



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	Brian Smith	Atlanta - North Fulton
2	Susan Lombardo	Atlanta - North Fulton	12	Mandy Parker	Atlanta - West Cobb
3	Lakshmi Thirunavu	Atlanta - North Fulton	13	Sherry Bowman	Clarksville
4	Scott Riley	Atlanta - Decatur	14	Zach Payne	Atlanta - North Forsyth
5	Kathy Daniel	Atlanta - Metro East	15	Ivonne van der Lende	Atlanta - North Fulton
6	Paula Hinegardner	Nashville - Franklin	16	Joan Arkins	Atlanta - In Town
7	Allison Burleson	Birmingham - Hoover	17	Sarah Brandt	Chattanooga - Downtown
8	Nicholas Oliver	Savannah	18	Judy Teasley	Knoxville-West
9	Emily Peckham	Nashville - Franklin	19	Phil Delaney	Atlanta - East Cobb
10	Sarah Maslowski	Atlanta - North Gwinnett	20	Kelly Rosen	Atlanta - South Forsyth

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	The Rob Smith Team	Atlanta - In Town	6	Jackson Bass Homes	Atlanta - Buckhead
2	Alice Charron Team	Nashville - Music City	7	Etan Levine & Associates	Atlanta - Peachtree Road
3	One Source Property Advisors	Chattanooga - Downtown	8	Chris & Alex ATL Home Team	Atlanta - Decatur
4	Smith Property Partners	Chattanooga - Downtown	9	I Heart Atlanta	Atlanta - West Cobb
5	BURKE REALTY	Atlanta - Hall County	10	The Evert Miller Group	Atlanta - Hall County

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	Henon Team	Chattanooga - Downtown
2	Janice Overbeck Team	Atlanta - East Cobb	7	Level Eight	Nashville - Mt. Juliet
3	The Gray Group	Tuscaloosa	8	Barnes Young Team	Atlanta - Peachtree Road
4	Ming Sells Real Estate	Atlanta - Perimeter North	9	Bell Real Estate Group	Atlanta - Barrow-Jackson
5	Anna K Intown	Atlanta - In Town	10	EmpowerHome Team Atlanta LLC	Atlanta - Sandy Springs

From March 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 - March

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	25	7	Atlanta - Roswell	Robin Lemon	16
2	Atlanta - Sandy Springs	John Mark Woodard	20	7	Birmingham - Vestavia	Jennifer Toomer Hay	16
2	Atlanta - Stockbridge	Les Lane	20	9	Atlanta - Cherokee	Brandy Black	15
4	Nashville - Franklin	Jason Huck	19	9	Atlanta - Midtown	Lee Collins	15
5	Atlanta - Sugarloaf	Chad & Dominai Reeves	17	9	Chattanooga - Downtown	Hope Brazzell	15
5	Atlanta - West Cobb	Matt Pitts	17	9	Nashville - Mt. Juliet	Roger Sargent	15

Top Market Centers - Net Agents - March

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Fulton	Loredana Ghete	10	6	Atlanta - Stockbridge	Les Lane	6
1	Chattanooga - Downtown	Hope Brazzell	10	6	Atlanta - Sugarloaf	Chad & Dominai Reeves	6
3	Tuscaloosa	Delana Roe	9	6	Atlanta - West Cobb	Matt Pitts	6
4	Nashville - Mt. Juliet	Roger Sargent	8	6	Atlanta - Peachtree Road	Dori Hicks	6
5	Atlanta - South Fulton	Toya Davis-Stevenson	7	6	Georgia Communities	LeAnne Weathers	6
				6	Atlanta - Barrow-Jackson	Holly Love	6

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	83	5	Atlanta - Roswell	Robin Lemon	51
2	Birmingham - Vestavia	Jennifer Toomer Hay	58	7	Atlanta - Stockbridge	Les Lane	46
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	53	8	Nashville - Franklin	Jason Huck	45
3	Atlanta - Sandy Springs	John Mark Woodard	53	9	Atlanta - West Cobb	Matt Pitts	41
5	Atlanta - Peachtree Road	Dori Hicks	51	10	Atlanta - Midtown	Lee Collins	40

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
	Atlanta - North Fulton	Loredana Ghete	25	6	Georgia Communities	LeAnne Weathers	14
2	Atlanta - Peachtree Road	Dori Hicks	21	7	Atlanta - South Fulton	Toya Davis-Stevenson	13
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	18	8	Atlanta - Decatur	Sean Dammann	9
3	Atlanta - North Forsyth	Tim Hopkins	18	9	Atlanta - Sandy Springs	John Mark Woodard	8
5	Birmingham - Vestavia	Jennifer Toomer Hay	15	9	Tuscaloosa	Delana Roe	8

From March KWRI Reports

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – March 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	\$93,651	6	Chattanooga - Downtown	\$58,863
2	Clarksville	\$76,347	7	Columbus	\$55,748
3	Atlanta - Cherokee	\$70,232	8	Atlanta - North Forsyth	\$54,272
4	Atlanta - Hall County	\$63,401	9	Chattanooga - East Brainerd	\$53,350
5	Atlanta - Sandy Springs	\$60,891	10	Atlanta - East Cobb	\$45,266

Top 10 Market Centers – March 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	\$97,694	6	Atlanta - Cherokee	\$61,718
2	Atlanta - Sandy Springs	\$74,757	7	Atlanta - Hall County	\$56,778
3	Atlanta - Peachtree Road	\$73,290	8	Chattanooga - Downtown	\$54,924
4	Atlanta - East Cobb	\$70,972	9	Clarksville	\$54,811
5	Atlanta - Sugarloaf	\$61,901	10	Atlanta - North Forsyth	\$51,766

From March KWRI Reports

SOUTHEAST REGION RANKINGS



2023 YTD Rankings As of 3/31/2023

	Jan	Feb	Mar	YTD
Total Agents	1	1	1	1
Net Recruits	31	2	1	13
Closed Units	1	1	1	1
Closed Vol.	1	1	1	1
Written Units	1	1	1	1
Written Vol.	1	1	1	1
Listing Units	1	1	1	1
Listing Vol.	1	1	1	1
Owner Profit	1	1	1	1
Profit Share	1	1	1	1
# Categories SE is #1	9	9	10	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,782
#2	Texas - South	10,787
#3	Greater Pennsylvania	10,740
#4	New York – Tri-State	10,377
#5	Carolinas	8,934

2) Net Recruits:

#1	Canada	52
#13	Southeast	-63

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

Total Agents: #0

Net Recruits: #115

SOUTHEAST REGION RANKINGS



Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23	YTD 3/23
181 Atlanta – North Fulton	#27	#250	#1	#1
289 Clarksville	#19	#37	#9	#10
532 Chattanooga – East Brainerd	#71	#36	#36	#31
462 Atlanta – North Forsyth	#58	#84	#51	#38
501 Savannah	#73	#179	#34	#45
757 Chattanooga - Downtown	#132	#51	#103	#46
406 Atlanta - Cherokee	#70	#634	#228	#53
252 Atlanta – Hall County	#191	#266	#188	#60
178 Atlanta – East Cobb	#150	#212	#99	#70
359 Nashville - Franklin	#136	#61	#89	#75
790 Anniston	#188	#105	#123	#97
305 Atlanta – Decatur	#174	#35	#56	#105
494 Birmingham - Vestavia	#75	#128	#168	#117
226 Atlanta – In Town	#227	#165	#93	#137
344 Atlanta – South Forsyth	#241	#661	#222	#140
814 Knoxville-West	#91	#213	#166	#157
338 Atlanta – West Cobb	#307	#200	#193	#164
493 Nashville – Music City	#180	#525	#322	#166
630 Atlanta – Midtown	#441	#45	#63	#180
1007 Tuscaloosa	#258	#234	#132	#182
1160 Auburn, AL	#459	#199	#156	#183
347 Atlanta – North Gwinnett	#284	#592	#350	#195
271 Atlanta – Peachtree Road	#79	#650	#473	#197
770 Cleveland	#334	#131	#159	#207
173 Augusta	#401	#547	#312	#215
791 Atlanta – Barrow Jackson	#302	#585	#536	#228
1125 Golden Isles	#322	#336	#202	#233
152 Atlanta - Sugarloaf	#125	#689	#548	#237
530 Nashville - Murfreesboro	#319	#349	#204	#238
1010 Maryville	#309	#270	#309	#254
872 Columbus, GA	#129	#798	#654	#255
555 Birmingham – Hoover	#399	#369	#451	#257
945 Middle Georgia	#251	#554	#464	#268
576 Birmingham - Trussville	#359	#511	#260	#312
364 Atlanta – Metro East	#541	#285	#315	#322

SOUTHEAST REGION RANKINGS



Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23	YTD 3/23
782 Madison	#470	#280	#245	#326
213 Atlanta – Peachtree City	#176	#636	#546	#334
582 Nashville – Mt. Juliet	#471	#712	#336	#356
1158 Georgia Communities	#424	#308	#319	#382
1135 Southeast Alabama	#282	#457	#345	#400
824 Birmingham - Alabaster	#351	#224	#360	#404
990 Farragut/Hardin Valley	#525	#556	#469	#405
347 Birmingham – Gardendale	#620	#491	#503	#451
502 Nashville – Spring Hill	#355	#614	#550	#478
384 Athens	#462	#237	#379	#492
385 Huntsville	#120	#707	#544	#503
322 Atlanta – Perimeter East	#389	#631	#618	#557
836 Montgomery	#433	#305	#565	#563
367 Atlanta - Roswell	#78	#666	#645	#571
1136 Birmingham - Homewood	#540	#596	#561	#572
469 Nashville – Hendersonville	#658	#567	#573	#595
292 Atlanta - NE	#440	#739	#650	#599
156 Atlanta – Sandy Springs	#432	#740	#795	#601
315 Atlanta – Chattahoochee North	#479	#643	#581	#634
615 Atlanta – Newnan	#816	#622	#633	#636
324 Atlanta – Stockbridge	#442	#725	#690	#648
855 Johnson City	#533	#247	#685	#662
405 Atlanta – South Fulton	#610	#640	#665	#679
1165 Tennessee Communities			#704	#734
372 Atlanta – Smyrna/Vinings	#539	#718	#771	#746
261 Atlanta - Buckhead	#817	#664	#679	#756
247 Atlanta – Perimeter North	#580	#780	#774	#801

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS®

**Miriam Elzey
Melissa Koehler
Tonya Biter
Gina Fields
Joan Susin
Toney Adams
Lynn Tortorigi
Chris Suss
Nikki Alexander
Lisa King
Jacque Blackburn
Lisa Dye
Elizabeth McKinley
Stephanie Clarkson
Marsha Bragg
Chandra Woods
Cameron Heggs
Lisa K Wright
Susan Mortimer
Chris Suss
Maria Traylor
Rachel Stanislas
Angela Perry
Lisa Dye
Karessa Kireta**

**Atlanta - North Forsyth
Atlanta - East Cobb
Nashville - Murfreesboro
Atlanta - West Cobb
Atlanta - In Town
Montgomery
Atlanta - North Fulton
Atlanta - North Gwinnett
Birmingham - Alabaster
Anniston
Atlanta - Hall County
Farragut/Hardin Valley
Tuscaloosa
Nashville - Spring Hill
Birmingham - Gardendale
Madison
Atlanta - Buckhead
Nashville - Franklin
Atlanta - Cherokee
Atlanta - Sugarloaf
Auburn
Huntsville
Cleveland
Knoxville-West
Nashville - Music City**