

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida	(Multiple Items)								
Sold Date	(Multiple Items)								
	Column Labels								
Row Labels	Closed Units			Closed Volume		Total Closed Units		Total Closed Volume	
	L	S	L	S					
Bonita Estero Markets Only									
John R. Wood Properties	39	44	\$	15,848,600	\$	17,794,260	83	\$	33,642,860
Coldwell Banker Residential Re	21	13	\$	21,394,400	\$	5,451,335	34	\$	26,845,735
Premier Sotheby's Int'l Realty	18	13	\$	7,529,000	\$	18,122,500	31	\$	25,651,500
Royal Shell Real Estate, Inc.	25	21	\$	14,373,250	\$	9,703,750	46	\$	24,077,000
MVP Realty Associates LLC	25	33	\$	8,271,300	\$	13,384,500	58	\$	21,655,800
Downing-Frye Realty, Inc.	36	26	\$	12,148,000	\$	9,162,500	62	\$	21,310,500
Keller Williams Elite Realty	27	22	\$	11,201,100	\$	8,589,500	49	\$	19,790,600
Premiere Plus Realty Co.	21	29	\$	6,969,650	\$	9,621,835	50	\$	16,591,485
Barry DeNicola Realty, Inc.	1	1	\$	6,750,000	\$	6,750,000	2	\$	13,500,000
Berkshire Hathaway Florida	11	14	\$	3,887,500	\$	5,178,400	25	\$	9,065,900
Realty World Florida	14	7	\$	4,927,000	\$	2,409,000	21	\$	7,336,000
Domain Realty.com LLC	8	12	\$	2,227,300	\$	3,837,500	20	\$	6,064,800
West Bay Realty Inc.	3	1	\$	3,827,000	\$	1,669,000	4	\$	5,496,000
Non-MLS Office		12			\$	4,255,649	12	\$	4,255,649
Lennar Realty Inc	7	1	\$	3,283,500	\$	650,000	8	\$	3,933,500
The Dellatore Group	1	6	\$	168,000	\$	3,262,500	7	\$	3,430,500
Elite Realty of SW FL	6	3	\$	2,214,000	\$	877,000	9	\$	3,091,000
Engel & Voelkers Olde Naples	5	2	\$	2,228,900	\$	677,500	7	\$	2,906,400
Amerivest Realty	5	6	\$	1,280,500	\$	1,585,128	11	\$	2,865,628
Sun Realty	3	5	\$	1,077,500	\$	1,702,400	8	\$	2,779,900
Mayr & Company Realty LLC		2			\$	2,360,000	2	\$	2,360,000
Sterling Property Servs Realty	2	4	\$	772,500	\$	1,552,400	6	\$	2,324,900
Waterfront Realty Group Inc	1	4	\$	247,900	\$	1,882,500	5	\$	2,130,400
Equity Realty	2	4	\$	664,000	\$	1,454,000	6	\$	2,118,000
Lehigh Real Estate & Land Corp	2	3	\$	962,500	\$	1,132,500	5	\$	2,095,000
Robert Slack Fine Homes LLC		3			\$	2,027,500	3	\$	2,027,500
RE/MAX Realty Group	2	5	\$	674,500	\$	1,295,523	7	\$	1,970,023
Right Choice Realty	4	4	\$	1,037,500	\$	844,500	8	\$	1,882,000

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	Closed Units						
Realty Group of SW Florida Inc	3	2	\$ 1,113,000	\$ 711,000	5	\$ 1,824,000	
Key Real Estate	3	2	\$ 1,200,000	\$ 617,000	5	\$ 1,817,000	
Hunters Ridge Realty Co.	3	4	\$ 787,500	\$ 967,500	7	\$ 1,755,000	
DR Horton Realty SW FL LLC	7		\$ 1,751,410		7	\$ 1,751,410	
Express Realty of SW Florida	4	2	\$ 1,161,835	\$ 561,000	6	\$ 1,722,835	
Keller Williams Realty Naples	2	5	\$ 487,535	\$ 1,227,500	7	\$ 1,715,035	
Builders Services, Inc.	4		\$ 1,711,149		4	\$ 1,711,149	
Keller Williams Realty Fort Myers	1	2	\$ 476,911	\$ 980,100	3	\$ 1,457,011	
ListWithFreedom.com, Inc.	2	1	\$ 890,000	\$ 500,000	3	\$ 1,390,000	
RealPro Realty LLC	5		\$ 1,363,000		5	\$ 1,363,000	
Jones & Co Realty	2	2	\$ 536,500	\$ 763,000	4	\$ 1,299,500	
RE/MAX Realty Team	2	2	\$ 429,500	\$ 852,200	4	\$ 1,281,700	
Naples Realty Services, Inc.	2	1	\$ 900,000	\$ 296,500	3	\$ 1,196,500	
Maxim LLC	2	1	\$ 760,000	\$ 405,000	3	\$ 1,165,000	
Cornerstone Coastal Properties	1	1	\$ 795,000	\$ 315,000	2	\$ 1,110,000	
Boca Executive Realty LLC	1	3	\$ 304,500	\$ 793,500	4	\$ 1,098,000	
Real Living Cypress Realty		2		\$ 1,075,000	2	\$ 1,075,000	
William Raveis-Florida LLC	1	1	\$ 450,000	\$ 624,900	2	\$ 1,074,900	
Independent Brokers Realty	1	1	\$ 820,000	\$ 220,500	2	\$ 1,040,500	
Century 21 Sunbelt Realty, Inc	1	3	\$ 195,000	\$ 825,000	4	\$ 1,020,000	
Compass Florida Naples	1	3	\$ 156,000	\$ 863,500	4	\$ 1,019,500	
VIP Realty Group, Inc.	1	2	\$ 277,500	\$ 699,911	3	\$ 977,411	
NextHome Advisors	1	1	\$ 480,000	\$ 480,000	2	\$ 960,000	
EXP Realty LLC		3		\$ 884,000	3	\$ 884,000	
Sellstate Achievers Realty Net	1	2	\$ 322,000	\$ 494,500	3	\$ 816,500	
Engel & Voelkers Bonita-Estero	1	1	\$ 273,000	\$ 525,000	2	\$ 798,000	
The Sheridan Network.com Inc	3		\$ 758,900		3	\$ 758,900	
RE/MAX Realty Select	1	1	\$ 305,000	\$ 445,000	2	\$ 750,000	
Distinctive Property Group Inc	1		\$ 725,000		1	\$ 725,000	
Focus Real Estate	2		\$ 612,000		2	\$ 612,000	

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Column Labels		Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Timothy R Kistel PA	1	1	\$	300,000	\$	300,000	2 \$ 600,000
Lahaina Realty	1	1	\$	389,000	\$	170,000	2 \$ 559,000
BHHS Florida Realty	1	1	\$	213,000	\$	325,000	2 \$ 538,000
Posh International Properties	1		\$	525,000			1 \$ 525,000
RE Marketing Consultants Inc		1			\$	525,000	1 \$ 525,000
My Florida Real Estate LLC	1	1	\$	259,000	\$	259,000	2 \$ 518,000
Re/MAX Radiance	2		\$	513,000			2 \$ 513,000
Naples Realty International LL	1	1	\$	250,000	\$	250,000	2 \$ 500,000
Siemienas Realty, LLC		1			\$	500,000	1 \$ 500,000
Starlink Realty, Inc		1			\$	477,000	1 \$ 477,000
Sellstate on the Beach		1			\$	475,000	1 \$ 475,000
Xclusive Homes LLC	1	1	\$	235,000	\$	235,000	2 \$ 470,000
Stewart Real Estate Company	1		\$	465,000			1 \$ 465,000
Sellstate Priority Realty	1		\$	460,000			1 \$ 460,000
Listsmart LLC	1		\$	445,000			1 \$ 445,000
Schooner Bay Realty, Inc.		1			\$	443,000	1 \$ 443,000
Century 21 Selling Paradise	1	1	\$	254,900	\$	187,000	2 \$ 441,900
Sun Coast Global, Inc.	1		\$	415,900			1 \$ 415,900
Islandwalk Real Estate Sales		1			\$	410,000	1 \$ 410,000
Edgewater Realty & Homes LLC		2			\$	408,850	2 \$ 408,850
Innova Real Estate Corp	1	1	\$	192,500	\$	192,500	2 \$ 385,000
Sun Realty USA, Inc.	1		\$	375,000			1 \$ 375,000
Florida Complete Realty		1			\$	375,000	1 \$ 375,000
Old Glory Realty		1			\$	365,000	1 \$ 365,000
Starfish Realty, Inc.		1			\$	345,000	1 \$ 345,000
Select Real Estate	1	1	\$	170,000	\$	170,000	2 \$ 340,000
Caloosa Realty Group LLC		1			\$	333,000	1 \$ 333,000
Paradise Coast Property Team		1			\$	310,000	1 \$ 310,000
Sellstate 5 Star Realty	1		\$	298,000			1 \$ 298,000
Twin Realty Inc.	1		\$	295,000			1 \$ 295,000

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Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Legacy International Realty	1		\$ 290,000		1	\$ 290,000
Re/Max Action	1		\$ 290,000		1	\$ 290,000
Market America Realty Network	1		\$ 285,000		1	\$ 285,000
Ordonez Realty LLC		1	\$ 285,000		1	\$ 285,000
Biello Realty LLC		1	\$ 280,000		1	\$ 280,000
Kunkle Realty, LLC		1	\$ 278,000		1	\$ 278,000
SWFL Imperial Realty LLC		1	\$ 275,000		1	\$ 275,000
RE/MAX Blue Skies		1	\$ 275,000		1	\$ 275,000
Marquise Property Sales, LLC.		1	\$ 272,000		1	\$ 272,000
Bella Vita Realty, LLC	1		\$ 260,000		1	\$ 260,000
Germain Properties of Naples, LLC		1	\$ 250,000		1	\$ 250,000
Anchor Realty of Naples		1	\$ 245,000		1	\$ 245,000
Twin Metro Realty LLC	1		\$ 239,628		1	\$ 239,628
Crimaldi and Associates, LLC	1		\$ 238,000		1	\$ 238,000
Premier Realty Homes of SW FL	1		\$ 235,000		1	\$ 235,000
Results Real Estate Inc	1		\$ 230,523		1	\$ 230,523
Illustrated Properties Real Estate Inc.	1		\$ 225,000		1	\$ 225,000
Pollard & Hedrich Realty, Inc.		1	\$ 205,000		1	\$ 205,000
Home Legacy Realty	1		\$ 205,000		1	\$ 205,000
Gulf Coast Elite Realty		1	\$ 195,000		1	\$ 195,000
Reese Realty LLC	1		\$ 190,000		1	\$ 190,000
Realty World-C Bagans 1st		1	\$ 178,900		1	\$ 178,900
Fathom Realty FL LLC		1	\$ 175,000		1	\$ 175,000
Waters Edge Real Estate LLC	1		\$ 174,000		1	\$ 174,000
Sky Coastal Realty LLC	1		\$ 157,000		1	\$ 157,000
Porter Davis Real Estate	1		\$ 137,500		1	\$ 137,500
Re/Max Trend		1	\$ 137,500		1	\$ 137,500
Premier Prop of Lee Ctny, Inc.	1		\$ 137,500		1	\$ 137,500
Century 21 TriPower Realty	1		\$ 127,200		1	\$ 127,200
Collier Realty & Management		1	\$ 123,750		1	\$ 123,750

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Sold Date	(Multiple Items)						
	Column Labels						
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Your Naples Realty LLC	1		\$ 106,000		1	\$	106,000
Bonita Estero Markets Only Total	384	384	\$ 163,590,291	\$ 163,590,291	768	\$	327,180,582

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Naples Market Only								
John R. Wood Properties	138	118	\$	150,823,600	\$	108,888,405	256	\$ 259,712,005
Premier Sotheby's Int'l Realty	104	76	\$	111,841,728	\$	103,902,443	180	\$ 215,744,171
Downing-Frye Realty, Inc.	112	109	\$	68,032,650	\$	71,461,824	221	\$ 139,494,474
Premiere Plus Realty Co.	135	150	\$	53,191,037	\$	58,791,998	285	\$ 111,983,035
William Raveis-Florida LLC	31	26	\$	37,045,500	\$	56,073,000	57	\$ 93,118,500
Coldwell Banker Residential Re	65	36	\$	42,557,399	\$	34,313,258	101	\$ 76,870,657
Berkshire Hathaway Florida	43	43	\$	14,821,811	\$	38,808,095	86	\$ 53,629,906
MVP Realty Associates LLC	57	78	\$	19,519,900	\$	32,507,438	135	\$ 52,027,338
Gulf Coast International Prop	7	8	\$	34,314,000	\$	17,679,000	15	\$ 51,993,000
Barry DeNicola Realty, Inc.	6	2	\$	28,640,000	\$	2,575,000	8	\$ 31,215,000
Compass Florida Naples	10	6	\$	25,498,500	\$	3,674,000	16	\$ 29,172,500
Amerivest Realty	16	33	\$	6,783,000	\$	19,188,465	49	\$ 25,971,465
Non-MLS Office	3	26	\$	1,205,805	\$	22,964,852	29	\$ 24,170,657
Keller Williams Elite Realty	7	11	\$	2,565,500	\$	11,826,844	18	\$ 14,392,344
Keller Williams Realty Naples	15	18	\$	6,134,150	\$	7,385,536	33	\$ 13,519,686
Waterfront Realty Group Inc	12	17	\$	5,422,000	\$	7,404,500	29	\$ 12,826,500
Royal Shell Real Estate, Inc.	9	10	\$	3,400,100	\$	8,126,875	19	\$ 11,526,975
Domain Realty.com LLC	11	17	\$	3,106,022	\$	7,945,172	28	\$ 11,051,194
Engel & Voelkers Olde Naples	3	5	\$	5,150,000	\$	5,733,900	8	\$ 10,883,900
KE Talis Park Real Estate Co	4	5	\$	5,058,100	\$	5,804,100	9	\$ 10,862,200
Stock Realty, LLC	4	2	\$	6,937,220	\$	3,874,270	6	\$ 10,811,490
The Forrest Company Realty of Naples Inc	1	1	\$	5,125,000	\$	5,125,000	2	\$ 10,250,000
Re/Max Affinity Plus	5	2	\$	3,673,000	\$	5,029,000	7	\$ 8,702,000
Naples Realty Services, Inc.	4	8	\$	4,493,000	\$	3,892,625	12	\$ 8,385,625
Florida Home Realty Inc	2	7	\$	1,550,000	\$	6,440,500	9	\$ 7,990,500
Weekly Realty Group, LLC	2	2	\$	3,970,000	\$	3,970,000	4	\$ 7,940,000
Realty World Florida	4	4	\$	5,955,000	\$	1,751,400	8	\$ 7,706,400
The Keyes Company/PSL	7	3	\$	5,294,530	\$	2,052,396	10	\$ 7,346,926
McQuaid & Company LLC	3	6	\$	4,079,500	\$	3,154,000	9	\$ 7,233,500

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Spina Realty Company		1		\$	6,450,000	1	\$ 6,450,000
Equity Realty	4	13	\$	1,394,000	\$ 4,976,500	17	\$ 6,370,500
DR Horton Realty SW FL LLC	11	3	\$	4,914,390	\$ 1,356,150	14	\$ 6,270,540
West Shore Properties RE,MNGT	2	3	\$	2,892,500	\$ 3,142,500	5	\$ 6,035,000
Sun Realty	13	11	\$	3,280,500	\$ 2,493,500	24	\$ 5,774,000
Florida Realty & Co.	1	1	\$	2,700,000	\$ 2,700,000	2	\$ 5,400,000
L.H. Fleming & Company, Real Estate	4	4	\$	2,700,000	\$ 2,686,500	8	\$ 5,386,500
Robert Slack Fine Homes LLC		5			\$ 5,321,900	5	\$ 5,321,900
Opyt Realty Inc	1	15	\$	650,000	\$ 4,558,800	16	\$ 5,208,800
EXP Realty LLC	6	8	\$	1,279,900	\$ 3,540,500	14	\$ 4,820,400
Xclusive Homes LLC	9	9	\$	2,357,400	\$ 2,397,000	18	\$ 4,754,400
RE/MAX Realty Select	11	4	\$	3,213,499	\$ 1,377,500	15	\$ 4,590,999
Marcuzzo Real Estate	3	4	\$	1,260,000	\$ 3,292,600	7	\$ 4,552,600
Taylor Morrison Realty of FL	9		\$	4,485,801		9	\$ 4,485,801
Naples TBI Realty LLC	4	3	\$	2,414,294	\$ 1,768,041	7	\$ 4,182,335
Lennar Realty Inc	11		\$	4,138,914		11	\$ 4,138,914
RE/MAX Affinity Mercato	9		\$	4,087,000		9	\$ 4,087,000
RE/MAX Blue Skies	4	5	\$	2,095,000	\$ 1,644,000	9	\$ 3,739,000
The Agency of SW Florida Inc		2			\$ 3,639,900	2	\$ 3,639,900
A Plus Realty	3	9	\$	985,500	\$ 2,587,300	12	\$ 3,572,800
Arbor Trace Realty	3	4	\$	1,617,000	\$ 1,927,000	7	\$ 3,544,000
Ashton Orlando Residential LLC	5	3	\$	2,118,220	\$ 1,334,990	8	\$ 3,453,210
Harborview Realty Inc	2	4	\$	897,500	\$ 2,336,659	6	\$ 3,234,159
Quail Communities Realty, Inc.	3	2	\$	1,915,000	\$ 1,245,000	5	\$ 3,160,000
Allison James Estates and Home	5	3	\$	1,771,225	\$ 1,247,000	8	\$ 3,018,225
Prime Location Brokers LLC	1	1	\$	1,500,000	\$ 1,500,000	2	\$ 3,000,000
Mediterra Realty	1		\$	3,000,000		1	\$ 3,000,000
Islandwalk Real Estate Sales	5	3	\$	1,715,000	\$ 1,185,000	8	\$ 2,900,000
Gulf Coast Properties Group	4	6	\$	1,185,250	\$ 1,675,120	10	\$ 2,860,370
Hamro & Associates LLC	5	6	\$	1,276,900	\$ 1,502,000	11	\$ 2,778,900

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Builders Services, Inc.	7		\$ 2,716,428		7	\$ 2,716,428
Neapolitan Realty LLC	1		\$ 2,700,000		1	\$ 2,700,000
Hudson Realty Executives LLC	3	5	\$ 1,251,008	\$ 1,328,000	8	\$ 2,579,008
Vineyards Realty Inc	2	2	\$ 1,279,900	\$ 1,279,900	4	\$ 2,559,800
Keller Williams Realty - Marco	4	5	\$ 999,900	\$ 1,540,000	9	\$ 2,539,900
BHHS Florida Realty	5		\$ 2,526,650		5	\$ 2,526,650
World Realty Services, LLC		2	\$ 2,357,900		2	\$ 2,357,900
Express Realty of SW Florida	8		\$ 2,265,665		8	\$ 2,265,665
Premier Property Management	4	3	\$ 1,323,400	\$ 897,500	7	\$ 2,220,900
Quail West Realty	1		\$ 2,100,000		1	\$ 2,100,000
White Sands Realty	2	2	\$ 797,000	\$ 1,270,000	4	\$ 2,067,000
RealPro Realty LLC	3	3	\$ 704,000	\$ 1,300,000	6	\$ 2,004,000
Tropics Real Estate, LLC	3	6	\$ 706,000	\$ 1,234,000	9	\$ 1,940,000
The Willis Group, LLC	1		\$ 1,900,000		1	\$ 1,900,000
Golf Life Properties, LLC		1	\$ 1,850,000		1	\$ 1,850,000
Boca Executive Realty LLC	1	3	\$ 405,000	\$ 1,399,500	4	\$ 1,804,500
Veronawalk Realty Inc	3	2	\$ 1,021,000	\$ 766,000	5	\$ 1,787,000
Independent Brokers Realty		3	\$ 1,710,000		3	\$ 1,710,000
Realty World, Top Producers Realty, Inc.	4		\$ 1,704,899		4	\$ 1,704,899
Dream Homes Realty of Naples	1	5	\$ 226,850	\$ 1,441,350	6	\$ 1,668,200
Saggio Realty, Inc	3	3	\$ 618,000	\$ 1,035,000	6	\$ 1,653,000
Port of the Islands Realty LLC	3	5	\$ 564,000	\$ 1,071,000	8	\$ 1,635,000
Homes and Land Brokers, Inc.	3	1	\$ 1,153,000	\$ 472,000	4	\$ 1,625,000
Stiles Sowers & Associates		1	\$ 1,600,000		1	\$ 1,600,000
Keller Williams Realty Fort Myers	1	2	\$ 185,000	\$ 1,361,000	3	\$ 1,546,000
RL Nardi & Associates, Inc.	2	3	\$ 564,000	\$ 955,000	5	\$ 1,519,000
SW Management & Realty LLC	1		\$ 1,514,986		1	\$ 1,514,986
Paradise Coast Property Team	2	4	\$ 650,000	\$ 863,000	6	\$ 1,513,000
Century 21 Selling Paradise	1	4	\$ 429,000	\$ 1,064,000	5	\$ 1,493,000
A.R.B.C. Rlty Of Sw Fl., Inc.	1		\$ 1,483,200		1	\$ 1,483,200

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Vineyards Properties Inc	3		\$ 1,465,250		3	\$ 1,465,250
BK Homes Realty	1			\$ 1,408,495	1	\$ 1,408,495
Community Realty Associates	1		\$ 1,402,875		1	\$ 1,402,875
RE/MAX Realty Team	4	2	\$ 859,999	\$ 506,000	6	\$ 1,365,999
Barclay Realty Group	1	2	\$ 680,000	\$ 683,000	3	\$ 1,363,000
David C. Brown Realty, Inc	3	4	\$ 617,200	\$ 737,200	7	\$ 1,354,400
Gulf Breeze Real Estate, LLC	5	1	\$ 1,084,000	\$ 260,000	6	\$ 1,344,000
Assist 2 Sell Buyers & Sellers	2	2	\$ 636,000	\$ 708,000	4	\$ 1,344,000
Real Estate of South Florida	2	2	\$ 625,000	\$ 705,000	4	\$ 1,330,000
Realhome Services and Solution	6		\$ 1,324,255		6	\$ 1,324,255
RE/MAX Realty Group		4		\$ 1,315,775	4	\$ 1,315,775
Naples Pro Realty	2	2	\$ 570,000	\$ 735,000	4	\$ 1,305,000
Kingdom Realty Services LLC	3	1	\$ 997,900	\$ 305,000	4	\$ 1,302,900
Florida Prime Realty, LLC	1	1	\$ 260,000	\$ 1,042,500	2	\$ 1,302,500
Re/Max Trend	1	1	\$ 650,000	\$ 650,000	2	\$ 1,300,000
Ruby Realty Company	1	2	\$ 220,000	\$ 1,077,500	3	\$ 1,297,500
Sun Realty USA, Inc.	3	2	\$ 732,500	\$ 520,000	5	\$ 1,252,500
Saggio Realty Inc.		4		\$ 1,242,999	4	\$ 1,242,999
Twin Realty Inc.		2		\$ 1,189,900	2	\$ 1,189,900
Illustrated Properties Real Estate Inc.	3		\$ 1,169,000		3	\$ 1,169,000
Neal Communities Realty, Inc.	2	1	\$ 709,853	\$ 404,853	3	\$ 1,114,706
Engel & Voelkers Bonita-Estero		2		\$ 1,071,000	2	\$ 1,071,000
Starling Realty Inc		3		\$ 1,035,000	3	\$ 1,035,000
Realty Group of SW Florida Inc	2	2	\$ 579,000	\$ 427,000	4	\$ 1,006,000
Phoenix Homes Inc	1		\$ 1,000,000		1	\$ 1,000,000
Current Real Estate & Mgmt Inc	1		\$ 982,500		1	\$ 982,500
The Miano Group Realty LLC		3		\$ 980,000	3	\$ 980,000
Naples Real Estate Consultants	1	1	\$ 510,000	\$ 435,000	2	\$ 945,000
Island Realty Marco	1	1	\$ 450,000	\$ 450,000	2	\$ 900,000
Re/Max Action	3		\$ 899,000		3	\$ 899,000

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida Sold Date	(Multiple Items)	(Multiple Items)							
Column Labels		Closed Volume				Total Closed Units		Total Closed Volume	
	Closed Units								
Blue Heron Realty of Naples	2	2	\$	447,000	\$	447,000	4	\$	894,000
ANO Realty LLC	1	3	\$	282,950	\$	607,950	4	\$	890,900
Tropical Paradise Realty Inc	1	1	\$	370,000	\$	515,000	2	\$	885,000
Bayside Realty SWFL LLC	1	2	\$	235,000	\$	635,000	3	\$	870,000
Ted Hofferber P A	3		\$	860,000			3	\$	860,000
Coffey Real Estate Services, Corp	3	2	\$	469,500	\$	382,500	5	\$	852,000
Florida's Realty Specialists	1	1	\$	460,000	\$	338,000	2	\$	798,000
Bayview Realty of Florida	1	1	\$	160,000	\$	620,000	2	\$	780,000
TMB Realty Inc	2	1	\$	541,000	\$	205,000	3	\$	746,000
Clausen Properties Inc		1			\$	720,000	1	\$	720,000
Hartford Realty LLC	1	1	\$	272,600	\$	439,000	2	\$	711,600
Pelican I Real Estate & Development, Inc	1		\$	700,000			1	\$	700,000
Banyan Naples Realty Co		2			\$	683,190	2	\$	683,190
Wilson & Associates RE Inc	1		\$	680,000			1	\$	680,000
Naples Florida Luxury Realty	1		\$	677,000			1	\$	677,000
Bay Forest Real Estate Services, Inc.	1	1	\$	332,500	\$	332,500	2	\$	665,000
RE/MAX Dream		2			\$	660,000	2	\$	660,000
TJS Realty, Inc.	1		\$	650,000			1	\$	650,000
Thomas & French International Properties		1			\$	628,000	1	\$	628,000
Blue Lighthouse Realty Inc	1		\$	625,000			1	\$	625,000
Real Estate Broker Direct Inc.	1	2	\$	149,900	\$	464,800	3	\$	614,700
Century 21 Sunbelt Realty, Inc	1	1	\$	240,000	\$	355,000	2	\$	595,000
List In MLS Realty, LLC	1		\$	586,000			1	\$	586,000
Collier Realty & Management		1			\$	575,000	1	\$	575,000
Bud Coleman Associates Inc	1		\$	575,000			1	\$	575,000
Staton Properties, LLC	1	1	\$	190,000	\$	378,500	2	\$	568,500
Sellstate on 5th		2			\$	558,000	2	\$	558,000
Florida Global Professional	2		\$	555,000			2	\$	555,000
Naples Beach Realty	1	1	\$	350,000	\$	203,000	2	\$	553,000
Universe Realty Group, Inc	2		\$	549,900			2	\$	549,900

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SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida Sold Date	(Multiple Items) (Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
U S Prime Realty, LLC	1	1	\$ 257,900	\$ 289,000	2	\$ 546,900	
Christopher Realty Inc		2		\$ 545,000	2	\$ 545,000	
SWFL Real Estate Experts	1		\$ 544,500		1	\$ 544,500	
Diversified Real Estate Group	1		\$ 540,000		1	\$ 540,000	
Price Realty of Naples Inc	1		\$ 539,900		1	\$ 539,900	
Naples Coastal Realty Inc	1		\$ 535,000		1	\$ 535,000	
Your Naples Realty LLC	1	1	\$ 345,000	\$ 188,000	2	\$ 533,000	
Elite Realty of SW FL		1		\$ 515,000	1	\$ 515,000	
Faust Realty Group	1	1	\$ 242,000	\$ 260,000	2	\$ 502,000	
Signature Intl Premier Prop		1		\$ 500,000	1	\$ 500,000	
Heights Realty & Investments	1	1	\$ 247,000	\$ 247,000	2	\$ 494,000	
Kunkle Realty, LLC	1	2	\$ 198,000	\$ 289,500	3	\$ 487,500	
ListWithFreedom.com, Inc.	1		\$ 485,000		1	\$ 485,000	
VIP Realty Group, Inc.	3		\$ 469,000		3	\$ 469,000	
Safe Harbor Real Estate Service		2		\$ 467,500	2	\$ 467,500	
Gulf Access Realty Inc		1		\$ 450,000	1	\$ 450,000	
Olde Naples Real Estate, Inc.	1		\$ 439,000		1	\$ 439,000	
Love Naples LLC	1		\$ 435,000		1	\$ 435,000	
Unique Properties of Naples, Inc.		1		\$ 430,000	1	\$ 430,000	
M.J. Duvekot Real Estate Services		1		\$ 425,000	1	\$ 425,000	
Vacation Property Mgmt Realty	1		\$ 425,000		1	\$ 425,000	
Gulf Gateway Realty, Inc.		1		\$ 425,000	1	\$ 425,000	
Sellstate Priority Realty		1		\$ 418,000	1	\$ 418,000	
Results Realty Marco Island		1		\$ 416,420	1	\$ 416,420	
Sunstream Realty, LLC		2		\$ 415,000	2	\$ 415,000	
Bar Investment Realty LLC	1		\$ 410,000		1	\$ 410,000	
My Florida Real Estate LLC		1		\$ 410,000	1	\$ 410,000	
Twin Metro Realty LLC	1		\$ 405,000		1	\$ 405,000	
Villastate Realty	1	1	\$ 198,000	\$ 198,000	2	\$ 396,000	
Tropical Home Realty LLC		2		\$ 392,150	2	\$ 392,150	

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida Sold Date	(Multiple Items) (Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Starlink Realty, Inc		2	\$ 392,000		2	\$ 392,000
Blue Beach Home,LLC	1		\$ 390,000		1	\$ 390,000
Gulf Coast Management Group LL	2		\$ 385,000		2	\$ 385,000
Premier Realty Homes of SW FL	1		\$ 380,000		1	\$ 380,000
Adnoram Realty Corporation	1		\$ 379,625		1	\$ 379,625
Cash Flow Realty Inc		1	\$ 363,000		1	\$ 363,000
Gulf Region Realty	1		\$ 360,000		1	\$ 360,000
Fidelity Florida Realty Corp	1		\$ 355,000		1	\$ 355,000
Schulz Realty LLC		1	\$ 354,000		1	\$ 354,000
Kim Levitan Realty	1		\$ 350,000		1	\$ 350,000
McNeil Real Estate, Inc.		1	\$ 350,000		1	\$ 350,000
United Real Estate	1		\$ 349,000		1	\$ 349,000
Royal Properties of Naples LLC	1		\$ 348,000		1	\$ 348,000
Bartley Realty LLLP	1		\$ 345,000		1	\$ 345,000
Cliffoney Realty LLC	1		\$ 343,000		1	\$ 343,000
All In One Realty Group, Inc.	1		\$ 338,000		1	\$ 338,000
Cornerstone Coastal Properties		1	\$ 337,000		1	\$ 337,000
Hero Real Estate & Co		1	\$ 322,500		1	\$ 322,500
Real Broker, LLC		1	\$ 320,000		1	\$ 320,000
Starfish Realty, Inc.	1		\$ 317,500		1	\$ 317,500
MAFF Realty Services LLC		1	\$ 315,000		1	\$ 315,000
Platinum Real Estate		1	\$ 312,500		1	\$ 312,500
Fischer Realty Int LLC		2	\$ 307,000		2	\$ 307,000
Luxury & Beach Realty Inc		1	\$ 307,000		1	\$ 307,000
Tec Realty LLC		1	\$ 300,000		1	\$ 300,000
O.K. Realty Inc.	1		\$ 295,000		1	\$ 295,000
Edgewater Realty & Homes LLC		1	\$ 290,000		1	\$ 290,000
Wilderness of Naples Realty		1	\$ 290,000		1	\$ 290,000
Caine Premier Properties LLC		1	\$ 289,000		1	\$ 289,000
Mueller & Partners LLC	1	1	\$ 144,000	\$ 144,000	2	\$ 288,000

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida Sold Date	(Multiple Items) (Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Charming Homes Realty LLC		1	\$ 284,500		1	\$ 284,500
Pikus Realty PA	1		\$ 279,500		1	\$ 279,500
Kaye Realty Inc.	1		\$ 279,000		1	\$ 279,000
Parkline Realty Associates LLC		1	\$ 278,000		1	\$ 278,000
The Square Realty		1	\$ 277,500		1	\$ 277,500
Nardi Realty		1	\$ 275,000		1	\$ 275,000
Green Coast Realty Inc		1	\$ 270,000		1	\$ 270,000
Napoli Realty Services, LLC	1		\$ 270,000		1	\$ 270,000
REK Realty	1		\$ 268,000		1	\$ 268,000
Jones & Co Realty		1	\$ 265,500		1	\$ 265,500
RFK Realty	1		\$ 265,000		1	\$ 265,000
Plunkett Realty LLC		1	\$ 262,000		1	\$ 262,000
Hunters Ridge Realty Co.		1	\$ 260,000		1	\$ 260,000
Perfect Properties of Naples, Inc.	1		\$ 251,000		1	\$ 251,000
Grice Realty Inc		1	\$ 250,000		1	\$ 250,000
REVirtually LLC	1		\$ 247,500		1	\$ 247,500
Janeiro Realty, LLC	1		\$ 244,000		1	\$ 244,000
The Sheridan Network.com Inc	1		\$ 243,500		1	\$ 243,500
Levitan Realty		1	\$ 239,900		1	\$ 239,900
Hovland, Inc.	1		\$ 235,000		1	\$ 235,000
Signature International Premier Properties		1	\$ 235,000		1	\$ 235,000
Re/Max Realty Partners	1		\$ 232,000		1	\$ 232,000
ToastyinNaples.com Realty	1		\$ 231,500		1	\$ 231,500
United Real Estate Infinity		1	\$ 229,900		1	\$ 229,900
Century 21 First Southern Trust		1	\$ 223,000		1	\$ 223,000
Phelps Realty Services		1	\$ 218,500		1	\$ 218,500
NOCO LLC	1		\$ 218,000		1	\$ 218,000
Land & Sea Intl Realty		1	\$ 218,000		1	\$ 218,000
Broadway Realty & Management I	1	1	\$ 109,000	\$ 109,000	2	\$ 218,000
America's Realty Corp of SW Fl		1	\$ 215,000		1	\$ 215,000

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SWFL Closed Transactions 2019 Report Workbook - Closed NA-BN-ES Company Volume Ranking By Sub-Market

(13) NA-BN-ES Sub-Market

SW Florida Sold Date	(Multiple Items)	(Multiple Items)					
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Sundial Realty Naples Florida		1	\$ 207,000		1	\$	207,000
Seaside Properties of South Florida, Inc.	1		\$ 205,000		1	\$	205,000
Fathom Realty FL LLC		1	\$ 195,000		1	\$	195,000
Sellstate Prime Realty		1	\$ 190,000		1	\$	190,000
Experience Real Estate Group	1		\$ 190,000		1	\$	190,000
Andis Real Estate Services LLC	1		\$ 190,000		1	\$	190,000
All Florida Property Group Inc	1		\$ 185,000		1	\$	185,000
Dean Fry Realty		1	\$ 180,000		1	\$	180,000
TSD Realty	1		\$ 179,900		1	\$	179,900
Lee International Realty Inc		1	\$ 170,000		1	\$	170,000
Brand & Associates Inc.	1		\$ 170,000		1	\$	170,000
The Dellatore Group		1	\$ 157,000		1	\$	157,000
Aadvisor Rentals Inc		1	\$ 155,500		1	\$	155,500
Naples Realty International LL	1		\$ 154,000		1	\$	154,000
MAKS Realty Inc	1		\$ 139,000		1	\$	139,000
Patten Properties of Florida		1	\$ 138,600		1	\$	138,600
Florida Elite Realty Inc	1		\$ 138,600		1	\$	138,600
Yerger Realty		1	\$ 137,500		1	\$	137,500
Results Real Estate Inc	1		\$ 135,000		1	\$	135,000
KPMG Realty LLC	1		\$ 134,900		1	\$	134,900
Realty Executives Signature		1	\$ 130,000		1	\$	130,000
Florida Golf Realty LLC		1	\$ 122,500		1	\$	122,500
Sellstate 5 Star Realty	1		\$ 120,000		1	\$	120,000
Sun Royal Realty Inc		1	\$ 110,000		1	\$	110,000
Listsmart LLC	1		\$ 107,900		1	\$	107,900
Pelican's Nest Realty Services		1	\$ 82,500		1	\$	82,500
Naples Market Only Total	1174	1174	\$ 803,721,138	\$ 803,721,138	2348	\$	1,607,442,276
Grand Total	1558	1558	\$ 967,311,429	\$ 967,311,429	3116	\$	1,934,622,858