



# 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	Don Frey	Atlanta-North Forsyth	11	Rebecca Walls	Knoxville-West
2	Mona ElGomayel	Atlanta-Chattahoochee North	12	Donna Terry	Tuscaloosa
3	Val Lemoine	Atlanta-West Cobb	13	J B Bader	Atlanta-North Forsyth
4	Lucas Haun	Knoxville-West	14	Lilbeth Moron	Atlanta-Chattahoochee North
5	Kelly Rosen	Atlanta-South Forsyth	15	Cynthia Baer	Atlanta-Decatur
6	Ramesh Vennelakanti	Atlanta-Roswell	16	Lakshmi Thirunavu	Atlanta-North Fulton
7	Tiffiney Graham	Columbus, GA	17	JohnPaul Phillips	Atlanta-Peachtree City
8	Elena Gist	Atlanta-Buckhead	18	Chris Mullins	Atlanta-NE
9	Lindsey Haas	Atlanta-West Cobb	19	Cara Inman	Atlanta-Sandy Springs
10	Sheila Douthat	Atlanta-North Forsyth	20	Tanja Cady	Columbus, GA

## 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	Livian Atlanta	Atlanta-North Fulton
2	The Stanton Team	Atlanta-Decatur	7	McEachern Real Estate Group	Atlanta-Chattahoochee North
3	Esther Chong Realty Group	Atlanta-Sugarloaf	8	LaMon Team	Atlanta-Buckhead
4	Hermes Realty Group	Atlanta-Sugarloaf	9	The Anastasia Phillips Team	Savannah
5	The Perfect Property Real Estate Team	Atlanta-In Town	10	The Greenlee Group	Atlanta-Peachtree City

## 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	Helton Real Estate Group	Nashville-Music City	6	Alice Maxwell Real Estate, LLC	Tuscaloosa
2	Robinson Team	Chattanooga - Downtown	7	The Mountain Life Team	Atlanta-Cherokee
3	The Gray Group	Tuscaloosa	8	Henon Team	Chattanooga - Downtown
4	Janice Overbeck Team	Atlanta-East Cobb	9	The North Georgia Group	Atlanta-North Forsyth
5	The Huffaker Group	Nashville-Mt. Juliet	10	Heather Murphy Group	Savannah

**\*From September 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 - September

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta-North Fulton	Henry Quintero	23	7	Nashville-Franklin	Jason Huck	14
2	Atlanta-NE	Bruce Mitchell	21	8	Atlanta-Peachtree Road	Ahndea May	13
3	Atlanta-Sugarloaf	Chad & Dominai Reeves	16	9	Birmingham-Vestavia	Jennifer Toomer Hay	12
3	Chattanooga - Downtown	Hope Brazzell	16	9	Atlanta-West	Ray DuVall	12
5	Atlanta-North Forsyth	Mike Moulder	15	9	Savannah	John Sherrod	12
5	Atlanta-South Forsyth	Andrea Wright	15				

## Top Market Centers - Net Agents - September

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-NE	Bruce Mitchell	12	6	Birmingham-Vestavia	Jennifer Toomer Hay	6
1	Atlanta-North Forsyth	Mike Moulder	12	6	Chattanooga - Downtown	Hope Brazzell	6
3	Johnson City	Brittney Ezell	10	9	Athens	Brandon McEachern	5
4	Atlanta-Hall County	Patricia Bower	7	9	Atlanta-North Gwinnett	Dara Laughlin	5
4	Atlanta-Sugarloaf	Chad & Dominai Reeves	7	9	Atlanta-West	Ray DuVall	5
6	Atlanta-In Town	Mark Jones	6	9	Birmingham-Trussville	Michelle Dickey	5

## Top Market Centers - Gross Agents - YTD

Rank	Market Center	Team Leader	Gross	Rank	Market Center	Team Leader	Gross
1	Atlanta-North Fulton	Henry Quintero	206	6	Atlanta-West	Ray DuVall	128
2	Atlanta-Sugarloaf	Chad & Dominai Reeves	150	7	Birmingham-Vestavia	Jennifer Toomer Hay	116
3	Atlanta-West Cobb	Matt Pitts	133	8	Atlanta-Stockbridge	Cheri Chennault	113
4	Nashville-Franklin	Jason Huck	130	9	Atlanta-Roswell	Julie Schieffelin	106
5	Atlanta-Peachtree Road	Ahndea May	129	9	Atlanta-Cherokee	Molly Gorman	97

## Top Market Centers - Net Agents - YTD

Rank	Market Center	Team Leader	Net	Rank	Market Center	Team Leader	Net
1	Atlanta-West	Ray DuVall	82	6	Atlanta-North Gwinnett	Dara Laughlin	22
2	Johnson City	Brittney Ezell	38	7	Atlanta-South Forsyth	Andrea Wright	21
3	Nashville-Franklin	Jason Huck	31	8	Nashville-Murfreesboro	Mike French	15
3	Atlanta-North Forsyth	Mike Molder	31	9	Atlanta-Smyrna/Vinings	Austin Scott	13
5	Atlanta-Peachtree Road	Ahndea May	24	10	Birmingham-Homewood	Lindsay Sport	11

\*\*From September KWRI Reports\*\*

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – September 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 Forsyth	\$103,233	6	Anniston	\$42,572
2	Atlanta-North Fulton	\$93,564	7	Chattanooga - Downtown	\$38,480
3	Atlanta-Roswell	\$59,775	8	Atlanta-Hall County	\$37,880
4	Atlanta-In Town	\$58,735	9	Huntsville	\$37,480
5	Knoxville-West	\$47,459	10	Atlanta-Sugarloaf	\$36,948

## Top 10 Market Centers – September 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 Forsyth	\$63,832	6	Anniston	\$23,391
2	Atlanta-North Fulton	\$57,386	7	Chattanooga - Downtown	\$20,663
3	Atlanta-Roswell	\$34,860	8	Atlanta-Hall County	\$20,263
4	Atlanta-In Town	\$34,167	9	Huntsville	\$19,996
5	Knoxville-West	\$26,649	10	Atlanta-Sugarloaf	\$19,642

\*From September KWRI Reports\*

# SOUTHEAST REGION RANKINGS



## 2024 Monthly/YTD Rankings

	June	July	Aug	Sep	YTD
Total Agents	1	1	1	1	1
Net Recruits	3	32	19	15	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	14,990
#2	Greater Pennsylvania	10,065
#3	Texas - South	9,799
#4	New York - Tri-State	9,470

### 2) Net Recruits:

#1	California - Inland Empire	147
#2	Greater Heartland	-20
#3	California - Central & So.	-25
#26	Southeast	-414

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

**Total Agents: #0**

**Net Recruits: # 561**

# SOUTHEAST REGION RANKINGS

## Market Center CORE PROFIT RANKINGS YTD

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

Market Center	YTD 5/24	YTD 6/24	YTD 7/24	YTD 8/24	YTD 9/24
181 Atlanta – North Fulton	#10	#15	#20	#13	#12
462 Atlanta – North Forsyth	#13	#14	#17	#20	#16
501 Savannah	#25	#25	#36	#39	#46
494 Birmingham – Vestavia	#58	#50	#54	#48	#60
178 Atlanta – East Cobb	#23	#40	#57	#51	#61
367 Atlanta – Roswell	#76	#62	#77	#86	#73
271 Atlanta – Peachtree Road	#84	#83	#69	#74	#77
289 Clarksville	#103	#91	#100	#73	#88
406 Atlanta – Cherokee	#77	#81	#95	#80	#90
872 Columbus, GA	#148	#117	#96	#85	#97
532 Chattanooga – East Brainerd	#92	#100	#107	#103	#117
252 Atlanta – Hall County	#98	#111	#131	#130	#129
344 Atlanta – South Forsyth	#117	#119	#120	#127	#135
152 Atlanta – Sugarloaf	#179	#172	#164	#150	#143
757 Chattanooga - Downtown	#136	#156	#174	#154	#144
305 Atlanta – Decatur	#135	#160	#169	#165	#166
359 Nashville – Franklin	#89	#108	#138	#145	#173
226 Atlanta – In Town	#185	#189	#207	#225	#174
814 Knoxville-West	#212	#216	#238	#205	#177
1125 Golden Isles	#221	#198	#175	#147	#187
1007 Tuscaloosa	#124	#154	#152	#166	#191
173 Augusta	#187	#200	#198	#177	#202
790 Anniston	#188	#233	#230	#236	#209
385 Huntsville	#438	#370	#368	#252	#230
213 Atlanta – Peachtree City	#180	#259	#215	#234	#237
1135 Southeast Alabama	#272	#250	#222	#211	#243
530 Nashville – Murfreesboro	#238	#258	#249	#235	#260
1176 Atlanta – West	#245	#275	#291	#264	#272
347 Birmingham – Gardendale	#521	#544	#574	#257	#273
338 Atlanta – West Cobb	#397	#405	#293	#322	#282
855 Johnson City	#248	#272	#262	#277	#295
502 Nashville – Spring Hill	#363	#348	#299	#298	#304
156 Atlanta – Sandy Springs	#107	#159	#277	#331	#309
347 Atlanta – North Gwinnett	#230	#278	#341	#302	#312

# SOUTHEAST REGION RANKINGS

770 Cleveland	#265	#306	#329	#305	#337
576 Birmingham – Trussville	#352	#355	#338	#323	#342
555 Birmingham – Hoover	#349	#371	#355	#334	#343
1010 Maryville	#351	#345	#385	#383	#398
384 Athens	#390	#391	#379	#384	#399
836 Montgomery	#414	#401	#412	#397	#401
582 Nashville – Mt. Juliet	#472	#452	#415	#398	#409
493 Nashville – Music City	#294	#350	#356	#382	#413
791 Atlanta – Barrow-Jackson	#426	#381	#362	#413	#419
990 Farragut/Hardin Valley	#466	#462	#475	#455	#459
945 Middle Georgia	#492	#483	#474	#483	#469
364 Atlanta – Metro East	#417	#481	#457	#461	#476
782 Madison	#468	#464	#476	#466	#481
315 Atlanta – Chatt. North	#520	#616	#553	#533	#482
1160 Auburn, AL	#516	#526	#521	#488	#488
292 Atlanta – NE	#393	#522	#504	#519	#503
372 Atlanta – Smyrna/Vinings	#517	#527	#506	#599	#527
322 Atlanta – Perimeter East	#526	#532	#527	#528	#534
469 Nashville – Hendersonville	#605	#538	#573	#538	#544
261 Atlanta – Buckhead	#605	#614	#599	#629	#580
405 Atlanta – South Fulton	#651	#594	#607	#591	#585
824 Birmingham – Alabaster	#244	#254	#264	#619	#637
1158 Georgia Communities	#622	#624	#623	#625	#639
324 Atlanta – Stockbridge	#619	#708	#689	#709	#696
630 Atlanta – Midtown	#642	#695	#699	#728	#709
1136 Bham – Homewood	#694	#696	#721	#736	#728
247 Atlanta – Perimeter North	#754	#745	#740	#756	#737
615 Atlanta – Newnan	#626	#605	#618	#689	#744

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.

<b>Tonya Biter</b>	<b>Nashville - Murfreesboro</b>
<b>Kathy Love</b>	<b>Chattanooga-East Brainerd</b>
<b>Holly McNeal</b>	<b>Anniston</b>
<b>Erin Putnam</b>	<b>Atlanta - Roswell</b>
<b>Lynn Tortorigi</b>	<b>Atlanta - North Fulton</b>
<b>Miranda Strickland</b>	<b>Southeast Alabama</b>
<b>Kim Milstead</b>	<b>Auburn</b>
<b>Melissa Koehler</b>	<b>Atlanta - East Cobb</b>
<b>Jill Riley</b>	<b>Birmingham-Homewood</b>
<b>Jacque Blackburn</b>	<b>Atlanta - Hall County</b>
<b>Nikki Alexander</b>	<b>Birmingham - Alabaster</b>
<b>Miriam Elzey</b>	<b>Atlanta - North Forsyth</b>
<b>Stephanie Clarkson</b>	<b>Nashville - Spring Hill</b>
<b>Stephanie Tatum</b>	<b>Cleveland</b>
<b>Chandra Woods</b>	<b>Madison</b>
<b>Cameron Heggs</b>	<b>Atlanta - Buckhead</b>
<b>Patty DelPrete</b>	<b>Atlanta - Perimeter North</b>
<b>Liz McKinley</b>	<b>Tuscaloosa</b>
<b>Breanna Grammer</b>	<b>Columbus</b>
<b>Lisa Wright</b>	<b>Nashville - Franklin</b>
<b>Susan Sullivan</b>	<b>Montgomery</b>
<b>Alex Haun</b>	<b>Maryville</b>