

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	Faizal Supariwala	Atlanta - Stockbridge	11	Kyrstin Frate	Clarksville
2	Cynthia Baer	Atlanta - Decatur	12	Curt Kelliher	Atlanta - In Town
3	Chris Gangone	Nashville - Franklin	13	Michelle Corley	Knoxville-West
4	Lilibeth Moron	Atlanta - Chattahoochee North	14	Lucas Haun	Knoxville-West
5	Katrina Leonce	Atlanta - West Cobb	15	Jason Patton	Birmingham - Vestavia
6	Bedros Bozdogan	Knoxville-West	16	Linda Jacobs	Atlanta - North Fulton
7	Brian Smith	Atlanta - North Fulton	17	Ron Melander	Savannah
8	Joey Marston	Nashville - Franklin	18	Leigh Ann Cates	Nashville - Franklin
9	Wallace Cartwright	Nashville - Music City	19	Donna Terry	Tuscaloosa
10	Linda Ann Green	Huntsville	20	Gene Bramblett	Atlanta - Perimeter North

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	McEachern Real Estate Group	Atlanta - Chattahoochee North	6	The Iris Rodger Team	Chattanooga - Downtown
2	Platinum Properties	Nashville - Spring Hill	7	Southern Roots Properties	Nashville - Hendersonville
3	Lee Property Professionals	Cleveland	8	The Rob Smith Team	Atlanta - In Town
4	Milstead Real Estate LLC	Atlanta - South Forsyth	9	I Heart Atlanta	Atlanta - West Cobb
5	KJM, Inc	Greater Athens	10	The Vic Jarvis Team	Savannah

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 Gray Group	Tuscaloosa	6	Don Ledford Group	Chattanooga - Downtown
2	Anna K Intown	Atlanta - In Town	7	Level Eight	Nashville - Mt. Juliet
3	Kellerhals Team	Chattanooga - Downtown	8	Helton Real Estate Group	Nashville - Music City
4	EmpowerHome Team Atlanta LLC	Atlanta - Sandy Springs	9	Luxury Homes International	Nashville - Franklin
5	Janice Overbeck Team	Atlanta - East Cobb	10	Robinson Team	Chattanooga - Downtown

From February 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 - February

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	40	6	Atlanta - Sugarloaf	Chad & Dominai Reeves	16
2	Atlanta - Sandy Springs	John Mark Woodard	20	7	Atlanta - Chattahoochee North	Mike Moulder	14
3	Atlanta - Peachtree Road	Dori Hicks	19	7	Atlanta - Hall County	Patricia Bower	14
4	Atlanta - North Forsyth	Tim Hopkins	18	7	Atlanta - Stockbridge	Les Lane	14
4	Atlanta - Roswell	Robin Lemon	18	7	Birmingham - Vestavia	Jennifer Toomer Hay	14
				7	Nashville - Franklin	Jason Huck	14

Top Market Centers - Net Agents - February

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Forsyth	Tim Hopkins	13	6	Tennessee Communities*	LeAnne Weathers	7
2	Atlanta - Peachtree Road	Dori Hicks	11	7	Birmingham - Vestavia	Jennifer Toomer Hay	6
3	Atlanta - North Fulton	Loredana Ghete	10	7	Nashville - Franklin	Jason Huck	6
4	Atlanta - Perimeter North	TBD	7	9	Johnson City	Brittney Ezell	5
4	Southeast Alabama	Jessica Whitehead	7	9	Atlanta - In Town	Mark Jones	5
				9	Atlanta - Decatur	Sean Dammann	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	58	6	Atlanta - Sandy Springs	John Mark Woodard	33
2	Birmingham - Vestavia	Jennifer Toomer Hay	42	7	Nashville - Franklin	Jason Huck	26
3	Atlanta - Peachtree Road	Dori Hicks	39	7	Atlanta - Stockbridge	Les Lane	26
4	Atlanta - Sugarloaf	Chad & Dominai Reeves	36	7	Atlanta - Chattahoochee North	Mike Moulder	26
5	Atlanta - Roswell	Robin Lemon	35	10	Atlanta - Hall County	Patricia Bower	25
				10	Atlanta - Midtown	Lee Collins	25

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Forsyth	Tim Hopkins	16	6	Atlanta - In Town	Mark Jones	8
2	Atlanta - North Fulton	Loredana Ghete	15	6	Georgia Communities	LeAnne Weathers	8
2	Atlanta - Peachtree Road	Dori Hicks	15	6	Atlanta - Decatur	Sean Dammann	8
4	Atlanta - Sugarloaf	Chad & Dominai Reeves	12	9	Tennessee Communities*	LeAnne Weathers	7
5	Birmingham - Vestavia	Jennifer Toomer Hay	11	10	Atlanta - Perimeter North	TBD	6
				10	Atlanta - South Fulton	Toya Davis-Stevenson	6

****From February KWRI Reports****

*** New Market Center**

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – February 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 - North Fulton	\$98,108	6	Atlanta - North Forsyth	\$27,740
2	Clarksville	\$60,254	7	Atlanta - Cherokee	\$26,814
3	Savannah	\$41,973	8	Chattanooga - East Brainerd	\$25,426
4	Atlanta - South Forsyth	\$30,380	9	Atlanta - East Cobb	\$25,418
5	Nashville - Mt. Juliet	\$27,956	10	Atlanta - In Town	\$23,425

Top 10 Market Centers – February 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	\$103,462	6	Savannah	\$37,086
2	Clarksville	\$53,471	7	Atlanta - Sugarloaf	\$36,983
3	Atlanta - East Cobb	\$51,056	8	Atlanta - Cherokee	\$31,256
4	Atlanta - Peachtree Road	\$48,697	9	Atlanta - In Town	\$30,149
5	Atlanta - South Forsyth	\$42,376	10	Atlanta - North Forsyth	\$29,623

From February KWRI Reports

SOUTHEAST REGION RANKINGS



2023 YTD Rankings As of 2/28/2023

	Jan	Feb	YTD
Total Agents	1	1	1
Net Recruits	31	2	20
Closed Units	1	1	1
Closed Vol.	1	1	1
Written Units	1	1	1
Written Vol.	1	1	1
Listing Units	1	1	1
Listing Vol.	1	1	1
Owner Profit	1	1	1
Profit Share	1	1	1
# Categories SE is #1	9	9	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,740
#2	Texas - South	10,845
#3	Greater Pennsylvania	10,766
#4	New York – Tri-State	10,425
#5	Carolinas	8,954

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

Total Agents: #0

2) Net Recruits:

#1	CA – Central and Southern	140
#20	Southeast	-105

Net Recruits: #245

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23
181 Atlanta – North Fulton	#27	#250	#1
289 Clarksville	#19	#37	#9
501 Savannah	#73	#179	#34
532 Chattanooga – East Brainerd	#71	#36	#36
462 Atlanta – North Forsyth	#58	#84	#51
305 Atlanta – Decatur	#174	#35	#56
630 Atlanta – Midtown	#441	#45	#63
359 Nashville - Franklin	#136	#61	#89
226 Atlanta – In Town	#227	#165	#93
178 Atlanta – East Cobb	#150	#212	#99
757 Chattanooga - Downtown	#132	#51	#103
790 Anniston	#188	#105	#123
1007 Tuscaloosa	#258	#234	#132
1160 Auburn, AL	#459	#199	#156
770 Cleveland	#334	#131	#159
814 Knoxville-West	#91	#213	#166
494 Birmingham - Vestavia	#75	#128	#168
252 Atlanta – Hall County	#191	#266	#188
338 Atlanta – West Cobb	#307	#200	#193
1125 Golden Isles	#322	#336	#202
530 Nashville - Murfreesboro	#319	#349	#204
344 Atlanta – South Forsyth	#241	#661	#222
406 Atlanta - Cherokee	#70	#634	#228
782 Madison	#470	#280	#245
576 Birmingham - Trussville	#359	#511	#260
1010 Maryville	#309	#270	#309
173 Augusta	#401	#547	#312
364 Atlanta – Metro East	#541	#285	#315
1158 Georgia Communities	#424	#308	#319
493 Nashville – Music City	#180	#525	#322
582 Nashville – Mt. Juliet	#471	#712	#336
1135 Southeast Alabama	#282	#457	#345
347 Atlanta – North Gwinnett	#284	#592	#350
824 Birmingham - Alabaster	#351	#224	#360
384 Athens	#462	#237	#379

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23
555 Birmingham – Hoover	#399	#369	#451
945 Middle Georgia	#251	#554	#464
990 Farragut/Hardin Valley	#525	#556	#469
271 Atlanta – Peachtree Road	#79	#650	#473
347 Birmingham – Gardendale	#620	#491	#503
791 Atlanta – Barrow Jackson	#302	#585	#536
385 Huntsville	#120	#707	#544
213 Atlanta – Peachtree City	#176	#636	#546
152 Atlanta - Sugarloaf	#125	#689	#548
502 Nashville – Spring Hill	#355	#614	#550
1136 Birmingham - Homewood	#540	#596	#561
836 Montgomery	#433	#305	#565
469 Nashville – Hendersonville	#658	#567	#573
315 Atlanta – Chattahoochee North	#479	#643	#581
322 Atlanta – Perimeter East	#389	#631	#618
615 Atlanta – Newnan	#816	#622	#633
367 Atlanta - Roswell	#78	#666	#645
292 Atlanta - NE	#440	#739	#650
872 Columbus, GA	#129	#798	#654
405 Atlanta – South Fulton	#610	#640	#665
261 Atlanta - Buckhead	#817	#664	#679
855 Johnson City	#533	#247	#685
324 Atlanta – Stockbridge	#442	#725	#690
1165 Tennessee Communities			#704
372 Atlanta – Smyrna/Vinings	#539	#718	#771
247 Atlanta – Perimeter North	#580	#780	#774
156 Atlanta – Sandy Springs	#432	#740	#795

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS®

**Tonya Biter
Maria Traylor
Lynn Tortorigi
Chris Suss
Lisa King
Gina Fields
Chris Suss
Melissa Koehler
Rachel Stanislas
Miriam Elzey
Toney Adams
TBD
Zach Glover
Elizabeth McKinley
Lisa K Wright
Stephanie Clarkson
Jacque Blackburn
Priash Mangabhai
Susan Mortimer
Kayla Rose
Amberly Gastwirth
Nikki Alexander
Lauren Williams
Cameron Heggs
Karessa Kireta
Lisa Dye**

**Nashville - Murfreesboro
Auburn
Atlanta - North Fulton
Atlanta - Sugarloaf
Anniston
Atlanta - West Cobb
Atlanta - North Gwinnett
Atlanta - East Cobb
Huntsville
Atlanta - North Forsyth
Montgomery
Atlanta - Smyrna/Vinings
Tennessee Communities
Tuscaloosa
Nashville - Franklin
Nashville - Spring Hill
Atlanta - Hall County
Atlanta - Perimeter East
Atlanta - Cherokee
Johnson City
Golden Isles
Birmingham - Alabaster
Athens
Atlanta - Buckhead
Nashville - Music City
Farragut/Hardin Valley**