

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
BN01	Barry DeNicola Realty, Inc.	\$ 13,500,000	2	0.70%
	Coldwell Banker Residential Re	\$ 13,509,000	3	0.70%
	Maxim LLC	\$ 525,000	1	0.03%
	My Florida Real Estate LLC	\$ 518,000	2	0.03%
	Premier Sotheby's Int'l Realty	\$ 13,000,000	2	0.67%
	Premiere Plus Realty Co.	\$ 571,250	1	0.03%
	RE Marketing Consultants Inc	\$ 525,000	1	0.03%
	Realty Group of SW Florida Inc	\$ 509,000	1	0.03%
	Royal Shell Real Estate, Inc.	\$ 571,250	1	0.03%
BN01 Total		\$ 43,228,500	14	2.23%
BN02	Coldwell Banker Residential Re	\$ 1,025,000	2	0.05%
	Downing-Frye Realty, Inc.	\$ 1,256,000	4	0.06%
	Elite Realty of SW FL	\$ 190,000	1	0.01%
	Engel & Voelkers Bonita-Estero	\$ 525,000	1	0.03%
	Lehigh Real Estate & Land Corp	\$ 650,000	2	0.03%
	MVP Realty Associates LLC	\$ 398,000	2	0.02%
	Non-MLS Office	\$ 295,000	1	0.02%
	Posh International Properties	\$ 525,000	1	0.03%
	Premier Sotheby's Int'l Realty	\$ 850,000	2	0.04%
	Premiere Plus Realty Co.	\$ 903,000	3	0.05%
	RealPro Realty LLC	\$ 595,000	1	0.03%
	Realty Group of SW Florida Inc	\$ 430,000	1	0.02%
	Realty World Florida	\$ 564,000	2	0.03%
	Royal Shell Real Estate, Inc.	\$ 615,000	1	0.03%
	Sellstate Priority Realty	\$ 460,000	1	0.02%
	Starfish Realty, Inc.	\$ 345,000	1	0.02%
BN02 Total		\$ 9,626,000	26	0.50%
BN04	Berkshire Hathaway Florida	\$ 210,000	1	0.01%

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Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
BN04	Century 21 Selling Paradise	\$ 254,900	1	0.01%
	Coldwell Banker Residential Re	\$ 2,100,000	2	0.11%
	Distinctive Property Group Inc	\$ 725,000	1	0.04%
	Downing-Frye Realty, Inc.	\$ 1,390,000	1	0.07%
	Engel & Voelkers Olde Naples	\$ 307,500	1	0.02%
	John R. Wood Properties	\$ 5,617,400	14	0.29%
	Keller Williams Elite Realty	\$ 365,000	1	0.02%
	Maxim LLC	\$ 405,000	1	0.02%
	MVP Realty Associates LLC	\$ 840,000	2	0.04%
	Royal Shell Real Estate, Inc.	\$ 10,700,000	11	0.55%
	The Dellatore Group	\$ 2,075,000	3	0.11%
	Waterfront Realty Group Inc	\$ 1,340,000	1	0.07%
BN04 Total		\$ 26,329,800	40	1.36%
BN05	Berkshire Hathaway Florida	\$ 2,675,000	3	0.14%
	Century 21 TriPower Realty	\$ 127,200	1	0.01%
	Coldwell Banker Residential Re	\$ 1,617,000	4	0.08%
	Domain Realty.com LLC	\$ 475,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 3,695,000	5	0.19%
	Engel & Voelkers Olde Naples	\$ 995,000	1	0.05%
	Equity Realty	\$ 475,000	1	0.02%
	John R. Wood Properties	\$ 8,544,000	10	0.44%
	Keller Williams Elite Realty	\$ 5,335,000	4	0.28%
	Lehigh Real Estate & Land Corp	\$ 1,275,000	2	0.07%
	Lennar Realty Inc	\$ 1,075,000	1	0.06%
	MVP Realty Associates LLC	\$ 3,167,500	4	0.16%
	Non-MLS Office	\$ 1,340,000	2	0.07%
	Porter Davis Real Estate	\$ 137,500	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 2,410,000	5	0.12%

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Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Premiere Plus Realty Co.	\$ 1,015,000	2	0.05%
	RE/MAX Realty Group	\$ 230,523	1	0.01%
	RE/MAX Realty Team	\$ 261,700	2	0.01%
	Re/Max Trend	\$ 137,500	1	0.01%
	Results Real Estate Inc	\$ 230,523	1	0.01%
	Right Choice Realty	\$ 465,000	2	0.02%
	Robert Slack Fine Homes LLC	\$ 625,000	1	0.03%
	Royal Shell Real Estate, Inc.	\$ 2,030,000	3	0.10%
	Sellstate 5 Star Realty	\$ 298,000	1	0.02%
	Starlink Realty, Inc	\$ 477,000	1	0.02%
BN05 Total		\$ 39,113,446	60	2.02%
BN06	Anchor Realty of Naples	\$ 245,000	1	0.01%
	Coldwell Banker Residential Re	\$ 805,000	2	0.04%
	Cornerstone Coastal Properties	\$ 315,000	1	0.02%
	Domain Realty.com LLC	\$ 404,500	2	0.02%
	Downing-Frye Realty, Inc.	\$ 1,647,500	5	0.09%
	EXP Realty LLC	\$ 274,000	1	0.01%
	John R. Wood Properties	\$ 755,000	2	0.04%
	Jones & Co Realty	\$ 273,000	1	0.01%
	Keller Williams Elite Realty	\$ 162,500	1	0.01%
	Lahaina Realty	\$ 389,000	1	0.02%
	ListWithFreedom.com, Inc.	\$ 1,000,000	2	0.05%
	MVP Realty Associates LLC	\$ 750,000	2	0.04%
	NextHome Advisors	\$ 960,000	2	0.05%
	Ordonez Realty LLC	\$ 285,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 770,000	2	0.04%
	Premiere Plus Realty Co.	\$ 1,323,000	4	0.07%
	Realty World Florida	\$ 217,500	1	0.01%

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Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
BN06	Right Choice Realty	\$ 242,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 995,000	2	0.05%
	Siemienas Realty, LLC	\$ 500,000	1	0.03%
	Sterling Property Servs Realty	\$ 389,000	1	0.02%
	Sun Realty	\$ 756,000	2	0.04%
BN06 Total		\$ 13,458,000	38	0.70%
BN07	Biello Realty LLC	\$ 280,000	1	0.01%
	Coldwell Banker Residential Re	\$ 160,000	1	0.01%
	Domain Realty.com LLC	\$ 732,500	3	0.04%
	Downing-Frye Realty, Inc.	\$ 341,000	2	0.02%
	Engel & Voelkers Olde Naples	\$ 335,000	1	0.02%
	Fathom Realty FL LLC	\$ 175,000	1	0.01%
	John R. Wood Properties	\$ 2,030,000	7	0.10%
	Keller Williams Elite Realty	\$ 637,500	3	0.03%
	MVP Realty Associates LLC	\$ 589,000	3	0.03%
	Premier Prop of Lee Ctny, Inc.	\$ 137,500	1	0.01%
	Premiere Plus Realty Co.	\$ 448,000	2	0.02%
	RealPro Realty LLC	\$ 660,000	3	0.03%
	Realty World Florida	\$ 335,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 635,000	3	0.03%
	The Dellatore Group	\$ 168,000	1	0.01%
	Waterfront Realty Group Inc	\$ 137,500	1	0.01%
BN07 Total		\$ 7,801,000	34	0.40%
BN08	Cornerstone Coastal Properties	\$ 795,000	1	0.04%
	Domain Realty.com LLC	\$ 390,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 155,000	1	0.01%
	John R. Wood Properties	\$ 795,000	1	0.04%
	Keller Williams Elite Realty	\$ 390,000	1	0.02%

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Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
BN08	Keller Williams Realty Naples	\$ 155,000	1	0.01%
	Kunkle Realty, LLC	\$ 278,000	1	0.01%
	MVP Realty Associates LLC	\$ 278,000	1	0.01%
	Non-MLS Office	\$ 108,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 430,000	2	0.02%
	Premiere Plus Realty Co.	\$ 1,480,000	3	0.08%
	RealPro Realty LLC	\$ 108,000	1	0.01%
	Sun Realty	\$ 420,000	1	0.02%
	The Dellatore Group	\$ 450,000	1	0.02%
	William Raveis-Florida LLC	\$ 450,000	1	0.02%
BN08 Total		\$ 6,682,000	18	0.35%
BN09	Berkshire Hathaway Florida	\$ 195,000	1	0.01%
	Coldwell Banker Residential Re	\$ 195,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 854,500	3	0.04%
	John R. Wood Properties	\$ 221,000	1	0.01%
	Keller Williams Elite Realty	\$ 214,500	1	0.01%
	MVP Realty Associates LLC	\$ 819,500	2	0.04%
	Premiere Plus Realty Co.	\$ 709,500	3	0.04%
	Realty World Florida	\$ 435,000	1	0.02%
	Right Choice Realty	\$ 805,000	3	0.04%
	Royal Shell Real Estate, Inc.	\$ 449,000	2	0.02%
BN09 Total		\$ 4,898,000	18	0.25%
BN10	Amerivest Realty	\$ 1,065,000	4	0.06%
	Berkshire Hathaway Florida	\$ 776,000	4	0.04%
	Boca Executive Realty LLC	\$ 588,500	2	0.03%
	Coldwell Banker Residential Re	\$ 307,835	1	0.02%
	Domain Realty.com LLC	\$ 735,000	2	0.04%
	Downing-Frye Realty, Inc.	\$ 1,061,000	4	0.05%

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	DR Horton Realty SW FL LLC	\$ 1,751,410	7	0.09%
	Edgewater Realty & Homes LLC	\$ 233,850	1	0.01%
	Engel & Voelkers Bonita-Estero	\$ 273,000	1	0.01%
	Express Realty of SW Florida	\$ 1,722,835	6	0.09%
	Innova Real Estate Corp	\$ 385,000	2	0.02%
	John R. Wood Properties	\$ 629,060	3	0.03%
	Jones & Co Realty	\$ 263,500	1	0.01%
	Keller Williams Realty Naples	\$ 493,000	3	0.03%
	Market America Realty Network	\$ 285,000	1	0.01%
	MVP Realty Associates LLC	\$ 2,495,000	7	0.13%
	Non-MLS Office	\$ 214,500	2	0.01%
	Pollard & Hedrich Realty, Inc.	\$ 205,000	1	0.01%
	Premiere Plus Realty Co.	\$ 1,001,000	4	0.05%
	Royal Shell Real Estate, Inc.	\$ 813,000	3	0.04%
	SWFL Imperial Realty LLC	\$ 275,000	1	0.01%
	Waterfront Realty Group Inc	\$ 231,000	1	0.01%
	Xclusive Homes LLC	\$ 470,000	2	0.02%
	Your Naples Realty LLC	\$ 106,000	1	0.01%
BN10 Total		\$ 16,380,490	64	0.85%
BN11	Amerivest Realty	\$ 597,000	2	0.03%
	Berkshire Hathaway Florida	\$ 764,000	2	0.04%
	Century 21 Sunbelt Realty, Inc	\$ 370,000	1	0.02%
	Coldwell Banker Residential Re	\$ 370,000	1	0.02%
	Compass Florida Naples	\$ 312,000	2	0.02%
	Downing-Frye Realty, Inc.	\$ 823,500	4	0.04%
	Edgewater Realty & Homes LLC	\$ 175,000	1	0.01%
	Focus Real Estate	\$ 147,000	1	0.01%
	John R. Wood Properties	\$ 557,500	2	0.03%

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BN11	MVP Realty Associates LLC	\$ 372,000	2	0.02%
	Naples Realty Services, Inc.	\$ 460,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 825,000	2	0.04%
	Premiere Plus Realty Co.	\$ 365,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 1,063,000	4	0.05%
	Timothy R Kistel PA	\$ 600,000	2	0.03%
BN11 Total		\$ 7,801,000	28	0.40%
BN12	Amerivest Realty	\$ 477,000	2	0.02%
	Berkshire Hathaway Florida	\$ 1,121,500	4	0.06%
	BHHS Florida Realty	\$ 325,000	1	0.02%
	Coldwell Banker Residential Re	\$ 741,500	3	0.04%
	Collier Realty & Management	\$ 123,750	1	0.01%
	Crimaldi and Associates, LLC	\$ 238,000	1	0.01%
	Domain Realty.com LLC	\$ 1,008,900	3	0.05%
	Downing-Frye Realty, Inc.	\$ 961,500	4	0.05%
	Elite Realty of SW FL	\$ 940,000	2	0.05%
	Engel & Voelkers Olde Naples	\$ 454,900	1	0.02%
	Equity Realty	\$ 769,000	2	0.04%
	Hunters Ridge Realty Co.	\$ 1,755,000	7	0.09%
	Illustrated Properties Real Estate Inc.	\$ 225,000	1	0.01%
	Islandwalk Real Estate Sales	\$ 410,000	1	0.02%
	John R. Wood Properties	\$ 8,070,600	21	0.42%
	Keller Williams Elite Realty	\$ 926,000	4	0.05%
	Keller Williams Realty Naples	\$ 657,035	2	0.03%
	Key Real Estate	\$ 245,000	1	0.01%
	Legacy International Realty	\$ 290,000	1	0.01%
	Lennar Realty Inc	\$ 2,858,500	7	0.15%
	Listsmart LLC	\$ 445,000	1	0.02%

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	ListWithFreedom.com, Inc.	\$ 390,000	1	0.02%
	Maxim LLC	\$ 235,000	1	0.01%
	MVP Realty Associates LLC	\$ 2,218,200	7	0.11%
	Naples Realty International LL	\$ 500,000	2	0.03%
	Naples Realty Services, Inc.	\$ 296,500	1	0.02%
	Non-MLS Office	\$ 587,000	2	0.03%
	Paradise Coast Property Team	\$ 310,000	1	0.02%
	Premier Realty Homes of SW FL	\$ 235,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 700,000	2	0.04%
	Premiere Plus Realty Co.	\$ 5,184,735	14	0.27%
	Re/Max Action	\$ 290,000	1	0.01%
	RE/MAX Realty Group	\$ 262,000	1	0.01%
	RE/MAX Realty Select	\$ 305,000	1	0.02%
	Realty Group of SW Florida Inc	\$ 523,000	1	0.03%
	Right Choice Realty	\$ 370,000	2	0.02%
	Royal Shell Real Estate, Inc.	\$ 703,750	2	0.04%
	Sterling Property Servs Realty	\$ 1,395,900	3	0.07%
	Sun Realty	\$ 245,000	1	0.01%
	The Dellatore Group	\$ 445,000	1	0.02%
	William Raveis-Florida LLC	\$ 624,900	1	0.03%
BN12 Total		\$ 38,864,170	116	2.01%
ES01	Amerivest Realty	\$ 508,628	2	0.03%
	Berkshire Hathaway Florida	\$ 1,584,900	6	0.08%
	Caloosa Realty Group LLC	\$ 333,000	1	0.02%
	Domain Realty.com LLC	\$ 520,000	2	0.03%
	Downing-Frye Realty, Inc.	\$ 3,742,000	14	0.19%
	Germain Properties of Naples, LLC	\$ 250,000	1	0.01%
	Independent Brokers Realty	\$ 220,500	1	0.01%

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	Keller Williams Elite Realty	\$ 250,000	1	0.01%
	Mayr & Company Realty LLC	\$ 2,360,000	2	0.12%
	MVP Realty Associates LLC	\$ 2,182,600	8	0.11%
	Premier Sotheby's Int'l Realty	\$ 1,014,500	4	0.05%
	Premiere Plus Realty Co.	\$ 272,000	1	0.01%
	Re/MAX Radiance	\$ 513,000	2	0.03%
	RE/MAX Realty Group	\$ 370,000	2	0.02%
	Realty Group of SW Florida Inc	\$ 202,000	1	0.01%
	Realty World Florida	\$ 1,305,000	3	0.07%
	Reese Realty LLC	\$ 190,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 797,000	3	0.04%
	Twin Metro Realty LLC	\$ 239,628	1	0.01%
	Waterfront Realty Group Inc	\$ 247,900	1	0.01%
	West Bay Realty Inc.	\$ 5,198,000	3	0.27%
ES01 Total		\$ 22,300,656	60	1.15%
ES02	Bella Vita Realty, LLC	\$ 260,000	1	0.01%
	Berkshire Hathaway Florida	\$ 304,500	1	0.02%
	BHHS Florida Realty	\$ 213,000	1	0.01%
	Boca Executive Realty LLC	\$ 304,500	1	0.02%
	Century 21 Sunbelt Realty, Inc	\$ 650,000	3	0.03%
	Coldwell Banker Residential Re	\$ 1,247,800	4	0.06%
	Downing-Frye Realty, Inc.	\$ 2,475,000	6	0.13%
	Elite Realty of SW FL	\$ 635,500	2	0.03%
	Engel & Voelkers Olde Naples	\$ 444,000	2	0.02%
	Equity Realty	\$ 384,000	2	0.02%
	EXP Realty LLC	\$ 220,000	1	0.01%
	Home Legacy Realty	\$ 205,000	1	0.01%
	John R. Wood Properties	\$ 2,794,300	9	0.14%

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	Keller Williams Elite Realty	\$ 2,768,500	8	0.14%
	Key Real Estate	\$ 760,000	2	0.04%
	Lehigh Real Estate & Land Corp	\$ 170,000	1	0.01%
	Marquise Property Sales, LLC.	\$ 272,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,857,500	7	0.10%
	Premier Sotheby's Int'l Realty	\$ 1,025,000	4	0.05%
	Premiere Plus Realty Co.	\$ 700,000	3	0.04%
	RE/MAX Realty Group	\$ 695,000	2	0.04%
	RE/MAX Realty Team	\$ 295,000	1	0.02%
	Real Living Cypress Realty	\$ 470,000	1	0.02%
	Realty World Florida	\$ 1,135,000	4	0.06%
	Royal Shell Real Estate, Inc.	\$ 705,000	2	0.04%
	Select Real Estate	\$ 340,000	2	0.02%
	Sellstate Achievers Realty Net	\$ 328,000	1	0.02%
	Sky Coastal Realty LLC	\$ 157,000	1	0.01%
	Sun Realty	\$ 1,069,000	3	0.06%
	The Sheridan Network.com Inc	\$ 290,000	1	0.01%
	Waterfront Realty Group Inc	\$ 174,000	1	0.01%
	Waters Edge Real Estate LLC	\$ 174,000	1	0.01%
ES02 Total		\$ 23,522,600	80	1.22%
ES03	Berkshire Hathaway Florida	\$ 885,000	2	0.05%
	Builders Services, Inc.	\$ 1,711,149	4	0.09%
	Century 21 Selling Paradise	\$ 187,000	1	0.01%
	Coldwell Banker Residential Re	\$ 3,594,500	7	0.19%
	Compass Florida Naples	\$ 412,500	1	0.02%
	Domain Realty.com LLC	\$ 1,578,900	5	0.08%
	Downing-Frye Realty, Inc.	\$ 635,000	1	0.03%
	Elite Realty of SW FL	\$ 1,325,500	4	0.07%

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ES03	Engel & Voelkers Olde Naples	\$ 370,000	1	0.02%
	Equity Realty	\$ 490,000	1	0.03%
	EXP Realty LLC	\$ 390,000	1	0.02%
	Florida Complete Realty	\$ 375,000	1	0.02%
	Focus Real Estate	\$ 465,000	1	0.02%
	John R. Wood Properties	\$ 1,622,000	5	0.08%
	Jones & Co Realty	\$ 763,000	2	0.04%
	Keller Williams Elite Realty	\$ 3,391,000	11	0.18%
	Keller Williams Realty Fort Myers	\$ 1,457,011	3	0.08%
	Key Real Estate	\$ 812,000	2	0.04%
	MVP Realty Associates LLC	\$ 3,122,000	7	0.16%
	Naples Realty Services, Inc.	\$ 440,000	1	0.02%
	Non-MLS Office	\$ 1,711,149	4	0.09%
	Premier Sotheby's Int'l Realty	\$ 162,000	1	0.01%
	Premiere Plus Realty Co.	\$ 1,661,000	5	0.09%
	RE/MAX Blue Skies	\$ 275,000	1	0.01%
	RE/MAX Realty Group	\$ 412,500	1	0.02%
	RE/MAX Realty Select	\$ 445,000	1	0.02%
	RE/MAX Realty Team	\$ 725,000	1	0.04%
	Real Living Cypress Realty	\$ 605,000	1	0.03%
	Realty Group of SW Florida Inc	\$ 160,000	1	0.01%
	Realty World Florida	\$ 1,169,000	3	0.06%
	Realty World-C Bagans 1st	\$ 178,900	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,912,500	3	0.10%
	Schooner Bay Realty, Inc.	\$ 443,000	1	0.02%
	Sellstate Achievers Realty Net	\$ 488,500	2	0.03%
	Sellstate on the Beach	\$ 475,000	1	0.02%
	Sun Coast Global, Inc.	\$ 415,900	1	0.02%

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ES03	Sun Realty	\$ 289,900	1	0.01%
	Sun Realty USA, Inc.	\$ 375,000	1	0.02%
	The Sheridan Network.com Inc	\$ 178,900	1	0.01%
	VIP Realty Group, Inc.	\$ 476,911	1	0.02%
	West Bay Realty Inc.	\$ 298,000	1	0.02%
ES03 Total		\$ 36,884,720	94	1.91%
ES04	Amerivest Realty	\$ 218,000	1	0.01%
	Berkshire Hathaway Florida	\$ 550,000	1	0.03%
	Boca Executive Realty LLC	\$ 205,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,173,100	3	0.06%
	Compass Florida Naples	\$ 295,000	1	0.02%
	Domain Realty.com LLC	\$ 220,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 2,273,500	8	0.12%
	Gulf Coast Elite Realty	\$ 195,000	1	0.01%
	Independent Brokers Realty	\$ 820,000	1	0.04%
	John R. Wood Properties	\$ 2,007,000	8	0.10%
	Keller Williams Elite Realty	\$ 5,350,600	14	0.28%
	Keller Williams Realty Naples	\$ 410,000	1	0.02%
	Lahaina Realty	\$ 170,000	1	0.01%
	MVP Realty Associates LLC	\$ 2,566,500	4	0.13%
	Old Glory Realty	\$ 365,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 4,465,000	5	0.23%
	Premiere Plus Realty Co.	\$ 958,000	4	0.05%
	Realty World Florida	\$ 2,175,500	6	0.11%
	Robert Slack Fine Homes LLC	\$ 1,402,500	2	0.07%
	Royal Shell Real Estate, Inc.	\$ 2,087,500	6	0.11%
	Sterling Property Servs Realty	\$ 540,000	2	0.03%
	Stewart Real Estate Company	\$ 465,000	1	0.02%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
ES04	The Dellatore Group	\$ 292,500	1	0.02%
	The Sheridan Network.com Inc	\$ 290,000	1	0.01%
	Twin Realty Inc.	\$ 295,000	1	0.02%
	VIP Realty Group, Inc.	\$ 500,500	2	0.03%
ES04 Total		\$ 30,290,200	78	1.57%
NA01	Amerivest Realty	\$ 2,500,000	2	0.13%
	Arbor Trace Realty	\$ 3,544,000	7	0.18%
	Barry DeNicola Realty, Inc.	\$ 16,265,000	5	0.84%
	Bay Forest Real Estate Services, Inc.	\$ 665,000	2	0.03%
	Bayside Realty SWFL LLC	\$ 345,000	1	0.02%
	Berkshire Hathaway Florida	\$ 355,000	1	0.02%
	Boca Executive Realty LLC	\$ 554,000	1	0.03%
	Century 21 Selling Paradise	\$ 460,000	2	0.02%
	Coldwell Banker Residential Re	\$ 26,262,000	6	1.36%
	Domain Realty.com LLC	\$ 1,320,000	4	0.07%
	Downing-Frye Realty, Inc.	\$ 2,959,000	6	0.15%
	Engel & Voelkers Olde Naples	\$ 4,850,000	1	0.25%
	Fidelity Florida Realty Corp	\$ 355,000	1	0.02%
	Golf Life Properties, LLC	\$ 1,850,000	1	0.10%
	Gulf Access Realty Inc	\$ 450,000	1	0.02%
	Hovland, Inc.	\$ 235,000	1	0.01%
	John R. Wood Properties	\$ 9,772,905	15	0.51%
	Keller Williams Elite Realty	\$ 8,378,000	5	0.43%
	MVP Realty Associates LLC	\$ 5,735,000	9	0.30%
	Naples Coastal Realty Inc	\$ 535,000	1	0.03%
	Naples Realty Services, Inc.	\$ 890,000	1	0.05%
	Nardi Realty	\$ 275,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 8,730,000	5	0.45%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA01	Premiere Plus Realty Co.	\$ 2,865,000	5	0.15%
	Re/Max Action	\$ 585,000	1	0.03%
	RE/MAX Affinity Mercato	\$ 95,000	1	0.00%
	RE/MAX Realty Group	\$ 235,000	1	0.01%
	Real Estate Broker Direct Inc.	\$ 299,800	2	0.02%
	Realhome Services and Solution	\$ 165,005	1	0.01%
	Realty World Florida	\$ 317,500	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 220,000	1	0.01%
	Starfish Realty, Inc.	\$ 317,500	1	0.02%
	Starling Realty Inc	\$ 535,000	1	0.03%
	United Real Estate Infinity	\$ 229,900	1	0.01%
	Waterfront Realty Group Inc	\$ 554,000	1	0.03%
NA01 Total		\$ 103,703,610	96	5.36%
NA02	Banyan Naples Realty Co	\$ 560,000	1	0.03%
	Barry DeNicola Realty, Inc.	\$ 10,000,000	1	0.52%
	Berkshire Hathaway Florida	\$ 11,351,250	2	0.59%
	Coldwell Banker Residential Re	\$ 1,858,000	2	0.10%
	Compass Florida Naples	\$ 900,000	1	0.05%
	Downing-Frye Realty, Inc.	\$ 2,350,000	2	0.12%
	Engel & Voelkers Bonita-Estero	\$ 526,000	1	0.03%
	Equity Realty	\$ 1,200,000	1	0.06%
	Florida Realty & Co.	\$ 5,400,000	2	0.28%
	John R. Wood Properties	\$ 1,165,000	1	0.06%
	Keller Williams Realty Naples	\$ 1,351,250	1	0.07%
	Naples Florida Luxury Realty	\$ 677,000	1	0.03%
	Premier Sotheby's Int'l Realty	\$ 1,830,000	3	0.09%
	Premiere Plus Realty Co.	\$ 3,509,000	5	0.18%
	RE/MAX Affinity Mercato	\$ 1,200,000	1	0.06%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA02	RE/MAX Dream	\$ 360,000	1	0.02%
	William Raveis-Florida LLC	\$ 1,037,000	2	0.05%
NA02 Total		\$ 45,274,500	28	2.34%
NA03	Amerivest Realty	\$ 1,634,990	2	0.08%
	Berkshire Hathaway Florida	\$ 365,000	1	0.02%
	BHHS Florida Realty	\$ 314,900	1	0.02%
	Downing-Frye Realty, Inc.	\$ 1,195,000	3	0.06%
	EXP Realty LLC	\$ 425,000	1	0.02%
	Gulf Breeze Real Estate, LLC	\$ 265,000	1	0.01%
	Homes and Land Brokers, Inc.	\$ 286,000	1	0.01%
	John R. Wood Properties	\$ 1,579,500	3	0.08%
	Keller Williams Elite Realty	\$ 315,000	1	0.02%
	Keller Williams Realty Naples	\$ 2,187,500	6	0.11%
	MAFF Realty Services LLC	\$ 315,000	1	0.02%
	MVP Realty Associates LLC	\$ 935,000	2	0.05%
	Opyt Realty Inc	\$ 265,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 759,990	1	0.04%
	Premiere Plus Realty Co.	\$ 2,204,500	6	0.11%
	Real Estate Broker Direct Inc.	\$ 314,900	1	0.02%
	RealPro Realty LLC	\$ 262,000	1	0.01%
	Saggio Realty, Inc	\$ 435,000	1	0.02%
	Sun Realty	\$ 307,500	1	0.02%
	William Raveis-Florida LLC	\$ 395,000	1	0.02%
NA03 Total		\$ 14,761,780	36	0.76%
NA04	Amerivest Realty	\$ 7,075,000	3	0.37%
	Barry DeNicola Realty, Inc.	\$ 3,850,000	1	0.20%
	Coldwell Banker Residential Re	\$ 545,000	1	0.03%
	Compass Florida Naples	\$ 14,900,000	1	0.77%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA04	Downing-Frye Realty, Inc.	\$ 16,347,500	11	0.84%
	Engel & Voelkers Bonita-Estero	\$ 545,000	1	0.03%
	Florida Home Realty Inc	\$ 2,200,000	2	0.11%
	Gulf Coast International Prop	\$ 3,588,000	2	0.19%
	John R. Wood Properties	\$ 30,685,500	19	1.59%
	Keller Williams Realty Naples	\$ 1,400,000	1	0.07%
	L.H. Fleming & Company, Real Estate	\$ 1,610,000	1	0.08%
	Love Naples LLC	\$ 435,000	1	0.02%
	Naples Realty Services, Inc.	\$ 1,400,000	2	0.07%
	Non-MLS Office	\$ 14,900,000	1	0.77%
	Opyt Realty Inc	\$ 515,000	1	0.03%
	Phoenix Homes Inc	\$ 1,000,000	1	0.05%
	Premier Sotheby's Int'l Realty	\$ 25,227,000	20	1.30%
	Premiere Plus Realty Co.	\$ 1,000,000	1	0.05%
	Robert Slack Fine Homes LLC	\$ 3,850,000	1	0.20%
	William Raveis-Florida LLC	\$ 10,780,000	5	0.56%
NA04 Total		\$ 141,853,000	76	7.33%
NA05	Berkshire Hathaway Florida	\$ 8,168,000	3	0.42%
	Coldwell Banker Residential Re	\$ 10,957,000	8	0.57%
	Compass Florida Naples	\$ 903,000	3	0.05%
	Diversified Real Estate Group	\$ 540,000	1	0.03%
	Downing-Frye Realty, Inc.	\$ 19,934,250	16	1.03%
	Equity Realty	\$ 355,000	1	0.02%
	Gulf Coast International Prop	\$ 455,000	1	0.02%
	John R. Wood Properties	\$ 58,216,500	36	3.01%
	Keller Williams Elite Realty	\$ 681,250	1	0.04%
	L.H. Fleming & Company, Real Estate	\$ 3,001,500	4	0.16%
	M.J. Duvekot Real Estate Services	\$ 425,000	1	0.02%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Marcuzzo Real Estate	\$ 2,620,000	2	0.14%
	MVP Realty Associates LLC	\$ 1,762,500	1	0.09%
	Premier Sotheby's Int'l Realty	\$ 58,332,000	27	3.02%
	Premiere Plus Realty Co.	\$ 9,507,500	9	0.49%
	RE/MAX Realty Select	\$ 630,000	1	0.03%
	RFK Realty	\$ 265,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,300,000	1	0.07%
	Stiles Sowers & Associates	\$ 1,600,000	1	0.08%
	Stock Realty, LLC	\$ 3,000,000	1	0.16%
	Thomas & French International Properties	\$ 628,000	1	0.03%
	Vacation Property Mgmt Realty	\$ 425,000	1	0.02%
	Waterfront Realty Group Inc	\$ 2,300,000	2	0.12%
	West Shore Properties RE,MNGT	\$ 5,345,000	2	0.28%
	William Raveis-Florida LLC	\$ 8,397,000	7	0.43%
NA05 Total		\$ 199,748,500	132	10.32%
NA06	Berkshire Hathaway Florida	\$ 2,375,000	1	0.12%
	Coldwell Banker Residential Re	\$ 3,800,000	1	0.20%
	Compass Florida Naples	\$ 610,000	1	0.03%
	Domain Realty.com LLC	\$ 950,000	1	0.05%
	Downing-Frye Realty, Inc.	\$ 5,925,000	2	0.31%
	Engel & Voelkers Olde Naples	\$ 2,375,000	1	0.12%
	Florida Home Realty Inc	\$ 3,800,000	1	0.20%
	Gulf Coast International Prop	\$ 25,800,000	9	1.33%
	John R. Wood Properties	\$ 19,645,000	7	1.02%
	McQuaid & Company LLC	\$ 3,450,000	1	0.18%
	Naples Realty Services, Inc.	\$ 3,000,000	1	0.16%
	Premier Sotheby's Int'l Realty	\$ 26,617,500	10	1.38%
	Premiere Plus Realty Co.	\$ 1,395,000	3	0.07%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA06	Re/Max Affinity Plus	\$ 2,290,000	1	0.12%
	Spina Realty Company	\$ 6,450,000	1	0.33%
	The Keyes Company/PSL	\$ 1,425,000	1	0.07%
	Tropics Real Estate, LLC	\$ 380,000	1	0.02%
	William Raveis-Florida LLC	\$ 21,457,500	5	1.11%
NA06 Total		\$ 131,745,000	48	6.81%
NA07	Coldwell Banker Residential Re	\$ 3,000,000	1	0.16%
	Compass Florida Naples	\$ 4,575,000	1	0.24%
	Downing-Frye Realty, Inc.	\$ 8,575,000	2	0.44%
	Engel & Voelkers Olde Naples	\$ 2,300,000	1	0.12%
	Gulf Coast International Prop	\$ 19,475,000	2	1.01%
	John R. Wood Properties	\$ 47,175,000	5	2.44%
	MVP Realty Associates LLC	\$ 6,400,000	1	0.33%
	Premier Sotheby's Int'l Realty	\$ 26,370,000	4	1.36%
	Premiere Plus Realty Co.	\$ 3,850,000	1	0.20%
	Re/Max Affinity Plus	\$ 4,750,000	1	0.25%
	The Forrest Company Realty of Naples Inc	\$ 10,250,000	2	0.53%
	William Raveis-Florida LLC	\$ 35,000,000	3	1.81%
NA07 Total		\$ 171,720,000	24	8.88%
NA08	Amerivest Realty	\$ 357,500	1	0.02%
	Berkshire Hathaway Florida	\$ 370,000	1	0.02%
	Coldwell Banker Residential Re	\$ 1,815,000	3	0.09%
	Compass Florida Naples	\$ 365,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 3,242,500	7	0.17%
	Experience Real Estate Group	\$ 190,000	1	0.01%
	Florida Home Realty Inc	\$ 900,000	2	0.05%
	John R. Wood Properties	\$ 2,309,000	4	0.12%
	MVP Realty Associates LLC	\$ 465,000	1	0.02%

JOHN R WOOD PROPERTIES

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(14) NA-BN-ES GeoCode-Company

Market Defined	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA08	Premier Sotheby's Int'l Realty	\$ 12,915,000	6	0.67%
	Premiere Plus Realty Co.	\$ 1,540,000	3	0.08%
	Royal Shell Real Estate, Inc.	\$ 1,160,000	1	0.06%
	Waterfront Realty Group Inc	\$ 190,000	1	0.01%
NA08 Total		\$ 25,819,000	32	1.33%
NA09	Amerivest Realty	\$ 1,514,384	3	0.08%
	Assist 2 Sell Buyers & Sellers	\$ 956,000	2	0.05%
	Berkshire Hathaway Florida	\$ 488,000	2	0.03%
	Christopher Realty Inc	\$ 340,000	1	0.02%
	Coldwell Banker Residential Re	\$ 635,000	2	0.03%
	Compass Florida Naples	\$ 365,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 5,638,000	11	0.29%
	Florida Prime Realty, LLC	\$ 260,000	1	0.01%
	Hunters Ridge Realty Co.	\$ 260,000	1	0.01%
	John R. Wood Properties	\$ 7,917,715	14	0.41%
	Keller Williams Realty Naples	\$ 1,125,000	1	0.06%
	Lennar Realty Inc	\$ 1,076,420	3	0.06%
	McQuaid & Company LLC	\$ 840,000	2	0.04%
	MVP Realty Associates LLC	\$ 1,031,990	3	0.05%
	Non-MLS Office	\$ 2,275,805	4	0.12%
	Premier Property Management	\$ 190,000	1	0.01%
	Premier Realty Homes of SW FL	\$ 380,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 4,012,805	7	0.21%
	Premiere Plus Realty Co.	\$ 6,041,299	23	0.31%
	RE/MAX Realty Select	\$ 654,999	2	0.03%
	Realhome Services and Solution	\$ 137,500	1	0.01%
	RealPro Realty LLC	\$ 105,000	1	0.01%
	Results Realty Marco Island	\$ 416,420	1	0.02%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	RL Nardi & Associates, Inc.	\$ 1,269,000	4	0.07%
	Royal Shell Real Estate, Inc.	\$ 780,000	1	0.04%
	Safe Harbor Real Estate Service	\$ 308,500	1	0.02%
	Staton Properties, LLC	\$ 190,000	1	0.01%
	Stock Realty, LLC	\$ 1,304,455	1	0.07%
	Sun Realty	\$ 510,000	3	0.03%
	Ted Hofferber P A	\$ 360,000	1	0.02%
	The Keyes Company/PSL	\$ 4,483,752	7	0.23%
	Tropics Real Estate, LLC	\$ 354,000	2	0.02%
	Unique Properties of Naples, Inc.	\$ 430,000	1	0.02%
	Waterfront Realty Group Inc	\$ 820,000	1	0.04%
	Wilson & Associates RE Inc	\$ 680,000	1	0.04%
	Xclusive Homes LLC	\$ 164,500	1	0.01%
	Yerger Realty	\$ 137,500	1	0.01%
NA09 Total		\$ 48,453,044	114	2.50%
NA11	Allison James Estates and Home	\$ 303,450	1	0.02%
	Amerivest Realty	\$ 1,969,500	2	0.10%
	Bayview Realty of Florida	\$ 620,000	1	0.03%
	Berkshire Hathaway Florida	\$ 2,774,000	5	0.14%
	Boca Executive Realty LLC	\$ 405,000	1	0.02%
	Century 21 Sunbelt Realty, Inc	\$ 355,000	1	0.02%
	Coldwell Banker Residential Re	\$ 2,517,000	4	0.13%
	Community Realty Associates	\$ 1,402,875	1	0.07%
	Compass Florida Naples	\$ 4,715,000	4	0.24%
	Domain Realty.com LLC	\$ 578,000	2	0.03%
	Downing-Frye Realty, Inc.	\$ 5,263,950	9	0.27%
	DR Horton Realty SW FL LLC	\$ 820,000	2	0.04%
	Engel & Voelkers Olde Naples	\$ 165,000	1	0.01%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Florida Home Realty Inc	\$ 307,000	1	0.02%
	Green Coast Realty Inc	\$ 270,000	1	0.01%
	Heights Realty & Investments	\$ 494,000	2	0.03%
	Homes and Land Brokers, Inc.	\$ 944,000	2	0.05%
	John R. Wood Properties	\$ 19,276,000	31	1.00%
	KE Talis Park Real Estate Co	\$ 10,862,200	9	0.56%
	Keller Williams Elite Realty	\$ 1,320,000	2	0.07%
	Keller Williams Realty Naples	\$ 1,265,000	4	0.07%
	Kim Levitan Realty	\$ 350,000	1	0.02%
	L.H. Fleming & Company, Real Estate	\$ 775,000	3	0.04%
	Lennar Realty Inc	\$ 605,000	1	0.03%
	List In MLS Realty, LLC	\$ 586,000	1	0.03%
	ListWithFreedom.com, Inc.	\$ 485,000	1	0.03%
	Marcuzzo Real Estate	\$ 243,600	1	0.01%
	McQuaid & Company LLC	\$ 629,500	2	0.03%
	Mediterra Realty	\$ 3,000,000	1	0.16%
	MVP Realty Associates LLC	\$ 2,197,000	7	0.11%
	My Florida Real Estate LLC	\$ 410,000	1	0.02%
	Naples Real Estate Consultants	\$ 510,000	1	0.03%
	Non-MLS Office	\$ 1,025,000	3	0.05%
	Opyt Realty Inc	\$ 1,537,000	3	0.08%
	Premier Property Management	\$ 333,500	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 5,634,000	9	0.29%
	Premiere Plus Realty Co.	\$ 3,942,500	10	0.20%
	RE/MAX Dream	\$ 300,000	1	0.02%
	RE/MAX Realty Group	\$ 195,000	1	0.01%
	Real Estate of South Florida	\$ 235,000	1	0.01%
	RealPro Realty LLC	\$ 578,000	1	0.03%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA11	Realty World Florida	\$ 485,000	1	0.03%
	Robert Slack Fine Homes LLC	\$ 240,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 2,156,475	3	0.11%
	Starlink Realty, Inc	\$ 265,000	1	0.01%
	The Sheridan Network.com Inc	\$ 243,500	1	0.01%
	The Willis Group, LLC	\$ 1,900,000	1	0.10%
	Tropical Paradise Realty Inc	\$ 885,000	2	0.05%
	Twin Realty Inc.	\$ 615,000	1	0.03%
	Waterfront Realty Group Inc	\$ 660,000	2	0.03%
	Weekly Realty Group, LLC	\$ 7,940,000	4	0.41%
	World Realty Services, LLC	\$ 2,100,000	1	0.11%
NA11 Total		\$ 97,688,050	154	5.05%
NA12	All Florida Property Group Inc	\$ 185,000	1	0.01%
	Amerivest Realty	\$ 1,402,000	4	0.07%
	Berkshire Hathaway Florida	\$ 4,012,500	7	0.21%
	BHHS Florida Realty	\$ 505,000	1	0.03%
	Coldwell Banker Residential Re	\$ 217,000	1	0.01%
	Domain Realty.com LLC	\$ 1,277,044	3	0.07%
	Downing-Frye Realty, Inc.	\$ 4,973,000	10	0.26%
	Elite Realty of SW FL	\$ 515,000	1	0.03%
	Equity Realty	\$ 219,000	1	0.01%
	Hartford Realty LLC	\$ 439,000	1	0.02%
	John R. Wood Properties	\$ 10,155,000	12	0.52%
	Keller Williams Elite Realty	\$ 1,100,000	1	0.06%
	Marcuzzo Real Estate	\$ 365,000	1	0.02%
	MVP Realty Associates LLC	\$ 919,500	3	0.05%
	NOCO LLC	\$ 218,000	1	0.01%
	Olde Naples Real Estate, Inc.	\$ 439,000	1	0.02%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Premier Sotheby's Int'l Realty	\$ 7,290,000	10	0.38%
	Premiere Plus Realty Co.	\$ 1,641,000	5	0.08%
	RE/MAX Affinity Mercato	\$ 320,000	1	0.02%
	Re/Max Trend	\$ 1,300,000	2	0.07%
	Realty Group of SW Florida Inc	\$ 217,000	1	0.01%
	Realty World Florida	\$ 200,000	1	0.01%
	Sellstate on 5th	\$ 218,000	1	0.01%
	Sellstate Prime Realty	\$ 190,000	1	0.01%
	United Real Estate	\$ 349,000	1	0.02%
	Waterfront Realty Group Inc	\$ 505,000	1	0.03%
	William Raveis-Florida LLC	\$ 3,442,000	5	0.18%
NA12 Total		\$ 42,613,044	78	2.20%
NA13	Berkshire Hathaway Florida	\$ 222,000	1	0.01%
	Current Real Estate & Mgmt Inc	\$ 982,500	1	0.05%
	Downing-Frye Realty, Inc.	\$ 707,000	3	0.04%
	MVP Realty Associates LLC	\$ 412,000	2	0.02%
	Premier Sotheby's Int'l Realty	\$ 397,000	2	0.02%
	Stock Realty, LLC	\$ 3,350,000	1	0.17%
	The Agency of SW Florida Inc	\$ 3,350,000	1	0.17%
	Waterfront Realty Group Inc	\$ 982,500	1	0.05%
NA13 Total		\$ 10,403,000	12	0.54%
NA14	Amerivest Realty	\$ 2,289,000	5	0.12%
	Bar Investment Realty LLC	\$ 410,000	1	0.02%
	Berkshire Hathaway Florida	\$ 3,862,000	7	0.20%
	Builders Services, Inc.	\$ 585,000	1	0.03%
	Coldwell Banker Residential Re	\$ 2,255,000	5	0.12%
	Domain Realty.com LLC	\$ 269,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 4,947,750	15	0.26%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA14	Equity Realty	\$ 882,000	2	0.05%
	Fischer Realty Int LLC	\$ 150,000	1	0.01%
	Florida Prime Realty, LLC	\$ 1,042,500	1	0.05%
	Hamro & Associates LLC	\$ 257,000	1	0.01%
	Illustrated Properties Real Estate Inc.	\$ 1,169,000	3	0.06%
	John R. Wood Properties	\$ 8,858,900	20	0.46%
	Keller Williams Elite Realty	\$ 510,000	2	0.03%
	Keller Williams Realty Naples	\$ 2,044,986	3	0.11%
	Marcuzzo Real Estate	\$ 435,000	1	0.02%
	MVP Realty Associates LLC	\$ 2,992,000	6	0.15%
	Naples Realty Services, Inc.	\$ 580,000	1	0.03%
	Non-MLS Office	\$ 789,000	2	0.04%
	Premier Sotheby's Int'l Realty	\$ 3,343,500	6	0.17%
	Premiere Plus Realty Co.	\$ 7,617,200	15	0.39%
	RE/MAX Blue Skies	\$ 1,257,000	2	0.06%
	RE/MAX Realty Select	\$ 570,000	2	0.03%
	Real Estate of South Florida	\$ 780,000	2	0.04%
	Realty Group of SW Florida Inc	\$ 420,000	2	0.02%
	Royal Shell Real Estate, Inc.	\$ 609,000	1	0.03%
	Ruby Realty Company	\$ 1,077,500	2	0.06%
	Seaside Properties of South Florida, Inc.	\$ 205,000	1	0.01%
	Sellstate on 5th	\$ 340,000	1	0.02%
	Sun Realty	\$ 705,000	2	0.04%
	Sun Realty USA, Inc.	\$ 195,000	1	0.01%
	SW Management & Realty LLC	\$ 1,514,986	1	0.08%
	ToastyinNaples.com Realty	\$ 231,500	1	0.01%
	Tropics Real Estate, LLC	\$ 195,000	1	0.01%
	Twin Metro Realty LLC	\$ 405,000	1	0.02%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA14	Vineyards Properties Inc	\$ 1,035,250	2	0.05%
	Vineyards Realty Inc	\$ 2,559,800	4	0.13%
	Waterfront Realty Group Inc	\$ 585,000	2	0.03%
	William Raveis-Florida LLC	\$ 369,000	1	0.02%
NA14 Total		\$ 58,342,872	128	3.02%
NA15	Brand & Associates Inc.	\$ 170,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 1,546,500	5	0.08%
	John R. Wood Properties	\$ 1,788,000	5	0.09%
	Keller Williams Realty Naples	\$ 310,000	1	0.02%
	Lee International Realty Inc	\$ 170,000	1	0.01%
	MVP Realty Associates LLC	\$ 440,000	2	0.02%
	Premier Property Management	\$ 375,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 657,400	2	0.03%
	Premiere Plus Realty Co.	\$ 2,106,000	8	0.11%
	Royal Shell Real Estate, Inc.	\$ 595,000	3	0.03%
	Signature Intl Premier Prop	\$ 500,000	1	0.03%
	Sun Realty	\$ 509,900	2	0.03%
	Sunstream Realty, LLC	\$ 415,000	2	0.02%
	The Square Realty	\$ 277,500	1	0.01%
	William Raveis-Florida LLC	\$ 922,500	3	0.05%
NA15 Total		\$ 10,782,800	38	0.56%
NA16	A Plus Realty	\$ 244,500	1	0.01%
	America's Realty Corp of SW Fl	\$ 215,000	1	0.01%
	Amerivest Realty	\$ 250,000	1	0.01%
	Banyan Naples Realty Co	\$ 123,190	1	0.01%
	Berkshire Hathaway Florida	\$ 1,422,200	5	0.07%
	Bud Coleman Associates Inc	\$ 575,000	1	0.03%
	Coldwell Banker Residential Re	\$ 2,042,000	6	0.11%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Collier Realty & Management	\$ 575,000	1	0.03%
	Compass Florida Naples	\$ 1,150,000	1	0.06%
	Domain Realty.com LLC	\$ 1,183,000	3	0.06%
	Downing-Frye Realty, Inc.	\$ 7,558,500	13	0.39%
	Equity Realty	\$ 223,000	1	0.01%
	EXP Realty LLC	\$ 947,000	1	0.05%
	Florida Elite Realty Inc	\$ 138,600	1	0.01%
	Grice Realty Inc	\$ 250,000	1	0.01%
	Gulf Coast International Prop	\$ 2,675,000	1	0.14%
	Gulf Coast Management Group LL	\$ 155,000	1	0.01%
	Hero Real Estate & Co	\$ 322,500	1	0.02%
	John R. Wood Properties	\$ 8,840,000	11	0.46%
	Keller Williams Realty Naples	\$ 781,900	3	0.04%
	McQuaid & Company LLC	\$ 750,000	2	0.04%
	MVP Realty Associates LLC	\$ 961,000	3	0.05%
	Neapolitan Realty LLC	\$ 2,700,000	1	0.14%
	Non-MLS Office	\$ 751,500	2	0.04%
	Opyt Realty Inc	\$ 177,200	1	0.01%
	Paradise Coast Property Team	\$ 217,500	1	0.01%
	Patten Properties of Florida	\$ 138,600	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 6,331,000	12	0.33%
	Premiere Plus Realty Co.	\$ 4,425,690	14	0.23%
	Prime Location Brokers LLC	\$ 3,000,000	2	0.16%
	RE/MAX Realty Select	\$ 250,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 210,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 180,000	1	0.01%
	Starlink Realty, Inc	\$ 127,000	1	0.01%
	Sun Realty	\$ 415,000	2	0.02%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	The Agency of SW Florida Inc	\$ 289,900	1	0.01%
	TMB Realty Inc	\$ 336,000	1	0.02%
	Tropics Real Estate, LLC	\$ 258,000	2	0.01%
	VIP Realty Group, Inc.	\$ 180,000	1	0.01%
	Waterfront Realty Group Inc	\$ 1,105,000	4	0.06%
	Wilderness of Naples Realty	\$ 290,000	1	0.01%
	William Raveis-Florida LLC	\$ 3,677,000	6	0.19%
NA16 Total		\$ 56,441,780	116	2.92%
NA17	All In One Realty Group, Inc.	\$ 338,000	1	0.02%
	Amerivest Realty	\$ 1,279,000	6	0.07%
	Andis Real Estate Services LLC	\$ 190,000	1	0.01%
	Assist 2 Sell Buyers & Sellers	\$ 388,000	2	0.02%
	Bayside Realty SWFL LLC	\$ 235,000	1	0.01%
	Bayview Realty of Florida	\$ 160,000	1	0.01%
	Berkshire Hathaway Florida	\$ 1,617,370	7	0.08%
	Broadway Realty & Management I	\$ 218,000	2	0.01%
	Coldwell Banker Residential Re	\$ 2,274,970	9	0.12%
	Compass Florida Naples	\$ 287,500	1	0.01%
	Dean Fry Realty	\$ 180,000	1	0.01%
	Domain Realty.com LLC	\$ 230,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 2,275,000	10	0.12%
	Dream Homes Realty of Naples	\$ 410,000	1	0.02%
	Engel & Voelkers Olde Naples	\$ 475,000	1	0.02%
	Equity Realty	\$ 575,500	2	0.03%
	EXP Realty LLC	\$ 232,500	1	0.01%
	Express Realty of SW Florida	\$ 881,000	3	0.05%
	Fathom Realty FL LLC	\$ 195,000	1	0.01%
	Florida Golf Realty LLC	\$ 122,500	1	0.01%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Florida Home Realty Inc	\$ 334,000	2	0.02%
	Florida's Realty Specialists	\$ 338,000	1	0.02%
	Gulf Breeze Real Estate, LLC	\$ 520,000	2	0.03%
	Hamro & Associates LLC	\$ 673,900	3	0.03%
	Harborview Realty Inc	\$ 247,500	1	0.01%
	Hartford Realty LLC	\$ 272,600	1	0.01%
	Hudson Realty Executives LLC	\$ 373,000	2	0.02%
	John R. Wood Properties	\$ 1,989,500	7	0.10%
	Keller Williams Realty Fort Myers	\$ 185,000	1	0.01%
	Keller Williams Realty Naples	\$ 491,900	3	0.03%
	Listsmart LLC	\$ 107,900	1	0.01%
	McNeil Real Estate, Inc.	\$ 350,000	1	0.02%
	MVP Realty Associates LLC	\$ 4,467,800	21	0.23%
	Naples Realty International LL	\$ 154,000	1	0.01%
	Naples Realty Services, Inc.	\$ 835,000	2	0.04%
	Non-MLS Office	\$ 405,300	3	0.02%
	Opyt Realty Inc	\$ 262,500	1	0.01%
	Pelican's Nest Realty Services	\$ 82,500	1	0.00%
	Phelps Realty Services	\$ 218,500	1	0.01%
	Platinum Real Estate	\$ 312,500	1	0.02%
	Premier Property Management	\$ 287,500	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 865,000	3	0.04%
	Premiere Plus Realty Co.	\$ 7,573,600	28	0.39%
	Re/Max Action	\$ 184,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 235,000	1	0.01%
	RE/MAX Realty Select	\$ 315,000	2	0.02%
	Realty Executives Signature	\$ 130,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 555,000	1	0.03%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Robert Slack Fine Homes LLC	\$ 390,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 300,000	1	0.02%
	Ruby Realty Company	\$ 220,000	1	0.01%
	Signature International Premier Properties	\$ 235,000	1	0.01%
	Sun Realty	\$ 403,000	2	0.02%
	Sundial Realty Naples Florida	\$ 207,000	1	0.01%
	Ted Hofferber P A	\$ 175,000	1	0.01%
	The Dellatore Group	\$ 157,000	1	0.01%
	The Miano Group Realty LLC	\$ 220,000	1	0.01%
	TSD Realty	\$ 179,900	1	0.01%
	Vineyards Properties Inc	\$ 430,000	1	0.02%
	White Sands Realty	\$ 585,000	1	0.03%
	William Raveis-Florida LLC	\$ 962,000	5	0.05%
	Xclusive Homes LLC	\$ 360,000	3	0.02%
NA17 Total		\$ 40,154,740	168	2.08%
NA18	Aadvisor Rentals Inc	\$ 155,500	1	0.01%
	Allison James Estates and Home	\$ 727,000	3	0.04%
	Amerivest Realty	\$ 1,418,500	7	0.07%
	Bayside Realty SWFL LLC	\$ 290,000	1	0.01%
	Berkshire Hathaway Florida	\$ 1,811,000	8	0.09%
	Blue Heron Realty of Naples	\$ 894,000	4	0.05%
	Boca Executive Realty LLC	\$ 204,500	1	0.01%
	Century 21 Selling Paradise	\$ 175,000	1	0.01%
	Coffey Real Estate Services, Corp	\$ 852,000	5	0.04%
	Coldwell Banker Residential Re	\$ 1,247,500	6	0.06%
	Domain Realty.com LLC	\$ 382,000	2	0.02%
	Downing-Frye Realty, Inc.	\$ 3,580,400	16	0.19%
	Engel & Voelkers Olde Naples	\$ 139,900	1	0.01%

JOHN R WOOD PROPERTIES

SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Equity Realty	\$ 247,000	1	0.01%
	EXP Realty LLC	\$ 139,900	1	0.01%
	Florida Home Realty Inc	\$ 449,500	1	0.02%
	Gulf Breeze Real Estate, LLC	\$ 134,000	1	0.01%
	Gulf Coast Properties Group	\$ 122,000	1	0.01%
	Hamro & Associates LLC	\$ 170,000	1	0.01%
	John R. Wood Properties	\$ 2,820,500	12	0.15%
	Jones & Co Realty	\$ 265,500	1	0.01%
	Keller Williams Realty - Marco	\$ 533,000	3	0.03%
	Keller Williams Realty Naples	\$ 237,500	1	0.01%
	Kunkle Realty, LLC	\$ 142,000	1	0.01%
	Luxury & Beach Realty Inc	\$ 307,000	1	0.02%
	MAKS Realty Inc	\$ 139,000	1	0.01%
	MVP Realty Associates LLC	\$ 4,417,999	20	0.23%
	Naples Realty Services, Inc.	\$ 660,000	3	0.03%
	Neal Communities Realty, Inc.	\$ 1,114,706	3	0.06%
	Non-MLS Office	\$ 226,500	2	0.01%
	Opyt Realty Inc	\$ 248,500	2	0.01%
	Paradise Coast Property Team	\$ 290,000	1	0.01%
	Premier Property Management	\$ 420,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 727,000	4	0.04%
	Premiere Plus Realty Co.	\$ 6,649,800	26	0.34%
	Re/Max Action	\$ 130,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 385,000	1	0.02%
	Re/Max Affinity Plus	\$ 203,000	1	0.01%
	RE/MAX Blue Skies	\$ 215,000	1	0.01%
	RE/MAX Realty Select	\$ 170,000	1	0.01%
	RE/MAX Realty Team	\$ 391,999	2	0.02%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	RealPro Realty LLC	\$ 385,000	1	0.02%
	Results Real Estate Inc	\$ 135,000	1	0.01%
	REVirtually LLC	\$ 247,500	1	0.01%
	Robert Slack Fine Homes LLC	\$ 242,000	1	0.01%
	Saggio Realty, Inc	\$ 120,000	1	0.01%
	Sun Realty	\$ 941,100	5	0.05%
	Sun Realty USA, Inc.	\$ 457,500	2	0.02%
	Tec Realty LLC	\$ 300,000	1	0.02%
	TMB Realty Inc	\$ 410,000	2	0.02%
	Tropics Real Estate, LLC	\$ 305,000	1	0.02%
	VIP Realty Group, Inc.	\$ 122,000	1	0.01%
	Waterfront Realty Group Inc	\$ 493,000	3	0.03%
	William Raveis-Florida LLC	\$ 157,500	1	0.01%
NA18 Total		\$ 38,149,304	172	1.97%
NA19	Berkshire Hathaway Florida	\$ 1,247,000	4	0.06%
	Century 21 First Southern Trust	\$ 223,000	1	0.01%
	Cliffoney Realty LLC	\$ 343,000	1	0.02%
	Coldwell Banker Residential Re	\$ 145,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 6,039,000	16	0.31%
	Dream Homes Realty of Naples	\$ 240,000	1	0.01%
	Edgewater Realty & Homes LLC	\$ 290,000	1	0.01%
	EXP Realty LLC	\$ 110,000	1	0.01%
	Florida Global Professional	\$ 240,000	1	0.01%
	Harborview Realty Inc	\$ 1,300,000	2	0.07%
	John R. Wood Properties	\$ 3,311,000	8	0.17%
	Kunkle Realty, LLC	\$ 147,500	1	0.01%
	MVP Realty Associates LLC	\$ 1,242,500	6	0.06%
	Non-MLS Office	\$ 373,000	2	0.02%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Opyt Realty Inc	\$ 110,000	1	0.01%
	Paradise Coast Property Team	\$ 195,000	1	0.01%
	Perfect Properties of Naples, Inc.	\$ 251,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 3,850,500	10	0.20%
	Premiere Plus Realty Co.	\$ 12,197,142	30	0.63%
	Re/Max Affinity Plus	\$ 232,000	1	0.01%
	RE/MAX Blue Skies	\$ 377,000	1	0.02%
	RE/MAX Realty Select	\$ 290,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,022,500	3	0.05%
	Sellstate Priority Realty	\$ 418,000	1	0.02%
	Staton Properties, LLC	\$ 378,500	1	0.02%
	Sun Realty	\$ 582,500	2	0.03%
	Sun Royal Realty Inc	\$ 110,000	1	0.01%
	The Miano Group Realty LLC	\$ 460,000	1	0.02%
	Tropics Real Estate, LLC	\$ 223,000	1	0.01%
	Waterfront Realty Group Inc	\$ 2,970,000	5	0.15%
	White Sands Realty	\$ 1,142,000	2	0.06%
	William Raveis-Florida LLC	\$ 845,000	3	0.04%
NA19 Total		\$ 40,905,142	112	2.11%
NA21	A.R.B.C. Rlty Of Sw Fl., Inc.	\$ 1,483,200	1	0.08%
	Allison James Estates and Home	\$ 1,470,000	2	0.08%
	Amerivest Realty	\$ 1,777,000	5	0.09%
	Barry DeNicola Realty, Inc.	\$ 1,100,000	1	0.06%
	Berkshire Hathaway Florida	\$ 5,502,800	6	0.28%
	BK Homes Realty	\$ 1,408,495	1	0.07%
	Blue Lighthouse Realty Inc	\$ 625,000	1	0.03%
	Coldwell Banker Residential Re	\$ 4,335,000	5	0.22%
	Domain Realty.com LLC	\$ 1,292,000	2	0.07%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Downing-Frye Realty, Inc.	\$ 24,111,748	27	1.25%
	Fischer Realty Int LLC	\$ 157,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 250,000	1	0.01%
	John R. Wood Properties	\$ 12,198,653	15	0.63%
	Keller Williams Elite Realty	\$ 382,594	1	0.02%
	Keller Williams Realty Fort Myers	\$ 1,150,000	1	0.06%
	McQuaid & Company LLC	\$ 1,334,000	1	0.07%
	MVP Realty Associates LLC	\$ 4,582,000	10	0.24%
	Naples Pro Realty	\$ 455,000	1	0.02%
	Naples TBI Realty LLC	\$ 3,538,335	5	0.18%
	Non-MLS Office	\$ 625,000	1	0.03%
	Opyt Realty Inc	\$ 210,000	1	0.01%
	Pelican I Real Estate & Development, Inc	\$ 700,000	1	0.04%
	Premier Sotheby's Int'l Realty	\$ 1,674,000	4	0.09%
	Premiere Plus Realty Co.	\$ 5,583,400	12	0.29%
	Quail Communities Realty, Inc.	\$ 3,160,000	5	0.16%
	Quail West Realty	\$ 2,100,000	1	0.11%
	RE/MAX Realty Group	\$ 670,000	1	0.03%
	RE/MAX Realty Select	\$ 785,000	1	0.04%
	Realty World Florida	\$ 6,073,900	3	0.31%
	Royal Shell Real Estate, Inc.	\$ 2,934,000	2	0.15%
	Safe Harbor Real Estate Service	\$ 159,000	1	0.01%
	Stock Realty, LLC	\$ 1,408,495	1	0.07%
	SWFL Real Estate Experts	\$ 544,500	1	0.03%
	Taylor Morrison Realty of FL	\$ 2,581,642	6	0.13%
	The Keyes Company/PSL	\$ 1,438,174	2	0.07%
	TJS Realty, Inc.	\$ 650,000	1	0.03%
	Twin Realty Inc.	\$ 574,900	1	0.03%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA21	VIP Realty Group, Inc.	\$ 167,000	1	0.01%
	West Shore Properties RE,MNGT	\$ 690,000	3	0.04%
	White Sands Realty	\$ 340,000	1	0.02%
	William Raveis-Florida LLC	\$ 3,098,000	3	0.16%
	Your Naples Realty LLC	\$ 533,000	2	0.03%
NA21 Total		\$ 103,852,836	142	5.37%
NA22	Amerivest Realty	\$ 1,564,900	4	0.08%
	Barclay Realty Group	\$ 405,000	1	0.02%
	Bartley Realty LLLP	\$ 345,000	1	0.02%
	Berkshire Hathaway Florida	\$ 2,360,000	7	0.12%
	Cash Flow Realty Inc	\$ 363,000	1	0.02%
	Century 21 Selling Paradise	\$ 858,000	2	0.04%
	Coldwell Banker Residential Re	\$ 1,315,000	3	0.07%
	Downing-Frye Realty, Inc.	\$ 2,293,500	6	0.12%
	Engel & Voelkers Olde Naples	\$ 308,000	1	0.02%
	EXP Realty LLC	\$ 1,237,000	3	0.06%
	Gulf Region Realty	\$ 360,000	1	0.02%
	Hudson Realty Executives LLC	\$ 710,000	2	0.04%
	Independent Brokers Realty	\$ 235,000	1	0.01%
	Islandwalk Real Estate Sales	\$ 2,900,000	8	0.15%
	John R. Wood Properties	\$ 4,567,900	11	0.24%
	Keller Williams Realty - Marco	\$ 390,000	1	0.02%
	Lennar Realty Inc	\$ 1,186,500	3	0.06%
	MVP Realty Associates LLC	\$ 837,000	3	0.04%
	Naples Real Estate Consultants	\$ 435,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 2,009,500	5	0.10%
	Premiere Plus Realty Co.	\$ 3,029,500	8	0.16%
	RE/MAX Affinity Mercato	\$ 1,205,000	2	0.06%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Re/Max Affinity Plus	\$ 363,000	1	0.02%
	RE/MAX Realty Select	\$ 348,000	1	0.02%
	Real Broker, LLC	\$ 320,000	1	0.02%
	Real Estate of South Florida	\$ 315,000	1	0.02%
	Realty World Florida	\$ 325,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 270,000	1	0.01%
	William Raveis-Florida LLC	\$ 760,000	2	0.04%
	Xclusive Homes LLC	\$ 360,000	1	0.02%
NA22 Total		\$ 31,975,800	84	1.65%
NA24	A Plus Realty	\$ 1,454,900	5	0.08%
	Allison James Estates and Home	\$ 302,000	1	0.02%
	Berkshire Hathaway Florida	\$ 305,000	1	0.02%
	Century 21 Sunbelt Realty, Inc	\$ 240,000	1	0.01%
	Coldwell Banker Residential Re	\$ 742,000	4	0.04%
	Domain Realty.com LLC	\$ 273,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 1,253,000	5	0.06%
	Dream Homes Realty of Naples	\$ 279,500	1	0.01%
	Faust Realty Group	\$ 502,000	2	0.03%
	Gulf Coast Management Group LL	\$ 230,000	1	0.01%
	Hamro & Associates LLC	\$ 325,000	1	0.02%
	John R. Wood Properties	\$ 273,000	1	0.01%
	Keller Williams Realty - Marco	\$ 260,000	1	0.01%
	Keller Williams Realty Naples	\$ 400,000	2	0.02%
	Kingdom Realty Services LLC	\$ 289,900	1	0.01%
	KPMG Realty LLC	\$ 134,900	1	0.01%
	McQuaid & Company LLC	\$ 230,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,594,799	6	0.08%
	Napoli Realty Services, LLC	\$ 270,000	1	0.01%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Pikus Realty PA	\$ 279,500	1	0.01%
	Premiere Plus Realty Co.	\$ 1,973,700	8	0.10%
	RE/MAX Realty Select	\$ 113,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 264,899	1	0.01%
	Royal Properties of Naples LLC	\$ 348,000	1	0.02%
	Saggio Realty Inc.	\$ 289,000	1	0.01%
	Saggio Realty, Inc	\$ 574,000	2	0.03%
	Sun Realty	\$ 95,000	1	0.00%
	U S Prime Realty, LLC	\$ 289,000	1	0.01%
	Universe Realty Group, Inc	\$ 285,000	1	0.01%
	Waterfront Realty Group Inc	\$ 265,000	1	0.01%
	Xclusive Homes LLC	\$ 2,440,900	8	0.13%
NA24 Total		\$ 16,575,998	64	0.86%
NA31	Allison James Estates and Home	\$ 215,775	1	0.01%
	Amerivest Realty	\$ 198,000	1	0.01%
	Berkshire Hathaway Florida	\$ 193,750	1	0.01%
	Coldwell Banker Residential Re	\$ 1,046,000	2	0.05%
	Domain Realty.com LLC	\$ 539,900	1	0.03%
	Downing-Frye Realty, Inc.	\$ 2,698,976	5	0.14%
	DR Horton Realty SW FL LLC	\$ 1,250,000	2	0.06%
	Equity Realty	\$ 560,000	1	0.03%
	Hudson Realty Executives LLC	\$ 896,008	2	0.05%
	John R. Wood Properties	\$ 1,482,032	4	0.08%
	Keller Williams Realty Naples	\$ 483,750	2	0.03%
	Kunkle Realty, LLC	\$ 198,000	1	0.01%
	MVP Realty Associates LLC	\$ 570,000	2	0.03%
	Premier Sotheby's Int'l Realty	\$ 560,000	1	0.03%
	Premiere Plus Realty Co.	\$ 1,619,900	3	0.08%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA31	Price Realty of Naples Inc	\$ 539,900	1	0.03%
	RE/MAX Realty Group	\$ 215,775	1	0.01%
	Robert Slack Fine Homes LLC	\$ 599,900	1	0.03%
	Waterfront Realty Group Inc	\$ 275,000	1	0.01%
	William Raveis-Florida LLC	\$ 520,000	1	0.03%
NA31 Total		\$ 14,662,666	34	0.76%
NA32	Non-MLS Office	\$ 209,000	1	0.01%
	RE/MAX Realty Team	\$ 636,000	3	0.03%
	Saggio Realty, Inc	\$ 209,000	1	0.01%
	Sun Realty	\$ 300,000	1	0.02%
NA32 Total		\$ 1,354,000	6	0.07%
NA34	A Plus Realty	\$ 648,500	2	0.03%
	Berkshire Hathaway Florida	\$ 211,000	1	0.01%
	Coldwell Banker Residential Re	\$ 678,000	2	0.04%
	Engel & Voelkers Olde Naples	\$ 271,000	1	0.01%
	EXP Realty LLC	\$ 570,000	2	0.03%
	Florida Global Professional	\$ 315,000	1	0.02%
	Hamro & Associates LLC	\$ 443,000	1	0.02%
	Keller Williams Realty Fort Myers	\$ 211,000	1	0.01%
	Keller Williams Realty Naples	\$ 271,000	1	0.01%
	Lennar Realty Inc	\$ 1,270,994	4	0.07%
	Naples Pro Realty	\$ 290,000	1	0.01%
	Non-MLS Office	\$ 576,994	2	0.03%
	Opyt Realty Inc	\$ 305,000	1	0.02%
	Parkline Realty Associates LLC	\$ 278,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 358,500	1	0.02%
	Premiere Plus Realty Co.	\$ 1,574,500	5	0.08%
	RE/MAX Affinity Mercato	\$ 269,500	1	0.01%

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(14) NA-BN-ES GeoCode-Company

Market Defined	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA34	RE/MAX Blue Skies	\$ 400,000	1	0.02%
	Realty World Florida	\$ 305,000	1	0.02%
	Schulz Realty LLC	\$ 354,000	1	0.02%
	Xclusive Homes LLC	\$ 443,000	1	0.02%
NA34 Total		\$ 10,043,988	32	0.52%
NA36	ANO Realty LLC	\$ 715,900	3	0.04%
	Berkshire Hathaway Florida	\$ 393,000	1	0.02%
	BHHS Florida Realty	\$ 392,500	1	0.02%
	Builders Services, Inc.	\$ 966,558	3	0.05%
	Charming Homes Realty LLC	\$ 284,500	1	0.01%
	David C. Brown Realty, Inc	\$ 1,354,400	7	0.07%
	Equity Realty	\$ 245,000	1	0.01%
	EXP Realty LLC	\$ 238,000	1	0.01%
	John R. Wood Properties	\$ 1,170,400	4	0.06%
	Keller Williams Elite Realty	\$ 1,084,500	3	0.06%
	Keller Williams Realty Naples	\$ 325,000	1	0.02%
	Mueller & Partners LLC	\$ 288,000	2	0.01%
	MVP Realty Associates LLC	\$ 643,000	2	0.03%
	Non-MLS Office	\$ 1,216,558	4	0.06%
	Opyt Realty Inc	\$ 238,000	1	0.01%
	Premiere Plus Realty Co.	\$ 382,900	1	0.02%
	Sellstate 5 Star Realty	\$ 120,000	1	0.01%
	Waterfront Realty Group Inc	\$ 325,000	1	0.02%
NA36 Total		\$ 10,383,216	38	0.54%
NA37	Amerivest Realty	\$ 550,500	2	0.03%
	Ashton Orlando Residential LLC	\$ 2,223,210	6	0.11%
	Barclay Realty Group	\$ 278,000	1	0.01%
	Berkshire Hathaway Florida	\$ 2,259,245	8	0.12%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA37	Builders Services, Inc.	\$ 674,870	2	0.03%
	Coldwell Banker Residential Re	\$ 645,500	2	0.03%
	Cornerstone Coastal Properties	\$ 337,000	1	0.02%
	Domain Realty.com LLC	\$ 753,000	2	0.04%
	Downing-Frye Realty, Inc.	\$ 325,000	1	0.02%
	DR Horton Realty SW FL LLC	\$ 4,200,540	10	0.22%
	Equity Realty	\$ 413,000	1	0.02%
	Gulf Coast Properties Group	\$ 2,738,370	9	0.14%
	Harborview Realty Inc	\$ 1,309,159	2	0.07%
	John R. Wood Properties	\$ 1,118,000	4	0.06%
	MVP Realty Associates LLC	\$ 1,287,585	4	0.07%
	Naples Beach Realty	\$ 203,000	1	0.01%
	Naples TBI Realty LLC	\$ 644,000	2	0.03%
	Non-MLS Office	\$ 307,000	1	0.02%
	Opyt Realty Inc	\$ 585,000	1	0.03%
	Premier Property Management	\$ 311,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 371,000	1	0.02%
	Premiere Plus Realty Co.	\$ 2,582,840	6	0.13%
	Re/Max Affinity Plus	\$ 585,000	1	0.03%
	RE/MAX Blue Skies	\$ 240,000	1	0.01%
	Realhome Services and Solution	\$ 238,600	1	0.01%
	Stock Realty, LLC	\$ 1,748,540	2	0.09%
	Taylor Morrison Realty of FL	\$ 524,159	1	0.03%
	Ted Hofferber P A	\$ 325,000	1	0.02%
	Tropics Real Estate, LLC	\$ 225,000	1	0.01%
	Veronawalk Realty Inc	\$ 1,787,000	5	0.09%
	Waterfront Realty Group Inc	\$ 797,000	3	0.04%
NA37 Total		\$ 30,587,118	84	1.58%

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(14) NA-BN-ES GeoCode-Company

Market Defined	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA38	Ashton Orlando Residential LLC	\$ 1,230,000	2	0.06%
	Berkshire Hathaway Florida	\$ 599,000	2	0.03%
	Builders Services, Inc.	\$ 490,000	1	0.03%
	Christopher Realty Inc	\$ 205,000	1	0.01%
	Clausen Properties Inc	\$ 720,000	1	0.04%
	Coldwell Banker Residential Re	\$ 657,000	2	0.03%
	Compass Florida Naples	\$ 402,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 1,718,000	6	0.09%
	Equity Realty	\$ 707,000	3	0.04%
	Harborview Realty Inc	\$ 377,500	1	0.02%
	Independent Brokers Realty	\$ 1,200,000	1	0.06%
	Island Realty Marco	\$ 900,000	2	0.05%
	John R. Wood Properties	\$ 562,000	2	0.03%
	Keller Williams Realty - Marco	\$ 912,000	2	0.05%
	Land & Sea Intl Realty	\$ 218,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,020,000	1	0.05%
	Non-MLS Office	\$ 490,000	1	0.03%
	Premier Sotheby's Int'l Realty	\$ 16,676,476	26	0.86%
	Premiere Plus Realty Co.	\$ 2,993,776	10	0.15%
	RE/MAX Affinity Mercato	\$ 377,500	1	0.02%
	Re/Max Affinity Plus	\$ 279,000	1	0.01%
	RE/MAX Blue Skies	\$ 1,000,000	2	0.05%
	Sun Realty USA, Inc.	\$ 300,000	1	0.02%
	Taylor Morrison Realty of FL	\$ 1,380,000	2	0.07%
	William Raveis-Florida LLC	\$ 270,000	1	0.01%
NA38 Total		\$ 35,684,252	74	1.84%
NA39	Coldwell Banker Residential Re	\$ 150,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 793,000	3	0.04%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA39	Keller Williams Realty - Marco	\$ 205,000	1	0.01%
	Port of the Islands Realty LLC	\$ 1,635,000	8	0.08%
	Premier Sotheby's Int'l Realty	\$ 205,000	1	0.01%
NA39 Total		\$ 2,988,000	14	0.15%
NA41	BHHS Florida Realty	\$ 804,250	1	0.04%
	Blue Beach Home,LLC	\$ 390,000	1	0.02%
	Boca Executive Realty LLC	\$ 641,000	1	0.03%
	Coldwell Banker Residential Re	\$ 1,304,888	3	0.07%
	Domain Realty.com LLC	\$ 804,250	1	0.04%
	Downing-Frye Realty, Inc.	\$ 375,000	1	0.02%
	EXP Realty LLC	\$ 640,000	2	0.03%
	Hudson Realty Executives LLC	\$ 350,000	1	0.02%
	John R. Wood Properties	\$ 2,085,000	3	0.11%
	Keller Williams Realty - Marco	\$ 239,900	1	0.01%
	Levitan Realty	\$ 239,900	1	0.01%
	Marcuzzo Real Estate	\$ 429,000	1	0.02%
	MVP Realty Associates LLC	\$ 1,640,000	3	0.08%
	Naples Beach Realty	\$ 350,000	1	0.02%
	Naples Realty Services, Inc.	\$ 641,000	1	0.03%
	Premiere Plus Realty Co.	\$ 4,578,888	8	0.24%
	RE/MAX Realty Select	\$ 265,000	1	0.01%
	Realhome Services and Solution	\$ 220,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 675,000	1	0.03%
	Starling Realty Inc	\$ 220,000	1	0.01%
	Sun Realty	\$ 710,000	2	0.04%
	Villastate Realty	\$ 396,000	2	0.02%
NA41 Total		\$ 17,999,076	38	0.93%
NA42	Barclay Realty Group	\$ 680,000	1	0.04%

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SWFL Closed Transactions 2019 Report Workbook - Closed Ranked by NA-BN-ES GeoCodes and Companies

(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA42	Coldwell Banker Residential Re	\$ 655,000	2	0.03%
	Domain Realty.com LLC	\$ 320,000	1	0.02%
	MVP Realty Associates LLC	\$ 1,361,000	4	0.07%
	Paradise Coast Property Team	\$ 360,000	1	0.02%
	Premiere Plus Realty Co.	\$ 975,000	2	0.05%
	RE/MAX Realty Select	\$ 200,000	1	0.01%
	Realhome Services and Solution	\$ 371,000	1	0.02%
	RealPro Realty LLC	\$ 674,000	2	0.03%
	Tropical Home Realty LLC	\$ 200,000	1	0.01%
	Xclusive Homes LLC	\$ 476,000	2	0.02%
NA42 Total		\$ 6,272,000	18	0.32%
NA43	A Plus Realty	\$ 650,000	2	0.03%
	ANO Realty LLC	\$ 175,000	1	0.01%
	Domain Realty.com LLC	\$ 630,000	2	0.03%
	Gulf Breeze Real Estate, LLC	\$ 175,000	1	0.01%
NA43 Total		\$ 1,630,000	6	0.08%
NA44	Adnoram Realty Corporation	\$ 379,625	1	0.02%
	Amerivest Realty	\$ 191,191	1	0.01%
	Berkshire Hathaway Florida	\$ 571,791	2	0.03%
	Coldwell Banker Residential Re	\$ 338,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 375,000	1	0.02%
	Kaye Realty Inc.	\$ 279,000	1	0.01%
	Keller Williams Realty Naples	\$ 514,900	2	0.03%
	Kingdom Realty Services LLC	\$ 305,000	1	0.02%
	MVP Realty Associates LLC	\$ 300,000	1	0.02%
	Naples Realty Services, Inc.	\$ 379,625	1	0.02%
	Opyt Realty Inc	\$ 755,600	2	0.04%
	Premiere Plus Realty Co.	\$ 1,194,000	4	0.06%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA44	RE/MAX Realty Team	\$ 338,000	1	0.02%
	Saggio Realty Inc.	\$ 300,000	1	0.02%
	Universe Realty Group, Inc	\$ 264,900	1	0.01%
	Xclusive Homes LLC	\$ 250,000	1	0.01%
NA44 Total		\$ 6,736,632	22	0.35%
NA45	Berkshire Hathaway Florida	\$ 425,000	1	0.02%
	Equity Realty	\$ 744,000	2	0.04%
	Gulf Gateway Realty, Inc.	\$ 425,000	1	0.02%
	Homes and Land Brokers, Inc.	\$ 395,000	1	0.02%
	John R. Wood Properties	\$ 750,000	2	0.04%
	MVP Realty Associates LLC	\$ 810,000	2	0.04%
	Premiere Plus Realty Co.	\$ 395,000	1	0.02%
	Realty Group of SW Florida Inc	\$ 369,000	1	0.02%
	Saggio Realty, Inc	\$ 315,000	1	0.02%
NA45 Total		\$ 4,628,000	12	0.24%
NA46	Caine Premier Properties LLC	\$ 289,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,331,000	5	0.07%
	Downing-Frye Realty, Inc.	\$ 488,000	2	0.03%
	Dream Homes Realty of Naples	\$ 285,000	1	0.01%
	EXP Realty LLC	\$ 281,000	1	0.01%
	Express Realty of SW Florida	\$ 1,097,000	4	0.06%
	Hamro & Associates LLC	\$ 244,000	1	0.01%
	Independent Brokers Realty	\$ 275,000	1	0.01%
	Janeiro Realty, LLC	\$ 244,000	1	0.01%
	Keller Williams Elite Realty	\$ 268,000	1	0.01%
	MVP Realty Associates LLC	\$ 827,000	3	0.04%
	Plunkett Realty LLC	\$ 262,000	1	0.01%
	Premiere Plus Realty Co.	\$ 1,921,000	7	0.10%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA46	REK Realty	\$ 268,000	1	0.01%
	Starling Realty Inc	\$ 280,000	1	0.01%
	Xclusive Homes LLC	\$ 260,000	1	0.01%
NA46 Total		\$ 8,620,000	32	0.45%
NA47	A Plus Realty	\$ 574,900	2	0.03%
	Coldwell Banker Residential Re	\$ 1,336,999	4	0.07%
	Domain Realty.com LLC	\$ 250,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 1,387,900	5	0.07%
	Dream Homes Realty of Naples	\$ 453,700	2	0.02%
	Express Realty of SW Florida	\$ 287,665	1	0.01%
	Hamro & Associates LLC	\$ 434,000	2	0.02%
	Hudson Realty Executives LLC	\$ 250,000	1	0.01%
	Keller Williams Elite Realty	\$ 353,000	1	0.02%
	Keller Williams Realty Naples	\$ 330,000	1	0.02%
	Kingdom Realty Services LLC	\$ 339,000	1	0.02%
	MVP Realty Associates LLC	\$ 527,665	2	0.03%
	O.K. Realty Inc.	\$ 295,000	1	0.02%
	Paradise Coast Property Team	\$ 204,000	1	0.01%
	Premier Property Management	\$ 303,900	1	0.02%
	Premiere Plus Realty Co.	\$ 1,978,900	7	0.10%
	RE/MAX Blue Skies	\$ 250,000	1	0.01%
	RL Nardi & Associates, Inc.	\$ 250,000	1	0.01%
	Saggio Realty Inc.	\$ 653,999	2	0.03%
	Sun Realty	\$ 295,000	1	0.02%
	Sun Realty USA, Inc.	\$ 300,000	1	0.02%
	The Miano Group Realty LLC	\$ 300,000	1	0.02%
	U S Prime Realty, LLC	\$ 257,900	1	0.01%
	William Raveis-Florida LLC	\$ 569,000	2	0.03%

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(14) NA-BN-ES GeoCode-Company

Market Defined Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
NA47	World Realty Services, LLC	\$ 257,900	1	0.01%
NA47 Total		\$ 12,440,428	44	0.64%
NA48	Berkshire Hathaway Florida	\$ 369,000	1	0.02%
	BHHS Florida Realty	\$ 510,000	1	0.03%
	Coldwell Banker Residential Re	\$ 2,765,800	9	0.14%
	Downing-Frye Realty, Inc.	\$ 618,000	2	0.03%
	Hamro & Associates LLC	\$ 232,000	1	0.01%
	Kingdom Realty Services LLC	\$ 369,000	1	0.02%
	MVP Realty Associates LLC	\$ 1,188,000	4	0.06%
	Paradise Coast Property Team	\$ 246,500	1	0.01%
	Premiere Plus Realty Co.	\$ 2,174,500	7	0.11%
	Re/Max Realty Partners	\$ 232,000	1	0.01%
	Realhome Services and Solution	\$ 192,150	1	0.01%
	Tropical Home Realty LLC	\$ 192,150	1	0.01%
NA48 Total		\$ 9,089,100	30	0.47%
NA23	Florida's Realty Specialists	\$ 460,000	1	0.02%
	Marcuzzo Real Estate	\$ 460,000	1	0.02%
	MVP Realty Associates LLC	\$ 460,000	1	0.02%
	Naples Pro Realty	\$ 560,000	2	0.03%
	Premiere Plus Realty Co.	\$ 570,000	2	0.03%
	William Raveis-Florida LLC	\$ 460,000	1	0.02%
NA23 Total		\$ 2,970,000	8	0.15%
NA50	Premiere Plus Realty Co.	\$ 390,000	2	0.02%
NA50 Total		\$ 390,000	2	0.02%
Grand Total		\$ 1,934,622,858	3116	100.00%