

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
		Column Labels		Closed Volume		Total Closed Units	Total Closed Volume
Row Labels	Company	Closed Units		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
	Downing-Frye Realty, Inc.	36	26	\$12,148,000	\$9,162,500	62	\$21,310,500
	MVP Realty Associates LLC	25	33	\$8,271,300	\$13,384,500	58	\$21,655,800
	Premiere Plus Realty Co.	21	29	\$6,969,650	\$9,621,835	50	\$16,591,485
	Keller Williams Elite Realty	27	22	\$11,201,100	\$8,589,500	49	\$19,790,600
	Royal Shell Real Estate, Inc.	25	21	\$14,373,250	\$9,703,750	46	\$24,077,000
	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
	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
	Non-MLS Office		12		\$4,255,649	12	\$4,255,649
	Amerivest Realty	5	6	\$1,280,500	\$1,585,128	11	\$2,865,628
	Elite Realty of SW FL	6	3	\$2,214,000	\$877,000	9	\$3,091,000
	Right Choice Realty	4	4	\$1,037,500	\$844,500	8	\$1,882,000
	Sun Realty	3	5	\$1,077,500	\$1,702,400	8	\$2,779,900
	Lennar Realty Inc	7	1	\$3,283,500	\$650,000	8	\$3,933,500
	Engel & Voelkers Olde Naples	5	2	\$2,228,900	\$677,500	7	\$2,906,400
	Keller Williams Realty Naples	2	5	\$487,535	\$1,227,500	7	\$1,715,035
	Hunters Ridge Realty Co.	3	4	\$787,500	\$967,500	7	\$1,755,000
	The Dellatore Group	1	6	\$168,000	\$3,262,500	7	\$3,430,500
	DR Horton Realty SW FL LLC	7		\$1,751,410		7	\$1,751,410
	RE/MAX Realty Group	2	5	\$674,500	\$1,295,523	7	\$1,970,023
	Express Realty of SW Florida	4	2	\$1,161,835	\$561,000	6	\$1,722,835
	Sterling Property Servs Realty	2	4	\$772,500	\$1,552,400	6	\$2,324,900
	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
	RealPro Realty LLC	5		\$1,363,000		5	\$1,363,000
	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
	Waterfront Realty Group Inc	1	4	\$247,900	\$1,882,500	5	\$2,130,400
	Compass Florida Naples	1	3	\$156,000	\$863,500	4	\$1,019,500
	Century 21 Sunbelt Realty, Inc	1	3	\$195,000	\$825,000	4	\$1,020,000
	West Bay Realty Inc.	3	1	\$3,827,000	\$1,669,000	4	\$5,496,000
	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
	Builders Services, Inc.	4		\$1,711,149		4	\$1,711,149
	Boca Executive Realty LLC	1	3	\$304,500	\$793,500	4	\$1,098,000
	Naples Realty Services, Inc.	2	1	\$900,000	\$296,500	3	\$1,196,500
	EXP Realty LLC		3		\$884,000	3	\$884,000
	Robert Slack Fine Homes LLC		3		\$2,027,500	3	\$2,027,500
	Maxim LLC	2	1	\$760,000	\$405,000	3	\$1,165,000
	ListWithFreedom.com, Inc.	2	1	\$890,000	\$500,000	3	\$1,390,000
	Keller Williams Realty Fort Myers	1	2	\$476,911	\$980,100	3	\$1,457,011
	Sellstate Achievers Realty Net	1	2	\$322,000	\$494,500	3	\$816,500
	The Sheridan Network.com Inc	3		\$758,900		3	\$758,900
	VIP Realty Group, Inc.	1	2	\$277,500	\$699,911	3	\$977,411
	Timothy R Kiste PA	1	1	\$300,000	\$300,000	2	\$600,000
	Century 21 Selling Paradise	1	1	\$254,900	\$187,000	2	\$441,900
	Edgewater Realty & Homes LLC		2		\$408,850	2	\$408,850
	Independent Brokers Realty	1	1	\$820,000	\$220,500	2	\$1,040,500
	Naples Realty International LL	1	1	\$250,000	\$250,000	2	\$500,000
	Re/MAX Radiance	2		\$513,000		2	\$513,000
	Barry DeNicola Realty, Inc.	1	1	\$6,750,000	\$6,750,000	2	\$13,500,000
	BHHS Florida Realty	1	1	\$213,000	\$325,000	2	\$538,000
	Innova Real Estate Corp	1	1	\$192,500	\$192,500	2	\$385,000
	My Florida Real Estate LLC	1	1	\$259,000	\$259,000	2	\$518,000
	Engel & Voelkers Bonita-Estero	1	1	\$273,000	\$525,000	2	\$798,000
	Cornerstone Coastal Properties	1	1	\$795,000	\$315,000	2	\$1,110,000
	Focus Real Estate	2		\$612,000		2	\$612,000
	Lahaina Realty	1	1	\$389,000	\$170,000	2	\$559,000
	Real Living Cypress Realty		2		\$1,075,000	2	\$1,075,000
	RE/MAX Realty Select	1	1	\$305,000	\$445,000	2	\$750,000
	NextHome Advisors	1	1	\$480,000	\$480,000	2	\$960,000
	Mayr & Company Realty LLC		2		\$2,360,000	2	\$2,360,000
	William Raveis-Florida LLC	1	1	\$450,000	\$624,900	2	\$1,074,900
	Xclusive Homes LLC	1	1	\$235,000	\$235,000	2	\$470,000
	Select Real Estate	1	1	\$170,000	\$170,000	2	\$340,000
	SWFL Imperial Realty LLC		1		\$275,000	1	\$275,000
	Ordonez Realty LLC		1		\$285,000	1	\$285,000
	Porter Davis Real Estate	1		\$137,500		1	\$137,500
	Pollard & Hedrich Realty, Inc.		1		\$205,000	1	\$205,000
	Re/Max Trend		1		\$137,500	1	\$137,500

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Results Real Estate Inc	1		\$230,523			\$230,523
	Reese Realty LLC	1		\$190,000			\$190,000
	Crimaldi and Associates, LLC	1		\$238,000			\$238,000
	Marquise Property Sales, LLC.		1		\$272,000		\$272,000
	Sun Coast Global, Inc.	1		\$415,900			\$415,900
	Century 21 TriPower Realty	1		\$127,200			\$127,200
	Kunkle Realty, LLC		1		\$278,000		\$278,000
	Gulf Coast Elite Realty		1		\$195,000		\$195,000
	Illustrated Properties Real Estate Inc.	1		\$225,000			\$225,000
	Twin Realty Inc.	1		\$295,000			\$295,000
	Sellstate 5 Star Realty	1		\$298,000			\$298,000
	Waters Edge Real Estate LLC	1		\$174,000			\$174,000
	Posh International Properties	1		\$525,000			\$525,000
	Stewart Real Estate Company	1		\$465,000			\$465,000
	Premier Prop of Lee Ctny, Inc.	1		\$137,500			\$137,500
	Distinctive Property Group Inc	1		\$725,000			\$725,000
	Legacy International Realty	1		\$290,000			\$290,000
	Bella Vita Realty, LLC	1		\$260,000			\$260,000
	Siemienas Realty, LLC		1		\$500,000		\$500,000
	Sellstate on the Beach		1		\$475,000		\$475,000
	Sellstate Priority Realty	1		\$460,000			\$460,000
	Twin Metro Realty LLC	1		\$239,628			\$239,628
	RE/MAX Blue Skies		1		\$275,000		\$275,000
	Anchor Realty of Naples		1		\$245,000		\$245,000
	Sun Realty USA, Inc.	1		\$375,000			\$375,000
	Your Naples Realty LLC	1		\$106,000			\$106,000
	Florida Complete Realty		1		\$375,000		\$375,000
	Home Legacy Realty	1		\$205,000			\$205,000
	Old Glory Realty		1		\$365,000		\$365,000
	Premier Realty Homes of SW FL	1		\$235,000			\$235,000
	Schooner Bay Realty, Inc.		1		\$443,000		\$443,000
	Starfish Realty, Inc.		1		\$345,000		\$345,000
	Sky Coastal Realty LLC	1		\$157,000			\$157,000
	Market America Realty Network	1		\$285,000			\$285,000
	Germain Properties of Naples, LLC		1		\$250,000		\$250,000
	Biello Realty LLC		1		\$280,000		\$280,000
	Listsmart LLC	1		\$445,000			\$445,000
	Collier Realty & Management		1		\$123,750		\$123,750
	Islandwalk Real Estate Sales		1		\$410,000		\$410,000
	Caloosa Realty Group LLC		1		\$333,000		\$333,000
	Fathom Realty FL LLC		1		\$175,000		\$175,000
	RE Marketing Consultants Inc		1		\$525,000		\$525,000
	Re/Max Action	1		\$290,000			\$290,000
	Starlink Realty, Inc		1		\$477,000		\$477,000
	Paradise Coast Property Team		1		\$310,000		\$310,000
	Realty World-C Bagans 1st		1		\$178,900		\$178,900
Bonita Estero Markets Only Total		384	384	\$163,590,291	\$163,590,291	768	\$327,180,582

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
Naples Market Only	Premiere Plus Realty Co.	135	150	\$53,191,037	\$58,791,998	285	\$111,983,035
	John R. Wood Properties	138	118	\$150,823,600	\$108,888,405	256	\$259,712,005
	Downing-Frye Realty, Inc.	112	109	\$68,032,650	\$71,461,824	221	\$139,494,474
	Premier Sotheby's Int'l Realty	104	76	\$111,841,728	\$103,902,443	180	\$215,744,171
	MVP Realty Associates LLC	57	78	\$19,519,900	\$32,507,438	135	\$52,027,338
	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
	William Raveis-Florida LLC	31	26	\$37,045,500	\$56,073,000	57	\$93,118,500
	Amerivest Realty	16	33	\$6,783,000	\$19,188,465	49	\$25,971,465
	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
	Non-MLS Office	3	26	\$1,205,805	\$22,964,852	29	\$24,170,657
	Domain Realty.com LLC	11	17	\$3,106,022	\$7,945,172	28	\$11,051,194
	Sun Realty	13	11	\$3,280,500	\$2,493,500	24	\$5,774,000
	Royal Shell Real Estate, Inc.	9	10	\$3,400,100	\$8,126,875	19	\$11,526,975
	Keller Williams Elite Realty	7	11	\$2,565,500	\$11,826,844	18	\$14,392,344
	Xclusive Homes LLC	9	9	\$2,357,400	\$2,397,000	18	\$4,754,400
	Equity Realty	4	13	\$1,394,000	\$4,976,500	17	\$6,370,500
	Compass Florida Naples	10	6	\$25,498,500	\$3,674,000	16	\$29,172,500
	Opyt Realty Inc	1	15	\$650,000	\$4,558,800	16	\$5,208,800
	Gulf Coast International Prop	7	8	\$34,314,000	\$17,679,000	15	\$51,993,000
	RE/MAX Realty Select	11	4	\$3,213,499	\$1,377,500	15	\$4,590,999
	DR Horton Realty SW FL LLC	11	3	\$4,914,390	\$1,356,150	14	\$6,270,540
	EXP Realty LLC	6	8	\$1,279,900	\$3,540,500	14	\$4,820,400
	A Plus Realty	3	9	\$985,500	\$2,587,300	12	\$3,572,800
	Naples Realty Services, Inc.	4	8	\$4,493,000	\$3,892,625	12	\$8,385,625
	Lennar Realty Inc	11		\$4,138,914		11	\$4,138,914
	Hamro & Associates LLC	5	6	\$1,276,900	\$1,502,000	11	\$2,778,900
	Gulf Coast Properties Group	4	6	\$1,185,250	\$1,675,120	10	\$2,860,370
	The Keyes Company/PSL	7	3	\$5,294,530	\$2,052,396	10	\$7,346,926
	Taylor Morrison Realty of FL	9		\$4,485,801		9	\$4,485,801
	Florida Home Realty Inc	2	7	\$1,550,000	\$6,440,500	9	\$7,990,500
	Keller Williams Realty - Marco	4	5	\$999,900	\$1,540,000	9	\$2,539,900
	McQuaid & Company LLC	3	6	\$4,079,500	\$3,154,000	9	\$7,233,500
	KE Talis Park Real Estate Co	4	5	\$5,058,100	\$5,804,100	9	\$10,862,200
	RE/MAX Affinity Mercato	9		\$4,087,000		9	\$4,087,000
	Tropics Real Estate, LLC	3	6	\$706,000	\$1,234,000	9	\$1,940,000
	RE/MAX Blue Skies	4	5	\$2,095,000	\$1,644,000	9	\$3,739,000
	Ashton Orlando Residential LLC	5	3	\$2,118,220	\$1,334,990	8	\$3,453,210
	Allison James Estates and Home	5	3	\$1,771,225	\$1,247,000	8	\$3,018,225
	Realty World Florida	4	4	\$5,955,000	\$1,751,400	8	\$7,706,400
	Hudson Realty Executives LLC	3	5	\$1,251,008	\$1,328,000	8	\$2,579,008
	Engel & Voelkers Olde Naples	3	5	\$5,150,000	\$5,733,900	8	\$10,883,900
	Islandwalk Real Estate Sales	5	3	\$1,715,000	\$1,185,000	8	\$2,900,000
	Port of the Islands Realty LLC	3	5	\$564,000	\$1,071,000	8	\$1,635,000
	Barry DeNicola Realty, Inc.	6	2	\$28,640,000	\$2,575,000	8	\$31,215,000
	Express Realty of SW Florida	8		\$2,265,665		8	\$2,265,665
	L.H. Fleming & Company, Real Estate	4	4	\$2,700,000	\$2,686,500	8	\$5,386,500
	Naples TBI Realty LLC	4	3	\$2,414,294	\$1,768,041	7	\$4,182,335
	Builders Services, Inc.	7		\$2,716,428		7	\$2,716,428
	Arbor Trace Realty	3	4	\$1,617,000	\$1,927,000	7	\$3,544,000
	Marcuzzo Real Estate	3	4	\$1,260,000	\$3,292,600	7	\$4,552,600
	Re/Max Affinity Plus	5	2	\$3,673,000	\$5,029,000	7	\$8,702,000
	David C. Brown Realty, Inc	3	4	\$617,200	\$737,200	7	\$1,354,400
	Premier Property Management	4	3	\$1,323,400	\$897,500	7	\$2,220,900
	Harborview Realty Inc	2	4	\$897,500	\$2,336,659	6	\$3,234,159
	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
	Paradise Coast Property Team	2	4	\$650,000	\$863,000	6	\$1,513,000
	RealPro Realty LLC	3	3	\$704,000	\$1,300,000	6	\$2,004,000
	Stock Realty, LLC	4	2	\$6,937,220	\$3,874,270	6	\$10,811,490
	RE/MAX Realty Team	4	2	\$859,999	\$506,000	6	\$1,365,999
	Gulf Breeze Real Estate, LLC	5	1	\$1,084,000	\$260,000	6	\$1,344,000
	Realhome Services and Solution	6		\$1,324,255		6	\$1,324,255
	Coffey Real Estate Services, Corp	3	2	\$469,500	\$382,500	5	\$852,000
	Robert Slack Fine Homes LLC		5		\$5,321,900	5	\$5,321,900
	RL Nardi & Associates, Inc.	2	3	\$564,000	\$955,000	5	\$1,519,000
	Veronawalk Realty Inc	3	2	\$1,021,000	\$766,000	5	\$1,787,000
	Sun Realty USA, Inc.	3	2	\$732,500	\$520,000	5	\$1,252,500
	Century 21 Selling Paradise	1	4	\$429,000	\$1,064,000	5	\$1,493,000
	BHHS Florida Realty	5		\$2,526,650		5	\$2,526,650
	West Shore Properties RE,MNGT	2	3	\$2,892,500	\$3,142,500	5	\$6,035,000
	Quail Communities Realty, Inc.	3	2	\$1,915,000	\$1,245,000	5	\$3,160,000
	White Sands Realty	2	2	\$797,000	\$1,270,000	4	\$2,067,000
	Real Estate of South Florida	2	2	\$625,000	\$705,000	4	\$1,330,000

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)							
Sold Date	(Multiple Items)							
Column Labels								
	Realty World, Top Producers Realty, Inc.	4		\$1,704,899			4	\$1,704,899
	Weekly Realty Group, LLC	2	2	\$3,970,000	\$3,970,000		4	\$7,940,000
	Blue Heron Realty of Naples	2	2	\$447,000	\$447,000		4	\$894,000
	Saggio Realty Inc.		4		\$1,242,999		4	\$1,242,999
	ANO Realty LLC	1	3	\$282,950	\$607,950		4	\$890,900
	Realty Group of SW Florida Inc	2	2	\$579,000	\$427,000		4	\$1,006,000
	Kingdom Realty Services LLC	3	1	\$997,900	\$305,000		4	\$1,302,900
	RE/MAX Realty Group		4		\$1,315,775		4	\$1,315,775
	Vineyards Realty Inc	2	2	\$1,279,900	\$1,279,900		4	\$2,559,800
	Naples Pro Realty	2	2	\$570,000	\$735,000		4	\$1,305,000
	Assist 2 Sell Buyers & Sellers	2	2	\$636,000	\$708,000		4	\$1,344,000
	Homes and Land Brokers, Inc.	3	1	\$1,153,000	\$472,000		4	\$1,625,000
	Boca Executive Realty LLC	1	3	\$405,000	\$1,399,500		4	\$1,804,500
	Ruby Realty Company	1	2	\$220,000	\$1,077,500		3	\$1,297,500
	Re/Max Action	3		\$899,000			3	\$899,000
	Independent Brokers Realty		3		\$1,710,000		3	\$1,710,000
	Starling Realty Inc		3		\$1,035,000		3	\$1,035,000
	Real Estate Broker Direct Inc.	1	2	\$149,900	\$464,800		3	\$614,700
	Ted Hofferber P A	3		\$860,000			3	\$860,000
	Keller Williams Realty Fort Myers	1	2	\$185,000	\$1,361,000		3	\$1,546,000
	The Miano Group Realty LLC		3		\$980,000		3	\$980,000
	Neal Communities Realty, Inc.	2	1	\$709,853	\$404,853		3	\$1,114,706
	Vineyards Properties Inc	3		\$1,465,250			3	\$1,465,250
	TMB Realty Inc	2	1	\$541,000	\$205,000		3	\$746,000
	Illustrated Properties Real Estate Inc.	3		\$1,169,000			3	\$1,169,000
	Barclay Realty Group	1	2	\$680,000	\$683,000		3	\$1,363,000
	VIP Realty Group, Inc.	3		\$469,000			3	\$469,000
	Bayside Realty SWFL LLC	1	2	\$235,000	\$635,000		3	\$870,000
	Kunkle Realty, LLC	1	2	\$198,000	\$289,500		3	\$487,500
	Bay Forest Real Estate Services, Inc.	1	1	\$332,500	\$332,500		2	\$665,000
	Gulf Coast Management Group LL	2		\$385,000			2	\$385,000
	Sunstream Realty, LLC		2		\$415,000		2	\$415,000
	Broadway Realty & Management I	1	1	\$109,000	\$109,000		2	\$218,000
	Tropical Paradise Realty Inc	1	1	\$370,000	\$515,000		2	\$885,000
	RE/MAX Dream		2		\$660,000		2	\$660,000
	Island Realty Marco	1	1	\$450,000	\$450,000		2	\$900,000
	Safe Harbor Real Estate Service		2		\$467,500		2	\$467,500
	Fischer Realty Int LLC		2		\$307,000		2	\$307,000
	Tropical Home Realty LLC		2		\$392,150		2	\$392,150
	Staton Properties, LLC	1	1	\$190,000	\$378,500		2	\$568,500
	U S Prime Realty, LLC	1	1	\$257,900	\$289,000		2	\$546,900
	Hartford Realty LLC	1	1	\$272,600	\$439,000		2	\$711,600
	The Agency of SW Florida Inc		2		\$3,639,900		2	\$3,639,900
	Villastate Realty	1	1	\$198,000	\$198,000		2	\$396,000
	Engel & Voelkers Bonita-Estero		2		\$1,071,000		2	\$1,071,000
	Heights Realty & Investments	1	1	\$247,000	\$247,000		2	\$494,000
	Universe Realty Group, Inc	2		\$549,900			2	\$549,900
	Century 21 Sunbelt Realty, Inc	1	1	\$240,000	\$355,000		2	\$595,000
	Naples Real Estate Consultants	1	1	\$510,000	\$435,000		2	\$945,000
	Florida Realty & Co.	1	1	\$2,700,000	\$2,700,000		2	\$5,400,000
	Mueller & Partners LLC	1	1	\$144,000	\$144,000		2	\$288,000
	Naples Beach Realty	1	1	\$350,000	\$203,000		2	\$553,000
	Sellstate on 5th		2		\$558,000		2	\$558,000
	Prime Location Brokers LLC	1	1	\$1,500,000	\$1,500,000		2	\$3,000,000
	Florida Prime Realty, LLC	1	1	\$260,000	\$1,042,500		2	\$1,302,500
	World Realty Services, LLC		2		\$2,357,900		2	\$2,357,900
	Banyan Naples Realty Co		2		\$683,190		2	\$683,190
	Starlink Realty, Inc		2		\$392,000		2	\$392,000
	Florida Global Professional	2		\$555,000			2	\$555,000
	Christopher Realty Inc		2		\$545,000		2	\$545,000
	Re/Max Trend	1	1	\$650,000	\$650,000		2	\$1,300,000
	Faust Realty Group	1	1	\$242,000	\$260,000		2	\$502,000
	Twin Realty Inc.		2		\$1,189,900		2	\$1,189,900
	The Forrest Company Realty of Naples Inc	1	1	\$5,125,000	\$5,125,000		2	\$10,250,000
	Your Naples Realty LLC	1	1	\$345,000	\$188,000		2	\$533,000
	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
	Neapolitan Realty LLC		1		\$2,700,000		1	\$2,700,000
	Bartley Realty LLLP	1		\$345,000			1	\$345,000
	Pelican I Real Estate & Development, Inc	1		\$700,000			1	\$700,000
	List In MLS Realty, LLC	1		\$586,000			1	\$586,000
	Nardi Realty		1		\$275,000		1	\$275,000
	Hunters Ridge Realty Co.		1		\$260,000		1	\$260,000
	Sun Royal Realty Inc	1		\$110,000			1	\$110,000
	Edgewater Realty & Homes LLC		1		\$290,000		1	\$290,000

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)							
Sold Date	(Multiple Items)							
Column Labels								
	Clausen Properties Inc		1		\$720,000		1	\$720,000
	MAKS Realty Inc	1		\$139,000			1	\$139,000
	Elite Realty of SW FL		1		\$515,000		1	\$515,000
	Tec Realty LLC		1		\$300,000		1	\$300,000
	Green Coast Realty Inc		1		\$270,000		1	\$270,000
	ListWithFreedom.com, Inc.	1		\$485,000			1	\$485,000
	Phoenix Homes Inc	1		\$1,000,000			1	\$1,000,000
	Listsmart LLC	1		\$107,900			1	\$107,900
	Wilderness of Naples Realty		1		\$290,000		1	\$290,000
	Florida Golf Realty LLC		1		\$122,500		1	\$122,500
	All Florida Property Group Inc	1		\$185,000			1	\$185,000
	Signature Intl Premier Prop		1		\$500,000		1	\$500,000
	Blue Lighthouse Realty Inc	1		\$625,000			1	\$625,000
	Premier Realty Homes of SW FL	1		\$380,000			1	\$380,000
	Florida Elite Realty Inc	1		\$138,600			1	\$138,600
	All In One Realty Group, Inc.	1		\$338,000			1	\$338,000
	Realty Executives Signature		1		\$130,000		1	\$130,000
	Janeiro Realty, LLC	1		\$244,000			1	\$244,000
	Gulf Access Realty Inc		1		\$450,000		1	\$450,000
	Pelican's Nest Realty Services		1		\$82,500		1	\$82,500
	TSD Realty	1		\$179,900			1	\$179,900
	Gulf Region Realty	1		\$360,000			1	\$360,000
	O.K. Realty Inc.	1		\$295,000			1	\$295,000
	Hero Real Estate & Co		1		\$322,500		1	\$322,500
	Royal Properties of Naples LLC	1		\$348,000			1	\$348,000
	Love Naples LLC	1		\$435,000			1	\$435,000
	ToastyinNaples.com Realty	1		\$231,500			1	\$231,500
	Gulf Gateway Realty, Inc.		1		\$425,000		1	\$425,000
	Re/Max Realty Partners	1		\$232,000			1	\$232,000
	Schulz Realty LLC		1		\$354,000		1	\$354,000
	Aadvisor Rentals Inc		1		\$155,500		1	\$155,500
	Cash Flow Realty Inc		1		\$363,000		1	\$363,000
	Golf Life Properties, LLC		1		\$1,850,000		1	\$1,850,000
	Wilson & Associates RE Inc	1		\$680,000			1	\$680,000
	Community Realty Associates	1		\$1,402,875			1	\$1,402,875
	REVirtually LLC	1		\$247,500			1	\$247,500
	REK Realty	1		\$268,000			1	\$268,000
	Bar Investment Realty LLC	1		\$410,000			1	\$410,000
	Charming Homes Realty LLC		1		\$284,500		1	\$284,500
	Sellstate 5 Star Realty	1		\$120,000			1	\$120,000
	Olde Naples Real Estate, Inc.	1		\$439,000			1	\$439,000
	NOCO LLC	1		\$218,000			1	\$218,000
	My Florida Real Estate LLC		1		\$410,000		1	\$410,000
	Plunkett Realty LLC		1		\$262,000		1	\$262,000
	RFK Realty	1		\$265,000			1	\$265,000
	Quail West Realty	1		\$2,100,000			1	\$2,100,000
	Sundial Realty Naples Florida		1		\$207,000		1	\$207,000
	Sellstate Priority Realty		1		\$418,000		1	\$418,000
	McNeil Real Estate, Inc.	1		\$350,000			1	\$350,000
	M.J. Duvekot Real Estate Services		1		\$425,000		1	\$425,000
	Starfish Realty, Inc.	1		\$317,500			1	\$317,500
	SW Management & Realty LLC	1		\$1,514,986			1	\$1,514,986
	Naples Realty International LL	1		\$154,000			1	\$154,000
	Thomas & French International Properties		1		\$628,000		1	\$628,000
	Fathom Realty FL LLC		1		\$195,000		1	\$195,000
	Kaye Realty Inc.	1		\$279,000			1	\$279,000
	Parkline Realty Associates LLC		1		\$278,000		1	\$278,000
	Adnoram Realty Corporation	1		\$379,625			1	\$379,625
	Perfect Properties of Naples, Inc.	1		\$251,000			1	\$251,000
	A.R.B.C. Rlty Of Sw Fl., Inc.	1		\$1,483,200			1	\$1,483,200
	Results Real Estate Inc	1		\$135,000			1	\$135,000
	The Square Realty		1		\$277,500		1	\$277,500
	Sellstate Prime Realty		1		\$190,000		1	\$190,000
	Brand & Associates Inc.	1		\$170,000			1	\$170,000
	Stiles Sowers & Associates		1		\$1,600,000		1	\$1,600,000
	Spina Realty Company		1		\$6,450,000		1	\$6,450,000
	Unique Properties of Naples, Inc.		1		\$430,000		1	\$430,000
	Vacation Property Mgmt Realty	1		\$425,000			1	\$425,000
	Yerger Realty		1		\$137,500		1	\$137,500
	Jones & Co Realty		1		\$265,500		1	\$265,500
	Results Realty Marco Island		1		\$416,420		1	\$416,420
	Lee International Realty Inc		1		\$170,000		1	\$170,000
	TJS Realty, Inc.	1		\$650,000			1	\$650,000
	Diversified Real Estate Group	1		\$540,000			1	\$540,000
	Phelps Realty Services		1		\$218,500		1	\$218,500

JOHN R WOOD PROPERTIES
 SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Market Ranking by Units
 (21) Market Ranking by Units

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Naples Florida Luxury Realty	1		\$677,000		1	\$677,000
	BK Homes Realty		1		\$1,408,495	1	\$1,408,495
	America's Realty Corp of SW Fl		1		\$215,000	1	\$215,000
	Bud Coleman Associates Inc	1		\$575,000		1	\$575,000
	Dean Fry Realty		1		\$180,000	1	\$180,000
	Collier Realty & Management		1		\$575,000	1	\$575,000
	Cornerstone Coastal Properties		1		\$337,000	1	\$337,000
	MAFF Realty Services LLC		1		\$315,000	1	\$315,000
	Fidelity Florida Realty Corp	1		\$355,000		1	\$355,000
	SWFL Real Estate Experts	1		\$544,500		1	\$544,500
	Century 21 First Southern Trust		1		\$223,000	1	\$223,000
	Blue Beach Home,LLC	1		\$390,000		1	\$390,000
	The Dellatore Group		1		\$157,000	1	\$157,000
	KPMG Realty LLC	1		\$134,900		1	\$134,900
	Luxury & Beach Realty Inc		1		\$307,000	1	\$307,000
	Andis Real Estate Services LLC	1		\$190,000		1	\$190,000
	Price Realty of Naples Inc	1		\$539,900		1	\$539,900
	Kim Levitan Realty	1		\$350,000		1	\$350,000
	Levitan Realty		1		\$239,900	1	\$239,900
	Mediterra Realty	1		\$3,000,000		1	\$3,000,000
	Napoli Realty Services, LLC	1		\$270,000		1	\$270,000
	Pikus Realty PA	1		\$279,500		1	\$279,500
	Caine Premier Properties LLC		1		\$289,000	1	\$289,000
	Patten Properties of Florida		1		\$138,600	1	\$138,600
	Cliffoney Realty LLC	1		\$343,000		1	\$343,000
	Real Broker, LLC		1		\$320,000	1	\$320,000
	Current Real Estate & Mgmt Inc	1		\$982,500		1	\$982,500
	Signature International Premier Properties		1		\$235,000	1	\$235,000
	Experience Real Estate Group	1		\$190,000		1	\$190,000
	Hovland, Inc.	1		\$235,000		1	\$235,000
	Grice Realty Inc		1		\$250,000	1	\$250,000
	Naples Coastal Realty Inc	1		\$535,000		1	\$535,000
	Twin Metro Realty LLC	1		\$405,000		1	\$405,000
	The Willis Group, LLC	1		\$1,900,000		1	\$1,900,000
	The Sheridan Network.com Inc	1		\$243,500		1	\$243,500
	Seaside Properties of South Florida, Inc.	1		\$205,000		1	\$205,000
	Platinum Real Estate		1		\$312,500	1	\$312,500
	United Real Estate	1		\$349,000		1	\$349,000
	Land & Sea Intl Realty		1		\$218,000	1	\$218,000
	United Real Estate Infinity		1		\$229,900	1	\$229,900
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