



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	Blake Pierce	Cleveland	11	Aarti Patel	Chattanooga - East Brainerd
2	Holli Clem	Atlanta - South Forsyth	12	Ali Andani	Atlanta - Buckhead
3	Cynthia Baer	Atlanta - Decatur	13	Rachel Davenport	Atlanta - Cherokee
4	Sarah Maslowski	Atlanta - North Gwinnett	14	Linda Jacobs	Atlanta - North Fulton
5	Dan Bangs	Atlanta - Perimeter North	15	J B Bader	Atlanta - North Forsyth
6	Josh Murray	Atlanta - Peachtree Road	16	Nancy Keenan	Atlanta - Peachtree Road
7	Gabriel Ryan Lowry	Knoxville-West	17	Jeff Reynolds	Atlanta - Smyrna/Vinings
8	Teri Ehrlich	Atlanta - Chattahoochee North	18	Justin Peacock	Atlanta - Metro East
9	Kathy Daniel	Atlanta - Metro East	19	Raquel Davis	Atlanta - Buckhead
10	Susan Lombardo	Atlanta - North Fulton	20	Tary Drouault	Atlanta - Sugarloaf

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	Maximus Management (Rocky Kaufmann)	Atlanta - Sandy Springs	6	Armstrong Real Estate	Nashville - Hendersonville
2	Jane McCracken Team	Nashville - Music City	7	K S A Team	Atlanta - Chattahoochee North
3	I Heart Atlanta	Atlanta - West Cobb	8	Henson Team	Nashville - Spring Hill
4	Esther Chong Realty Group	Atlanta - Sugarloaf	9	The McCarty Group	Atlanta - Perimeter North
5	BURKE REALTY	Atlanta - Hall County	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	Robinson Team	Chattanooga - Downtown	6	Kellerhals Team	Chattanooga - Downtown
2	Helton Real Estate Group	Nashville - Music City	7	Ming Sells Real Estate	Atlanta - Perimeter North
3	S and N Team	Atlanta - North Fulton	8	Janice Overbeck Team	Atlanta - East Cobb
4	The Gray Group	Tuscaloosa	9	The Curtin Team	Atlanta - Roswell
5	Anna K Intown	Atlanta - In Town	10	Level Eight	Nashville - Mt. Juliet

From December KWRI Reports

In an effort to recognize individual teams and groups we are using KWRI reports which reflect GCI.

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Top Market Centers - Gross Agents - December

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	28	6	Chattanooga - Downtown	Hope Brazzell	10
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	26	6	Savannah	John Sherrod	10
3	Atlanta-West *	Amesha Mason	22	9	Atlanta - Chattahoochee North	Dena Furlow	9
4	Chattanooga - East Brainerd	Jay Craig	13	9	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	9
5	Nashville - Franklin	Jason Huck	11	9	Atlanta - Roswell	Robin Lemon	9
6	Atlanta - East Cobb	Jim Alexander	10	9	Nashville - Music City	Christina Webb	9

Top Market Centers - Net Agents - December

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - North Fulton	Loredana Ghete	23	7	Savannah	John Sherrod	2
2	Atlanta-West *	Amesha Mason	16	7	Atlanta - Newnan	Julia Nelson	2
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	10	7	Atlanta - North Gwinnett	Dara Laughlin	2
4	Columbus, GA	Rick Carpenter	5	7	Huntsville	Heather Jones	2
5	Atlanta - South Fulton	Toya Davis-Stevenson	3	7	Farragut/Hardin Valley	Bo Mayberry	2
5	Golden Isles	Kim Crews	3	7	Southeast Alabama	Jessica Whitehead	2

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Loredana Ghete	274	6	Atlanta - Sandy Springs	Michael Cheever	166
2	Atlanta - Sugarloaf	Chad & Dominai Reeves	245	7	Atlanta - Stockbridge	Cherie Chennault	165
3	Birmingham - Vestavia	Jennifer Toomer Hay	180	8	Atlanta-West *	Amesha Mason	162
4	Atlanta - Roswell	Robin Lemon	174	9	Savannah	John Sherrod	147
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	174	9	Atlanta - West Cobb	Matt Pitts	147

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West *	Amesha Mason	151	6	Atlanta - North Forsyth	Mike Moulder	26
2	Atlanta - North Fulton	Loredana Ghete	112	7	Nashville - Mt. Juliet	Roger Sargent	24
3	Atlanta - Sugarloaf	Chad & Dominai Reeves	67	8	Savannah	John Sherrod	22
4	Atlanta - Peachtree Road	Dori Hicks & Ahndea May	52	9	Johnson City	Brittney Ezell	19
5	Birmingham - Vestavia	Jennifer Toomer Hay	50	10	Atlanta - Barrow-Jackson	Holly Love	18

From December KWRI Reports

* New Market Center

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – December 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	\$63,956	6	Auburn	\$25,030
2	Atlanta - North Forsyth	\$43,256	7	Cleveland	\$21,849
3	Savannah	\$35,158	8	Johnson City	\$21,715
4	Clarksville	\$27,080	9	Chattanooga - East Brainerd	\$20,785
5	Chattanooga - Downtown	\$25,322	10	Atlanta - East Cobb	\$20,636

Top 10 Market Centers – December 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	\$126,946	6	Columbus, GA	\$40,291
2	Atlanta - North Forsyth	\$56,194	7	Atlanta - Roswell	\$36,293
3	Atlanta - East Cobb	\$54,820	8	Atlanta - West Cobb	\$35,267
4	Atlanta - Sugarloaf	\$45,015	9	Atlanta - Hall County	\$34,628
5	Atlanta - In Town	\$44,717	10	Atlanta - Cherokee	\$34,083

From December KWRI Reports

SOUTHEAST REGION RANKINGS



2023 Monthly/YTD Rankings As of 12/31/2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD
Total Agents	1	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	32	23
Closed Units	1	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	1
Written Units	1	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	1
Listing Units	1	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	1
Owner Profit	1	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	1
# Categories SE is #1	9	9	10	10	9	9	9	9	9	10	9	9	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,404
#2	Greater Pennsylvania	10,457
#3	Texas-South	10,310
#4	New York – Tri-State	9,986

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

Total Agents: #0

2) Net Recruits:

#1	New York – Manhattan	13
#2	California – Inland Empire	-70
#3	MI/NO	-118
#4	Utah	-125
#23	Southeast	-441

Net Recruits: #453

SOUTHEAST REGION

RANKINGS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23	YTD 11/23	YTD 12/23
181 Atlanta – North Fulton	#27	#7	#8	#8	#10	#10	#10	#11	#12	#12
289 Clarksville	#19	#11	#14	#15	#20	#25	#30	#28	#26	#27
462 Atlanta – North Forsyth	#58	#19	#18	#22	#24	#26	#25	#27	#30	#29
532 Chattanooga – East Brainerd	#71	#36	#46	#42	#51	#59	#62	#59	#56	#57
501 Savannah	#73	#40	#37	#44	#59	#63	#71	#66	#76	#66
406 Atlanta – Cherokee	#70	#71	#67	#69	#76	#68	#61	#58	#67	#78
367 Atlanta – Roswell	#78	#349	#235	#148	#148	#108	#101	#84	#89	#93
152 Atlanta – Sugarloaf	#125	#176	#126	#136	#126	#130	#138	#97	#97	#97
494 Birmingham – Vestavia	#75	#106	#92	#102	#103	#102	#105	#104	#101	#98
757 Chattanooga – Downtown	#132	#89	#104	#110	#114	#121	#116	#105	#111	#107
252 Atlanta – Hall County	#191	#88	#89	#114	#120	#109	#104	#108	#116	#121
814 Knoxville-West	#91	#136	#183	#162	#174	#146	#130	#132	#130	#133
790 Anniston	#188	#143	#106	#131	#152	#161	#167	#152	#141	#138
344 Atlanta – South Forsyth	#241	#76	#82	#107	#106	#113	#133	#146	#146	#159
178 Atlanta – East Cobb	#150	#46	#53	#75	#91	#97	#131	#180	#182	#170
359 Nashville – Franklin	#136	#102	#98	#98	#109	#127	#171	#167	#173	#172
1125 Golden Isles	#322	#218	#188	#199	#212	#204	#183	#192	#191	#181
872 Columbus, GA	#129	#273	#158	#142	#129	#136	#134	#163	#193	#184
305 Atlanta – Decatur	#174	#144	#102	#141	#146	#164	#155	#147	#154	#189
385 Huntsville	#120	#445	#354	#326	#245	#170	#163	#202	#221	#209
1007 Tuscaloosa	#258	#226	#230	#242	#235	#245	#246	#212	#218	#210
173 Augusta	#401	#179	#143	#147	#178	#179	#190	#209	#230	#222
493 Nashville – Music City	#180	#147	#173	#126	#144	#192	#200	#207	#203	#245
213 Atlanta – Peachtree City	#176	#406	#283	#267	#228	#234	#220	#244	#246	#246
271 Atlanta – Peachtree Road	#79	#192	#163	#170	#217	#193	#198	#232	#248	#254
347 Atlanta – North Gwinnett	#284	#216	#201	#203	#211	#188	#195	#227	#223	#257
945 Middle Georgia	#251	#230	#284	#294	#292	#277	#263	#269	#260	#260
338 Atlanta – West Cobb	#307	#164	#167	#177	#220	#228	#221	#203	#236	#280
1135 Southeast Alabama	#282	#416	#372	#356	#389	#364	#327	#312	#301	#292
824 Birmingham – Alabaster	#351	#302	#333	#359	#326	#359	#348	#337	#303	#295
1010 Maryville	#309	#231	#234	#232	#269	#299	#315	#303	#304	#298
1160 Auburn, AL	#459	#217	#268	#295	#319	#314	#332	#341	#347	#303
555 Birmingham – Hoover	#399	#253	#281	#312	#307	#316	#320	#325	#315	#310
770 Cleveland	#334	#295	#320	#381	#380	#373	#360	#349	#361	#327
384 Athens	#462	#458	#419	#395	#392	#367	#342	#323	#354	#349

SOUTHEAST REGION

RANKINGS

KELLERWILLIAMS

Market Center CORE PROFIT RANKINGS YTD

Market Center	YTD 12/22	YTD 4/23	YTD 5/23	YTD 6/23	YTD 7/23	YTD 8/23	YTD 9/23	YTD 10/23	YTD 11/23	YTD 12/23
576 Birmingham – Trussville	#359	#294	#351	#368	#364	#337	#341	#365	#371	#365
530 Nashville – Murfreesboro	#319	#228	#262	#261	#250	#271	#285	#305	#362	#369
855 Johnson City	#533	#642	#634	#537	#538	#484	#475	#445	#411	#371
502 Nashville – Spring Hill	#355	#471	#442	#416	#378	#385	#383	#389	#393	#376
226 Atlanta – In Town	#227	#109	#95	#140	#153	#240	#282	#335	#381	#381
791 Atlanta – Barrow-Jackson	#302	#279	#293	#277	#278	#287	#297	#311	#323	#393
582 Nashville – Mt. Juliet	#471	#320	#391	#397	#400	#392	#378	#380	#396	#415
156 Atlanta – Sandy Springs	#432	#462	#204	#224	#227	#304	#318	#302	#417	#426
292 Atlanta – NE	#440	#472	#434	#467	#467	#431	#387	#394	#435	#452
364 Atlanta – Metro East	#541	#378	#374	#378	#377	#398	#409	#434	#459	#474
782 Madison	#470	#424	#394	#421	#476	#501	#507	#507	#495	#487
836 Montgomery	#433	#578	#604	#554	#559	#560	#546	#526	#505	#494
630 Atlanta – Midtown	#441	#399	#370	#441	#513	#445	#456	#446	#516	#506
322 Atlanta – Perimeter East	#389	#449	#452	#456	#448	#438	#472	#473	#490	#515
315 Atlanta – Chatt. North	#479	#683	#642	#579	#485	#453	#407	#403	#491	#520
1158 Georgia Communities	#424	#393	#432	#484	#496	#486	#494	#497	#494	#533
990 Farragut/Hardin Valley	#525	#387	#445	#510	#551	#549	#550	#554	#566	#563
1176 Atlanta – West							#700	#677	#654	#607
469 Nashville – Hendersonville	#658	#533	#598	#553	#565	#598	#664	#671	#666	#646
347 Birmingham – Gardendale	#620	#521	#529	#576	#594	#602	#608	#637	#625	#648
405 Atlanta – South Fulton	#610	#634	#624	#584	#589	#593	#586	#644	#641	#656
1136 Birmingham – Homewood	#540	#504	#515	#533	#566	#574	#660	#688	#684	#676
372 Atlanta – Smyrna/Vinings	#539	#779	#752	#723	#712	#702	#658	#653	#677	#679
324 Atlanta – Stockbridge	#442	#627	#553	#572	#567	#573	#553	#550	#626	#693
261 Atlanta – Buckhead	#817	#744	#706	#705	#715	#732	#719	#694	#715	#721
1165 Tennessee Communities		#760	#772	#774	#771	#775	#762	#757	#740	#725
615 Atlanta – Newnan	#816	#591	#659	#663	#675	#682	#732	#747	#743	#765
247 Atlanta – Perimeter North	#580	#812	#813	#805	#799	#804	#805	#803	#799	#789

CONGRATULATIONS

DAY 1 TRANSMITTERS

kw SOUTHEAST
REGION
KELLERWILLIAMS®

Lisa Wright

Lisa Dye

Lisa Dye

Liz McKinley

Tonya Biter

Melissa Koehler

Lynn Tortorigi

Miriam Elzey

Stephanie Clarkson

Angela Perry

Chandra Woods

Lisa King

Erin Putnam

Lisa Wright

Susan Sullivan

Kim Milstead

Jacque Blackburn

Patty DelPrete

Alex Haun

Nashville - Franklin

Knoxville-West

Farragut/Hardin Valley

Tuscaloosa

Nashville - Murfreesboro

Atlanta - East Cobb

Atlanta - North Fulton

Atlanta - North Forsyth

Nashville - Spring Hill

Cleveland

Madison

Anniston

Atlanta - Roswell

Nashville - Music City

Montgomery

KW Auburn

Atlanta - Hall County

Atlanta - Perimeter North

Maryville