

kw SOUTHEAST
REGION
KELLERWILLIAMS®



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 | Chris Gangone | Nashville - Franklin |
| 2 | Brandon Nunley | Atlanta - Sandy Springs | 12 | Chris Aloï | Atlanta - South Forsyth |
| 3 | Mary McMath | Atlanta - East Cobb | 13 | Bedros Bozdogan | Knoxville-West |
| 4 | Jade Cheong | Atlanta - Sandy Springs | 14 | Kathryn Pizzato | Huntsville |
| 5 | Amy Collett | Chattanooga - Downtown | 15 | Herbert Stanton | Atlanta - Decatur |
| 6 | Jay Klos | Nashville - Franklin | 16 | Naomi Bannister | Nashville - Franklin |
| 7 | Ryan Assad | Atlanta - South Forsyth | 17 | Kyrstin Frate | Clarksville |
| 8 | William Callahan | Savannah | 18 | Reid Casey | Atlanta - North Fulton |
| 9 | Julie Staley | Greater Athens | 19 | Krystal Meadows | Atlanta - Northeast |
| 10 | Tammy Garber | Knoxville-West | 20 | Leanne Allen | Atlanta - Smyrna/Vinings |

Teams Topping The Charts GCI*

| Rank | Team | Market Center | Rank | Team | Market Center |
|------|---|--------------------------|------|---------------------------|--------------------------|
| 1 | Cathy LaMon and Associates | Atlanta - Buckhead | 6 | Esther Chong Realty Group | Atlanta - Sugarloaf |
| 2 | The Rob Smith Team | Atlanta - In Town | 7 | Jaime Wallace Team | Clarksville |
| 3 | Kelly Choi & Associates | Atlanta - Sugarloaf | 8 | The Pearson Group | Nashville - Murfreesboro |
| 4 | Paige & Rocky Kaufmann (Maximus Management) | Atlanta - Sandy Springs | 9 | Jackson Bass Homes | Atlanta - Buckhead |
| 5 | SpotOnTheLake | Atlanta - Barrow-Jackson | 10 | Rearden Wyatt Real Estate | Atlanta - Roswell |

Groups Topping The Charts GCI*

| Rank | Group | Market Center | Rank | Group | Market Center |
|------|----------------------------|------------------------|------|-----------------------------|------------------------|
| 1 | Robinson Team | Chattanooga - Downtown | 6 | Heather Murphy Group | Savannah |
| 2 | Luxury Homes International | Nashville - Franklin | 7 | OZ-Atlanta Home Specialists | Atlanta - Decatur |
| 3 | The Gray Group | Tuscaloosa | 8 | Atlanta Turtle Group | Atlanta - Decatur |
| 4 | Level Eight | Nashville - Mt. Juliet | 9 | The Mountain Life Team | Atlanta - Cherokee |
| 5 | The Chatham Company | Atlanta - North Fulton | 10 | Kellerhals Team | Chattanooga - Downtown |

From June 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 - June

| <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Gross</u> | <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Gross</u> |
|-------------|--------------------------|-------------------------|--------------|-------------|-----------------------|--------------------|--------------|
| 1 | Atlanta - Sandy Springs | John Mark Woodard | 25 | 6 | Atlanta - Stockbridge | Les Lane | 18 |
| 2 | Atlanta - Sugarloaf | Chad & Domina Reeves | 24 | 7 | Savannah | John Sherrod | 15 |
| 3 | Atlanta - North Fulton | Loredana Ghete | 21 | 8 | Atlanta - Decatur | Sean Dammann | 14 |
| 3 | Atlanta - Peachtree Road | Dori Hicks & Ahndea May | 21 | 8 | Atlanta - West Cobb | Matt Pitts | 14 |
| 5 | Birmingham - Vestavia | Jennifer Toomer Hay | 20 | 8 | Birmingham - Hoover | Kathy Gipson | 14 |
| | | | | 8 | Nashville - Franklin | Jason Huck | 14 |

Top Market Centers - Net Agents - June

| <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Net</u> | <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Net</u> |
|-------------|--------------------------|-------------------------|------------|-------------|--------------------------|----------------------|------------|
| 1 | Birmingham - Vestavia | Jennifer Toomer Hay | 10 | 6 | Atlanta - Sugarloaf | Chad & Domina Reeves | 7 |
| 1 | Nashville - Mt. Juliet | Roger Sargent | 10 | 8 | Atlanta - North Fulton | Loredana Ghete | 6 |
| 3 | Birmingham - Hoover | Kathy Gipson | 9 | 9 | Atlanta - Decatur | Sean Dammann | 5 |
| 4 | Atlanta - Peachtree Road | Dori Hicks & Ahndea May | 8 | 9 | Nashville - Franklin | Jason Huck | 5 |
| 4 | Atlanta - Stockbridge | Les Lane | 8 | 9 | Atlanta - Peachtree City | Lindsey Morton | 5 |
| 6 | Atlanta - Sandy Springs | John Mark Woodard | 7 | 9 | Farragut/Hardin Valley | Erin Cooper | 5 |

Top Market Centers - Gross Agents - YTD

| <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Gross</u> | <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Gross</u> |
|-------------|--------------------------|-------------------------|--------------|-------------|-----------------------|--------------------|--------------|
| 1 | Atlanta - North Fulton | Loredana Ghete | 145 | 5 | Atlanta - Stockbridge | Les Lane | 94 |
| 2 | Birmingham - Vestavia | Jennifer Toomer Hay | 118 | 7 | Atlanta - Roswell | Robin Lemon | 89 |
| 3 | Atlanta - Sugarloaf | Chad & Domina Reeves | 117 | 8 | Nashville - Franklin | Jason Huck | 82 |
| 4 | Atlanta - Sandy Springs | John Mark Woodard | 110 | 9 | Atlanta - West Cobb | Matt Pitts | 79 |
| 5 | Atlanta - Peachtree Road | Dori Hicks & Ahndea May | 94 | 10 | Savannah | John Sherrod | 76 |

Top Market Centers - Net Agents - YTD

| <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Net</u> | <u>Rank</u> | <u>Market Center</u> | <u>Team Leader</u> | <u>Net</u> |
|-------------|--------------------------|-------------------------|------------|-------------|--------------------------|--------------------|------------|
| 1 | Birmingham - Vestavia | Jennifer Toomer Hay | 57 | 6 | Atlanta - North Forsyth | Tim Hopkins | 25 |
| 2 | Atlanta - North Fulton | Loredana Ghete | 39 | 6 | Atlanta - Sandy Springs | John Mark Woodard | 25 |
| 2 | Atlanta - Peachtree Road | Dori Hicks & Ahndea May | 39 | 8 | Atlanta - Decatur | Sean Dammann | 23 |
| 2 | Atlanta - Sugarloaf | Chad & Domina Reeves | 39 | 9 | Atlanta - Barrow-Jackson | Holly Love | 18 |
| 5 | Atlanta - Stockbridge | Les Lane | 31 | 10 | Nashville - Mt. Juliet | Roger Sargent | 17 |

From June KWRI Reports

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – June 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 | \$94,856 | 6 | Clarksville | \$58,178 |
| 2 | Atlanta - Roswell | \$64,382 | 7 | Savannah | \$48,836 |
| 3 | Atlanta - North Forsyth | \$63,109 | 8 | Atlanta - Cherokee | \$44,787 |
| 4 | Chattanooga - East Brainerd | \$62,877 | 9 | Columbus | \$44,446 |
| 5 | Nashville - Music City | \$58,244 | 10 | Knoxville-West | \$43,773 |

Top 10 Market Centers – June 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 | \$107,172 | 6 | Atlanta - Sugarloaf | \$51,395 |
| 2 | Atlanta - Roswell | \$64,167 | 7 | Atlanta - East Cobb | \$46,885 |
| 3 | Atlanta - North Forsyth | \$63,315 | 8 | Clarksville | \$46,438 |
| 4 | Chattanooga - East Brainerd | \$54,807 | 9 | Atlanta - Cherokee | \$45,507 |
| 5 | Savannah | \$51,592 | 10 | Atlanta - Peachtree Road | \$45,486 |

From June KWRI Reports

SOUTHEAST REGION RANKINGS



2023 Monthly/YTD Rankings As of 6/30/2023

| | Jan | Feb | Mar | Apr | May | Jun | YTD |
|-----------------------|-----|-----|-----|-----|-----|-----|-----|
| Total Agents | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Net Recruits | 31 | 2 | 1 | 1 | 5 | 3 | 1 |
| Closed Units | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Closed Vol. | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Written Units | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Written Vol. | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Listing Units | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Listing Vol. | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Owner Profit | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Profit Share | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| # Categories SE is #1 | 9 | 9 | 10 | 10 | 9 | 9 | 10 |

Categories to Be #1 - YTD

1) Total Agents:

| | | |
|----|----------------------|--------|
| #1 | Southeast | 15,913 |
| #2 | Greater Pennsylvania | 10,684 |
| #3 | Texas-South | 10,510 |
| #4 | New York – Tri-State | 10,314 |
| #5 | Carolinas | 8,871 |

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

Total Agents: #0

2) Net Recruits:

| | | |
|----|----------------------|----|
| #1 | Southeast | 68 |
| #2 | Southeast | 59 |
| #3 | New York – Manhattan | 56 |
| #4 | Utah | 14 |
| #4 | New York - Manhattan | 14 |

Net Recruits: #0

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 | YTD 5/23 | YTD 6/23 |
|---------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 181 Atlanta – North Fulton | #27 | #250 | #1 | #1 | #7 | #8 | #8 |
| 289 Clarksville | #19 | #37 | #9 | #10 | #11 | #14 | #15 |
| 462 Atlanta – North Forsyth | #58 | #84 | #51 | #38 | #19 | #18 | #22 |
| 532 Chattanooga – East Brainerd | #71 | #36 | #26 | #31 | #36 | #46 | #42 |
| 501 Savannah | #73 | #179 | #34 | #45 | #40 | #37 | #44 |
| 406 Atlanta – Cherokee | #70 | #634 | #228 | #53 | #71 | #67 | #69 |
| 178 Atlanta – East Cobb | #150 | #212 | #99 | #70 | #46 | #53 | #75 |
| 359 Nashville – Franklin | #136 | #61 | #89 | #75 | #102 | #98 | #98 |
| 494 Birmingham – Vestavia | #75 | #128 | #168 | #117 | #106 | #92 | #102 |
| 344 Atlanta – South Forsyth | #241 | #661 | #222 | #140 | #76 | #82 | #107 |
| 757 Chattanooga – Downtown | #132 | #51 | #103 | #46 | #89 | #104 | #110 |
| 252 Atlanta – Hall County | #191 | #266 | #188 | #60 | #88 | #89 | #114 |
| 493 Nashville – Music City | #180 | #525 | #322 | #166 | #147 | #173 | #126 |
| 790 Anniston | #188 | #105 | #123 | #97 | #143 | #106 | #131 |
| 152 Atlanta – Sugarloaf | #125 | #689 | #548 | #237 | #176 | #126 | #136 |
| 226 Atlanta – In Town | #227 | #165 | #93 | #137 | #109 | #95 | #140 |
| 305 Atlanta – Decatur | #174 | #35 | #56 | #105 | #144 | #102 | #141 |
| 872 Columbus, GA | #129 | #798 | #654 | #255 | #273 | #158 | #142 |
| 173 Augusta | #401 | #547 | #312 | #215 | #179 | #143 | #147 |
| 367 Atlanta – Roswell | #78 | #666 | #645 | #571 | #349 | #235 | #148 |
| 814 Knoxville-West | #91 | #213 | #166 | #157 | #136 | #183 | #162 |
| 347 Atlanta – Peachtree Road | #79 | #650 | #473 | #197 | #192 | #163 | #170 |
| 338 Atlanta – West Cobb | #307 | #200 | #193 | #164 | #164 | #167 | #177 |
| 1125 Golden Isles | #322 | #336 | #202 | #233 | #218 | #188 | #199 |
| 347 Atlanta – North Gwinnett | #284 | #592 | #350 | #195 | #216 | #201 | #203 |
| 156 Atlanta – Sandy Springs | #432 | #740 | #795 | #601 | #462 | #204 | #224 |
| 1010 Maryville | #309 | #270 | #309 | #254 | #231 | #234 | #232 |
| 1007 Tuscaloosa | #258 | #234 | #132 | #182 | #226 | #230 | #242 |
| 530 Nashville – Murfreesboro | #319 | #349 | #204 | #238 | #228 | #262 | #261 |
| 213 Atlanta – Peachtree City | #176 | #636 | #546 | #334 | #406 | #283 | #267 |
| 791 Atlanta – Barrow-Jackson | #302 | #585 | #536 | #228 | #279 | #293 | #277 |
| 945 Middle Georgia | #251 | #554 | #464 | #268 | #230 | #284 | #294 |
| 1160 Auburn, AL | #459 | #199 | #156 | #183 | #217 | #268 | #295 |
| 555 Birmingham – Hoover | #399 | #369 | #451 | #257 | #253 | #281 | #312 |
| 385 Huntsville | #120 | #707 | #544 | #503 | #445 | #354 | #326 |

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 | YTD 5/23 | YTD 6/23 |
|-------------------------------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 1135 Southeast Alabama | #282 | #457 | #345 | #400 | #416 | #372 | #356 |
| 824 Birmingham – Alabaster | #351 | #224 | #360 | #404 | #302 | #333 | #359 |
| 576 Birmingham – Trussville | #359 | #511 | #260 | #312 | #294 | #351 | #368 |
| 364 Atlanta – Metro East | #541 | #285 | #315 | #322 | #378 | #374 | #378 |
| 770 Cleveland | #334 | #131 | #159 | #207 | #295 | #320 | #381 |
| 384 Athens | #462 | #237 | #379 | #492 | #458 | #419 | #395 |
| 582 Nashville – Mt. Juliet | #471 | #712 | #336 | #356 | #320 | #391 | #397 |
| 502 Nashville – Spring Hill | #355 | #614 | #550 | #478 | #471 | #442 | #416 |
| 782 Madison | #470 | #280 | #245 | #326 | #424 | #394 | #421 |
| 630 Atlanta – Midtown | #441 | #45 | #63 | #180 | #399 | #370 | #441 |
| 322 Atlanta – Perimeter East | #389 | #631 | #618 | #557 | #449 | #452 | #456 |
| 292 Atlanta – NE | #440 | #739 | #650 | #599 | #472 | #434 | #467 |
| 1158 Georgia Communities | #424 | #308 | #319 | #382 | #393 | #432 | #484 |
| 990 Farragut/Hardin Valley | #525 | #556 | #469 | #405 | #387 | #445 | #510 |
| 1136 Birmingham – Homewood | #540 | #596 | #561 | #572 | #504 | #515 | #533 |
| 855 Johnson City | #533 | #247 | #685 | #662 | #642 | #634 | #537 |
| 469 Nashville – Hendersonville | #658 | #567 | #573 | #595 | #533 | #598 | #553 |
| 836 Montgomery | #433 | #305 | #565 | #563 | #578 | #604 | #554 |
| 324 Atlanta – Stockbridge | #442 | #725 | #690 | #648 | #627 | #553 | #572 |
| 347 Birmingham – Gardendale | #620 | #491 | #503 | #451 | #521 | #529 | #576 |
| 315 Atlanta – <u>Chatt. North</u> | #479 | #643 | #581 | #634 | #683 | #642 | #579 |
| 405 Atlanta – South Fulton | #610 | #640 | #665 | #679 | #634 | #624 | #584 |
| 615 Atlanta – Newnan | #816 | #622 | #633 | #636 | #591 | #659 | #663 |
| 261 Atlanta – Buckhead | #817 | #664 | #679 | #756 | #744 | #706 | #705 |
| 372 Atlanta – <u>Smyrna/Vinings</u> | #539 | #718 | #771 | #746 | #779 | #752 | #723 |
| 1165 Tennessee Communities | | | #704 | #734 | #760 | #772 | #774 |
| 247 Atlanta – Perimeter North | #580 | #780 | #774 | #801 | #812 | #813 | #805 |

CONGRATULATIONS

DAY 1 TRANSMITTERS

kw SOUTHEAST
REGION
KELLERWILLIAMS®

**Jacque Blackburn
Lynn Tortorigi
Erin Putnam
Melissa Koehler
Tonya Biter
Amber Gastwirth
Chandra Woods
Nikki Alexander
Annie Kitchens McDowell
Lisa Dye
Stephanie Clarkson
Lisa Dye
Kayla Rose
Kim Milstead
Priash Mangabhai
Linda Bess Gunter
TBD
Susan Mortimer
Corey McDermott
Susan Sullivan
Lisa K Wright
Karessa Kireta**

**Atlanta - Hall County
Atlanta - North Fulton
Atlanta - Roswell
Atlanta - East Cobb
Nashville - Murfreesboro
Golden Isles
Madison
Birmingham - Alabaster
Birmingham - Hoover
Knoxville-West
Nashville - Spring Hill
Farragut/Hardin Valley
Johnson City
Auburn
Atlanta - Perimeter East
Atlanta - Chattahoochee North
Birmingham - Homewood
Atlanta - Cherokee
Savannah
Montgomery
Nashville - Franklin
Nashville - Music City**