

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
Row Labels	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
	L	S	L	S			
John R. Wood Properties	333	301	\$	273,105,528	\$	210,707,504	634 \$ 483,813,032
Premiere Plus Realty Co.	288	313	\$	111,827,396	\$	124,345,739	601 \$ 236,173,135
Downing-Frye Realty, Inc.	279	249	\$	149,607,509	\$	151,604,190	528 \$ 301,211,699
Premier Sotheby's Int'l Realty	215	172	\$	192,654,263	\$	223,977,763	387 \$ 416,632,026
MVP Realty Associates LLC	149	189	\$	58,225,010	\$	75,580,719	338 \$ 133,805,729
Coldwell Banker Residential Re	148	101	\$	103,748,199	\$	73,610,098	249 \$ 177,358,297
Berkshire Hathaway Florida	103	91	\$	39,910,011	\$	58,956,895	194 \$ 98,866,906
William Raveis-Florida LLC	59	57	\$	76,864,000	\$	87,253,650	116 \$ 164,117,650
Keller Williams Elite Realty	61	53	\$	25,136,000	\$	29,122,244	114 \$ 54,258,244
Royal Shell Real Estate, Inc.	57	54	\$	32,402,500	\$	30,820,059	111 \$ 63,222,559
Amerivest Realty	44	63	\$	17,819,500	\$	31,353,093	107 \$ 49,172,593
Domain Realty.com LLC	32	67	\$	10,206,672	\$	26,163,652	99 \$ 36,370,324
Waterfront Realty Group Inc	29	45	\$	14,997,650	\$	22,072,250	74 \$ 37,069,900
Non-MLS Office	3	67	\$	1,490,805	\$	42,109,885	70 \$ 43,600,690
Keller Williams Realty Naples	31	37	\$	12,330,085	\$	12,491,756	68 \$ 24,821,841
Sun Realty	34	29	\$	9,640,700	\$	11,122,200	63 \$ 20,762,900
Realty World Florida	34	22	\$	18,512,500	\$	9,783,400	56 \$ 28,295,900
Xclusive Homes LLC	19	23	\$	4,813,400	\$	5,706,960	42 \$ 10,520,360
Equity Realty	8	33	\$	2,608,000	\$	13,897,500	41 \$ 16,505,500
DR Horton Realty SW FL LLC	34	5	\$	12,882,311	\$	2,384,150	39 \$ 15,266,461
Engel & Voelkers Olde Naples	19	15	\$	14,907,900	\$	15,698,900	34 \$ 30,606,800
Compass Florida Naples	17	16	\$	30,182,500	\$	7,661,000	33 \$ 37,843,500
RE/MAX Realty Select	20	12	\$	6,134,499	\$	6,303,500	32 \$ 12,437,999
Keller Williams Realty - Marco	16	16	\$	4,144,400	\$	5,625,490	32 \$ 9,769,890
Naples Realty Services, Inc.	12	16	\$	8,045,500	\$	7,914,125	28 \$ 15,959,625
Gulf Coast International Prop	14	14	\$	59,427,785	\$	28,979,000	28 \$ 88,406,785
Lennar Realty Inc	26	1	\$	10,650,641	\$	650,000	27 \$ 11,300,641
EXP Realty LLC	12	15	\$	3,698,200	\$	6,588,500	27 \$ 10,286,700

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Express Realty of SW Florida	21	4	\$ 6,128,120	\$ 1,155,735	25	\$ 7,283,855	
RE/MAX Affinity Mercato	13	11	\$ 5,192,000	\$ 2,871,400	24	\$ 8,063,400	
Paradise Coast Property Team	9	14	\$ 2,340,500	\$ 4,197,500	23	\$ 6,538,000	
Opyt Realty Inc	1	21	\$ 650,000	\$ 6,297,700	22	\$ 6,947,700	
RE/MAX Realty Group	5	15	\$ 1,662,500	\$ 4,245,298	20	\$ 5,907,798	
Taylor Morrison Realty of FL	16	3	\$ 8,385,801	\$ 2,090,000	19	\$ 10,475,801	
Gulf Coast Properties Group	9	10	\$ 2,931,750	\$ 3,087,620	19	\$ 6,019,370	
Hamro & Associates LLC	7	11	\$ 2,030,900	\$ 3,051,000	18	\$ 5,081,900	
Builders Services, Inc.	17		\$ 7,052,007		17	\$ 7,052,007	
A Plus Realty	3	14	\$ 985,500	\$ 3,786,300	17	\$ 4,771,800	
Islandwalk Real Estate Sales	10	7	\$ 3,662,500	\$ 2,970,000	17	\$ 6,632,500	
RealPro Realty LLC	10	7	\$ 2,431,000	\$ 2,484,000	17	\$ 4,915,000	
Blue Heron Realty of Naples	8	8	\$ 1,639,500	\$ 2,039,500	16	\$ 3,679,000	
McQuaid & Company LLC	6	10	\$ 8,194,500	\$ 6,089,000	16	\$ 14,283,500	
Tropics Real Estate, LLC	6	9	\$ 2,559,500	\$ 2,739,950	15	\$ 5,299,450	
Ashton Orlando Residential LLC	10	5	\$ 6,043,175	\$ 2,639,965	15	\$ 8,683,140	
Keller Williams Realty Fort Myers	5	10	\$ 1,580,911	\$ 7,793,000	15	\$ 9,373,911	
Marcuzzo Real Estate	6	8	\$ 2,302,000	\$ 4,667,600	14	\$ 6,969,600	
RE/MAX Blue Skies	6	8	\$ 2,658,000	\$ 3,281,500	14	\$ 5,939,500	
Elite Realty of SW FL	8	6	\$ 2,793,000	\$ 2,419,500	14	\$ 5,212,500	
The Dellatore Group	2	12	\$ 572,900	\$ 6,008,500	14	\$ 6,581,400	
Barclay Realty Group	6	7	\$ 1,979,500	\$ 2,356,000	13	\$ 4,335,500	
Gulf Breeze Real Estate, LLC	7	6	\$ 1,679,000	\$ 2,283,440	13	\$ 3,962,440	
The Keyes Company/PSL	9	4	\$ 6,466,760	\$ 2,782,396	13	\$ 9,249,156	
Your Naples Realty LLC	6	6	\$ 2,586,000	\$ 1,870,500	12	\$ 4,456,500	
RE/MAX Realty Team	6	6	\$ 1,289,499	\$ 1,959,700	12	\$ 3,249,199	
Robert Slack Fine Homes LLC		12		\$ 8,832,900	12	\$ 8,832,900	
Arbor Trace Realty	5	7	\$ 2,657,000	\$ 3,532,000	12	\$ 6,189,000	
KE Talis Park Real Estate Co	6	6	\$ 7,841,288	\$ 7,454,100	12	\$ 15,295,388	

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)								
Sold Date	(Multiple Items)								
Column Labels									
	Closed Units			Closed Volume		Total Closed Units	Total Closed Volume		
Hudson Realty Executives LLC	4	8	\$	1,741,006	\$	2,160,990	12	\$	3,901,996
Barry DeNicola Realty, Inc.	8	4	\$	39,090,000	\$	10,180,000	12	\$	49,270,000
Sun Realty USA, Inc.	8	4	\$	2,964,900	\$	1,394,000	12	\$	4,358,900
Port of the Islands Realty LLC	5	7	\$	971,820	\$	1,478,820	12	\$	2,450,640
Saggio Realty, Inc	5	6	\$	1,250,500	\$	1,962,000	11	\$	3,212,500
David C. Brown Realty, Inc	5	6	\$	904,000	\$	1,024,000	11	\$	1,928,000
Premier Property Management	7	4	\$	2,236,900	\$	1,205,000	11	\$	3,441,900
Re/Max Affinity Plus	7	4	\$	4,388,000	\$	6,254,000	11	\$	10,642,000
Harborview Realty Inc	4	7	\$	1,547,000	\$	4,202,659	11	\$	5,749,659
Allison James Estates and Home	7	3	\$	2,116,045	\$	1,247,000	10	\$	3,363,045
Florida Home Realty Inc	2	8	\$	1,550,000	\$	6,705,500	10	\$	8,255,500
Kingdom Realty Services LLC	6	4	\$	1,841,800	\$	1,197,750	10	\$	3,039,550
Boca Executive Realty LLC	2	8	\$	709,500	\$	3,003,000	10	\$	3,712,500
Engel & Voelkers Bonita-Estero	3	7	\$	1,028,000	\$	3,291,000	10	\$	4,319,000
Starlink Realty, Inc	2	8	\$	827,000	\$	1,905,000	10	\$	2,732,000
Naples TBI Realty LLC	5	4	\$	2,953,935	\$	2,307,682	9	\$	5,261,617
Jones & Co Realty	3	6	\$	692,500	\$	1,873,000	9	\$	2,565,500
Century 21 Sunbelt Realty, Inc	4	5	\$	1,103,000	\$	1,540,000	9	\$	2,643,000
VIP Realty Group, Inc.	5	4	\$	1,121,500	\$	1,790,811	9	\$	2,912,311
Maxim LLC	4	5	\$	1,280,500	\$	1,933,000	9	\$	3,213,500
Century 21 Selling Paradise	3	6	\$	1,033,900	\$	1,436,000	9	\$	2,469,900
Starling Realty Inc	3	6	\$	732,750	\$	1,689,000	9	\$	2,421,750
Re/Max Action	9		\$	3,437,000			9	\$	3,437,000
Realty Group of SW Florida Inc	5	4	\$	1,692,000	\$	1,138,000	9	\$	2,830,000
Neal Communities Realty, Inc.	5	3	\$	1,668,853	\$	1,063,853	8	\$	2,732,706
L.H. Fleming & Company, Real Estate	4	4	\$	2,700,000	\$	2,686,500	8	\$	5,386,500
Realhome Services and Solution	8		\$	1,586,755			8	\$	1,586,755
Vineyards Properties Inc	6	2	\$	2,405,250	\$	925,000	8	\$	3,330,250
Independent Brokers Realty	4	4	\$	1,570,500	\$	1,930,500	8	\$	3,501,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
West Shore Properties RE,MNGT	4	4	\$ 4,797,500	\$ 4,832,500	8	\$ 9,630,000	
Lehigh Real Estate & Land Corp	3	5	\$ 1,365,000	\$ 1,682,500	8	\$ 3,047,500	
Assist 2 Sell Buyers & Sellers	2	6	\$ 636,000	\$ 1,904,100	8	\$ 2,540,100	
Realty World, Top Producers Realty, Inc.	7	1	\$ 2,694,899	\$ 293,000	8	\$ 2,987,899	
Kunkle Realty, LLC	2	6	\$ 523,000	\$ 1,349,400	8	\$ 1,872,400	
Hunters Ridge Realty Co.	3	5	\$ 787,500	\$ 1,227,500	8	\$ 2,015,000	
RL Nardi & Associates, Inc.	4	3	\$ 1,262,000	\$ 955,000	7	\$ 2,217,000	
Weekly Realty Group, LLC	3	4	\$ 8,020,000	\$ 9,445,000	7	\$ 17,465,000	
Veronawalk Realty Inc	4	3	\$ 1,480,900	\$ 1,225,900	7	\$ 2,706,800	
BHHS Florida Realty	6	1	\$ 2,739,650	\$ 325,000	7	\$ 3,064,650	
Dream Homes Realty of Naples	1	6	\$ 226,850	\$ 1,551,350	7	\$ 1,778,200	
Right Choice Realty	4	3	\$ 1,037,500	\$ 734,500	7	\$ 1,772,000	
The Sheridan Network.com Inc	7		\$ 2,436,400		7	\$ 2,436,400	
Kevin Shelly Realty Inc.	2	5	\$ 1,207,500	\$ 2,470,500	7	\$ 3,678,000	
Sterling Property Servs Realty	2	4	\$ 772,500	\$ 1,552,400	6	\$ 2,324,900	
TMB Realty Inc	3	3	\$ 881,000	\$ 835,000	6	\$ 1,716,000	
My Florida Real Estate LLC	4	2	\$ 1,091,000	\$ 669,000	6	\$ 1,760,000	
Naples Florida Luxury Realty	4	2	\$ 3,190,000	\$ 1,950,000	6	\$ 5,140,000	
Gulf Pointe Properties	4	2	\$ 1,240,000	\$ 693,000	6	\$ 1,933,000	
Ruby Realty Company	1	5	\$ 220,000	\$ 2,005,500	6	\$ 2,225,500	
Coffey Real Estate Services, Corp	3	3	\$ 469,500	\$ 538,500	6	\$ 1,008,000	
ListWithFreedom.com, Inc.	5	1	\$ 3,255,000	\$ 500,000	6	\$ 3,755,000	
Starfish Realty, Inc.	3	3	\$ 922,500	\$ 1,135,000	6	\$ 2,057,500	
Stock Realty, LLC	4	2	\$ 6,937,220	\$ 3,874,270	6	\$ 10,811,490	
White Sands Realty	4	2	\$ 1,137,000	\$ 1,270,000	6	\$ 2,407,000	
Key Real Estate	3	3	\$ 1,200,000	\$ 917,000	6	\$ 2,117,000	
Ronto Realty	3	3	\$ 5,315,000	\$ 5,315,000	6	\$ 10,630,000	
Vineyards Realty Inc	3	3	\$ 1,864,900	\$ 1,864,900	6	\$ 3,729,800	
Christopher Realty Inc	2	3	\$ 950,000	\$ 885,000	5	\$ 1,835,000	

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Signature International Premier Properties	2	3	\$ 2,365,000	\$ 2,135,000	5	\$ 4,500,000	
Island Realty Marco	3	2	\$ 1,325,000	\$ 800,000	5	\$ 2,125,000	
Fischer Realty Int LLC		5		\$ 1,344,500	5	\$ 1,344,500	
Homes and Land Brokers, Inc.	4	1	\$ 1,402,000	\$ 472,000	5	\$ 1,874,000	
U S Prime Realty, LLC	1	4	\$ 257,900	\$ 1,270,000	5	\$ 1,527,900	
Faust Realty Group	3	2	\$ 956,900	\$ 549,800	5	\$ 1,506,700	
Illustrated Properties Real Estate Inc.	5		\$ 1,694,000		5	\$ 1,694,000	
Sky Coastal Realty LLC	4	1	\$ 655,500	\$ 158,500	5	\$ 814,000	
Quail Communities Realty, Inc.	3	2	\$ 1,915,000	\$ 1,245,000	5	\$ 3,160,000	
Caine Premier Properties LLC	3	2	\$ 2,387,000	\$ 949,000	5	\$ 3,336,000	
ANO Realty LLC	1	4	\$ 282,950	\$ 1,031,950	5	\$ 1,314,900	
Real Estate of South Florida	3	2	\$ 1,000,000	\$ 705,000	5	\$ 1,705,000	
Pinnacle Property Group	1	3	\$ 305,000	\$ 906,315	4	\$ 1,211,315	
Quail West Realty	4		\$ 10,685,000		4	\$ 10,685,000	
Sunstream Realty, LLC	1	3	\$ 270,000	\$ 685,000	4	\$ 955,000	
Cornerstone Coastal Properties	2	2	\$ 1,155,000	\$ 652,000	4	\$ 1,807,000	
Mediterra Realty	3	1	\$ 7,875,000	\$ 2,100,000	4	\$ 9,975,000	
Edgewater Realty & Homes LLC		4		\$ 982,350	4	\$ 982,350	
TSD Realty	3	1	\$ 793,900	\$ 195,000	4	\$ 988,900	
Saggio Realty Inc.		4		\$ 1,242,999	4	\$ 1,242,999	
Bartley Realty LLLP	2	2	\$ 889,900	\$ 1,114,900	4	\$ 2,004,800	
West Bay Realty Inc.	3	1	\$ 3,827,000	\$ 1,669,000	4	\$ 5,496,000	
Ted Hofferber P A	4		\$ 1,194,000		4	\$ 1,194,000	
Sellstate Achievers Realty Net	1	3	\$ 322,000	\$ 669,500	4	\$ 991,500	
Pikus Realty PA	2	2	\$ 559,400	\$ 526,900	4	\$ 1,086,300	
Eister & Company, Inc	3	1	\$ 1,009,900	\$ 325,900	4	\$ 1,335,800	
Select Real Estate	2	2	\$ 310,900	\$ 310,900	4	\$ 621,800	
Staton Properties, LLC	3	1	\$ 664,500	\$ 378,500	4	\$ 1,043,000	
Re/MAX Radiance	2	2	\$ 513,000	\$ 498,000	4	\$ 1,011,000	

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Bayside Realty SWFL LLC	1	3	\$ 235,000	\$ 903,000	4	\$ 1,138,000	
Safe Harbor Real Estate Service	1	3	\$ 390,000	\$ 857,500	4	\$ 1,247,500	
Naples Pro Realty	2	2	\$ 570,000	\$ 735,000	4	\$ 1,305,000	
Florida's Realty Specialists	2	2	\$ 800,000	\$ 678,000	4	\$ 1,478,000	
Carrera Consulting Group Inter	1	2	\$ 395,000	\$ 410,155	3	\$ 805,155	
Tropical Home Realty LLC		3		\$ 553,850	3	\$ 553,850	
Naples Realty International LL	2	1	\$ 404,000	\$ 250,000	3	\$ 654,000	
Sellstate Priority Realty	2	1	\$ 682,000	\$ 418,000	3	\$ 1,100,000	
Naples Real Estate Consultants	1	2	\$ 510,000	\$ 1,285,000	3	\$ 1,795,000	
Re/Max Trend	1	2	\$ 650,000	\$ 787,500	3	\$ 1,437,500	
Gulf Coast Management Group LL		3	\$ 465,000		3	\$ 465,000	
Real Estate Broker Direct Inc.	1	2	\$ 149,900	\$ 464,800	3	\$ 614,700	
Sellstate Prime Realty	1	2	\$ 157,000	\$ 348,000	3	\$ 505,000	
Gulf Region Realty	3		\$ 1,140,450		3	\$ 1,140,450	
Bella Vita Realty, LLC	3		\$ 1,003,500		3	\$ 1,003,500	
Premier Realty Homes of SW FL	3		\$ 1,110,500		3	\$ 1,110,500	
The Willis Group, LLC	2	1	\$ 3,550,000	\$ 715,000	3	\$ 4,265,000	
Safe Harbour Realty Inc	1	2	\$ 395,000	\$ 683,000	3	\$ 1,078,000	
Help-U-Sell Reed & Associates	2	1	\$ 432,000	\$ 310,000	3	\$ 742,000	
Sellstate on 5th		3		\$ 823,000	3	\$ 823,000	
Mayr & Company Realty LLC	1	2	\$ 417,000	\$ 2,360,000	3	\$ 2,777,000	
Platinum Real Estate	2	1	\$ 448,000	\$ 312,500	3	\$ 760,500	
Premier Properties Florida		3		\$ 794,000	3	\$ 794,000	
Land & Sea Intl Realty		3		\$ 1,093,000	3	\$ 1,093,000	
ToastyinNaples.com Realty	2	1	\$ 478,500	\$ 178,000	3	\$ 656,500	
Bayview Realty of Florida	1	2	\$ 160,000	\$ 1,115,000	3	\$ 1,275,000	
New Home Star Florida LLC	3		\$ 696,880		3	\$ 696,880	
United Real Estate Infinity	1	2	\$ 155,000	\$ 564,900	3	\$ 719,900	
Olde Naples Real Estate, Inc.	2	1	\$ 839,000	\$ 3,300,000	3	\$ 4,139,000	

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units			Closed Volume		Total Closed Units	Total Closed Volume
Twin Realty Inc.	1	2		\$ 295,000	\$ 1,189,900	3	\$ 1,484,900
Tec Realty LLC	2	1		\$ 485,000	\$ 300,000	3	\$ 785,000
Heights Realty & Investments	2	1		\$ 1,147,000	\$ 247,000	3	\$ 1,394,000
Asciutto Realty LLC	1	2		\$ 180,000	\$ 663,500	3	\$ 843,500
Redfin Corporation		3			\$ 960,000	3	\$ 960,000
LUX of Naples Corporation	2	1		\$ 1,560,000	\$ 1,425,000	3	\$ 2,985,000
Current Real Estate & Mgmt Inc	2	1		\$ 1,118,400	\$ 132,500	3	\$ 1,250,900
The Miano Group Realty LLC		3			\$ 980,000	3	\$ 980,000
McNeil Real Estate, Inc.	1	2		\$ 279,000	\$ 629,000	3	\$ 908,000
Florida Global Professional	2			\$ 555,000		2	\$ 555,000
Sellstate 5 Star Realty	2			\$ 418,000		2	\$ 418,000
4 Seasons Realty LLC	1	1		\$ 198,000	\$ 437,500	2	\$ 635,500
Hartford Realty LLC	1	1		\$ 272,600	\$ 439,000	2	\$ 711,600
Young Realty Group, Inc.	2			\$ 847,000		2	\$ 847,000
Coastal Brokerage LLC	1	1		\$ 265,000	\$ 265,000	2	\$ 530,000
Florida Prime Realty, LLC	1	1		\$ 260,000	\$ 1,042,500	2	\$ 1,302,500
Listsmart LLC	2			\$ 552,900		2	\$ 552,900
Villastate Realty	1	1		\$ 198,000	\$ 198,000	2	\$ 396,000
Fidelity Florida Realty Corp	2			\$ 665,000		2	\$ 665,000
Mueller & Partners LLC	1	1		\$ 144,000	\$ 144,000	2	\$ 288,000
Priceless Realty, Inc.	1	1		\$ 485,000	\$ 215,000	2	\$ 700,000
A.R.B.C. Rlty Of Sw Fl., Inc.	2			\$ 3,233,200		2	\$ 3,233,200
Reese Realty LLC	2			\$ 463,000		2	\$ 463,000
CC Realty Services LLC	2			\$ 669,039		2	\$ 669,039
Scavone Realty	1	1		\$ 355,000	\$ 355,000	2	\$ 710,000
Golf Life Properties, LLC		2			\$ 1,972,000	2	\$ 1,972,000
Timothy R Kistel PA	1	1		\$ 300,000	\$ 300,000	2	\$ 600,000
Collier Realty & Management		2			\$ 698,750	2	\$ 698,750
Waters Edge Real Estate LLC	1	1		\$ 174,000	\$ 355,000	2	\$ 529,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Universe Realty Group, Inc	2		\$ 549,900		2		\$ 549,900
NextHome Advisors	1	1	\$ 480,000	\$ 480,000	2		\$ 960,000
Twin Metro Realty LLC	2		\$ 644,628		2		\$ 644,628
Results Real Estate Inc	2		\$ 365,523		2		\$ 365,523
Realty Executives Signature	1	1	\$ 286,000	\$ 130,000	2		\$ 416,000
Levitan Realty		2		\$ 3,939,900	2		\$ 3,939,900
Real Living Cypress Realty		2		\$ 1,075,000	2		\$ 1,075,000
Pfeifer Realty Group LLC		2		\$ 895,000	2		\$ 895,000
Palm Realty Group	1	1	\$ 530,000	\$ 475,000	2		\$ 1,005,000
RE/MAX Dream		2		\$ 660,000	2		\$ 660,000
Beachwood Properties, Inc.	1	1	\$ 480,000	\$ 480,000	2		\$ 960,000
Love Naples LLC	1	1	\$ 435,000	\$ 329,000	2		\$ 764,000
Hovland, Inc.	2		\$ 367,500		2		\$ 367,500
Florida Realty & Co.	1	1	\$ 2,700,000	\$ 2,700,000	2		\$ 5,400,000
Bay Forest Real Estate Services, Inc.	1	1	\$ 332,500	\$ 332,500	2		\$ 665,000
Rossmann Realty Group		2		\$ 389,000	2		\$ 389,000
81 West Brokerage Services LLC	1	1	\$ 253,000	\$ 253,000	2		\$ 506,000
Phelps Realty Services	1	1	\$ 450,000	\$ 218,500	2		\$ 668,500
Bud Coleman Associates Inc	1	1	\$ 575,000	\$ 1,550,000	2		\$ 2,125,000
Innova Real Estate Corp	1	1	\$ 192,500	\$ 192,500	2		\$ 385,000
Blue Lighthouse Realty Inc	2		\$ 960,000		2		\$ 960,000
Schulz Realty LLC		2		\$ 1,143,990	2		\$ 1,143,990
Hayden Real Estate LLC		2		\$ 518,000	2		\$ 518,000
Naples Beach Realty	1	1	\$ 350,000	\$ 203,000	2		\$ 553,000
Banyan Naples Realty Co		2		\$ 683,190	2		\$ 683,190
Schooner Bay Realty, Inc.		2		\$ 662,990	2		\$ 662,990
Focus Real Estate	2		\$ 612,000		2		\$ 612,000
Neapolitan Realty LLC		2		\$ 2,854,000	2		\$ 2,854,000
Posh International Properties	2		\$ 895,000		2		\$ 895,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)						
Sold Date	(Multiple Items)						
Column Labels							
	Closed Units		Closed Volume		Total Closed Units		Total Closed Volume
Naples Coastal Realty Inc	2		\$ 810,000		2		\$ 810,000
Lahaina Realty	1	1	\$ 389,000	\$ 170,000	2		\$ 559,000
O.K. Realty Inc.	2		\$ 594,000		2		\$ 594,000
Legacy International Realty	2		\$ 531,000		2		\$ 531,000
Prime Location Brokers LLC	1	1	\$ 1,500,000	\$ 1,500,000	2		\$ 3,000,000
Thomas & French International Properties		2		\$ 1,113,000	2		\$ 1,113,000
Bar Investment Realty LLC	2		\$ 656,000		2		\$ 656,000
List In MLS Realty, LLC	1	1	\$ 586,000	\$ 540,000	2		\$ 1,126,000
Palm Paradise Real Estate		2		\$ 741,500	2		\$ 741,500
Igoe Realty, P.A.	1	1	\$ 385,000	\$ 385,000	2		\$ 770,000
The Forrest Company Realty of Naples Inc	1	1	\$ 5,125,000	\$ 5,125,000	2		\$ 10,250,000
Imperial Realty of Naples Inc.	1	1	\$ 430,000	\$ 685,000	2		\$ 1,115,000
The Agency of SW Florida Inc		2		\$ 3,639,900	2		\$ 3,639,900
Benoit Properties Intl LLC	1	1	\$ 259,000	\$ 259,000	2		\$ 518,000
Tropical Paradise Realty Inc	1	1	\$ 370,000	\$ 515,000	2		\$ 885,000
In Florida Properties, Inc	2		\$ 1,146,900		2		\$ 1,146,900
World Realty Services, LLC		2		\$ 2,357,900	2		\$ 2,357,900
Florida Golf Realty LLC	1	1	\$ 1,350,000	\$ 122,500	2		\$ 1,472,500
Wilson & Associates RE Inc	1	1	\$ 680,000	\$ 1,085,000	2		\$ 1,765,000
Preview Naples Properties LLC	1	1	\$ 260,000	\$ 260,000	2		\$ 520,000
Results Realty Marco Island		2		\$ 646,420	2		\$ 646,420
Diversified Real Estate Group	1	1	\$ 540,000	\$ 280,000	2		\$ 820,000
Fathom Realty FL LLC		2		\$ 370,000	2		\$ 370,000
My Realty Story	1	1	\$ 267,000	\$ 267,000	2		\$ 534,000
Realty Corp of Naples	1	1	\$ 380,000	\$ 307,000	2		\$ 687,000
Homelister	1		\$ 199,900		1		\$ 199,900
Stiles Sowers & Associates		1		\$ 1,600,000	1		\$ 1,600,000
Spina Realty Company		1		\$ 6,450,000	1		\$ 6,450,000
Market America Realty Network	1		\$ 285,000		1		\$ 285,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Klein and Associates Realty Inc.		1		\$ 2,860,000	1	\$ 2,860,000
Napoli Realty Services, LLC	1		\$ 270,000		1	\$ 270,000
Germain Properties of Naples, LLC		1		\$ 250,000	1	\$ 250,000
Nautical Realty Group Inc		1		\$ 332,500	1	\$ 332,500
SW Management & Realty LLC	1		\$ 1,514,986		1	\$ 1,514,986
Signature Intl Premier Prop		1		\$ 500,000	1	\$ 500,000
Jo Carter & Associates, Inc.		1		\$ 305,000	1	\$ 305,000
Cliffoney Realty LLC	1		\$ 343,000		1	\$ 343,000
Sunrise Realty Network Inc	1		\$ 190,000		1	\$ 190,000
KPMG Realty LLC	1		\$ 134,900		1	\$ 134,900
Experience Real Estate Group	1		\$ 190,000		1	\$ 190,000
Clausen Properties Inc		1		\$ 720,000	1	\$ 720,000
Aadvisor Rentals Inc		1		\$ 155,500	1	\$ 155,500
Pollard & Hedrich Realty, Inc.		1		\$ 205,000	1	\$ 205,000
Nardi Realty		1		\$ 275,000	1	\$ 275,000
SWFL Real Estate Experts	1		\$ 544,500		1	\$ 544,500
America's Realty Corp of SW Fl		1		\$ 215,000	1	\$ 215,000
Hero Real Estate & Co		1		\$ 322,500	1	\$ 322,500
B & B Realty		1		\$ 196,900	1	\$ 196,900
Green Coast Realty Inc		1		\$ 270,000	1	\$ 270,000
Bordeaux Investment Properties		1		\$ 769,000	1	\$ 769,000
Miloff Aubuchon Realty Group		1		\$ 335,000	1	\$ 335,000
Armel Real Estate, Inc.	1		\$ 267,500		1	\$ 267,500
Naples Realty Group Incorporat		1		\$ 360,000	1	\$ 360,000
Realty Rents and Sales, LLC		1		\$ 199,500	1	\$ 199,500
Florida Homes Realty Group	1		\$ 97,000		1	\$ 97,000
McGarvey Realty Group, Inc	1		\$ 1,225,000		1	\$ 1,225,000
Pelican's Nest Realty Services		1		\$ 82,500	1	\$ 82,500
The Square Realty		1		\$ 277,500	1	\$ 277,500

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Crimaldi and Associates, LLC	1		\$ 238,000		1	\$ 238,000
Porter Davis Real Estate	1		\$ 137,500		1	\$ 137,500
Unique Properties of Naples, Inc.		1		\$ 430,000	1	\$ 430,000
Naples Beach & Bay Realty Inc		1		\$ 338,000	1	\$ 338,000
Nesbit Real Estate, Inc.		1		\$ 337,500	1	\$ 337,500
RFK Realty	1		\$ 265,000		1	\$ 265,000
Parkline Realty Associates LLC		1		\$ 278,000	1	\$ 278,000
Premier Prop of Lee Ctny, Inc.	1		\$ 137,500		1	\$ 137,500
Phoenix Homes Inc	1		\$ 1,000,000		1	\$ 1,000,000
Re/Max Realty Partners	1		\$ 232,000		1	\$ 232,000
Sun Coast Global, Inc.	1		\$ 415,900		1	\$ 415,900
Perfect Properties of Naples, Inc.	1		\$ 251,000		1	\$ 251,000
M.J. Duvekot Real Estate Services		1		\$ 425,000	1	\$ 425,000
Barefoot Beach Realty Inc		1		\$ 1,427,500	1	\$ 1,427,500
Royal Properties of Naples LLC	1		\$ 348,000		1	\$ 348,000
MAKS Realty Inc	1		\$ 139,000		1	\$ 139,000
Florida Complete Realty		1		\$ 375,000	1	\$ 375,000
Carney Realty & Associates Inc		1		\$ 120,000	1	\$ 120,000
Stewart Real Estate Company	1		\$ 465,000		1	\$ 465,000
Scott Wolf Real Estate Service	1		\$ 345,000		1	\$ 345,000
Sun Royal Realty Inc		1		\$ 110,000	1	\$ 110,000
Mathes Realty Inc	1		\$ 245,000		1	\$ 245,000
Cash Flow Realty Inc		1		\$ 363,000	1	\$ 363,000
Home Legacy Realty	1		\$ 205,000		1	\$ 205,000
Broadway Realty & Management I	1		\$ 109,000		1	\$ 109,000
Old Glory Realty		1		\$ 365,000	1	\$ 365,000
REVirtually LLC	1		\$ 247,500		1	\$ 247,500
Florida RE Professionals LLC	1		\$ 329,900		1	\$ 329,900
Wilderness of Naples Realty		1		\$ 290,000	1	\$ 290,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Century 21 First Southern Trust		1		\$ 223,000	1	\$ 223,000
Kerri Theisen Realty, Inc		1		\$ 159,900	1	\$ 159,900
Luxury Properties LLC		1		\$ 221,000	1	\$ 221,000
Realty World-C Bagans 1st		1		\$ 178,900	1	\$ 178,900
Associates Real Estate Service	1		\$ 530,000		1	\$ 530,000
Yerger Realty		1		\$ 137,500	1	\$ 137,500
Signal Property Management Inc	1		\$ 255,000		1	\$ 255,000
Pelican I Real Estate & Development, Inc	1		\$ 700,000		1	\$ 700,000
True Realty Services, LLC	1		\$ 95,000		1	\$ 95,000
Vacation Property Mgmt Realty	1		\$ 425,000		1	\$ 425,000
SWFL Imperial Realty LLC		1		\$ 275,000	1	\$ 275,000
NOCO LLC	1		\$ 218,000		1	\$ 218,000
Brand & Associates Inc.	1		\$ 170,000		1	\$ 170,000
TJS Realty, Inc.	1		\$ 650,000		1	\$ 650,000
Grice Realty Inc		1		\$ 250,000	1	\$ 250,000
All Florida Property Group Inc	1		\$ 185,000		1	\$ 185,000
Patten Properties of Florida		1		\$ 138,600	1	\$ 138,600
Plunkett Realty LLC		1		\$ 262,000	1	\$ 262,000
Real Broker, LLC		1		\$ 320,000	1	\$ 320,000
Luxury & Beach Realty Inc		1		\$ 307,000	1	\$ 307,000
Gulf Access Realty Inc		1		\$ 450,000	1	\$ 450,000
Biello Realty LLC		1		\$ 280,000	1	\$ 280,000
Sundial Realty Naples Florida		1		\$ 207,000	1	\$ 207,000
BK Homes Realty		1		\$ 1,408,495	1	\$ 1,408,495
Lee International Realty Inc		1		\$ 170,000	1	\$ 170,000
Marquise Property Sales, LLC.		1		\$ 272,000	1	\$ 272,000
Century 21 Tri Power Realty		1		\$ 270,000	1	\$ 270,000
RMS Realty LLC		1		\$ 168,000	1	\$ 168,000
XLN Realty LLC	1		\$ 782,000		1	\$ 782,000

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
Column Labels						
	Closed Units	Closed Volume	Total Closed Units	Total Closed Volume		
STS Realty Group	1	\$ 360,000	1	\$ 360,000		
Seaside Properties of South Florida, Inc.	1	\$ 205,000	1	\$ 205,000		
Gulf Gateway Realty, Inc.	1	\$ 425,000	1	\$ 425,000		
United Real Estate	1	\$ 349,000	1	\$ 349,000		
Century 21 TriPower Realty	1	\$ 127,200	1	\$ 127,200		
Baybeach Realty	1	\$ 265,000	1	\$ 265,000		
Price Realty of Naples Inc	1	\$ 539,900	1	\$ 539,900		
C.L. Properties	1	\$ 225,000	1	\$ 225,000		
Community Realty Associates	1	\$ 1,402,875	1	\$ 1,402,875		
Reed Property Management Sales	1	\$ 234,000	1	\$ 234,000		
Coastal Realty SWFL	1	\$ 200,000	1	\$ 200,000		
ACODI Realty	1	\$ 285,000	1	\$ 285,000		
Siemienas Realty, LLC	1	\$ 500,000	1	\$ 500,000		
Coyne Realty Inc	1	\$ 279,000	1	\$ 279,000		
Distinctive Property Group Inc	1	\$ 725,000	1	\$ 725,000		
C.J. Realty of SW FL, Inc.	1	\$ 345,000	1	\$ 345,000		
Ad Infinitum Realty & Consult	1	\$ 198,000	1	\$ 198,000		
Dean Fry Realty	1	\$ 180,000	1	\$ 180,000		
Caloosa Realty Group LLC	1	\$ 333,000	1	\$ 333,000		
London Bay Realty, Inc.	1	\$ 3,800,000	1	\$ 3,800,000		
Global Luxury Realty LLC	1	\$ 239,999	1	\$ 239,999		
Minker Properties	1	\$ 912,500	1	\$ 912,500		
MAFF Realty Services LLC	1	\$ 315,000	1	\$ 315,000		
Treeline Realty Corp	1	\$ 175,000	1	\$ 175,000		
Ordonez Realty LLC	1	\$ 285,000	1	\$ 285,000		
Bristol Properties Intl LLC	1	\$ 518,000	1	\$ 518,000		
REK Realty	1	\$ 268,000	1	\$ 268,000		
Far Florida	1	\$ 145,500	1	\$ 145,500		
RE Marketing Consultants Inc	1	\$ 525,000	1	\$ 525,000		

## JOHN R WOOD PROPERTIES

## SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

## (12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
Column Labels						
	Closed Units		Closed Volume		Total Closed Units	Total Closed Volume
Daane Properties LLC	1		\$ 215,000		1	\$ 215,000
Gulf Coast Elite Realty		1		\$ 195,000	1	\$ 195,000
Frank Joseph Bartolotta	1		\$ 236,000		1	\$ 236,000
Weichert Realtors Agency ONE	1		\$ 132,000		1	\$ 132,000
Golden Realty & Management LLC	1		\$ 415,000		1	\$ 415,000
Kaye Realty Inc.	1		\$ 279,000		1	\$ 279,000
Perrett Kennedy LLC		1		\$ 449,000	1	\$ 449,000
Marco Island Real Estate.com		1		\$ 322,500	1	\$ 322,500
Listing Gate Inc		1		\$ 1,340,000	1	\$ 1,340,000
MGR Realty Services, Inc.		1		\$ 235,000	1	\$ 235,000
The Monterosso REO Team	1		\$ 490,000		1	\$ 490,000
Blue Beach Home,LLC	1		\$ 390,000		1	\$ 390,000
Premier Realty Concepts, Inc.	1		\$ 215,000		1	\$ 215,000
Barrington-Grey Realty LLC		1		\$ 345,000	1	\$ 345,000
Real Estate By		1		\$ 215,000	1	\$ 215,000
Adnoram Realty Corporation	1		\$ 379,625		1	\$ 379,625
Rich Real Estate	1		\$ 270,000		1	\$ 270,000
Charming Homes Realty LLC		1		\$ 284,500	1	\$ 284,500
Sky Real Estate & Property Mgm	1		\$ 183,000		1	\$ 183,000
Marc Joseph Realty	1		\$ 142,655		1	\$ 142,655
Sellstate Sunseeker Realty		1		\$ 554,235	1	\$ 554,235
Florida Elite Realty Inc	1		\$ 138,600		1	\$ 138,600
Buy Coastal Real Estate		1		\$ 445,000	1	\$ 445,000
Andis Real Estate Services LLC	1		\$ 190,000		1	\$ 190,000
Naples Trust Real Estate Servi		1		\$ 432,420	1	\$ 432,420
Anchor Realty of Naples		1		\$ 245,000	1	\$ 245,000
Kim Levitan Realty	1		\$ 350,000		1	\$ 350,000
Sellstate on the Beach		1		\$ 475,000	1	\$ 475,000
Sandcastle Properties&Rlty LLC	1		\$ 240,000		1	\$ 240,000

**JOHN R WOOD PROPERTIES**

SWFL Closed Transactions 2019 Report Workbook - NA-BN-ES Closed Unit Ranking Report

(12) NA-BN-ES Unit Ranking

GeoMarket	(Multiple Items)					
Sold Date	(Multiple Items)					
<b>Column Labels</b>						
	<b>Closed Units</b>		<b>Closed Volume</b>		<b>Total Closed Units</b>	<b>Total Closed Volume</b>
All In One Realty Group, Inc.	1		\$ 338,000		1	\$ 338,000
Janeiro Realty, LLC	1		\$ 244,000		1	\$ 244,000
<b>Grand Total</b>	<b>2832</b>	<b>2832</b>	<b>\$ 1,680,731,319</b>	<b>\$ 1,680,731,319</b>	<b>5664</b>	<b>\$ 3,361,462,638</b>