

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	Dan Bangs	Atlanta - Perimeter North	11	Jennifer Rose	Huntsville
2	Janis J. Martin	Nashville - Franklin	12	Holli Clem	Atlanta - South Forsyth
3	Ryan Assad	Atlanta - South Forsyth	13	Elianna Samuels	Atlanta - Perimeter North
4	Chris Canary	Nashville - Murfreesboro	14	Jordan Hawkins	Atlanta - North Fulton
5	Michael Bunch	Atlanta - Sandy Springs	15	Michelle Corley	Knoxville-West
6	Holly McDonald	Madison	16	Kathryn Pizzato	Huntsville
7	Stacy Booth	Atlanta - Sandy Springs	17	Joanne Lunt	Atlanta - East Cobb
8	Lucas Haun	Knoxville-West	18	Tammy Garber	Knoxville-West
9	Teri Ehrlich	Atlanta - Chattahoochee North	19	Jenny Adcox	Nashville - Spring Hill
10	Reid Casey	Atlanta - North Fulton	20	Scott Hamilton	Atlanta - South Forsyth

Teams Topping The Charts GCI*

Rank	Team	Market Center	Rank	Team	Market Center
1	Hunt Home Team	Atlanta - Peachtree Road	6	The Fuqua Team	Chattanooga - East Brainerd
2	Havens Thompson Group	Clarksville	7	Lynn Burbach Team	Huntsville
3	Jimmy Baron and Associates	Atlanta - Sandy Springs	8	Joe Sells GA	Atlanta - North Forsyth
4	Place 221 - The Glennie Group	Atlanta - Peachtree City	9	McEachern Real Estate Group	Atlanta - Chattahoochee North
5	Cound Realty	Birmingham - Vestavia	10	Cynthia Pierce Team	Atlanta - Perimeter North

Groups Topping The Charts GCI*

Rank	Group	Market Center	Rank	Group	Market Center
1	The Gray Group	Tuscaloosa	6	EmpowerHome Team Atlanta LLC	Atlanta - Sandy Springs
2	Level Eight	Nashville - Mt. Juliet	7	Robin Martin & Associates	Atlanta - North Fulton
3	Robinson Team	Chattanooga - Downtown	8	Anna K Intown	Atlanta - In Town
4	The Mountain Life Team	Atlanta - Cherokee	9	Livian Kelly+Co	Atlanta - East Cobb
5	Alliance Home and Land Group	Atlanta - Metro East	10	The Rhonda Smith Team	Atlanta - Metro East

From October 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 - October

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	20	6	Atlanta - Stockbridge	Cherie Chennault	15
2	Atlanta-West *	Amesha Mason	18	7	Atlanta - Cherokee	Brandy Black	14
3	Atlanta - Chattahoochee North	Dena Furlow	17	8	Atlanta - Peachtree City	Stephanie Smith	13
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	17	8	Atlanta - Roswell	Robin Lemon	13
5	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	16				

Top Market Centers - Net Agents - October

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	16	7	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	5
2	Atlanta - North Fulton	Loredana Ghete	13	7	Atlanta - South Forsyth	Andrea Wright	5
3	Nashville - Murfreesboro	Mike French	8	7	Atlanta - Buckhead	Kelly Chancy	5
3	Madison	Lisa Gregory	8	10	Atlanta - Chattahoochee North	Dena Furlow	4
5	Augusta	Sheri Murphy	7	10	Atlanta - Peachtree City	Stephanie Smith	4
6	Atlanta - North Forsyth	Mike Moulder	6	10	Johnson City	Brittney Ezell	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	220	6	Atlanta - Stockbridge	Cherie Chennault	150
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	203	7	Atlanta - Roswell	Robin Lemon	144
3	Birmingham - Vestavia	Jennifer Toomer Hay	165	8	Atlanta-West *	Amesha Mason	128
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	153	9	Atlanta - West Cobb	Matt Pitts	127
5	Atlanta - Sandy Springs	Michael Cheever	152	10	Savannah	John Sherrod	125

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	125	6	Atlanta - Barrow-Jackson	Holly Love	31
2	Atlanta - North Fulton	Loredana Ghete	74	7	Atlanta - North Forsyth	Mike Moulder	24
3	Birmingham - Vestavia	Jennifer Toomer Hay	62	8	Atlanta - Stockbridge	Cherie Chennault	23
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	60	9	Nashville - Murfreesboro	Mike French	22
5	Atlanta - Sugarloaf	Chad & Dominai Reeves	55	10	Johnson City	Brittney Ezell	20

From October KWRI Reports

* New Market Center

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – October 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 - Sugarloaf	\$62,399	6	Savannah	\$32,049
2	Atlanta - Roswell	\$54,688	7	Chattanooga - Downtown	\$31,799
3	Clarksville	\$54,018	8	Chattanooga - East Brainerd	\$31,020
4	Atlanta - North Fulton	\$44,177	9	Atlanta - North Forsyth	\$28,451
5	Tuscaloosa	\$34,438	10	Atlanta - Cherokee	\$26,892

Top 10 Market Centers – October 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	\$83,015	6	Atlanta - Decatur	\$40,362
2	Atlanta - Sugarloaf	\$74,804	7	Atlanta - Cherokee	\$38,848
3	Atlanta - Roswell	\$62,783	8	Atlanta - Sandy Springs	\$38,274
4	Atlanta - West Cobb	\$46,132	9	Clarksville	\$37,153
5	Atlanta - North Forsyth	\$42,774	10	Savannah	\$33,193

From October KWRI Reports

SOUTHEAST REGION RANKINGS



2023 Monthly/YTD Rankings As of 10/31/2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	YTD
Total Agents	1	1	1	1	1	1	1	1	1	1	1
Net Recruits	31	2	1	1	5	3	27	30	18	1	4
Closed Units	1	1	1	1	1	1	1	1	1	1	1
Closed Vol.	1	1	1	1	1	1	1	1	1	1	1
Written Units	1	1	1	1	1	1	1	1	1	1	1
Written Vol.	1	1	1	1	1	1	1	1	1	1	1
Listing Units	1	1	1	1	1	1	1	1	1	1	1
Listing Vol.	1	1	1	1	1	1	1	1	1	1	1
Owner Profit	1	1	1	1	1	1	1	1	1	1	1
Profit Share	1	1	1	1	1	1	1	1	1	1	1
# Categories SE is #1	9	9	10	10	9	9	9	9	9	10	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,802
#2	Greater Pennsylvania	10,736
#3	Texas-South	10,543
#4	New York – Tri-State	10,194

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

Total Agents: #0

2) Net Recruits:

#1	New York – Manhattan	7
#2	New York – Upstate	-17
#3	MI/NO	-38
#4	Southeast	-43

Net Recruits: #50

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 2/23	YTD 3/23	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23
181 Atlanta – North Fulton	#27	#1	#1	#7	#8	#8	#10	#10	#10	#11
462 Atlanta – North Forsyth	#58	#51	#38	#19	#18	#22	#24	#26	#25	#27
289 Clarksville	#19	#9	#10	#11	#14	#15	#20	#25	#30	#28
406 Atlanta – Cherokee	#70	#228	#53	#71	#67	#69	#76	#68	#61	#58
532 Chattanooga – East Brainerd	#71	#26	#31	#36	#46	#42	#51	#59	#62	#59
501 Savannah	#73	#34	#45	#40	#37	#44	#59	#63	#71	#66
367 Atlanta – Roswell	#78	#645	#571	#349	#235	#148	#148	#108	#101	#84
152 Atlanta – Sugarloaf	#125	#548	#237	#176	#126	#136	#126	#130	#138	#97
494 Birmingham – Vestavia	#75	#168	#117	#106	#92	#102	#103	#102	#105	#104
757 Chattanooga – Downtown	#132	#103	#46	#89	#104	#110	#114	#121	#116	#105
252 Atlanta – Hall County	#191	#188	#60	#88	#89	#114	#120	#109	#104	#108
814 Knoxville-West	#91	#166	#157	#136	#183	#162	#174	#146	#130	#132
344 Atlanta – South Forsyth	#241	#222	#140	#76	#82	#107	#106	#113	#133	#146
305 Atlanta – Decatur	#174	#56	#105	#144	#102	#141	#146	#164	#155	#147
790 Anniston	#188	#123	#97	#143	#106	#131	#152	#161	#167	#152
872 Columbus, GA	#129	#654	#255	#273	#158	#142	#129	#136	#134	#163
359 Nashville – Franklin	#136	#89	#75	#102	#98	#98	#109	#127	#171	#167
178 Atlanta – East Cobb	#150	#99	#70	#46	#53	#75	#91	#97	#131	#180
1125 Golden Isles	#322	#202	#233	#218	#188	#199	#212	#204	#183	#192
385 Huntsville	#120	#544	#503	#445	#354	#326	#245	#170	#163	#202
1176 Atlanta – West									#700	#203
493 Nashville – Music City	#180	#322	#166	#147	#173	#126	#144	#192	#200	#207
173 Augusta	#401	#312	#215	#179	#143	#147	#178	#179	#190	#209
1007 Tuscaloosa	#258	#132	#182	#226	#230	#242	#235	#245	#246	#212
347 Atlanta – North Gwinnett	#284	#350	#195	#216	#201	#203	#211	#188	#195	#227
347 Atlanta – Peachtree Road	#79	#473	#197	#192	#163	#170	#217	#193	#198	#232
213 Atlanta – Peachtree City	#176	#546	#334	#406	#283	#267	#228	#234	#220	#244
945 Middle Georgia	#251	#464	#268	#230	#284	#294	#292	#277	#263	#269
156 Atlanta – Sandy Springs	#432	#795	#601	#462	#204	#224	#227	#304	#318	#302
1010 Maryville	#309	#309	#254	#231	#234	#232	#269	#299	#315	#303
530 Nashville – Murfreesboro	#319	#204	#238	#228	#262	#261	#250	#271	#285	#305
791 Atlanta – Barrow-Jackson	#302	#536	#228	#279	#293	#277	#278	#287	#297	#311
1135 Southeast Alabama	#282	#345	#400	#416	#372	#356	#389	#364	#327	#312
384 Athens	#462	#379	#492	#458	#419	#395	#392	#367	#342	#323
555 Birmingham – Hoover	#399	#451	#257	#253	#281	#312	#307	#316	#320	#325

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 2/23	YTD 3/23	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23
226 Atlanta – In Town	#227	#93	#137	#109	#95	#140	#153	#240	#282	#335
824 Birmingham – Alabaster	#351	#360	#404	#302	#333	#359	#326	#358	#348	#337
1160 Auburn, AL	#459	#156	#183	#217	#268	#295	#319	#314	#332	#341
770 Cleveland	#334	#159	#207	#295	#320	#381	#380	#373	#360	#349
576 Birmingham – Trussville	#359	#260	#312	#294	#351	#368	#364	#337	#341	#365
582 Nashville – Mt. Juliet	#471	#336	#356	#320	#391	#397	#400	#392	#378	#380
502 Nashville – Spring Hill	#355	#550	#478	#471	#442	#416	#378	#385	#383	#389
292 Atlanta – NE	#440	#650	#599	#472	#434	#467	#467	#431	#387	#394
315 Atlanta – Chatt. North	#479	#581	#634	#683	#642	#579	#485	#453	#407	#403
364 Atlanta – Metro East	#541	#315	#322	#378	#374	#378	#377	#398	#409	#434
855 Johnson City	#533	#685	#662	#642	#634	#537	#538	#484	#475	#445
630 Atlanta – Midtown	#441	#63	#180	#399	#370	#441	#513	#445	#456	#446
322 Atlanta – Perimeter East	#389	#618	#557	#449	#452	#456	#448	#438	#472	#473
1158 Georgia Communities	#424	#319	#382	#393	#432	#484	#496	#486	#494	#497
782 Madison	#470	#245	#326	#424	#394	#421	#476	#501	#507	#507
836 Montgomery	#433	#565	#563	#578	#604	#554	#559	#560	#546	#526
324 Atlanta – Stockbridge	#442	#690	#648	#627	#553	#572	#567	#573	#553	#550
990 Farragut/Hardin Valley	#525	#469	#405	#387	#445	#510	#551	#549	#550	#554
347 Birmingham – Gardendale	#620	#503	#451	#521	#529	#576	#594	#602	#608	#637
405 Atlanta – South Fulton	#610	#665	#679	#634	#624	#584	#589	#593	#586	#644
372 Atlanta – Smyrna/Vinings	#539	#771	#746	#779	#752	#723	#712	#702	#658	#653
469 Nashville – Hendersonville	#658	#573	#595	#533	#598	#553	#565	#598	#664	#671
338 Atlanta – West Cobb	#307	#193	#164	#164	#167	#177	#220	#228	#221	#677
1136 Birmingham – Homewood	#540	#561	#572	#504	#515	#533	#566	#574	#660	#688
261 Atlanta – Buckhead	#817	#679	#756	#744	#706	#705	#715	#732	#719	#694
615 Atlanta – Newnan	#816	#633	#636	#591	#659	#663	#675	#682	#732	#747
1165 Tennessee Communities		#704	#734	#760	#772	#774	#771	#775	#762	#757
247 Atlanta – Perimeter North	#580	#774	#801	#812	#813	#805	#799	#804	#805	#802

CONGRATULATIONS

DAY 1 TRANSMITTERS

kw SOUTHEAST
REGION
KELLERWILLIAMS®

**Melissa Koehler
Tonya Biter
Lynn Tortorigi
Miranda Strickland
Miriam Elzey
Elizabeth McKinley
Lisa King
Gina Fields
Isaacphine Osburn
Stephanie Clarkson
Kim Milstead
Chandra Woods
Kayla Rose
Priash Mangabhai
Lisa Dye
Annie Kitchens McDowell
Susan Sullivan
McKenzie Bailey
Patty DelPrete
Lisa Wright
Jacque Blackburn
Karessa Kireta**

**Atlanta - East Cobb
Nashville - Murfreesboro
Atlanta - North Fulton
Southeast Alabama
Atlanta - North Forsyth
Tuscaloosa
Anniston
Atlanta - West Cobb
Atlanta - Smyrna/Vinings
Nashville - Spring Hill
Auburn
Madison
Johnson City
Atlanta - Perimeter East
Farragut/Hardin Valley
Birmingham - Hoover
Montgomery
Atlanta - West
Atlanta - Perimeter North
Nashville - Franklin
Atlanta - Hall County
Nashville - Music City**