

**JOHN R WOOD PROPERTIES**  
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Volume Ranking Report  
 (11) NA-BN-ES Volume Ranking

Market Defined Sold Date	(Multiple Items) Jan													
Row Labels	Column Labels Closed Units		Closed Volume		% Closed Volume		% Closed Units		Total Closed Units	Total Closed Volume	Total % Closed Volume	Total % Closed Units		
	L	S	L	S	L	S	L	S						
John R. Wood Properties	92	90	\$ 103,312,500	\$ 77,321,050	21.30%	15.94%	5.94%	5.81%	182	\$ 180,633,550	18.62%	11.76%		
Premier Sotheby's Int'l Realty	61	42	\$ 64,464,728	\$ 59,754,238	13.29%	12.32%	3.94%	2.71%	103	\$ 124,218,966	12.81%	6.65%		
Downing-Frye Realty, Inc.	68	74	\$ 34,883,250	\$ 42,894,300	7.19%	8.85%	4.39%	4.78%	142	\$ 77,777,550	8.02%	9.17%		
Premiere Plus Realty Co.	82	90	\$ 35,306,887	\$ 34,973,623	7.28%	7.21%	5.30%	5.81%	172	\$ 70,280,510	7.25%	11.11%		
Gulf Coast International Prop	7	5	\$ 34,314,000	\$ 12,439,000	7.08%	2.57%	0.45%	0.32%	12	\$ 46,753,000	4.82%	0.78%		
William Raveis-Florida LLC	16	10	\$ 10,831,500	\$ 33,419,900	2.23%	6.89%	1.03%	0.65%	26	\$ 44,251,400	4.56%	1.68%		
Coldwell Banker Residential Re	46	23	\$ 21,116,799	\$ 16,020,188	4.35%	3.30%	2.97%	1.49%	69	\$ 37,136,987	3.83%	4.46%		
MVP Realty Associates LLC	34	50	\$ 10,836,900	\$ 25,130,539	2.23%	5.18%	2.20%	3.23%	84	\$ 35,967,439	3.71%	5.43%		
Berkshire Hathaway Florida	26	23	\$ 8,798,250	\$ 13,320,400	1.81%	2.75%	1.68%	1.49%	49	\$ 22,118,650	2.28%	3.17%		
Royal Shell Real Estate, Inc.	17	15	\$ 11,610,600	\$ 8,862,750	2.39%	1.83%	1.10%	0.97%	32	\$ 20,473,350	2.11%	2.07%		
Keller Williams Elite Realty	14	16	\$ 4,288,500	\$ 12,756,250	0.88%	2.63%	0.90%	1.03%	30	\$ 17,044,750	1.76%	1.94%		
Amerivest Realty	11	20	\$ 3,705,000	\$ 11,011,518	0.76%	2.27%	0.71%	1.29%	31	\$ 14,716,518	1.52%	2.00%		
Domain Realty.com LLC	10	19	\$ 2,749,400	\$ 8,449,650	0.57%	1.74%	0.65%	1.23%	29	\$ 11,199,050	1.15%	1.87%		
The Forrest Company Realty of Naples Inc	1	1	\$ 5,125,000	\$ 5,125,000	1.06%	1.06%	0.06%	0.06%	2	\$ 10,250,000	1.06%	0.13%		
Realty World Florida	11	4	\$ 8,252,000	\$ 1,344,500	1.70%	0.28%	0.71%	0.26%	15	\$ 9,596,500	0.99%	0.97%		
Compass Florida Naples	6	4	\$ 7,118,000	\$ 1,078,500	1.47%	0.22%	0.39%	0.26%	10	\$ 8,196,500	0.85%	0.65%		
Keller Williams Realty Naples	8	15	\$ 2,308,535	\$ 5,108,750	0.48%	1.05%	0.52%	0.97%	23	\$ 7,417,285	0.76%	1.49%		
Re/Max Affinity Plus	2	1	\$ 2,522,000	\$ 4,750,000	0.52%	0.98%	0.13%	0.06%	3	\$ 7,272,000	0.75%	0.19%		
Barry DeNicola Realty, Inc.	1	1	\$ 7,000,000		1.44%	0.00%	0.06%	0.00%	1	\$ 7,000,000	0.72%	0.06%		
Waterfront Realty Group Inc	4	8	\$ 1,970,000	\$ 4,559,000	0.41%	0.94%	0.26%	0.52%	12	\$ 6,529,000	0.67%	0.78%		
Spina Realty Company		1		\$ 6,450,000	0.00%	1.33%	0.00%	0.06%	1	\$ 6,450,000	0.67%	0.06%		
McQuaid & Company LLC	2	4	\$ 3,842,500	\$ 2,404,000	0.79%	0.50%	0.13%	0.26%	6	\$ 6,246,500	0.64%	0.39%		
West Bay Realty Inc.	3	1	\$ 3,827,000	\$ 1,669,000	0.79%	0.34%	0.19%	0.06%	4	\$ 5,496,000	0.57%	0.26%		
Florida Realty & Co.	1	1	\$ 2,700,000	\$ 2,700,000	0.56%	0.56%	0.06%	0.06%	2	\$ 5,400,000	0.56%	0.13%		
West Shore Properties RE,MNGT	1	1	\$ 2,672,500	\$ 2,672,500	0.55%	0.55%	0.06%	0.06%	2	\$ 5,345,000	0.55%	0.13%		
Naples Realty Services, Inc.	2	5	\$ 3,152,000	\$ 1,639,500	0.65%	0.34%	0.13%	0.32%	7	\$ 4,791,500	0.49%	0.45%		
Stock Realty, LLC	1	2	\$ 874,270	\$ 3,874,270	0.18%	0.80%	0.06%	0.13%	3	\$ 4,748,540	0.49%	0.19%		
L.H. Fleming & Company, Real Estate	3	3	\$ 1,987,500	\$ 2,341,500	0.41%	0.48%	0.19%	0.19%	6	\$ 4,329,000	0.45%	0.39%		
Non-MLS Office	1	12	\$ 255,000	\$ 3,992,032	0.05%	0.82%	0.06%	0.78%	13	\$ 4,247,032	0.44%	0.84%		
Naples TBI Realty LLC	4	3	\$ 2,414,294	\$ 1,768,041	0.50%	0.36%	0.26%	0.19%	7	\$ 4,182,335	0.43%	0.45%		
Ashton Orlando Residential LLC	5	3	\$ 2,118,220	\$ 1,334,990	0.44%	0.28%	0.32%	0.19%	8	\$ 3,453,210	0.36%	0.52%		
Equity Realty	4	5	\$ 1,399,500	\$ 2,022,000	0.29%	0.42%	0.26%	0.32%	9	\$ 3,421,500	0.35%	0.58%		
DR Horton Realty SW FL LLC	8	1	\$ 2,673,165	\$ 367,020	0.55%	0.08%	0.52%	0.06%	9	\$ 3,040,185	0.31%	0.58%		
Xclusive Homes LLC	4	7	\$ 1,068,000	\$ 1,914,000	0.22%	0.39%	0.26%	0.45%	11	\$ 2,982,000	0.31%	0.71%		
RE/MAX Realty Select	6	3	\$ 1,462,999	\$ 1,400,000	0.30%	0.29%	0.39%	0.19%	9	\$ 2,862,999	0.30%	0.58%		
A Plus Realty	2	7	\$ 683,500	\$ 2,072,300	0.14%	0.43%	0.13%	0.45%	9	\$ 2,755,800	0.28%	0.58%		
Sun Realty	4	7	\$ 849,500	\$ 1,869,900	0.18%	0.39%	0.26%	0.45%	11	\$ 2,719,400	0.28%	0.71%		
Neapolitan Realty LLC		1		\$ 2,700,000	0.00%	0.56%	0.00%	0.06%	1	\$ 2,700,000	0.28%	0.06%		
RE/MAX Blue Skies	3	4	\$ 1,595,000	\$ 1,042,000	0.33%	0.21%	0.19%	0.26%	7	\$ 2,637,000	0.27%	0.45%		
Vineyards Realty Inc	2	2	\$ 1,279,900	\$ 1,279,900	0.26%	0.26%	0.13%	0.13%	4	\$ 2,559,800	0.26%	0.26%		
Quail Communities Realty, Inc.	2	2	\$ 1,245,000	\$ 1,245,000	0.26%	0.26%	0.13%	0.13%	4	\$ 2,490,000	0.26%	0.26%		
Harborview Realty Inc	1	3	\$ 650,000	\$ 1,812,500	0.13%	0.37%	0.06%	0.19%	4	\$ 2,462,500	0.25%	0.26%		
Opyt Realty Inc		8		\$ 2,271,700	0.00%	0.47%	0.00%	0.52%	8	\$ 2,271,700	0.23%	0.52%		
BHHS Florida Realty	5		\$ 2,229,650		0.46%	0.00%	0.32%	0.00%	5	\$ 2,229,650	0.23%	0.32%		
KE Talis Park Real Estate Co	1	1	\$ 1,079,100	\$ 1,079,100	0.22%	0.22%	0.06%	0.06%	2	\$ 2,158,200	0.22%	0.13%		
RealPro Realty LLC	5	3	\$ 1,105,000	\$ 1,023,000	0.23%	0.21%	0.32%	0.19%	8	\$ 2,128,000	0.22%	0.52%		
Quail West Realty	1		\$ 2,100,000		0.43%	0.00%	0.06%	0.00%	1	\$ 2,100,000	0.22%	0.06%		
The Keyes Company/PSL	2		\$ 1,968,990		0.41%	0.00%	0.13%	0.00%	2	\$ 1,968,990	0.20%	0.13%		
Mayr & Company Realty LLC		1		\$ 1,860,000	0.00%	0.38%	0.00%	0.06%	1	\$ 1,860,000	0.19%	0.06%		
Keller Williams Realty - Marco	4	3	\$ 999,900	\$ 822,000	0.21%	0.17%	0.26%	0.19%	7	\$ 1,821,900	0.19%	0.45%		
Arbor Trace Realty	2	3	\$ 717,000	\$ 1,027,000	0.15%	0.21%	0.13%	0.19%	5	\$ 1,744,000	0.18%	0.32%		

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		Closed Units												
RE/MAX Realty Group		1	6	\$ 412,500	\$ 1,316,298	0.09%	0.27%	0.06%	0.39%	7	\$ 1,728,798	0.18%	0.45%	
Realty Group of SW Florida Inc		3	2	\$ 1,009,000	\$ 719,000	0.21%	0.15%	0.19%	0.13%	5	\$ 1,728,000	0.18%	0.32%	
Express Realty of SW Florida		5	1	\$ 1,424,665	\$ 276,000	0.29%	0.06%	0.32%	0.06%	6	\$ 1,700,665	0.18%	0.39%	
Engel & Voelkers Old Naples		2	3	\$ 929,900	\$ 744,000	0.19%	0.15%	0.13%	0.19%	5	\$ 1,673,900	0.17%	0.32%	
RE/MAX Realty Team		6	2	\$ 1,289,499	\$ 295,200	0.27%	0.06%	0.39%	0.13%	8	\$ 1,584,699	0.16%	0.52%	
Keller Williams Realty Fort Myers		1	2	\$ 185,000	\$ 1,361,000	0.04%	0.28%	0.06%	0.13%	3	\$ 1,546,000	0.16%	0.19%	
Builders Services, Inc.		4		\$ 1,524,638		0.31%	0.00%	0.26%	0.00%	4	\$ 1,524,638	0.16%	0.26%	
A.R.B.C. Rlty Of Sw Fl., Inc.		1		\$ 1,483,200		0.31%	0.00%	0.06%	0.00%	1	\$ 1,483,200	0.15%	0.06%	
Vineyards Properties Inc		3		\$ 1,465,250		0.30%	0.00%	0.19%	0.00%	3	\$ 1,465,250	0.15%	0.19%	
Lennar Realty Inc		4		\$ 1,440,994		0.30%	0.00%	0.26%	0.00%	4	\$ 1,440,994	0.15%	0.26%	
Realty World, Top Producers Realty, Inc.		3		\$ 1,440,000		0.30%	0.00%	0.19%	0.00%	3	\$ 1,440,000	0.15%	0.19%	
Re/Max Trend		1	2	\$ 650,000	\$ 787,500	0.13%	0.16%	0.06%	0.13%	3	\$ 1,437,500	0.15%	0.19%	
Islandwalk Real Estate Sales		2	2	\$ 600,000	\$ 800,000	0.12%	0.16%	0.13%	0.13%	4	\$ 1,400,000	0.14%	0.26%	
Sterling Property Servs Realty		1	2	\$ 502,500	\$ 891,500	0.10%	0.18%	0.06%	0.13%	3	\$ 1,394,000	0.14%	0.19%	
ListWithFreedom.com, Inc.		2	1	\$ 890,000	\$ 500,000	0.18%	0.10%	0.13%	0.06%	3	\$ 1,390,000	0.14%	0.19%	
Dream Homes Realty of Naples		1	4	\$ 226,850	\$ 1,161,850	0.05%	0.24%	0.06%	0.26%	5	\$ 1,388,700	0.14%	0.32%	
David C. Brown Realty, Inc		3	4	\$ 617,200	\$ 737,200	0.13%	0.15%	0.19%	0.26%	7	\$ 1,354,400	0.14%	0.45%	
Real Estate of South Florida		2	2	\$ 625,000	\$ 705,000	0.13%	0.15%	0.13%	0.13%	4	\$ 1,330,000	0.14%	0.26%	
Naples Pro Realty		2	2	\$ 570,000	\$ 735,000	0.12%	0.15%	0.13%	0.13%	4	\$ 1,305,000	0.13%	0.26%	
Florida Prime Realty, LLC		1	1	\$ 260,000	\$ 1,042,500	0.05%	0.21%	0.06%	0.06%	2	\$ 1,302,500	0.13%	0.13%	
RE/MAX Affinity Mercato		4		\$ 1,297,000		0.27%	0.00%	0.26%	0.00%	4	\$ 1,297,000	0.13%	0.26%	
Lehigh Real Estate & Land Corp		1	1	\$ 637,500	\$ 637,500	0.13%	0.13%	0.06%	0.06%	2	\$ 1,275,000	0.13%	0.13%	
Allison James Estates and Home		4	1	\$ 1,036,225	\$ 210,000	0.21%	0.04%	0.26%	0.06%	5	\$ 1,246,225	0.13%	0.32%	
Homes and Land Brokers, Inc.		2	1	\$ 758,000	\$ 472,000	0.16%	0.10%	0.13%	0.06%	3	\$ 1,230,000	0.13%	0.19%	
Hudson Realty Executives LLC		1	3	\$ 407,032	\$ 815,000	0.08%	0.17%	0.06%	0.19%	4	\$ 1,222,032	0.13%	0.26%	
Paradise Coast Property Team		2	2	\$ 650,000	\$ 556,500	0.13%	0.11%	0.13%	0.13%	4	\$ 1,206,500	0.12%	0.26%	
Sun Realty USA, Inc.		3	1	\$ 912,500	\$ 220,000	0.19%	0.05%	0.19%	0.06%	4	\$ 1,132,500	0.12%	0.26%	
The Dellatore Group		1	2	\$ 168,000	\$ 895,000	0.03%	0.18%	0.06%	0.13%	3	\$ 1,063,000	0.11%	0.19%	
Marcuzzo Real Estate		2	1	\$ 800,000	\$ 243,600	0.16%	0.05%	0.13%	0.06%	3	\$ 1,043,600	0.11%	0.19%	
Independent Brokers Realty		1	1	\$ 820,000	\$ 220,500	0.17%	0.05%	0.06%	0.06%	2	\$ 1,040,500	0.11%	0.13%	
Starling Realty Inc			3		\$ 1,035,000	0.00%	0.21%	0.00%	0.19%	3	\$ 1,035,000	0.11%	0.19%	
Hunters Ridge Realty Co.		1	3	\$ 280,000	\$ 720,000	0.06%	0.15%	0.06%	0.19%	4	\$ 1,000,000	0.10%	0.26%	
Phoenix Homes Inc		1		\$ 1,000,000		0.21%	0.00%	0.06%	0.00%	1	\$ 1,000,000	0.10%	0.06%	
VIP Realty Group, Inc.		4	1	\$ 746,500	\$ 223,000	0.15%	0.05%	0.26%	0.06%	5	\$ 969,500	0.10%	0.32%	
Barclay Realty Group		1	1	\$ 680,000	\$ 278,000	0.14%	0.06%	0.06%	0.06%	2	\$ 958,000	0.10%	0.13%	
Assist 2 Sell Buyers & Sellers		1	1	\$ 478,000	\$ 478,000	0.10%	0.10%	0.06%	0.06%	2	\$ 956,000	0.10%	0.13%	
Realhome Services and Solution		5		\$ 953,255		0.20%	0.00%	0.32%	0.00%	5	\$ 953,255	0.10%	0.32%	
My Florida Real Estate LLC		1	2	\$ 259,000	\$ 669,000	0.05%	0.14%	0.06%	0.13%	3	\$ 928,000	0.10%	0.19%	
Hamro & Associates LLC		1	3	\$ 199,900	\$ 715,000	0.04%	0.15%	0.06%	0.19%	4	\$ 914,900	0.09%	0.26%	
Saggio Realty Inc.			3		\$ 907,999	0.00%	0.19%	0.00%	0.19%	3	\$ 907,999	0.09%	0.19%	
Sellstate Priority Realty		1	1	\$ 460,000	\$ 418,000	0.09%	0.09%	0.06%	0.06%	2	\$ 878,000	0.09%	0.13%	
Re/Max Action		2		\$ 875,000		0.18%	0.00%	0.13%	0.00%	2	\$ 875,000	0.09%	0.13%	
Bayside Realty SWFL LLC		1	2	\$ 235,000	\$ 635,000	0.05%	0.13%	0.06%	0.13%	3	\$ 870,000	0.09%	0.19%	
Twin Realty Inc.		1	1	\$ 295,000	\$ 574,900	0.06%	0.12%	0.06%	0.06%	2	\$ 869,900	0.09%	0.13%	
Ted Hofferber P A		3		\$ 860,000		0.18%	0.00%	0.19%	0.00%	3	\$ 860,000	0.09%	0.19%	
Premier Property Management		2	1	\$ 637,400	\$ 190,000	0.13%	0.04%	0.13%	0.06%	3	\$ 827,400	0.09%	0.19%	
Florida's Realty Specialists		1	1	\$ 460,000	\$ 338,000	0.09%	0.07%	0.06%	0.06%	2	\$ 798,000	0.08%	0.13%	
The Miano Group Realty LLC			2		\$ 760,000	0.00%	0.16%	0.00%	0.13%	2	\$ 760,000	0.08%	0.13%	
The Sheridan Network.com Inc		3		\$ 758,900		0.16%	0.00%	0.19%	0.00%	3	\$ 758,900	0.08%	0.19%	
RL Nardi & Associates, Inc.		1	1	\$ 310,000	\$ 440,000	0.06%	0.09%	0.06%	0.06%	2	\$ 750,000	0.08%	0.13%	
Century 21 Sunbelt Realty, Inc		1	2	\$ 195,000	\$ 550,000	0.04%	0.11%	0.06%	0.13%	3	\$ 745,000	0.08%	0.19%	
Gulf Coast Properties Group		1	2	\$ 295,000	\$ 417,000	0.06%	0.09%	0.06%	0.13%	3	\$ 712,000	0.07%	0.19%	

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Hartford Realty LLC		1	1	\$ 272,600	\$ 439,000	0.06%	0.09%	0.06%	0.06%	2	\$ 711,600	0.07%	0.13%	
Pelican I Real Estate & Development, Inc		1		\$ 700,000		0.14%	0.00%	0.06%	0.00%	1	\$ 700,000	0.07%	0.06%	
Right Choice Realty		2	1	\$ 453,500	\$ 232,500	0.09%	0.05%	0.13%	0.06%	3	\$ 686,000	0.07%	0.19%	
Banyan Naples Realty Co			2		\$ 683,190	0.00%	0.14%	0.00%	0.13%	2	\$ 683,190	0.07%	0.13%	
Wilson & Associates RE Inc		1		\$ 680,000		0.14%	0.00%	0.06%	0.00%	1	\$ 680,000	0.07%	0.06%	
Naples Florida Luxury Realty		1		\$ 677,000		0.14%	0.00%	0.06%	0.00%	1	\$ 677,000	0.07%	0.06%	
RE/MAX Dream			2		\$ 660,000	0.00%	0.14%	0.00%	0.13%	2	\$ 660,000	0.07%	0.13%	
Kingdom Realty Services LLC		2		\$ 658,900		0.14%	0.00%	0.13%	0.00%	2	\$ 658,900	0.07%	0.13%	
Cornerstone Coastal Properties			2		\$ 652,000	0.00%	0.13%	0.00%	0.13%	2	\$ 652,000	0.07%	0.13%	
Maxim LLC		1	1	\$ 235,000	\$ 405,000	0.05%	0.08%	0.06%	0.06%	2	\$ 640,000	0.07%	0.13%	
Premier Realty Homes of SW FL		2		\$ 615,000		0.13%	0.00%	0.13%	0.00%	2	\$ 615,000	0.06%	0.13%	
Real Estate Broker Direct Inc.		1	2	\$ 149,900	\$ 464,800	0.03%	0.10%	0.06%	0.13%	3	\$ 614,700	0.06%	0.19%	
Coffey Real Estate Services, Corp		1	2	\$ 225,000	\$ 382,500	0.05%	0.08%	0.06%	0.13%	3	\$ 607,500	0.06%	0.19%	
Real Living Cypress Realty			1		\$ 605,000	0.00%	0.12%	0.00%	0.06%	1	\$ 605,000	0.06%	0.06%	
Starlink Realty, Inc			2		\$ 604,000	0.00%	0.12%	0.00%	0.13%	2	\$ 604,000	0.06%	0.13%	
Gulf Breeze Real Estate, LLC		3		\$ 574,000		0.12%	0.00%	0.19%	0.00%	3	\$ 574,000	0.06%	0.19%	
Veronawalk Realty Inc		2		\$ 566,000		0.12%	0.00%	0.13%	0.00%	2	\$ 566,000	0.06%	0.13%	
Lahaina Realty		1	1	\$ 389,000	\$ 170,000	0.08%	0.04%	0.06%	0.06%	2	\$ 559,000	0.06%	0.13%	
U S Prime Realty, LLC		1	1	\$ 257,900	\$ 289,000	0.05%	0.06%	0.06%	0.06%	2	\$ 546,900	0.06%	0.13%	
Blue Heron Realty of Naples		1	1	\$ 272,000	\$ 272,000	0.06%	0.06%	0.06%	0.06%	2	\$ 544,000	0.06%	0.13%	
Diversified Real Estate Group		1		\$ 540,000		0.11%	0.00%	0.06%	0.00%	1	\$ 540,000	0.06%	0.06%	
Price Realty of Naples Inc		1		\$ 539,900		0.11%	0.00%	0.06%	0.00%	1	\$ 539,900	0.06%	0.06%	
Naples Coastal Realty Inc		1		\$ 535,000		0.11%	0.00%	0.06%	0.00%	1	\$ 535,000	0.06%	0.06%	
Illustrated Properties Real Estate Inc.		1		\$ 534,000		0.11%	0.00%	0.06%	0.00%	1	\$ 534,000	0.06%	0.06%	
Boca Executive Realty LLC			2		\$ 529,500	0.00%	0.11%	0.00%	0.13%	2	\$ 529,500	0.05%	0.13%	
Posh International Properties		1		\$ 525,000		0.11%	0.00%	0.06%	0.00%	1	\$ 525,000	0.05%	0.06%	
Engel & Voelkers Bonita-Estero			1		\$ 525,000	0.00%	0.11%	0.00%	0.06%	1	\$ 525,000	0.05%	0.06%	
Robert Slack Fine Homes LLC			2		\$ 519,500	0.00%	0.11%	0.00%	0.13%	2	\$ 519,500	0.05%	0.13%	
Port of the Islands Realty LLC			2		\$ 507,000	0.00%	0.10%	0.00%	0.13%	2	\$ 507,000	0.05%	0.13%	
Siemienas Realty, LLC			1		\$ 500,000	0.00%	0.10%	0.00%	0.06%	1	\$ 500,000	0.05%	0.06%	
Signature Intl Premier Prop			1		\$ 500,000	0.00%	0.10%	0.00%	0.06%	1	\$ 500,000	0.05%	0.06%	
Sellstate Achievers Realty Net			2		\$ 494,500	0.00%	0.10%	0.00%	0.13%	2	\$ 494,500	0.05%	0.13%	
Elite Realty of SW FL		2		\$ 494,500		0.10%	0.00%	0.13%	0.00%	2	\$ 494,500	0.05%	0.13%	
Heights Realty & Investments		1	1	\$ 247,000	\$ 247,000	0.05%	0.05%	0.06%	0.06%	2	\$ 494,000	0.05%	0.13%	
Ruby Realty Company			1		\$ 492,500	0.00%	0.10%	0.00%	0.06%	1	\$ 492,500	0.05%	0.06%	
Florida Home Realty Inc			2		\$ 487,000	0.00%	0.10%	0.00%	0.13%	2	\$ 487,000	0.05%	0.13%	
EXP Realty LLC		2		\$ 480,000		0.10%	0.00%	0.13%	0.00%	2	\$ 480,000	0.05%	0.13%	
Kunkle Realty, LLC		1	1	\$ 198,000	\$ 278,000	0.04%	0.06%	0.06%	0.06%	2	\$ 476,000	0.05%	0.13%	
Sellstate on the Beach			1		\$ 475,000	0.00%	0.10%	0.00%	0.06%	1	\$ 475,000	0.05%	0.06%	
Stewart Real Estate Company		1		\$ 465,000		0.10%	0.00%	0.06%	0.00%	1	\$ 465,000	0.05%	0.06%	
Gulf Access Realty Inc			1		\$ 450,000	0.00%	0.09%	0.00%	0.06%	1	\$ 450,000	0.05%	0.06%	
Listsmart LLC		1		\$ 445,000		0.09%	0.00%	0.06%	0.00%	1	\$ 445,000	0.05%	0.06%	
Schooner Bay Realty, Inc.			1		\$ 443,000	0.00%	0.09%	0.00%	0.06%	1	\$ 443,000	0.05%	0.06%	
Olde Naples Real Estate, Inc.		1		\$ 439,000		0.09%	0.00%	0.06%	0.00%	1	\$ 439,000	0.05%	0.06%	
Love Naples LLC		1		\$ 435,000		0.09%	0.00%	0.06%	0.00%	1	\$ 435,000	0.04%	0.06%	
Unique Properties of Naples, Inc.			1		\$ 430,000	0.00%	0.09%	0.00%	0.06%	1	\$ 430,000	0.04%	0.06%	
Vacation Property Mgmt Realty		1		\$ 425,000		0.09%	0.00%	0.06%	0.00%	1	\$ 425,000	0.04%	0.06%	
M.J. Duvekot Real Estate Services			1		\$ 425,000	0.00%	0.09%	0.00%	0.06%	1	\$ 425,000	0.04%	0.06%	
Gulf Gateway Realty, Inc.			1		\$ 425,000	0.00%	0.09%	0.00%	0.06%	1	\$ 425,000	0.04%	0.06%	
Bar Investment Realty LLC		1		\$ 410,000		0.08%	0.00%	0.06%	0.00%	1	\$ 410,000	0.04%	0.06%	
TMB Realty Inc		1	1	\$ 205,000	\$ 205,000	0.04%	0.04%	0.06%	0.06%	2	\$ 410,000	0.04%	0.13%	
Tropical Home Realty LLC			2		\$ 392,150	0.00%	0.08%	0.00%	0.13%	2	\$ 392,150	0.04%	0.13%	

**JOHN R WOOD PROPERTIES**  
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Volume Ranking Report  
 (11) NA-BN-ES Volume Ranking

Market Defined	(Multiple Items)															
Sold Date	Jan															
		Column Labels		Closed Volume		% Closed Volume		% Closed Units		Total Closed Units	Total Closed Volume	Total % Closed Volume	Total % Closed Units			
		Closed Units														
Innova Real Estate Corp		1	1	\$	192,500	\$	192,500	0.04%	0.04%	0.06%	0.06%	2	\$	385,000	0.04%	0.13%
Florida Complete Realty			1			\$	375,000	0.00%	0.08%	0.00%	0.06%	1	\$	375,000	0.04%	0.06%
Tropical Paradise Realty Inc		1		\$	370,000			0.08%	0.00%	0.06%	0.00%	1	\$	370,000	0.04%	0.06%
Fathom Realty FL LLC			2			\$	370,000	0.00%	0.08%	0.00%	0.13%	2	\$	370,000	0.04%	0.13%
Results Real Estate Inc			2	\$	365,523			0.08%	0.00%	0.13%	0.00%	2	\$	365,523	0.04%	0.13%
Old Glory Realty			1			\$	365,000	0.00%	0.08%	0.00%	0.06%	1	\$	365,000	0.04%	0.06%
Gulf Region Realty		1		\$	360,000			0.07%	0.00%	0.06%	0.00%	1	\$	360,000	0.04%	0.06%
Schulz Realty LLC			1			\$	354,000	0.00%	0.07%	0.00%	0.06%	1	\$	354,000	0.04%	0.06%
Naples Beach Realty		1		\$	350,000			0.07%	0.00%	0.06%	0.00%	1	\$	350,000	0.04%	0.06%
McNeil Real Estate, Inc.			1			\$	350,000	0.00%	0.07%	0.00%	0.06%	1	\$	350,000	0.04%	0.06%
Royal Properties of Naples LLC		1		\$	348,000			0.07%	0.00%	0.06%	0.00%	1	\$	348,000	0.04%	0.06%
Cliffoney Realty LLC		1		\$	343,000			0.07%	0.00%	0.06%	0.00%	1	\$	343,000	0.04%	0.06%
Select Real Estate		1	1	\$	170,000	\$	170,000	0.04%	0.04%	0.06%	0.06%	2	\$	340,000	0.04%	0.13%
All In One Realty Group, Inc.		1		\$	338,000			0.07%	0.00%	0.06%	0.00%	1	\$	338,000	0.03%	0.06%
Hero Real Estate & Co			1			\$	322,500	0.00%	0.07%	0.00%	0.06%	1	\$	322,500	0.03%	0.06%
Luxury & Beach Realty Inc			1			\$	307,000	0.00%	0.06%	0.00%	0.06%	1	\$	307,000	0.03%	0.06%
Tec Realty LLC			1			\$	300,000	0.00%	0.06%	0.00%	0.06%	1	\$	300,000	0.03%	0.06%
Jones & Co Realty			1			\$	298,000	0.00%	0.06%	0.00%	0.06%	1	\$	298,000	0.03%	0.06%
O.K. Realty Inc.		1		\$	295,000			0.06%	0.00%	0.06%	0.00%	1	\$	295,000	0.03%	0.06%
Key Real Estate			1			\$	295,000	0.00%	0.06%	0.00%	0.06%	1	\$	295,000	0.03%	0.06%
Legacy International Realty		1		\$	290,000			0.06%	0.00%	0.06%	0.00%	1	\$	290,000	0.03%	0.06%
Wilderness of Naples Realty			1			\$	290,000	0.00%	0.06%	0.00%	0.06%	1	\$	290,000	0.03%	0.06%
Caine Premier Properties LLC			1			\$	289,000	0.00%	0.06%	0.00%	0.06%	1	\$	289,000	0.03%	0.06%
Saggio Realty, Inc		1		\$	289,000			0.06%	0.00%	0.06%	0.00%	1	\$	289,000	0.03%	0.06%
Market America Realty Network		1		\$	285,000			0.06%	0.00%	0.06%	0.00%	1	\$	285,000	0.03%	0.06%
Universe Realty Group, Inc		1		\$	285,000			0.06%	0.00%	0.06%	0.00%	1	\$	285,000	0.03%	0.06%
Parkline Realty Associates LLC			1			\$	278,000	0.00%	0.06%	0.00%	0.06%	1	\$	278,000	0.03%	0.06%
The Square Realty			1			\$	277,500	0.00%	0.06%	0.00%	0.06%	1	\$	277,500	0.03%	0.06%
SWFL Imperial Realty LLC			1			\$	275,000	0.00%	0.06%	0.00%	0.06%	1	\$	275,000	0.03%	0.06%
Napoli Realty Services, LLC		1		\$	270,000			0.06%	0.00%	0.06%	0.00%	1	\$	270,000	0.03%	0.06%
Green Coast Realty Inc			1			\$	270,000	0.00%	0.06%	0.00%	0.06%	1	\$	270,000	0.03%	0.06%
Plunkett Realty LLC			1			\$	262,000	0.00%	0.05%	0.00%	0.06%	1	\$	262,000	0.03%	0.06%
World Realty Services, LLC			1			\$	257,900	0.00%	0.05%	0.00%	0.06%	1	\$	257,900	0.03%	0.06%
Germain Properties of Naples, LLC			1			\$	250,000	0.00%	0.05%	0.00%	0.06%	1	\$	250,000	0.03%	0.06%
Grice Realty Inc			1			\$	250,000	0.00%	0.05%	0.00%	0.06%	1	\$	250,000	0.03%	0.06%
REVirtually LLC		1		\$	247,500			0.05%	0.00%	0.06%	0.00%	1	\$	247,500	0.03%	0.06%
Anchor Realty of Naples			1			\$	245,000	0.00%	0.05%	0.00%	0.06%	1	\$	245,000	0.03%	0.06%
Taylor Morrison Realty of FL		1		\$	245,000			0.05%	0.00%	0.06%	0.00%	1	\$	245,000	0.03%	0.06%
Janeiro Realty, LLC		1		\$	244,000			0.05%	0.00%	0.06%	0.00%	1	\$	244,000	0.03%	0.06%
Florida Global Professional		1		\$	240,000			0.05%	0.00%	0.06%	0.00%	1	\$	240,000	0.02%	0.06%
Levitant Realty			1			\$	239,900	0.00%	0.05%	0.00%	0.06%	1	\$	239,900	0.02%	0.06%
Twin Metro Realty LLC		1		\$	239,628			0.05%	0.00%	0.06%	0.00%	1	\$	239,628	0.02%	0.06%
Crimaldi and Associates, LLC		1		\$	238,000			0.05%	0.00%	0.06%	0.00%	1	\$	238,000	0.02%	0.06%
Hovland, Inc.		1		\$	235,000			0.05%	0.00%	0.06%	0.00%	1	\$	235,000	0.02%	0.06%
ToastyinNaples.com Realty		1		\$	231,500			0.05%	0.00%	0.06%	0.00%	1	\$	231,500	0.02%	0.06%
Gulf Coast Management Group LL		1		\$	230,000			0.05%	0.00%	0.06%	0.00%	1	\$	230,000	0.02%	0.06%
United Real Estate Infinity			1			\$	229,900	0.00%	0.05%	0.00%	0.06%	1	\$	229,900	0.02%	0.06%
Phelps Realty Services			1			\$	218,500	0.00%	0.05%	0.00%	0.06%	1	\$	218,500	0.02%	0.06%
NOCO LLC		1		\$	218,000			0.04%	0.00%	0.06%	0.00%	1	\$	218,000	0.02%	0.06%
Broadway Realty & Management I		1	1	\$	109,000	\$	109,000	0.02%	0.02%	0.06%	0.06%	2	\$	218,000	0.02%	0.13%
Sellstate on 5th			1			\$	218,000	0.00%	0.04%	0.00%	0.06%	1	\$	218,000	0.02%	0.06%
White Sands Realty		1		\$	212,000			0.04%	0.00%	0.06%	0.00%	1	\$	212,000	0.02%	0.06%

**JOHN R WOOD PROPERTIES**  
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Volume Ranking Report  
 (11) NA-BN-ES Volume Ranking

Market Defined Sold Date	(Multiple Items) Jan												
		Column Labels	Closed Volume	% Closed Volume	% Closed Units	Total Closed Units	Total Closed Volume	Total % Closed Volume	Total % Closed Units				
		Closed Units											
Home Legacy Realty	1	\$ 205,000		0.04%	0.00%	0.06%	0.00%	1	\$ 205,000	0.02%	0.06%		
Pollard & Hedrich Realty, Inc.	1	\$ 205,000		0.00%	0.04%	0.00%	0.06%	1	\$ 205,000	0.02%	0.06%		
Gulf Coast Elite Realty	1	\$ 195,000		0.00%	0.04%	0.00%	0.06%	1	\$ 195,000	0.02%	0.06%		
Sellstate Prime Realty	1	\$ 190,000		0.00%	0.04%	0.00%	0.06%	1	\$ 190,000	0.02%	0.06%		
Staton Properties, LLC	1	\$ 190,000		0.04%	0.00%	0.06%	0.00%	1	\$ 190,000	0.02%	0.06%		
Your Naples Realty LLC	1	\$ 188,000		0.00%	0.04%	0.00%	0.06%	1	\$ 188,000	0.02%	0.06%		
Re/MAX Radiance	1	\$ 180,000		0.04%	0.00%	0.06%	0.00%	1	\$ 180,000	0.02%	0.06%		
Tropics Real Estate, LLC	1	\$ 179,000		0.00%	0.04%	0.00%	0.06%	1	\$ 179,000	0.02%	0.06%		
Realty World-C Bagans 1st	1	\$ 178,900		0.00%	0.04%	0.00%	0.06%	1	\$ 178,900	0.02%	0.06%		
Edgewater Realty & Homes LLC	1	\$ 175,000		0.00%	0.04%	0.00%	0.06%	1	\$ 175,000	0.02%	0.06%		
ANO Realty LLC	1	\$ 175,000		0.00%	0.04%	0.00%	0.06%	1	\$ 175,000	0.02%	0.06%		
Lee International Realty Inc	1	\$ 170,000		0.00%	0.04%	0.00%	0.06%	1	\$ 170,000	0.02%	0.06%		
Brand & Associates Inc.	1	\$ 170,000		0.04%	0.00%	0.06%	0.00%	1	\$ 170,000	0.02%	0.06%		
Bayview Realty of Florida	1	\$ 160,000		0.03%	0.00%	0.06%	0.00%	1	\$ 160,000	0.02%	0.06%		
Safe Harbor Real Estate Service	1	\$ 159,000		0.00%	0.03%	0.00%	0.06%	1	\$ 159,000	0.02%	0.06%		
Aadvisor Rentals Inc	1	\$ 155,500		0.00%	0.03%	0.00%	0.06%	1	\$ 155,500	0.02%	0.06%		
Focus Real Estate	1	\$ 147,000		0.03%	0.00%	0.06%	0.00%	1	\$ 147,000	0.02%	0.06%		
Yerger Realty	1	\$ 137,500		0.00%	0.03%	0.00%	0.06%	1	\$ 137,500	0.01%	0.06%		
Porter Davis Real Estate	1	\$ 137,500		0.03%	0.00%	0.06%	0.00%	1	\$ 137,500	0.01%	0.06%		
KPMG Realty LLC	1	\$ 134,900		0.03%	0.00%	0.06%	0.00%	1	\$ 134,900	0.01%	0.06%		
Century 21 TriPower Realty	1	\$ 127,200		0.03%	0.00%	0.06%	0.00%	1	\$ 127,200	0.01%	0.06%		
Florida Golf Realty LLC	1	\$ 122,500		0.00%	0.03%	0.00%	0.06%	1	\$ 122,500	0.01%	0.06%		
Sellstate 5 Star Realty	1	\$ 120,000		0.02%	0.00%	0.06%	0.00%	1	\$ 120,000	0.01%	0.06%		
Sun Royal Realty Inc	1	\$ 110,000		0.00%	0.02%	0.00%	0.06%	1	\$ 110,000	0.01%	0.06%		
Pelican's Nest Realty Services	1	\$ 82,500		0.00%	0.02%	0.00%	0.06%	1	\$ 82,500	0.01%	0.06%		
<b>Grand Total</b>	<b>774</b>	<b>\$ 484,929,196</b>	<b>\$ 484,929,196</b>	<b>100.00%</b>	<b>100.00%</b>	<b>50.00%</b>	<b>50.00%</b>	<b>1548</b>	<b>\$ 969,858,392</b>	<b>100.00%</b>	<b>100.00%</b>		