

## 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
<b>BN01</b>	Barry DeNicola Realty, Inc.	\$ 13,500,000	2	0.40%
	Berkshire Hathaway Florida	\$ 540,000	1	0.02%
	Coldwell Banker Residential Re	\$ 27,849,000	7	0.83%
	Kevin Shelly Realty Inc.	\$ 1,740,000	2	0.05%
	List In MLS Realty, LLC	\$ 540,000	1	0.02%
	Maxim LLC	\$ 525,000	1	0.02%
	MVP Realty Associates LLC	\$ 445,000	1	0.01%
	My Florida Real Estate LLC	\$ 770,000	3	0.02%
	Premier Sotheby's Int'l Realty	\$ 13,000,000	2	0.39%
	Premiere Plus Realty Co.	\$ 1,268,250	3	0.04%
	RE Marketing Consultants Inc	\$ 525,000	1	0.02%
	Realty Group of SW Florida Inc	\$ 509,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 571,250	1	0.02%
<b>BN01 Total</b>		<b>\$ 61,782,500</b>	<b>26</b>	<b>1.84%</b>
<b>BN02</b>	ACODI Realty	\$ 285,000	1	0.01%
	Boca Executive Realty LLC	\$ 540,000	1	0.02%
	Coldwell Banker Residential Re	\$ 1,025,000	2	0.03%
	Compass Florida Naples	\$ 168,000	1	0.00%
	Downing-Frye Realty, Inc.	\$ 1,256,000	4	0.04%
	Elite Realty of SW FL	\$ 190,000	1	0.01%
	Engel & Voelkers Bonita-Estero	\$ 525,000	1	0.02%
	John R. Wood Properties	\$ 745,000	3	0.02%
	Lehigh Real Estate & Land Corp	\$ 650,000	2	0.02%
	MVP Realty Associates LLC	\$ 398,000	2	0.01%
	Non-MLS Office	\$ 463,000	2	0.01%
	Posh International Properties	\$ 525,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 850,000	2	0.03%
	Premiere Plus Realty Co.	\$ 1,413,000	5	0.04%

## 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
<b>BN02</b>	RealPro Realty LLC	\$ 595,000	1	0.02%
	Realty Group of SW Florida Inc	\$ 430,000	1	0.01%
	Realty World Florida	\$ 564,000	2	0.02%
	Redfin Corporation	\$ 285,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 615,000	1	0.02%
	Sellstate Priority Realty	\$ 460,000	1	0.01%
	Starfish Realty, Inc.	\$ 1,075,000	3	0.03%
	Starlink Realty, Inc	\$ 540,000	1	0.02%
	William Raveis-Florida LLC	\$ 185,000	1	0.01%
<b>BN02 Total</b>		<b>\$ 13,782,000</b>	<b>40</b>	<b>0.41%</b>
<b>BN04</b>	Amerivest Realty	\$ 295,000	1	0.01%
	Berkshire Hathaway Florida	\$ 210,000	1	0.01%
	Century 21 Selling Paradise	\$ 254,900	1	0.01%
	Coldwell Banker Residential Re	\$ 2,100,000	2	0.06%
	Distinctive Property Group Inc	\$ 725,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 1,744,000	2	0.05%
	Engel & Voelkers Olde Naples	\$ 11,287,500	7	0.34%
	Gulf Breeze Real Estate, LLC	\$ 545,000	1	0.02%
	John R. Wood Properties	\$ 15,587,650	29	0.46%
	Keller Williams Elite Realty	\$ 365,000	1	0.01%
	Maxim LLC	\$ 405,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,340,000	3	0.04%
	Premier Sotheby's Int'l Realty	\$ 1,880,000	3	0.06%
	Premiere Plus Realty Co.	\$ 290,000	1	0.01%
	Ronto Realty	\$ 10,630,000	6	0.32%
	Royal Shell Real Estate, Inc.	\$ 24,832,250	26	0.74%
	The Dellatore Group	\$ 3,075,000	4	0.09%
	The Sheridan Network.com Inc	\$ 609,000	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
<b>BN04</b>	Waterfront Realty Group Inc	\$ 1,885,000	2	0.06%
	William Raveis-Florida LLC	\$ 2,940,000	3	0.09%
<b>BN04 Total</b>		<b>\$ 81,000,300</b>	<b>96</b>	<b>2.41%</b>
<b>BN05</b>	Amerivest Realty	\$ 650,000	1	0.02%
	Berkshire Hathaway Florida	\$ 5,918,500	8	0.18%
	Century 21 TriPower Realty	\$ 127,200	1	0.00%
	Coldwell Banker Residential Re	\$ 1,617,000	4	0.05%
	Domain Realty.com LLC	\$ 475,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 5,920,000	10	0.18%
	Eister & Company, Inc	\$ 385,000	1	0.01%
	Engel & Voelkers Olde Naples	\$ 995,000	1	0.03%
	Equity Realty	\$ 475,000	1	0.01%
	Florida Homes Realty Group	\$ 97,000	1	0.00%
	John R. Wood Properties	\$ 17,680,999	24	0.53%
	Keller Williams Elite Realty	\$ 6,439,000	6	0.19%
	Keller Williams Realty Naples	\$ 680,000	2	0.02%
	Kevin Shelly Realty Inc.	\$ 1,164,000	2	0.03%
	Lehigh Real Estate & Land Corp	\$ 1,275,000	2	0.04%
	Lennar Realty Inc	\$ 1,930,000	2	0.06%
	MVP Realty Associates LLC	\$ 6,267,500	10	0.19%
	Naples Realty Services, Inc.	\$ 329,000	1	0.01%
	Non-MLS Office	\$ 1,340,000	2	0.04%
	Porter Davis Real Estate	\$ 137,500	1	0.00%
	Premier Sotheby's Int'l Realty	\$ 3,332,500	7	0.10%
	Premiere Plus Realty Co.	\$ 1,891,000	4	0.06%
	RE/MAX Affinity Mercato	\$ 97,000	1	0.00%
	Re/MAX Radiance	\$ 290,000	1	0.01%
	RE/MAX Realty Group	\$ 230,523	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
	RE/MAX Realty Team	\$ 261,700	2	0.01%
	Re/Max Trend	\$ 137,500	1	0.00%
	Realty World Florida	\$ 260,000	1	0.01%
	Results Real Estate Inc	\$ 230,523	1	0.01%
	Right Choice Realty	\$ 465,000	2	0.01%
	Robert Slack Fine Homes LLC	\$ 625,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 5,499,999	9	0.16%
	Sellstate 5 Star Realty	\$ 298,000	1	0.01%
	Starlink Realty, Inc	\$ 477,000	1	0.01%
	The Dellatore Group	\$ 329,000	1	0.01%
	Weichert Realtors Agency ONE	\$ 132,000	1	0.00%
<b>BN05 Total</b>		<b>\$ 68,459,444</b>	<b>116</b>	<b>2.04%</b>
<b>BN06</b>	Anchor Realty of Naples	\$ 245,000	1	0.01%
	Berkshire Hathaway Florida	\$ 728,000	2	0.02%
	Coldwell Banker Residential Re	\$ 1,355,000	4	0.04%
	Cornerstone Coastal Properties	\$ 315,000	1	0.01%
	Domain Realty.com LLC	\$ 653,500	3	0.02%
	Downing-Frye Realty, Inc.	\$ 2,319,500	7	0.07%
	DR Horton Realty SW FL LLC	\$ 833,000	2	0.02%
	EXP Realty LLC	\$ 274,000	1	0.01%
	John R. Wood Properties	\$ 2,629,000	7	0.08%
	Jones & Co Realty	\$ 273,000	1	0.01%
	Keller Williams Elite Realty	\$ 651,500	3	0.02%
	Keller Williams Realty Fort Myers	\$ 425,000	1	0.01%
	Kevin Shelly Realty Inc.	\$ 601,500	2	0.02%
	Lahaina Realty	\$ 389,000	1	0.01%
	ListWithFreedom.com, Inc.	\$ 1,000,000	2	0.03%
	MVP Realty Associates LLC	\$ 1,230,000	3	0.04%

## 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
	My Florida Real Estate LLC	\$ 205,000	1	0.01%
	Nesbit Real Estate, Inc.	\$ 337,500	1	0.01%
	NextHome Advisors	\$ 960,000	2	0.03%
	Ordonez Realty LLC	\$ 285,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 1,055,000	3	0.03%
	Premiere Plus Realty Co.	\$ 2,588,000	7	0.08%
	RE/MAX Realty Group	\$ 168,000	1	0.00%
	Realty World Florida	\$ 217,500	1	0.01%
	Reese Realty LLC	\$ 273,000	1	0.01%
	Right Choice Realty	\$ 242,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 995,000	2	0.03%
	Siemienas Realty, LLC	\$ 500,000	1	0.01%
	Starfish Realty, Inc.	\$ 240,000	1	0.01%
	Sterling Property Servs Realty	\$ 389,000	1	0.01%
	Sun Realty	\$ 756,000	2	0.02%
	The Dellatore Group	\$ 416,000	1	0.01%
	TSD Realty	\$ 345,000	1	0.01%
	Xclusive Homes LLC	\$ 285,000	1	0.01%
<b>BN06 Total</b>		<b>\$ 24,179,000</b>	<b>70</b>	<b>0.72%</b>
<b>BN07</b>	Berkshire Hathaway Florida	\$ 355,000	1	0.01%
	Biello Realty LLC	\$ 280,000	1	0.01%
	Coldwell Banker Residential Re	\$ 160,000	1	0.00%
	Domain Realty.com LLC	\$ 732,500	3	0.02%
	Downing-Frye Realty, Inc.	\$ 341,000	2	0.01%
	Engel & Voelkers Olde Naples	\$ 335,000	1	0.01%
	Fathom Realty FL LLC	\$ 175,000	1	0.01%
	Golf Life Properties, LLC	\$ 122,000	1	0.00%
	John R. Wood Properties	\$ 2,565,000	8	0.08%

## 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
<b>BN07</b>	Keller Williams Elite Realty	\$ 637,500	3	0.02%
	MVP Realty Associates LLC	\$ 779,000	4	0.02%
	Naples Realty Services, Inc.	\$ 197,000	1	0.01%
	Premier Prop of Lee Ctny, Inc.	\$ 137,500	1	0.00%
	Premiere Plus Realty Co.	\$ 2,569,500	12	0.08%
	RE/MAX Realty Team	\$ 231,500	1	0.01%
	RealPro Realty LLC	\$ 850,000	4	0.03%
	Realty World Florida	\$ 335,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 635,000	3	0.02%
	The Dellatore Group	\$ 168,000	1	0.00%
	Waterfront Realty Group Inc	\$ 137,500	1	0.00%
	Waters Edge Real Estate LLC	\$ 355,000	1	0.01%
<b>BN07 Total</b>		<b>\$ 12,098,000</b>	<b>52</b>	<b>0.36%</b>
<b>BN08</b>	Amerivest Realty	\$ 563,000	2	0.02%
	B & B Realty	\$ 196,900	1	0.01%
	Berkshire Hathaway Florida	\$ 400,000	2	0.01%
	Compass Florida Naples	\$ 262,500	1	0.01%
	Cornerstone Coastal Properties	\$ 795,000	1	0.02%
	Domain Realty.com LLC	\$ 1,120,000	4	0.03%
	Downing-Frye Realty, Inc.	\$ 572,500	3	0.02%
	Gulf Pointe Properties	\$ 190,000	1	0.01%
	In Florida Properties, Inc	\$ 196,900	1	0.01%
	John R. Wood Properties	\$ 1,170,000	2	0.03%
	Keller Williams Elite Realty	\$ 740,000	2	0.02%
	Keller Williams Realty Naples	\$ 1,621,000	3	0.05%
	Kingdom Realty Services LLC	\$ 194,000	1	0.01%
	Kunkle Realty, LLC	\$ 278,000	1	0.01%
	MVP Realty Associates LLC	\$ 723,000	3	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	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Non-MLS Office	\$ 108,000	1	0.00%
	Posh International Properties	\$ 370,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 695,000	3	0.02%
	Premiere Plus Realty Co.	\$ 1,805,000	4	0.05%
	RE/MAX Realty Team	\$ 370,000	1	0.01%
	RealPro Realty LLC	\$ 108,000	1	0.00%
	Realty World Florida	\$ 337,000	1	0.01%
	Rossman Realty Group	\$ 180,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 190,000	1	0.01%
	Select Real Estate	\$ 281,800	2	0.01%
	Starlink Realty, Inc	\$ 194,000	1	0.01%
	Sun Realty	\$ 575,000	2	0.02%
	The Dellatore Group	\$ 450,000	1	0.01%
	The Sheridan Network.com Inc	\$ 350,000	1	0.01%
	VIP Realty Group, Inc.	\$ 375,000	1	0.01%
	Waterfront Realty Group Inc	\$ 325,000	1	0.01%
	William Raveis-Florida LLC	\$ 450,000	1	0.01%
<b>BN08 Total</b>		<b>\$ 16,186,600</b>	<b>52</b>	<b>0.48%</b>
<b>BN09</b>	Berkshire Hathaway Florida	\$ 195,000	1	0.01%
	Coldwell Banker Residential Re	\$ 195,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 1,969,500	7	0.06%
	John R. Wood Properties	\$ 987,500	3	0.03%
	Keller Williams Elite Realty	\$ 424,500	2	0.01%
	Mayr & Company Realty LLC	\$ 417,000	1	0.01%
	MVP Realty Associates LLC	\$ 819,500	2	0.02%
	Premiere Plus Realty Co.	\$ 1,126,500	4	0.03%
	Realty World Florida	\$ 435,000	1	0.01%
	Right Choice Realty	\$ 805,000	3	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	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>BN09</b>	Royal Shell Real Estate, Inc.	\$ 1,569,500	5	0.05%
	Scavone Realty	\$ 710,000	2	0.02%
	Starfish Realty, Inc.	\$ 425,000	1	0.01%
	The Dellatore Group	\$ 844,000	2	0.03%
	The Monterosso REO Team	\$ 490,000	1	0.01%
<b>BN09 Total</b>		<b>\$ 11,413,000</b>	<b>36</b>	<b>0.34%</b>
<b>BN10</b>	Amerivest Realty	\$ 1,065,000	4	0.03%
	Berkshire Hathaway Florida	\$ 776,000	4	0.02%
	Boca Executive Realty LLC	\$ 588,500	2	0.02%
	Century 21 Selling Paradise	\$ 185,000	1	0.01%
	Coldwell Banker Residential Re	\$ 307,835	1	0.01%
	Coyne Realty Inc	\$ 279,000	1	0.01%
	Domain Realty.com LLC	\$ 1,368,000	5	0.04%
	Downing-Frye Realty, Inc.	\$ 1,061,000	4	0.03%
	DR Horton Realty SW FL LLC	\$ 2,500,210	10	0.07%
	Edgewater Realty & Homes LLC	\$ 233,850	1	0.01%
	Engel & Voelkers Bonita-Estero	\$ 273,000	1	0.01%
	Express Realty of SW Florida	\$ 2,022,395	7	0.06%
	Hudson Realty Executives LLC	\$ 218,000	1	0.01%
	Innova Real Estate Corp	\$ 385,000	2	0.01%
	John R. Wood Properties	\$ 887,960	4	0.03%
	Jones & Co Realty	\$ 263,500	1	0.01%
	Keller Williams Realty Naples	\$ 1,133,000	5	0.03%
	Legacy International Realty	\$ 241,000	1	0.01%
	Market America Realty Network	\$ 285,000	1	0.01%
	Mathes Realty Inc	\$ 245,000	1	0.01%
	MVP Realty Associates LLC	\$ 4,070,000	13	0.12%
	Non-MLS Office	\$ 214,500	2	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>BN10</b>	Pollard & Hedrich Realty, Inc.	\$ 205,000	1	0.01%
	Premiere Plus Realty Co.	\$ 1,490,900	6	0.04%
	Royal Shell Real Estate, Inc.	\$ 1,282,000	5	0.04%
	Sandcastle Properties&Rlty LLC	\$ 240,000	1	0.01%
	SWFL Imperial Realty LLC	\$ 275,000	1	0.01%
	U S Prime Realty, LLC	\$ 241,000	1	0.01%
	Waterfront Realty Group Inc	\$ 231,000	1	0.01%
	Xclusive Homes LLC	\$ 769,560	3	0.02%
	Your Naples Realty LLC	\$ 106,000	1	0.00%
<b>BN10 Total</b>		<b>\$ 23,443,210</b>	<b>92</b>	<b>0.70%</b>
<b>BN11</b>	Amerivest Realty	\$ 597,000	2	0.02%
	Barclay Realty Group	\$ 145,500	1	0.00%
	Berkshire Hathaway Florida	\$ 764,000	2	0.02%
	Century 21 Sunbelt Realty, Inc	\$ 370,000	1	0.01%
	Coldwell Banker Residential Re	\$ 370,000	1	0.01%
	Compass Florida Naples	\$ 312,000	2	0.01%
	Downing-Frye Realty, Inc.	\$ 1,553,500	6	0.05%
	Edgewater Realty & Homes LLC	\$ 175,000	1	0.01%
	Far Florida	\$ 145,500	1	0.00%
	Focus Real Estate	\$ 147,000	1	0.00%
	John R. Wood Properties	\$ 783,500	3	0.02%
	Lehigh Real Estate & Land Corp	\$ 147,500	1	0.00%
	MVP Realty Associates LLC	\$ 699,500	4	0.02%
	Naples Realty Services, Inc.	\$ 460,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 2,272,800	5	0.07%
	Premiere Plus Realty Co.	\$ 545,000	2	0.02%
	Re/Max Action	\$ 208,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,289,000	5	0.04%

## 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
<b>BN11</b>	Timothy R Kistel PA	\$ 600,000	2	0.02%
<b>BN11 Total</b>		<b>\$ 11,584,800</b>	<b>42</b>	<b>0.34%</b>
<b>BN12</b>	Amerivest Realty	\$ 1,092,000	4	0.03%
	Berkshire Hathaway Florida	\$ 1,896,500	7	0.06%
	BHHS Florida Realty	\$ 325,000	1	0.01%
	Carney Realty & Associates Inc	\$ 120,000	1	0.00%
	Coldwell Banker Residential Re	\$ 2,066,500	9	0.06%
	Collier Realty & Management	\$ 123,750	1	0.00%
	Cornerstone Coastal Properties	\$ 360,000	1	0.01%
	Crimaldi and Associates, LLC	\$ 238,000	1	0.01%
	Domain Realty.com LLC	\$ 1,288,900	5	0.04%
	Downing-Frye Realty, Inc.	\$ 1,541,300	6	0.05%
	Elite Realty of SW FL	\$ 940,000	2	0.03%
	Engel & Voelkers Olde Naples	\$ 1,304,900	4	0.04%
	Equity Realty	\$ 769,000	2	0.02%
	Hayden Real Estate LLC	\$ 518,000	2	0.02%
	Hunters Ridge Realty Co.	\$ 1,755,000	7	0.05%
	Illustrated Properties Real Estate Inc.	\$ 225,000	1	0.01%
	Islandwalk Real Estate Sales	\$ 410,000	1	0.01%
	John R. Wood Properties	\$ 11,210,400	31	0.33%
	Keller Williams Elite Realty	\$ 1,966,000	8	0.06%
	Keller Williams Realty Fort Myers	\$ 450,900	1	0.01%
	Keller Williams Realty Naples	\$ 657,035	2	0.02%
	Key Real Estate	\$ 245,000	1	0.01%
	Legacy International Realty	\$ 290,000	1	0.01%
	Lennar Realty Inc	\$ 3,864,295	10	0.11%
	Listsmart LLC	\$ 445,000	1	0.01%
	ListWithFreedom.com, Inc.	\$ 390,000	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
	Maxim LLC	\$ 235,000	1	0.01%
	MVP Realty Associates LLC	\$ 3,571,100	11	0.11%
	Naples Realty International LL	\$ 500,000	2	0.01%
	Naples Realty Services, Inc.	\$ 296,500	1	0.01%
	Non-MLS Office	\$ 1,730,900	5	0.05%
	Paradise Coast Property Team	\$ 775,000	3	0.02%
	Premier Realty Homes of SW FL	\$ 235,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 955,000	3	0.03%
	Premiere Plus Realty Co.	\$ 7,157,430	21	0.21%
	Re/Max Action	\$ 290,000	1	0.01%
	RE/MAX Realty Group	\$ 262,000	1	0.01%
	RE/MAX Realty Select	\$ 305,000	1	0.01%
	Realty Group of SW Florida Inc	\$ 523,000	1	0.02%
	Right Choice Realty	\$ 260,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,945,650	5	0.06%
	Sterling Property Servs Realty	\$ 1,395,900	3	0.04%
	Sun Realty	\$ 245,000	1	0.01%
	The Dellatore Group	\$ 849,900	2	0.03%
	Treeline Realty Corp	\$ 175,000	1	0.01%
	Waterfront Realty Group Inc	\$ 360,000	1	0.01%
	William Raveis-Florida LLC	\$ 624,900	1	0.02%
<b>BN12 Total</b>		<b>\$ 57,184,760</b>	<b>178</b>	<b>1.70%</b>
<b>ES01</b>	Amerivest Realty	\$ 508,628	2	0.02%
	Baybeach Realty	\$ 265,000	1	0.01%
	Berkshire Hathaway Florida	\$ 3,164,900	11	0.09%
	Bordeaux Investment Properties	\$ 769,000	1	0.02%
	Caloosa Realty Group LLC	\$ 333,000	1	0.01%
	Coldwell Banker Residential Re	\$ 861,000	3	0.03%

## 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
<b>ES01</b>	Domain Realty.com LLC	\$ 520,000	2	0.02%
	Downing-Frye Realty, Inc.	\$ 7,126,500	24	0.21%
	Elite Realty of SW FL	\$ 309,000	1	0.01%
	Germain Properties of Naples, LLC	\$ 250,000	1	0.01%
	Help-U-Sell Reed & Associates	\$ 235,000	1	0.01%
	Independent Brokers Realty	\$ 220,500	1	0.01%
	John R. Wood Properties	\$ 1,358,000	4	0.04%
	Keller Williams Elite Realty	\$ 528,000	2	0.02%
	Keller Williams Realty Fort Myers	\$ 265,000	1	0.01%
	Mayr & Company Realty LLC	\$ 2,360,000	2	0.07%
	MVP Realty Associates LLC	\$ 3,475,100	13	0.10%
	Naples Realty Services, Inc.	\$ 600,000	2	0.02%
	Premier Sotheby's Int'l Realty	\$ 1,014,500	4	0.03%
	Premiere Plus Realty Co.	\$ 272,000	1	0.01%
	Re/MAX Radiance	\$ 721,000	3	0.02%
	RE/MAX Realty Group	\$ 690,000	4	0.02%
	Realty Group of SW Florida Inc	\$ 202,000	1	0.01%
	Realty World Florida	\$ 6,572,000	9	0.20%
	Reese Realty LLC	\$ 190,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,082,000	4	0.03%
	Safe Harbour Realty Inc	\$ 288,000	1	0.01%
	Scott Wolf Real Estate Service	\$ 345,000	1	0.01%
	Starlink Realty, Inc	\$ 265,000	1	0.01%
	Sun Realty	\$ 220,000	1	0.01%
	Twin Metro Realty LLC	\$ 239,628	1	0.01%
	Waterfront Realty Group Inc	\$ 556,900	2	0.02%
	West Bay Realty Inc.	\$ 5,198,000	3	0.15%
<b>ES01 Total</b>		<b>\$ 41,004,656</b>	<b>110</b>	<b>1.22%</b>

## 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
<b>ES02</b>	4 Seasons Realty LLC	\$ 635,500	2	0.02%
	Ad Infinitum Realty & Consult	\$ 198,000	1	0.01%
	Bella Vita Realty, LLC	\$ 260,000	1	0.01%
	Berkshire Hathaway Florida	\$ 304,500	1	0.01%
	BHHS Florida Realty	\$ 213,000	1	0.01%
	Boca Executive Realty LLC	\$ 304,500	1	0.01%
	Century 21 Sunbelt Realty, Inc	\$ 928,000	4	0.03%
	Century 21 Tri Power Realty	\$ 270,000	1	0.01%
	Coastal Brokerage LLC	\$ 530,000	2	0.02%
	Coastal Realty SWFL	\$ 200,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,247,800	4	0.04%
	Compass Florida Naples	\$ 285,000	1	0.01%
	Domain Realty.com LLC	\$ 1,205,450	5	0.04%
	Downing-Frye Realty, Inc.	\$ 3,384,000	9	0.10%
	Elite Realty of SW FL	\$ 1,318,000	4	0.04%
	Engel & Voelkers Olde Naples	\$ 3,546,000	8	0.11%
	Equity Realty	\$ 384,000	2	0.01%
	EXP Realty LLC	\$ 658,900	3	0.02%
	Home Legacy Realty	\$ 205,000	1	0.01%
	Igoe Realty, P.A.	\$ 770,000	2	0.02%
	John R. Wood Properties	\$ 4,579,300	14	0.14%
	Jones & Co Realty	\$ 312,000	2	0.01%
	Keller Williams Elite Realty	\$ 3,613,000	9	0.11%
	Keller Williams Realty Fort Myers	\$ 279,000	1	0.01%
	Kerri Theisen Realty, Inc	\$ 159,900	1	0.00%
	Kevin Shelly Realty Inc.	\$ 172,500	1	0.01%
	Key Real Estate	\$ 760,000	2	0.02%
	Lehigh Real Estate & Land Corp	\$ 975,000	3	0.03%

## 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
	Marquise Property Sales, LLC.	\$ 272,000	1	0.01%
	Maxim LLC	\$ 401,000	2	0.01%
	MVP Realty Associates LLC	\$ 2,849,950	12	0.08%
	Nautical Realty Group Inc	\$ 332,500	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 1,025,000	4	0.03%
	Premiere Plus Realty Co.	\$ 2,497,500	9	0.07%
	RE/MAX Realty Group	\$ 984,000	3	0.03%
	RE/MAX Realty Team	\$ 295,000	1	0.01%
	Real Living Cypress Realty	\$ 470,000	1	0.01%
	Realty World Florida	\$ 1,357,000	5	0.04%
	Royal Shell Real Estate, Inc.	\$ 1,900,000	5	0.06%
	Select Real Estate	\$ 340,000	2	0.01%
	Sellstate Achievers Realty Net	\$ 503,000	2	0.01%
	Sellstate Prime Realty	\$ 158,000	1	0.00%
	Sellstate Priority Realty	\$ 222,000	1	0.01%
	Sky Coastal Realty LLC	\$ 312,000	2	0.01%
	Sun Realty	\$ 1,069,000	3	0.03%
	Sun Realty USA, Inc.	\$ 1,501,500	3	0.04%
	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%
<b>ES02 Total</b>		<b>\$ 44,825,800</b>	<b>148</b>	<b>1.33%</b>
<b>ES03</b>	Asciutto Realty LLC	\$ 277,500	1	0.01%
	Berkshire Hathaway Florida	\$ 1,885,000	4	0.06%
	Boca Executive Realty LLC	\$ 270,000	1	0.01%
	Builders Services, Inc.	\$ 2,205,734	5	0.07%
	C.J. Realty of SW FL, Inc.	\$ 345,000	1	0.01%
	Century 21 Selling Paradise	\$ 187,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>ES03</b>	Coldwell Banker Residential Re	\$ 3,839,500	8	0.11%
	Compass Florida Naples	\$ 412,500	1	0.01%
	Domain Realty.com LLC	\$ 3,618,800	10	0.11%
	Downing-Frye Realty, Inc.	\$ 1,094,900	3	0.03%
	Eister & Company, Inc	\$ 299,000	1	0.01%
	Elite Realty of SW FL	\$ 1,940,500	5	0.06%
	Engel & Voelkers Bonita-Estero	\$ 1,510,000	4	0.04%
	Engel & Voelkers Olde Naples	\$ 370,000	1	0.01%
	Equity Realty	\$ 1,235,000	2	0.04%
	EXP Realty LLC	\$ 390,000	1	0.01%
	Florida Complete Realty	\$ 375,000	1	0.01%
	Focus Real Estate	\$ 465,000	1	0.01%
	John R. Wood Properties	\$ 2,800,000	7	0.08%
	Jones & Co Realty	\$ 1,163,000	3	0.03%
	Keller Williams Elite Realty	\$ 8,564,300	25	0.25%
	Keller Williams Realty Fort Myers	\$ 1,689,011	4	0.05%
	Key Real Estate	\$ 1,112,000	3	0.03%
	Maxim LLC	\$ 250,000	1	0.01%
	MVP Realty Associates LLC	\$ 4,614,000	10	0.14%
	Naples Florida Luxury Realty	\$ 563,000	1	0.02%
	Naples Realty Services, Inc.	\$ 440,000	1	0.01%
	Non-MLS Office	\$ 2,205,734	5	0.07%
	Palm Paradise Real Estate	\$ 176,500	1	0.01%
	Platinum Real Estate	\$ 168,000	1	0.00%
	Premier Sotheby's Int'l Realty	\$ 552,000	3	0.02%
	Premiere Plus Realty Co.	\$ 1,911,000	6	0.06%
	RE/MAX Blue Skies	\$ 275,000	1	0.01%
	RE/MAX Realty Group	\$ 687,500	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	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	RE/MAX Realty Select	\$ 445,000	1	0.01%
	RE/MAX Realty Team	\$ 725,000	1	0.02%
	Real Living Cypress Realty	\$ 605,000	1	0.02%
	RealPro Realty LLC	\$ 515,000	1	0.02%
	Realty Group of SW Florida Inc	\$ 160,000	1	0.00%
	Realty World Florida	\$ 4,616,000	14	0.14%
	Realty World-C Bagans 1st	\$ 178,900	1	0.01%
	RMS Realty LLC	\$ 168,000	1	0.00%
	Robert Slack Fine Homes LLC	\$ 1,030,000	2	0.03%
	Royal Shell Real Estate, Inc.	\$ 2,407,500	4	0.07%
	Schooner Bay Realty, Inc.	\$ 443,000	1	0.01%
	Sellstate Achievers Realty Net	\$ 488,500	2	0.01%
	Sellstate on the Beach	\$ 475,000	1	0.01%
	Sky Coastal Realty LLC	\$ 317,000	2	0.01%
	Sun Coast Global, Inc.	\$ 415,900	1	0.01%
	Sun Realty	\$ 567,400	2	0.02%
	Sun Realty USA, Inc.	\$ 870,000	2	0.03%
	The Sheridan Network.com Inc	\$ 178,900	1	0.01%
	VIP Realty Group, Inc.	\$ 476,911	1	0.01%
	West Bay Realty Inc.	\$ 298,000	1	0.01%
<b>ES03 Total</b>		<b>\$ 63,272,490</b>	<b>166</b>	<b>1.88%</b>
<b>ES04</b>	Amerivest Realty	\$ 403,000	2	0.01%
	Berkshire Hathaway Florida	\$ 2,100,000	3	0.06%
	Boca Executive Realty LLC	\$ 205,000	1	0.01%
	Coldwell Banker Residential Re	\$ 2,192,100	6	0.07%
	Compass Florida Naples	\$ 295,000	1	0.01%
	Domain Realty.com LLC	\$ 926,500	4	0.03%
	Downing-Frye Realty, Inc.	\$ 11,843,500	27	0.35%

## 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
	Eister & Company, Inc	\$ 651,800	2	0.02%
	Fidelity Florida Realty Corp	\$ 310,000	1	0.01%
	Gulf Coast Elite Realty	\$ 195,000	1	0.01%
	Independent Brokers Realty	\$ 820,000	1	0.02%
	John R. Wood Properties	\$ 4,380,500	14	0.13%
	Keller Williams Elite Realty	\$ 9,402,100	23	0.28%
	Keller Williams Realty Naples	\$ 410,000	1	0.01%
	Lahaina Realty	\$ 170,000	1	0.01%
	Maxim LLC	\$ 177,500	1	0.01%
	MVP Realty Associates LLC	\$ 3,398,000	7	0.10%
	Old Glory Realty	\$ 365,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 6,466,000	8	0.19%
	Premiere Plus Realty Co.	\$ 1,727,000	6	0.05%
	Realty World Florida	\$ 4,085,500	9	0.12%
	Robert Slack Fine Homes LLC	\$ 1,402,500	2	0.04%
	Royal Shell Real Estate, Inc.	\$ 4,605,000	11	0.14%
	Sterling Property Servs Realty	\$ 540,000	2	0.02%
	Stewart Real Estate Company	\$ 465,000	1	0.01%
	Taylor Morrison Realty of FL	\$ 1,445,000	3	0.04%
	The Dellatore Group	\$ 292,500	1	0.01%
	The Sheridan Network.com Inc	\$ 290,000	1	0.01%
	Twin Realty Inc.	\$ 295,000	1	0.01%
	VIP Realty Group, Inc.	\$ 500,500	2	0.01%
<b>ES04 Total</b>		<b>\$ 60,359,000</b>	<b>144</b>	<b>1.80%</b>
<b>NA01</b>	Amerivest Realty	\$ 6,975,000	6	0.21%
	Arbor Trace Realty	\$ 6,189,000	12	0.18%
	Barefoot Beach Realty Inc	\$ 1,427,500	1	0.04%
	Barry DeNicola Realty, Inc.	\$ 17,120,000	6	0.51%

## 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
	Bay Forest Real Estate Services, Inc.	\$ 665,000	2	0.02%
	Bayside Realty SWFL LLC	\$ 613,000	2	0.02%
	Berkshire Hathaway Florida	\$ 955,000	2	0.03%
	Boca Executive Realty LLC	\$ 554,000	1	0.02%
	Century 21 Selling Paradise	\$ 460,000	2	0.01%
	Coldwell Banker Residential Re	\$ 28,264,500	8	0.84%
	Domain Realty.com LLC	\$ 2,211,500	7	0.07%
	Downing-Frye Realty, Inc.	\$ 7,121,000	13	0.21%
	Engel & Voelkers Olde Naples	\$ 4,850,000	1	0.14%
	Equity Realty	\$ 1,350,000	1	0.04%
	Fidelity Florida Realty Corp	\$ 355,000	1	0.01%
	Florida Golf Realty LLC	\$ 1,350,000	1	0.04%
	Golf Life Properties, LLC	\$ 1,850,000	1	0.06%
	Gulf Access Realty Inc	\$ 450,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 560,000	2	0.02%
	Hovland, Inc.	\$ 235,000	1	0.01%
	John R. Wood Properties	\$ 14,791,455	28	0.44%
	Keller Williams Elite Realty	\$ 8,953,000	6	0.27%
	Kunkle Realty, LLC	\$ 540,000	2	0.02%
	Marcuzzo Real Estate	\$ 840,000	2	0.02%
	MVP Realty Associates LLC	\$ 6,507,750	11	0.19%
	Naples Coastal Realty Inc	\$ 535,000	1	0.02%
	Naples Florida Luxury Realty	\$ 3,900,000	4	0.12%
	Naples Realty Services, Inc.	\$ 1,540,000	2	0.05%
	Nardi Realty	\$ 275,000	1	0.01%
	Premier Realty Concepts, Inc.	\$ 215,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 9,712,500	8	0.29%
	Premiere Plus Realty Co.	\$ 7,253,000	17	0.22%

## 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
	Re/Max Action	\$ 585,000	1	0.02%
	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	0.01%
	Realhome Services and Solution	\$ 165,005	1	0.00%
	Realty World Florida	\$ 317,500	1	0.01%
	RL Nardi & Associates, Inc.	\$ 420,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 220,000	1	0.01%
	Starfish Realty, Inc.	\$ 317,500	1	0.01%
	Starling Realty Inc	\$ 535,000	1	0.02%
	United Real Estate Infinity	\$ 229,900	1	0.01%
	Waterfront Realty Group Inc	\$ 554,000	1	0.02%
	William Raveis-Florida LLC	\$ 517,000	2	0.02%
	Xclusive Homes LLC	\$ 370,000	1	0.01%
<b>NA01 Total</b>		<b>\$ 143,478,910</b>	<b>170</b>	<b>4.27%</b>
<b>NA02</b>	Amerivest Realty	\$ 900,000	1	0.03%
	Banyan Naples Realty Co	\$ 560,000	1	0.02%
	Barry DeNicola Realty, Inc.	\$ 13,700,000	2	0.41%
	Bartley Realty LLLP	\$ 570,000	1	0.02%
	Berkshire Hathaway Florida	\$ 11,351,250	2	0.34%
	Coldwell Banker Residential Re	\$ 1,858,000	2	0.06%
	Compass Florida Naples	\$ 900,000	1	0.03%
	Downing-Frye Realty, Inc.	\$ 2,350,000	2	0.07%
	Engel & Voelkers Bonita-Estero	\$ 526,000	1	0.02%
	Equity Realty	\$ 1,200,000	1	0.04%
	Florida Realty & Co.	\$ 5,400,000	2	0.16%
	John R. Wood Properties	\$ 1,165,000	1	0.03%
	Keller Williams Realty Naples	\$ 1,351,250	1	0.04%

## 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
<b>NA02</b>	Naples Florida Luxury Realty	\$ 677,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 5,530,000	4	0.16%
	Premiere Plus Realty Co.	\$ 6,339,000	9	0.19%
	RE/MAX Affinity Mercato	\$ 1,200,000	1	0.04%
	RE/MAX Dream	\$ 360,000	1	0.01%
	William Raveis-Florida LLC	\$ 1,037,000	2	0.03%
<b>NA02 Total</b>		<b>\$ 56,974,500</b>	<b>36</b>	<b>1.69%</b>
<b>NA03</b>	Amerivest Realty	\$ 2,642,490	5	0.08%
	Berkshire Hathaway Florida	\$ 365,000	1	0.01%
	BHHS Florida Realty	\$ 314,900	1	0.01%
	C.L. Properties	\$ 225,000	1	0.01%
	Coldwell Banker Residential Re	\$ 341,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 3,690,000	8	0.11%
	EXP Realty LLC	\$ 425,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 265,000	1	0.01%
	Homes and Land Brokers, Inc.	\$ 286,000	1	0.01%
	John R. Wood Properties	\$ 2,899,500	5	0.09%
	Keller Williams Elite Realty	\$ 540,000	2	0.02%
	Keller Williams Realty Naples	\$ 2,502,500	7	0.07%
	MAFF Realty Services LLC	\$ 315,000	1	0.01%
	MVP Realty Associates LLC	\$ 935,000	2	0.03%
	Naples Realty Group Incorporat	\$ 360,000	1	0.01%
	Opyt Realty Inc	\$ 265,000	1	0.01%
	Perrett Kennedy LLC	\$ 449,000	1	0.01%
	Premier Property Management	\$ 341,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 759,990	1	0.02%
	Premiere Plus Realty Co.	\$ 3,441,000	9	0.10%
	RE/MAX Realty Group	\$ 1,140,000	2	0.03%

## 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
<b>NA03</b>	RE/MAX Realty Select	\$ 650,000	2	0.02%
	Real Estate Broker Direct Inc.	\$ 314,900	1	0.01%
	RealPro Realty LLC	\$ 262,000	1	0.01%
	Safe Harbour Realty Inc	\$ 790,000	2	0.02%
	Saggio Realty, Inc	\$ 435,000	1	0.01%
	Sun Realty	\$ 307,500	1	0.01%
	Waterfront Realty Group Inc	\$ 418,000	1	0.01%
	William Raveis-Florida LLC	\$ 813,000	2	0.02%
<b>NA03 Total</b>		<b>\$ 26,492,780</b>	<b>64</b>	<b>0.79%</b>
<b>NA04</b>	Amerivest Realty	\$ 7,075,000	3	0.21%
	Barry DeNicola Realty, Inc.	\$ 3,850,000	1	0.11%
	Coldwell Banker Residential Re	\$ 6,021,210	5	0.18%
	Compass Florida Naples	\$ 14,900,000	1	0.44%
	Downing-Frye Realty, Inc.	\$ 22,600,000	18	0.67%
	Engel & Voelkers Bonita-Estero	\$ 545,000	1	0.02%
	EXP Realty LLC	\$ 1,100,000	1	0.03%
	Florida Home Realty Inc	\$ 2,200,000	2	0.07%
	Gulf Coast International Prop	\$ 5,788,000	3	0.17%
	John R. Wood Properties	\$ 55,146,500	36	1.64%
	Keller Williams Realty Naples	\$ 2,500,000	2	0.07%
	L.H. Fleming & Company, Real Estate	\$ 1,610,000	1	0.05%
	Love Naples LLC	\$ 435,000	1	0.01%
	McQuaid & Company LLC	\$ 2,625,000	1	0.08%
	Minker Properties	\$ 912,500	1	0.03%
	MVP Realty Associates LLC	\$ 415,000	1	0.01%
	Naples Realty Services, Inc.	\$ 1,400,000	2	0.04%
	Non-MLS Office	\$ 18,150,000	2	0.54%
	Opyt Realty Inc	\$ 515,000	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
<b>NA04</b>	Phoenix Homes Inc	\$ 1,000,000	1	0.03%
	Premier Sotheby's Int'l Realty	\$ 47,046,000	36	1.40%
	Premiere Plus Realty Co.	\$ 1,366,210	2	0.04%
	RE/MAX Realty Select	\$ 1,750,000	2	0.05%
	Robert Slack Fine Homes LLC	\$ 3,850,000	1	0.11%
	Signature International Premier Properties	\$ 3,300,000	2	0.10%
	William Raveis-Florida LLC	\$ 14,653,000	9	0.44%
<b>NA04 Total</b>		<b>\$ 220,753,420</b>	<b>136</b>	<b>6.57%</b>
<b>NA05</b>	Amerivest Realty	\$ 1,600,000	1	0.05%
	Berkshire Hathaway Florida	\$ 14,088,000	7	0.42%
	Coldwell Banker Residential Re	\$ 14,592,000	12	0.43%
	Compass Florida Naples	\$ 4,003,000	4	0.12%
	Diversified Real Estate Group	\$ 540,000	1	0.02%
	Domain Realty.com LLC	\$ 1,420,500	2	0.04%
	Downing-Frye Realty, Inc.	\$ 36,228,250	32	1.08%
	Equity Realty	\$ 355,000	1	0.01%
	Gulf Coast International Prop	\$ 5,880,000	3	0.17%
	John R. Wood Properties	\$ 76,372,000	53	2.27%
	Keller Williams Elite Realty	\$ 681,250	1	0.02%
	Keller Williams Realty Fort Myers	\$ 3,875,000	1	0.12%
	Klein and Associates Realty Inc.	\$ 2,860,000	1	0.09%
	L.H. Fleming & Company, Real Estate	\$ 3,001,500	4	0.09%
	ListWithFreedom.com, Inc.	\$ 1,450,000	1	0.04%
	M.J. Duvekot Real Estate Services	\$ 425,000	1	0.01%
	Marcuzzo Real Estate	\$ 2,620,000	2	0.08%
	MVP Realty Associates LLC	\$ 9,196,500	3	0.27%
	Naples Real Estate Consultants	\$ 850,000	1	0.03%
	Naples Realty Services, Inc.	\$ 1,000,000	1	0.03%

## 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
	Non-MLS Office	\$ 3,100,000	1	0.09%
	Premier Properties Florida	\$ 275,000	1	0.01%
	Premier Realty Homes of SW FL	\$ 495,500	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 94,645,000	60	2.82%
	Premiere Plus Realty Co.	\$ 17,707,500	15	0.53%
	Re/Max Action	\$ 850,000	1	0.03%
	RE/MAX Realty Select	\$ 630,000	1	0.02%
	RFK Realty	\$ 265,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,300,000	1	0.04%
	Stiles Sowers & Associates	\$ 1,600,000	1	0.05%
	Stock Realty, LLC	\$ 3,000,000	1	0.09%
	Sun Realty	\$ 2,635,000	3	0.08%
	Thomas & French International Properties	\$ 628,000	1	0.02%
	Tropics Real Estate, LLC	\$ 259,000	1	0.01%
	Vacation Property Mgmt Realty	\$ 425,000	1	0.01%
	Waterfront Realty Group Inc	\$ 5,862,500	4	0.17%
	West Shore Properties RE,MNGT	\$ 5,345,000	2	0.16%
	William Raveis-Florida LLC	\$ 29,037,000	17	0.86%
	Wilson & Associates RE Inc	\$ 1,085,000	1	0.03%
<b>NA05 Total</b>		<b>\$ 350,182,500</b>	<b>246</b>	<b>10.42%</b>
<b>NA06</b>	Amerivest Realty	\$ 899,000	1	0.03%
	Berkshire Hathaway Florida	\$ 2,375,000	1	0.07%
	Caine Premier Properties LLC	\$ 360,000	1	0.01%
	Coldwell Banker Residential Re	\$ 7,100,000	3	0.21%
	Compass Florida Naples	\$ 610,000	1	0.02%
	Domain Realty.com LLC	\$ 3,670,000	3	0.11%
	Downing-Frye Realty, Inc.	\$ 11,915,000	5	0.35%
	Engel & Voelkers Olde Naples	\$ 2,375,000	1	0.07%

## 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
<b>NA06</b>	Florida Home Realty Inc	\$ 3,800,000	1	0.11%
	Gulf Coast International Prop	\$ 33,044,000	12	0.98%
	Hamro & Associates LLC	\$ 573,000	1	0.02%
	John R. Wood Properties	\$ 26,105,000	11	0.78%
	London Bay Realty, Inc.	\$ 3,800,000	1	0.11%
	McQuaid & Company LLC	\$ 3,450,000	1	0.10%
	MVP Realty Associates LLC	\$ 372,000	1	0.01%
	Naples Realty Services, Inc.	\$ 3,000,000	1	0.09%
	Premier Sotheby's Int'l Realty	\$ 64,931,500	25	1.93%
	Premiere Plus Realty Co.	\$ 4,048,000	10	0.12%
	Re/Max Affinity Plus	\$ 2,290,000	1	0.07%
	Spina Realty Company	\$ 6,450,000	1	0.19%
	The Keyes Company/PSL	\$ 1,425,000	1	0.04%
	Tropics Real Estate, LLC	\$ 380,000	1	0.01%
	Waterfront Realty Group Inc	\$ 915,000	3	0.03%
	William Raveis-Florida LLC	\$ 39,068,500	11	1.16%
<b>NA06 Total</b>		<b>\$ 222,956,000</b>	<b>98</b>	<b>6.63%</b>
<b>NA07</b>	Coldwell Banker Residential Re	\$ 3,000,000	1	0.09%
	Compass Florida Naples	\$ 4,575,000	1	0.14%
	Downing-Frye Realty, Inc.	\$ 16,875,000	3	0.50%
	Engel & Voelkers Olde Naples	\$ 2,300,000	1	0.07%
	Gulf Coast International Prop	\$ 37,234,785	5	1.11%
	John R. Wood Properties	\$ 60,225,000	8	1.79%
	MVP Realty Associates LLC	\$ 15,850,000	3	0.47%
	Olde Naples Real Estate, Inc.	\$ 3,300,000	1	0.10%
	Premier Sotheby's Int'l Realty	\$ 35,670,000	6	1.06%
	Premiere Plus Realty Co.	\$ 12,859,785	3	0.38%
	Re/Max Affinity Plus	\$ 4,750,000	1	0.14%

## 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
<b>NA07</b>	The Forrest Company Realty of Naples Inc	\$ 10,250,000	2	0.30%
	William Raveis-Florida LLC	\$ 35,000,000	3	1.04%
<b>NA07 Total</b>		<b>\$ 241,889,570</b>	<b>38</b>	<b>7.20%</b>
<b>NA08</b>	Amerivest Realty	\$ 357,500	1	0.01%
	Bayview Realty of Florida	\$ 495,000	1	0.01%
	Berkshire Hathaway Florida	\$ 370,000	1	0.01%
	Buy Coastal Real Estate	\$ 445,000	1	0.01%
	Coldwell Banker Residential Re	\$ 5,059,800	7	0.15%
	Compass Florida Naples	\$ 365,000	1	0.01%
	Domain Realty.com LLC	\$ 789,000	1	0.02%
	Downing-Frye Realty, Inc.	\$ 12,254,450	15	0.36%
	Experience Real Estate Group	\$ 190,000	1	0.01%
	Florida Home Realty Inc	\$ 900,000	2	0.03%
	Florida's Realty Specialists	\$ 680,000	2	0.02%
	Gulf Coast International Prop	\$ 1,140,000	1	0.03%
	John R. Wood Properties	\$ 3,239,000	5	0.10%
	Keller Williams Realty - Marco	\$ 143,000	2	0.00%
	MVP Realty Associates LLC	\$ 465,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 14,865,000	7	0.44%
	Premiere Plus Realty Co.	\$ 1,540,000	3	0.05%
	Re/Max Action	\$ 789,000	1	0.02%
	Royal Shell Real Estate, Inc.	\$ 1,160,000	1	0.03%
	Tropics Real Estate, LLC	\$ 336,950	1	0.01%
	Waterfront Realty Group Inc	\$ 1,085,500	3	0.03%
	William Raveis-Florida LLC	\$ 1,390,000	2	0.04%
<b>NA08 Total</b>		<b>\$ 48,059,200</b>	<b>60</b>	<b>1.43%</b>
<b>NA09</b>	Amerivest Realty	\$ 1,514,384	3	0.05%
	Assist 2 Sell Buyers & Sellers	\$ 956,000	2	0.03%

## 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
	Berkshire Hathaway Florida	\$ 488,000	2	0.01%
	Christopher Realty Inc	\$ 1,630,000	4	0.05%
	Coldwell Banker Residential Re	\$ 4,630,000	5	0.14%
	Compass Florida Naples	\$ 365,000	1	0.01%
	Domain Realty.com LLC	\$ 183,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 12,178,200	24	0.36%
	Fischer Realty Int LLC	\$ 512,500	1	0.02%
	Florida Prime Realty, LLC	\$ 260,000	1	0.01%
	Harborview Realty Inc	\$ 420,000	1	0.01%
	Hunters Ridge Realty Co.	\$ 260,000	1	0.01%
	John R. Wood Properties	\$ 10,808,740	21	0.32%
	Keller Williams Realty - Marco	\$ 512,500	1	0.02%
	Keller Williams Realty Naples	\$ 1,125,000	1	0.03%
	Land & Sea Intl Realty	\$ 875,000	2	0.03%
	Lennar Realty Inc	\$ 1,482,420	4	0.04%
	McQuaid & Company LLC	\$ 2,140,000	3	0.06%
	MVP Realty Associates LLC	\$ 1,581,890	4	0.05%
	Non-MLS Office	\$ 2,605,805	5	0.08%
	Pinnacle Property Group	\$ 900,000	3	0.03%
	Premier Property Management	\$ 190,000	1	0.01%
	Premier Realty Homes of SW FL	\$ 380,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 10,454,935	14	0.31%
	Premiere Plus Realty Co.	\$ 7,805,924	29	0.23%
	RE/MAX Affinity Mercato	\$ 160,000	1	0.00%
	Re/Max Affinity Plus	\$ 1,075,000	2	0.03%
	RE/MAX Realty Select	\$ 820,999	3	0.02%
	Realhome Services and Solution	\$ 137,500	1	0.00%
	RealPro Realty LLC	\$ 225,000	2	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
	Results Realty Marco Island	\$ 416,420	1	0.01%
	RL Nardi & Associates, Inc.	\$ 1,547,000	5	0.05%
	Royal Shell Real Estate, Inc.	\$ 780,000	1	0.02%
	Safe Harbor Real Estate Service	\$ 1,088,500	3	0.03%
	Sky Real Estate & Property Mgm	\$ 183,000	1	0.01%
	Staton Properties, LLC	\$ 438,500	2	0.01%
	Stock Realty, LLC	\$ 1,304,455	1	0.04%
	Sun Realty	\$ 3,070,000	8	0.09%
	Sunrise Realty Network Inc	\$ 190,000	1	0.01%
	Ted Hofferber P A	\$ 360,000	1	0.01%
	The Keyes Company/PSL	\$ 4,925,982	8	0.15%
	Tropics Real Estate, LLC	\$ 767,500	3	0.02%
	Unique Properties of Naples, Inc.	\$ 430,000	1	0.01%
	Waterfront Realty Group Inc	\$ 1,615,000	3	0.05%
	William Raveis-Florida LLC	\$ 450,000	1	0.01%
	Wilson & Associates RE Inc	\$ 680,000	1	0.02%
	Xclusive Homes LLC	\$ 464,500	2	0.01%
	Yerger Realty	\$ 137,500	1	0.00%
<b>NA09 Total</b>		<b>\$ 85,526,154</b>	<b>188</b>	<b>2.54%</b>
<b>NA11</b>	Allison James Estates and Home	\$ 303,450	1	0.01%
	Amerivest Realty	\$ 2,796,500	4	0.08%
	Bartley Realty LLLP	\$ 1,089,800	2	0.03%
	Bayview Realty of Florida	\$ 620,000	1	0.02%
	Berkshire Hathaway Florida	\$ 2,774,000	5	0.08%
	Boca Executive Realty LLC	\$ 405,000	1	0.01%
	Caine Premier Properties LLC	\$ 320,000	1	0.01%
	Century 21 Sunbelt Realty, Inc	\$ 355,000	1	0.01%
	Coldwell Banker Residential Re	\$ 3,337,000	7	0.10%

## 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
	Community Realty Associates	\$ 1,402,875	1	0.04%
	Compass Florida Naples	\$ 5,435,000	6	0.16%
	Domain Realty.com LLC	\$ 578,000	2	0.02%
	Downing-Frye Realty, Inc.	\$ 10,127,138	17	0.30%
	DR Horton Realty SW FL LLC	\$ 3,331,990	7	0.10%
	Engel & Voelkers Olde Naples	\$ 165,000	1	0.00%
	Equity Realty	\$ 230,000	1	0.01%
	Florida Home Realty Inc	\$ 307,000	1	0.01%
	Golden Realty & Management LLC	\$ 415,000	1	0.01%
	Green Coast Realty Inc	\$ 270,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 475,000	1	0.01%
	Heights Realty & Investments	\$ 494,000	2	0.01%
	Homes and Land Brokers, Inc.	\$ 944,000	2	0.03%
	Hudson Realty Executives LLC	\$ 455,990	1	0.01%
	In Florida Properties, Inc	\$ 950,000	1	0.03%
	John R. Wood Properties	\$ 34,119,834	57	1.02%
	KE Talis Park Real Estate Co	\$ 15,295,388	12	0.46%
	Keller Williams Elite Realty	\$ 2,560,000	4	0.08%
	Keller Williams Realty Naples	\$ 1,265,000	4	0.04%
	Kim Levitan Realty	\$ 350,000	1	0.01%
	L.H. Fleming & Company, Real Estate	\$ 775,000	3	0.02%
	Lennar Realty Inc	\$ 605,000	1	0.02%
	List In MLS Realty, LLC	\$ 586,000	1	0.02%
	ListWithFreedom.com, Inc.	\$ 485,000	1	0.01%
	Marcuzzo Real Estate	\$ 243,600	1	0.01%
	McQuaid & Company LLC	\$ 1,044,500	3	0.03%
	Mediterra Realty	\$ 9,975,000	4	0.30%
	MVP Realty Associates LLC	\$ 4,517,000	15	0.13%

## 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
	My Florida Real Estate LLC	\$ 410,000	1	0.01%
	Naples Real Estate Consultants	\$ 510,000	1	0.02%
	Non-MLS Office	\$ 1,025,000	3	0.03%
	Opyt Realty Inc	\$ 1,537,000	3	0.05%
	Pfeifer Realty Group LLC	\$ 405,000	1	0.01%
	Premier Property Management	\$ 948,500	3	0.03%
	Premier Sotheby's Int'l Realty	\$ 9,292,000	13	0.28%
	Premiere Plus Realty Co.	\$ 6,129,500	17	0.18%
	RE/MAX Affinity Mercato	\$ 205,000	1	0.01%
	RE/MAX Dream	\$ 300,000	1	0.01%
	RE/MAX Realty Group	\$ 195,000	1	0.01%
	RE/MAX Realty Select	\$ 2,305,000	3	0.07%
	Real Estate of South Florida	\$ 235,000	1	0.01%
	RealPro Realty LLC	\$ 578,000	1	0.02%
	Realty World Florida	\$ 485,000	1	0.01%
	Robert Slack Fine Homes LLC	\$ 240,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 2,611,475	4	0.08%
	Starlink Realty, Inc	\$ 265,000	1	0.01%
	Sun Realty	\$ 480,000	2	0.01%
	The Sheridan Network.com Inc	\$ 243,500	1	0.01%
	The Willis Group, LLC	\$ 3,550,000	2	0.11%
	Tropical Paradise Realty Inc	\$ 885,000	2	0.03%
	TSD Realty	\$ 195,000	1	0.01%
	Twin Realty Inc.	\$ 615,000	1	0.02%
	U S Prime Realty, LLC	\$ 455,000	1	0.01%
	Waterfront Realty Group Inc	\$ 980,000	3	0.03%
	Weekly Realty Group, LLC	\$ 17,465,000	7	0.52%
	William Raveis-Florida LLC	\$ 372,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>NA11</b>	World Realty Services, LLC	\$ 2,100,000	1	0.06%
<b>NA11 Total</b>		<b>\$ 164,420,040</b>	<b>254</b>	<b>4.89%</b>
<b>NA12</b>	All Florida Property Group Inc	\$ 185,000	1	0.01%
	Allison James Estates and Home	\$ 161,700	1	0.00%
	Amerivest Realty	\$ 1,582,000	5	0.05%
	Barclay Realty Group	\$ 216,000	1	0.01%
	Bella Vita Realty, LLC	\$ 388,500	1	0.01%
	Berkshire Hathaway Florida	\$ 8,317,500	13	0.25%
	BHHS Florida Realty	\$ 505,000	1	0.02%
	Bud Coleman Associates Inc	\$ 1,550,000	1	0.05%
	Caine Premier Properties LLC	\$ 660,000	1	0.02%
	Coldwell Banker Residential Re	\$ 1,170,500	4	0.03%
	Current Real Estate & Mgnt Inc	\$ 135,900	1	0.00%
	Domain Realty.com LLC	\$ 1,277,044	3	0.04%
	Downing-Frye Realty, Inc.	\$ 7,811,420	18	0.23%
	Elite Realty of SW FL	\$ 515,000	1	0.02%
	Engel & Voelkers Bonita-Estero	\$ 165,000	1	0.00%
	Equity Realty	\$ 219,000	1	0.01%
	Hartford Realty LLC	\$ 439,000	1	0.01%
	John R. Wood Properties	\$ 13,784,000	22	0.41%
	Keller Williams Elite Realty	\$ 1,100,000	1	0.03%
	Marcuzzo Real Estate	\$ 365,000	1	0.01%
	McQuaid & Company LLC	\$ 515,000	1	0.02%
	MVP Realty Associates LLC	\$ 1,629,400	6	0.05%
	Naples Trust Real Estate Servi	\$ 432,420	1	0.01%
	Neapolitan Realty LLC	\$ 154,000	1	0.00%
	NOCO LLC	\$ 218,000	1	0.01%
	Non-MLS Office	\$ 277,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Olde Naples Real Estate, Inc.	\$ 439,000	1	0.01%
	Palm Paradise Real Estate	\$ 565,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 12,151,000	21	0.36%
	Premiere Plus Realty Co.	\$ 7,526,800	16	0.22%
	RE/MAX Affinity Mercato	\$ 320,000	1	0.01%
	Re/Max Trend	\$ 1,300,000	2	0.04%
	Realty Group of SW Florida Inc	\$ 217,000	1	0.01%
	Realty World Florida	\$ 200,000	1	0.01%
	Rossman Realty Group	\$ 209,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 830,000	1	0.02%
	Sellstate on 5th	\$ 218,000	1	0.01%
	Sellstate Prime Realty	\$ 190,000	1	0.01%
	Tropical Home Realty LLC	\$ 161,700	1	0.00%
	United Real Estate	\$ 349,000	1	0.01%
	Waterfront Realty Group Inc	\$ 1,525,000	3	0.05%
	William Raveis-Florida LLC	\$ 4,101,000	6	0.12%
	Young Realty Group, Inc.	\$ 565,000	1	0.02%
<b>NA12 Total</b>		<b>\$ 74,640,884</b>	<b>150</b>	<b>2.22%</b>
<b>NA13</b>	Berkshire Hathaway Florida	\$ 222,000	1	0.01%
	Current Real Estate & Mgnt Inc	\$ 982,500	1	0.03%
	Downing-Frye Realty, Inc.	\$ 707,000	3	0.02%
	Gulf Coast International Prop	\$ 1,720,000	2	0.05%
	John R. Wood Properties	\$ 6,660,000	4	0.20%
	MVP Realty Associates LLC	\$ 412,000	2	0.01%
	Premier Sotheby's Int'l Realty	\$ 397,000	2	0.01%
	Stock Realty, LLC	\$ 3,350,000	1	0.10%
	The Agency of SW Florida Inc	\$ 3,350,000	1	0.10%
	Waterfront Realty Group Inc	\$ 982,500	1	0.03%

## 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
<b>NA13 Total</b>		\$ 18,783,000	18	0.56%
<b>NA14</b>	A Plus Realty	\$ 248,000	1	0.01%
	Allison James Estates and Home	\$ 183,120	1	0.01%
	Amerivest Realty	\$ 2,539,000	6	0.08%
	Bar Investment Realty LLC	\$ 410,000	1	0.01%
	Berkshire Hathaway Florida	\$ 5,342,000	11	0.16%
	Builders Services, Inc.	\$ 585,000	1	0.02%
	Caine Premier Properties LLC	\$ 1,707,000	1	0.05%
	Century 21 Selling Paradise	\$ 350,000	1	0.01%
	Coldwell Banker Residential Re	\$ 3,215,000	7	0.10%
	Compass Florida Naples	\$ 310,000	1	0.01%
	Domain Realty.com LLC	\$ 3,128,500	5	0.09%
	Downing-Frye Realty, Inc.	\$ 13,922,150	33	0.41%
	Equity Realty	\$ 882,000	2	0.03%
	Fischer Realty Int LLC	\$ 150,000	1	0.00%
	Florida Prime Realty, LLC	\$ 1,042,500	1	0.03%
	Gulf Breeze Real Estate, LLC	\$ 350,000	1	0.01%
	Gulf Coast International Prop	\$ 925,000	1	0.03%
	Hamro & Associates LLC	\$ 257,000	1	0.01%
	Heights Realty & Investments	\$ 900,000	1	0.03%
	Help-U-Sell Reed & Associates	\$ 310,000	1	0.01%
	Illustrated Properties Real Estate Inc.	\$ 1,469,000	4	0.04%
	John R. Wood Properties	\$ 16,497,700	36	0.49%
	Keller Williams Elite Realty	\$ 510,000	2	0.02%
	Keller Williams Realty Naples	\$ 2,923,106	6	0.09%
	Marcuzzo Real Estate	\$ 435,000	1	0.01%
	Maxim LLC	\$ 900,000	1	0.03%
	MVP Realty Associates LLC	\$ 3,863,000	10	0.11%

## 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
	Naples Realty Services, Inc.	\$ 1,255,000	2	0.04%
	Non-MLS Office	\$ 1,544,000	3	0.05%
	Olde Naples Real Estate, Inc.	\$ 400,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 7,009,500	17	0.21%
	Premiere Plus Realty Co.	\$ 12,070,600	29	0.36%
	Priceless Realty, Inc.	\$ 215,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 629,000	3	0.02%
	RE/MAX Blue Skies	\$ 2,342,000	3	0.07%
	RE/MAX Realty Select	\$ 570,000	2	0.02%
	Real Estate of South Florida	\$ 780,000	2	0.02%
	Realty Corp of Naples	\$ 307,000	1	0.01%
	Realty Group of SW Florida Inc	\$ 420,000	2	0.01%
	Robert Slack Fine Homes LLC	\$ 453,500	2	0.01%
	Royal Shell Real Estate, Inc.	\$ 609,000	1	0.02%
	Ruby Realty Company	\$ 1,077,500	2	0.03%
	Seaside Properties of South Florida, Inc.	\$ 205,000	1	0.01%
	Sellstate on 5th	\$ 340,000	1	0.01%
	STS Realty Group	\$ 360,000	1	0.01%
	Sun Realty	\$ 1,530,000	3	0.05%
	Sun Realty USA, Inc.	\$ 195,000	1	0.01%
	SW Management & Realty LLC	\$ 1,514,986	1	0.05%
	ToastyinNaples.com Realty	\$ 409,500	2	0.01%
	Tropics Real Estate, LLC	\$ 195,000	1	0.01%
	Twin Metro Realty LLC	\$ 405,000	1	0.01%
	Vineyards Properties Inc	\$ 2,900,250	7	0.09%
	Vineyards Realty Inc	\$ 3,729,800	6	0.11%
	Waterfront Realty Group Inc	\$ 1,176,000	4	0.03%
	West Shore Properties RE,MNGT	\$ 3,380,000	2	0.10%

## 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
<b>NA14</b>	William Raveis-Florida LLC	\$ 1,719,000	2	0.05%
<b>NA14 Total</b>		<b>\$ 111,095,712</b>	<b>242</b>	<b>3.30%</b>
<b>NA15</b>	Brand & Associates Inc.	\$ 170,000	1	0.01%
	Coldwell Banker Residential Re	\$ 2,475,000	2	0.07%
	Compass Florida Naples	\$ 985,000	1	0.03%
	Domain Realty.com LLC	\$ 292,500	1	0.01%
	Downing-Frye Realty, Inc.	\$ 2,090,500	7	0.06%
	John R. Wood Properties	\$ 4,327,000	11	0.13%
	Keller Williams Realty Naples	\$ 830,000	3	0.02%
	Lee International Realty Inc	\$ 170,000	1	0.01%
	MVP Realty Associates LLC	\$ 750,000	3	0.02%
	Premier Property Management	\$ 375,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 1,657,400	3	0.05%
	Premiere Plus Realty Co.	\$ 6,040,000	16	0.18%
	Preview Naples Properties LLC	\$ 520,000	2	0.02%
	Real Estate By	\$ 215,000	1	0.01%
	Reed Property Management Sales	\$ 234,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 595,000	3	0.02%
	Signature Intl Premier Prop	\$ 500,000	1	0.01%
	Starling Realty Inc	\$ 195,000	1	0.01%
	Sun Realty	\$ 704,900	3	0.02%
	Sunstream Realty, LLC	\$ 955,000	4	0.03%
	The Square Realty	\$ 277,500	1	0.01%
	Tropics Real Estate, LLC	\$ 1,820,000	2	0.05%
	Waterfront Realty Group Inc	\$ 999,000	1	0.03%
	William Raveis-Florida LLC	\$ 4,302,500	6	0.13%
<b>NA15 Total</b>		<b>\$ 31,480,300</b>	<b>76</b>	<b>0.94%</b>
<b>NA16</b>	A Plus Realty	\$ 244,500	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
<b>NA16</b>	America's Realty Corp of SW Fl	\$ 215,000	1	0.01%
	Amerivest Realty	\$ 250,000	1	0.01%
	Assist 2 Sell Buyers & Sellers	\$ 236,000	1	0.01%
	Banyan Naples Realty Co	\$ 123,190	1	0.00%
	Barclay Realty Group	\$ 610,000	2	0.02%
	Benoit Properties Intl LLC	\$ 518,000	2	0.02%
	Berkshire Hathaway Florida	\$ 2,433,600	9	0.07%
	Bud Coleman Associates Inc	\$ 575,000	1	0.02%
	Coldwell Banker Residential Re	\$ 9,282,000	13	0.28%
	Collier Realty & Management	\$ 575,000	1	0.02%
	Compass Florida Naples	\$ 2,391,000	4	0.07%
	Domain Realty.com LLC	\$ 1,183,000	3	0.04%
	Downing-Frye Realty, Inc.	\$ 10,040,000	19	0.30%
	Equity Realty	\$ 223,000	1	0.01%
	EXP Realty LLC	\$ 1,148,500	2	0.03%
	Fischer Realty Int LLC	\$ 305,000	1	0.01%
	Florida Elite Realty Inc	\$ 138,600	1	0.00%
	Frank Joseph Bartolotta	\$ 236,000	1	0.01%
	Grice Realty Inc	\$ 250,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 315,000	1	0.01%
	Gulf Coast International Prop	\$ 2,675,000	1	0.08%
	Gulf Coast Management Group LL	\$ 235,000	2	0.01%
	Hero Real Estate & Co	\$ 322,500	1	0.01%
	John R. Wood Properties	\$ 20,006,000	36	0.60%
	Jones & Co Realty	\$ 288,500	1	0.01%
	Keller Williams Realty Naples	\$ 781,900	3	0.02%
	LUX of Naples Corporation	\$ 2,985,000	3	0.09%
	Luxury Properties LLC	\$ 221,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	McQuaid & Company LLC	\$ 2,160,000	4	0.06%
	MVP Realty Associates LLC	\$ 1,943,500	6	0.06%
	Naples Realty Services, Inc.	\$ 502,500	1	0.01%
	Neapolitan Realty LLC	\$ 2,700,000	1	0.08%
	Non-MLS Office	\$ 1,101,500	3	0.03%
	Opyt Realty Inc	\$ 272,200	2	0.01%
	Palm Realty Group	\$ 475,000	1	0.01%
	Paradise Coast Property Team	\$ 217,500	1	0.01%
	Patten Properties of Florida	\$ 138,600	1	0.00%
	Premier Properties Florida	\$ 320,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 17,400,000	22	0.52%
	Premiere Plus Realty Co.	\$ 10,127,090	25	0.30%
	Prime Location Brokers LLC	\$ 3,000,000	2	0.09%
	Re/Max Action	\$ 245,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 320,000	1	0.01%
	RE/MAX Realty Group	\$ 120,000	1	0.00%
	RE/MAX Realty Select	\$ 250,000	1	0.01%
	RealPro Realty LLC	\$ 348,000	2	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 785,000	2	0.02%
	Royal Shell Real Estate, Inc.	\$ 682,500	2	0.02%
	Starlink Realty, Inc	\$ 254,000	2	0.01%
	Sun Realty	\$ 1,030,000	3	0.03%
	The Agency of SW Florida Inc	\$ 289,900	1	0.01%
	TMB Realty Inc	\$ 336,000	1	0.01%
	Tropics Real Estate, LLC	\$ 258,000	2	0.01%
	True Realty Services, LLC	\$ 95,000	1	0.00%
	VIP Realty Group, Inc.	\$ 180,000	1	0.01%
	Waterfront Realty Group Inc	\$ 1,231,000	5	0.04%

## 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
<b>NA16</b>	Wilderness of Naples Realty	\$ 290,000	1	0.01%
	William Raveis-Florida LLC	\$ 12,057,000	12	0.36%
<b>NA16 Total</b>		<b>\$ 117,936,580</b>	<b>224</b>	<b>3.51%</b>
<b>NA17</b>	81 West Brokerage Services LLC	\$ 506,000	2	0.02%
	A Plus Realty	\$ 168,000	1	0.00%
	All In One Realty Group, Inc.	\$ 338,000	1	0.01%
	Amerivest Realty	\$ 2,255,500	10	0.07%
	Andis Real Estate Services LLC	\$ 190,000	1	0.01%
	Asciutto Realty LLC	\$ 180,000	1	0.01%
	Assist 2 Sell Buyers & Sellers	\$ 388,000	2	0.01%
	Bayside Realty SWFL LLC	\$ 235,000	1	0.01%
	Bayview Realty of Florida	\$ 160,000	1	0.00%
	Beachwood Properties, Inc.	\$ 960,000	2	0.03%
	Bella Vita Realty, LLC	\$ 355,000	1	0.01%
	Berkshire Hathaway Florida	\$ 2,121,370	9	0.06%
	Blue Heron Realty of Naples	\$ 1,745,000	9	0.05%
	Broadway Realty & Management I	\$ 109,000	1	0.00%
	Carrera Consulting Group Inter	\$ 142,655	1	0.00%
	CC Realty Services LLC	\$ 669,039	2	0.02%
	Coldwell Banker Residential Re	\$ 3,350,470	13	0.10%
	Compass Florida Naples	\$ 287,500	1	0.01%
	Daane Properties LLC	\$ 215,000	1	0.01%
	Dean Fry Realty	\$ 180,000	1	0.01%
	Domain Realty.com LLC	\$ 993,000	4	0.03%
	Downing-Frye Realty, Inc.	\$ 4,227,990	18	0.13%
	Dream Homes Realty of Naples	\$ 410,000	1	0.01%
	Edgewater Realty & Homes LLC	\$ 283,500	1	0.01%
	Engel & Voelkers Olde Naples	\$ 475,000	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	\$ 1,240,500	5	0.04%
	EXP Realty LLC	\$ 232,500	1	0.01%
	Express Realty of SW Florida	\$ 2,687,325	9	0.08%
	Fathom Realty FL LLC	\$ 195,000	1	0.01%
	Florida Golf Realty LLC	\$ 122,500	1	0.00%
	Florida Home Realty Inc	\$ 334,000	2	0.01%
	Florida's Realty Specialists	\$ 338,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 520,000	2	0.02%
	Gulf Pointe Properties	\$ 395,000	1	0.01%
	Hamro & Associates LLC	\$ 1,035,900	5	0.03%
	Harborview Realty Inc	\$ 247,500	1	0.01%
	Hartford Realty LLC	\$ 272,600	1	0.01%
	Homelister	\$ 199,900	1	0.01%
	Hudson Realty Executives LLC	\$ 373,000	2	0.01%
	Jo Carter & Associates, Inc.	\$ 305,000	1	0.01%
	John R. Wood Properties	\$ 5,805,000	17	0.17%
	Keller Williams Elite Realty	\$ 374,000	2	0.01%
	Keller Williams Realty Fort Myers	\$ 185,000	1	0.01%
	Keller Williams Realty Naples	\$ 906,800	5	0.03%
	Kingdom Realty Services LLC	\$ 115,000	1	0.00%
	Listsmart LLC	\$ 107,900	1	0.00%
	Marc Joseph Realty	\$ 142,655	1	0.00%
	McNeil Real Estate, Inc.	\$ 908,000	3	0.03%
	Miloff Aubuchon Realty Group	\$ 335,000	1	0.01%
	MVP Realty Associates LLC	\$ 8,709,974	40	0.26%
	Naples Realty International LL	\$ 154,000	1	0.00%
	Naples Realty Services, Inc.	\$ 2,893,000	5	0.09%
	Non-MLS Office	\$ 2,168,300	8	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Opyt Realty Inc	\$ 262,500	1	0.01%
	Paradise Coast Property Team	\$ 1,328,000	4	0.04%
	Pelican's Nest Realty Services	\$ 82,500	1	0.00%
	Phelps Realty Services	\$ 668,500	2	0.02%
	Platinum Real Estate	\$ 312,500	1	0.01%
	Premier Property Management	\$ 287,500	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 1,245,000	4	0.04%
	Premiere Plus Realty Co.	\$ 13,711,100	49	0.41%
	Re/Max Action	\$ 184,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 235,000	1	0.01%
	RE/MAX Realty Select	\$ 565,000	3	0.02%
	Realhome Services and Solution	\$ 92,500	1	0.00%
	Realty Corp of Naples	\$ 380,000	1	0.01%
	Realty Executives Signature	\$ 130,000	1	0.00%
	Realty World Florida	\$ 625,000	1	0.02%
	Realty World, Top Producers Realty, Inc.	\$ 1,141,000	3	0.03%
	Robert Slack Fine Homes LLC	\$ 390,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 479,000	2	0.01%
	Ruby Realty Company	\$ 673,000	3	0.02%
	Sellstate Prime Realty	\$ 157,000	1	0.00%
	Signature International Premier Properties	\$ 235,000	1	0.01%
	Sun Realty	\$ 2,909,500	8	0.09%
	Sundial Realty Naples Florida	\$ 207,000	1	0.01%
	Ted Hofferber P A	\$ 175,000	1	0.01%
	The Dellatore Group	\$ 157,000	1	0.00%
	The Miano Group Realty LLC	\$ 220,000	1	0.01%
	TMB Realty Inc	\$ 680,000	2	0.02%
	TSD Realty	\$ 179,900	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
<b>NA17</b>	Vineyards Properties Inc	\$ 430,000	1	0.01%
	Waterfront Realty Group Inc	\$ 2,064,000	5	0.06%
	White Sands Realty	\$ 585,000	1	0.02%
	William Raveis-Florida LLC	\$ 2,467,000	8	0.07%
	Xclusive Homes LLC	\$ 994,500	7	0.03%
<b>NA17 Total</b>		<b>\$ 86,501,378</b>	<b>326</b>	<b>2.57%</b>
<b>NA18</b>	Aadvisor Rentals Inc	\$ 155,500	1	0.00%
	Allison James Estates and Home	\$ 727,000	3	0.02%
	Amerivest Realty	\$ 2,643,500	12	0.08%
	Bar Investment Realty LLC	\$ 246,000	1	0.01%
	Bayside Realty SWFL LLC	\$ 290,000	1	0.01%
	Berkshire Hathaway Florida	\$ 4,542,000	18	0.14%
	Blue Heron Realty of Naples	\$ 1,934,000	7	0.06%
	Boca Executive Realty LLC	\$ 204,500	1	0.01%
	Bristol Properties Intl LLC	\$ 518,000	1	0.02%
	Century 21 Selling Paradise	\$ 175,000	1	0.01%
	Coffey Real Estate Services, Corp	\$ 1,008,000	6	0.03%
	Coldwell Banker Residential Re	\$ 4,305,500	20	0.13%
	Current Real Estate & Mgnt Inc	\$ 132,500	1	0.00%
	Domain Realty.com LLC	\$ 759,900	4	0.02%
	Downing-Frye Realty, Inc.	\$ 6,396,900	31	0.19%
	Engel & Voelkers Bonita-Estero	\$ 775,000	1	0.02%
	Engel & Voelkers Olde Naples	\$ 139,900	1	0.00%
	Equity Realty	\$ 422,000	2	0.01%
	EXP Realty LLC	\$ 316,800	2	0.01%
	Florida Home Realty Inc	\$ 449,500	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 134,000	1	0.00%
	Gulf Coast Properties Group	\$ 122,000	1	0.00%

## 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
	Gulf Pointe Properties	\$ 390,000	1	0.01%
	Gulf Region Realty	\$ 492,750	1	0.01%
	Hamro & Associates LLC	\$ 975,000	3	0.03%
	Hovland, Inc.	\$ 132,500	1	0.00%
	Hudson Realty Executives LLC	\$ 159,000	1	0.00%
	Independent Brokers Realty	\$ 165,000	1	0.00%
	John R. Wood Properties	\$ 4,895,000	23	0.15%
	Jones & Co Realty	\$ 265,500	1	0.01%
	Keller Williams Elite Realty	\$ 551,000	2	0.02%
	Keller Williams Realty - Marco	\$ 947,000	6	0.03%
	Keller Williams Realty Fort Myers	\$ 225,000	1	0.01%
	Keller Williams Realty Naples	\$ 1,123,400	6	0.03%
	Kingdom Realty Services LLC	\$ 492,750	1	0.01%
	Kunkle Realty, LLC	\$ 142,000	1	0.00%
	Luxury & Beach Realty Inc	\$ 307,000	1	0.01%
	MAKS Realty Inc	\$ 139,000	1	0.00%
	MVP Realty Associates LLC	\$ 6,091,999	30	0.18%
	Naples Realty Services, Inc.	\$ 660,000	3	0.02%
	Neal Communities Realty, Inc.	\$ 1,868,706	5	0.06%
	Non-MLS Office	\$ 894,500	5	0.03%
	Opyt Realty Inc	\$ 248,500	2	0.01%
	Paradise Coast Property Team	\$ 1,474,000	7	0.04%
	Premier Property Management	\$ 420,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 2,466,900	9	0.07%
	Premiere Plus Realty Co.	\$ 13,019,500	49	0.39%
	Re/Max Action	\$ 286,000	2	0.01%
	RE/MAX Affinity Mercato	\$ 953,000	3	0.03%
	Re/Max Affinity Plus	\$ 203,000	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
	RE/MAX Blue Skies	\$ 383,000	2	0.01%
	RE/MAX Realty Select	\$ 560,000	2	0.02%
	RE/MAX Realty Team	\$ 391,999	2	0.01%
	RealPro Realty LLC	\$ 385,000	1	0.01%
	Results Real Estate Inc	\$ 135,000	1	0.00%
	REVirtually LLC	\$ 247,500	1	0.01%
	Robert Slack Fine Homes LLC	\$ 242,000	1	0.01%
	Saggio Realty, Inc	\$ 120,000	1	0.00%
	Sellstate on 5th	\$ 265,000	1	0.01%
	Sun Realty	\$ 1,536,100	8	0.05%
	Sun Realty USA, Inc.	\$ 457,500	2	0.01%
	Tec Realty LLC	\$ 300,000	1	0.01%
	TMB Realty Inc	\$ 410,000	2	0.01%
	Tropics Real Estate, LLC	\$ 835,000	2	0.02%
	United Real Estate Infinity	\$ 155,000	1	0.00%
	VIP Realty Group, Inc.	\$ 447,900	2	0.01%
	Waterfront Realty Group Inc	\$ 493,000	3	0.01%
	White Sands Realty	\$ 340,000	2	0.01%
	William Raveis-Florida LLC	\$ 291,500	2	0.01%
	Xclusive Homes LLC	\$ 270,000	2	0.01%
<b>NA18 Total</b>		<b>\$ 74,651,004</b>	<b>324</b>	<b>2.22%</b>
<b>NA19</b>	Amerivest Realty	\$ 310,000	2	0.01%
	Assist 2 Sell Buyers & Sellers	\$ 715,100	2	0.02%
	Berkshire Hathaway Florida	\$ 2,219,000	8	0.07%
	Century 21 First Southern Trust	\$ 223,000	1	0.01%
	Cliffoney Realty LLC	\$ 343,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,320,000	2	0.04%
	Downing-Frye Realty, Inc.	\$ 6,643,900	18	0.20%

## 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
<b>NA19</b>	Dream Homes Realty of Naples	\$ 240,000	1	0.01%
	Edgewater Realty & Homes LLC	\$ 290,000	1	0.01%
	Equity Realty	\$ 1,005,500	3	0.03%
	EXP Realty LLC	\$ 110,000	1	0.00%
	Florida Global Professional	\$ 240,000	1	0.01%
	Harborview Realty Inc	\$ 2,746,000	4	0.08%
	Independent Brokers Realty	\$ 240,500	1	0.01%
	John R. Wood Properties	\$ 6,030,900	15	0.18%
	Keller Williams Realty Fort Myers	\$ 375,000	1	0.01%
	Kunkle Realty, LLC	\$ 147,500	1	0.00%
	MVP Realty Associates LLC	\$ 1,662,500	7	0.05%
	Naples Realty Services, Inc.	\$ 366,000	2	0.01%
	Non-MLS Office	\$ 373,000	2	0.01%
	Opyt Realty Inc	\$ 110,000	1	0.00%
	Paradise Coast Property Team	\$ 195,000	1	0.01%
	Perfect Properties of Naples, Inc.	\$ 251,000	1	0.01%
	Premier Properties Florida	\$ 199,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 6,597,735	18	0.20%
	Premiere Plus Realty Co.	\$ 18,242,142	48	0.54%
	Re/Max Affinity Plus	\$ 232,000	1	0.01%
	RE/MAX Blue Skies	\$ 377,000	1	0.01%
	RE/MAX Realty Group	\$ 310,000	1	0.01%
	RE/MAX Realty Select	\$ 290,000	1	0.01%
	Realty World Florida	\$ 258,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 1,022,500	3	0.03%
	Sellstate Priority Realty	\$ 418,000	1	0.01%
	Sellstate Sunseeker Realty	\$ 554,235	1	0.02%
	Staton Properties, LLC	\$ 378,500	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Sun Realty	\$ 582,500	2	0.02%
	Sun Realty USA, Inc.	\$ 229,900	1	0.01%
	Sun Royal Realty Inc	\$ 110,000	1	0.00%
	The Miano Group Realty LLC	\$ 460,000	1	0.01%
	Tropics Real Estate, LLC	\$ 223,000	1	0.01%
	Waterfront Realty Group Inc	\$ 3,260,000	6	0.10%
	White Sands Realty	\$ 1,142,000	2	0.03%
	William Raveis-Florida LLC	\$ 1,335,000	4	0.04%
	Xclusive Homes LLC	\$ 695,000	3	0.02%
<b>NA19 Total</b>		<b>\$ 63,073,412</b>	<b>176</b>	<b>1.88%</b>
<b>NA21</b>	A.R.B.C. Rlty Of Sw Fl., Inc.	\$ 3,233,200	2	0.10%
	Allison James Estates and Home	\$ 1,470,000	2	0.04%
	Amerivest Realty	\$ 1,777,000	5	0.05%
	Assist 2 Sell Buyers & Sellers	\$ 245,000	1	0.01%
	Barry DeNicola Realty, Inc.	\$ 1,100,000	1	0.03%
	Berkshire Hathaway Florida	\$ 7,395,500	14	0.22%
	BK Homes Realty	\$ 1,408,495	1	0.04%
	Blue Lighthouse Realty Inc	\$ 625,000	1	0.02%
	Coldwell Banker Residential Re	\$ 9,505,400	11	0.28%
	Domain Realty.com LLC	\$ 2,859,900	7	0.09%
	Downing-Frye Realty, Inc.	\$ 47,686,828	62	1.42%
	Engel & Voelkers Olde Naples	\$ 167,500	1	0.00%
	Equity Realty	\$ 695,000	1	0.02%
	Fischer Realty Int LLC	\$ 157,000	1	0.00%
	Gulf Breeze Real Estate, LLC	\$ 250,000	1	0.01%
	Gulf Pointe Properties	\$ 693,000	2	0.02%
	Help-U-Sell Reed & Associates	\$ 197,000	1	0.01%
	John R. Wood Properties	\$ 34,338,527	39	1.02%

## 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
	Keller Williams Elite Realty	\$ 3,156,594	3	0.09%
	Keller Williams Realty Fort Myers	\$ 1,150,000	1	0.03%
	Keller Williams Realty Naples	\$ 1,020,000	3	0.03%
	Levitan Realty	\$ 3,700,000	1	0.11%
	Listing Gate Inc	\$ 1,340,000	1	0.04%
	McQuaid & Company LLC	\$ 2,119,000	2	0.06%
	MVP Realty Associates LLC	\$ 7,744,500	16	0.23%
	Naples Pro Realty	\$ 455,000	1	0.01%
	Naples TBI Realty LLC	\$ 3,538,335	5	0.11%
	Non-MLS Office	\$ 625,000	1	0.02%
	Opyt Realty Inc	\$ 210,000	1	0.01%
	Palm Realty Group	\$ 530,000	1	0.02%
	Paradise Coast Property Team	\$ 465,000	1	0.01%
	Pelican I Real Estate & Development, Inc	\$ 700,000	1	0.02%
	Premier Sotheby's Int'l Realty	\$ 5,851,000	10	0.17%
	Premiere Plus Realty Co.	\$ 11,546,200	27	0.34%
	Quail Communities Realty, Inc.	\$ 3,160,000	5	0.09%
	Quail West Realty	\$ 10,685,000	4	0.32%
	RE/MAX Affinity Mercato	\$ 582,900	1	0.02%
	RE/MAX Blue Skies	\$ 277,500	1	0.01%
	RE/MAX Realty Group	\$ 670,000	1	0.02%
	RE/MAX Realty Select	\$ 982,000	2	0.03%
	Realty World Florida	\$ 6,356,400	4	0.19%
	Rich Real Estate	\$ 270,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 2,934,000	2	0.09%
	Safe Harbor Real Estate Service	\$ 159,000	1	0.00%
	Signature International Premier Properties	\$ 715,000	1	0.02%
	Sky Coastal Realty LLC	\$ 185,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>NA21</b>	Starlink Realty, Inc	\$ 190,000	1	0.01%
	Stock Realty, LLC	\$ 1,408,495	1	0.04%
	SWFL Real Estate Experts	\$ 544,500	1	0.02%
	Taylor Morrison Realty of FL	\$ 2,826,642	7	0.08%
	The Keyes Company/PSL	\$ 2,898,174	4	0.09%
	The Sheridan Network.com Inc	\$ 475,000	1	0.01%
	The Willis Group, LLC	\$ 715,000	1	0.02%
	TJS Realty, Inc.	\$ 650,000	1	0.02%
	Twin Realty Inc.	\$ 574,900	1	0.02%
	VIP Realty Group, Inc.	\$ 167,000	1	0.00%
	Waterfront Realty Group Inc	\$ 5,120,000	4	0.15%
	West Shore Properties RE,MNGT	\$ 905,000	4	0.03%
	White Sands Realty	\$ 340,000	1	0.01%
	William Raveis-Florida LLC	\$ 5,455,500	6	0.16%
	Your Naples Realty LLC	\$ 1,553,000	4	0.05%
<b>NA21 Total</b>		<b>\$ 208,754,990</b>	<b>290</b>	<b>6.21%</b>
<b>NA22</b>	Amerivest Realty	\$ 3,408,900	9	0.10%
	Barclay Realty Group	\$ 405,000	1	0.01%
	Bartley Realty LLLP	\$ 345,000	1	0.01%
	Berkshire Hathaway Florida	\$ 3,987,500	12	0.12%
	Cash Flow Realty Inc	\$ 363,000	1	0.01%
	Century 21 Selling Paradise	\$ 858,000	2	0.03%
	Coldwell Banker Residential Re	\$ 2,151,000	6	0.06%
	Compass Florida Naples	\$ 255,000	1	0.01%
	Domain Realty.com LLC	\$ 258,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 6,279,000	14	0.19%
	Engel & Voelkers Olde Naples	\$ 585,000	2	0.02%
	Equity Realty	\$ 739,500	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	(Multiple Items)			
Sold Date	(Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>NA22</b>	EXP Realty LLC	\$ 1,237,000	3	0.04%
	Faust Realty Group	\$ 440,000	1	0.01%
	Gulf Region Realty	\$ 360,000	1	0.01%
	Hudson Realty Executives LLC	\$ 710,000	2	0.02%
	Imperial Realty of Naples Inc.	\$ 685,000	1	0.02%
	Independent Brokers Realty	\$ 235,000	1	0.01%
	Islandwalk Real Estate Sales	\$ 6,222,500	16	0.19%
	John R. Wood Properties	\$ 5,617,900	14	0.17%
	Keller Williams Realty - Marco	\$ 390,000	1	0.01%
	Keller Williams Realty Naples	\$ 590,500	2	0.02%
	Kunkle Realty, LLC	\$ 194,900	1	0.01%
	Lennar Realty Inc	\$ 1,186,500	3	0.04%
	Marcuzzo Real Estate	\$ 500,000	2	0.01%
	Maxim LLC	\$ 320,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,412,000	5	0.04%
	My Florida Real Estate LLC	\$ 375,000	1	0.01%
	Naples Coastal Realty Inc	\$ 275,000	1	0.01%
	Naples Real Estate Consultants	\$ 435,000	1	0.01%
	Non-MLS Office	\$ 269,000	1	0.01%
	Paradise Coast Property Team	\$ 265,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 4,178,500	8	0.12%
	Premiere Plus Realty Co.	\$ 8,439,400	21	0.25%
	RE/MAX Affinity Mercato	\$ 1,205,000	2	0.04%
	Re/Max Affinity Plus	\$ 778,000	2	0.02%
	RE/MAX Realty Select	\$ 348,000	1	0.01%
	Real Broker, LLC	\$ 320,000	1	0.01%
	Real Estate of South Florida	\$ 315,000	1	0.01%
	RealPro Realty LLC	\$ 375,000	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
	Realty World Florida	\$ 325,000	1	0.01%
	Redfin Corporation	\$ 375,000	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 270,000	1	0.01%
	Saggio Realty, Inc	\$ 290,000	1	0.01%
	Starling Realty Inc	\$ 158,750	1	0.00%
	TMB Realty Inc	\$ 290,000	1	0.01%
	William Raveis-Florida LLC	\$ 1,553,750	4	0.05%
	Xclusive Homes LLC	\$ 360,000	1	0.01%
	Your Naples Realty LLC	\$ 1,400,000	1	0.04%
<b>NA22 Total</b>		<b>\$ 62,336,600</b>	<b>160</b>	<b>1.85%</b>
<b>NA24</b>	A Plus Realty	\$ 1,951,900	7	0.06%
	Allison James Estates and Home	\$ 302,000	1	0.01%
	Amerivest Realty	\$ 289,000	1	0.01%
	Berkshire Hathaway Florida	\$ 305,000	1	0.01%
	Century 21 Sunbelt Realty, Inc	\$ 240,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,302,000	6	0.04%
	Domain Realty.com LLC	\$ 273,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 2,123,000	8	0.06%
	Dream Homes Realty of Naples	\$ 389,500	2	0.01%
	Faust Realty Group	\$ 502,000	2	0.01%
	Gulf Coast Management Group LL	\$ 230,000	1	0.01%
	Hamro & Associates LLC	\$ 325,000	1	0.01%
	John R. Wood Properties	\$ 1,085,000	4	0.03%
	Keller Williams Realty - Marco	\$ 260,000	1	0.01%
	Keller Williams Realty Fort Myers	\$ 244,000	1	0.01%
	Keller Williams Realty Naples	\$ 400,000	2	0.01%
	Kingdom Realty Services LLC	\$ 289,900	1	0.01%
	KPMG Realty LLC	\$ 134,900	1	0.00%

## 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
	McQuaid & Company LLC	\$ 230,000	1	0.01%
	MGR Realty Services, Inc.	\$ 235,000	1	0.01%
	MVP Realty Associates LLC	\$ 3,194,599	11	0.10%
	Napoli Realty Services, LLC	\$ 270,000	1	0.01%
	Pikus Realty PA	\$ 839,300	3	0.02%
	Premiere Plus Realty Co.	\$ 3,995,500	15	0.12%
	RE/MAX Realty Select	\$ 358,000	2	0.01%
	Realhome Services and Solution	\$ 170,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 386,899	2	0.01%
	Royal Properties of Naples LLC	\$ 348,000	1	0.01%
	Saggio Realty Inc.	\$ 289,000	1	0.01%
	Saggio Realty, Inc	\$ 574,000	2	0.02%
	Starling Realty Inc	\$ 170,000	1	0.01%
	Starlink Realty, Inc	\$ 287,000	1	0.01%
	Sun Realty	\$ 324,800	3	0.01%
	Tec Realty LLC	\$ 485,000	2	0.01%
	U S Prime Realty, LLC	\$ 289,000	1	0.01%
	Universe Realty Group, Inc	\$ 285,000	1	0.01%
	Waterfront Realty Group Inc	\$ 510,000	2	0.02%
	Xclusive Homes LLC	\$ 4,087,900	14	0.12%
	Young Realty Group, Inc.	\$ 282,000	1	0.01%
	Your Naples Realty LLC	\$ 245,000	1	0.01%
<b>NA24 Total</b>		<b>\$ 28,502,198</b>	<b>110</b>	<b>0.85%</b>
<b>NA31</b>	Allison James Estates and Home	\$ 215,775	1	0.01%
	Amerivest Realty	\$ 613,000	2	0.02%
	Berkshire Hathaway Florida	\$ 193,750	1	0.01%
	Coldwell Banker Residential Re	\$ 1,811,000	3	0.05%
	Domain Realty.com LLC	\$ 539,900	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
	Downing-Frye Realty, Inc.	\$ 3,736,474	8	0.11%
	DR Horton Realty SW FL LLC	\$ 1,889,000	3	0.06%
	Equity Realty	\$ 560,000	1	0.02%
	EXP Realty LLC	\$ 350,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 373,440	1	0.01%
	Hudson Realty Executives LLC	\$ 1,386,006	3	0.04%
	John R. Wood Properties	\$ 2,072,032	6	0.06%
	Keller Williams Realty Naples	\$ 483,750	2	0.01%
	Kunkle Realty, LLC	\$ 198,000	1	0.01%
	Lennar Realty Inc	\$ 373,440	1	0.01%
	MVP Realty Associates LLC	\$ 1,603,000	6	0.05%
	Neal Communities Realty, Inc.	\$ 864,000	3	0.03%
	Opyt Realty Inc	\$ 330,000	1	0.01%
	Paradise Coast Property Team	\$ 639,000	1	0.02%
	Platinum Real Estate	\$ 280,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 560,000	1	0.02%
	Premiere Plus Realty Co.	\$ 1,919,900	4	0.06%
	Price Realty of Naples Inc	\$ 539,900	1	0.02%
	RE/MAX Realty Group	\$ 215,775	1	0.01%
	Realty World Florida	\$ 645,000	1	0.02%
	Robert Slack Fine Homes LLC	\$ 599,900	1	0.02%
	Sun Realty	\$ 317,800	2	0.01%
	VIP Realty Group, Inc.	\$ 765,000	1	0.02%
	Waterfront Realty Group Inc	\$ 275,000	1	0.01%
	William Raveis-Florida LLC	\$ 1,130,000	3	0.03%
	Your Naples Realty LLC	\$ 1,152,500	5	0.03%
<b>NA31 Total</b>		<b>\$ 26,632,342</b>	<b>68</b>	<b>0.79%</b>
<b>NA32</b>	Non-MLS Office	\$ 209,000	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
<b>NA32</b>	RE/MAX Realty Team	\$ 636,000	3	0.02%
	Saggio Realty, Inc	\$ 209,000	1	0.01%
	Sun Realty	\$ 300,000	1	0.01%
<b>NA32 Total</b>		<b>\$ 1,354,000</b>	<b>6</b>	<b>0.04%</b>
<b>NA34</b>	A Plus Realty	\$ 648,500	2	0.02%
	Armel Real Estate, Inc.	\$ 267,500	1	0.01%
	Barclay Realty Group	\$ 325,000	1	0.01%
	Berkshire Hathaway Florida	\$ 211,000	1	0.01%
	Carrera Consulting Group Inter	\$ 267,500	1	0.01%
	Coldwell Banker Residential Re	\$ 1,311,795	4	0.04%
	Compass Florida Naples	\$ 325,000	1	0.01%
	Diversified Real Estate Group	\$ 280,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 710,000	2	0.02%
	Engel & Voelkers Olde Naples	\$ 271,000	1	0.01%
	Equity Realty	\$ 280,000	1	0.01%
	EXP Realty LLC	\$ 570,000	2	0.02%
	Florida Global Professional	\$ 315,000	1	0.01%
	Hamro & Associates LLC	\$ 443,000	1	0.01%
	Keller Williams Realty Fort Myers	\$ 211,000	1	0.01%
	Keller Williams Realty Naples	\$ 271,000	1	0.01%
	Lennar Realty Inc	\$ 1,858,986	6	0.06%
	ListWithFreedom.com, Inc.	\$ 430,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,529,197	5	0.05%
	Naples Pro Realty	\$ 290,000	1	0.01%
	Non-MLS Office	\$ 576,994	2	0.02%
	Opyt Realty Inc	\$ 305,000	1	0.01%
	Parkline Realty Associates LLC	\$ 278,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 358,500	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
	Premiere Plus Realty Co.	\$ 1,574,500	5	0.05%
	RE/MAX Affinity Mercato	\$ 549,500	2	0.02%
	RE/MAX Blue Skies	\$ 400,000	1	0.01%
	Realty World Florida	\$ 305,000	1	0.01%
	Saggio Realty, Inc	\$ 650,000	2	0.02%
	Schulz Realty LLC	\$ 354,000	1	0.01%
	Waterfront Realty Group Inc	\$ 325,000	1	0.01%
	Xclusive Homes LLC	\$ 443,000	1	0.01%
<b>NA34 Total</b>		<b>\$ 16,934,972</b>	<b>54</b>	<b>0.50%</b>
<b>NA36</b>	ANO Realty LLC	\$ 1,139,900	4	0.03%
	Berkshire Hathaway Florida	\$ 813,000	2	0.02%
	BHHS Florida Realty	\$ 392,500	1	0.01%
	Blue Lighthouse Realty Inc	\$ 335,000	1	0.01%
	Builders Services, Inc.	\$ 1,185,558	4	0.04%
	Charming Homes Realty LLC	\$ 284,500	1	0.01%
	David C. Brown Realty, Inc	\$ 1,928,000	11	0.06%
	Equity Realty	\$ 245,000	1	0.01%
	EXP Realty LLC	\$ 238,000	1	0.01%
	Homes and Land Brokers, Inc.	\$ 249,000	1	0.01%
	John R. Wood Properties	\$ 2,044,400	7	0.06%
	Keller Williams Elite Realty	\$ 1,084,500	3	0.03%
	Keller Williams Realty Naples	\$ 325,000	1	0.01%
	Mueller & Partners LLC	\$ 288,000	2	0.01%
	MVP Realty Associates LLC	\$ 1,127,000	4	0.03%
	Non-MLS Office	\$ 1,884,558	7	0.06%
	Opyt Realty Inc	\$ 238,000	1	0.01%
	Premiere Plus Realty Co.	\$ 382,900	1	0.01%
	Sellstate 5 Star Realty	\$ 120,000	1	0.00%

## 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
<b>NA36</b>	Signature International Premier Properties	\$ 250,000	1	0.01%
	Starling Realty Inc	\$ 578,000	2	0.02%
	United Real Estate Infinity	\$ 335,000	1	0.01%
	Waterfront Realty Group Inc	\$ 745,000	2	0.02%
<b>NA36 Total</b>		<b>\$ 16,212,816</b>	<b>60</b>	<b>0.48%</b>
<b>NA37</b>	Amerivest Realty	\$ 1,584,500	4	0.05%
	Asciutto Realty LLC	\$ 386,000	1	0.01%
	Ashton Orlando Residential LLC	\$ 2,881,210	8	0.09%
	Barclay Realty Group	\$ 278,000	1	0.01%
	Barrington-Grey Realty LLC	\$ 345,000	1	0.01%
	Berkshire Hathaway Florida	\$ 4,143,245	12	0.12%
	Builders Services, Inc.	\$ 1,994,860	5	0.06%
	Century 21 Sunbelt Realty, Inc	\$ 390,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,625,500	5	0.05%
	Cornerstone Coastal Properties	\$ 337,000	1	0.01%
	Domain Realty.com LLC	\$ 1,130,130	3	0.03%
	Downing-Frye Realty, Inc.	\$ 894,900	3	0.03%
	DR Horton Realty SW FL LLC	\$ 6,712,261	17	0.20%
	Equity Realty	\$ 763,000	2	0.02%
	EXP Realty LLC	\$ 785,000	2	0.02%
	Gulf Coast Properties Group	\$ 5,897,370	18	0.18%
	Harborview Realty Inc	\$ 1,309,159	2	0.04%
	Independent Brokers Realty	\$ 345,000	1	0.01%
	John R. Wood Properties	\$ 2,567,735	8	0.08%
	Keller Williams Elite Realty	\$ 291,000	1	0.01%
	Keller Williams Realty - Marco	\$ 355,000	1	0.01%
	Love Naples LLC	\$ 329,000	1	0.01%
	McGarvey Realty Group, Inc	\$ 1,225,000	1	0.04%

## 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
	MVP Realty Associates LLC	\$ 1,992,585	6	0.06%
	Naples Beach & Bay Realty Inc	\$ 338,000	1	0.01%
	Naples Beach Realty	\$ 203,000	1	0.01%
	Naples TBI Realty LLC	\$ 1,723,282	4	0.05%
	Non-MLS Office	\$ 702,155	2	0.02%
	Opyt Realty Inc	\$ 585,000	1	0.02%
	Pinnacle Property Group	\$ 311,315	1	0.01%
	Premier Property Management	\$ 311,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 4,416,790	10	0.13%
	Premiere Plus Realty Co.	\$ 4,052,391	11	0.12%
	Re/Max Affinity Plus	\$ 585,000	1	0.02%
	RE/MAX Blue Skies	\$ 635,000	2	0.02%
	Real Estate of South Florida	\$ 375,000	1	0.01%
	Realhome Services and Solution	\$ 238,600	1	0.01%
	Royal Shell Real Estate, Inc.	\$ 309,935	1	0.01%
	Stock Realty, LLC	\$ 1,748,540	2	0.05%
	Taylor Morrison Realty of FL	\$ 524,159	1	0.02%
	Ted Hofferber P A	\$ 325,000	1	0.01%
	Tropics Real Estate, LLC	\$ 225,000	1	0.01%
	TSD Realty	\$ 269,000	1	0.01%
	Veronawalk Realty Inc	\$ 2,706,800	7	0.08%
	Waterfront Realty Group Inc	\$ 1,935,000	6	0.06%
	William Raveis-Florida LLC	\$ 1,340,000	2	0.04%
<b>NA37 Total</b>		<b>\$ 62,422,422</b>	<b>164</b>	<b>1.86%</b>
<b>NA38</b>	Amerivest Realty	\$ 435,500	2	0.01%
	Ashton Orlando Residential LLC	\$ 5,801,930	7	0.17%
	Associates Real Estate Service	\$ 530,000	1	0.02%
	Berkshire Hathaway Florida	\$ 2,329,000	6	0.07%

## 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
<b>NA38</b>	Builders Services, Inc.	\$ 1,080,855	2	0.03%
	Christopher Realty Inc	\$ 205,000	1	0.01%
	Clausen Properties Inc	\$ 720,000	1	0.02%
	Coldwell Banker Residential Re	\$ 657,000	2	0.02%
	Compass Florida Naples	\$ 402,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 2,876,000	10	0.09%
	Equity Realty	\$ 2,169,000	5	0.06%
	Harborview Realty Inc	\$ 1,027,000	3	0.03%
	Independent Brokers Realty	\$ 1,200,000	1	0.04%
	Island Realty Marco	\$ 2,125,000	5	0.06%
	John R. Wood Properties	\$ 1,579,000	5	0.05%
	Keller Williams Realty - Marco	\$ 4,191,490	9	0.12%
	Land & Sea Intl Realty	\$ 218,000	1	0.01%
	Marco Island Real Estate.com	\$ 322,500	1	0.01%
	MVP Realty Associates LLC	\$ 1,020,000	1	0.03%
	Non-MLS Office	\$ 1,080,855	2	0.03%
	Pfeifer Realty Group LLC	\$ 490,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 25,812,976	38	0.77%
	Premiere Plus Realty Co.	\$ 5,691,776	20	0.17%
	Priceless Realty, Inc.	\$ 485,000	1	0.01%
	RE/MAX Affinity Mercato	\$ 377,500	1	0.01%
	Re/Max Affinity Plus	\$ 729,000	2	0.02%
	RE/MAX Blue Skies	\$ 1,000,000	2	0.03%
	Realty Rents and Sales, LLC	\$ 199,500	1	0.01%
	Schulz Realty LLC	\$ 789,990	1	0.02%
	Sun Realty USA, Inc.	\$ 805,000	2	0.02%
	Taylor Morrison Realty of FL	\$ 5,680,000	8	0.17%
	Thomas & French International Properties	\$ 485,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>NA38</b>	William Raveis-Florida LLC	\$ 270,000	1	0.01%
	XLN Realty LLC	\$ 782,000	1	0.02%
<b>NA38 Total</b>		<b>\$ 73,567,872</b>	<b>146</b>	<b>2.19%</b>
<b>NA39</b>	Coldwell Banker Residential Re	\$ 320,000	2	0.01%
	Downing-Frye Realty, Inc.	\$ 793,000	3	0.02%
	Fischer Realty Int LLC	\$ 220,000	1	0.01%
	Keller Williams Realty - Marco	\$ 2,411,000	9	0.07%
	Non-MLS Office	\$ 170,000	1	0.01%
	Port of the Islands Realty LLC	\$ 2,450,640	12	0.07%
	Premier Sotheby's Int'l Realty	\$ 205,000	1	0.01%
	Results Realty Marco Island	\$ 230,000	1	0.01%
<b>NA39 Total</b>		<b>\$ 6,799,640</b>	<b>30</b>	<b>0.20%</b>
<b>NA41</b>	BHHS Florida Realty	\$ 804,250	1	0.02%
	Blue Beach Home,LLC	\$ 390,000	1	0.01%
	Boca Executive Realty LLC	\$ 641,000	1	0.02%
	Carrera Consulting Group Inter	\$ 395,000	1	0.01%
	Coldwell Banker Residential Re	\$ 1,304,888	3	0.04%
	Domain Realty.com LLC	\$ 804,250	1	0.02%
	Downing-Frye Realty, Inc.	\$ 1,550,000	3	0.05%
	Engel & Voelkers Olde Naples	\$ 1,200,000	1	0.04%
	EXP Realty LLC	\$ 1,840,000	3	0.05%
	Gulf Region Realty	\$ 287,700	1	0.01%
	Hudson Realty Executives LLC	\$ 350,000	1	0.01%
	John R. Wood Properties	\$ 2,650,000	4	0.08%
	Keller Williams Realty - Marco	\$ 239,900	1	0.01%
	Keller Williams Realty Naples	\$ 287,700	1	0.01%
	Levitan Realty	\$ 239,900	1	0.01%
	Marcuzzo Real Estate	\$ 429,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	MVP Realty Associates LLC	\$ 1,640,000	3	0.05%
	Naples Beach Realty	\$ 350,000	1	0.01%
	Naples Realty Services, Inc.	\$ 641,000	1	0.02%
	Premiere Plus Realty Co.	\$ 4,912,888	9	0.15%
	RE/MAX Realty Select	\$ 660,000	2	0.02%
	Realhome Services and Solution	\$ 220,000	1	0.01%
	Realty World, Top Producers Realty, Inc.	\$ 675,000	1	0.02%
	Starling Realty Inc	\$ 220,000	1	0.01%
	Sun Realty	\$ 710,000	2	0.02%
	Ted Hofferber P A	\$ 334,000	1	0.01%
	Villastate Realty	\$ 396,000	2	0.01%
	Waterfront Realty Group Inc	\$ 610,000	1	0.02%
<b>NA41 Total</b>		<b>\$ 24,782,476</b>	<b>50</b>	<b>0.74%</b>
<b>NA42</b>	Barclay Realty Group	\$ 1,110,000	2	0.03%
	Coldwell Banker Residential Re	\$ 1,515,000	5	0.05%
	Domain Realty.com LLC	\$ 320,000	1	0.01%
	Imperial Realty of Naples Inc.	\$ 430,000	1	0.01%
	Keller Williams Realty - Marco	\$ 320,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,361,000	4	0.04%
	Paradise Coast Property Team	\$ 360,000	1	0.01%
	Premiere Plus Realty Co.	\$ 975,000	2	0.03%
	RE/MAX Realty Select	\$ 200,000	1	0.01%
	Realhome Services and Solution	\$ 371,000	1	0.01%
	RealPro Realty LLC	\$ 674,000	2	0.02%
	Tropical Home Realty LLC	\$ 200,000	1	0.01%
	Xclusive Homes LLC	\$ 476,000	2	0.01%
<b>NA42 Total</b>		<b>\$ 8,312,000</b>	<b>24</b>	<b>0.25%</b>
<b>NA43</b>	A Plus Realty	\$ 650,000	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
<b>NA43</b>	ANO Realty LLC	\$ 175,000	1	0.01%
	Domain Realty.com LLC	\$ 955,000	3	0.03%
	Downing-Frye Realty, Inc.	\$ 305,000	1	0.01%
	Gulf Breeze Real Estate, LLC	\$ 175,000	1	0.01%
	John R. Wood Properties	\$ 325,000	1	0.01%
	MVP Realty Associates LLC	\$ 277,000	1	0.01%
	Premiere Plus Realty Co.	\$ 582,000	2	0.02%
<b>NA43 Total</b>		<b>\$ 3,444,000</b>	<b>12</b>	<b>0.10%</b>
<b>NA44</b>	Adnoram Realty Corporation	\$ 379,625	1	0.01%
	Amerivest Realty	\$ 581,191	2	0.02%
	Berkshire Hathaway Florida	\$ 871,791	3	0.03%
	Coldwell Banker Residential Re	\$ 932,000	3	0.03%
	Downing-Frye Realty, Inc.	\$ 764,000	2	0.02%
	Florida RE Professionals LLC	\$ 329,900	1	0.01%
	Kaye Realty Inc.	\$ 279,000	1	0.01%
	Keller Williams Elite Realty	\$ 505,000	1	0.02%
	Keller Williams Realty Naples	\$ 514,900	2	0.02%
	Kingdom Realty Services LLC	\$ 305,000	1	0.01%
	Marcuzzo Real Estate	\$ 360,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,395,000	4	0.04%
	Naples Realty Services, Inc.	\$ 379,625	1	0.01%
	Opyt Realty Inc	\$ 1,144,600	3	0.03%
	Premier Property Management	\$ 265,000	1	0.01%
	Premiere Plus Realty Co.	\$ 2,818,900	8	0.08%
	RE/MAX Affinity Mercato	\$ 239,000	1	0.01%
	RE/MAX Realty Select	\$ 400,000	1	0.01%
	RE/MAX Realty Team	\$ 338,000	1	0.01%
	Redfin Corporation	\$ 300,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Ruby Realty Company	\$ 475,000	1	0.01%
	Saggio Realty Inc.	\$ 300,000	1	0.01%
	Sun Realty	\$ 360,000	1	0.01%
	Universe Realty Group, Inc	\$ 264,900	1	0.01%
	Xclusive Homes LLC	\$ 250,000	1	0.01%
<b>NA44 Total</b>		<b>\$ 14,752,432</b>	<b>44</b>	<b>0.44%</b>
<b>NA45</b>	Berkshire Hathaway Florida	\$ 425,000	1	0.01%
	Coldwell Banker Residential Re	\$ 399,900	1	0.01%
	Domain Realty.com LLC	\$ 292,000	1	0.01%
	Equity Realty	\$ 744,000	2	0.02%
	Gulf Gateway Realty, Inc.	\$ 425,000	1	0.01%
	Homes and Land Brokers, Inc.	\$ 395,000	1	0.01%
	John R. Wood Properties	\$ 750,000	2	0.02%
	Kingdom Realty Services LLC	\$ 570,000	2	0.02%
	MVP Realty Associates LLC	\$ 1,102,000	3	0.03%
	Premiere Plus Realty Co.	\$ 1,106,900	3	0.03%
	Realty Group of SW Florida Inc	\$ 369,000	1	0.01%
	Saggio Realty, Inc	\$ 627,000	2	0.02%
	Starling Realty Inc	\$ 285,000	1	0.01%
	U S Prime Realty, LLC	\$ 285,000	1	0.01%
<b>NA45 Total</b>		<b>\$ 7,775,800</b>	<b>22</b>	<b>0.23%</b>
<b>NA46</b>	A Plus Realty	\$ 286,000	1	0.01%
	Amerivest Realty	\$ 280,000	1	0.01%
	Berkshire Hathaway Florida	\$ 237,000	1	0.01%
	Caine Premier Properties LLC	\$ 289,000	1	0.01%
	Coldwell Banker Residential Re	\$ 3,868,000	14	0.12%
	Downing-Frye Realty, Inc.	\$ 735,000	3	0.02%
	Dream Homes Realty of Naples	\$ 285,000	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
<b>NA46</b>	EXP Realty LLC	\$ 281,000	1	0.01%
	Express Realty of SW Florida	\$ 1,723,140	6	0.05%
	Hamro & Associates LLC	\$ 514,000	2	0.02%
	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	\$ 1,357,000	5	0.04%
	My Realty Story	\$ 534,000	2	0.02%
	New Home Star Florida LLC	\$ 696,880	3	0.02%
	Non-MLS Office	\$ 239,890	1	0.01%
	Plunkett Realty LLC	\$ 262,000	1	0.01%
	Premiere Plus Realty Co.	\$ 1,921,000	7	0.06%
	Realty Executives Signature	\$ 286,000	1	0.01%
	REK Realty	\$ 268,000	1	0.01%
	Schooner Bay Realty, Inc.	\$ 219,990	1	0.01%
	Starling Realty Inc	\$ 280,000	1	0.01%
	Starlink Realty, Inc	\$ 260,000	1	0.01%
	Xclusive Homes LLC	\$ 530,000	2	0.02%
<b>NA46 Total</b>		<b>\$ 16,139,900</b>	<b>60</b>	<b>0.48%</b>
<b>NA47</b>	A Plus Realty	\$ 574,900	2	0.02%
	Barclay Realty Group	\$ 260,000	1	0.01%
	Coldwell Banker Residential Re	\$ 3,381,299	10	0.10%
	Domain Realty.com LLC	\$ 543,550	2	0.02%
	Downing-Frye Realty, Inc.	\$ 1,695,400	6	0.05%
	Dream Homes Realty of Naples	\$ 453,700	2	0.01%
	Express Realty of SW Florida	\$ 850,995	3	0.03%
	Faust Realty Group	\$ 564,700	2	0.02%
	Florida Home Realty Inc	\$ 265,000	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
	Gulf Pointe Properties	\$ 265,000	1	0.01%
	Hamro & Associates LLC	\$ 727,000	3	0.02%
	Hudson Realty Executives LLC	\$ 250,000	1	0.01%
	John R. Wood Properties	\$ 541,000	2	0.02%
	Keller Williams Elite Realty	\$ 353,000	1	0.01%
	Keller Williams Realty Naples	\$ 590,000	2	0.02%
	Kingdom Realty Services LLC	\$ 339,000	1	0.01%
	Kunkle Realty, LLC	\$ 372,000	1	0.01%
	Marcuzzo Real Estate	\$ 372,000	1	0.01%
	MVP Realty Associates LLC	\$ 2,785,785	9	0.08%
	Non-MLS Office	\$ 267,000	1	0.01%
	O.K. Realty Inc.	\$ 594,000	2	0.02%
	Opyt Realty Inc	\$ 274,900	1	0.01%
	Paradise Coast Property Team	\$ 573,000	2	0.02%
	Premier Property Management	\$ 303,900	1	0.01%
	Premiere Plus Realty Co.	\$ 4,755,150	16	0.14%
	RE/MAX Affinity Mercato	\$ 895,500	3	0.03%
	RE/MAX Blue Skies	\$ 250,000	1	0.01%
	RL Nardi & Associates, Inc.	\$ 250,000	1	0.01%
	Saggio Realty Inc.	\$ 653,999	2	0.02%
	Saggio Realty, Inc	\$ 307,500	1	0.01%
	Staton Properties, LLC	\$ 226,000	1	0.01%
	Sun Realty	\$ 532,400	2	0.02%
	Sun Realty USA, Inc.	\$ 300,000	1	0.01%
	The Miano Group Realty LLC	\$ 300,000	1	0.01%
	U S Prime Realty, LLC	\$ 257,900	1	0.01%
	William Raveis-Florida LLC	\$ 569,000	2	0.02%
	World Realty Services, LLC	\$ 257,900	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 Sold Date	(Multiple Items) (Multiple Items)			
Row Labels	Company	Closed Volume	Closed Units	% Closed Volume
<b>NA47</b>	Xclusive Homes LLC	\$ 269,900	1	0.01%
<b>NA47 Total</b>		<b>\$ 27,022,378</b>	<b>92</b>	<b>0.80%</b>
<b>NA48</b>	Amerivest Realty	\$ 690,000	2	0.02%
	Barclay Realty Group	\$ 986,000	3	0.03%
	Berkshire Hathaway Florida	\$ 369,000	1	0.01%
	BHHS Florida Realty	\$ 510,000	1	0.02%
	Century 21 Sunbelt Realty, Inc	\$ 360,000	1	0.01%
	Coldwell Banker Residential Re	\$ 2,765,800	9	0.08%
	Downing-Frye Realty, Inc.	\$ 892,999	3	0.03%
	Engel & Voelkers Olde Naples	\$ 240,000	1	0.01%
	EXP Realty LLC	\$ 330,000	1	0.01%
	Global Luxury Realty LLC	\$ 239,999	1	0.01%
	Hamro & Associates LLC	\$ 232,000	1	0.01%
	Kingdom Realty Services LLC	\$ 733,900	2	0.02%
	Marcuzzo Real Estate	\$ 345,000	1	0.01%
	MVP Realty Associates LLC	\$ 2,922,900	9	0.09%
	Non-MLS Office	\$ 274,999	1	0.01%
	Opyt Realty Inc	\$ 330,000	1	0.01%
	Paradise Coast Property Team	\$ 246,500	1	0.01%
	Pikus Realty PA	\$ 247,000	1	0.01%
	Premier Sotheby's Int'l Realty	\$ 320,000	1	0.01%
	Premiere Plus Realty Co.	\$ 2,759,499	9	0.08%
	Re/Max Realty Partners	\$ 232,000	1	0.01%
	Realhome Services and Solution	\$ 192,150	1	0.01%
	Signal Property Management Inc	\$ 255,000	1	0.01%
	ToastyinNaples.com Realty	\$ 247,000	1	0.01%
	Tropical Home Realty LLC	\$ 192,150	1	0.01%
	Xclusive Homes LLC	\$ 255,000	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
<b>NA48 Total</b>		<b>\$ 17,168,896</b>	<b>56</b>	<b>0.51%</b>
<b>NA23</b>	Berkshire Hathaway Florida	\$ 385,000	1	0.01%
	Downing-Frye Realty, Inc.	\$ 1,264,000	2	0.04%
	Florida's Realty Specialists	\$ 460,000	1	0.01%
	Keller Williams Realty Naples	\$ 529,000	1	0.02%
	Marcuzzo Real Estate	\$ 460,000	1	0.01%
	MVP Realty Associates LLC	\$ 1,760,000	3	0.05%
	Naples Pro Realty	\$ 560,000	2	0.02%
	Premiere Plus Realty Co.	\$ 570,000	2	0.02%
	RE/MAX Realty Select	\$ 349,000	1	0.01%
	Waterfront Realty Group Inc	\$ 720,000	2	0.02%
	William Raveis-Florida LLC	\$ 989,000	2	0.03%
<b>NA23 Total</b>		<b>\$ 8,046,000</b>	<b>18</b>	<b>0.24%</b>
<b>NA50</b>	Premiere Plus Realty Co.	\$ 390,000	2	0.01%
<b>NA50 Total</b>		<b>\$ 390,000</b>	<b>2</b>	<b>0.01%</b>
<b>NA33</b>	Equity Realty	\$ 320,000	1	0.01%
	Opyt Realty Inc	\$ 320,000	1	0.01%
<b>NA33 Total</b>		<b>\$ 640,000</b>	<b>2</b>	<b>0.02%</b>
<b>Grand Total</b>		<b>\$ 3,361,462,638</b>	<b>5664</b>	<b>100.00%</b>