

MONTHLY STATS



SOUTHEAST REGION RANKINGS

Top 20 Individual Agents Rockin' The Region GCI*

<u>Rank</u>	<u>Associate</u>	<u>Market Center</u>	<u>Rank</u>	<u>Associate</u>	<u>Market Center</u>
1	Paula Hinegardner	Nashville - Franklin	11	Ron Melander	Savannah
2	Kyrstin Frate	Clarksville	12	Margie Beth Shaw	Birmingham - Vestavia
3	Siri Boggavarapu	Atlanta - Peachtree Road	13	Gail Jenkins	Chattanooga - East Brainerd
4	Bedros Bozdogan	Knoxville-West	14	Jessica Ye	Huntsville
5	Lakshmi Thirunavu	Atlanta - North Fulton	15	Leighann Russell	Atlanta - North Gwinnett
6	Cindy G Martins	Georgia Communities	16	April Rener	Atlanta - South Forsyth
7	Lynn Liu	Maryville	17	Jill Harris	Atlanta - East Cobb
8	Ben Doster	Atlanta - NE	18	Ashley Wade	Knoxville-West
9	Matt Judy	Atlanta - East Cobb	19	Kathryn Harbour	Atlanta - West Cobb
9	Dan Fowler	Atlanta - East Cobb	20	Natalie Vuorihaho	Atlanta - Buckhead

Teams Topping The Charts GCI*

<u>Rank</u>	<u>Team</u>	<u>Market Center</u>	<u>Rank</u>	<u>Team</u>	<u>Market Center</u>
1	Team Dorn	Auburn	6	Elizabeth Moyer Homes & Design	Chattanooga - Downtown
2	Boswell Real Estate Partners	Atlanta - Peachtree Road	7	Hunt Home Team	Atlanta - Peachtree Road
3	Debra Butts & Associates	Clarksville	8	Carter And Associates	Atlanta - Decatur
4	The Torgerson Team	Chattanooga - Downtown	9	Chris & Alex ATL Home Team	Atlanta - Decatur
5	The Jill Heffernan Group	Madison	10	Team Schulte	Atlanta - Roswell

Groups Topping The Charts GCI*

<u>Rank</u>	<u>Group</u>	<u>Market Center</u>	<u>Rank</u>	<u>Group</u>	<u>Market Center</u>
1	The Huffaker Group	Nashville - Mt. Juliet	6	Kellerhals Team	Chattanooga - Downtown
2	Ming Sells Real Estate	Atlanta - Perimeter North	7	The Mountain Life Team	Atlanta - Cherokee
3	Southern Equity Commercial Sales	Atlanta - Roswell	8	Alice Maxwell Real Estate, LLC	Tuscaloosa
4	Kyne Property Group	Nashville - Music City	9	Robinson Team	Chattanooga - Downtown
5	The Gray Group	Tuscaloosa	10	Janice Overbeck Team	Atlanta - East Cobb

From July KWRI Reports

In an effort to recognize individual teams and groups we are using KWRI reports which reflect GCI.

SOUTHEAST REGION RANKINGS

Top Market Centers - Gross Agents - July

<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Gross</u>	<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Gross</u>
1	Nashville - Music City	Paul Teller	21	5	Atlanta - Chattahoochee North	Mike Moulder	13
2	Atlanta - North Fulton	Loredana Ghete	17	5	Atlanta - Sugarloaf	Chad Reeves & Dominai Reeves	13
3	Atlanta - North Forsyth	Tim Hopkins	15	5	Savannah	John Sherrod	13
4	Atlanta - Peachtree Road	Dori Hicks	14	6	Atlanta - Midtown	Denise Buchanan	12
4	Atlanta - West Cobb	Matt Pitts	14	6	Atlanta - Roswell	Robin Lemon	12
4	Augusta	Sheri Murphy	14				

Top Market Centers - Net Agents - July

<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Net</u>	<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Net</u>
1	Nashville - Music City	Paul Teller	15	5	Atlanta - North Fulton	Loredana Ghete	6
2	Savannah	John Sherrod	9	5	Atlanta - North Forsyth	Tim Hopkins	6
2	Atlanta - South Forsyth	Andrea Wright	9	5	Atlanta - Peachtree City	Lindsey Morton	6
2	Athens	Brandon McEachern	9	6	Atlanta - Roswell	Robin Lemon	5
3	Atlanta - West Cobb	Matt Pitts	8	6	Atlanta - Hall County	Patricia Bower	5
4	Augusta	Sheri Murphy	7	6	Birmingham - Hoover	Kathy Gipson	5
				6	Auburn	Carmen Patty	5

Top Market Centers - Gross Agents - YTD

<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Gross</u>	<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Gross</u>
1	Atlanta - North Fulton	Loredana Ghete	146	6	Atlanta - Stockbridge	Les Lane	90
2	Atlanta - Sugarloaf	Chad Reeves & Dominai Reeves	129	7	Atlanta - Chattahoochee North	Mike Moulder	89
3	Nashville - Franklin	Jason Huck	116	8	Atlanta - Sandy Springs	John Mark Woodard	87
4	Atlanta - West Cobb	Matt Pitts	109	9	Nashville - Music City	Paul Teller	85
5	Georgia Communities*	LeAnne Weathers	105	10	Savannah	John Sherrod	84

Top Market Centers - Net Agents - YTD

<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Net</u>	<u>Rank</u>	<u>Market Center</u>	<u>Team Leader</u>	<u>Net</u>
1	Georgia Communities*	LeAnne Weathers	97	5	Atlanta - South Forsyth	Andrea Wright	31
2	Auburn*	Carmen Patty	82	6	Birmingham - Vestavia	Jennifer Toomer Hay	29
3	Atlanta - North Fulton	Loredana Ghete	57	6	Atlanta - Metro East	Ray DuVall	29
4	Atlanta - West Cobb	Matt Pitts	36	6	Augusta	Sheri Murphy	29
5	Atlanta - Sugarloaf	Chad Reeves & Dominai Reeves	31	7	Nashville - Mt. Juliet	Roger Sargent	25

****From July KWRI Reports****

* New Market Center

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – July Core Profit*

<u>Rank</u>	<u>Market Center</u>	<u>Core Profit</u>	<u>Rank</u>	<u>Market Center</u>	<u>Core Profit</u>
1	Clarksville	\$66,117	6	Atlanta - Peachtree Road	\$41,450
2	Chattanooga - Downtown	\$47,073	7	Atlanta - North Forsyth	\$41,171
3	Atlanta - North Fulton	\$47,011	8	Birmingham - Vestavia	\$40,840
4	Atlanta - Sugarloaf	\$43,718	9	Atlanta - North Gwinnett	\$40,823
5	Knoxville-West	\$42,473	10	Huntsville	\$37,669

Top 10 Market Centers – July Profit Share*

<u>Rank</u>	<u>Market Center</u>	<u>Profit Share</u>	<u>Rank</u>	<u>Market Center</u>	<u>Profit Share</u>
1	Atlanta - North Fulton	\$69,097	6	Atlanta - North Forsyth	\$51,166
2	Atlanta - Peachtree Road	\$68,176	7	Atlanta - East Cobb	\$46,245
3	Atlanta - Sandy Springs	\$57,310	8	Knoxville-West	\$42,753
4	Atlanta - Sugarloaf	\$53,541	9	Atlanta - Roswell	\$41,503
5	Clarksville	\$52,442	10	Atlanta - North Gwinnett	\$40,217

From July KWRI Reports

SOUTHEAST REGION RANKINGS

2022 YTD Rankings As of 7/31/2022

	Jan	Feb	Mar	Apr	May	Jun	July	MTD
Total Agents	1	1	1	1	1	1	1	1
Net Recruits	25	2	1	1	1	1	1	5
Closed Units	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	10	10	10	9

Categories to Be #1

1) Total Agents:

#1	Southeast	15,765
#2	Texas - South	10,952
#3	Greater Pennsylvania	10,816
#4	New York – Tri-State	10,815

2) Net Recruits:

#1	Southeast	588
#2	Texas - South	385
#3	New York – Tri State	368
#4	KWEN	349
#5	California – Southern	282

To Be #1, We Need Add'l:*

Total Agents: #0

Net Recruits: #0

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TRANSMITTERS

Recognizing Our MCAs

Lisa Dye	Knoxville-West	Linda Bess Gunter	Atlanta - Chattahoochee N.
Tonya Biter	Nashville - Murfreesboro	Susan Mortimer	Atlanta - Cherokee
Gina Fields	Atlanta - West Cobb	Erin Putnam	Atlanta - Roswell
Maria Traylor	Auburn	Lauren Eldridge	Columbus
Miriam Elzey	Atlanta - North Forsyth	Rachel Stanislas	Huntsville
Elizabeth McKinley	Tuscaloosa	Cameron Heggs	Atlanta - Buckhead
Toney Adams	Montgomery	Chris Suss	Atlanta - Sugarloaf
Lynn Tortorigi	Atlanta - North Fulton	Nikki Alexander	Birmingham - Alabaster
Jacque Blackburn	Atlanta - Hall County	Lisa K Wright	Nashville - Franklin
Karessa Kireta	Nashville – Music City	Terry New	Atlanta - Perimeter North
Chris Suss	Atlanta - Newnan	Kayla Rose	Johnson City
Stephanie Clarkson	Nashville - Spring Hill		