

kw SOUTHEAST
REGION
KELLERWILLIAMS®



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	Dawn Marie Lauriano	Nashville - Franklin	11	Sarah Maslowski	Atlanta - North Gwinnett
2	Lucas Haun	Knoxville-West	12	Lilibeth Moron	Atlanta - Chattahoochee North
3	Reid Casey	Atlanta - North Fulton	13	Rachel Davenport	Atlanta - Cherokee
4	Jenny Adcox	Nashville - Spring Hill	14	Lakshmi Thirunavu	Atlanta - North Fulton
5	Chuck Tanner	Atlanta - East Cobb	15	Mona ElGomayel	Atlanta - Chattahoochee North
6	Cynthia Baer	Atlanta - Decatur	16	John Foster	Atlanta - South Forsyth
7	Jake William Martin	Atlanta - North Gwinnett	17	William Bedgood	Atlanta - In Town
8	Teri Ehrlich	Atlanta - Chattahoochee North	18	Sherry Bowman	Clarksville
9	Curt Kelliher	Atlanta - In Town	19	Holli Clem	Atlanta - South Forsyth
10	Jerry Harkness	Atlanta - Hall County	20	Naomi Bannister	Nashville - Franklin

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 Evert Miller Group	Atlanta - Hall County	6	Havens Thompson Group	Clarksville
2	The Pearson Group	Nashville - Murfreesboro	7	Matt Sargent Homes	Nashville - Mt. Juliet
3	The Torgerson Team	Chattanooga - Downtown	8	Dalke Home Group	Atlanta - Peachtree City
4	Derek Maples Team	Knoxville-West	9	Jackson Bass Homes	Atlanta - Buckhead
5	Roberts Real Estate Group	Atlanta - Sandy Springs	10	SpotOnTheLake	Atlanta - Barrow-Jackson

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	OZ-Atlanta Home Specialists	Atlanta - Decatur
2	Luxury Homes International	Nashville - Franklin	7	Level Eight	Nashville - Mt. Juliet
3	Robinson Team	Chattanooga - Downtown	8	Janice Overbeck Team	Atlanta - East Cobb
4	Alice Maxwell Real Estate, LLC	Tuscaloosa	9	Anna K Intown	Atlanta - In Town
5	Ming Sells Real Estate	Atlanta - Perimeter North	10	Susan Baldwin Real Estate Team	Huntsville

From August 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 - August

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta-West *	Amesha Mason	84	6	Atlanta - Stockbridge	Les Lane	17
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	29	7	Nashville - Music City	Christina Webb	15
3	Birmingham - Vestavia	Jennifer Toomer Hay	22	8	Birmingham - Hoover	Kathy Gipson	14
4	Atlanta - North Fulton	Loredana Ghete	18	8	Chattanooga - Downtown	Hope Brazzell	14
4	Atlanta - West Cobb	Matt Pitts	18	8	Chattanooga - East Brainerd	Jay Craig	14
				8	Savannah	John Sherrod	14

Top Market Centers - Net Agents - August

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	84	6	Clarksville	Joey Haley	5
2	Birmingham - Hoover	Kathy Gipson	10	8	Atlanta - South Fulton	Toya Davis-Stevenson	4
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	7	9	Atlanta - West Cobb	Matt Pitts	3
4	Savannah	John Sherrod	6	9	Chattanooga - East Brainerd	Jay Craig	3
4	Atlanta - Peachtree City	Stephanie Smith	6	9	Atlanta - North Gwinnett	Dara Laughlin	3
6	Atlanta - Sandy Springs	John Mark Woodard	5	9	Auburn	Becky Bootz	3

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	183	5	Atlanta - Stockbridge	Les Lane	124
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	173	7	Atlanta - Roswell	Robin Lemon	118
3	Birmingham - Vestavia	Jennifer Toomer Hay	149	8	Atlanta - West Cobb	Matt Pitts	105
4	Atlanta - Sandy Springs	John Mark Woodard	127	9	Savannah	John Sherrod	103
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	124	10	Nashville - Franklin	Jason Huck	100

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	84	6	Atlanta - Stockbridge	Les Lane	30
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	61	7	Savannah	John Sherrod	18
2	Birmingham - Vestavia	Jennifer Toomer Hay	61	7	Atlanta - North Forsyth	Tim Hopkins	18
4	Atlanta - North Fulton	Loredana Ghete	59	7	Atlanta - Barrow-Jackson	Holly Love	18
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	52	10	Southeast Alabama	Jessica Whitehead	17
				10	Atlanta - South Fulton	Toya Davis-Stevenson	17

From August KWRI Reports

* New Market Center

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – August 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	\$74,204	6	Atlanta - Cherokee	\$53,245
2	Atlanta - North Forsyth	\$72,568	7	Knoxville-West	\$40,251
3	Huntsville	\$61,279	8	Savannah	\$39,767
4	Atlanta - Roswell	\$55,894	9	Atlanta - Peachtree Road	\$37,568
5	Clarksville	\$53,880	10	Atlanta - Hall County	\$36,136

Top 10 Market Centers – August 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	\$92,865	6	Atlanta - Peachtree Road	\$51,663
2	Atlanta - North Forsyth	\$70,911	7	Atlanta - East Cobb	\$42,946
3	Atlanta - Roswell	\$57,660	8	Savannah	\$41,727
4	Atlanta - Cherokee	\$52,422	9	Atlanta - Sugarloaf	\$40,552
5	Huntsville	\$51,842	10	Knoxville-West	\$39,688

From August KWRI Reports

SOUTHEAST REGION RANKINGS



2023 Monthly/YTD Rankings As of 8/31/2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	YTD
Total Agents	1	1	1	1	1	1	1	1	1
Net Recruits	31	2	1	1	5	3	27	30	6
Closed Units	1	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	9	9	9	9	9

Categories to Be #1 - YTD

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

Total Agents: #0

Net Recruits: #80

1) Total Agents:

#1	Southeast	15,814
#2	Greater Pennsylvania	10,706
#3	Texas-South	10,560
#4	New York – Tri-State	10,280

2) Net Recruits:

#1	Colorado	49
#2	Canada	45
#3	New York – Manhattan	51
#4	MI/NO	6
#5	New York – Upstate	2
#6	Southeast	-31

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	YTD 8/23
181 Atlanta – North Fulton	#27	#250	#1	#1	#7	#8	#8	#10	#10
289 Clarksville	#19	#37	#9	#10	#11	#14	#15	#20	#25
462 Atlanta – North Forsyth	#58	#84	#51	#38	#19	#18	#22	#24	#26
532 Chattanooga – East Brainerd	#71	#36	#26	#31	#36	#46	#42	#51	#59
501 Savannah	#73	#179	#34	#45	#40	#37	#44	#59	#63
406 Atlanta – Cherokee	#70	#634	#228	#53	#71	#67	#69	#76	#68
178 Atlanta – East Cobb	#150	#212	#99	#70	#46	#53	#75	#91	#97
494 Birmingham – Vestavia	#75	#128	#168	#117	#106	#92	#102	#103	#102
367 Atlanta – Roswell	#78	#666	#645	#571	#349	#235	#148	#148	#108
252 Atlanta – Hall County	#191	#266	#188	#60	#88	#89	#114	#120	#109
344 Atlanta – South Forsyth	#241	#661	#222	#140	#76	#82	#107	#106	#113
757 Chattanooga – Downtown	#132	#51	#103	#46	#89	#104	#110	#114	#121
359 Nashville – Franklin	#136	#61	#89	#75	#102	#98	#98	#109	#127
152 Atlanta – Sugarloaf	#125	#689	#548	#237	#176	#126	#136	#126	#130
872 Columbus, GA	#129	#798	#654	#255	#273	#158	#142	#129	#136
814 Knoxville-West	#91	#213	#166	#157	#136	#183	#162	#174	#146
790 Anniston	#188	#105	#123	#97	#143	#106	#131	#152	#161
305 Atlanta – Decatur	#174	#35	#56	#105	#144	#102	#141	#146	#164
385 Huntsville	#120	#707	#544	#503	#445	#354	#326	#245	#170
173 Augusta	#401	#547	#312	#215	#179	#143	#147	#178	#179
347 Atlanta – North Gwinnett	#284	#592	#350	#195	#216	#201	#203	#211	#188
493 Nashville – Music City	#180	#525	#322	#166	#147	#173	#126	#144	#192
347 Atlanta – Peachtree Road	#79	#650	#473	#197	#192	#163	#170	#217	#193
1125 Golden Isles	#322	#336	#202	#233	#218	#188	#199	#212	#204
338 Atlanta – West Cobb	#307	#200	#193	#164	#164	#167	#177	#220	#228
213 Atlanta – Peachtree City	#176	#636	#546	#334	#406	#283	#267	#228	#234
226 Atlanta – In Town	#227	#165	#93	#137	#109	#95	#140	#153	#240
1007 Tuscaloosa	#258	#234	#132	#182	#226	#230	#242	#235	#245
530 Nashville – Murfreesboro	#319	#349	#204	#238	#228	#262	#261	#250	#271
945 Middle Georgia	#251	#554	#464	#268	#230	#284	#294	#292	#277
791 Atlanta – Barrow-Jackson	#302	#585	#536	#228	#279	#293	#277	#278	#287
1010 Maryville	#309	#270	#309	#254	#231	#234	#232	#269	#299
156 Atlanta – Sandy Springs	#432	#740	#795	#601	#462	#204	#224	#227	#304
1160 Auburn, AL	#459	#199	#156	#183	#217	#268	#295	#319	#314
555 Birmingham – Hoover	#399	#369	#451	#257	#253	#281	#312	#307	#316

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	YTD 8/23
576 Birmingham – Trussville	#359	#511	#260	#312	#294	#351	#368	#364	#337
824 Birmingham – Alabaster	#351	#224	#360	#404	#302	#333	#359	#326	#358
1135 Southeast Alabama	#282	#457	#345	#400	#416	#372	#356	#389	#364
384 Athens	#462	#237	#379	#492	#458	#419	#395	#392	#367
770 Cleveland	#334	#131	#159	#207	#295	#320	#381	#380	#373
502 Nashville – Spring Hill	#355	#614	#550	#478	#471	#442	#416	#378	#385
582 Nashville – Mt. Juliet	#471	#712	#336	#356	#320	#391	#397	#400	#392
364 Atlanta – Metro East	#541	#285	#315	#322	#378	#374	#378	#377	#398
292 Atlanta – NE	#440	#739	#650	#599	#472	#434	#467	#467	#431
322 Atlanta – Perimeter East	#389	#631	#618	#557	#449	#452	#456	#448	#438
630 Atlanta – Midtown	#441	#45	#63	#180	#399	#370	#441	#513	#445
315 Atlanta – Chatt. North	#479	#643	#581	#634	#683	#642	#579	#485	#453
855 Johnson City	#533	#247	#685	#662	#642	#634	#537	#538	#484
1158 Georgia Communities	#424	#308	#319	#382	#393	#432	#484	#496	#486
782 Madison	#470	#280	#245	#326	#424	#394	#421	#476	#501
990 Farragut/Hardin Valley	#525	#556	#469	#405	#387	#445	#510	#551	#549
836 Montgomery	#433	#305	#565	#563	#578	#604	#554	#559	#560
324 Atlanta – Stockbridge	#442	#725	#690	#648	#627	#553	#572	#567	#573
1136 Birmingham – Homewood	#540	#596	#561	#572	#504	#515	#533	#566	#574
405 Atlanta – South Fulton	#610	#640	#665	#679	#634	#624	#584	#589	#593
469 Nashville – Hendersonville	#658	#567	#573	#595	#533	#598	#553	#565	#598
347 Birmingham – Gardendale	#620	#491	#503	#451	#521	#529	#576	#594	#602
615 Atlanta – Newnan	#816	#622	#633	#636	#591	#659	#663	#675	#682
372 Atlanta – Smyrna/Vinings	#539	#718	#771	#746	#779	#752	#723	#712	#702
1176 Atlanta – West									#717
261 Atlanta – Buckhead	#817	#664	#679	#756	#744	#706	#705	#715	#732
1165 Tennessee Communities			#704	#734	#760	#772	#774	#771	#775
247 Atlanta – Perimeter North	#580	#780	#774	#801	#812	#813	#805	#799	#804

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS®

**Alex Haun
Melissa Koehler
Tonya Biter
Kayla Rose
Lynn Tortorigi
Gina Fields
Kim Milstead
Annie Kitchens McDowell
Angela Antonucci
Miriam Elzey
Chris Suss
Stephanie Clarkson
Isaacphine Osburn
Erin Putnam
Jacque Blackburn
TBD
Karessa Kireta
Jon McWhorter
Cameron Heggs
Priash Mangabhai
Susan Mortimer
Kadar McAllister
Susan Sullivan
Lisa K Wright
Elizabeth McKinley
Lisa Dye
Linda Bess Gunter
Breanna Grammer
Gail Palmer**

**Maryville
Atlanta - East Cobb
Nashville - Murfreesboro
Johnson City
Atlanta - North Fulton
Atlanta - West Cobb
Auburn
Birmingham - Hoover
Cleveland
Atlanta - North Forsyth
Atlanta - North Gwinnett
Nashville - Spring Hill
Atlanta - Smyrna/Vinings
Atlanta - Roswell
Atlanta - Hall County
Atlanta - Sandy Springs
Nashville - Music City
Birmingham - Vestavia
Atlanta - Buckhead
Atlanta - Perimeter East
Atlanta - Cherokee
Atlanta - South Fulton
Montgomery
Nashville - Franklin
Tuscaloosa
Farragut/Hardin Valley
Atlanta - Chattahoochee North
Columbus
Birmingham - Trussville**