



# 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	Reid Casey	Atlanta - North Fulton
2	Tim Abney	Atlanta - North Forsyth	12	Jason Armour	Chattanooga - Downtown
3	Lawrence Molnar	Atlanta - Perimeter North	13	Peggy Connors	Atlanta - Roswell
4	Curt Kelliher	Atlanta - In Town	14	Sara Mosser	Atlanta - In Town
5	Lane Farmer	Atlanta - Stockbridge	15	Mona ElGomayel	Atlanta - Chattahoochee North
6	Susan Lombardo	Atlanta - North Fulton	16	Scott Morchower	Atlanta - Perimeter North
7	Kathryn Umstead, CCIM	Atlanta - Sugarloaf	17	Michelle Johnson	Atlanta - Stockbridge
8	Jenny Adcox Commercial Broker	Nashville - Spring Hill	18	Charlie Lockwood	Atlanta - Perimeter North
9	Asher Black	Chattanooga - Downtown	19	Jeff Pearles	Nashville - Hendersonville
10	Lilibeth Moron	Atlanta - Chattahoochee North	20	Jamie Seal	Knoxville-West

## Teams Topping The Charts GCI\*

Rank	Team	Market Center	Rank	Team	Market Center
1	CRC Real Estate Services	Birmingham - Alabaster	6	The Torgerson Team	Chattanooga - Downtown
2	The Mike Hagen Team	Atlanta - Metro East	7	Southern Roots Properties	Nashville - Hendersonville
3	The Jill Heffernan Group	Madison	8	Listed By Libby LLC	Atlanta - East Cobb
4	The Robinson Team	Middle Georgia	9	Carter And Associates	Atlanta - Decatur
5	SpotOnTheLake	Atlanta - Barrow-Jackson	10	Esther Chong Realty Group	Atlanta - Sugarloaf

## Groups Topping The Charts GCI\*

Rank	Group	Market Center	Rank	Group	Market Center
1	The Gray Group	Tuscaloosa	6	The Suits Team	Atlanta - Peachtree Road
2	Robinson Team	Chattanooga - Downtown	7	Level Eight	Nashville - Mt. Juliet
3	Luxury Homes International	Nashville - Franklin	8	The Cook Team	Knoxville-West
4	Janice Overbeck Team	Atlanta - East Cobb	9	Nashville on the Move	Nashville - Music City
5	Alice Maxwell Real Estate, LLC	Tuscaloosa	10	The North Georgia Group	Atlanta - North Forsyth

**\*From July 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 - July

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - Sugarloaf	Chad & Dominai Reeves	27	5	Savannah	John Sherrod	13
2	Atlanta - North Fulton	Loredana Ghete	20	8	Atlanta - Hall County	Patricia Bower	11
3	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	17	9	Atlanta - Buckhead	Kelly Chancy	10
4	Atlanta - Roswell	Robin Lemon	16	9	Atlanta - Chattahoochee North	TBD	10
5	Atlanta - Stockbridge	Les Lane	13	9	Atlanta - Perimeter East	Terrell Patton	10
5	Nashville - Franklin	Jason Huck	13	9	Farragut/Hardin Valley	Erin Cooper	10

## Top Market Centers - Net Agents - July

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Fulton	Loredana Ghete	18	6	Nashville - Franklin	Jason Huck	6
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	15	6	Atlanta - Buckhead	Kelly Chancy	6
2	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	15	8	Atlanta - Perimeter East	Terrell Patton	5
4	Atlanta - Roswell	Robin Lemon	12	8	Maryville	Mike Howell	5
5	Birmingham - Vestavia	Jennifer Toomer Hay	9				

## Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	165	6	Atlanta - Stockbridge	Les Lane	107
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	144	7	Atlanta - Roswell	Robin Lemon	105
3	Birmingham - Vestavia	Jennifer Toomer Hay	127	8	Nashville - Franklin	Jason Huck	95
4	Atlanta - Sandy Springs	John Mark Woodard	115	9	Savannah	John Sherrod	89
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	111	10	Atlanta - West Cobb	Matt Pitts	87

## Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Birmingham - Vestavia	Jennifer Toomer Hay	66	6	Atlanta - North Forsyth	Tim Hopkins	28
2	Atlanta - North Fulton	Loredana Ghete	57	7	Atlanta - Roswell	Robin Lemon	22
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	54	8	Atlanta - Barrow-Jackson	Holly Love	21
3	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	54	9	Southeast Alabama	Jessica Whitehead	17
5	Atlanta - Stockbridge	Les Lane	35				

\*\*From July KWRI Reports\*\*

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – July 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	\$53,538	6	Columbus, GA	\$34,970
2	Huntsville	\$49,473	7	Chattanooga - East Brainerd	\$34,231
3	Atlanta - North Fulton	\$48,544	8	Atlanta - Sugarloaf	\$32,860
4	Atlanta - Peachtree City	\$36,091	9	Clarksville	\$31,249
5	Atlanta - Chattahoochee North	\$35,707	10	Atlanta - Cherokee	\$30,553

## Top 10 Market Centers – July 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	\$69,654	6	Atlanta - South Forsyth	\$38,028
2	Atlanta - North Forsyth	\$56,379	7	Atlanta - Sandy Springs	\$37,083
3	Atlanta - Sugarloaf	\$48,121	8	Atlanta - Cherokee	\$36,728
4	Atlanta - Chattahoochee North	\$43,238	9	Atlanta - Roswell	\$34,820
5	Huntsville	\$38,722	10	Atlanta - East Cobb	\$33,549

\*From July KWRI Reports\*

# SOUTHEAST REGION RANKINGS



## 2023 Monthly/YTD Rankings As of 7/31/2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	YTD
Total Agents	1	1	1	1	1	1	1	1
Net Recruits	31	2	1	1	5	3	27	3
Closed Units	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	9	9	9	9

### Categories to Be #1 - YTD

#### 1) Total Agents:

#1	Southeast	15,896
#2	Greater Pennsylvania	10,745
#3	Texas-South	10,573
#4	New York – Tri-State	10,370
#5	Carolinas	8,870

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

**Total Agents: #0**

#### 2) Net Recruits:

#1	Michigan/ No. Ohio	54
#2	Colorado	53
#3	Southeast	51
#4	New York – Manhattan	30
#5	Canada	23

**Net Recruits: #3**

# 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	YTD 7/23
181 Atlanta – North Fulton	#27	#250	#1	#1	#7	#8	#8	#10
289 Clarksville	#19	#37	#9	#10	#11	#14	#15	#20
462 Atlanta – North Forsyth	#58	#84	#51	#38	#19	#18	#22	#24
532 Chattanooga – East Brainerd	#71	#36	#26	#31	#36	#46	#42	#51
501 Savannah	#73	#179	#34	#45	#40	#37	#44	#59
406 Atlanta – Cherokee	#70	#634	#228	#53	#71	#67	#69	#76
178 Atlanta – East Cobb	#150	#212	#99	#70	#46	#53	#75	#91
494 Birmingham – Vestavia	#75	#128	#168	#117	#106	#92	#102	#103
344 Atlanta – South Forsyth	#241	#661	#222	#140	#76	#82	#107	#106
359 Nashville – Franklin	#136	#61	#89	#75	#102	#98	#98	#109
757 Chattanooga – Downtown	#132	#51	#103	#46	#89	#104	#110	#114
252 Atlanta – Hall County	#191	#266	#188	#60	#88	#89	#114	#120
152 Atlanta – Sugarloaf	#125	#689	#548	#237	#176	#126	#136	#126
872 Columbus, GA	#129	#798	#654	#255	#273	#158	#142	#129
493 Nashville – Music City	#180	#525	#322	#166	#147	#173	#126	#144
305 Atlanta – Decatur	#174	#35	#56	#105	#144	#102	#141	#146
367 Atlanta – Roswell	#78	#666	#645	#571	#349	#235	#148	#148
790 Anniston	#188	#105	#123	#97	#143	#106	#131	#152
226 Atlanta – In Town	#227	#165	#93	#137	#109	#95	#140	#153
814 Knoxville-West	#91	#213	#166	#157	#136	#183	#162	#174
173 Augusta	#401	#547	#312	#215	#179	#143	#147	#178
347 Atlanta – North Gwinnett	#284	#592	#350	#195	#216	#201	#203	#211
1125 Golden Isles	#322	#336	#202	#233	#218	#188	#199	#212
347 Atlanta – Peachtree Road	#79	#650	#473	#197	#192	#163	#170	#217
338 Atlanta – West Cobb	#307	#200	#193	#164	#164	#167	#177	#220
156 Atlanta – Sandy Springs	#432	#740	#795	#601	#462	#204	#224	#227
213 Atlanta – Peachtree City	#176	#636	#546	#334	#406	#283	#267	#228
1007 Tuscaloosa	#258	#234	#132	#182	#226	#230	#242	#235
385 Huntsville	#120	#707	#544	#503	#445	#354	#326	#245
530 Nashville – Murfreesboro	#319	#349	#204	#238	#228	#262	#261	#250
1010 Maryville	#309	#270	#309	#254	#231	#234	#232	#269
791 Atlanta – Barrow-Jackson	#302	#585	#536	#228	#279	#293	#277	#278
945 Middle Georgia	#251	#554	#464	#268	#230	#284	#294	#292
555 Birmingham – Hoover	#399	#369	#451	#257	#253	#281	#312	#307
1160 Auburn, AL	#459	#199	#156	#183	#217	#268	#295	#319

# 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	YTD 7/23
824 Birmingham – Alabaster	#351	#224	#360	#404	#302	#333	#359	#326
576 Birmingham – Trussville	#359	#511	#260	#312	#294	#351	#368	#364
364 Atlanta – Metro East	#541	#285	#315	#322	#378	#374	#378	#377
502 Nashville – Spring Hill	#355	#614	#550	#478	#471	#442	#416	#378
770 Cleveland	#334	#131	#159	#207	#295	#320	#381	#380
1135 Southeast Alabama	#282	#457	#345	#400	#416	#372	#356	#389
384 Athens	#462	#237	#379	#492	#458	#419	#395	#392
582 Nashville – Mt. Juliet	#471	#712	#336	#356	#320	#391	#397	#400
322 Atlanta – Perimeter East	#389	#631	#618	#557	#449	#452	#456	#448
292 Atlanta – NE	#440	#739	#650	#599	#472	#434	#467	#467
782 Madison	#470	#280	#245	#326	#424	#394	#421	#476
315 Atlanta – Chatt. North	#479	#643	#581	#634	#683	#642	#579	#485
1158 Georgia Communities	#424	#308	#319	#382	#393	#432	#484	#496
630 Atlanta – Midtown	#441	#45	#63	#180	#399	#370	#441	#513
855 Johnson City	#533	#247	#685	#662	#642	#634	#537	#538
990 Farragut/Hardin Valley	#525	#556	#469	#405	#387	#445	#510	#551
836 Montgomery	#433	#305	#565	#563	#578	#604	#554	#559
469 Nashville – Hendersonville	#658	#567	#573	#595	#533	#598	#553	#565
1136 Birmingham – Homewood	#540	#596	#561	#572	#504	#515	#533	#566
324 Atlanta – Stockbridge	#442	#725	#690	#648	#627	#553	#572	#567
405 Atlanta – South Fulton	#610	#640	#665	#679	#634	#624	#584	#589
347 Birmingham – Gardendale	#620	#491	#503	#451	#521	#529	#576	#594
615 Atlanta – Newnan	#816	#622	#633	#636	#591	#659	#663	#675
372 Atlanta – Smyrna/Vinings	#539	#718	#771	#746	#779	#752	#723	#712
261 Atlanta – Buckhead	#817	#664	#679	#756	#744	#706	#705	#715
1165 Tennessee Communities			#704	#734	#760	#772	#774	#771
247 Atlanta – Perimeter North	#580	#780	#774	#801	#812	#813	#805	#799

**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kw** SOUTHEAST  
REGION  
KELLERWILLIAMS®

**Melissa Koehler  
Gina Fields  
Chandra Woods  
Tonya Biter  
Lynn Tortorigi  
Angela Antonucci  
Chris Suss  
Lisa King  
Mariam Elzey  
Jacque Blackburn  
Stephanie Clarkson  
Isaacphine Osburn  
Kayla Rose  
Annie Kitchen McDowell  
Kim Milstead  
Nikki Alexander  
Cameron Heggs  
Susan Sullivan  
Susan Mortimer  
Lisa Dye  
Miranda Strickland  
Karessa Kireta  
Lisa Dye  
Alexander Haun**

**Atlanta - East Cobb  
Atlanta - West Cobb  
Madison  
Nashville - Murfreesboro  
Atlanta - North Fulton  
Cleveland  
Atlanta - North Gwinnett  
Anniston  
Atlanta - North Forsyth  
Atlanta - Hall County  
Nashville - Spring Hill  
Atlanta - Smyrna/Vinings  
Johnson City  
Birmingham - Hoover  
Auburn  
Birmingham - Alabaster  
Atlanta - Buckhead  
Montgomery  
Atlanta - Cherokee  
Farragut/Hardin Valley  
Southeast Alabama  
Nashville - Music City  
Knoxville-West  
Maryville**