

**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	David E Williams	Atlanta-North Gwinnett
2	Donald Edwards Jr	Atlanta-Perimeter North	12	Dawn Marie Lauriano	Nashville-Franklin
3	Cyndi Contrucci	Atlanta-East Cobb	13	April Rener	Atlanta-South Forsyth
4	Dan Bangs	Atlanta-Perimeter North	14	Mincey Homes	Atlanta-In Town
5	Holli Clem	Atlanta-South Forsyth	15	Toby Akinleye	Atlanta-Sugarloaf
6	Becky Nguyen	Atlanta-West	16	Rachel Bruner	Chattanooga-East Brainerd
7	Tiffiney Graham	Columbus	17	Hersh Shah Group	Atlanta-In Town
8	Ryan Assad	Atlanta-South Forsyth	18	Vesta Consulting Group	Atlanta-In Town
9	Nichole Menzies	Atlanta-South Fulton	19	Linda Ann Green	Huntsville
10	Lindsey Haas	Atlanta-West Cobb	20	Amanda Hester	Columbus

## 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	S. Brownlee Properties	Atlanta-Metro East
2	The Perfect Property Real Estate Team	Atlanta-In Town	7	The Hammond Team	Augusta
3	Havens Thompson Group	Clarksville	8	Occasio Collective LLC	Atlanta-North Fulton
4	The Freeman Group	Atlanta-Peachtree Road	9	The Robinson Group	Nashville-Hendersonville
5	Chris & Alex ATL Home Team	Atlanta-Decatur	10	The Pearson Group	Nashville-Murfreesboro

## 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	Henon Team	Chattanooga - Downtown
2	S and N Team	Atlanta-North Fulton	7	The Huffaker Group	Nashville-Mt. Juliet
3	OZ-Atlanta Home Specialists	Atlanta-Decatur	8	The North Georgia Group	Atlanta-North Forsyth
4	Ming Sells Real Estate	Atlanta-Perimeter North	9	Alliance Home and Land Group	Atlanta-Metro East
5	Move Up Home Group	Nashville-Mt. Juliet	10	Susan Baldwin Real Estate Team	Huntsville

### **\*From December 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 - December

<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	30	6	Atlanta-Smyrna/Vinings	Austin Scott	10
2	Atlanta-West	Ray DuVall	16	6	Atlanta-Sugarloaf	Chad & Dominai Reeves	10
3	Atlanta-Peachtree Road	Ahndea May	13	6	Savannah	John Sherrod	10
4	Atlanta-Sandy Springs	Kara Epstein	12	9	Atlanta-NE	Bruce Mitchell	9
4	Birmingham-Vestavia	Catherine Singletary & Justin Williams	12				

## Top Market Centers - Net Agents - December

<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	11	7	Huntsville	Heather Jones	3
2	Atlanta-NE	Bruce Mitchell	7	7	Middle Georgia	Calvin Davis	3
3	Knoxville-West	J Lewis	6	7	Atlanta-Griffin	Lindsey Morton	3
4	Atlanta-Buckhead	Kelly Chancy	4	10	Savannah	John Sherrod	2
4	Birmingham-Alabaster	Jhaun Reid	4	10	Birmingham-Homewood	Lindsay Sport	2
4	Atlanta-Hall County	Patricia Bower & Adrian Terei	4	10	Farragut/Hardin Valley	Bo Mayberry	2

## 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	275	6	Atlanta-West Cobb	Matt Pitts	150
2	Atlanta-Sugarloaf	Chad & Dominai Reeves	190	7	Birmingham-Vestavia	Catherine Singletary & Justin Williams	147
3	Atlanta-West	Ray DuVall	189	8	Atlanta-Roswell	Julie Schieffelin	130
4	Atlanta-Peachtree Road	Ahndea May	179	8	Atlanta-Stockbridge	Cherie Chennault	129
5	Nashville-Franklin	Jason Huck	151	10	Atlanta-South Forsyth	Andrea Wright	124

## 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	117	6	Atlanta-NE	Bruce Mitchell	17
2	Johnson City	Brittney Ezell	44	7	Birmingham-Homewood	Lindsay Sport	16
3	Atlanta-Griffin	Lindsey Morton	38	8	Atlanta-Peachtree Road	Ahndea May	14
4	Atlanta-South Forsyth	Andrea Wright	23	9	Atlanta-North Gwinnett	Dara Laughlin	10
5	Atlanta-North Forsyth	Mike Moulder	20	10	Nashville-Murfreesboro	Mike French	9

\*\*From December KWRI Reports\*\*

# SOUTHEAST REGION RANKINGS

## Top 10 Market Centers – December 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-Peachtree Road	\$121,007	6	Huntsville	\$35,209
2	Atlanta-North Fulton	\$73,976	7	Atlanta-Chattahoochee North	\$30,800
3	Atlanta-In Town	\$55,951	8	Atlanta-West	\$29,703
4	Atlanta-Sugarloaf	\$50,350	9	Tuscaloosa	\$25,354
5	Clarksville	\$37,395	10	Nashville-Music City	\$24,686

## Top 10 Market Centers – December 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	\$127,005	6	Atlanta-In Town	\$48,466
2	Atlanta-Peachtree Road	\$82,752	7	Atlanta-Decatur	\$41,867
3	Atlanta-Cherokee	\$56,080	8	Atlanta-West Cobb	\$34,311
4	Atlanta-Roswell	\$49,656	9	Atlanta-South Forsyth	\$32,917
5	Atlanta-East Cobb	\$49,043	10	Atlanta-Sugarloaf	\$32,847

\*From December KWRI Reports\*



# SOUTHEAST REGION RANKINGS

## December 2024 Monthly/YTD Rankings

	Jan	Feb	Mar	Apr	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	YTD
Gross Recruits	1	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	31	29
Agent Count	1	1	1	1	1	1	1	1	1	1	1	1	1
Closed Units	1	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	1
Written Units	1	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	1
Listing Units	1	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	1
Total Royalty	1	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	1
Profit Share	1	1	1	1	1	1	1	1	1	1	1	1	1
Royalty/MC	6	4	3	2	3	9	5	7	9	5	8	4	5
Royalty/Agent	19	11	10	17	17	21	15	21	19	16	16	14	18
# Cat. SE is #1	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14	11/14

## Categories to Be #1 - YTD

### 1) Total Agents:

#1	Southeast	14,608
#2	Greater Pennsylvania	9,898
#3	Texas - South	9,459
#4	New York - Tri-State	9,045

### 2) Net Recruits:

#1	California - Inland Empire	109
#2	California - Central & So.	-43
#3	California - LA Coastal	-80
#29	Southeast	-796

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

**Total Agents: #0**

**Net Recruits: #905**

# SOUTHEAST REGION RANKINGS

## Market Center CORE PROFIT RANKINGS YTD

\*\*\* Please note 2024 Rankings do NOT include KWEN\*\*\*  
Rankings are out of 788 KW MCs

Market Center	YTD 8/2024	YTD 9/2024	YTD 10/2024	YTD 11/2024	YTD 12/2024
Atlanta – North Fulton	13	12	15	18	14
Atlanta – North Forsyth	20	16	19	20	21
Atlanta – Peachtree Road	74	77	73	74	40
Birmingham – Vestavia	48	60	50	47	46
Savannah	39	46	49	50	55
Clarksville	73	88	69	66	64
Atlanta – Roswell	86	73	79	82	83
Chattanooga – East Brainerd	103	117	100	94	99
Columbus, GA	85	97	97	102	101
Tuscaloosa	166	191	134	113	107
Chattanooga – Downtown	154	144	133	114	108
Atlanta - Sugarloaf	150	143	143	143	112
Atlanta – Cherokee	80	90	120	130	127
Nashville – Franklin	145	173	146	149	148
Atlanta – South Forsyth	127	135	148	160	154
Atlanta – Hall County	130	129	145	140	155
Huntsville	252	230	186	207	179
Anniston	236	209	198	178	188



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Knoxville-West	205	177	184	182	189
Atlanta – East Cobb	51	61	153	204	191
Atlanta – In Town	225	174	219	261	201
Golden Isles	147	187	181	198	209
Augusta	177	202	195	227	223
Southeast Alabama	211	243	211	219	228
Atlanta – Peachtree City	234	237	238	251	229
Atlanta – West	264	272	256	258	230
Birmingham – Alabaster	257	256	244	237	237
Nashville – Murfreesboro	235	260	239	247	258
Atlanta – Decatur	165	166	212	233	260
Johnson City	277	295	257	271	264
Cleveland	305	337	292	260	280
Birmingham – Hoover	334	343	306	306	303
Birmingham – Trussville	323	342	311	299	305
Nashville – Spring Hill	298	304	287	318	327
Atlanta – North Gwinnett	302	312	322	370	330
Montgomery	397	401	368	361	351
Nashville – Music City	382	413	406	404	361
Atlanta – West Cobb	322	282	321	347	368
Nashville – Mt. Juliet	398	409	424	409	374
Maryville	383	398	384	390	381

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Athens	384	399	426	420	394
Auburn, AL	488	488	466	445	433
Madison	466	481	462	460	465
Atlanta – Barrow-Jackson	413	419	461	470	476
Atlanta – Metro East	461	476	516	506	510
Farragut/Hardin Valley	455	459	470	474	517
Middle Georgia	483	469	484	521	539
Atlanta – Perimeter East	528	534	550	554	541
Atlanta – NE	519	503	527	558	545
Atlanta – Sandy Springs	331	309	488	525	578
Nashville – Hendersonville	538	544	573	602	590
Atlanta – Chatt. North	533	482	576	667	610
Atlanta - Griffin			625	630	616
Georgia Communities	625	639	632	633	625
Birmingham – Gardendale	619	637	640	614	630
Atlanta – South Fulton	591	585	630	673	673
Atlanta – Newnan	689	744	690	689	677
Atlanta – Smyrna/Vinings	559	527	637	688	697
Atlanta – Buckhead	629	580	644	687	718
Atlanta – Stockbridge	709	696	699	705	719
Birmingham – Homewood	736	728	744	739	727
Atlanta – Midtown	728	709	756	764	762
Atlanta – Perimeter North	756	737	765	774	776



**CONGRATULATIONS**

# **DAY 1 TRANSMITTERS**

**kw** SOUTHEAST  
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<b>Tonya Biter</b>	<b>Nashville - Murfreesboro</b>
<b>Kathy Love</b>	<b>Chattanooga - East Brainerd</b>
<b>Erin Putnam</b>	<b>Atlanta - Roswell</b>
<b>Jacque Blackburn</b>	<b>Atlanta - Hall County</b>
<b>Liz McKinley</b>	<b>Tuscaloosa</b>
<b>Lynn Tortorigi</b>	<b>Atlanta - North Fulton</b>
<b>Miranda Strickland</b>	<b>Southeast Alabama</b>
<b>Melissa Koehler</b>	<b>Atlanta - East Cobb</b>
<b>Chandra Woods</b>	<b>Madison</b>
<b>Holly McNeal</b>	<b>Anniston</b>
<b>Gina Fields</b>	<b>Atlanta - West Cobb</b>
<b>Stephanie Clarkson</b>	<b>Nashville - Spring Hill</b>
<b>Jill Riley</b>	<b>Birmingham - Homewood</b>
<b>Kim Milstead</b>	<b>Auburn</b>
<b>Miriam Elzey</b>	<b>Atlanta - North Forsyth</b>
<b>Stephanie Tatum</b>	<b>Cleveland</b>
<b>Susan Sullivan</b>	<b>Montgomery</b>
<b>Lisa Wright</b>	<b>Nashville - Franklin</b>
<b>Priash Mangabhai</b>	<b>Atlanta - North Gwinnett</b>
<b>TBD</b>	<b>Atlanta - South Fulton</b>
<b>Patty DelPrete</b>	<b>Atlanta - Smyrna/Vinings</b>
<b>Alex Haun</b>	<b>Maryville</b>