

## JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - YTD Company Ranking by Volume  
(25A) Bonita-Estero

| Market Defined                 | Bonita Estero Markets Only |              |                     |          |                            |  |                           |
|--------------------------------|----------------------------|--------------|---------------------|----------|----------------------------|--|---------------------------|
| Sold Date                      | Jan                        |              |                     |          |                            |  |                           |
|                                |                            |              |                     |          |                            |  |                           |
|                                | <b>Column Labels</b>       |              | <b>Closed Units</b> |          | <b>Total Closed Volume</b> |  | <b>Total Closed Units</b> |
| <b>Row Labels</b>              | <b>L</b>                   | <b>S</b>     | <b>L</b>            | <b>S</b> |                            |  |                           |
| John R. Wood Properties        | \$9,368,700                | \$10,380,860 | 21                  | 25       | \$19,749,560               |  | 46                        |
| Royal Shell Real Estate, Inc.  | \$9,322,000                | \$6,773,750  | 13                  | 12       | \$16,095,750               |  | 25                        |
| MVP Realty Associates LLC      | \$4,601,000                | \$6,892,300  | 12                  | 18       | \$11,493,300               |  | 30                        |
| Premiere Plus Realty Co.       | \$4,382,650                | \$4,809,035  | 13                  | 15       | \$9,191,685                |  | 28                        |
| Premier Sotheby's Int'l Realty | \$5,739,500                | \$3,089,000  | 12                  | 6        | \$8,828,500                |  | 18                        |
| Downing-Frye Realty, Inc.      | \$3,371,500                | \$5,316,500  | 11                  | 14       | \$8,688,000                |  | 25                        |
| Coldwell Banker Residential Re | \$5,260,400                | \$2,744,400  | 13                  | 8        | \$8,004,800                |  | 21                        |
| Keller Williams Elite Realty   | \$3,888,500                | \$3,080,000  | 13                  | 9        | \$6,968,500                |  | 22                        |
| West Bay Realty Inc.           | \$3,827,000                | \$1,669,000  | 3                   | 1        | \$5,496,000                |  | 4                         |
| Realty World Florida           | \$2,622,000                | \$1,144,500  | 8                   | 3        | \$3,766,500                |  | 11                        |
| Berkshire Hathaway Florida     | \$2,021,000                | \$1,340,000  | 6                   | 4        | \$3,361,000                |  | 10                        |
| Domain Realty.com LLC          | \$1,127,400                | \$1,930,500  | 4                   | 6        | \$3,057,900                |  | 10                        |
| Mayr & Company Realty LLC      |                            | \$1,860,000  |                     | 1        | \$1,860,000                |  | 1                         |
| Keller Williams Realty Naples  | \$487,535                  | \$1,072,500  | 2                   | 4        | \$1,560,035                |  | 6                         |
| Sterling Property Servs Realty | \$502,500                  | \$891,500    | 1                   | 2        | \$1,394,000                |  | 3                         |
| ListWithFreedom.com, Inc.      | \$890,000                  | \$500,000    | 2                   | 1        | \$1,390,000                |  | 3                         |
| Waterfront Realty Group Inc    |                            | \$1,340,000  |                     | 1        | \$1,340,000                |  | 1                         |
| Lehigh Real Estate & Land Corp | \$637,500                  | \$637,500    | 1                   | 1        | \$1,275,000                |  | 2                         |
| Amerivest Realty               | \$480,000                  | \$716,628    | 2                   | 3        | \$1,196,628                |  | 5                         |
| Non-MLS Office                 |                            | \$1,151,149  |                     | 3        | \$1,151,149                |  | 3                         |
| Builders Services, Inc.        | \$1,151,149                |              | 3                   |          | \$1,151,149                |  | 3                         |
| RE/MAX Realty Group            | \$412,500                  | \$670,523    | 1                   | 3        | \$1,083,023                |  | 4                         |
| William Raveis-Florida LLC     | \$450,000                  | \$624,900    | 1                   | 1        | \$1,074,900                |  | 2                         |
| The Dellatore Group            | \$168,000                  | \$895,000    | 1                   | 2        | \$1,063,000                |  | 3                         |
| Independent Brokers Realty     | \$820,000                  | \$220,500    | 1                   | 1        | \$1,040,500                |  | 2                         |

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|                                |                            |           |                     |   |                            |                           |
|                                | <b>Column Labels</b>       |           |                     |   |                            |                           |
|                                | <b>Closed Volume</b>       |           | <b>Closed Units</b> |   | <b>Total Closed Volume</b> | <b>Total Closed Units</b> |
| DR Horton Realty SW FL LLC     | \$1,031,560                |           | 4                   |   | \$1,031,560                | 4                         |
| Compass Florida Naples         | \$156,000                  | \$863,500 | 1                   | 3 | \$1,019,500                | 4                         |
| Equity Realty                  | \$189,000                  | \$807,000 | 1                   | 2 | \$996,000                  | 3                         |
| Realty Group of SW Florida Inc | \$430,000                  | \$509,000 | 1                   | 1 | \$939,000                  | 2                         |
| RealPro Realty LLC             | \$768,000                  | \$108,000 | 4                   | 1 | \$876,000                  | 5                         |
| The Sheridan Network.com Inc   | \$758,900                  |           | 3                   |   | \$758,900                  | 3                         |
| RE/MAX Realty Select           | \$305,000                  | \$445,000 | 1                   | 1 | \$750,000                  | 2                         |
| Hunters Ridge Realty Co.       | \$280,000                  | \$460,000 | 1                   | 2 | \$740,000                  | 3                         |
| Right Choice Realty            | \$453,500                  | \$232,500 | 2                   | 1 | \$686,000                  | 3                         |
| Maxim LLC                      | \$235,000                  | \$405,000 | 1                   | 1 | \$640,000                  | 2                         |
| Real Living Cypress Realty     |                            | \$605,000 |                     | 1 | \$605,000                  | 1                         |
| Lahaina Realty                 | \$389,000                  | \$170,000 | 1                   | 1 | \$559,000                  | 2                         |
| RE/MAX Realty Team             | \$429,500                  | \$127,200 | 2                   | 1 | \$556,700                  | 3                         |
| Express Realty of SW Florida   | \$276,000                  | \$276,000 | 1                   | 1 | \$552,000                  | 2                         |
| Posh International Properties  | \$525,000                  |           | 1                   |   | \$525,000                  | 1                         |
| Engel & Voelkers Bonita-Estero |                            | \$525,000 |                     | 1 | \$525,000                  | 1                         |
| My Florida Real Estate LLC     | \$259,000                  | \$259,000 | 1                   | 1 | \$518,000                  | 2                         |
| VIP Realty Group, Inc.         | \$277,500                  | \$223,000 | 1                   | 1 | \$500,500                  | 2                         |
| Siemienas Realty, LLC          |                            | \$500,000 |                     | 1 | \$500,000                  | 1                         |
| Sellstate Achievers Realty Net |                            | \$494,500 |                     | 2 | \$494,500                  | 2                         |
| Elite Realty of SW FL          | \$494,500                  |           | 2                   |   | \$494,500                  | 2                         |
| Starlink Realty, Inc           |                            | \$477,000 |                     | 1 | \$477,000                  | 1                         |
| Sellstate on the Beach         |                            | \$475,000 |                     | 1 | \$475,000                  | 1                         |
| Xclusive Homes LLC             | \$235,000                  | \$235,000 | 1                   | 1 | \$470,000                  | 2                         |
| Stewart Real Estate Company    | \$465,000                  |           | 1                   |   | \$465,000                  | 1                         |
| Sellstate Priority Realty      | \$460,000                  |           | 1                   |   | \$460,000                  | 1                         |

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| Column Labels                     |                            |           |              |   |                     |                    |
|                                   | Closed Volume              |           | Closed Units |   | Total Closed Volume | Total Closed Units |
| Engel & Voelkers Olde Naples      | \$454,900                  |           | 1            |   | \$454,900           | 1                  |
| Listsmart LLC                     | \$445,000                  |           | 1            |   | \$445,000           | 1                  |
| Schooner Bay Realty, Inc.         |                            | \$443,000 |              | 1 | \$443,000           | 1                  |
| Islandwalk Real Estate Sales      |                            | \$410,000 |              | 1 | \$410,000           | 1                  |
| Century 21 Sunbelt Realty, Inc    | \$195,000                  | \$195,000 | 1            | 1 | \$390,000           | 2                  |
| Innova Real Estate Corp           | \$192,500                  | \$192,500 | 1            | 1 | \$385,000           | 2                  |
| Florida Complete Realty           |                            | \$375,000 |              | 1 | \$375,000           | 1                  |
| Sun Realty USA, Inc.              | \$375,000                  |           | 1            |   | \$375,000           | 1                  |
| Old Glory Realty                  |                            | \$365,000 |              | 1 | \$365,000           | 1                  |
| Select Real Estate                | \$170,000                  | \$170,000 | 1            | 1 | \$340,000           | 2                  |
| Boca Executive Realty LLC         |                            | \$325,000 |              | 1 | \$325,000           | 1                  |
| Cornerstone Coastal Properties    |                            | \$315,000 |              | 1 | \$315,000           | 1                  |
| Paradise Coast Property Team      |                            | \$310,000 |              | 1 | \$310,000           | 1                  |
| Jones & Co Realty                 |                            | \$298,000 |              | 1 | \$298,000           | 1                  |
| Naples Realty Services, Inc.      |                            | \$296,500 |              | 1 | \$296,500           | 1                  |
| Twin Realty Inc.                  | \$295,000                  |           | 1            |   | \$295,000           | 1                  |
| Key Real Estate                   |                            | \$295,000 |              | 1 | \$295,000           | 1                  |
| Legacy International Realty       | \$290,000                  |           | 1            |   | \$290,000           | 1                  |
| Re/Max Action                     | \$290,000                  |           | 1            |   | \$290,000           | 1                  |
| Sun Realty                        |                            | \$289,900 |              | 1 | \$289,900           | 1                  |
| Market America Realty Network     | \$285,000                  |           | 1            |   | \$285,000           | 1                  |
| Kunkle Realty, LLC                |                            | \$278,000 |              | 1 | \$278,000           | 1                  |
| Robert Slack Fine Homes LLC       |                            | \$277,500 |              | 1 | \$277,500           | 1                  |
| SWFL Imperial Realty LLC          |                            | \$275,000 |              | 1 | \$275,000           | 1                  |
| RE/MAX Blue Skies                 |                            | \$275,000 |              | 1 | \$275,000           | 1                  |
| Germain Properties of Naples, LLC |                            | \$250,000 |              | 1 | \$250,000           | 1                  |

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|                                |                            |                     |                     |            |                            |                           |            |
|                                | <b>Column Labels</b>       |                     |                     |            |                            |                           |            |
|                                | <b>Closed Volume</b>       |                     | <b>Closed Units</b> |            | <b>Total Closed Volume</b> | <b>Total Closed Units</b> |            |
| Anchor Realty of Naples        |                            | \$245,000           |                     | 1          | \$245,000                  | 1                         |            |
| Twin Metro Realty LLC          | \$239,628                  |                     | 1                   |            | \$239,628                  | 1                         |            |
| Crimaldi and Associates, LLC   | \$238,000                  |                     | 1                   |            | \$238,000                  | 1                         |            |
| Premier Realty Homes of SW FL  | \$235,000                  |                     | 1                   |            | \$235,000                  | 1                         |            |
| Results Real Estate Inc        | \$230,523                  |                     | 1                   |            | \$230,523                  | 1                         |            |
| BHHS Florida Realty            | \$213,000                  |                     | 1                   |            | \$213,000                  | 1                         |            |
| Home Legacy Realty             | \$205,000                  |                     | 1                   |            | \$205,000                  | 1                         |            |
| Pollard & Hedrich Realty, Inc. |                            | \$205,000           |                     | 1          | \$205,000                  | 1                         |            |
| Gulf Coast Elite Realty        |                            | \$195,000           |                     | 1          | \$195,000                  | 1                         |            |
| Re/MAX Radiance                | \$180,000                  |                     | 1                   |            | \$180,000                  | 1                         |            |
| Realty World-C Bagans 1st      |                            | \$178,900           |                     | 1          | \$178,900                  | 1                         |            |
| Edgewater Realty & Homes LLC   |                            | \$175,000           |                     | 1          | \$175,000                  | 1                         |            |
| Fathom Realty FL LLC           |                            | \$175,000           |                     | 1          | \$175,000                  | 1                         |            |
| Focus Real Estate              | \$147,000                  |                     | 1                   |            | \$147,000                  | 1                         |            |
| Re/Max Trend                   |                            | \$137,500           |                     | 1          | \$137,500                  | 1                         |            |
| Porter Davis Real Estate       | \$137,500                  |                     | 1                   |            | \$137,500                  | 1                         |            |
| Century 21 TriPower Realty     | \$127,200                  |                     | 1                   |            | \$127,200                  | 1                         |            |
| <b>Grand Total</b>             |                            | <b>\$74,893,545</b> | <b>\$74,893,545</b> | <b>195</b> | <b>195</b>                 | <b>\$149,787,090</b>      | <b>390</b> |