



# 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	Paula Hinegardner	Nashville - Franklin	11	Clark Scott	Nashville - Music City
2	Valerie Gonzalez	Atlanta - In Town	12	Reid Casey	Atlanta - North Fulton
3	Bedros Bozdogan	Knoxville-West	13	Susan Lombardo	Atlanta - North Fulton
4	Lauree Morris	Savannah	14	Tom Corbo	Atlanta - In Town
5	Randall Moody	Golden Isles	15	Cyndi Contrucci	Atlanta - East Cobb
6	Ryan Assad	Atlanta - South Forsyth	16	Michelle Brown	Atlanta - Hall County
7	David Scoynes	Atlanta - Hall County	17	Michelle Johnson	Atlanta - Stockbridge
8	Lakshmi Thirunavu	Atlanta - North Fulton	18	Hannah Fleshel	Atlanta - Peachtree Road
9	Lori Greenwald	Atlanta - East Cobb	19	Jane Campbell	Nashville - Franklin
10	Melissa Phillips	Atlanta - NE	20	Amanda Knox	Nashville - Murfreesboro

## 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	Frameworkx Group	Atlanta - Perimeter North	6	Atlanta Select Properties	Atlanta - Buckhead
2	Hunt Home Team	Atlanta - Peachtree Road	7	The Lynn & Chris Team	Nashville - Spring Hill
3	SpotOnTheLake	Atlanta - Barrow-Jackson	8	Lynn Burbach Team	Huntsville
4	Dalke Home Group	Atlanta - Peachtree City	9	Esther Chong Realty Group	Atlanta - Sugarloaf
5	The Torgerson Team	Chattanooga - Downtown	10	Becky Nguyen- RED&CO	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	The Mountain Life Team	Atlanta - Cherokee	6	Massell Commercial Real Estate	Atlanta - Peachtree Road
2	Alliance Home and Land Group	Atlanta - Metro East	7	Robin Martin & Associates	Atlanta - North Fulton
3	The Cook Team	Knoxville-West	8	Level Eight	Nashville - Mt. Juliet
4	The Gray Group	Tuscaloosa	9	The North Georgia Group	Atlanta - North Forsyth
5	Heather Murphy Group	Savannah	10	Anna K Intown	Atlanta - In Town

**\*From September 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 - September

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta-West *	Amesha Mason	26	5	Atlanta - Roswell	Robin Lemon	13
2	Atlanta - North Fulton	Loredana Ghete	17	5	Atlanta - Sandy Springs	John Mark Woodard	13
3	Atlanta - Barrow-Jackson	Holly Love	15	5	Atlanta - Sugarloaf	Chad & Dominai Reeves	13
3	Chattanooga - East Brainerd	Jay Craig	15	9	Atlanta - South Forsyth	Andrea Wright	12
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	13	9	Nashville - Franklin	Jason Huck	12

## Top Market Centers - Net Agents - September

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	25	6	Atlanta - Sandy Springs	John Mark Woodard	5
2	Atlanta - Barrow-Jackson	Holly Love	10	6	Atlanta - Buckhead	Kelly Chancy	5
3	Chattanooga - East Brainerd	Jay Craig	7	8	Atlanta - South Forsyth	Andrea Wright	4
3	Augusta	Sheri Murphy	7	8	Birmingham - Hoover	Kathy Gipson	4
5	Johnson City	Brittney Ezell	6	8	Atlanta - Newnan	Julia Nelson	4

## Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	200	5	Atlanta - Stockbridge	Cherie Chennault	135
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	186	7	Atlanta - Roswell	Robin Lemon	131
3	Birmingham - Vestavia	Jennifer Toomer Hay	157	8	Atlanta - West Cobb	Matt Pitts	115
4	Atlanta - Sandy Springs	John Mark Woodard	140	9	Savannah	John Sherrod	113
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	137	10	Nashville - Franklin	Jason Huck	112

## Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	109	6	Atlanta - Barrow-Jackson	Holly Love	28
2	Birmingham - Vestavia	Jennifer Toomer Hay	62	7	Atlanta - Stockbridge	Cherie Chennault	27
3	Atlanta - North Fulton	Loredana Ghete	61	8	Atlanta - North Forsyth	Mike Moulder	18
4	Atlanta - Sugarloaf	Chad & Dominai Reeves	57	9	Savannah	John Sherrod	17
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	55	9	Chattanooga - East Brainerd	Jay Craig	17
				9	Birmingham - Hoover	Kathy Gipson	17

\*\*From September KWRI Reports\*\*

\* New Market Center

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – September 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	\$46,837	6	Chattanooga - Downtown	\$29,455
2	Atlanta - North Forsyth	\$43,368	7	Atlanta - Roswell	\$29,380
3	Atlanta - Cherokee	\$43,284	8	Southeast Alabama	\$28,459
4	Knoxville-West	\$33,334	9	Atlanta - NE	\$28,090
5	Golden Isles	\$29,794	10	Atlanta - Hall County	\$26,544

## Top 10 Market Centers – September 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	\$80,606	6	Atlanta - Peachtree Road	\$39,368
2	Atlanta - Cherokee	\$51,149	7	Atlanta - West Cobb	\$39,332
3	Atlanta - North Forsyth	\$48,710	8	Atlanta - Decatur	\$39,306
4	Atlanta - Roswell	\$44,286	9	Atlanta - Sugarloaf	\$37,399
5	Atlanta - Chattahoochee North	\$42,060	10	Atlanta - Sandy Springs	\$37,192

\*From September KWRI Reports\*

# SOUTHEAST REGION RANKINGS



## 2023 Monthly/YTD Rankings As of 9/30/2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	YTD
Total Agents	1	1	1	1	1	1	1	1	1	1
Net Recruits	31	2	1	1	5	3	27	30	18	8
Closed Units	1	1	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	9	9	9	9	9	9

### Categories to Be #1 - YTD

#### 1) Total Agents:

#1	Southeast	15,784
#2	Greater Pennsylvania	10,744
#3	Texas-South	10,582
#4	New York – Tri-State	10,234

#### 2) Net Recruits:

#1	New York – Manhattan	5
#1	Colorado	5
#3	Canada	-3
#4	MI/NO	-5
#5	New York – Upstate	-8
#8	Southeast	-61

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

**Total Agents: #0**

**Net Recruits: #66**

# 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	YTD 9/23
181 Atlanta – North Fulton	#27	#250	#1	#1	#7	#8	#8	#10	#10	#10
462 Atlanta – North Forsyth	#58	#84	#51	#38	#19	#18	#22	#24	#26	#25
289 Clarksville	#19	#37	#9	#10	#11	#14	#15	#20	#25	#30
406 Atlanta – Cherokee	#70	#634	#228	#53	#71	#67	#69	#76	#68	#61
532 Chattanooga – East Brainerd	#71	#36	#26	#31	#36	#46	#42	#51	#59	#62
501 Savannah	#73	#179	#34	#45	#40	#37	#44	#59	#63	#71
367 Atlanta – Roswell	#78	#666	#645	#571	#349	#235	#148	#148	#108	#101
252 Atlanta – Hall County	#191	#266	#188	#60	#88	#89	#114	#120	#109	#104
494 Birmingham – Vestavia	#75	#128	#168	#117	#106	#92	#102	#103	#102	#105
757 Chattanooga – Downtown	#132	#51	#103	#46	#89	#104	#110	#114	#121	#116
814 Knoxville-West	#91	#213	#166	#157	#136	#183	#162	#174	#146	#130
178 Atlanta – East Cobb	#150	#212	#99	#70	#46	#53	#75	#91	#97	#131
344 Atlanta – South Forsyth	#241	#661	#222	#140	#76	#82	#107	#106	#113	#133
872 Columbus, GA	#129	#798	#654	#255	#273	#158	#142	#129	#136	#134
152 Atlanta – Sugarloaf	#125	#689	#548	#237	#176	#126	#136	#126	#130	#138
305 Atlanta – Decatur	#174	#35	#56	#105	#144	#102	#141	#146	#164	#155
385 Huntsville	#120	#707	#544	#503	#445	#354	#326	#245	#170	#163
790 Anniston	#188	#105	#123	#97	#143	#106	#131	#152	#161	#167
359 Nashville – Franklin	#136	#61	#89	#75	#102	#98	#98	#109	#127	#171
1125 Golden Isles	#322	#336	#202	#233	#218	#188	#199	#212	#204	#183
173 Augusta	#401	#547	#312	#215	#179	#143	#147	#178	#179	#190
347 Atlanta – North Gwinnett	#284	#592	#350	#195	#216	#201	#203	#211	#188	#195
347 Atlanta – Peachtree Road	#79	#650	#473	#197	#192	#163	#170	#217	#193	#198
493 Nashville – Music City	#180	#525	#322	#166	#147	#173	#126	#144	#192	#200
213 Atlanta – Peachtree City	#176	#636	#546	#334	#406	#283	#267	#228	#234	#220
338 Atlanta – West Cobb	#307	#200	#193	#164	#164	#167	#177	#220	#228	#221
1007 Tuscaloosa	#258	#234	#132	#182	#226	#230	#242	#235	#245	#246
945 Middle Georgia	#251	#554	#464	#268	#230	#284	#294	#292	#277	#263
226 Atlanta – In Town	#227	#165	#93	#137	#109	#95	#140	#153	#240	#282
530 Nashville – Murfreesboro	#319	#349	#204	#238	#228	#262	#261	#250	#271	#285
791 Atlanta – Barrow-Jackson	#302	#585	#536	#228	#279	#293	#277	#278	#287	#297
1010 Maryville	#309	#270	#309	#254	#231	#234	#232	#269	#299	#315
156 Atlanta – Sandy Springs	#432	#740	#795	#601	#462	#204	#224	#227	#304	#318
555 Birmingham – Hoover	#399	#369	#451	#257	#253	#281	#312	#307	#316	#320
1135 Southeast Alabama	#282	#457	#345	#400	#416	#372	#356	#389	#364	#327

# 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	YTD 9/23
1160 Auburn, AL	#459	#199	#156	#183	#217	#268	#295	#319	#314	#332
576 Birmingham – Trussville	#359	#511	#260	#312	#294	#351	#368	#364	#337	#341
384 Athens	#462	#237	#379	#492	#458	#419	#395	#392	#367	#342
824 Birmingham – Alabaster	#351	#224	#360	#404	#302	#333	#359	#326	#358	#348
770 Cleveland	#334	#131	#159	#207	#295	#320	#381	#380	#373	#360
582 Nashville – Mt. Juliet	#471	#712	#336	#356	#320	#391	#397	#400	#392	#378
502 Nashville – Spring Hill	#355	#614	#550	#478	#471	#442	#416	#378	#385	#383
292 Atlanta – NE	#440	#739	#650	#599	#472	#434	#467	#467	#431	#387
315 Atlanta – Chatt. North	#479	#643	#581	#634	#683	#642	#579	#485	#453	#407
364 Atlanta – Metro East	#541	#285	#315	#322	#378	#374	#378	#377	#398	#409
630 Atlanta – Midtown	#441	#45	#63	#180	#399	#370	#441	#513	#445	#456
322 Atlanta – Perimeter East	#389	#631	#618	#557	#449	#452	#456	#448	#438	#472
855 Johnson City	#533	#247	#685	#662	#642	#634	#537	#538	#484	#475
1158 Georgia Communities	#424	#308	#319	#382	#393	#432	#484	#496	#486	#494
782 Madison	#470	#280	#245	#326	#424	#394	#421	#476	#501	#507
836 Montgomery	#433	#305	#565	#563	#578	#604	#554	#559	#560	#546
990 Farragut/Hardin Valley	#525	#556	#469	#405	#387	#445	#510	#551	#549	#550
324 Atlanta – Stockbridge	#442	#725	#690	#648	#627	#553	#572	#567	#573	#553
405 Atlanta – South Fulton	#610	#640	#665	#679	#634	#624	#584	#589	#593	#586
347 Birmingham – Gardendale	#620	#491	#503	#451	#521	#529	#576	#594	#602	#608
372 Atlanta – Smyrna/Vinings	#539	#718	#771	#746	#779	#752	#723	#712	#702	#658
1136 Birmingham – Homewood	#540	#596	#561	#572	#504	#515	#533	#566	#574	#660
469 Nashville – Hendersonville	#658	#567	#573	#595	#533	#598	#553	#565	#598	#664
1176 Atlanta – West									#717	#700
261 Atlanta – Buckhead	#817	#664	#679	#756	#744	#706	#705	#715	#732	#719
615 Atlanta – Newnan	#816	#622	#633	#636	#591	#659	#663	#675	#682	#732
1165 Tennessee Communities			#704	#734	#760	#772	#774	#771	#775	#762
247 Atlanta – Perimeter North	#580	#780	#774	#801	#812	#813	#805	#799	#804	#805

**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kw** SOUTHEAST  
REGION  
KELLERWILLIAMS®

**Lisa Dye  
Melissa Koehler  
Lynn Tortorigi  
Tonya Biter  
Chandra Woods  
Lisa Dye  
Miranda Strickland  
Isaacphine Osburn  
Miriam Elzey  
Jacque Blackburn  
Elizabeth McKinley  
Kayla Rose  
Stephanie Clarkson  
Susan Sullivan  
Gina Fields  
Nikki Alexander  
Lisa King  
Erin Putnam  
Susan Mortimer  
Patricia DelPrete  
Angela Antonucci  
Annie Kitchens McDowell  
Lisa K Wright  
Corey McDermott  
Kim Milstead  
Annie Heater  
Cameron Heggs  
Karessa Kireta  
Alexander Haun  
Breanna Grammer**

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