ 64,000		\$ 64,000	1
	Freshwater Real Estate		\$ 137,000	\$ 137,000	1
	Pro-Gulf Properties, LLC		\$ 399,000	\$ 399,000	1
	The Realty Source of Naples	\$ 155,000		\$ 155,000	1
	World Real Estate Marketplace		\$ 429,000	\$ 429,000	1
	Key Real Estate Inc.	\$ 245,000		\$ 245,000	1
	Marco Realty Associates, Inc.	\$ 149,900		\$ 149,900	1
	Thomas Kitts Realty LLC		\$ 145,000	\$ 145,000	1
	Rapid Rescue LLC	\$ 125,100		\$ 125,100	1
	Thompson Realty		\$ 200,000	\$ 200,000	1
	Cypress Realty Inc.		\$ 1,025,000	\$ 1,025,000	1
	Kim Davis Realty		\$ 18,020	\$ 18,020	1
	Starfish Realty, Inc.	\$ 275,000		\$ 275,000	1
Naples Market Only Total	\$ 4,281,910,897	\$ 4,281,910,897	9481 9481	\$ 8,563,821,794	18962
Grand Total	\$ 4,281,910,897	\$ 4,281,910,897	9481 9481	\$ 8,563,821,794	18962

John R. Wood Properties
S2 - Naples 2013 YE Market Ranking Data
Naples Alpha By Company

Market Defined	OfficeName	Data Side				Total Closed Units	Total Closed Volume
		Closed Units		Closed Volume			
		L	S	L	S		
Naples Market Only		14	53	\$ 5,619,370	\$ 19,331,810	67	\$ 24,951,180
	41 West Realty, Inc.	1	5	\$ 190,000	\$ 908,000	6	\$ 1,098,000
	5th Avenue Real Estate	8	12	\$ 6,603,588	\$ 5,619,088	20	\$ 12,222,676
	A Codi Realty	2	2	\$ 520,000	\$ 408,000	4	\$ 928,000
	A Delta Realty of Naples Inc.	11	24	\$ 2,556,500	\$ 7,896,900	35	\$ 10,453,400
	A Plus Realty	12	17	\$ 1,753,410	\$ 2,257,152	29	\$ 4,010,562
	Abitare International	1		\$ 147,000		1	\$ 147,000
	Absync Realty	3	2	\$ 632,500	\$ 313,895	5	\$ 946,395
	Ad Infinitum Realty & Consult		1		\$ 440,000	1	\$ 440,000
	Advantage Real Estate Service	15		\$ 3,776,600		15	\$ 3,776,600
	Advanta Realty	2	6	\$ 251,200	\$ 1,214,100	8	\$ 1,465,300
	Advantage Sales & Rentals Inc	3	10	\$ 763,000	\$ 2,174,500	13	\$ 2,937,500
	AJB Realty LLC	1	1	\$ 69,000	\$ 117,999	2	\$ 186,999
	Alegna Realty	2	1	\$ 410,000	\$ 364,500	3	\$ 774,500
	All Florida Property Group Inc	4		\$ 1,087,900		4	\$ 1,087,900
	All In One Realty Group, Inc.	1	2	\$ 1,375,000	\$ 2,116,957	3	\$ 3,491,957
	Alliance Realty Group		9		\$ 2,350,400	9	\$ 2,350,400
	Allied International Brokers	1		\$ 365,000		1	\$ 365,000
	AMC Elite Properties, LLC	4	2	\$ 1,177,000	\$ 3,345,000	6	\$ 4,522,000
	American Home Realty of Naples	30	20	\$ 3,556,800	\$ 2,197,000	50	\$ 5,753,800
	Amerivest Realty	304	284	\$ 83,800,400	\$ 85,140,272	588	\$ 168,940,672
	Anchor Real Estate		2		\$ 898,717	2	\$ 898,717
	Anchor Realty of Naples	6	5	\$ 1,192,000	\$ 1,466,500	11	\$ 2,658,500
	Andrea Deane & Associates, Inc.	5	7	\$ 1,795,000	\$ 2,965,000	12	\$ 4,760,000
	Another Day in Paradise Realty	2	1	\$ 335,565	\$ 155,565	3	\$ 491,130
	Assist2Sell	8	5	\$ 1,787,000	\$ 1,253,500	13	\$ 3,040,500
	Atlantic & Pacific Realty	2	2	\$ 158,450	\$ 158,450	4	\$ 316,900
	Audubon Properties Inc	8	5	\$ 4,560,000	\$ 3,048,500	13	\$ 7,608,500
	Avalon Real Estate	2		\$ 1,098,000		2	\$ 1,098,000
	Ave Maria Real Estate and Home	1	1	\$ 215,000	\$ 300,000	2	\$ 515,000
	Baber Realty	4	4	\$ 518,000	\$ 1,143,800	8	\$ 1,661,800
	Barefoot Beach Properties	4	6	\$ 2,140,000	\$ 9,280,000	10	\$ 11,420,000
	Barefoot Beach Realty Inc	1	3	\$ 695,000	\$ 1,995,000	4	\$ 2,690,000
	Barry DeNicola Realty, Inc.	17	10	\$ 32,960,500	\$ 22,234,500	27	\$ 55,195,000
	Bartley Realty LLLC	11	9	\$ 2,113,623	\$ 3,151,423	20	\$ 5,265,046
	Bay Forest Real Estate Services, Inc.	12	9	\$ 2,598,500	\$ 1,822,000	21	\$ 4,420,500
	Bay Vision Realty	1	2	\$ 72,500	\$ 94,500	3	\$ 167,000
	Baybeach Realty	3	1	\$ 2,034,900	\$ 550,000	4	\$ 2,584,900
	Beach & Luxury Realty Inc	7	9	\$ 2,432,500	\$ 1,720,505	16	\$ 4,153,005
	Beachwood Properties, Inc.	3	1	\$ 587,000	\$ 195,000	4	\$ 782,000
	Bella Vita	6	1	\$ 1,613,000	\$ 585,000	7	\$ 2,198,000
	Berkshire Hathaway Florida	405	417	\$ 134,983,030	\$ 185,087,043	822	\$ 320,070,073
	Blue Beach Home, LLC	10	1	\$ 2,365,500	\$ 172,000	11	\$ 2,537,500
	Blue Heron Realty of Naples	27	37	\$ 3,666,650	\$ 6,903,650	64	\$ 10,570,300
	Bluebill Real Estate		6		\$ 3,150,204	6	\$ 3,150,204
	Boca Executives	5	34	\$ 1,700,500	\$ 11,703,900	39	\$ 13,404,400
	Bordner Real Estate, Inc.		3		\$ 1,279,200	3	\$ 1,279,200
	Brand & Associates Inc.	6	6	\$ 1,028,500	\$ 2,771,500	12	\$ 3,800,000
	Briarwood Development Corp	4	2	\$ 2,444,700	\$ 1,424,900	6	\$ 3,869,600
	Bristol Properties	4	5	\$ 835,000	\$ 975,000	9	\$ 1,810,000
	Bud Coleman Associates Inc	2	3	\$ 5,087,000	\$ 2,101,000	5	\$ 7,188,000
	Builders Services	14	2	\$ 4,275,827	\$ 735,000	16	\$ 5,010,827
	Buy Naples Today		1		\$ 574,000	1	\$ 574,000
	Buyers Broker of SW Florida		1		\$ 205,000	1	\$ 205,000
	Calusa Bay Properties LLC	1	2	\$ 415,000	\$ 3,363,000	3	\$ 3,778,000
	Campbell and Prebish	14	14	\$ 41,696,445	\$ 74,074,580	28	\$ 115,771,025
	Canada and Associates	2	4	\$ 5,090,000	\$ 5,832,500	6	\$ 10,922,500
	Cape Realty Inc		1		\$ 52,783	1	\$ 52,783
	Carl J. Kuehner	1		\$ 1,000,000		1	\$ 1,000,000
	Carlyn LLC, REALTORS		1		\$ 185,000	1	\$ 185,000
	Century 21 Birchwood		2		\$ 667,000	2	\$ 667,000
	Century 21 First Southern Trust	6	5	\$ 831,500	\$ 1,078,000	11	\$ 1,909,500
	Century 21 JB Novelli Internationale	11		\$ 1,094,010		11	\$ 1,094,010
	Century 21 Selling Paradise		3		\$ 600,000	3	\$ 600,000
	Century 21 Sunbelt Realty	15	4	\$ 2,189,600	\$ 552,400	19	\$ 2,742,000
	Century 21 Sunbelt Realty #1 Inc		1		\$ 397,451	1	\$ 397,451
	Century 21 Sunbelt Realty, Inc	3	5	\$ 725,900	\$ 1,124,000	8	\$ 1,849,900
	Century 21 Sunbelt Rity #1, Inc		1		\$ 350,000	1	\$ 350,000
	Century 21 Tri Power	3	3	\$ 800,000	\$ 1,357,500	6	\$ 2,157,500
	Charming Homes Realty	9	9	\$ 1,559,950	\$ 1,412,749	18	\$ 2,972,699
	Christopher Realty, Inc.	7	4	\$ 2,879,000	\$ 844,000	11	\$ 3,723,000
	CL Properties	1	2	\$ 160,000	\$ 319,500	3	\$ 479,500
	Clausen Properties, Inc.	3	5	\$ 954,222	\$ 690,000	8	\$ 1,644,222
	Clyde C. Quinby Realty, Inc.	2	3	\$ 785,000	\$ 960,000	5	\$ 1,745,000
	CMC Realty		1		\$ 185,000	1	\$ 185,000
	Coast Realty	8	2	\$ 1,260,810	\$ 254,500	10	\$ 1,515,310
	Coastal Breeze Homes, LLC	1		\$ 1,199,000		1	\$ 1,199,000
	Coastal Breeze Properties	6	5	\$ 844,000	\$ 746,500	11	\$ 1,590,500
	Coffey Real Estate Services, Corp	12	12	\$ 1,684,900	\$ 1,416,800	24	\$ 3,101,700
	Coldwell Banker Residential Real Estate, Inc.	563	468	\$ 212,753,742	\$ 182,656,228	1031	\$ 395,409,970
	Collier & Assoc Real Estate	3		\$ 336,900		3	\$ 336,900
	COLLIER COUNTY REALTY CORP	6	6	\$ 776,775	\$ 1,202,575	12	\$ 1,979,350
	Collier Realty Services	5	1	\$ 1,150,000	\$ 125,000	6	\$ 1,275,000
	Community Realty Associates	8		\$ 3,436,500		8	\$ 3,436,500
	Connor & Connor Company		1		\$ 390,000	1	\$ 390,000

John R. Wood Properties
S2 - Naples 2013 YE Market Ranking Data
Naples Alpha By Company

Naples Market Only	Data		Side		Total Closed Units	Total Closed Volume
	Closed Units		Closed Volume			
Costantini Realty Inc.	1	1	\$ 479,500	\$ 445,000	2	\$ 924,500
Cozy Naples Properties	5	1	\$ 1,337,000	\$ 243,000	6	\$ 1,580,000
Crimaldi and Associates, LLC	2		\$ 363,500		2	\$ 363,500
Cypress Realty Inc.		1		\$ 1,025,000	1	\$ 1,025,000
D R Horton Realty Inc	26	2	\$ 8,369,845	\$ 790,312	28	\$ 9,160,157
Daane Properties Inc	5	5	\$ 1,084,100	\$ 2,000,100	10	\$ 3,084,200
David Brown Realtors	3	10	\$ 202,000	\$ 622,800	13	\$ 824,800
Dennis J. Lynch, P.A.	1	1	\$ 290,000	\$ 290,000	2	\$ 580,000
Development Realty, LC	1	2	\$ 122,000	\$ 390,900	3	\$ 512,900
Diamond Realty Group	1		\$ 247,000		1	\$ 247,000
Direct Home Realty	6	4	\$ 831,000	\$ 530,500	10	\$ 1,361,500
Discovery Realty Group	1	1	\$ 435,000	\$ 435,000	2	\$ 870,000
Diversified Real Estate Group	3	1	\$ 5,194,000	\$ 1,100,000	4	\$ 6,294,000
Donna Carnes		1		\$ 94,900	1	\$ 94,900
Downing Frye	1145	1144	\$ 529,758,131	\$ 530,057,368	2289	\$ 1,059,815,499
DR Horton Realty SWFL Inc.	10	1	\$ 3,777,160	\$ 204,685	11	\$ 3,981,845
E, M Prime Realty	12	1	\$ 2,615,410	\$ 130,000	13	\$ 2,745,410
Eister and Company		5		\$ 2,738,800	5	\$ 2,738,800
Emerald Realty of Naples Inc	1	1	\$ 330,000	\$ 250,000	2	\$ 580,000
Encore Realty	5	11	\$ 5,124,705	\$ 10,130,350	16	\$ 15,255,055
Endless Summers Realty of SWFL		1		\$ 460,000	1	\$ 460,000
Engel & Voelkers	25	26	\$ 12,596,200	\$ 15,761,556	51	\$ 28,357,756
Equity Realty	7	22	\$ 1,440,700	\$ 9,330,500	29	\$ 10,771,200
ERA Flagship Real Estate	49	37	\$ 8,692,650	\$ 7,292,800	86	\$ 15,985,450
Escape Realty Services, LLC	4	15	\$ 575,500	\$ 3,717,200	19	\$ 4,292,700
Esquire Real Estate Services	1		\$ 150,000		1	\$ 150,000
Essential Real Estate	1		\$ 275,000		1	\$ 275,000
Estates Realty	5	4	\$ 820,800	\$ 745,900	9	\$ 1,566,700
Estero Elite Realty, LLC		1		\$ 109,900	1	\$ 109,900
Excel Real Estate Services, Inc.	5	4	\$ 508,400	\$ 1,050,400	9	\$ 1,558,800
Exceptional Properties of SW Florida	10	3	\$ 4,352,000	\$ 1,732,000	13	\$ 6,084,000
Faust RealtyGroup	44	33	\$ 7,179,949	\$ 5,125,820	77	\$ 12,305,769
Fidelity Florida Realty Corp	2		\$ 560,000		2	\$ 560,000
Fifth Avenue Realty Limited, Inc.	1		\$ 93,000		1	\$ 93,000
First Service Realty-GMAC	3	1	\$ 235,131	\$ 69,500	4	\$ 304,631
Florida Buyer Broker		2		\$ 323,500	2	\$ 323,500
Florida Elite Realty Inc		2		\$ 311,000	2	\$ 311,000
Florida Foundation Realty	4	5	\$ 1,431,400	\$ 906,900	9	\$ 2,338,300
Florida Global RE Inc	16	15	\$ 2,347,450	\$ 1,941,200	31	\$ 4,288,650
Florida Golf Realty LLC	3	7	\$ 12,039,000	\$ 12,909,000	10	\$ 24,948,000
Florida Gulf Coast Property		3		\$ 7,392,000	3	\$ 7,392,000
Florida Home Realty Inc	11	6	\$ 1,676,050	\$ 951,450	17	\$ 2,627,500
Florida Home Realty of Collier County, Inc.	190	227	\$ 54,025,602	\$ 71,948,067	417	\$ 125,973,669
Florida Homes Realty of Collier	7	35	\$ 969,500	\$ 7,995,277	42	\$ 8,964,777
Florida Platinum Realty	5	3	\$ 1,599,600	\$ 788,600	8	\$ 2,388,200
Florida Real Estate Professionals		1		\$ 127,500	1	\$ 127,500
Florida Real Estate Services, Inc.	1	3	\$ 375,000	\$ 780,000	4	\$ 1,155,000
Florida Realty & Co		2		\$ 433,000	2	\$ 433,000
Florida Realty Group	10	5	\$ 2,282,251	\$ 1,363,400	15	\$ 3,645,651
Florida Westshore Realty Inc		1		\$ 293,000	1	\$ 293,000
Floridas Realty Specialists	16	6	\$ 3,532,530	\$ 1,157,400	22	\$ 4,689,930
Focus Real Estate		6		\$ 1,668,000	6	\$ 1,668,000
Framor Realty	6	13	\$ 996,500	\$ 1,455,500	19	\$ 2,452,000
Freedom Real Estate	2		\$ 907,900		2	\$ 907,900
Freshwater Real Estate		1		\$ 137,000	1	\$ 137,000
Frost & Associates Inc	3		\$ 422,000		3	\$ 422,000
Gallery Realty	1	1	\$ 445,000	\$ 81,000	2	\$ 526,000
Genta Company Realty LLC		1		\$ 270,000	1	\$ 270,000
Germain Properties of Naples, LLC	11	16	\$ 4,571,500	\$ 3,441,150	27	\$ 8,012,650
Golden Gate Realty & Development	1	1	\$ 72,000	\$ 125,000	2	\$ 197,000
Grande Floridian Properties, Inc.		1		\$ 312,000	1	\$ 312,000
GreenLeaf Homes	2		\$ 698,000		2	\$ 698,000
Greg Haley & Associates, Inc.		1		\$ 305,900	1	\$ 305,900
Grey Oaks Realty Inc.	19	6	\$ 24,996,958	\$ 8,890,000	25	\$ 33,886,958
Guardian Realty, Inc.		1		\$ 130,000	1	\$ 130,000
Gulf Bay Marketing Group Inc.	3		\$ 6,190,000		3	\$ 6,190,000
Gulf Breeze Real Estate, LLC	61	40	\$ 17,502,700	\$ 16,052,300	101	\$ 33,555,000
Gulf Cities Realty	1	1	\$ 245,000	\$ 279,000	2	\$ 524,000
Gulf Coast Associates	1	3	\$ 78,000	\$ 965,000	4	\$ 1,043,000
Gulf Coast International Prop	43	51	\$ 81,723,000	\$ 81,229,340	94	\$ 162,952,340
Gulf Coast Investment Properties	1	1	\$ 239,900	\$ 180,000	2	\$ 419,900
Gulf Coast Management Group	4	2	\$ 575,000	\$ 315,000	6	\$ 890,000
Gulf Coast Realty of Naples	1	1	\$ 142,500	\$ 142,500	2	\$ 285,000
Gulf Realty Company LLC	1		\$ 185,000		1	\$ 185,000
Gulf Region Realty	30	27	\$ 6,795,301	\$ 5,518,900	57	\$ 12,314,201
Gulfline Realty LLC	1	3	\$ 543,900	\$ 948,900	4	\$ 1,492,800
Harborview Realty Inc	2	5	\$ 414,000	\$ 1,527,500	7	\$ 1,941,500
Hartford Realty LLC	7	6	\$ 1,634,530	\$ 1,271,580	13	\$ 2,906,110
Hayden Real Estate	1		\$ 159,900		1	\$ 159,900
Help-U-Sell Reed & Associates	7	7	\$ 1,901,400	\$ 1,219,000	14	\$ 3,120,400
Home Quest Inc.		1		\$ 434,500	1	\$ 434,500
Home Run Real Estate, Inc.	3	1	\$ 321,250	\$ 196,000	4	\$ 517,250
Homes & Land Brokers, Inc.	97	9	\$ 16,406,179	\$ 970,300	106	\$ 17,376,479
Hometown Realty of SWFL Inc	1	1	\$ 375,000	\$ 160,000	2	\$ 535,000
Horizons By The Sea Inc.	6	6	\$ 1,275,700	\$ 1,544,000	12	\$ 2,819,700
Housetraders	12	7	\$ 1,097,920	\$ 539,558	19	\$ 1,637,478

John R. Wood Properties
S2 - Naples 2013 YE Market Ranking Data
Naples Alpha By Company

	Data				Side	
	Closed Units	Closed Volume	Total Closed Units	Total Closed Volume		
Naples Market Only						
Hovland, Inc.	2	4	\$ 405,000	\$ 1,072,000	6	\$ 1,477,000
Illustrated Properties Real Estate Inc.	35	18	\$ 11,714,750	\$ 5,685,500	53	\$ 17,400,250
Imagine Realty Inc	1	3	\$ 483,600	\$ 1,407,600	4	\$ 1,891,200
In Florida Properties	3	5	\$ 657,000	\$ 4,254,000	8	\$ 4,911,000
Independent Brokers Realty Inc.	31	36	\$ 9,026,750	\$ 8,586,100	67	\$ 17,612,850
Internet Realty Group, Inc.	16	16	\$ 3,066,900	\$ 2,671,556	32	\$ 5,738,456
IRC International Realty Corp	1	3	\$ 250,000	\$ 15,772,500	4	\$ 16,022,500
Ironstone Trust Realty	1		\$ 844,000		1	\$ 844,000
Island Coastal Realty, LLC	13	9	\$ 5,618,500	\$ 3,103,498	22	\$ 8,721,998
Island Realty Marco	9	5	\$ 2,489,000	\$ 1,383,000	14	\$ 3,872,000
Islandwalk Realty of Naples	20	12	\$ 5,413,500	\$ 3,552,500	32	\$ 8,966,000
ITG Realty LLC	1	3	\$ 195,000	\$ 1,967,750	4	\$ 2,162,750
IXORA Realty	4	1	\$ 428,100	\$ 58,000	5	\$ 486,100
J Roberts Brokerage Services	1		\$ 565,000		1	\$ 565,000
Jo Carter & Associates, Inc.	6	3	\$ 1,662,000	\$ 794,000	9	\$ 2,456,000
John R Wood	1089	966	\$ 602,739,629	\$ 552,491,333	2055	\$ 1,155,230,962
Jones & Co. Realty		1		\$ 200,000	1	\$ 200,000
Kaye Realty Inc.	6	7	\$ 1,471,000	\$ 895,400	13	\$ 2,366,400
KE Talis Park Real Estate Co	5	3	\$ 6,186,000	\$ 4,415,000	8	\$ 10,601,000
Keating Associates	91	142	\$ 32,282,300	\$ 62,462,255	233	\$ 94,744,555
Keller Williams Elite Realty	63	85	\$ 21,241,498	\$ 26,317,850	148	\$ 47,559,348
Keller Williams Realty Naples	116	119	\$ 31,628,601	\$ 37,337,862	235	\$ 68,966,463
Keller Williams Realty, Marco	30	47	\$ 8,254,000	\$ 12,684,400	77	\$ 20,938,400
Kevin Shelly Realty Inc	3	2	\$ 864,700	\$ 606,700	5	\$ 1,471,400
Key Real Estate	1	2	\$ 455,000	\$ 408,000	3	\$ 863,000
Key Real Estate Inc.	1		\$ 245,000		1	\$ 245,000
Kim Davis Realty		1		\$ 18,020	1	\$ 18,020
Kim Levitan Realty	4	3	\$ 829,900	\$ 414,500	7	\$ 1,244,400
Klein and Associates Realty Inc.		2		\$ 210,500	2	\$ 210,500
KPMG Realty LLC		1		\$ 148,000	1	\$ 148,000
KWPM Real Estate Services	1		\$ 161,900		1	\$ 161,900
L A Estates Realty, Inc	2		\$ 929,000		2	\$ 929,000
L.H. Fleming & Company, Real Estate	79	22	\$ 14,170,896	\$ 7,083,599	101	\$ 21,254,495
Lahaina Realty		5		\$ 1,029,000	5	\$ 1,029,000
Lee Allen Group		1		\$ 274,900	1	\$ 274,900
Lee Collier Realty Group Inc		9		\$ 2,927,000	9	\$ 2,927,000
Legacy Real Estate LLC	5	5	\$ 669,400	\$ 669,400	10	\$ 1,338,800
Lely Resort Realty, LLC.	17	4	\$ 13,524,699	\$ 3,202,337	21	\$ 16,727,036
Lennar Realty Inc	2	7	\$ 1,077,897	\$ 1,968,990	9	\$ 3,046,887
LeRev Realty, Inc.	2	1	\$ 1,275,000	\$ 350,000	3	\$ 1,625,000
Levitan Realty Group	15	4	\$ 19,425,500	\$ 6,086,655	19	\$ 25,512,155
L'Excellence Realty Group Inc.	5	11	\$ 879,900	\$ 1,994,600	16	\$ 2,874,500
Lion Realty		3		\$ 1,324,000	3	\$ 1,324,000
London Bay Realty, Inc.	1		\$ 1,800,000		1	\$ 1,800,000
Loss Negotiation Services, LLC	7	2	\$ 1,522,100	\$ 359,000	9	\$ 1,881,100
Luxury Estates Intl R E & Dvlp	1		\$ 2,200,000		1	\$ 2,200,000
Luxury Homes of Naples		21		\$ 2,812,345	21	\$ 2,812,345
M C Realty Bankers Mortgage Co	2	2	\$ 507,000	\$ 507,000	4	\$ 1,014,000
M.J. Duvekot Real Estate Services		1		\$ 330,000	1	\$ 330,000
Madelon Ward Licensed Real Estate Broker		1		\$ 585,000	1	\$ 585,000
Manchester Partners LLC	12	2	\$ 3,271,283	\$ 555,783	14	\$ 3,827,066
Marc Joseph Realty Inc	3		\$ 430,100		3	\$ 430,100
Marco Island Realestate.com, Inc.	8	5	\$ 2,026,500	\$ 887,000	13	\$ 2,913,500
Marco Island Realty Inc	11	2	\$ 2,870,390	\$ 830,000	13	\$ 3,700,390
Marco Realty Associates, Inc.	1		\$ 149,900		1	\$ 149,900
Mari Vesce REALTORS, Inc	58	57	\$ 26,671,650	\$ 33,921,800	115	\$ 60,593,450
Marilee Realty	3		\$ 304,900		3	\$ 304,900
Mark S. Bodnar	1	5	\$ 660,000	\$ 4,002,000	6	\$ 4,662,000
Market America Realty Network		1		\$ 65,000	1	\$ 65,000
Market America Rty & Invstmnt	27	42	\$ 10,022,894	\$ 16,283,631	69	\$ 26,306,525
Marquesas Realty LLC		1		\$ 255,000	1	\$ 255,000
Match Point Realty Inc.		4		\$ 1,745,722	4	\$ 1,745,722
Mayr & Company Realty	1	1	\$ 360,000	\$ 625,000	2	\$ 985,000
McNeil Real Estate, Inc.	9	10	\$ 2,311,000	\$ 2,598,000	19	\$ 4,909,000
McQuaid and Company LLC	41	22	\$ 21,010,725	\$ 15,357,000	63	\$ 36,367,725
McWilliams Buckley & Associates, Inc.	19	2	\$ 2,695,300	\$ 219,500	21	\$ 2,914,800
Medical Advisors	1	2	\$ 962,500	\$ 309,000	3	\$ 1,271,500
Mediterra Realty	13	6	\$ 19,912,775	\$ 9,123,149	19	\$ 29,035,924
Menelee Realty	21	6	\$ 3,742,300	\$ 1,737,800	27	\$ 5,480,100
Meyer-Manz Real Estate Inc		1		\$ 3,800,000	1	\$ 3,800,000
MG1 Realty	1	1	\$ 375,000	\$ 226,000	2	\$ 601,000
Michael J Maloney & Assoc Inc		2		\$ 1,460,000	2	\$ 1,460,000
Miles Realty Group	9	3	\$ 3,064,000	\$ 955,600	12	\$ 4,019,600
Minker Properties		2		\$ 1,695,000	2	\$ 1,695,000
N.A.I. Realty	1	2	\$ 152,000	\$ 457,000	3	\$ 609,000
Naples 1st Realty LLC		6		\$ 1,690,500	6	\$ 1,690,500
Naples Bay Realty Group Inc.	4	5	\$ 647,000	\$ 838,900	9	\$ 1,485,900
Naples Beach Realty	2	3	\$ 150,000	\$ 315,000	5	\$ 465,000
Naples Brokers Realty	11	7	\$ 2,134,977	\$ 1,061,400	18	\$ 3,196,377
Naples Flat Fee Realty, Inc		1		\$ 200,000	1	\$ 200,000
Naples Property Shop	3	3	\$ 430,500	\$ 848,000	6	\$ 1,278,500
Naples Real Estate Consultants	12	7	\$ 2,674,900	\$ 855,500	19	\$ 3,530,400
Naples Realty International		4		\$ 1,148,000	4	\$ 1,148,000
Naples Realty International LLC	1	3	\$ 435,000	\$ 902,000	4	\$ 1,337,000
Naples Realty Services	105	79	\$ 23,575,982	\$ 23,554,375	184	\$ 47,130,357
Naples Realty, LLC	31	182	\$ 6,989,500	\$ 52,502,929	213	\$ 59,492,429

John R. Wood Properties
S2 - Naples 2013 YE Market Ranking Data
Naples Alpha By Company

	Data				Side	
	Closed Units	Closed Volume		Total Closed Units	Total Closed Volume	
Naples Market Only						
Naples TBI Realty LLC	2	1	\$ 973,995	\$ 499,995	3	\$ 1,473,990
Naples Trust Real Estate Services	17	16	\$ 3,191,650	\$ 7,064,470	33	\$ 10,256,120
Napoli Realty Services, LLC	6	4	\$ 1,398,400	\$ 1,166,900	10	\$ 2,565,300
Nationas Real Estate Services		1		\$ 220,000	1	\$ 220,000
NATIONS	2	2	\$ 304,900	\$ 362,000	4	\$ 666,900
Neapolitan Realty LLC	4	3	\$ 828,000	\$ 672,000	7	\$ 1,500,000
Non MLS		2		\$ 586,250	2	\$ 586,250
Non MLS Office		268		\$ 85,325,917	268	\$ 85,325,917
NRF Realty		2		\$ 317,500	2	\$ 317,500
Number 1 Real Estate Services	4		\$ 698,000		4	\$ 698,000
OK Realty Inc.	11	9	\$ 1,707,900	\$ 1,404,300	20	\$ 3,112,200
Old Naples Realty Inc.	4	5	\$ 3,105,000	\$ 1,311,000	9	\$ 4,416,000
Olde Naples Real Estate, Inc.	4	4	\$ 1,073,000	\$ 1,142,000	8	\$ 2,215,000
Onier Realty of SW Fla	6	12	\$ 1,151,500	\$ 3,080,660	18	\$ 4,232,160
Orange County Real Estate	1		\$ 105,000		1	\$ 105,000
Osborne & Company, Inc		5		\$ 5,856,750	5	\$ 5,856,750
Osprey Realty Group, Inc	6	2	\$ 3,901,900	\$ 786,000	8	\$ 4,687,900
P & M Property Services	4	4	\$ 569,500	\$ 1,122,000	8	\$ 1,691,500
PACT Realty	11	4	\$ 20,055,000	\$ 4,829,000	15	\$ 24,884,000
Palm Realty Group	6	9	\$ 2,794,500	\$ 3,548,500	15	\$ 6,343,000
Paradise Lifestyles	1	2	\$ 1,100,000	\$ 1,265,000	3	\$ 2,365,000
Paragon Realty, Inc.		1		\$ 425,000	1	\$ 425,000
Patagonia Realty	1	2	\$ 215,000	\$ 443,000	3	\$ 658,000
Pegasus Realty Group, Inc		3		\$ 757,000	3	\$ 757,000
Pelican Bay Realty, Inc.	1		\$ 35,000		1	\$ 35,000
Pelican Connection, Inc.	1	2	\$ 125,000	\$ 191,000	3	\$ 316,000
Perfect Properties of Naples, Inc.	9	8	\$ 1,776,900	\$ 2,946,000	17	\$ 4,722,900
Phase III Real Estate Services	10	11	\$ 3,894,000	\$ 7,052,500	21	\$ 10,946,500
Phelps Realty Services	37	2	\$ 5,553,207	\$ 247,000	39	\$ 5,800,207
Pikus Realty PA	9	10	\$ 1,567,650	\$ 1,261,775	19	\$ 2,829,425
Platinum Properties of Naples Inc	24	22	\$ 14,571,650	\$ 9,896,750	46	\$ 24,468,400
Pollard & Hedrich Realty, Inc.	1	7	\$ 268,000	\$ 2,468,000	8	\$ 2,736,000
POM Property Management	9	34	\$ 2,561,000	\$ 12,664,446	43	\$ 15,225,446
Port of the Islands Realty LLC	23	18	\$ 3,812,400	\$ 3,443,400	41	\$ 7,255,800
Porter Davis RE Brokerage	3	1	\$ 457,900	\$ 130,000	4	\$ 587,900
Poteet Properties, Inc.	7	3	\$ 1,367,000	\$ 356,500	10	\$ 1,723,500
Power Brokers Real Estate Inc	2		\$ 457,900		2	\$ 457,900
Power Media Brokers	1		\$ 130,000		1	\$ 130,000
Preferred Properties of Naples Inc	1		\$ 153,900		1	\$ 153,900
Premier Estate Properties	18	7	\$ 39,329,999	\$ 13,165,534	25	\$ 52,495,533
Premier Realty Homes	16	3	\$ 7,050,250	\$ 637,500	19	\$ 7,687,750
Premier Sothebys Int. Realty	718	604	\$ 796,820,950	\$ 642,878,546	1322	\$ 1,439,699,496
Premier Sotheby's Int'l Rlty	9	6	\$ 13,119,000	\$ 12,370,000	15	\$ 25,489,000
Premiere Plus Realty Co.	659	825	\$ 203,587,499	\$ 295,616,733	1484	\$ 499,204,232
Price Realty of Naples Inc	3	2	\$ 859,000	\$ 599,000	5	\$ 1,458,000
Priceless Realty, Inc.	1		\$ 268,000		1	\$ 268,000
Prime Location Brokers LLC	17	4	\$ 2,761,186	\$ 1,562,000	21	\$ 4,323,186
Prime Real Estate of Naples	4	3	\$ 598,800	\$ 528,500	7	\$ 1,127,300
Priority Properties of Florida	9	11	\$ 1,857,000	\$ 1,898,000	20	\$ 3,755,000
Pro-Gulf Properties, LLC		1		\$ 399,000	1	\$ 399,000
Quail Communities Realty, Inc.	22	19	\$ 8,622,000	\$ 6,861,000	41	\$ 15,483,000
Quail West Realty	15	2	\$ 22,046,773	\$ 2,549,703	17	\$ 24,596,476
Rapid Rescue LLC	1		\$ 125,100		1	\$ 125,100
RE/MAX Affinity	151	135	\$ 37,894,731	\$ 35,249,513	286	\$ 73,144,244
RE/MAX Affinity Mercato	19	28	\$ 4,343,800	\$ 7,411,439	47	\$ 11,755,239
RE/MAX Affinity Plus	20	29	\$ 7,155,250	\$ 9,963,663	49	\$ 17,118,913
RE/MAX Partners	2		\$ 243,750		2	\$ 243,750
RE/MAX Realty Group		2		\$ 289,000	2	\$ 289,000
RE/MAX Realty Select	274	153	\$ 52,159,190	\$ 38,895,421	427	\$ 91,054,611
RE/MAX Realty Team		1		\$ 552,000	1	\$ 552,000
RE/MAX Results Realty	1	1	\$ 235,000	\$ 50,000	2	\$ 285,000
RE/MAX Sundance Realty II	3	2	\$ 508,400	\$ 399,000	5	\$ 907,400
Real Estate Broker Direct	2	3	\$ 525,000	\$ 779,000	5	\$ 1,304,000
Real Estate Strategies Group		1		\$ 145,000	1	\$ 145,000
Real Pro Realtors	10	18	\$ 1,183,500	\$ 3,679,400	28	\$ 4,862,900
Realty Corp. of Naples	4	5	\$ 1,638,000	\$ 1,210,400	9	\$ 2,848,400
Realty Direct Naples	59	82	\$ 11,846,475	\$ 14,791,954	141	\$ 26,638,429
Realty Executives	2	1	\$ 320,000	\$ 105,000	3	\$ 425,000
Realty Executives Signature	7	24	\$ 2,526,500	\$ 6,230,983	31	\$ 8,757,483
Realty Experts International Inc	3	2	\$ 897,500	\$ 505,500	5	\$ 1,403,000
Realty Solutions of Florida		4		\$ 1,275,000	4	\$ 1,275,000
Realty World Florida	24	6	\$ 3,260,331	\$ 2,979,000	30	\$ 6,239,331
Realty World, Top Producers Realty, Inc.	35	19	\$ 8,885,905	\$ 6,980,000	54	\$ 15,865,905
Reed and Associate	1		\$ 102,000		1	\$ 102,000
Resort Realty, Inc	1		\$ 131,500		1	\$ 131,500
Results Real Estate Inc	2		\$ 525,000		2	\$ 525,000
Reutter Investments, Inc	1		\$ 1,850,000		1	\$ 1,850,000
Rezidenz Realty, LLC	12	3	\$ 2,167,800	\$ 873,500	15	\$ 3,041,300
RFK Realty		2		\$ 538,000	2	\$ 538,000
Riblet Realty LLC		1		\$ 408,000	1	\$ 408,000
Right Choice Realty, LLC		1		\$ 80,000	1	\$ 80,000
Right Moves Realty	4		\$ 800,000		4	\$ 800,000
RL Bailey Realty	2	1	\$ 757,000	\$ 290,000	3	\$ 1,047,000
RL Nardi & Associates Inc	20	22	\$ 5,496,900	\$ 7,579,000	42	\$ 13,075,900
RockStar Realty LLC		2		\$ 141,000	2	\$ 141,000
Rossi Real Estate Inc	3	5	\$ 1,209,000	\$ 1,192,400	8	\$ 2,401,400

John R. Wood Properties
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Naples Alpha By Company

Naples Market Only	Data					
	Side		Closed Volume		Total Closed Units	Total Closed Volume
	Closed Units					
Rossmann Realty Group		1		\$ 312,340	1	\$ 312,340
Royal Properties of Naples LLC	39	18	\$ 9,646,703	\$ 6,397,774	57	\$ 16,044,477
Royal Realty Investment Group	3	7	\$ 578,000	\$ 1,318,000	10	\$ 1,896,000
Royal Shell Real Estate, Inc.	108	147	\$ 53,388,451	\$ 72,978,903	255	\$ 126,367,354
Ruby Realty & Referral Company	15	9	\$ 3,472,500	\$ 2,223,000	24	\$ 5,695,500
Russell V. Rosen	1		\$ 195,000		1	\$ 195,000
Saggio Dream Realty	42	45	\$ 5,976,300	\$ 5,511,947	87	\$ 11,488,247
Sand Castle Realty Group, Inc	35	44	\$ 8,461,800	\$ 16,882,885	79	\$ 25,344,685
Sandals Realty		2		\$ 385,000	2	\$ 385,000
Sandals Realty of Collier	18	11	\$ 3,775,500	\$ 2,384,485	29	\$ 6,159,985
Sandollar Real Estate Corp of Naples	1	1	\$ 169,000	\$ 149,900	2	\$ 318,900
Sandpiper Realty	3		\$ 337,000		3	\$ 337,000
Sandy Retreats Realty		2		\$ 446,000	2	\$ 446,000
Schooner Bay	2		\$ 447,000		2	\$ 447,000
Sea Island Real Estate LLC	3	2	\$ 5,382,000	\$ 4,018,500	5	\$ 9,400,500
Seashore Realty, Inc	1	1	\$ 101,000	\$ 101,000	2	\$ 202,000
Seaside Properties of South Florida, Inc.	5	4	\$ 1,652,000	\$ 733,000	9	\$ 2,385,000
Second Home Real Estate	6	5	\$ 931,000	\$ 763,900	11	\$ 1,694,900
Select Properties, LLC		1		\$ 119,900	1	\$ 119,900
Select Real Estate		1		\$ 240,000	1	\$ 240,000
Select Real Estate By Stephani	3	5	\$ 924,000	\$ 680,000	8	\$ 1,604,000
Self Realty Inc	5	1	\$ 918,000	\$ 20,100	6	\$ 938,100
Selling Paradise Realty	7	2	\$ 905,401	\$ 253,000	9	\$ 1,158,401
Sellstate Achievers Realty Network		1		\$ 320,000	1	\$ 320,000
Sentry Property Management Service, Inc.	1		\$ 127,500		1	\$ 127,500
Sheridan Real Estate	12	2	\$ 4,412,000	\$ 359,500	14	\$ 4,771,500
Shoebox RE & Development Corp		1		\$ 325,000	1	\$ 325,000
Shoreline Properties of SW FL	2	1	\$ 320,000	\$ 80,000	3	\$ 400,000
Simply Think Florida Realty	10	6	\$ 2,525,500	\$ 1,000,000	16	\$ 3,525,500
Sky Real Estate	7	2	\$ 2,858,750	\$ 158,000	9	\$ 3,016,750
South Bay Realty	66	79	\$ 22,181,481	\$ 26,872,406	145	\$ 49,053,887
South Shore Properties Group	1	1	\$ 5,250,000	\$ 370,000	2	\$ 5,620,000
Southwest Coast Realty, Inc.	3		\$ 3,510,000		3	\$ 3,510,000
Southwest Properties Group	3	4	\$ 1,041,500	\$ 3,662,000	7	\$ 4,703,500
Spina Realty Company	2	9	\$ 785,000	\$ 4,173,500	11	\$ 4,958,500
Starfish Realty, Inc.	1		\$ 275,000		1	\$ 275,000
Sterling Property Servs Realty	2	3	\$ 1,275,000	\$ 2,585,000	5	\$ 3,860,000
Steven C. Moller, Broker	8	7	\$ 1,069,100	\$ 1,329,900	15	\$ 2,399,000
Stewart Real Estate Company	5	3	\$ 1,047,500	\$ 758,500	8	\$ 1,806,000
Stock Realty, LLC	77	56	\$ 39,974,605	\$ 31,198,573	133	\$ 71,173,178
STS Realty Group		1		\$ 293,000	1	\$ 293,000
Sun Coast Global		4		\$ 956,400	4	\$ 956,400
Sun Realty USA, Inc	271	307	\$ 60,256,578	\$ 74,984,093	578	\$ 135,240,671
Sunrise Realty Network, Inc.	2		\$ 210,500		2	\$ 210,500
Sunshine Realty of SWFL	1		\$ 167,500		1	\$ 167,500
Sunstream Realty, Inc.		3		\$ 618,500	3	\$ 618,500
Taylor Donovan Realty	1	1	\$ 260,000	\$ 130,000	2	\$ 390,000
Taylor Woodrow Realty-SW, LLC	6	2	\$ 2,878,100	\$ 1,179,800	8	\$ 4,057,900
Team1 Real Estate LLC		1		\$ 3,760,000	1	\$ 3,760,000
TEC Realty	5	12	\$ 702,000	\$ 2,035,900	17	\$ 2,737,900
Ted Hofferber SRA, PA	2		\$ 622,000		2	\$ 622,000
The Forrest Company Realty of Naples Inc	6	3	\$ 20,700,000	\$ 13,550,000	9	\$ 34,250,000
The Real Estate Shop	3	13	\$ 1,095,000	\$ 2,850,000	16	\$ 3,945,000
The Realty Group of SW FL, Inc	1	4	\$ 96,000	\$ 538,500	5	\$ 634,500
The Realty Source of Naples	1		\$ 155,000		1	\$ 155,000
The Willis Group, LLC		4		\$ 15,520,809	4	\$ 15,520,809
Thomas Kitts Realty LLC		1		\$ 145,000	1	\$ 145,000
Thompson Realty		1		\$ 200,000	1	\$ 200,000
TJS Realty, Inc.	4	1	\$ 2,455,000	\$ 225,000	5	\$ 2,680,000
TMB Realty Inc	7	12	\$ 1,252,500	\$ 2,565,500	19	\$ 3,818,000
ToastyinNaples.com Realty	13	11	\$ 2,132,500	\$ 2,900,900	24	\$ 5,033,400
Tower Trace Realty LLC	31	33	\$ 9,090,000	\$ 9,793,900	64	\$ 18,883,900
Town & Country Sun Properties	1	1	\$ 100,000	\$ 100,000	2	\$ 200,000
Trianon Properties Inc	1		\$ 340,000		1	\$ 340,000
Tri-Rose Realty	1	5	\$ 111,000	\$ 500,500	6	\$ 611,500
Tri-Rose Realty LLC	1	2	\$ 53,383	\$ 179,901	3	\$ 233,284
Tropical Investment Group		1		\$ 235,000	1	\$ 235,000
Tropics Real Estate	6	14	\$ 1,685,898	\$ 4,585,400	20	\$ 6,271,298
True Realty Services LLC	1	13	\$ 192,500	\$ 3,404,350	14	\$ 3,596,850
TSD Realty		6		\$ 1,103,900	6	\$ 1,103,900
Tunkey Residential	6		\$ 3,539,900		6	\$ 3,539,900
U S Prime Realty LLC	16	35	\$ 2,317,158	\$ 5,182,150	51	\$ 7,499,308
Unique Naples Real Estate Inc	1	2	\$ 1,419,919	\$ 1,891,169	3	\$ 3,311,088
Unique Properties of Naples, Inc.	2	4	\$ 2,115,000	\$ 1,064,999	6	\$ 3,179,999
United Real Estate	25	14	\$ 4,851,300	\$ 2,293,400	39	\$ 7,144,700
Universe Realty Group, Inc.		1		\$ 135,000	1	\$ 135,000
US Group Realty Inc		1		\$ 75,000	1	\$ 75,000
Verona Realty	13	12	\$ 3,209,000	\$ 3,485,226	25	\$ 6,694,226
Vineyards Properties Inc	58	43	\$ 20,572,290	\$ 17,036,677	101	\$ 37,608,967
Vineyards Realty Inc	29	3	\$ 21,127,400	\$ 2,030,000	32	\$ 23,157,400
VIP Realty Group	53	54	\$ 11,961,800	\$ 21,190,500	107	\$ 33,152,300
Virginia M Woody	2	2	\$ 1,188,900	\$ 1,160,000	4	\$ 2,348,900
Waterfront Realty Group Inc	81	93	\$ 41,845,800	\$ 36,474,643	174	\$ 78,320,443
WCI Realty Inc	8	3	\$ 5,193,964	\$ 1,924,355	11	\$ 7,118,319
We Love Naples Realty, Inc.		1		\$ 1,800,000	1	\$ 1,800,000
Weekly Realty Group, LLC	19	16	\$ 28,643,500	\$ 24,216,000	35	\$ 52,859,500

John R. Wood Properties
S2 - Naples 2013 YE Market Ranking Data
Naples Alpha By Company

		Data		Side		Total Closed Units	Total Closed Volume
		Closed Units		Closed Volume			
Naples Market Only	Weichert Realtors on Gulf		11	\$	2,186,625	11	\$ 2,186,625
	WEICHERT, REALTORsr On The Gulf	80	81	\$	19,026,410	161	\$ 39,504,102
	Welker Realty, LLC	3	2	\$	597,000	5	\$ 793,000
	West Shore Properties Real Estate Company	2	8	\$	648,000	10	\$ 5,350,000
	West Wave Realty	17	2	\$	2,888,300	19	\$ 3,054,300
	White Sands Realty, LLC	6	25	\$	2,815,000	31	\$ 12,967,050
	Wilkins Realty Group, Inc.	1		\$	64,000	1	\$ 64,000
	William Morris, REALTORr	1	3	\$	1,000,000	4	\$ 3,257,500
	Wilson & Associates RE Inc	24	5	\$	82,417,000	29	\$ 97,477,000
	World Realty Services	6	8	\$	997,000	14	\$ 2,456,900
	World Real Estate Marketplace		1		\$ 429,000	1	\$ 429,000
	Worldwide Marketing Realty-NRS	1		\$	128,500	1	\$ 128,500
	Wynns Realty		3		\$ 737,900	3	\$ 737,900
	Xcellence Realty Group		2		\$ 260,000	2	\$ 260,000
	Yerger Realty	1	2	\$	835,000	3	\$ 2,085,000
	Young Realty Group	16	7	\$	2,430,900	23	\$ 3,488,550
	Your Real Estate Leaders		1		\$ 205,045	1	\$ 205,045
	Naples Market Only Total		9481	9481	\$	4,281,910,897	18962
Grand Total		9481	9481	\$	4,281,910,897	18962	\$ 8,563,821,794

**John R. Wood Properties
2013 YE Target Market Data
Naples Target Markets**

Closed Volume	GEO AREA							
OfficeName	NA02 - Vanderbilt Beach Area	NA04 - Pelican Bay Area	NA05 - Crayton Rd Area	NA06 - Olde Naples Area	NA07 - Port Royal-Aqualane Area	NA08 - Royal Harbor-Windstar Area	NA11 - N/O Immokalee Rd W/O 75	Grand Total
	\$ 581,000					\$ 178,000	\$ 787,500	\$ 1,546,500
5th Avenue Real Estate			\$ 745,000	\$ 6,440,000		\$ 875,000	\$ 281,000	\$ 8,341,000
A Codi Realty				\$ 460,000				\$ 460,000
A Delta Realty of Naples Inc.	\$ 1,725,000		\$ 1,192,500			\$ 63,000	\$ 250,500	\$ 3,231,000
Absync Realty							\$ 110,000	\$ 110,000
Advanta Realty							\$ 225,000	\$ 225,000
Alliance Realty Group							\$ 214,000	\$ 214,000
AMC Elite Properties, LLC			\$ 1,545,000	\$ 1,800,000				\$ 3,345,000
Amerivest Realty	\$ 7,606,500	\$ 2,379,000	\$ 8,513,100	\$ 4,026,000		\$ 1,730,000	\$ 24,908,060	\$ 49,162,660
Anchor Realty of Naples							\$ 715,000	\$ 715,000
Andrea Deane & Associates, Inc.			\$ 630,000	\$ 3,105,000			\$ 640,000	\$ 4,375,000
Audubon Properties Inc							\$ 485,000	\$ 485,000
Avalon Real Estate			\$ 758,000					\$ 758,000
Baber Realty			\$ 179,900					\$ 179,900
Barefoot Beach Properties		\$ 1,520,000					\$ 2,155,000	\$ 3,675,000
Baybeach Realty			\$ 1,360,000				\$ 539,900	\$ 1,899,900
Beach & Luxury Realty Inc			\$ 539,000				\$ 246,000	\$ 785,000
Beachwood Properties, Inc.						\$ 600,000	\$ 182,000	\$ 782,000
Bella Vita							\$ 304,000	\$ 304,000
Berkshire Hathaway Florida	\$ 7,076,500	\$ 10,796,000	\$ 28,747,500	\$ 24,985,900		\$ 4,977,100	\$ 14,363,000	\$ 90,946,000
Bluebill Real Estate	\$ 160,000							\$ 160,000
Boca Executives			\$ 330,000			\$ 525,500	\$ 853,400	\$ 1,708,900
Bordner Real Estate, Inc.		\$ 590,000	\$ 399,500				\$ 289,700	\$ 1,279,200
Brand & Associates Inc.			\$ 1,875,000					\$ 1,875,000
Bud Coleman Associates Inc		\$ 570,000	\$ 6,531,000					\$ 7,101,000
Buy Naples Today		\$ 574,000						\$ 574,000
Buyers Broker of SW Florida							\$ 205,000	\$ 205,000
Calusa Bay Properties LLC		\$ 863,000		\$ 2,500,000				\$ 3,363,000
Campbell and Prebish			\$ 17,040,000	\$ 31,214,068	\$ 60,175,000			\$ 108,429,068
Canada and Associates				\$ 9,165,000			\$ 900,000	\$ 10,065,000
Carl J. Kuehner						\$ 1,000,000		\$ 1,000,000
Century 21 Tri Power	\$ 739,000		\$ 143,500					\$ 882,500
CL Properties	\$ 160,000							\$ 160,000
Clyde C. Quinby Realty, Inc.							\$ 330,000	\$ 330,000
Coast Realty							\$ 166,300	\$ 166,300
Coldwell Banker Residential Real Estate, Inc.	\$ 13,433,500	\$ 25,771,997	\$ 53,216,300	\$ 26,053,605	\$ 14,010,000	\$ 15,534,750	\$ 17,787,300	\$ 165,807,452
Collier Realty Services				\$ 250,000			\$ 800,000	\$ 1,050,000
Daane Properties Inc							\$ 532,500	\$ 532,500
Development Realty, LC							\$ 316,900	\$ 316,900
Diversified Real Estate Group		\$ 2,480,000			\$ 2,875,000			\$ 5,355,000
Downing Frye	\$ 27,746,549	\$ 159,422,600	\$ 123,088,056	\$ 88,763,000	\$ 68,345,000	\$ 21,425,600	\$ 44,843,401	\$ 533,634,206
Emerald Realty of Naples Inc			\$ 330,000					\$ 330,000
Encore Realty	\$ 305,350		\$ 6,052,455	\$ 4,851,250			\$ 501,000	\$ 11,710,055
Engel & Voelkers	\$ 3,150,000	\$ 3,167,500	\$ 2,640,000	\$ 1,850,000			\$ 2,598,500	\$ 13,406,000
Equity Realty	\$ 500,000	\$ 810,000	\$ 2,100,000			\$ 329,000	\$ 292,500	\$ 4,031,500
ERA Flagship Real Estate							\$ 215,000	\$ 215,000
Escape Realty Services, LLC		\$ 1,800,000						\$ 1,800,000
Estates Realty							\$ 269,000	\$ 269,000
Excel Real Estate Services, Inc.							\$ 60,000	\$ 60,000
Exceptional Properties of SW Florida				\$ 44,000				\$ 44,000

**John R. Wood Properties
2013 YE Target Market Data
Naples Target Markets**

Closed Volume	GEO AREA							
OfficeName	NA02 - Vanderbilt Beach Area	NA04 - Pelican Bay Area	NA05 - Crayton Rd Area	NA06 - Olde Naples Area	NA07 - Port Royal-Aqualane Area	NA08 - Royal Harbor-Windstar Area	NA11 - N/O Immokalee Rd W/O 75	Grand Total
Florida Global RE Inc						\$ 380,000	\$ 300,000	\$ 680,000
Florida Golf Realty LLC						\$ 24,398,000		\$ 24,398,000
Florida Gulf Coast Property		\$ 6,350,000	\$ 1,042,000					\$ 7,392,000
Florida Home Realty of Collier County, Inc.	\$ 1,505,000	\$ 3,946,000	\$ 15,325,000	\$ 4,900,000		\$ 375,000	\$ 4,082,000	\$ 30,133,000
Florida Homes Realty of Collier				\$ 1,300,000			\$ 1,037,900	\$ 2,337,900
Florida Platinum Realty							\$ 873,000	\$ 873,000
Florida Real Estate Services, Inc.							\$ 545,000	\$ 545,000
Florida Realty Group							\$ 885,351	\$ 885,351
Floridas Realty Specialists							\$ 107,150	\$ 107,150
Germain Properties of Naples, LLC				\$ 2,075,000			\$ 289,250	\$ 2,364,250
Grande Floridian Properties, Inc.			\$ 312,000					\$ 312,000
Gulf Bay Marketing Group Inc.		\$ 6,190,000						\$ 6,190,000
Gulf Breeze Real Estate, LLC	\$ 1,957,000	\$ 3,070,000	\$ 2,801,000	\$ 4,940,000		\$ 1,080,000	\$ 2,540,000	\$ 16,388,000
Gulf Coast Associates							\$ 390,000	\$ 390,000
Gulf Coast International Prop	\$ 13,200,000	\$ 1,580,000	\$ 32,255,340	\$ 74,300,500	\$ 29,292,000	\$ 475,000	\$ 1,401,000	\$ 152,503,840
Gulf Region Realty			\$ 230,000	\$ 3,199,000			\$ 330,000	\$ 3,759,000
Help-U-Sell Reed & Associates							\$ 200,000	\$ 200,000
Homes & Land Brokers, Inc.						\$ 421,000	\$ 985,500	\$ 1,406,500
Hovland, Inc.							\$ 542,000	\$ 542,000
Imagine Realty Inc			\$ 685,000	\$ 239,000				\$ 924,000
In Florida Properties		\$ 425,000	\$ 1,435,000					\$ 1,860,000
Independent Brokers Realty Inc.			\$ 1,186,100				\$ 629,000	\$ 1,815,100
Internet Realty Group, Inc.							\$ 225,000	\$ 225,000
IRC International Realty Corp					\$ 14,000,000	\$ 500,000		\$ 14,500,000
Ironstone Trust Realty							\$ 844,000	\$ 844,000
Island Coastal Realty, LLC			\$ 2,250,000				\$ 193,500	\$ 2,443,500
Island Realty Marco							\$ 429,000	\$ 429,000
ITG Realty LLC		\$ 897,750				\$ 875,000		\$ 1,772,750
Jo Carter & Associates, Inc.			\$ 677,000	\$ 360,000				\$ 1,037,000
John R Wood	\$ 19,247,350	\$ 185,098,447	\$ 193,421,950	\$ 103,407,401	\$ 68,050,000	\$ 37,761,200	\$ 103,252,101	\$ 710,238,449
Kaye Realty Inc.							\$ 115,000	\$ 115,000
KE Talis Park Real Estate Co							\$ 10,601,000	\$ 10,601,000
Keating Associates		\$ 5,642,000	\$ 15,041,000	\$ 9,770,000	\$ 2,220,000	\$ 2,653,000	\$ 3,014,500	\$ 38,340,500
Keller Williams Elite Realty	\$ 132,500	\$ 3,615,000	\$ 6,416,000	\$ 1,000,000		\$ 920,000	\$ 3,939,000	\$ 16,022,500
Keller Williams Realty Naples	\$ 3,330,000	\$ 6,298,000	\$ 4,975,000	\$ 964,901			\$ 2,346,200	\$ 17,914,101
Keller Williams Realty, Marco		\$ 385,000						\$ 385,000
Key Real Estate							\$ 638,000	\$ 638,000
Kim Levitan Realty							\$ 454,400	\$ 454,400
L A Estates Realty, Inc			\$ 760,000					\$ 760,000
L.H. Fleming & Company, Real Estate		\$ 560,000	\$ 4,797,500	\$ 182,000		\$ 198,500	\$ 1,198,000	\$ 6,936,000
Lahaina Realty							\$ 185,000	\$ 185,000
Lee Collier Realty Group Inc							\$ 260,000	\$ 260,000
Levitan Realty Group		\$ 1,450,000						\$ 1,450,000
Lion Realty	\$ 963,000							\$ 963,000
Loss Negotiation Services, LLC	\$ 313,000							\$ 313,000
Luxury Estates Intl R E & Dvlp							\$ 2,200,000	\$ 2,200,000
M.J. Duvekot Real Estate Services		\$ 330,000						\$ 330,000
Manchester Partners LLC							\$ 310,000	\$ 310,000
Marco Island Realestate.com, Inc.						\$ 177,000		\$ 177,000
Mari Vesci REALTORS, Inc	\$ 39,128,950	\$ 2,375,000	\$ 1,039,500	\$ 3,800,000			\$ 120,000	\$ 46,463,450

**John R. Wood Properties
2013 YE Target Market Data
Naples Target Markets**

Closed Volume	GEO AREA							
	NA02 - Vanderbilt Beach Area	NA04 - Pelican Bay Area	NA05 - Crayton Rd Area	NA06 - Olde Naples Area	NA07 - Port Royal-Aqualane Area	NA08 - Royal Harbor-Windstar Area	NA11 - N/O Immokalee Rd W/O 75	Grand Total
OfficeName								
Mark S. Bodnar	\$ 690,000							\$ 690,000
Market America Rlty & Invstmnt			\$ 1,020,000	\$ 157,500			\$ 1,658,788	\$ 2,836,288
Mayr & Company Realty	\$ 625,000							\$ 625,000
McNeil Real Estate, Inc.			\$ 440,000	\$ 410,000		\$ 1,248,000	\$ 115,000	\$ 2,213,000
McQuaid and Company LLC		\$ 387,000		\$ 359,000			\$ 877,500	\$ 1,623,500
Mediterra Realty							\$ 29,035,924	\$ 29,035,924
Menelee Realty			\$ 1,701,500				\$ 185,000	\$ 1,886,500
Meyer-Manz Real Estate Inc	\$ 3,800,000							\$ 3,800,000
Minker Properties							\$ 1,100,000	\$ 1,100,000
Naples Realty Services	\$ 5,306,500	\$ 3,890,000	\$ 663,500	\$ 850,000		\$ 2,312,340	\$ 2,251,000	\$ 15,273,340
Naples Realty, LLC	\$ 2,606,000	\$ 1,415,000	\$ 6,182,000	\$ 2,344,000		\$ 447,500	\$ 4,290,500	\$ 17,285,000
Naples Trust Real Estate Services			\$ 262,000				\$ 2,350,000	\$ 3,052,000
Neapolitan Realty LLC							\$ 330,000	\$ 330,000
Non MLS							\$ 320,250	\$ 320,250
Non MLS Office	\$ 1,575,000	\$ 455,000	\$ 12,059,486	\$ 5,819,000	\$ 5,250,000	\$ 1,763,500	\$ 2,137,500	\$ 29,059,486
Number 1 Real Estate Services							\$ 120,000	\$ 120,000
Old Naples Realty Inc.		\$ 600,000			\$ 2,400,000		\$ 317,000	\$ 3,317,000
Osborne & Company, Inc			\$ 1,636,250					\$ 1,636,250
Osprey Realty Group, Inc			\$ 660,000	\$ 3,100,000				\$ 3,760,000
P & M Property Services							\$ 250,000	\$ 250,000
Paradise Lifestyles	\$ 2,200,000							\$ 2,200,000
Paragon Realty, Inc.			\$ 425,000					\$ 425,000
Pelican Bay Realty, Inc.			\$ 35,000					\$ 35,000
Perfect Properties of Naples, Inc.		\$ 865,000		\$ 400,000			\$ 192,500	\$ 1,457,500
Phase III Real Estate Services	\$ 7,477,500						\$ 209,000	\$ 7,686,500
Pikus Realty PA							\$ 242,000	\$ 242,000
Platinum Properties of Naples Inc	\$ 3,155,500	\$ 10,415,750				\$ 3,703,000	\$ 754,900	\$ 18,029,150
Pollard & Hedrich Realty, Inc.	\$ 515,000						\$ 435,000	\$ 950,000
POM Property Management			\$ 1,030,000		\$ 3,450,000	\$ 690,000	\$ 718,000	\$ 5,888,000
Premier Estate Properties			\$ 17,228,000	\$ 1,930,000	\$ 6,250,000		\$ 6,650,000	\$ 32,058,000
Premier Realty Homes		\$ 1,044,000	\$ 355,000			\$ 850,000	\$ 1,182,500	\$ 3,431,500
Premier Sothebys Int. Realty	\$ 42,904,500	\$ 227,594,758	\$ 401,534,992	\$ 140,835,755	\$ 184,620,000	\$ 15,089,500	\$ 20,885,298	\$ 1,033,464,803
Premier Sotheby's Int'l Rlty			\$ 2,700,000	\$ 4,000,000				\$ 6,700,000
Premiere Plus Realty Co.	\$ 18,245,500	\$ 17,177,300	\$ 46,198,555	\$ 25,099,800	\$ 14,127,000	\$ 12,774,000	\$ 25,724,050	\$ 159,346,205
Prime Location Brokers LLC			\$ 750,000					\$ 750,000
RE/MAX Affinity	\$ 1,600,000	\$ 6,849,500	\$ 2,325,000	\$ 2,050,000	\$ 600,000	\$ 1,142,000	\$ 5,056,600	\$ 19,623,100
RE/MAX Affinity Mercato			\$ 225,000				\$ 360,000	\$ 585,000
RE/MAX Affinity Plus							\$ 52,500	\$ 52,500
RE/MAX Realty Select	\$ 820,000	\$ 1,734,900	\$ 5,504,840	\$ 3,471,000		\$ 1,159,200	\$ 3,820,750	\$ 16,510,690
Real Pro Realtors							\$ 595,500	\$ 595,500
Realty Direct Naples		\$ 790,000	\$ 2,045,600			\$ 1,280,000	\$ 1,005,000	\$ 5,120,600
Realty Executives							\$ 170,000	\$ 170,000
Realty Executives Signature							\$ 1,540,000	\$ 1,540,000
Realty Solutions of Florida			\$ 600,000					\$ 600,000
Realty World Florida			\$ 675,000			\$ 157,000	\$ 260,000	\$ 1,092,000
Realty World, Top Producers Realty, Inc.	\$ 795,000		\$ 2,925,000			\$ 644,000	\$ 169,900	\$ 4,533,900
Reutter Investments, Inc				\$ 1,850,000				\$ 1,850,000
RL Bailey Realty			\$ 325,000					\$ 325,000
RL Nardi & Associates Inc			\$ 1,379,000	\$ 862,500			\$ 992,000	\$ 3,233,500
Rossi Real Estate Inc	\$ 385,000							\$ 385,000

John R. Wood Properties
2013 YE Target Market Data
Naples Target Markets

Closed Volume	GEO AREA							
OfficeName	NA02 - Vanderbilt Beach Area	NA04 - Pelican Bay Area	NA05 - Crayton Rd Area	NA06 - Olde Naples Area	NA07 - Port Royal-Aqualane Area	NA08 - Royal Harbor-Windstar Area	NA11 - N/O Immokalee Rd W/O 75	Grand Total
Rossman Realty Group						\$ 312,340		\$ 312,340
Royal Properties of Naples LLC			\$ 6,882,000			\$ 890,000	\$ 1,101,600	\$ 8,873,600
Royal Shell Real Estate, Inc.	\$ 7,665,000	\$ 8,517,900	\$ 21,020,400	\$ 4,054,500		\$ 4,740,000	\$ 25,864,100	\$ 71,861,900
Ruby Realty & Referral Company			\$ 110,000				\$ 70,000	\$ 180,000
Saggio Dream Realty							\$ 70,000	\$ 70,000
Sand Castle Realty Group, Inc	\$ 3,375,000	\$ 1,085,000	\$ 2,777,500	\$ 165,000		\$ 193,900	\$ 2,599,075	\$ 10,195,475
Sandals Realty of Collier							\$ 155,000	\$ 155,000
Sandpiper Realty							\$ 180,000	\$ 180,000
Sea Island Real Estate LLC				\$ 7,800,500	\$ 1,600,000			\$ 9,400,500
Seaside Properties of South Florida, Inc.				\$ 886,000				\$ 886,000
Second Home Real Estate			\$ 186,000					\$ 186,000
Select Real Estate By Stephani							\$ 769,000	\$ 769,000
Sheridan Real Estate			\$ 670,000				\$ 1,610,000	\$ 2,280,000
Simply Think Florida Realty			\$ 570,000			\$ 141,000	\$ 220,000	\$ 931,000
Sky Real Estate						\$ 1,900,000	\$ 270,000	\$ 2,170,000
South Bay Realty	\$ 14,536,250	\$ 3,654,000	\$ 1,276,000				\$ 3,652,200	\$ 23,118,450
South Shore Properties Group					\$ 5,250,000			\$ 5,250,000
Southwest Coast Realty, Inc.				\$ 2,725,000				\$ 2,725,000
Southwest Properties Group			\$ 555,000				\$ 187,500	\$ 742,500
Spina Realty Company			\$ 635,000				\$ 475,000	\$ 1,110,000
Sterling Property Servs Realty	\$ 775,000		\$ 750,000					\$ 1,525,000
Stewart Real Estate Company			\$ 680,000					\$ 680,000
Stock Realty, LLC						\$ 1,000,000	\$ 1,712,780	\$ 2,712,780
Sun Coast Global	\$ 603,000							\$ 603,000
Sun Realty USA, Inc	\$ 5,233,049	\$ 863,000	\$ 12,914,000	\$ 4,946,000		\$ 5,899,900	\$ 5,766,400	\$ 35,622,349
Sunstream Realty, Inc.			\$ 199,000					\$ 199,000
Taylor Woodrow Realty-SW, LLC							\$ 1,300,000	\$ 1,300,000
Team1 Real Estate LLC					\$ 3,760,000			\$ 3,760,000
TEC Realty							\$ 512,000	\$ 512,000
Ted Hofferber SRA, PA							\$ 497,000	\$ 497,000
The Forrest Company Realty of Naples Inc					\$ 34,250,000			\$ 34,250,000
The Willis Group, LLC		\$ 400,000		\$ 1,999,322	\$ 12,000,000			\$ 14,399,322
ToastyinNaples.com Realty			\$ 492,000				\$ 432,000	\$ 924,000
Tropics Real Estate			\$ 350,000	\$ 1,294,000		\$ 298,000	\$ 688,898	\$ 2,630,898
True Realty Services LLC	\$ 579,000						\$ 342,500	\$ 921,500
Tunrkey Residential			\$ 1,954,900			\$ 325,000		\$ 2,279,900
U S Prime Realty LLC							\$ 178,000	\$ 178,000
Unique Properties of Naples, Inc.							\$ 220,000	\$ 220,000
United Real Estate							\$ 217,500	\$ 217,500
Verona Realty							\$ 189,000	\$ 189,000
Vineyards Properties Inc							\$ 313,000	\$ 313,000
VIP Realty Group	\$ 1,956,000		\$ 1,480,000	\$ 1,050,000	\$ 4,800,000	\$ 740,000	\$ 3,545,300	\$ 13,571,300
Virginia M Woody		\$ 1,979,000						\$ 1,979,000
Waterfront Realty Group Inc			\$ 6,598,000	\$ 28,375,500	\$ 5,460,000	\$ 7,477,000	\$ 287,000	\$ 48,197,500
We Love Naples Realty, Inc.						\$ 1,800,000		\$ 1,800,000
Weekly Realty Group, LLC							\$ 51,239,500	\$ 51,239,500
Weichert Realtors on Gulf			\$ 369,000					\$ 369,000
WEICHERT, REALTORSr On The Gulf	\$ 159,900	\$ 615,000	\$ 959,000	\$ 429,000			\$ 13,171,210	\$ 15,334,110
West Shore Properties Real Estate Company		\$ 1,060,000	\$ 509,000				\$ 1,695,000	\$ 3,264,000
West Wave Realty							\$ 1,489,900	\$ 1,489,900

John R. Wood Properties
2013 YE Target Market Data
Naples Target Markets

Closed Volume	GEO AREA							
OfficeName	NA02 - Vanderbilt Beach Area	NA04 - Pelican Bay Area	NA05 - Crayton Rd Area	NA06 - Olde Naples Area	NA07 - Port Royal-Aqualane Area	NA08 - Royal Harbor-Windstar Area	NA11 - N/O Immokalee Rd W/O 75	Grand Total
White Sands Realty, LLC		\$ 1,538,000	\$ 1,369,000	\$ 785,000		\$ 330,000	\$ 400,000	\$ 4,422,000
William Morris, REALTORr		\$ 852,500	\$ 1,000,000	\$ 230,000				\$ 2,082,500
Wilson & Associates RE Inc	\$ 96,530,000		\$ 560,000					\$ 97,090,000
Worldwide Marketing Realty-NRS						\$ 128,500		\$ 128,500
Wynns Realty			\$ 108,000				\$ 477,000	\$ 585,000
Yerger Realty			\$ 2,085,000					\$ 2,085,000
Young Realty Group							\$ 746,900	\$ 746,900
Grand Total	\$ 367,072,898	\$ 732,738,902	\$ 1,120,549,724	\$ 664,224,002	\$ 542,784,000	\$ 189,887,580	\$ 499,266,386	\$ 4,116,523,492

John R. Wood Properties
2013 YE Target Market Data
NA02

Sum of Closed Price	GEO AREA	
	NA02 - Vanderbilt Beach Area	Grand Total
OfficeName	\$ 581,000	\$ 581,000
A Delta Realty of Naples Inc.	\$ 1,725,000	\$ 1,725,000
Amerivest Realty	\$ 7,606,500	\$ 7,606,500
Berkshire Hathaway Florida	\$ 7,076,500	\$ 7,076,500
Bluebill Real Estate	\$ 160,000	\$ 160,000
Century 21 Tri Power	\$ 739,000	\$ 739,000
CL Properties	\$ 160,000	\$ 160,000
Coldwell Banker Residential Real Estate, Inc.	\$ 13,433,500	\$ 13,433,500
Downing Frye	\$ 27,746,549	\$ 27,746,549
Encore Realty	\$ 305,350	\$ 305,350
Engel & Voelkers	\$ 3,150,000	\$ 3,150,000
Equity Realty	\$ 500,000	\$ 500,000
Florida Home Realty of Collier County, Inc.	\$ 1,505,000	\$ 1,505,000
Gulf Breeze Real Estate, LLC	\$ 1,957,000	\$ 1,957,000
Gulf Coast International Prop	\$ 13,200,000	\$ 13,200,000
John R Wood	\$ 19,247,350	\$ 19,247,350
Keller Williams Elite Realty	\$ 132,500	\$ 132,500
Keller Williams Realty Naples	\$ 3,330,000	\$ 3,330,000
Lion Realty	\$ 963,000	\$ 963,000
Loss Negotiation Services, LLC	\$ 313,000	\$ 313,000
Mari Vesce REALTORS, Inc	\$ 39,128,950	\$ 39,128,950
Mark S. Bodnar	\$ 690,000	\$ 690,000
Mayr & Company Realty	\$ 625,000	\$ 625,000
Meyer-Manz Real Estate Inc	\$ 3,800,000	\$ 3,800,000
Naples Realty Services	\$ 5,306,500	\$ 5,306,500
Naples Realty, LLC	\$ 2,606,000	\$ 2,606,000
Non MLS Office	\$ 1,575,000	\$ 1,575,000
Paradise Lifestyles	\$ 2,200,000	\$ 2,200,000
Phase III Real Estate Services	\$ 7,477,500	\$ 7,477,500
Platinum Properties of Naples Inc	\$ 3,155,500	\$ 3,155,500
Pollard & Hedrich Realty, Inc.	\$ 515,000	\$ 515,000
Premier Sothebys Int. Realty	\$ 42,904,500	\$ 42,904,500
Premiere Plus Realty Co.	\$ 18,245,500	\$ 18,245,500
RE/MAX Affinity	\$ 1,600,000	\$ 1,600,000
RE/MAX Realty Select	\$ 820,000	\$ 820,000
Realty World, Top Producers Realty, Inc.	\$ 795,000	\$ 795,000
Rossi Real Estate Inc	\$ 385,000	\$ 385,000
Royal Shell Real Estate, Inc.	\$ 7,665,000	\$ 7,665,000
Sand Castle Realty Group, Inc	\$ 3,375,000	\$ 3,375,000
South Bay Realty	\$ 14,536,250	\$ 14,536,250
Sterling Property Servs Realty	\$ 775,000	\$ 775,000
Sun Coast Global	\$ 603,000	\$ 603,000
Sun Realty USA, Inc	\$ 5,233,049	\$ 5,233,049
True Realty Services LLC	\$ 579,000	\$ 579,000
VIP Realty Group	\$ 1,956,000	\$ 1,956,000
WEICHERT, REALTORSr On The Gulf	\$ 159,900	\$ 159,900
Wilson & Associates RE Inc	\$ 96,530,000	\$ 96,530,000
Grand Total	\$ 367,072,898	\$ 367,072,898

John R. Wood Properties
2013 YE Target Market Data
NA04

Sum of Closed Price	GEO AREA	
	NA04 - Pelican Bay Area	Grand Total
Amerivest Realty	\$ 2,379,000	\$ 2,379,000
Barefoot Beach Properties	\$ 1,520,000	\$ 1,520,000
Berkshire Hathaway Florida	\$ 10,796,000	\$ 10,796,000
Bordner Real Estate, Inc.	\$ 590,000	\$ 590,000
Bud Coleman Associates Inc	\$ 570,000	\$ 570,000
Buy Naples Today	\$ 574,000	\$ 574,000
Calusa Bay Properties LLC	\$ 863,000	\$ 863,000
Coldwell Banker Residential Real Estate, Inc.	\$ 25,771,997	\$ 25,771,997
Diversified Real Estate Group	\$ 2,480,000	\$ 2,480,000
Downing Frye	\$ 159,422,600	\$ 159,422,600
Engel & Voelkers	\$ 3,167,500	\$ 3,167,500
Equity Realty	\$ 810,000	\$ 810,000
Escape Realty Services, LLC	\$ 1,800,000	\$ 1,800,000
Florida Gulf Coast Property	\$ 6,350,000	\$ 6,350,000
Florida Home Realty of Collier County, Inc.	\$ 3,946,000	\$ 3,946,000
Gulf Bay Marketing Group Inc.	\$ 6,190,000	\$ 6,190,000
Gulf Breeze Real Estate, LLC	\$ 3,070,000	\$ 3,070,000
Gulf Coast International Prop	\$ 1,580,000	\$ 1,580,000
In Florida Properties	\$ 425,000	\$ 425,000
ITG Realty LLC	\$ 897,750	\$ 897,750
John R Wood	\$ 185,098,447	\$ 185,098,447
Keating Associates	\$ 5,642,000	\$ 5,642,000
Keller Williams Elite Realty	\$ 3,615,000	\$ 3,615,000
Keller Williams Realty Naples	\$ 6,298,000	\$ 6,298,000
Keller Williams Realty, Marco	\$ 385,000	\$ 385,000
L.H. Fleming & Company, Real Estate	\$ 560,000	\$ 560,000
Levitan Realty Group	\$ 1,450,000	\$ 1,450,000
M.J. Duvekot Real Estate Services	\$ 330,000	\$ 330,000
Mari Vesci REALTORS, Inc	\$ 2,375,000	\$ 2,375,000
McQuaid and Company LLC	\$ 387,000	\$ 387,000
Naples Realty Services	\$ 3,890,000	\$ 3,890,000
Naples Realty, LLC	\$ 1,415,000	\$ 1,415,000
Non MLS Office	\$ 455,000	\$ 455,000
Old Naples Realty Inc.	\$ 600,000	\$ 600,000
Perfect Properties of Naples, Inc.	\$ 865,000	\$ 865,000
Platinum Properties of Naples Inc	\$ 10,415,750	\$ 10,415,750
Premier Realty Homes	\$ 1,044,000	\$ 1,044,000
Premier Sothebys Int. Realty	\$ 227,594,758	\$ 227,594,758
Premiere Plus Realty Co.	\$ 17,177,300	\$ 17,177,300
RE/MAX Affinity	\$ 6,849,500	\$ 6,849,500
RE/MAX Realty Select	\$ 1,734,900	\$ 1,734,900
Realty Direct Naples	\$ 790,000	\$ 790,000
Royal Shell Real Estate, Inc.	\$ 8,517,900	\$ 8,517,900
Sand Castle Realty Group, Inc	\$ 1,085,000	\$ 1,085,000
South Bay Realty	\$ 3,654,000	\$ 3,654,000
Sun Realty USA, Inc	\$ 863,000	\$ 863,000
The Willis Group, LLC	\$ 400,000	\$ 400,000
Virginia M Woody	\$ 1,979,000	\$ 1,979,000
WEICHERT, REALTORSr On The Gulf	\$ 615,000	\$ 615,000
West Shore Properties Real Estate Company	\$ 1,060,000	\$ 1,060,000
White Sands Realty, LLC	\$ 1,538,000	\$ 1,538,000
William Morris, REALTORr	\$ 852,500	\$ 852,500
Grand Total	\$ 732,738,902	\$ 732,738,902

John R. Wood Properties
2013 YE Target Market Data
NA05

Sum of Closed Price	GEO AREA	
	NA05 - Crayton Rd Area	Grand Total
OfficeName		
5th Avenue Real Estate	\$ 745,000	\$ 745,000
A Delta Realty of Naples Inc.	\$ 1,192,500	\$ 1,192,500
AMC Elite Properties, LLC	\$ 1,545,000	\$ 1,545,000
Amerivest Realty	\$ 8,513,100	\$ 8,513,100
Andrea Deane & Associates, Inc.	\$ 630,000	\$ 630,000
Avalon Real Estate	\$ 758,000	\$ 758,000
Baber Realty	\$ 179,900	\$ 179,900
Baybeach Realty	\$ 1,360,000	\$ 1,360,000
Beach & Luxury Realty Inc	\$ 539,000	\$ 539,000
Berkshire Hathaway Florida	\$ 28,747,500	\$ 28,747,500
Boca Executives	\$ 330,000	\$ 330,000
Bordner Real Estate, Inc.	\$ 399,500	\$ 399,500
Brand & Associates Inc.	\$ 1,875,000	\$ 1,875,000
Bud Coleman Associates Inc	\$ 6,531,000	\$ 6,531,000
Campbell and Prebish	\$ 17,040,000	\$ 17,040,000
Century 21 Tri Power	\$ 143,500	\$ 143,500
Coldwell Banker Residential Real Estate, Inc.	\$ 53,216,300	\$ 53,216,300
Downing Frye	\$ 123,088,056	\$ 123,088,056
Emerald Realty of Naples Inc	\$ 330,000	\$ 330,000
Encore Realty	\$ 6,052,455	\$ 6,052,455
Engel & Voelkers	\$ 2,640,000	\$ 2,640,000
Equity Realty	\$ 2,100,000	\$ 2,100,000
Florida Gulf Coast Property	\$ 1,042,000	\$ 1,042,000
Florida Home Realty of Collier County, Inc.	\$ 15,325,000	\$ 15,325,000
Grande Floridian Properties, Inc.	\$ 312,000	\$ 312,000
Gulf Breeze Real Estate, LLC	\$ 2,801,000	\$ 2,801,000
Gulf Coast International Prop	\$ 32,255,340	\$ 32,255,340
Gulf Region Realty	\$ 230,000	\$ 230,000
Imagine Realty Inc	\$ 685,000	\$ 685,000
In Florida Properties	\$ 1,435,000	\$ 1,435,000
Independent Brokers Realty Inc.	\$ 1,186,100	\$ 1,186,100
Island Coastal Realty, LLC	\$ 2,250,000	\$ 2,250,000
Jo Carter & Associates, Inc.	\$ 677,000	\$ 677,000
John R Wood	\$ 193,421,950	\$ 193,421,950
Keating Associates	\$ 15,041,000	\$ 15,041,000
Keller Williams Elite Realty	\$ 6,416,000	\$ 6,416,000
Keller Williams Realty Naples	\$ 4,975,000	\$ 4,975,000
L A Estates Realty, Inc	\$ 760,000	\$ 760,000
L.H. Fleming & Company, Real Estate	\$ 4,797,500	\$ 4,797,500
Mari Vesci REALTORS, Inc	\$ 1,039,500	\$ 1,039,500
Market America Rlty & Invstmnt	\$ 1,020,000	\$ 1,020,000
McNeil Real Estate, Inc.	\$ 440,000	\$ 440,000
Menelee Realty	\$ 1,701,500	\$ 1,701,500
Naples Realty Services	\$ 663,500	\$ 663,500
Naples Realty, LLC	\$ 6,182,000	\$ 6,182,000
Naples Trust Real Estate Services	\$ 262,000	\$ 262,000
Non MLS Office	\$ 12,059,486	\$ 12,059,486
Osborne & Company, Inc	\$ 1,636,250	\$ 1,636,250
Osprey Realty Group, Inc	\$ 660,000	\$ 660,000
Paragon Realty, Inc.	\$ 425,000	\$ 425,000
Pelican Bay Realty, Inc.	\$ 35,000	\$ 35,000
POM Property Management	\$ 1,030,000	\$ 1,030,000
Premier Estate Properties	\$ 17,228,000	\$ 17,228,000
Premier Realty Homes	\$ 355,000	\$ 355,000
Premier Sothebys Int. Realty	\$ 401,534,992	\$ 401,534,992
Premier Sotheby's Int'l Rlty	\$ 2,700,000	\$ 2,700,000
Premiere Plus Realty Co.	\$ 46,198,555	\$ 46,198,555
Prime Location Brokers LLC	\$ 750,000	\$ 750,000
RE/MAX Affinity	\$ 2,325,000	\$ 2,325,000
RE/MAX Affinity Mercato	\$ 225,000	\$ 225,000
RE/MAX Realty Select	\$ 5,504,840	\$ 5,504,840
Realty Direct Naples	\$ 2,045,600	\$ 2,045,600

John R. Wood Properties
2013 YE Target Market Data
NA05

Sum of Closed Price	GEO AREA	
	NA05 - Crayton Rd Area	Grand Total
OfficeName		
Realty Solutions of Florida	\$ 600,000	\$ 600,000
Realty World Florida	\$ 675,000	\$ 675,000
Realty World, Top Producers Realty, Inc.	\$ 2,925,000	\$ 2,925,000
RL Bailey Realty	\$ 325,000	\$ 325,000
RL Nardi & Associates Inc	\$ 1,379,000	\$ 1,379,000
Royal Properties of Naples LLC	\$ 6,882,000	\$ 6,882,000
Royal Shell Real Estate, Inc.	\$ 21,020,400	\$ 21,020,400
Ruby Realty & Referral Company	\$ 110,000	\$ 110,000
Sand Castle Realty Group, Inc	\$ 2,777,500	\$ 2,777,500
Second Home Real Estate	\$ 186,000	\$ 186,000
Sheridan Real Estate	\$ 670,000	\$ 670,000
Simply Think Florida Realty	\$ 570,000	\$ 570,000
South Bay Realty	\$ 1,276,000	\$ 1,276,000
Southwest Properties Group	\$ 555,000	\$ 555,000
Spina Realty Company	\$ 635,000	\$ 635,000
Sterling Property Servs Realty	\$ 750,000	\$ 750,000
Stewart Real Estate Company	\$ 680,000	\$ 680,000
Sun Realty USA, Inc	\$ 12,914,000	\$ 12,914,000
Sunstream Realty, Inc.	\$ 199,000	\$ 199,000
ToastyinNaples.com Realty	\$ 492,000	\$ 492,000
Tropics Real Estate	\$ 350,000	\$ 350,000
Tunrkey Residential	\$ 1,954,900	\$ 1,954,900
VIP Realty Group	\$ 1,480,000	\$ 1,480,000
Waterfront Realty Group Inc	\$ 6,598,000	\$ 6,598,000
Weichert Realtors on Gulf	\$ 369,000	\$ 369,000
WEICHERT, REALTORsr On The Gulf	\$ 959,000	\$ 959,000
West Shore Properties Real Estate Company	\$ 509,000	\$ 509,000
White Sands Realty, LLC	\$ 1,369,000	\$ 1,369,000
William Morris, REALTORr	\$ 1,000,000	\$ 1,000,000
Wilson & Associates RE Inc	\$ 560,000	\$ 560,000
Wynns Realty	\$ 108,000	\$ 108,000
Yerger Realty	\$ 2,085,000	\$ 2,085,000
Grand Total	\$ 1,120,549,724	#####

John R. Wood Properties
2013 YE Target Market Data
NA06

Sum of Closed Price	GEO AREA	
	NA06 - Olde Naples Area	Grand Total
OfficeName		
5th Avenue Real Estate	\$ 6,440,000	\$ 6,440,000
A Codi Realty	\$ 460,000	\$ 460,000
AMC Elite Properties, LLC	\$ 1,800,000	\$ 1,800,000
Amerivest Realty	\$ 4,026,000	\$ 4,026,000
Andrea Deane & Associates, Inc.	\$ 3,105,000	\$ 3,105,000
Berkshire Hathaway Florida	\$ 24,985,900	\$ 24,985,900
Calusa Bay Properties LLC	\$ 2,500,000	\$ 2,500,000
Campbell and Prebish	\$ 31,214,068	\$ 31,214,068
Canada and Associates	\$ 9,165,000	\$ 9,165,000
Coldwell Banker Residential Real Estate, Inc.	\$ 26,053,605	\$ 26,053,605
Collier Realty Services	\$ 250,000	\$ 250,000
Downing Frye	\$ 88,763,000	\$ 88,763,000
Encore Realty	\$ 4,851,250	\$ 4,851,250
Engel & Voelkers	\$ 1,850,000	\$ 1,850,000
Exceptional Properties of SW Florida	\$ 44,000	\$ 44,000
Florida Home Realty of Collier County, Inc.	\$ 4,900,000	\$ 4,900,000
Florida Homes Realty of Collier	\$ 1,300,000	\$ 1,300,000
Germain Properties of Naples, LLC	\$ 2,075,000	\$ 2,075,000
Gulf Breeze Real Estate, LLC	\$ 4,940,000	\$ 4,940,000
Gulf Coast International Prop	\$ 74,300,500	\$ 74,300,500
Gulf Region Realty	\$ 3,199,000	\$ 3,199,000
Imagine Realty Inc	\$ 239,000	\$ 239,000
Jo Carter & Associates, Inc.	\$ 360,000	\$ 360,000
John R Wood	\$ 103,407,401	\$ 103,407,401
Keating Associates	\$ 9,770,000	\$ 9,770,000
Keller Williams Elite Realty	\$ 1,000,000	\$ 1,000,000
Keller Williams Realty Naples	\$ 964,901	\$ 964,901
L.H. Fleming & Company, Real Estate	\$ 182,000	\$ 182,000
Mari Vesci REALTORS, Inc	\$ 3,800,000	\$ 3,800,000
Market America Rlty & Invstmnt	\$ 157,500	\$ 157,500
McNeil Real Estate, Inc.	\$ 410,000	\$ 410,000
McQuaid and Company LLC	\$ 359,000	\$ 359,000
Naples Realty Services	\$ 850,000	\$ 850,000
Naples Realty, LLC	\$ 2,344,000	\$ 2,344,000
Non MLS Office	\$ 5,819,000	\$ 5,819,000
Osprey Realty Group, Inc	\$ 3,100,000	\$ 3,100,000
Perfect Properties of Naples, Inc.	\$ 400,000	\$ 400,000
Premier Estate Properties	\$ 1,930,000	\$ 1,930,000
Premier Sothebys Int. Realty	\$ 140,835,755	\$ 140,835,755
Premier Sotheby's Int'l Rlty	\$ 4,000,000	\$ 4,000,000
Premiere Plus Realty Co.	\$ 25,099,800	\$ 25,099,800
RE/MAX Affinity	\$ 2,050,000	\$ 2,050,000
RE/MAX Realty Select	\$ 3,471,000	\$ 3,471,000
Reutter Investments, Inc	\$ 1,850,000	\$ 1,850,000
RL Nardi & Associates Inc	\$ 862,500	\$ 862,500
Royal Shell Real Estate, Inc.	\$ 4,054,500	\$ 4,054,500
Sand Castle Realty Group, Inc	\$ 165,000	\$ 165,000
Sea Island Real Estate LLC	\$ 7,800,500	\$ 7,800,500
Seaside Properties of South Florida, Inc.	\$ 886,000	\$ 886,000
Southwest Coast Realty, Inc.	\$ 2,725,000	\$ 2,725,000
Sun Realty USA, Inc	\$ 4,946,000	\$ 4,946,000
The Willis Group, LLC	\$ 1,999,322	\$ 1,999,322
Tropics Real Estate	\$ 1,294,000	\$ 1,294,000
VIP Realty Group	\$ 1,050,000	\$ 1,050,000
Waterfront Realty Group Inc	\$ 28,375,500	\$ 28,375,500
WEICHERT, REALTORsr On The Gulf	\$ 429,000	\$ 429,000
White Sands Realty, LLC	\$ 785,000	\$ 785,000
William Morris, REALTORr	\$ 230,000	\$ 230,000
Grand Total	\$ 664,224,002	\$ 664,224,002

John R. Wood Properties
2013 YE Target Market Data
NA07

Sum of Closed Price	GEO AREA	
	NA07 - Port Royal-Aqualane Area	Grand Total
OfficeName		
Campbell and Prebish	\$ 60,175,000	\$ 60,175,000
Coldwell Banker Residential Real Estate, Inc.	\$ 14,010,000	\$ 14,010,000
Diversified Real Estate Group	\$ 2,875,000	\$ 2,875,000
Downing Frye	\$ 68,345,000	\$ 68,345,000
Gulf Coast International Prop	\$ 29,292,000	\$ 29,292,000
IRC International Realty Corp	\$ 14,000,000	\$ 14,000,000
John R Wood	\$ 68,050,000	\$ 68,050,000
Keating Associates	\$ 2,220,000	\$ 2,220,000
Non MLS Office	\$ 5,250,000	\$ 5,250,000
Old Naples Realty Inc.	\$ 2,400,000	\$ 2,400,000
POM Property Management	\$ 3,450,000	\$ 3,450,000
Premier Estate Properties	\$ 6,250,000	\$ 6,250,000
Premier Sothebys Int. Realty	\$ 184,620,000	\$ 184,620,000
Premiere Plus Realty Co.	\$ 14,127,000	\$ 14,127,000
RE/MAX Affinity	\$ 600,000	\$ 600,000
Sea Island Real Estate LLC	\$ 1,600,000	\$ 1,600,000
South Shore Properties Group	\$ 5,250,000	\$ 5,250,000
Team1 Real Estate LLC	\$ 3,760,000	\$ 3,760,000
The Forrest Company Realty of Naples Inc	\$ 34,250,000	\$ 34,250,000
The Willis Group, LLC	\$ 12,000,000	\$ 12,000,000
VIP Realty Group	\$ 4,800,000	\$ 4,800,000
Waterfront Realty Group Inc	\$ 5,460,000	\$ 5,460,000
Grand Total	\$ 542,784,000	\$ 542,784,000

John R. Wood Properties
2013 YE Target Market Data
NA08

Sum of Closed Price	GEO AREA	
	NA08 - Royal Harbor-Windstar Area	Grand Total
OfficeName		
	\$ 178,000	\$ 178,000
5th Avenue Real Estate	\$ 875,000	\$ 875,000
A Delta Realty of Naples Inc.	\$ 63,000	\$ 63,000
Amerivest Realty	\$ 1,730,000	\$ 1,730,000
Beachwood Properties, Inc.	\$ 600,000	\$ 600,000
Berkshire Hathaway Florida	\$ 4,977,100	\$ 4,977,100
Boca Executives	\$ 525,500	\$ 525,500
Carl J. Kuehner	\$ 1,000,000	\$ 1,000,000
Coldwell Banker Residential Real Estate, Inc.	\$ 15,534,750	\$ 15,534,750
Downing Frye	\$ 21,425,600	\$ 21,425,600
Equity Realty	\$ 329,000	\$ 329,000
Florida Global RE Inc	\$ 380,000	\$ 380,000
Florida Golf Realty LLC	\$ 24,398,000	\$ 24,398,000
Florida Home Realty of Collier County, Inc.	\$ 375,000	\$ 375,000
Gulf Breeze Real Estate, LLC	\$ 1,080,000	\$ 1,080,000
Gulf Coast International Prop	\$ 475,000	\$ 475,000
Homes & Land Brokers, Inc.	\$ 421,000	\$ 421,000
IRC International Realty Corp	\$ 500,000	\$ 500,000
ITG Realty LLC	\$ 875,000	\$ 875,000
John R Wood	\$ 37,761,200	\$ 37,761,200
Keating Associates	\$ 2,653,000	\$ 2,653,000
Keller Williams Elite Realty	\$ 920,000	\$ 920,000
L.H. Fleming & Company, Real Estate	\$ 198,500	\$ 198,500
Marco Island Realestate.com, Inc.	\$ 177,000	\$ 177,000
McNeil Real Estate, Inc.	\$ 1,248,000	\$ 1,248,000
Naples Realty Services	\$ 2,312,340	\$ 2,312,340
Naples Realty, LLC	\$ 447,500	\$ 447,500
Naples Trust Real Estate Services	\$ 2,350,000	\$ 2,350,000
Neapolitan Realty LLC	\$ 330,000	\$ 330,000
Non MLS	\$ 320,250	\$ 320,250
Non MLS Office	\$ 1,763,500	\$ 1,763,500
Platinum Properties of Naples Inc	\$ 3,703,000	\$ 3,703,000
POM Property Management	\$ 690,000	\$ 690,000
Premier Realty Homes	\$ 850,000	\$ 850,000
Premier Sothebys Int. Realty	\$ 15,089,500	\$ 15,089,500
Premiere Plus Realty Co.	\$ 12,774,000	\$ 12,774,000
RE/MAX Affinity	\$ 1,142,000	\$ 1,142,000
RE/MAX Realty Select	\$ 1,159,200	\$ 1,159,200
Realty Direct Naples	\$ 1,280,000	\$ 1,280,000
Realty World Florida	\$ 157,000	\$ 157,000
Realty World, Top Producers Realty, Inc.	\$ 644,000	\$ 644,000
Rossman Realty Group	\$ 312,340	\$ 312,340
Royal Properties of Naples LLC	\$ 890,000	\$ 890,000
Royal Shell Real Estate, Inc.	\$ 4,740,000	\$ 4,740,000
Sand Castle Realty Group, Inc	\$ 193,900	\$ 193,900
Simply Think Florida Realty	\$ 141,000	\$ 141,000
Sky Real Estate	\$ 1,900,000	\$ 1,900,000
Stock Realty, LLC	\$ 1,000,000	\$ 1,000,000
Sun Realty USA, Inc	\$ 5,899,900	\$ 5,899,900
Tropics Real Estate	\$ 298,000	\$ 298,000
Tunrkey Residential	\$ 325,000	\$ 325,000
VIP Realty Group	\$ 740,000	\$ 740,000
Waterfront Realty Group Inc	\$ 7,477,000	\$ 7,477,000
We Love Naples Realty, Inc.	\$ 1,800,000	\$ 1,800,000
White Sands Realty, LLC	\$ 330,000	\$ 330,000
Worldwide Marketing Realty-NRS	\$ 128,500	\$ 128,500
Grand Total	\$ 189,887,580	\$ 189,887,580

John R. Wood Properties
2013 YE Target Market Data
NA11

Sum of Closed Price	GEO AREA	
	NA11 - N/O	
OfficeName	Immokalee Rd W/O 75	Grand Total
	\$ 787,500	\$ 787,500
5th Avenue Real Estate	\$ 281,000	\$ 281,000
A Delta Realty of Naples Inc.	\$ 250,500	\$ 250,500
Absync Realty	\$ 110,000	\$ 110,000
Advanta Realty	\$ 225,000	\$ 225,000
Alliance Realty Group	\$ 214,000	\$ 214,000
Amerivest Realty	\$ 24,908,060	\$ 24,908,060
Anchor Realty of Naples	\$ 715,000	\$ 715,000
Andrea Deane & Associates, Inc.	\$ 640,000	\$ 640,000
Audubon Properties Inc	\$ 485,000	\$ 485,000
Barefoot Beach Properties	\$ 2,155,000	\$ 2,155,000
Baybeach Realty	\$ 539,900	\$ 539,900
Beach & Luxury Realty Inc	\$ 246,000	\$ 246,000
Beachwood Properties, Inc.	\$ 182,000	\$ 182,000
Bella Vita	\$ 304,000	\$ 304,000
Berkshire Hathaway Florida	\$ 14,363,000	\$ 14,363,000
Boca Executives	\$ 853,400	\$ 853,400
Bordner Real Estate, Inc.	\$ 289,700	\$ 289,700
Buyers Broker of SW Florida	\$ 205,000	\$ 205,000
Canada and Associates	\$ 900,000	\$ 900,000
Clyde C. Quinby Realty, Inc.	\$ 330,000	\$ 330,000
Coast Realty	\$ 166,300	\$ 166,300
Coldwell Banker Residential Real Estate, Inc.	\$ 17,787,300	\$ 17,787,300
Collier Realty Services	\$ 800,000	\$ 800,000
Daane Properties Inc	\$ 532,500	\$ 532,500
Development Realty, LC	\$ 316,900	\$ 316,900
Downing Frye	\$ 44,843,401	\$ 44,843,401
Encore Realty	\$ 501,000	\$ 501,000
Engel & Voelkers	\$ 2,598,500	\$ 2,598,500
Equity Realty	\$ 292,500	\$ 292,500
ERA Flagship Real Estate	\$ 215,000	\$ 215,000
Estates Realty	\$ 269,000	\$ 269,000
Excel Real Estate Services, Inc.	\$ 60,000	\$ 60,000
Florida Global RE Inc	\$ 300,000	\$ 300,000
Florida Home Realty of Collier County, Inc.	\$ 4,082,000	\$ 4,082,000
Florida Homes Realty of Collier	\$ 1,037,900	\$ 1,037,900
Florida Platinum Realty	\$ 873,000	\$ 873,000
Florida Real Estate Services, Inc.	\$ 545,000	\$ 545,000
Florida Realty Group	\$ 885,351	\$ 885,351
Floridas Realty Specialists	\$ 107,150	\$ 107,150
Germain Properties of Naples, LLC	\$ 289,250	\$ 289,250
Gulf Breeze Real Estate, LLC	\$ 2,540,000	\$ 2,540,000
Gulf Coast Associates	\$ 390,000	\$ 390,000
Gulf Coast International Prop	\$ 1,401,000	\$ 1,401,000
Gulf Region Realty	\$ 330,000	\$ 330,000
Help-U-Sell Reed & Associates	\$ 200,000	\$ 200,000
Homes & Land Brokers, Inc.	\$ 985,500	\$ 985,500
Hovland, Inc.	\$ 542,000	\$ 542,000
Independent Brokers Realty Inc.	\$ 629,000	\$ 629,000
Internet Realty Group, Inc.	\$ 225,000	\$ 225,000
Ironstone Trust Realty	\$ 844,000	\$ 844,000
Island Coastal Realty, LLC	\$ 193,500	\$ 193,500
Island Realty Marco	\$ 429,000	\$ 429,000
John R Wood	\$ 103,252,101	\$ 103,252,101
Kaye Realty Inc.	\$ 115,000	\$ 115,000
KE Talis Park Real Estate Co	\$ 10,601,000	\$ 10,601,000
Keating Associates	\$ 3,014,500	\$ 3,014,500
Keller Williams Elite Realty	\$ 3,939,000	\$ 3,939,000
Keller Williams Realty Naples	\$ 2,346,200	\$ 2,346,200
Key Real Estate	\$ 638,000	\$ 638,000
Kim Levitan Realty	\$ 454,400	\$ 454,400

John R. Wood Properties
2013 YE Target Market Data
NA11

Sum of Closed Price	GEO AREA	
	NA11 - N/O Immokalee Rd W/O 75	Grand Total
OfficeName		
L.H. Fleming & Company, Real Estate	\$ 1,198,000	\$ 1,198,000
Lahaina Realty	\$ 185,000	\$ 185,000
Lee Collier Realty Group Inc	\$ 260,000	\$ 260,000
Luxury Estates Intl R E & Dvlp	\$ 2,200,000	\$ 2,200,000
Manchester Partners LLC	\$ 310,000	\$ 310,000
Mari Vesce REALTORS, Inc	\$ 120,000	\$ 120,000
Market America Rlty & Invstmnt	\$ 1,658,788	\$ 1,658,788
McNeil Real Estate, Inc.	\$ 115,000	\$ 115,000
McQuaid and Company LLC	\$ 877,500	\$ 877,500
Mediterra Realty	\$ 29,035,924	\$ 29,035,924
Menelee Realty	\$ 185,000	\$ 185,000
Minker Properties	\$ 1,100,000	\$ 1,100,000
Naples Realty Services	\$ 2,251,000	\$ 2,251,000
Naples Realty, LLC	\$ 4,290,500	\$ 4,290,500
Naples Trust Real Estate Services	\$ 440,000	\$ 440,000
Non MLS Office	\$ 2,137,500	\$ 2,137,500
Number 1 Real Estate Services	\$ 120,000	\$ 120,000
Old Naples Realty Inc.	\$ 317,000	\$ 317,000
P & M Property Services	\$ 250,000	\$ 250,000
Perfect Properties of Naples, Inc.	\$ 192,500	\$ 192,500
Phase III Real Estate Services	\$ 209,000	\$ 209,000
Pikus Realty PA	\$ 242,000	\$ 242,000
Platinum Properties of Naples Inc	\$ 754,900	\$ 754,900
Pollard & Hedrich Realty, Inc.	\$ 435,000	\$ 435,000
POM Property Management	\$ 718,000	\$ 718,000
Premier Estate Properties	\$ 6,650,000	\$ 6,650,000
Premier Realty Homes	\$ 1,182,500	\$ 1,182,500
Premier Sothebys Int. Realty	\$ 20,885,298	\$ 20,885,298
Premiere Plus Realty Co.	\$ 25,724,050	\$ 25,724,050
RE/MAX Affinity	\$ 5,056,600	\$ 5,056,600
RE/MAX Affinity Mercato	\$ 360,000	\$ 360,000
RE/MAX Affinity Plus	\$ 52,500	\$ 52,500
RE/MAX Realty Select	\$ 3,820,750	\$ 3,820,750
Real Pro Realtors	\$ 595,500	\$ 595,500
Realty Direct Naples	\$ 1,005,000	\$ 1,005,000
Realty Executives	\$ 170,000	\$ 170,000
Realty Executives Signature	\$ 1,540,000	\$ 1,540,000
Realty World Florida	\$ 260,000	\$ 260,000
Realty World, Top Producers Realty, Inc.	\$ 169,900	\$ 169,900
RL Nardi & Associates Inc	\$ 992,000	\$ 992,000
Royal Properties of Naples LLC	\$ 1,101,600	\$ 1,101,600
Royal Shell Real Estate, Inc.	\$ 25,864,100	\$ 25,864,100
Ruby Realty & Referral Company	\$ 70,000	\$ 70,000
Saggio Dream Realty	\$ 70,000	\$ 70,000
Sand Castle Realty Group, Inc	\$ 2,599,075	\$ 2,599,075
Sandals Realty of Collier	\$ 155,000	\$ 155,000
Sandpiper Realty	\$ 180,000	\$ 180,000
Select Real Estate By Stephani	\$ 769,000	\$ 769,000
Sheridan Real Estate	\$ 1,610,000	\$ 1,610,000
Simply Think Florida Realty	\$ 220,000	\$ 220,000
Sky Real Estate	\$ 270,000	\$ 270,000
South Bay Realty	\$ 3,652,200	\$ 3,652,200
Southwest Properties Group	\$ 187,500	\$ 187,500
Spina Realty Company	\$ 475,000	\$ 475,000
Stock Realty, LLC	\$ 1,712,780	\$ 1,712,780
Sun Realty USA, Inc	\$ 5,766,400	\$ 5,766,400
Taylor Woodrow Realty-SW, LLC	\$ 1,300,000	\$ 1,300,000
TEC Realty	\$ 512,000	\$ 512,000
Ted Hofferber SRA, PA	\$ 497,000	\$ 497,000
ToastyinNaples.com Realty	\$ 432,000	\$ 432,000
Tropics Real Estate	\$ 688,898	\$ 688,898

John R. Wood Properties
2013 YE Target Market Data
NA11

Sum of Closed Price	GEO AREA	
	NA11 - N/O Immokalee Rd W/O 75	Grand Total
OfficeName		
True Realty Services LLC	\$ 342,500	\$ 342,500
U S Prime Realty LLC	\$ 178,000	\$ 178,000
Unique Properties of Naples, Inc.	\$ 220,000	\$ 220,000
United Real Estate	\$ 217,500	\$ 217,500
Verona Realty	\$ 189,000	\$ 189,000
Vineyards Properties Inc	\$ 313,000	\$ 313,000
VIP Realty Group	\$ 3,545,300	\$ 3,545,300
Waterfront Realty Group Inc	\$ 287,000	\$ 287,000
Weekly Realty Group, LLC	\$ 51,239,500	\$ 51,239,500
WEICHERT, REALTORSr On The Gulf	\$ 13,171,210	\$ 13,171,210
West Shore Properties Real Estate Company	\$ 1,695,000	\$ 1,695,000
West Wave Realty	\$ 1,489,900	\$ 1,489,900
White Sands Realty, LLC	\$ 400,000	\$ 400,000
Wynns Realty	\$ 477,000	\$ 477,000
Young Realty Group	\$ 746,900	\$ 746,900
Grand Total	\$ 499,266,386	\$ 499,266,386