

**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	Jenna Carter	Johnson City	11	Reid Casey	Atlanta - North Fulton
2	Bedros Bozdogan	Knoxville-West	12	Jane Campbell	Nashville - Franklin
3	Jordan Hawkins	Atlanta - North Fulton	13	Cindy Howell	Atlanta - Barrow-Jackson
4	Jay Klos	Nashville - Franklin	14	Lori McCormick	Golden Isles
5	Sissy Williams	Atlanta - Roswell	15	Amber McGehee	Anniston
6	Lucas Haun	Knoxville-West	16	Devyn LeBlanc	Atlanta - North Gwinnett
7	Jeffrey Milam	Georgia Communities	17	Cindy Martins	Georgia Communities
8	Lisa Raines	Columbus, GA	18	Ryan Assad	Atlanta - South Forsyth
9	Sherry Bowman	Clarksville	19	Tasha Cirincione	Atlanta - Hall County
10	Amanda Saunders	Atlanta - North Fulton	20	Sharon Benjamin	Atlanta - South Fulton

## 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	Etan Levine & Associates	Atlanta - Peachtree Road	6	I Heart Atlanta	Atlanta - West Cobb
2	Jackson Bass Homes	Atlanta - Buckhead	7	The Rob Smith Team	Atlanta - In Town
3	The Mike Hagen Team	Atlanta - Metro East	8	Elizabeth Moyer Homes and Design	Chattanooga - Downtown
4	Derek Maples Team	Knoxville-West	9	Chris & Alex ATL Home Team	Atlanta - Decatur
5	ConnectHome	Nashville - Franklin	10	Georgia Rose Real Estate Group Inc	Atlanta - North Gwinnett

## 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	Helton Real Estate Group	Nashville - Music City
2	Henon Team	Chattanooga - Downtown	7	Level Eight	Nashville - Mt. Juliet
3	Robinson Team	Chattanooga - Downtown	8	The North Georgia Group	Atlanta - North Forsyth
4	The Curtin Team	Atlanta - Roswell	9	Anna K Intown	Atlanta - In Town
5	The Gillig Group	Nashville - Spring Hill	10	Janice Overbeck Team	Atlanta - East Cobb

**\*From November 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 - November

<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	26	5	Atlanta - West Cobb	Matt Pitts	13
2	Atlanta - Roswell	Robin Lemon	21	7	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	12
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	16	7	Atlanta-West *	Amesha Mason	12
4	Nashville - Mt. Juliet	Roger Sargent	15	7	Nashville - Franklin	Jason Huck	12
5	Atlanta - South Forsyth	Andrea Wright	13	7	Savannah	John Sherrod	12

## Top Market Centers - Net Agents - November

<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	Atlanta - North Fulton	Loredana Ghete	15	5	Atlanta - Perimeter East	Terrell Patton	6
2	Nashville - Mt. Juliet	Roger Sargent	10	5	Atlanta - Metro East	Shannon Williams	6
2	Atlanta-West *	Amesha Mason	10	8	Chattanooga - Downtown	Hope Brazzell	5
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	8	8	Atlanta - Buckhead	Kelly Chancy	5
5	Nashville - Franklin	Jason Huck	6	10	Atlanta - Cherokee	Brandy Black	4
				10	Clarksville	Joey Haley	4

## 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	246	6	Atlanta - Sandy Springs	Michael Cheever	161
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	219	7	Atlanta - Stockbridge	Cherie Chennault	159
3	Birmingham - Vestavia	Jennifer Toomer Hay	173	8	Atlanta-West *	Amesha Mason	140
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	165	8	Atlanta - West Cobb	Matt Pitts	140
4	Atlanta - Roswell	Robin Lemon	165	10	Savannah	John Sherrod	137

## 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	Atlanta-West *	Amesha Mason	135	6	Atlanta - North Forsyth	Mike Moulder	27
2	Atlanta - North Fulton	Loredana Ghete	89	7	Nashville - Mt. Juliet	Roger Sargent	25
3	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	68	8	Atlanta - Barrow-Jackson	Holly Love	22
4	Birmingham - Vestavia	Jennifer Toomer Hay	62	8	Nashville - Murfreesboro	Mike French	22
5	Atlanta - Sugarloaf	Chad & Dominai Reeves	57	10	Chattanooga - Downtown	Hope Brazzell	21

\*\*From November KWRI Reports\*\*

\* New Market Center

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – November 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	Clarksville	\$46,987	6	Birmingham - Alabaster	\$25,160
2	Chattanooga - East Brainerd	\$30,791	7	Atlanta - North Forsyth	\$24,293
3	Atlanta - North Fulton	\$27,775	8	Johnson City	\$20,795
4	Birmingham - Vestavia	\$27,113	9	Atlanta - Sugarloaf	\$18,787
5	Anniston	\$26,750	10	Knoxville-West	\$16,476

## Top 10 Market Centers – November 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	\$72,308	6	Clarksville	\$32,897
2	Atlanta - Sugarloaf	\$46,273	7	Atlanta - Roswell	\$30,055
3	Atlanta - North Forsyth	\$40,452	8	Chattanooga - East Brainerd	\$27,701
4	Atlanta - Peachtree Road	\$39,458	9	Atlanta - Decatur	\$27,470
5	Atlanta - East Cobb	\$36,125	10	Atlanta - South Forsyth	\$25,002

\*From November KWRI Reports\*



# SOUTHEAST REGION RANKINGS



## 2023 Monthly/YTD Rankings As of 11/30/2023

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

### Categories to Be #1 - YTD

#### 1) Total Agents:

#1	Southeast	15,706
#2	Greater Pennsylvania	10,696
#3	Texas-South	10,482
#4	New York – Tri-State	10,147

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

**Total Agents: #0**

#### 2) Net Recruits:

#1	New York – Manhattan	13
#2	New York – Upstate	-49
#3	MI/NO	-63
#10	Southeast	-139

**Net Recruits: #152**

# SOUTHEAST REGION

## RANKINGS

### Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 3/23	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23	YTD 11/23
181 Atlanta – North Fulton	#27	#1	#7	#8	#8	#10	#10	#10	#11	#12
289 Clarksville	#19	#10	#11	#14	#15	#20	#25	#30	#28	#26
462 Atlanta – North Forsyth	#58	#38	#19	#18	#22	#24	#26	#25	#27	#30
532 Chattanooga – East Brainerd	#71	#31	#36	#46	#42	#51	#59	#62	#59	#56
406 Atlanta – Cherokee	#70	#53	#71	#67	#69	#76	#68	#61	#58	#67
501 Savannah	#73	#45	#40	#37	#44	#59	#63	#71	#66	#76
367 Atlanta – Roswell	#78	#571	#349	#235	#148	#148	#108	#101	#84	#89
152 Atlanta – Sugarloaf	#125	#237	#176	#126	#136	#126	#130	#138	#97	#97
494 Birmingham – Vestavia	#75	#117	#106	#92	#102	#103	#102	#105	#104	#101
757 Chattanooga – Downtown	#132	#46	#89	#104	#110	#114	#121	#116	#105	#111
252 Atlanta – Hall County	#191	#60	#88	#89	#114	#120	#109	#104	#108	#116
814 Knoxville-West	#91	#157	#136	#183	#162	#174	#146	#130	#132	#130
790 Anniston	#188	#97	#143	#106	#131	#152	#161	#167	#152	#141
344 Atlanta – South Forsyth	#241	#140	#76	#82	#107	#106	#113	#133	#146	#146
305 Atlanta – Decatur	#174	#105	#144	#102	#141	#146	#164	#155	#147	#154
359 Nashville – Franklin	#136	#75	#102	#98	#98	#109	#127	#171	#167	#173
178 Atlanta – East Cobb	#150	#70	#46	#53	#75	#91	#97	#131	#180	#182
1125 Golden Isles	#322	#233	#218	#188	#199	#212	#204	#183	#192	#191
872 Columbus, GA	#129	#255	#273	#158	#142	#129	#136	#134	#163	#193
493 Nashville – Music City	#180	#166	#147	#173	#126	#144	#192	#200	#207	#203
1007 Tuscaloosa	#258	#182	#226	#230	#242	#235	#245	#246	#212	#218
385 Huntsville	#120	#503	#445	#354	#326	#245	#170	#163	#202	#221
347 Atlanta – North Gwinnett	#284	#195	#216	#201	#203	#211	#188	#195	#227	#223
173 Augusta	#401	#215	#179	#143	#147	#178	#179	#190	#209	#230
338 Atlanta – West Cobb	#307	#164	#164	#167	#177	#220	#228	#221	#203	#236
213 Atlanta – Peachtree City	#176	#334	#406	#283	#267	#228	#234	#220	#244	#246
271 Atlanta – Peachtree Road	#79	#197	#192	#163	#170	#217	#193	#198	#232	#248
945 Middle Georgia	#251	#268	#230	#284	#294	#292	#277	#263	#269	#260
1135 Southeast Alabama	#282	#400	#416	#372	#356	#389	#364	#327	#312	#301
824 Birmingham – Alabaster	#351	#404	#302	#333	#359	#326	#359	#348	#337	#303
1010 Maryville	#309	#254	#231	#234	#232	#269	#299	#315	#303	#304
555 Birmingham – Hoover	#399	#257	#253	#281	#312	#307	#316	#320	#325	#315
791 Atlanta – Barrow-Jackson	#302	#228	#279	#293	#277	#278	#287	#297	#311	#323
1160 Auburn, AL	#459	#183	#217	#268	#295	#319	#314	#332	#341	#347
384 Athens	#462	#492	#458	#419	#395	#392	#367	#342	#323	#354



# SOUTHEAST REGION

## RANKINGS

### Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 3/23	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23	YTD 11/23
770 Cleveland	#334	#207	#295	#320	#381	#380	#373	#360	#349	#361
530 Nashville – Murfreesboro	#319	#238	#228	#262	#261	#250	#271	#285	#305	#362
576 Birmingham – Trussville	#359	#312	#294	#351	#368	#364	#337	#341	#365	#371
226 Atlanta – In Town	#227	#137	#109	#95	#140	#153	#240	#282	#335	#381
502 Nashville – Spring Hill	#355	#478	#471	#442	#416	#378	#385	#383	#389	#393
582 Nashville – Mt. Juliet	#471	#356	#320	#391	#397	#400	#392	#378	#380	#396
855 Johnson City	#533	#662	#642	#634	#537	#538	#484	#475	#445	#411
156 Atlanta – Sandy Springs	#432	#601	#462	#204	#224	#227	#304	#318	#302	#417
292 Atlanta – NE	#440	#599	#472	#434	#467	#467	#431	#387	#394	#435
364 Atlanta – Metro East	#541	#322	#378	#374	#378	#377	#398	#409	#434	#459
322 Atlanta – Perimeter East	#389	#557	#449	#452	#456	#448	#438	#472	#473	#490
315 Atlanta – Chatt. North	#479	#634	#683	#642	#579	#485	#453	#407	#403	#491
1158 Georgia Communities	#424	#382	#393	#432	#484	#496	#486	#494	#497	#494
782 Madison	#470	#326	#424	#394	#421	#476	#501	#507	#507	#495
836 Montgomery	#433	#563	#578	#604	#554	#559	#560	#546	#526	#505
630 Atlanta – Midtown	#441	#180	#399	#370	#441	#513	#445	#456	#446	#516
990 Farragut/Hardin Valley	#525	#405	#387	#445	#510	#551	#549	#550	#554	#566
347 Birmingham – Gardendale	#620	#451	#521	#529	#576	#594	#602	#608	#637	#625
324 Atlanta – Stockbridge	#442	#648	#627	#553	#572	#567	#573	#553	#550	#626
405 Atlanta – South Fulton	#610	#679	#634	#624	#584	#589	#593	#586	#644	#641
1176 Atlanta – West								#700	#677	#654
469 Nashville – Hendersonville	#658	#595	#533	#598	#553	#565	#598	#664	#671	#666
372 Atlanta – Smyrna/Vinings	#539	#746	#779	#752	#723	#712	#702	#658	#653	#677
1136 Birmingham – Homewood	#540	#572	#504	#515	#533	#566	#574	#660	#688	#684
261 Atlanta – Buckhead	#817	#756	#744	#706	#705	#715	#732	#719	#694	#715
1165 Tennessee Communities		#734	#760	#772	#774	#771	#775	#762	#757	#740
615 Atlanta – Newnan	#816	#636	#591	#659	#663	#675	#682	#732	#747	#743
247 Atlanta – Perimeter North	#580	#801	#812	#813	#805	#799	#804	#805	#803	#799

**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kw** SOUTHEAST  
REGION  
KELLERWILLIAMS®

**Melissa Koehler**

**Lynn Tortorigi**

**Tonya Biter**

**Gina Fields**

**Liz McKinley**

**Miranda Strickland**

**Nikki Alexander**

**Jacque Blackburn**

**Miriam Elzey**

**Stephanie Clarkson**

**Kim Milstead**

**Kayla Rose**

**Lisa King**

**Patty DelPrete**

**Susan Sullivan**

**Megan Buyer**

**Isaacphine Osburn**

**Susan Mortimer**

**Lisa Wright**

**Erin Putnam**

**Karessa Kireta**

**Atlanta - East Cobb**

**Atlanta - North Fulton**

**Nashville - Murfreesboro**

**Atlanta - West Cobb**

**Tuscaloosa**

**Southeast Alabama**

**Birmingham - Alabaster**

**Atlanta - Hall County**

**Atlanta - North Forsyth**

**Nashville - Spring Hill**

**Auburn**

**Johnson City**

**Anniston**

**Atlanta - Perimeter North**

**Montgomery**

**Chattanooga - Downtown**

**Atlanta - Smyrna/Vinings**

**Atlanta - Cherokee**

**Nashville - Franklin**

**Atlanta - Roswell**

**Nashville - Music City**