

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 | Tim Abney | Atlanta-North Forsyth | 11 | Jan Quinn | Chattanooga - Downtown |
| 2 | Courtney Yates | Nashville-Murfreesboro | 12 | Brett Teilhaber | Atlanta-Roswell |
| 3 | Nikki Heightchew | Knoxville-West | 13 | Christian Burwell | Atlanta-Midtown |
| 4 | Elena Gist | Atlanta-Buckhead | 14 | Lucas Haun | Knoxville-West |
| 5 | Mandy Parker | Atlanta-West Cobb | 15 | Stacy Ellen Sorrow | Atlanta-West Cobb |
| 6 | Tony Johnson | Atlanta-Midtown | 16 | Yolanda Owens | Savannah |
| 7 | April Angeles | Atlanta-Hall County | 17 | Justin Seeby | Atlanta-In Town |
| 8 | Lindy Dorminy Bengston | Georgia Communities | 18 | Curt Kelliher | Atlanta-In Town |
| 9 | Jim McElroy | Farragut/Hardin Valley | 19 | Naomi Bannister | Nashville-Franklin |
| 10 | Bob Bedgood | Atlanta -Barrow-Jackson | 20 | Jennifer Douglass | Cleveland |

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 | The Chambers Team | Atlanta-Hall County | 6 | Ehlinger Team | Atlanta-East Cobb |
| 2 | TEAM BUXTON | Huntsville | 7 | Heritage Partners | Huntsville |
| 3 | Catrina Foster Real Estate Group | Farragut/Hardin Valley | 8 | Anders Realty Group | Atlanta-NE |
| 4 | Alice Charron Team | Nashville-Music City | 9 | Matt Sargent Homes | Nashville-Mt. Juliet |
| 5 | Chuck Wall and Rufus Brown | Atlanta-Hall County | 10 | Reid Casey Team | Atlanta-North Fulton |

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 | The Gray Group | Tuscaloosa | 6 | Move Up Home Group | Nashville-Mt. Juliet |
| 2 | The Mountain Life Team | Atlanta-Cherokee | 7 | Alice Maxwell Real Estate, LLC | Tuscaloosa |
| 3 | Kyne Property Group | Nashville-Music City | 8 | Kellerhals Team | Chattanooga - Downtown |
| 4 | Robin Martin & Associates | Atlanta-North Fulton | 9 | Robinson Team | Chattanooga - Downtown |
| 5 | Janice Overbeck Team | Atlanta-East Cobb | 10 | THE MOUNTAIN GIRLS | Chattanooga - Downtown |

From November 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 - November

| <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-West | Ray DuVall | 26 | 6 | Atlanta-NE | Bruce Mitchell | 12 |
| 2 | Atlanta-Sugarloaf | Chad & Dominai Reeves | 21 | 7 | Nashville-Murfreesboro | Mike French | 11 |
| 3 | Atlanta-Peachtree Road | Ahndea May | 16 | 7 | Savannah | John Sherrod | 11 |
| 4 | Nashville-Music City | Ashley Jo Lyle | 15 | 9 | Atlanta-Sandy Springs | Kara Epstein | 10 |
| 5 | Atlanta-North Fulton | Henry Quintero | 14 | 9 | Johnson City | Brittney Ezell | 10 |

Top Market Centers - Net Agents - November

| <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 | Ray DuVall | 15 | 7 | Atlanta-Griffin | Lindsey Morton | 4 |
| 2 | Atlanta-Sugarloaf | Chad & Dominai Reeves | 7 | 8 | Nashville-Music City | Ashley Jo Lyle | 3 |
| 2 | Atlanta-NE | Bruce Mitchell | 7 | 8 | Knoxville-West | J Lewis | 3 |
| 2 | Nashville-Murfreesboro | Mike French | 7 | 8 | Nashville-Mt. Juliet | Roger Sargent | 3 |
| 2 | Johnson City | Brittney Ezell | 7 | 8 | Birmingham - Gardendale | Zak Jones | 3 |
| 6 | Birmingham-Hoover | Kathy Gipson | 5 | 8 | Birmingham-Alabaster | Jhaun Reid | 3 |
| | | | | 8 | Georgia Communities | Carly Oxenreider | 3 |

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 | Henry Quintero | 245 | 6 | Nashville-Franklin | Jason Huck | 143 |
| 2 | Atlanta-Sugarloaf | Chad & Dominai Reeves | 180 | 7 | Birmingham-Vestavia | Jennifer Toomer Hay | 135 |
| 3 | Atlanta-West | Ray DuVall | 173 | 8 | Atlanta-Stockbridge | Cherie Chennault | 125 |
| 4 | Atlanta-Peachtree Road | Ahndea May | 166 | 8 | Atlanta-Roswell | Julie Schieffelin | 125 |
| 5 | Atlanta-West Cobb | Matt Pitts | 145 | 10 | Atlanta-South Forsyth | Andrea Wright | 118 |

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 | Ray DuVall | 106 | 6 | Atlanta-Peachtree Road | Ahndea May | 25 |
| 2 | Johnson City | Brittney Ezell | 44 | 7 | Nashville-Murfreesboro | Mike French | 24 |
| 3 | Atlanta-Griffin* | Lindsey Morton | 35 | 8 | Nashville-Franklin | Jason Huck | 17 |
| 4 | Atlanta-North Forsyth | Mike Moulder | 27 | 9 | Atlanta-North Gwinnett | Dara Laughlin | 15 |
| 5 | Atlanta-South Forsyth | Andrea Wright | 26 | 10 | Birmingham-Homewood | Lindsay Sport | 14 |

From November KWRI Reports

*Launching Market Center

SOUTHEAST REGION RANKINGS

Top 10 Market Centers – November 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 | \$37,165 | 6 | Atlanta-North Fulton | \$26,721 |
| 2 | Tuscaloosa | \$34,174 | 7 | Savannah | \$23,662 |
| 3 | Chattanooga - Downtown | \$29,715 | 8 | Anniston | \$23,301 |
| 4 | Clarksville | \$28,725 | 9 | Atlanta-Peachtree Road | \$22,194 |
| 5 | Birmingham-Vestavia | \$28,539 | 10 | Chattanooga-East Brainerd | \$21,311 |

Top 10 Market Centers – November 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 | \$70,456 | 6 | Atlanta-Hall County | \$25,140 |
| 2 | Atlanta-North Forsyth | \$48,361 | 7 | Atlanta-East Cobb | \$24,035 |
| 3 | Atlanta-Peachtree Road | \$33,281 | 8 | Atlanta-South Forsyth | \$22,959 |
| 4 | Atlanta-Roswell | \$31,754 | 9 | Chattanooga - Downtown | \$22,671 |
| 5 | Atlanta-Sugarloaf | \$30,491 | 10 | Atlanta-West Cobb | \$20,673 |

From November KWRI Reports

SOUTHEAST REGION RANKINGS

November 2024 Monthly/YTD Rankings

| | Jan | Feb | Mar | Apr | May | June | July | Aug. | Sept. | Oct. | Nov. | YTD |
|-----------------|-----|-----|-----|-----|-----|------|------|------|-------|------|------|-----|
| Total Agents | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Net Recruits | 29 | 27 | 5 | 21 | 17 | 3 | 32 | 19 | 15 | 19 | 29 | 26 |
| Closed Units | 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 |
| Written Units | 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 |
| Listing Units | 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 |
| Owner Profit | 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 |
| # Cat. SE is #1 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 |

Categories to Be #1 - YTD

1) Total Agents:

| | | |
|----|----------------------|--------|
| #1 | Southeast | 14,890 |
| #2 | Greater Pennsylvania | 9,992 |
| #3 | Texas - South | 9,642 |
| #4 | New York - Tri-State | 9,357 |

2) Net Recruits:

| | | |
|-----|----------------------------|------|
| #1 | California - Inland Empire | 121 |
| #2 | California - Central & So. | -39 |
| #3 | New York - Manhattan | -56 |
| #26 | Southeast | -514 |

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

Total Agents: #0

Net Recruits: #635

SOUTHEAST REGION RANKINGS

Market Center CORE PROFIT RANKINGS YTD

*** Please note 2024 Rankings do NOT include KWEN***
Rankings are out of 786 KW MCs

| Market Center | YTD 7/2024 | YTD 8/2024 | YTD 9/2024 | YTD 10/2024 | YTD 11/2024 |
|---------------------------------|---------------|---------------|---------------|----------------|----------------|
| 181 Atlanta – North Fulton | 20 | 13 | 12 | 15 | 18 |
| 462 Atlanta – North Forsyth | 17 | 20 | 16 | 19 | 20 |
| 494 Birmingham – Vestavia | 54 | 48 | 60 | 50 | 47 |
| 501 Savannah | 36 | 39 | 46 | 49 | 50 |
| 289 Clarksville | 100 | 73 | 88 | 69 | 66 |
| 271 Atlanta – Peachtree Road | 69 | 74 | 77 | 73 | 74 |
| 367 Atlanta – Roswell | 77 | 86 | 73 | 79 | 82 |
| 532 Chattanooga – East Brainerd | 107 | 103 | 117 | 100 | 94 |
| 872 Columbus, GA | 96 | 85 | 97 | 97 | 102 |
| 1007 Tuscaloosa | 152 | 166 | 191 | 134 | 113 |
| 757 Chattanooga - Downtown | 174 | 154 | 144 | 133 | 114 |
| 406 Atlanta – Cherokee | 95 | 80 | 90 | 120 | 130 |
| 252 Atlanta – Hall County | 131 | 130 | 129 | 145 | 140 |
| 152 Atlanta - Sugarloaf | 164 | 150 | 143 | 143 | 143 |
| 359 Nashville – Franklin | 138 | 145 | 173 | 146 | 149 |
| 344 Atlanta – South Forsyth | 120 | 127 | 135 | 148 | 160 |
| 790 Anniston | 230 | 236 | 209 | 198 | 178 |

SOUTHEAST REGION RANKINGS

| | | | | | |
|------------------------------|-----|-----|-----|-----|-----|
| 814 Knoxville-West | 238 | 205 | 177 | 184 | 182 |
| 1125 Golden Isles | 175 | 147 | 187 | 181 | 198 |
| 178 Atlanta – East Cobb | 57 | 51 | 61 | 153 | 204 |
| 385 Huntsville | 368 | 252 | 230 | 186 | 207 |
| 1135 Southeast Alabama | 222 | 211 | 243 | 211 | 219 |
| 173 Augusta | 198 | 177 | 202 | 195 | 227 |
| 305 Atlanta – Decatur | 169 | 165 | 166 | 212 | 233 |
| 824 Birmingham – Alabaster | 264 | 619 | 637 | 640 | 237 |
| 530 Nashville – Murfreesboro | 249 | 235 | 260 | 239 | 247 |
| 213 Atlanta – Peachtree City | 215 | 234 | 237 | 238 | 251 |
| 1176 Atlanta – West | 291 | 264 | 272 | 256 | 258 |
| 770 Cleveland | 329 | 305 | 337 | 292 | 260 |
| 226 Atlanta – In Town | 207 | 225 | 174 | 219 | 261 |
| 855 Johnson City | 262 | 277 | 295 | 257 | 271 |
| 576 Birmingham – Trussville | 338 | 323 | 342 | 311 | 299 |
| 555 Birmingham – Hoover | 355 | 334 | 343 | 306 | 306 |
| 502 Nashville – Spring Hill | 299 | 298 | 304 | 287 | 318 |
| 338 Atlanta – West Cobb | 293 | 322 | 282 | 321 | 347 |
| 836 Montgomery | 412 | 397 | 401 | 368 | 361 |
| 347 Atlanta – North Gwinnett | 341 | 302 | 312 | 322 | 370 |
| 1010 Maryville | 385 | 383 | 398 | 384 | 390 |
| 493 Nashville – Music City | 356 | 382 | 413 | 406 | 404 |
| 582 Nashville – Mt. Juliet | 415 | 398 | 409 | 424 | 409 |
| 384 Athens | 379 | 384 | 399 | 426 | 420 |

SOUTHEAST REGION RANKINGS

| | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|
| 1160 Auburn, AL | 521 | 488 | 488 | 466 | 445 |
| 782 Madison | 476 | 466 | 481 | 462 | 460 |
| 791 Atlanta – Barrow-Jackson | 362 | 413 | 419 | 461 | 470 |
| 990 Farragut/Hardin Valley | 475 | 455 | 459 | 470 | 474 |
| 364 Atlanta – Metro East | 457 | 461 | 476 | 516 | 506 |
| 945 Middle Georgia | 474 | 483 | 469 | 484 | 521 |
| 156 Atlanta – Sandy Springs | 277 | 331 | 309 | 488 | 525 |
| 322 Atlanta – Perimeter East | 527 | 528 | 534 | 550 | 554 |
| 292 Atlanta – NE | 504 | 519 | 503 | 527 | 558 |
| 469 Nashville – Hendersonville | 573 | 538 | 544 | 573 | 602 |
| 854 Birmingham – Gardendale | 574 | 257 | 273 | 244 | 614 |
| 1178 Atlanta - Griffin | | | | 625 | 630 |
| 1158 Georgia Communities | 623 | 625 | 639 | 632 | 633 |
| 315 Atlanta – Chatt. North | 553 | 533 | 482 | 576 | 667 |
| 405 Atlanta – South Fulton | 607 | 591 | 585 | 630 | 673 |
| 261 Atlanta – Buckhead | 599 | 629 | 580 | 644 | 687 |
| 372 Atlanta – Smyrna/Vinings | 506 | 559 | 527 | 637 | 688 |
| 615 Atlanta – Newnan | 618 | 689 | 744 | 690 | 689 |
| 324 Atlanta – Stockbridge | 689 | 709 | 696 | 699 | 705 |
| 1136 Bham – Homewood | 721 | 736 | 728 | 744 | 739 |
| 630 Atlanta – Midtown | 699 | 728 | 709 | 756 | 764 |
| 247 Atlanta – Perimeter North | 740 | 756 | 737 | 765 | 774 |

CONGRATULATIONS

DAY 1 TRANSMITTERS

kw SOUTHEAST
REGION
KELLERWILLIAMS.

| | |
|---------------------------|---------------------------------|
| Tonya Biter | Nashville - Murfreesboro |
| Holly McNeal | Anniston |
| Chandra Woods | Madison |
| Lynn Tortorigi | Atlanta - North Fulton |
| Susan Mortimer | Atlanta - Cherokee |
| Kathy Love | Chattanooga |
| Jill Riley | Birmingham-Homewood |
| Melissa Koehler | Atlanta - East Cobb |
| Kim Milstead | Keller Williams Auburn |
| Jacque Blackburn | Atlanta - Hall County |
| Priash Mangabhai | Atlanta - North Gwinnett |
| Nikki Alexander | Birmingham - Alabaster |
| Miriam Elzey | Atlanta - North Forsyth |
| Miranda Strickland | Southeast Alabama |
| Nikki Coombs | Johnson City |
| Liz McKinley | Tuscaloosa |
| Stephanie Tatum | Cleveland |
| Stephanie Clarkson | Nashville Spring Hill |
| Gina Fields | Atlanta - West Cobb |
| Susan Sullivan | Montgomery |
| Cameron Heggs | Atlanta - Buckhead |
| Lisa Wright | Nashville - Franklin |
| Lisa Dye | Farragut/Hardin Valley |