

**kw** SOUTHEAST  
REGION  
KELLERWILLIAMS®



# 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	Lakshmi Thirunavu	Atlanta - North Fulton	11	Johnathon Kendrick	Atlanta - Peachtree Road
2	Peggy Connors	Atlanta - Roswell	12	Melissa Valladares	Atlanta - Peachtree City
3	Linda Jacobs Homes	Atlanta - North Fulton	13	Lanee Young	Nashville - Mt. Juliet
4	Margie Beth Shaw	Birmingham - Vestavia	14	Lisa Vayle	Atlanta - Sandy Springs
5	Kathy Daniel	Atlanta - Metro East	15	Asher Black	Chattanooga - Downtown
6	Amy Hamilton	Nashville - Mt. Juliet	16	Jessica Buxton	Atlanta - North Fulton
7	Paula Hinegardner	Nashville - Franklin	17	Dan Bangs	Atlanta - Perimeter North
8	Farzana Kalvert	Atlanta - Perimeter East	18	Brandon Nunley	Atlanta - Sandy Springs
9	Jessica Ye	Huntsville	19	Michelle Farmer	Athens
10	Kyrstin Frate	Clarksville	20	Joe Pleva	Chattanooga - Downtown

## 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	Environs Real Estate Brokers LLC	Atlanta - Midtown	6	Matt Sargent Homes	Nashville - Mt. Juliet
2	Esther Chong Realty Group	Atlanta - Sugarloaf	7	The Pearson Group	Nashville - Murfreesboro
3	HomeTown Atl	Atlanta - Midtown	8	The Torgerson Team	Chattanooga - Downtown
4	Hospitality Network Group, LLC	Tuscaloosa	9	Boykin - Todd Team	Nashville - Murfreesboro
5	Little & Co.	Johnson City	10	Etan Levine & Associates	Atlanta - Peachtree Road

## 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	Atlanta Land Group	Atlanta - Peachtree Road	6	The Jeff Pate Commercial Group	Nashville - Franklin
2	Robinson Team	Chattanooga - Downtown	7	RPM Home Advisors	Atlanta - Midtown
3	Kyne Property Group	Nashville - Music City	8	Kelly+Co	Atlanta - East Cobb
4	Kellerhals Team	Chattanooga - Downtown	9	The Gray Group	Tuscaloosa
5	Anna K Intown	Atlanta - In Town	10	Nashville on the Move	Nashville - Music City

**\*From November KWRI Reports\***

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

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# SOUTHEAST REGION RANKINGS

## Top Market Centers - Gross Agents - November

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - Sandy Springs	John Mark Woodard	22	6	Atlanta - Stockbridge	Les Lane	12
2	Atlanta - Perimeter North	Terrie Cummings & Clarke Davie	14	8	Atlanta - Chattahoochee North	Mike Moulder	10
2	Nashville - Franklin	Jason Huck	14	8	Atlanta - Peachtree Road	Dori Hicks	10
4	Atlanta - North Fulton	Loredana Ghete	13	8	Atlanta - South Forsyth	Andrea Wright	10
4	Clarksville	Joey Haley	13	8	Augusta	Sheri Murphy	10
6	Atlanta - Roswell	Robin Lemon	12	8	Maryville	Mike Howell	10
				8	Nashville - Murfreesboro	Mike French	10

## Top Market Centers - Net Agents - November

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - Sandy Springs	John Mark Woodard	13	5	Nashville - Franklin	Jason Huck	6
2	Atlanta - North Fulton	Loredana Ghete	8	5	Southeast Alabama	Jessica Whitehead	6
3	Atlanta - Chattahoochee North	Mike Moulder	7	8	Atlanta - South Forsyth	Andrea Wright	5
3	Augusta	Sheri Murphy	7	8	Athens	Brandon McEachern	5
5	Atlanta - Perimeter North	Terrie Cummings & Clarke Davie	6	8	Atlanta - Metro East	Ray DuVall	5

## Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	218	5	Atlanta - West Cobb	Matt Pitts	152
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	180	7	Atlanta - Midtown	Lee Collins	138
3	Nashville - Franklin	Jason Huck	177	8	Atlanta - Chattahoochee North	Mike Moulder	131
4	Atlanta - Sandy Springs	John Mark Woodard	154	8	Atlanta - Roswell	Robin Lemon	131
5	Atlanta - Stockbridge	Les Lane	152	8	Georgia Communities*	LeAnne Weathers	131
				11	Savannah	John Sherrod	126

## Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Georgia Communities*	LeAnne Weathers	110	6	Atlanta - South Forsyth	Andrea Wright	46
2	Auburn*	Carmen Patty	84	7	Atlanta - Metro East	Ray DuVall	39
3	Atlanta - North Fulton	Loredana Ghete	77	8	Augusta	Sheri Murphy	36
4	Nashville - Franklin	Jason Huck	55	9	Nashville - Mt. Juliet	Roger Sargent	33
5	Atlanta - West Cobb	Matt Pitts	51	10	Columbus	Rick Carpenter	31
				10	Atlanta - South Fulton	Toya Davis-Stevenson	31

\*\*From November KWRI Reports\*\*

\* New Market Center

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – November 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	\$50,057	6	Savannah	\$23,500
2	Huntsville	\$43,792	7	Nashville - Franklin	\$23,045
3	Atlanta - North Forsyth	\$32,815	8	Columbus	\$20,627
4	Atlanta - North Fulton	\$32,347	9	Atlanta - Perimeter East	\$20,362
5	Chattanooga - East Brainerd	\$30,587	10	Birmingham - Vestavia	\$19,158

## Top 10 Market Centers – November 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	\$76,146	6	Atlanta - Peachtree Road	\$38,260
2	Atlanta - North Forsyth	\$54,962	7	Clarksville	\$37,857
3	Atlanta - East Cobb	\$44,184	8	Atlanta - Cherokee	\$36,339
4	Atlanta - Sugarloaf	\$40,854	9	Atlanta - Decatur	\$36,303
5	Atlanta - West Cobb	\$40,343	10	Atlanta - Chattahooche North	\$33,115

\*From November KWRI Reports\*

# SOUTHEAST REGION RANKINGS



## 2022 YTD Rankings As of 11/30/2022

	Jan	Feb	Mar	Apr	May	Jun	Aug.	Sept.	Oct.	Nov.	MTD
Total Agents	1	1	1	1	1	1	1	1	1	1	1
Net Recruits	25	2	1	1	1	1	1	1	1	1	6
Closed Units	1	1	1	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	10	10	10	10	10	10	9

### Categories to Be #1

#### 1) Total Agents:

#1	Southeast	15,994
#2	Texas - South	11,218
#3	Greater Pennsylvania	11,023
#4	New York – Tri-State	10,735
#5	Carolinas	9,187

#### 2) Net Recruits:

#1	Southeast	817
#2	Texas - South	651
#3	Greater Pennsylvania	441
#4	Canada	382
#5	KWEN	380

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

**Total Agents: #0**

**Net Recruits: #0**



**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kW** SOUTHEAST  
REGION  
KELLERWILLIAMS.

**Melissa Koehler  
Tonya Biter  
Gina Fields  
Miriam Elzey  
Chris Suss  
Maria Traylor  
Lynn Tortorigi  
Toney Adams  
Chandra Woods  
Lisa King  
Terry New  
Jacque Blackburn  
John Sherman  
Cameron Heggs  
Linda Bess Gunter  
Priash Mangabhai  
Rachel Stanislas  
Stephanie Clarkson  
Erin Putnam  
Kayla Rose  
Karessa Kireta  
Lisa K Wright  
Susan Mortimer  
Amberly Gastwirth**

**Atlanta - East Cobb  
Nashville - Murfreesboro  
Atlanta - West Cobb  
Atlanta - North Forsyth  
Atlanta - Sugarloaf  
Auburn  
Atlanta - North Fulton  
Montgomery  
Madison  
Anniston  
Atlanta - Smyrna/Vinings  
Atlanta - Hall County  
Atlanta - Decatur  
Atlanta - Buckhead  
Atlanta - Chattahoochee North  
Atlanta - Perimeter East  
Huntsville  
Nashville - Spring Hill  
Atlanta - Roswell  
Johnson City  
Nashville - Green Hills  
Nashville - Franklin  
Atlanta - Cherokee  
Golden Isles**