



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 | Reid Casey | Atlanta - North Fulton | 11 | Joel Roberts | Atlanta - Sandy Springs |
| 2 | Ben Doster | Atlanta - NE | 12 | Katrina Léonce | Atlanta - West Cobb |
| 3 | Kimberly McDuffie | Atlanta - NE | 13 | Karen Tatro | Atlanta - Barrow-Jackson |
| 4 | Lucas Haun | Knoxville-West | 14 | Carson Paris | Columbus, GA |
| 5 | Ron Melander | Savannah | 15 | Holly McDonald | Madison |
| 6 | Mike L Williams | Atlanta - Cherokee | 16 | Paula Hinegardner | Nashville - Franklin |
| 7 | Lee Ann Saxton | Atlanta - Buckhead | 17 | Carina Levene | Atlanta - Buckhead |
| 8 | Ryan Assad | Atlanta - South Forsyth | 18 | Elena Gist | Atlanta - Buckhead |
| 9 | Kara Edenfield | Knoxville-West | 19 | Lindsey Haas | Atlanta - West Cobb |
| 10 | Jill Maxon | Atlanta - Roswell | 20 | Kelly Rosen | Atlanta - South Forsyth |

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 | Matt Sargent Homes | Nashville - Mt. Juliet | 6 | Carter And Associates | Atlanta - Decatur |
| 2 | North Atlanta Homes with Irina | Atlanta - North Fulton | 7 | HomeHaven Realty Group | Atlanta - Buckhead |
| 3 | ConnectHome | Nashville - Franklin | 8 | Atlanta Select Properties | Atlanta - Buckhead |
| 4 | The Anastasia Phillips Team | Savannah | 9 | Dalke Home Group | Atlanta - Peachtree City |
| 5 | Fisher Team | Chattanooga - Downtown | 10 | Chris & Alex ATL Home Team | Atlanta - Decatur |

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 | Alice Maxwell Real Estate, LLC | Tuscaloosa | 6 | The Huffaker Group - Mt. Juliet | Nashville - Mt. Juliet |
| 2 | Robinson Team | Chattanooga - Downtown | 7 | Maria Sims Group | Atlanta - Cherokee |
| 3 | Alliance Home and Land Group | Atlanta - Metro East | 8 | OZ-Atlanta Home Specialists | Atlanta - Decatur |
| 4 | The Gray Group | Tuscaloosa | 9 | The Curtin Team | Atlanta - Roswell |
| 5 | The Farren Group | Atlanta - Peachtree Road | 10 | Kyne Property Group | Nashville - Music City |

From March 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 - March

| <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 | 22 | 5 | Birmingham - Vestavia | Jennifer Toomer Hay | 17 |
| 1 | Atlanta - Sugarloaf | Chad & Dominai Reeves | 22 | 7 | Atlanta - North Forsyth | Mike Moulder | 16 |
| 3 | Atlanta - Smyrna/Vinings | Ray DuVall | 19 | 7 | Atlanta - Peachtree Road | Ahndea May | 16 |
| 3 | Atlanta-West | Amesha Mason | 19 | 7 | Nashville - Murfreesboro | Mike French | 16 |
| 5 | Atlanta - West Cobb | Matt Pitts | 17 | 10 | Atlanta - Stockbridge | Cherie Chennault | 14 |
| | | | | 10 | Nashville - Mt. Juliet | Roger Sargent | 14 |

Top Market Centers - Net Agents - March

| <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 | Nashville - Murfreesboro | Mike French | 11 | 6 | Tuscaloosa | Delana Roe | 7 |
| 2 | Atlanta-West | Amesha Mason | 10 | 8 | Johnson City | Brittney Ezell | 6 |
| 3 | Atlanta - Smyrna/Vinings | Ray DuVall | 9 | 8 | Knoxville-West | J Lewis | 6 |
| 3 | Atlanta - North Forsyth | Mike Moulder | 9 | 10 | Atlanta - Midtown | Lee Collins | 5 |
| 3 | Chattanooga - Downtown | Hope Brazzell & Shawn Strain | 9 | 10 | Nashville - Music City | Christina Webb | 5 |
| 6 | Nashville - Franklin | Jason Huck | 7 | | | | |

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 | 85 | 5 | Atlanta-West | Amesha Mason | 45 |
| 2 | Atlanta - West Cobb | Matt Pitts | 58 | 5 | Atlanta - Stockbridge | Cherie Chennault | 45 |
| 3 | Nashville - Franklin | Jason Huck | 56 | 7 | Atlanta - Peachtree Road | Ahndea May | 42 |
| 4 | Atlanta - Sugarloaf | Chad & Dominai Reeves | 55 | 8 | Birmingham - Vestavia | Jennifer Toomer Hay | 41 |

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 | 33 | 6 | Atlanta - North Fulton | Loredana Ghete | 10 |
| 2 | Nashville - Franklin | Jason Huck | 21 | 6 | Chattanooga - Downtown | Hope Brazzell & Shawn Strain | 10 |
| 3 | Atlanta - North Forsyth | Mike Moulder | 15 | 6 | Nashville - Music City | Christina Webb | 10 |
| 4 | Atlanta - West Cobb | Matt Pitts | 13 | 9 | Nashville - Murfreesboro | Mike French | 9 |
| 4 | Atlanta - Smyrna/Vinings | Ray DuVall | 13 | 10 | Atlanta - North Gwinnett | Dara Laughlin | 8 |
| | | | | 10 | Johnson City | Brittney Ezell | 8 |

From March KWRI Reports

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – March 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 | \$76,764 | 6 | Atlanta - Cherokee | \$56,457 |
| 2 | Atlanta - Sandy Springs | \$66,167 | 7 | Savannah | \$49,375 |
| 3 | Nashville - Franklin | \$63,095 | 8 | Birmingham - Vestavia | \$45,834 |
| 4 | Atlanta - East Cobb | \$60,206 | 9 | Atlanta - Roswell | \$42,485 |
| 5 | Atlanta - North Forsyth | \$57,900 | 10 | Nashville - Murfreesboro | \$39,151 |

Top 10 Market Centers – March 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 | \$96,458 | 6 | Atlanta - Cherokee | \$50,568 |
| 2 | Atlanta - East Cobb | \$71,340 | 7 | Atlanta - Roswell | \$46,431 |
| 3 | Atlanta - Sandy Springs | \$67,759 | 8 | Atlanta - Sugarloaf | \$45,854 |
| 4 | Atlanta - North Forsyth | \$54,515 | 9 | Atlanta - Decatur | \$45,667 |
| 5 | Nashville - Franklin | \$52,625 | 10 | Savannah | \$45,196 |

From March KWRI Reports

SOUTHEAST REGION RANKINGS



2024 Monthly/YTD Rankings

| | Jan | Feb | Mar | YTD |
|-----------------------|-----|-----|-----|-----|
| Total Agents | 1 | 1 | 1 | 1 |
| Net Recruits | 29 | 27 | 5 | 28 |
| Closed Units | 1 | 1 | 1 | 1 |
| Closed Vol. | 1 | 1 | 1 | 1 |
| Written Units | 1 | 1 | 1 | 1 |
| Written Vol. | 1 | 1 | 1 | 1 |
| Listing Units | 1 | 1 | 1 | 1 |
| Listing Vol. | 1 | 1 | 1 | 1 |
| Owner Profit | 1 | 1 | 1 | 1 |
| Profit Share | 1 | 1 | 1 | 1 |
| # Categories SE is #1 | 9 | 9 | 9 | 9 |

Categories to Be #1 - YTD

1) Total Agents:

| | | |
|----|----------------------|--------|
| #1 | Southeast | 15,167 |
| #2 | Greater Pennsylvania | 10,219 |
| #3 | Texas-South | 9,998 |
| #4 | New York – Tri-State | 9,613 |

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

Total Agents: #0

2) Net Recruits:

| | | |
|-----|-------------------------|------|
| #1 | New York – Manhattan | 0 |
| #2 | California – LA Coastal | -14 |
| #3 | New York - Upstate | -21 |
| #27 | Southeast | -237 |

Net Recruits: #237

SOUTHEAST REGION RANKINGS

| Market Center | YTD 12/23 | YTD 1/24 | YTD 2/24 | YTD 3/24 |
|---------------------------------|--------------|-------------|-------------|-------------|
| 462 Atlanta – North Forsyth | #29 | #9 | #10 | #10 |
| 181 Atlanta – North Fulton | #12 | #230 | #36 | #15 |
| 178 Atlanta – East Cobb | #170 | #97 | #21 | #17 |
| 501 Savannah | #66 | #70 | #25 | #25 |
| 494 Birmingham – Vestavia | #98 | #211 | #72 | #50 |
| 252 Atlanta – Hall County | #121 | #174 | #45 | #53 |
| 532 Chattanooga – East Brainerd | #57 | #49 | #31 | #58 |
| 359 Nashville – Franklin | #172 | #235 | #212 | #60 |
| 271 Atlanta – Peachtree Road | #254 | #52 | #46 | #71 |
| 367 Atlanta – Roswell | #93 | #26 | #121 | #77 |
| 406 Atlanta – Cherokee | #78 | #334 | #223 | #78 |
| 1007 Tuscaloosa | #210 | #128 | #56 | #104 |
| 156 Atlanta – Sandy Springs | #426 | #686 | #496 | #110 |
| 213 Atlanta – Peachtree City | #246 | #151 | #120 | #118 |
| 305 Atlanta – Decatur | #189 | #204 | #152 | #133 |
| 226 Atlanta – In Town | #381 | #83 | #165 | #136 |
| 289 Clarksville | #27 | #153 | #206 | #138 |
| 757 Chattanooga – Downtown | #107 | #499 | #199 | #142 |
| 872 Columbus, GA | #184 | #194 | #156 | #162 |
| 855 Johnson City | #371 | #234 | #124 | #177 |
| 790 Anniston | #138 | #306 | #197 | #201 |
| 173 Augusta | #222 | #67 | #187 | #206 |
| 1176 Atlanta – West | #607 | #255 | #162 | #207 |
| 530 Nashville – Murfreesboro | #369 | #370 | #458 | #208 |
| 824 Birmingham – Alabaster | #295 | #382 | #176 | #219 |
| 152 Atlanta – Sugarloaf | #97 | #544 | #351 | #230 |
| 770 Cleveland | #327 | #252 | #173 | #245 |
| 1125 Golden Isles | #181 | #316 | #276 | #252 |
| 814 Knoxville-West | #133 | #212 | #198 | #253 |
| 344 Atlanta – South Forsyth | #159 | #760 | #491 | #262 |
| 493 Nashville – Music City | #245 | #85 | #143 | #269 |
| 836 Montgomery | #494 | #250 | #257 | #286 |
| 1135 Southeast Alabama | #292 | #475 | #305 | #299 |
| 347 Atlanta – North Gwinnett | #257 | #676 | #563 | #328 |
| 990 Farragut/Hardin Valley | #563 | #351 | #356 | #352 |

SOUTHEAST REGION

RANKINGS

| Market Center | YTD 12/23 | YTD 1/24 | YTD 2/24 | YTD 3/24 |
|--------------------------------|--------------|-------------|-------------|-------------|
| 1010 Maryville | #298 | #465 | #413 | #354 |
| 576 Birmingham – Trussville | #365 | #491 | #469 | #356 |
| 555 Birmingham – Hoover | #310 | #553 | #304 | #358 |
| 292 Atlanta – NE | #452 | #654 | #550 | #363 |
| 502 Nashville – Spring Hill | #376 | #595 | #560 | #376 |
| 782 Madison | #487 | #298 | #391 | #399 |
| 1160 Auburn, AL | #303 | #411 | #353 | #416 |
| 384 Athens | #349 | #652 | #567 | #462 |
| 582 Nashville – Mt. Juliet | #415 | #449 | #492 | #494 |
| 385 Huntsville | #209 | #377 | #488 | #503 |
| 347 Birmingham – Gardendale | #648 | #454 | #490 | #509 |
| 372 Atlanta – Smyrna/Vinings | #679 | #759 | #692 | #536 |
| 364 Atlanta – Metro East | #474 | #521 | #556 | #545 |
| 322 Atlanta – Perimeter East | #515 | #683 | #626 | #548 |
| 945 Middle Georgia | #260 | #460 | #535 | #549 |
| 338 Atlanta – West Cobb | #280 | #725 | #576 | #569 |
| 1158 Georgia Communities | #533 | #632 | #586 | #588 |
| 469 Nashville – Hendersonville | #646 | #618 | #611 | #605 |
| 791 Atlanta – Barrow-Jackson | #393 | #737 | #617 | #608 |
| 615 Atlanta – Newnan | #765 | #688 | #699 | #624 |
| 405 Atlanta – South Fulton | #656 | #576 | #650 | #641 |
| 1136 Bham – Homewood | #676 | #641 | #694 | #669 |
| 261 Atlanta – Buckhead | #721 | #693 | #713 | #675 |
| 324 Atlanta – Stockbridge | #693 | #702 | #724 | #677 |
| 630 Atlanta – Midtown | #506 | #539 | #657 | #689 |
| 247 Atlanta – Perimeter North | #789 | #527 | #691 | #726 |
| 315 Atlanta – Chatt. North | #520 | #732 | #758 | #734 |

CONGRATULATIONS

DAY 1 TRANSMITTERS

kW SOUTHEAST
REGION
KELLERWILLIAMS.

| | |
|---------------------------|----------------------------------|
| Miriam Elzey | Atlanta - North Forsyth |
| Amber Gastwirth | Golden Isles |
| Melissa Koehler | Atlanta - East Cobb |
| Miranda Strickland | Southeast Alabama |
| Liz McKinley | Tuscaloosa |
| Tonya Biter | Nashville - Murfreesboro |
| Patty DelPrete | Atlanta - Perimeter North |
| Stephanie Clarkson | Nashville - Spring Hill |
| Jacque Blackburn | Atlanta - Hall County |
| Lynn Tortorigi | Atlanta - North Fulton |
| Kayla Rose | Johnson City |
| Chandra Woods | Madison |
| Mikayla Barnes | Atlanta - Buckhead |
| Jill Riley | Birmingham - Homewood |
| TBD | Cleveland |
| Lisa Wright | Nashville - Music City |
| Susan Sullivan | Montgomery |
| Kim Milstead | Auburn |
| Annie Heater | Atlanta - Midtown |
| Susan Mortimer | Atlanta - Cherokee |
| Alex Haun | Maryville |
| Patty DelPrete | Atlanta - Smyrna/Vinings |
| Linda Bess Gunter | Atlanta - Chatt. North |