



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	Holli Clem	Atlanta - South Forsyth	11	Jill Heineck	Atlanta - Peachtree Road
2	Lakshmi Thirunavu	Atlanta - North Fulton	12	Curt Kelliher	Atlanta - In Town
3	Lucas Haun	Knoxville-West	13	Jen Newman	Atlanta - Decatur
4	Anet Granger	Georgia Communities	14	Sarah Maslowski	Atlanta - North Gwinnett
5	Scott Morchower	Atlanta - Perimeter North	15	Lisa Pound	Columbus, GA
6	Reid Casey	Atlanta - North Fulton	16	Jesse Watts	Atlanta - Midtown
7	Theresa Craig	Chattanooga - Downtown	17	SALLY McENTIRE	Atlanta - Newnan
8	Theresa Wagner	Atlanta - North Fulton	18	Bedros Bozdogan	Knoxville-West
9	Alisha Gillooly	Atlanta - South Fulton	19	Paula Hinegardner	Nashville - Franklin
10	Debbie Haupt	Savannah	20	Eric Baker	Atlanta - Sandy Springs

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 Page Morgan Team, LLC	Atlanta - East Cobb	6	The Pearson Group	Nashville - Murfreesboro
2	Amy Young Homes	Atlanta - North Gwinnett	7	The Torgerson Team	Chattanooga - Downtown
3	Dalke Home Group	Atlanta - Peachtree City	8	The Evert Miller Group	Atlanta - Hall County
4	I Heart Atlanta	Atlanta - West Cobb	9	Chris & Alex ATL Home Team	Atlanta - Decatur
5	The Rob Smith Team	Atlanta - In Town	10	The Perfect Property Real Estate Team	Atlanta - In Town

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	Jana Hufham's Team	Atlanta - Perimeter North	6	The Cook Team	Knoxville-West
2	The Gray Group	Tuscaloosa	7	Maria Sims Group	Atlanta - Cherokee
3	The Gillig Group	Nashville - Spring Hill	8	Anna K Intown	Atlanta - In Town
4	Janice Overbeck Team	Atlanta - East Cobb	9	Chattanooga Property Shop	Chattanooga - Downtown
5	RPM Home Advisors	Atlanta - Midtown	10	Robinson Team	Chattanooga - Downtown

From April KWRI Reports

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

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Top Market Centers - Gross Agents - April

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Birmingham - Vestavia	Jennifer Toomer Hay	21	7	Atlanta - Roswell	Robin Lemon	15
2	Atlanta - North Fulton	Loredana Ghete	20	7	Savannah	John Sherrod	15
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	18	9	Atlanta - Midtown	Lee Collins	14
4	Atlanta - Sandy Springs	John Mark Woodard	17	9	Atlanta - Peachtree Road	Dori Hicks	14
5	Atlanta - Perimeter East	Terrell Patton	16	9	Atlanta - Stockbridge	Les Lane	14

Top Market Centers - Net Agents - April

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Birmingham - Vestavia	Jennifer Toomer Hay	17	5	Atlanta - Decatur	Sean Dammann	7
2	Atlanta - Stockbridge	Les Lane	11	7	Atlanta - Sugarloaf	Chad & Dominai Reeves	6
3	Atlanta - Perimeter East	Terrell Patton	9	7	Savannah	John Sherrod	6
3	Knoxville-West	J Lewis	9	7	Southeast Alabama	Jessica Whitehead	6
5	Nashville - Mt. Juliet	Roger Sargent	7	7	Birmingham - Alabaster	Jhaun Reid	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	103	6	Atlanta - Peachtree Road	Dori Hicks	65
2	Birmingham - Vestavia	Jennifer Toomer Hay	79	7	Atlanta - Stockbridge	Les Lane	60
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	71	8	Nashville - Franklin	Jason Huck	56
4	Atlanta - Sandy Springs	John Mark Woodard	70	9	Atlanta - Midtown	Lee Collins	54
5	Atlanta - Roswell	Robin Lemon	66	10	Atlanta - West Cobb	Matt Pitts	52

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Birmingham - Vestavia	Jennifer Toomer Hay	32	6	Atlanta - Decatur	Sean Dammann	16
2	Atlanta - North Fulton	Loredana Ghete	28	7	Atlanta - Sandy Springs	John Mark Woodard	13
3	Atlanta - Peachtree Road	Dori Hicks	26	7	Atlanta - Stockbridge	Les Lane	13
4	Atlanta - Sugarloaf	Chad & Dominai Reeves	24	7	Georgia Communities	LeAnne Weathers	13
5	Atlanta - North Forsyth	Tim Hopkins	19	7	Atlanta - South Fulton	Toya Davis-Stevenson	13

****From April KWRI Reports****

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – April 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 Forsyth	\$81,638	6	Savannah	\$46,447
2	Clarksville	\$59,854	7	Atlanta - In Town	\$40,142
3	Atlanta - North Fulton	\$56,916	8	Chattanooga - East Brainerd	\$40,025
4	Atlanta - South Forsyth	\$56,892	9	Birmingham - Vestavia	\$36,210
5	Atlanta - East Cobb	\$55,667	10	Atlanta - Roswell	\$36,183

Top 10 Market Centers – April 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 - East Cobb	\$81,009	6	Atlanta - Peachtree Road	\$48,336
2	Atlanta - North Fulton	\$76,718	7	Atlanta - In Town	\$47,642
3	Atlanta - North Forsyth	\$74,535	8	Atlanta - Roswell	\$42,353
4	Atlanta - South Forsyth	\$52,548	9	Atlanta - Sandy Springs	\$39,891
5	Savannah	\$49,047	10	Atlanta - Sugarloaf	\$39,139

From April KWRI Reports

SOUTHEAST REGION RANKINGS



2023 Monthly/YTD Rankings As of 4/30/2023

	Jan	Feb	Mar	Apr	YTD
Total Agents	1	1	1	1	1
Net Recruits	31	2	1	1	3
Closed Units	1	1	1	1	1
Closed Vol.	1	1	1	1	1
Written Units	1	1	1	1	1
Written Vol.	1	1	1	1	1
Listing Units	1	1	1	1	1
Listing Vol.	1	1	1	1	1
Owner Profit	1	1	1	1	1
Profit Share	1	1	1	1	1
# Categories SE is #1	9	9	10	10	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,864
#2	Greater Pennsylvania	10,761
#3	Texas-South	10,725
#4	New York – Tri-State	10,375
#5	Carolinas	8,919

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

Total Agents: #0

2) Net Recruits:

#1	Canada	48
#2	Colorado	46
#3	Southeast	19
#3	New York – Manhattan	19

Net Recruits: #29

SOUTHEAST REGION RANKINGS



Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23	YTD 3/23	YTD 4/23
181 Atlanta – North Fulton	#27	#250	#1	#1	#7
289 Clarksville	#19	#37	#9	#10	#11
462 Atlanta – North Forsyth	#58	#84	#51	#38	#19
532 Chattanooga – East Brainerd	#71	#36	#26	#31	#36
501 Savannah	#73	#179	#34	#45	#40
178 Atlanta – East Cobb	#150	#212	#99	#70	#46
406 Atlanta - Cherokee	#70	#634	#228	#53	#71
344 Atlanta – South Forsyth	#241	#661	#222	#140	#76
252 Atlanta – Hall County	#191	#266	#188	#60	#88
757 Chattanooga – Downtown	#132	#51	#103	#46	#89
359 Nashville – Franklin	#136	#61	#89	#75	#102
494 Birmingham - Vestavia	#75	#128	#168	#117	#106
226 Atlanta – In Town	#227	#165	#93	#137	#109
814 Knoxville-West	#91	#213	#166	#157	#136
790 Anniston	#188	#105	#123	#97	#143
305 Atlanta – Decatur	#174	#35	#56	#105	#144
493 Nashville – Music City	#180	#525	#322	#166	#147
338 Atlanta – West Cobb	#307	#200	#193	#164	#164
152 Atlanta - Sugarloaf	#125	#689	#548	#237	#176
173 Augusta	#401	#547	#312	#215	#179
271 Atlanta – Peachtree Road	#79	#650	#473	#197	#192
347 Atlanta – North Gwinnett	#284	#592	#350	#195	#216
1160 Auburn, AL	#459	#199	#156	#183	#217
1125 Golden Isles	#322	#336	#202	#233	#218
1007 Tuscaloosa	#258	#234	#132	#182	#226
530 Nashville - Murfreesboro	#319	#349	#204	#238	#228
945 Middle Georgia	#251	#554	#464	#268	#230
1010 Maryville	#309	#270	#309	#254	#231
555 Birmingham – Hoover	#399	#369	#451	#257	#253
872 Columbus, GA	#129	#798	#654	#255	#273
791 Atlanta – Barrow-Jackson	#302	#585	#536	#228	#279
576 Birmingham - Trussville	#359	#511	#260	#312	#294
770 Cleveland	#334	#131	#159	#207	#295
824 Birmingham - Alabaster	#351	#224	#360	#404	#302
582 Nashville – Mt. Juliet	#471	#712	#336	#356	#320

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Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 1/23	YTD 2/23	YTD 3/23	YTD 4/23
367 Atlanta - Roswell	#78	#666	#645	#571	#349
364 Atlanta – Metro East	#541	#285	#315	#322	#378
990 Farragut/Hardin Valley	#525	#556	#469	#405	#387
1158 Georgia Communities	#424	#308	#319	#382	#393
630 Atlanta - Midtown	#441	#45	#63	#180	#399
213 Atlanta – Peachtree City	#176	#636	#546	#334	#406
1135 Southeast Alabama	#282	#457	#345	#400	#416
782 Madison	#470	#280	#245	#326	#424
385 Huntsville	#120	#707	#544	#503	#445
322 Atlanta – Perimeter East	#389	#631	#618	#557	#449
384 Athens	#462	#237	#379	#492	#458
156 Atlanta – Sandy Springs	#432	#740	#795	#601	#462
502 Nashville – Spring Hill	#355	#614	#550	#478	#471
292 Atlanta - NE	#440	#739	#650	#599	#472
1136 Birmingham - Homewood	#540	#596	#561	#572	#504
347 Birmingham – Gardendale	#620	#491	#503	#451	#521
469 Nashville – Hendersonville	#658	#567	#573	#595	#533
836 Montgomery	#433	#305	#565	#563	#578
615 Atlanta – Newnan	#816	#622	#633	#636	#591
324 Atlanta – Stockbridge	#442	#725	#690	#648	#627
405 Atlanta – South Fulton	#610	#640	#665	#679	#634
855 Johnson City	#533	#247	#685	#662	#642
315 Atlanta – <u>Chatt. North</u>	#479	#643	#581	#634	#683
261 Atlanta - Buckhead	#817	#664	#679	#756	#744
1165 Tennessee Communities			#704	#734	#760
372 Atlanta – <u>Smyrna/Vinings</u>	#539	#718	#771	#746	#779
247 Atlanta – Perimeter North	#580	#780	#774	#801	#812

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS®

**Lisa K Wright
Chandra Woods
Melissa Koehler
Tonya Biter
Lynn Tortorigi
Gina Fields
Priash Mangabhai
TBD
Nikki Alexander
Susan Sullivan
Stephanie Clarkson
Patricia DelPrete
Erin Putnam
Lisa King
Angela Perry
Rachel Stanislas
Priash Mangabhai
Jacque Blackburn
Chris Suss
Elizabeth McKinley
Susan Mortimer
Chris Suss
Lisa Dye
Karessa Kireta**

**Nashville - Franklin
Madison
Atlanta - East Cobb
Nashville - Murfreesboro
Atlanta - North Fulton
Atlanta - West Cobb
Atlanta - Perimeter East
Atlanta - Smyrna/Vinings
Birmingham - Alabaster
Montgomery
Nashville - Spring Hill
Atlanta - Peachtree Road
Atlanta - Roswell
Anniston
Cleveland
Huntsville
Atlanta - Barrow-Jackson
Atlanta - Hall County
Atlanta - Sugarloaf
Tuscaloosa
Atlanta - Cherokee
Atlanta - North Gwinnett
Knoxville-West
Nashville - Music City**