

MONTHLY STATS



SOUTHEAST REGION RANKINGS

Top 20 Individual Agents Rockin' The Region GCI*

Rank	Associate	Market Center	Rank	Associate	Market Center
1	Paula Hinegardner	Nashville - Franklin	11	Tondaleya Carter	Atlanta - Peachtree Road
2	April Angeles	Atlanta - Hall County	12	Bobby Lyerly	Atlanta - Sandy Springs
3	Florin Popescu	Atlanta - South Forsyth	13	Tiffany Spencer	Atlanta - Cherokee
4	Lakshmi Thirunavu	Atlanta - North Fulton	14	PJ Vann	Maryville
5	Dan Bangs	Atlanta - Perimeter North	15	Kyrstin Frate	Clarksville
6	Matt Randall	Nashville - Franklin	16	Travis Powell	Knoxville-West
7	LaCressa Morrow	Atlanta - In Town	17	Karen Tatro	Atlanta - Barrow-Jackson
8	Christian Burwell	Atlanta - Midtown	18	Kelly Marsh	Atlanta - Peachtree Road
9	Kali Bhargave	Atlanta - Peachtree City	19	Kathy Daniel	Atlanta - Metro East
10	Jen Newman	Atlanta - Decatur	20	Jana S. Hufham	Atlanta - Perimeter North

Teams Topping The Charts GCI*

Rank	Team	Market Center	Rank	Team	Market Center
1	Derek Maples Team	Knoxville-West	6	Maja Sly Team	Atlanta - Perimeter North
2	We Live Here TN	Nashville - Franklin	7	Coty & Co	Atlanta - Cherokee
3	Twiggs Realty	Atlanta - Hall County	8	Esther Chong Realty Group	Atlanta - Sugarloaf
4	Hollingsworth & Company	Atlanta - Cherokee	9	Hunt Home Team	Atlanta - Peachtree Road
5	BURKE REALTY	Atlanta - Hall County	10	The Wellspring Group	Savannah

Groups Topping The Charts GCI*

Rank	Group	Market Center	Rank	Group	Market Center
1	Atlanta Land Group	Atlanta - Peachtree Road	6	Helton Real Estate Group	Nashville - Music City
2	Robinson Team	Chattanooga - Downtown	7	The Anderson Group	Nashville - Music City
3	The Huffaker Group	Nashville - Mt. Juliet	8	Nashville on the Move	Nashville - Music City
4	Alice Maxwell Real Estate, LLC	Tuscaloosa	9	Lydon Properties	Farragut/Hardin Valley
5	The Gray Group	Tuscaloosa	10	The Mountain Life Team	Atlanta - Cherokee

From December 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 - December

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	21	5	Birmingham - Vestavia	Jennifer Toomer Hay	13
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	17	5	Middle Georgia	Kent Kilko	13
3	Atlanta - Stockbridge	Les Lane	15	8	Atlanta - Cherokee	Brandy Black	12
3	Nashville - Franklin	Jason Huck	15	8	Atlanta - Peachtree Road	Dori Hicks	12
5	Atlanta - Peachtree City	Lindsey Morton	13	8	Atlanta - Roswell	Robin Lemon	12

Top Market Centers - Net Agents - December

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Fulton	Loredana Ghete	9	5	Atlanta - Perimeter North	Terrie Cummings & Clarke Davie	5
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	8	7	Atlanta - Stockbridge	Les Lane	4
2	Atlanta - Cherokee	Brandy Black	8	8	Atlanta - Peachtree City	Lindsey Morton	3
4	Atlanta - In Town	Mark Jones	6	8	Atlanta - Hall County	Patricia Bower	3
5	Middle Georgia	Kent Kilko	5	8	Georgia Communities	LeAnne Weathers	3

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	239	6	Atlanta - West Cobb	Matt Pitts	159
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	197	7	Atlanta - Midtown	Lee Collins	146
3	Nashville - Franklin	Jason Huck	192	8	Atlanta - Roswell	Robin Lemon	143
4	Atlanta - Stockbridge	Les Lane	167	9	Georgia Communities*	LeAnne Weathers	137
5	Atlanta - Sandy Springs	John Mark Woodard	165	9	Atlanta - Chattahoochee North	Mike Moulder	137

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Georgia Communities*	LeAnne Weathers	113	6	Atlanta - Sugarloaf	Chad & Dominai Reeves	38
2	Atlanta - North Fulton	Loredana Ghete	86	7	Atlanta - Metro East	Ray DuVall	36
3	Auburn*	Carmen Patty	83	8	Nashville - Franklin	Jason Huck	33
4	Atlanta - West Cobb	Matt Pitts	50	8	Augusta	Sheri Murphy	33
5	Atlanta - South Forsyth	Andrea Wright	41	10	Nashville - Mt. Juliet	Roger Sargent	32

****From December KWRI Reports****

*** New Market Center**

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – December 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	Savannah	\$46,393	6	Clarksville	\$23,535
2	Atlanta - North Forsyth	\$43,577	7	Birmingham - Vestavia	\$21,681
3	Atlanta - Cherokee	\$34,683	8	Atlanta - North Fulton	\$21,193
4	Columbus, GA	\$27,138	9	Tuscaloosa	\$17,646
5	Atlanta - South Forsyth	\$25,678	10	Southeast Alabama	\$16,324

Top 10 Market Centers – December 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	\$77,736	6	Atlanta - West Cobb	\$47,887
2	Atlanta - Cherokee	\$69,805	7	Atlanta - In Town	\$46,631
3	Atlanta - North Forsyth	\$64,804	8	Atlanta - South Forsyth	\$44,428
4	Atlanta - East Cobb	\$56,899	9	Atlanta - Peachtree Road	\$44,036
5	Atlanta - Sugarloaf	\$51,173	10	Atlanta - Decatur	\$43,251

From December KWRI Reports

SOUTHEAST REGION RANKINGS



2022 YTD Rankings As of 12/31/2022

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

Categories to Be #1

1) Total Agents:

#1	Southeast	15,845
#2	Texas - South	11,071
#3	Greater Pennsylvania	10,935
#4	New York – Tri-State	10,638
#5	Carolinas	9,099

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

Total Agents: #0

2) Net Recruits:

#1	Southeast	668
#2	Texas - South	504
#3	Canada	404
#4	KWEN	402
#5	Greater Pennsylvania	353

Net Recruits: #0

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/2022
289 Clarksville	#19
181 Atlanta – North Fulton	#27
462 Atlanta – North Forsyth	#58
406 Atlanta – Cherokee	#70
532 Chattanooga – East Brainerd	#71
501 Savannah	#73
494 Birmingham – Vestavia	#75
367 Atlanta – Roswell	#78
271 Atlanta – Peachtree Road	#79
814 Knoxville-West	#91
385 Huntsville	#120
152 Atlanta – Sugarloaf	#125
872 Columbus, GA	#129
757 Chattanooga – Downtown	#132
359 Nashville – Franklin	#136
178 Atlanta – East Cobb	#150
305 Atlanta – Decatur	#174
213 Atlanta – Peachtree City	#176
493 Nashville – Music City	#180
790 Anniston	#188
252 Atlanta – Hall County	#191
226 Atlanta – In Town	#227
344 Atlanta – South Forsyth	#241
945 Middle Georgia	#251
1007 Tuscaloosa	#258
1135 Southeast Alabama	#282
347 Atlanta – North Gwinnett	#284
791 Atlanta – Barrow Jackson	#302
338 Atlanta – West Cobb	#307
1010 Maryville	#309
530 Nashville – Murfreesboro	#319
1125 Golden Isles	#322
770 Cleveland	#334
824 Birmingham - Alabaster	#351
502 Nashville – Spring Hill	#355

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS®

**Lynn Tortorigi
Toney Adams
Elizabeth McKinley
Melissa Koehler
Gina Fields
Tonya Biter
Jacque Blackburn
Maria Traylor
Rachel Stanislas
Lisa King
Terry New
Miriam Elzey
Erin Putnam
Lisa K Wright
Stephanie Clarkson
Karessa Kireta
Cameron Heggs
Chandra Woods
Lisa Dye
Susan Mortimer
Jon Powell**

**Atlanta - North Fulton
Montgomery
Tuscaloosa
Atlanta - East Cobb
Atlanta - West Cobb
Nashville - Murfreesboro
Atlanta - Hall County
Auburn
Huntsville
Anniston
Atlanta - Smyrna/Vinings
Atlanta - North Forsyth
Atlanta - Roswell
Nashville - Franklin
Nashville - Spring Hill
Nashville - Music City
Atlanta - Buckhead
Madison
Knoxville-West
Atlanta - Cherokee
Southeast Alabama**