

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	Sheila Douthat	Atlanta - North Forsyth	11	Kathryn Umstead	Atlanta - Sugarloaf
2	Brett Teilhaber	Atlanta - Roswell	12	Nathan Endres	Clarksville
3	Lucas Haun	Knoxville-West	13	Mariam DePriest	Atlanta - East Cobb
4	Lisa Malin	Atlanta - North Fulton	14	Carlos Giraldo	Atlanta - Chatt. North
5	Walt Gilbertson	Knoxville-West	15	Courtney Lott	Atlanta - Peachtree Road
6	Jay Klos	Nashville-Franklin	16	Cyndi Contrucci	Atlanta - East Cobb
7	Keith Sharp	Atlanta - Buckhead	17	April Goad	Nashville - Spring Hill
8	Joel Roberts	Atlanta - Sandy Springs	18	Leanne Allen	Atlanta - Smyrna/Vinings
9	Kathryn Pizzato	Huntsville	19	Amanda Hester	Columbus, GA
10	Cynthia Baer	Atlanta - Decatur	20	Mona ElGomayel	Atlanta - Chatt. North

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	Reid Casey Team	Atlanta - North Fulton	6	Listed By Libby LLC	Atlanta - East Cobb
2	Dalke Home Group	Atlanta - Peachtree City	7	The Stanton Team	Atlanta - Decatur
3	Rearden Wyatt Real Estate	Atlanta - Roswell	8	The Torgerson Team	Chattanooga - Downtown
4	Tennessee Home Specialist	Nashville - Mt. Juliet	9	Matt Sargent Homes	Nashville - Mt. Juliet
5	Hermes Realty Group	Atlanta - Sugarloaf	10	HomeHaven Realty Group	Atlanta - Buckhead

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	OZ-Atlanta Home Specialists	Atlanta - Decatur
2	The Huffaker Group	Nashville - Mt. Juliet	7	Anna K Intown	Atlanta - In Town
3	Robinson Team	Chattanooga - Downtown	8	Helton Real Estate Group	Nashville - Music City
4	Janice Overbeck Team	Atlanta - East Cobb	9	Heather Murphy Group	Savannah
5	The Gray Group	Tuscaloosa	10	The North Georgia Group	Atlanta - North Forsyth

From July KWRI Reports

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

SOUTHEAST REGION RANKINGS

Top Market Centers - Gross Agents - July

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Henry Quintero	21	6	Atlanta - Cherokee	TBD	13
1	Atlanta - Sugarloaf	Chad & Domina Reeves	21	6	Atlanta - Decatur	Manny Recinos	13
3	Chattanooga - Downtown	Hope Brazzell	17	6	Atlanta - Stockbridge	Matt Pitts	13
4	Atlanta - Peachtree Road	Ahndea May	16	9	Augusta	Sheri Murphy	10
5	Atlanta - Peachtree City	Stephanie & Jake Smith	15	9	Atlanta - Roswell	Julie Schieffelin	10

Top Market Centers - Net Agents - July

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta - Sugarloaf	Chad & Domina Reeves	9	5	Atlanta - North Forsyth	Mike Moulder	4
2	Chattanooga - Downtown	Hope Brazzell	7	5	Atlanta-West	TBD	4
3	Atlanta - Decatur	Manny Recinos	6	9	Atlanta - Peachtree Road	Ahndea May	3
4	Maryville	Alan Cottrell	5	9	Atlanta - Cherokee	TBD	3
5	Atlanta - Peachtree City	Stephanie & Jake Smith	4	9	Atlanta - South Forsyth	Andrea Wright	3
5	Augusta	Sheri Murphy	4	9	Atlanta - Smyrna/Vinings	Lorena Sage	3

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta - North Fulton	Henry Quintero	164	6	Atlanta-West	TBD	99
2	Atlanta - Sugarloaf	Chad & Domina Reeves	121	7	Atlanta - Roswell	Julie Schieffelin	94
3	Atlanta - West Cobb	Matt Pitts	106	8	Atlanta - Stockbridge	Cherie Chennault	91
3	Nashville - Franklin	Jason Huck	106	9	Birmingham - Vestavia	Jennifer Toomer Hay	80
5	Atlanta - Peachtree Road	Ahndea May	102	10	Atlanta - Cherokee	TBD	76

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West	TBD	68	5	Johnson City	Brittney Ezell	23
2	Atlanta - Smyrna/Vinings	Lorena Sage	27	7	Atlanta - South Forsyth	Andrea Wright	21
3	Nashville - Franklin	Jason Huck	25	8	Atlanta - North Gwinnett	Dara Laughlin	13
4	Atlanta - North Forsyth	Mike Moulder	24	9	Atlanta - Cherokee	TBD	12
5	Atlanta - Peachtree Road	Ahndea May	23	9	Atlanta - Perimeter North	Trey Hunt	12

From July KWRI Reports

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – July 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	Columbus, GA	\$56,536	6	Birmingham - Vestavia	\$38,785
2	Atlanta - West Cobb	\$54,737	7	Golden Isles	\$38,012
3	Atlanta - Peachtree Road	\$51,574	8	Southeast Alabama	\$36,262
4	Atlanta - Peachtree City	\$40,279	9	Atlanta - South Forsyth	\$34,161
5	Atlanta - North Forsyth	\$39,187	10	Atlanta - Sugarloaf	\$33,068

Top 10 Market Centers – July 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 - West Cobb	\$59,838	6	Atlanta - South Forsyth	\$36,487
2	Atlanta - North Fulton	\$55,764	7	Columbus, GA	\$36,352
3	Atlanta - Peachtree Road	\$51,875	8	Atlanta - In Town	\$32,023
4	Atlanta - North Forsyth	\$42,662	9	Atlanta - Decatur	\$28,737
5	Atlanta - Sugarloaf	\$39,179	10	Atlanta - Cherokee	\$27,735

From July KWRI Reports

SOUTHEAST REGION RANKINGS



2024 Monthly/YTD Rankings

	Apr	May	June	July	YTD
Total Agents	1	1	1	1	1
Net Recruits	21	17	3	32	28
Closed Units	1	1	1	1	1
Closed Vol.	1	1	1	1	1
Written Units	1	1	1	1	1
Written Vol.	1	1	1	1	1
Listing Units	1	1	1	1	1
Listing Vol.	1	1	1	1	1
Owner Profit	1	1	1	1	1
Profit Share	1	1	1	1	1
# Categories SE is #1	9	9	9	9	9

Categories to Be #1 - YTD

1) Total Agents:

#1	Southeast	15,029
#2	Greater Pennsylvania	10,093
#3	Texas-South	9,924
#4	New York – Tri-State	9,568

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

Total Agents: #0

2) Net Recruits:

#1	California – Inland Empire	28
#2	New York – Manhattan	0
#3	New York – Upstate	-31
#27	Southeast	-375

Net Recruits: # 403

SOUTHEAST REGION RANKINGS



Market Center CORE PROFIT RANKINGS YTD

*** Please note 2024 Rankings do NOT include KWEN***

Market Center	YTD 3/24	YTD 4/24	YTD 5/24	YTD 6/24	YTD 7/24
462 Atlanta – North Forsyth	#10	#8	#13	#14	#17
181 Atlanta – North Fulton	#15	#12	#10	#15	#20
501 Savannah	#25	#28	#25	#25	#36
494 Birmingham – Vestavia	#50	#53	#58	#50	#54
178 Atlanta – East Cobb	#17	#13	#23	#40	#57
271 Atlanta – Peachtree Road	#71	#66	#84	#83	#69
367 Atlanta – Roswell	#77	#71	#76	#62	#77
406 Atlanta – Cherokee	#78	#57	#77	#81	#95
872 Columbus, GA	#162	#148	#148	#117	#96
289 Clarksville	#138	#106	#103	#91	#100
532 Chattanooga – East Brainerd	#58	#69	#92	#100	#107
344 Atlanta – South Forsyth	#262	#133	#117	#119	#120
252 Atlanta – Hall County	#53	#84	#98	#111	#131
359 Nashville – Franklin	#60	#62	#89	#108	#138
1007 Tuscaloosa	#104	#120	#124	#154	#152
152 Atlanta – Sugarloaf	#230	#214	#179	#172	#164
305 Atlanta – Decatur	#133	#134	#135	#160	#169
757 Chattanooga - Downtown	#142	#133	#136	#156	#174
1125 Golden Isles	#252	#208	#221	#198	#175
173 Augusta	#206	#147	#187	#200	#198
226 Atlanta – In Town	#136	#158	#185	#189	#207
213 Atlanta – Peachtree City	#118	#205	#180	#259	#215
1135 Southeast Alabama	#299	#264	#272	#250	#222
790 Anniston	#201	#137	#188	#233	#230
814 Knoxville-West	#253	#227	#212	#216	#238
530 Nashville – Murfreesboro	#208	#291	#238	#258	#249
855 Johnson City	#177	#192	#248	#272	#262
824 Birmingham – Alabaster	#219	#185	#244	#254	#264
156 Atlanta – Sandy Springs	#110	#140	#107	#159	#277
1176 Atlanta – West	#207	#182	#245	#275	#291
338 Atlanta – West Cobb	#569	#415	#397	#405	#293
502 Nashville – Spring Hill	#376	#356	#363	#348	#299
770 Cleveland	#245	#254	#265	#306	#329
576 Birmingham – Trussville	#356	#305	#352	#355	#338
347 Atlanta – North Gwinnett	#328	#244	#230	#278	#341

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555 Birmingham – Hoover	#358	#335	#349	#371	#355
493 Nashville – Music City	#269	#284	#294	#350	#356
791 Atlanta – Barrow-Jackson	#608	#461	#426	#381	#362
385 Huntsville	#503	#477	#438	#370	#368
384 Athens	#462	#463	#390	#391	#379
1010 Maryville	#354	#331	#351	#345	#385
836 Montgomery	#286	#364	#414	#401	#412
582 Nashville – Mt. Juliet	#494	#426	#472	#452	#415
364 Atlanta – Metro East	#545	#517	#417	#481	#457
945 Middle Georgia	#549	#553	#492	#483	#474
990 Farragut/Hardin Valley	#352	#399	#466	#462	#475
782 Madison	#399	#416	#468	#464	#476
292 Atlanta – NE	#363	#437	#393	#522	#504
372 Atlanta – Smyrna/Vinings	#536	#550	#517	#527	#506
1160 Auburn, AL	#416	#478	#516	#526	#521
322 Atlanta – Perimeter East	#548	#535	#526	#532	#527
315 Atlanta – Chatt. North	#734	#606	#520	#616	#553
469 Nashville – Hendersonville	#611	#605	#605	#538	#573
347 Birmingham – Gardendale	#509	#474	#521	#544	#574
261 Atlanta – Buckhead	#675	#659	#605	#614	#599
405 Atlanta – South Fulton	#641	#679	#651	#594	#607
615 Atlanta – Newnan	#624	#629	#626	#605	#618
1158 Georgia Communities	#588	#608	#622	#624	#623
324 Atlanta – Stockbridge	#677	#611	#619	#708	#689
630 Atlanta – Midtown	#689	#668	#642	#695	#699
1136 Bham – Homewood	#669	#661	#694	#696	#721
247 Atlanta – Perimeter North	#726	#749	#754	#745	#740

Rankings based on Core Profit ranking within KWRI as of the above date listed Year to Date.

CONGRATULATIONS

DAY 1 TRANSMITTERS

kw SOUTHEAST
REGION
KELLERWILLIAMS.

**Tonya Biter
Miranda Strickland
Patty DelPrete
Melissa Koehler
Holly McNeal
Gina Fields
Miriam Elzey
Nikki Alexander
Kim Milstead
Chandra Woods
Megan Buyer
Lisa Wright
Kayla Rose
Patty DelPrete
Lynn Tortorigi
Jacque Blackburn
Cameron Heggs
Liz McKinley
Stephanie Clarkson
Erin Putnam
Alex Haun
Jill Riley
Lisa Dye
Breanna Grammer
Lisa Wright
Susan Sullivan**

**Nashville - Murfreesboro
Southeast Alabama
Atlanta - Perimeter North
Atlanta - East Cobb
Anniston
Atlanta - West Cobb
Atlanta - North Forsyth
Birmingham - Alabaster
Auburn
Madison
Chattanooga Downtown
Nashville - Music City
Johnson City
Atlanta - Smyrna/Vinings
Atlanta - North Fulton
Atlanta - Hall County
Atlanta - Buckhead
Tuscaloosa
Nashville Spring Hill
Atlanta - Roswell
Maryville
Birmingham-Homewood
Knoxville-West
Columbus
Nashville - Franklin
Montgomery**