

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	Qunning Rong	Atlanta - North Fulton	11	Teri Ehrlich	Atlanta-Chattahoochee North
2	Sheila Douthat	Atlanta - North Forsyth	12	Linda Jacobs	Atlanta-North Fulton
3	Lindsey Haas	Atlanta-West Cobb	13	Paula Hinegardner	Nashville-Franklin
4	Phillip Drone	Nashville-Franklin	14	Riley Manasek	Columbus, GA
5	Kathy Daniel	Atlanta-Metro East	15	Lucas Haun	Knoxville-West
6	Mike Stubbs	Savannah	16	Rodney Maison	Atlanta-Perimeter East
7	Elena Gist	Atlanta-Buckhead	17	Naomi Bannister	Nashville-Franklin
8	Ramesh Vennelakanti	Atlanta-Roswell	18	Gretchen Morgan	Nashville-Franklin
9	Holli Clem	Atlanta-South Forsyth	19	Ben Doster	Atlanta-NE
10	John E Powell	Atlanta-Midtown	20	Kimberly McDuffie	Atlanta-NE

Teams Topping The Charts GCI*

Rank	Team	Market Center	Rank	Team	Market Center
1	Abbie Shepherd Real Estate Group	Atlanta-Buckhead	6	BURKE REALTY	Atlanta-Hall County
2	Reid Casey Team	Atlanta-North Fulton	7	TN Home Team	Nashville-Franklin
3	Karen Tatro Real Estate	Atlanta - Barrow Jackson	8	Mary Smith Team	Savannah
4	The Erica Turner Team	Nashville-Murfreesboro	9	The Fuqua Team	Chattanooga-East Brainerd
5	Hendrix Coastal Realty Group	Golden Isles	10	Market Masters	Clarksville

Groups Topping The Charts GCI*

Rank	Group	Market Center	Rank	Group	Market Center
1	Alice Maxwell Real Estate, LLC	Tuscaloosa	6	The Gray Group	Tuscaloosa
2	Alliance Home and Land Group	Atlanta-Metro East	7	The Huffaker Group	Nashville-Mt. Juliet
3	Helton Real Estate Group	Nashville-Music City	8	S and N Team	Atlanta-North Fulton
4	Robinson Team	Chattanooga - Downtown	9	Southern Home Group	Knoxville-West
5	Janice Overbeck Team	Atlanta-East Cobb	10	Campos Team	Chattanooga - Downtown

From August 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 - August

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Birmingham-Vestavia	Jennifer Toomer Hay	24	6	Atlanta-Cherokee	Molly Gorman	14
2	Atlanta-North Fulton	Henry Quintero	19	6	Atlanta-Peachtree Road	Ahndea May	14
3	Atlanta-West	Ray DuVall	17	9	Athens	Brandon McEachern	13
3	Atlanta-West Cobb	Matt Pitts	17	9	Atlanta-Stockbridge	Cherie Chennault	13
5	Atlanta-NE	Bruce Mitchell	15	9	Atlanta-Sugarloaf	Chad & Dominai Reeves	13
6	Atlanta-Chatt. North	Aaron Kaufman	14	9	Chattanooga-East Brainerd	Jay Craig	13

Top Market Centers - Net Agents - August

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Birmingham-Vestavia	Jennifer Toomer Hay	16	6	Nashville-Franklin	Jason Huck	6
2	Atlanta-West	Ray DuVall	9	8	Atlanta-Chatt North	Aaron Kaufman	5
2	Atlanta-NE	Bruce Mitchell	9	8	Chattanooga-East Brainerd	Jay Craig	5
4	Atlanta-Perimeter North	Trey Hunt	8	8	Johnson City	Brittney Ezell	5
5	Nashville-Hendersonville	Angel Johnson	7	8	Auburn	TBD	5
6	Athens	Brandon McEachern	6				

Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta-North Fulton	Henry Quintero	183	7	Birmingham-Vestavia	Jennifer Toomer Hay	104
2	Atlanta-Sugarloaf	Chad & Dominai Reeves	134	7	Atlanta-Stockbridge	Cherie Chennault	104
3	Atlanta-West Cobb	Matt Pitts	123	9	Atlanta-Roswell	Julie Schieffelin	100
4	Atlanta-West	Ray DuVall	116	10	Atlanta-Chatt. North	Aaron Kaufman	90
4	Nashville-Franklin	Jason Huck	116	10	Atlanta-Cherokee	Molly Gorman	90
4	Atlanta-Peachtree Road	Ahndea May	116				

Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West	Ray DuVall	77	6	Atlanta-Perimeter North	Trey Hunt	20
2	Nashville-Franklin	Jason Huck	31	7	Atlanta-North Forsyth	Mike Moulder	19
3	Johnson City	Brittney Ezell	28	8	Atlanta-Smyrna/Vinings	Lorena Sage	17
4	Atlanta-Peachtree Road	Ahndea May	24	8	Atlanta-North Gwinnett	Dara Laughlin	17
5	Atlanta-South Forsyth	Andrea Wright	23	10	Nashville-Murfreesboro	Mike French	12

From August KWRI Reports

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – August 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	\$106,201	6	Atlanta-East Cobb	\$33,027
2	Huntsville	\$54,878	7	Atlanta-North Forsyth	\$30,917
3	Clarksville	\$47,241	8	Columbus, GA	\$30,580
4	Atlanta-Cherokee	\$36,548	9	Golden Isles	\$29,579
5	Birmingham-Vestavia	\$35,698	10	Chattanooga - Downtown	\$26,636

Top 10 Market Centers – August 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	\$122,505	6	Clarksville	\$34,518
2	Atlanta-East Cobb	\$43,988	7	Atlanta-Cherokee	\$32,277
3	Atlanta-North Forsyth	\$36,754	8	Atlanta-Peachtree Road	\$30,461
4	Huntsville	\$36,753	9	Atlanta-Decatur	\$25,606
5	Atlanta-Sugarloaf	\$36,464	10	Atlanta-Roswell	\$24,344

From August KWRI Reports

SOUTHEAST REGION RANKINGS



2024 Monthly/YTD Rankings

	May	June	July	Aug	YTD
Total Agents	1	1	1	1	1
Net Recruits	17	3	32	19	26
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	15,005
#2	Greater Pennsylvania	10,114
#3	Texas - South	9,859
#4	New York - Tri-State	9,477

2) Net Recruits:

#1	California - Inland Empire	59
#2	Greater Heartland	6
#3	New York - Manhattan	-30
#26	Southeast	-399

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

Total Agents: #0

Net Recruits: # 458

SOUTHEAST REGION RANKINGS



Market Center CORE PROFIT RANKINGS YTD

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

Market Center	YTD 4/24	YTD 5/24	YTD 6/24	YTD 7/24	YTD 8/24
181 Atlanta – North Fulton	#12	#10	#15	#20	#13
462 Atlanta – North Forsyth	#8	#13	#14	#17	#20
501 Savannah	#28	#25	#25	#36	#39
494 Birmingham – Vestavia	#53	#58	#50	#54	#48
178 Atlanta – East Cobb	#13	#23	#40	#57	#51
289 Clarksville	#106	#103	#91	#100	#73
271 Atlanta – Peachtree Road	#66	#84	#83	#69	#74
406 Atlanta – Cherokee	#57	#77	#81	#95	#80
872 Columbus, GA	#148	#148	#117	#96	#85
367 Atlanta – Roswell	#71	#76	#62	#77	#86
532 Chattanooga – East Brainerd	#69	#92	#100	#107	#103
344 Atlanta – South Forsyth	#133	#117	#119	#120	#127
252 Atlanta – Hall County	#84	#98	#111	#131	#130
359 Nashville – Franklin	#62	#89	#108	#138	#145
1125 Golden Isles	#208	#221	#198	#175	#147
152 Atlanta – Sugarloaf	#214	#179	#172	#164	#150
757 Chattanooga - Downtown	#133	#136	#156	#174	#154
305 Atlanta – Decatur	#134	#135	#160	#169	#165
1007 Tuscaloosa	#120	#124	#154	#152	#166
173 Augusta	#147	#187	#200	#198	#177
814 Knoxville-West	#227	#212	#216	#238	#205
1135 Southeast Alabama	#264	#272	#250	#222	#211
226 Atlanta – In Town	#158	#185	#189	#207	#225
213 Atlanta – Peachtree City	#205	#180	#259	#215	#234
530 Nashville – Murfreesboro	#291	#238	#258	#249	#235
790 Anniston	#137	#188	#233	#230	#236
385 Huntsville	#477	#438	#370	#368	#252
347 Birmingham – Gardendale	#474	#521	#544	#574	#257
1176 Atlanta – West	#182	#245	#275	#291	#264
855 Johnson City	#192	#248	#272	#262	#277
502 Nashville – Spring Hill	#356	#363	#348	#299	#298
347 Atlanta – North Gwinnett	#244	#230	#278	#341	#302
770 Cleveland	#254	#265	#306	#329	#305
338 Atlanta – West Cobb	#415	#397	#405	#293	#322

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576 Birmingham – Trussville	#305	#352	#355	#338	#323
156 Atlanta – Sandy Springs	#140	#107	#159	#277	#331
555 Birmingham – Hoover	#335	#349	#371	#355	#334
493 Nashville – Music City	#284	#294	#350	#356	#382
1010 Maryville	#331	#351	#345	#385	#383
384 Athens	#463	#390	#391	#379	#384
836 Montgomery	#364	#414	#401	#412	#397
582 Nashville – Mt. Juliet	#426	#472	#452	#415	#398
791 Atlanta – Barrow-Jackson	#461	#426	#381	#362	#413
990 Farragut/Hardin Valley	#399	#466	#462	#475	#455
364 Atlanta – Metro East	#517	#417	#481	#457	#461
782 Madison	#416	#468	#464	#476	#466
945 Middle Georgia	#553	#492	#483	#474	#483
1160 Auburn, AL	#478	#516	#526	#521	#488
292 Atlanta – NE	#437	#393	#522	#504	#519
322 Atlanta – Perimeter East	#535	#526	#532	#527	#528
315 Atlanta – Chatt. North	#606	#520	#616	#553	#533
469 Nashville – Hendersonville	#605	#605	#538	#573	#538
372 Atlanta – Smyrna/Vinings	#550	#517	#527	#506	#599
405 Atlanta – South Fulton	#679	#651	#594	#607	#591
824 Birmingham – Alabaster	#185	#244	#254	#264	#619
1158 Georgia Communities	#608	#622	#624	#623	#625
261 Atlanta – Buckhead	#659	#605	#614	#599	#629
615 Atlanta – Newnan	#629	#626	#605	#618	#689
324 Atlanta – Stockbridge	#611	#619	#708	#689	#709
630 Atlanta – Midtown	#668	#642	#695	#699	#728
1136 Bham – Homewood	#661	#694	#696	#721	#736
247 Atlanta – Perimeter North	#749	#754	#745	#740	#756

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.

Lisa Dye	Farragut/Hardin Valley
Lisa Dye	Knoxville-West
Tonya Biter	Nashville - Murfreesboro
Lynn Tortorigi	Atlanta - North Fulton
Melissa Koehler	Atlanta - East Cobb
Miranda Strickland	Southeast Alabama
Patty DelPrete	Atlanta - Perimeter North
Holly McNeal	Anniston
Liz McKinley	Tuscaloosa
Chandra Woods	Madison
Kim Milstead	Auburn
Jason Strickland	Cleveland
Nikki Alexander	Birmingham - Alabaster
Kayla Rose	Johnson City
Gina Fields	Atlanta - West Cobb
Miriam Elzey	Atlanta - North Forsyth
Jacque Blackburn	Atlanta - Hall County
Stephanie Clarkson	Nashville - Spring Hill
Patty DelPrete	Atlanta - Smyrna/Vinings
Cameron Heggs	Atlanta - Buckhead
Susan Sullivan	Montgomery
Priash Mangabhai	Atlanta - Perimeter East
Susan Mortimer	Atlanta - Cherokee
Breanna Grammer	Columbus