



# 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	Lucas Haun	Knoxville-West	11	Ashley Brumley	Chattanooga - Downtown
2	Curt Kelliher	Atlanta - In Town	12	Kyrstin Frate	Clarksville
3	Josephine Chang	Atlanta - Perimeter North	13	Marcus Williams	Atlanta - Sandy Springs
4	Sophie Liang	Atlanta - Chattahoochee North	14	Jared Romero	Savannah
5	Daniel Glusman	Atlanta - Decatur	15	Courtney Yates	Nashville - Murfreesboro
6	Stacy Booth	Atlanta - Sandy Springs	16	Don Cannon	Atlanta - Metro East
7	Keith Joyner	Atlanta - Roswell	17	Mike Masters	Johnson City
8	Shannon Grandison	Atlanta - Sandy Springs	18	Phillip Winkles	Anniston
9	Naomi Bannister	Nashville - Franklin	19	Sarah Maslowski	Atlanta - North Gwinnett
10	Scott Morchower	Atlanta - Perimeter North	20	Amy Collett	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	Rearden Wyatt Real Estate	Atlanta - Roswell	6	Alice Charron Team	Nashville - Music City
2	Derek Maples Team	Knoxville-West	7	The Robinson Team	Middle Georgia
3	Robin Boen Group	Savannah	8	Cathy LaMon and Associates	Atlanta - Buckhead
4	The Freeman Group	Atlanta - Peachtree Road	9	Smith Property Partners	Chattanooga - Downtown
5	Chris & Alex ATL Home Team	Atlanta - Decatur	10	The Torgerson Team	Chattanooga - Downtown

## 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	Robinson Team	Chattanooga - Downtown	6	Helton Real Estate Group	Nashville - Music City
2	The Gray Group	Tuscaloosa	7	EmpowerHome Team Atlanta LLC	Atlanta - Sandy Springs
3	Ming Sells Real Estate	Atlanta - Perimeter North	8	Level Eight	Nashville - Mt. Juliet
4	The Mountain Life Team	Atlanta - Cherokee	9	Anna K Intown	Atlanta - In Town
5	Alice Maxwell Real Estate, LLC	Tuscaloosa	10	The Trisha Cook Team	Savannah

**\*From January 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 - January

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Birmingham - Vestavia	Jennifer Toomer Hay	28	7	Atlanta - Sandy Springs	John Mark Woodard	13
2	Atlanta - Peachtree Road	Dori Hicks	20	8	Atlanta - Chattahoochee North	Mike Moulder	12
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	20	8	Atlanta - Metro East	Ray DuVall	12
4	Atlanta - Midtown	Lee Collins	19	8	Atlanta - Stockbridge	Les Lane	12
5	Atlanta - North Fulton	Loredana Ghete	18	8	Nashville - Franklin	Jason Huck	12
6	Atlanta - Roswell	Robin Lemon	17	8	Nashville - Music City	Angel Johnson	12

## Top Market Centers - Net Agents - January

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Georgia Communities	LeAnne Weathers	10	7	Atlanta - Decatur	Sean Dammann	3
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	8	7	Atlanta - In Town	Mark Jones	3
3	Atlanta - North Fulton	Loredana Ghete	5	7	Atlanta - Midtown	Lee Collins	3
3	Birmingham - Vestavia	Jennifer Toomer Hay	5	7	Atlanta - North Forsyth	Tim Hopkins	3
5	Atlanta - Peachtree Road	Dori Hicks	4	7	Atlanta - South Fulton	Toya Davis-Stevenson	3
5	Madison	Lisa Gregory	4	7	Golden Isles	Kim Crews	3

## Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Birmingham - Vestavia	Jennifer Toomer Hay	28	7	Atlanta - Sandy Springs	John Mark Woodard	13
2	Atlanta - Peachtree Road	Dori Hicks	20	8	Atlanta - Chattahoochee North	Mike Moulder	12
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	20	8	Atlanta - Metro East	Ray DuVall	12
4	Atlanta - Midtown	Lee Collins	19	8	Atlanta - Stockbridge	Les Lane	12
5	Atlanta - North Fulton	Loredana Ghete	18	8	Nashville - Franklin	Jason Huck	12
6	Atlanta - Roswell	Robin Lemon	17	8	Nashville - Music City	Angel Johnson	12

## Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Georgia Communities	LeAnne Weathers	10	7	Atlanta - Decatur	Sean Dammann	3
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	8	7	Atlanta - In Town	Mark Jones	3
3	Atlanta - North Fulton	Loredana Ghete	5	7	Atlanta - Midtown	Lee Collins	3
3	Birmingham - Vestavia	Jennifer Toomer Hay	5	7	Atlanta - North Forsyth	Tim Hopkins	3
5	Atlanta - Peachtree Road	Dori Hicks	4	7	Atlanta - South Fulton	Toya Davis-Stevenson	3
5	Madison	Lisa Gregory	4	7	Golden Isles	Kim Crews	3

**\*\*From January KWRI Reports\*\***



# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – January 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	Atlanta - Decatur	\$24,046	6	Nashville - Franklin	\$19,100
2	Chattanooga - East Brainerd	\$24,025	7	Atlanta - North Forsyth	\$15,389
3	Clarksville	\$23,438	8	Anniston	\$13,356
4	Atlanta - Midtown	\$21,019	9	Birmingham - Vestavia	\$11,652
5	Chattanooga - Downtown	\$20,250	10	Cleveland	\$11,479

## Top 10 Market Centers – January 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 Forsyth	\$57,915	6	Atlanta - Peachtree Road	\$33,458
2	Atlanta - North Fulton	\$50,283	7	Atlanta - Midtown	\$25,057
3	Atlanta - East Cobb	\$38,446	8	Atlanta - Sandy Springs	\$24,911
4	Atlanta - Intown	\$38,241	9	Atlanta - Sugarloaf	\$24,250
5	Atlanta - Decatur	\$36,927	10	Atlanta - West Cobb	\$23,937

\*From January KWRI Reports\*



# SOUTHEAST REGION RANKINGS

## 2023 YTD Rankings As of 1/31/2023

	Jan	MTD
Total Agents	1	1
Net Recruits	31	31
Closed Units	1	1
Closed Vol.	1	1
Written Units	1	1
Written Vol.	1	1
Listing Units	1	1
Listing Vol.	1	1
Owner Profit	1	1
Profit Share	1	1
# Categories SE is #1	9	9

## Categories to Be #1

### 1) Total Agents:

#1	Southeast	15,137
#2	Texas - South	10,576
#3	Greater Pennsylvania	10,514
#4	New York – Tri-State	10,422
#5	Carolinas	9,278

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

**Total Agents: #0**

### 2) Net Recruits:

#1	Utah	27
#2	California – Inland Empire	24
#3	KWEN	16
#4	Colorado	8
#5	Canada	4
#5	New York - Manhattan	4
#7	Oklahoma	3
#8	Florida - South	1
#9	CA – Central & Southern	-7
#10	CA – LA Coastal	-15
#11	Maryland and D.C.	-19
#12	New York – Upstate	-22
#13	California – Westside LA	-24
#14	MI/NO	-25
#31	Southeast	-132

**Net Recruits: #159**

# SOUTHEAST REGION

## RANKINGS

### Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/2022	YTD 1/2023
305 Atlanta - Decatur	#174	#35
532 Chattanooga – East Brainerd	#71	#36
289 Clarksville	#19	#37
630 Atlanta – Midtown	#441	#45
757 Chattanooga - Downtown	#132	#51
359 Nashville - Franklin	#136	#61
462 Atlanta – North Forsyth	#58	#84
790 Anniston	#188	#105
494 Birmingham - Vestavia	#75	#128
770 Cleveland	#334	#131
226 Atlanta – In Town	#227	#165
501 Savannah	#73	#179
1160 Auburn, AL	#459	#199
338 Atlanta – West Cobb	#307	#200
178 Atlanta – East Cobb	#150	#212
814 Knoxville-West	#91	#213
824 Birmingham - Alabaster	#351	#224
1007 Tuscaloosa	#258	#234
384 Athens	#462	#237
855 Johnson City	#533	#247
181 Atlanta – North Fulton	#27	#250
252 Atlanta – Hall County	#191	#266
1010 Maryville	#309	#270
782 Madison	#470	#280
364 Atlanta – Metro East	#541	#285
836 Montgomery	#433	#305
1158 Georgia Communities	#424	#308
1125 Golden Isles	#322	#336
530 Nashville - Murfreesboro	#319	#349
555 Birmingham - Hoover	#399	#369
1135 Southeast Alabama	#282	#457
854 Birmingham - Gardendale	#620	#491
576 Birmingham - Trussville	#359	#511
493 Nashville – Music City	#180	#525
173 Augusta	#401	#547



# SOUTHEAST REGION

# RANKINGS

## Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/2022	YTD 1/2023
945 Middle Georgia	#251	#554
990 Farragut/Hardin Valley	#525	#556
469 Nashville – Hendersonville	#658	#567
791 Atlanta – Barrow Jackson	#302	#585
347 Atlanta – North Gwinnett	#284	#592
1136 Birmingham - Homewood	#540	#596
502 Nashville – Spring Hill	#355	#614
615 Atlanta – Newnan	#816	#622
322 Atlanta – Perimeter East	#389	#631
406 Atlanta - Cherokee	#70	#634
213 Atlanta – Peachtree City	#176	#636
405 Atlanta – South Fulton	#610	#640
315 Atlanta – Chattahoochee North	#479	#643
271 Atlanta – Peachtree Road	#79	#650
344 Atlanta – South Forsyth	#241	#661
261 Atlanta - Buckhead	#817	#664
367 Atlanta - Roswell	#78	#666
152 Atlanta - Sugarloaf	#125	#689
385 Huntsville	#120	#707
582 Nashville – Mt. Juliet	#471	#712
372 Atlanta – Smyrna/Vinings	#539	#718
324 Atlanta – Stockbridge	#442	#725
292 Atlanta - NE	#440	#739
156 Atlanta – Sandy Springs	#432	#740
247 Atlanta – Perimeter North	#580	#780
872 Columbus, GA	#129	#798

**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kw** SOUTHEAST  
REGION  
KELLERWILLIAMS®

**Tonya Biter  
Gina Fields  
Kadar McAllister  
Lisa King  
Toney Adams  
Lynn Tortorigi  
Maria Traylor  
Miriam Elzey  
Chris Suss  
Elizabeth McKinley  
Stephanie Clarkson  
Chandra Woods  
Nikki Alexander  
Jacque Blackburn  
Susan Mortimer  
Lisa K Wright  
Lauren Williams  
Kayla Rose  
Alexander Haun  
Cameron Heggs  
Karessa Kireta  
Lisa Dye  
Lisa Dye**

**Nashville - Murfreesboro  
Atlanta - West Cobb  
Atlanta - Midtown  
Anniston  
Montgomery  
Atlanta - North Fulton  
Auburn  
Atlanta - North Forsyth  
Atlanta - North Gwinnett  
Tuscaloosa  
Nashville - Spring Hill  
Madison  
Birmingham - Alabaster  
Atlanta - Hall County  
Atlanta - Cherokee  
Nashville - Franklin  
Athens  
Johnson City  
Maryville  
Atlanta - Buckhead  
Nashville - Music City  
Knoxville-West  
Farragut/Hardin Valley**