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## TOP-PRODUCING TEAMS

	NAME	CITY, STATE	GCI	UNITS
1	The Mike McCann Team	Philadelphia, Pa.	\$2,955,245	359
2	The Loken Group, Inc.	Houston, Texas	\$2,945,680	843.5
3	Lysi Bishop Real Estate, LLC	Boise, Idaho	\$2,750,513	136.89
4	Team Rixon/Cronin	Twin Falls, Idaho	\$2,396,007	68.5
5	The Redbud Group	Charlotte, N.C.	\$2,295,022	395
6	Fineman Suarez Team	Marina del Rey, Calif.	\$2,258,787	98.5
7	Sue Adler Team	Summit, N.J.	\$2,178,754	105
8	Jennifer Young Team	Chantilly, Va.	\$2,136,094	164.1
9	Chernov Team	Studio City, Calif.	\$1,915,246	45
10	Walden Team	Anchorage, Alaska	\$1,903,058	202
11	Christie Cannon Group	Frisco, Texas	\$1,819,690	202
12	Brad Morgan Team	Orem, Utah	\$1,815,409	37
13	The Rider Elite Team	Scottsdale, Ariz.	\$1,775,607	220
14	The Gunderman Group	Oakland, Calif.	\$1,761,749	46
15	The Stephen Cooley Real Estate Group	Fort Mill, S.C.	\$1,741,651	218
16	Mary Cheatham King Real Estate	Morehead City, N.C.	\$1,727,030	123
17	Carol Royse Team - Arizona	Tempe, Ariz.	\$1,649,606	117
18	Anderson Hicks Group	Idaho Falls, Idaho	\$1,616,601	195.825
19	Larson Group	Baxter, Minn.	\$1,582,846	94
20	Brady Sandahl Real Estate Group	Rancho Mirage, Calif.	\$1,576,759	78
21	BVO Luxury Group	Scottsdale, Ariz.	\$1,523,976	87
22	Jay Schmidt Group	Whitefish Bay, Wis.	\$1,471,195	119.85
23	Zia Group	Santa Barbara, Calif.	\$1,435,080	38
24	The Murdock and Manwaring Realty Group	Idaho Falls, Idaho	\$1,420,639	175.376
25	Team Jordan	Barrie, Ont.	\$1,397,416	128.15
26	Robby And Alka Bedi Team	Pleasanton, Calif.	\$1,390,791	50
27	Williams Realty Partners	Portsmouth, N.H.	\$1,384,157	124.15
28	Houston Properties Group	Houston, Texas	\$1,377,213	105.506
29	The Anderson Group	Nashville, Tenn.	\$1,373,826	98.196
30	The Ruiz Group	Carmel, Calif.	\$1,373,067	53.2
31	Utah Luxury Group	Park City, Utah	\$1,353,129	41.505
32	The Johnson Team	Colorado Springs, Colo.	\$1,350,592	125
33	Nick Shivers Team	Portland, Ore.	\$1,312,295	105
34	Steven Cohen Team	Boston, Mass.	\$1,282,068	84
35	Center City Listings	Philadelphia, Pa.	\$1,277,475	205
36	Dow Realty Group	Portsmouth, N.H.	\$1,254,477	95.25
37	Laura Gillott Team	Corvallis, Ore.	\$1,252,299	156
38	Disen Cai Real Estate Group	Burlingame, Calif.	\$1,221,259	30.25
39	The Perry Group	Salt Lake City, Utah	\$1,214,049	116.75
40	TeamBuilder KW	Kirkland, Wash.	\$1,203,479	144
41	City of Trees Real Estate	Boise, Idaho	\$1,197,332	119.05
42	Coalition Properties Group	Washington, D.C.	\$1,195,149	96.5
43	Neal & Neal Team	San Antonio, Texas	\$1,192,396	155
44	The Gene Arant Team	Austin, Texas	\$1,185,447	76
45	The Zamir Group	Tenafly, N.J.	\$1,183,353	125
46	The Elizabeth Do Team	Huntington Beach, Calif.	\$1,173,817	111
47	Robinson Team	Chattanooga, Tenn.	\$1,173,657	77
48	Brown Team	San Francisco, Calif.	\$1,157,300	23
49	Jonville Team	Carlsbad, Calif.	\$1,156,898	65
50	The Varano Realty Group	Westwood, Mass.	\$1,152,244	47

\*Based on data/transmittals received for Q3 2020 (July to September 2020).  
Closed transactions identified with specific agent/team.

## 25 TOP EXPANSION NETWORKS

	EXPANSION NAME	EXPANSION OWNER(S)	GCI	UNITS
1	Place, Inc.	Ben Kinney, Chris Suarez	\$17,894,900	1816.275
2	Lucido Agency	Bob Lucido	\$6,296,306	759.25
3	Hergenrother Realty Group	Adam Hergenrother	\$5,131,053	689.345
4	The Reynolds Team Network	Sarah Reynolds	\$4,421,102	331.625
5	Kristan Cole Real Estate Network	Kristan Cole	\$3,773,145	508.3
6	The Heyl Group	Tim Heyl	\$3,107,042	285.6
7	The EZ Referral Network	Michael Zinicola, Greg Erlanger	\$2,488,861	489
8	The Justin Landis Group	Justin Landis	\$2,156,849	211
9	United Home Group	Cody Gibson	\$1,965,526	190.25
10	Jeff Glover & Associates	Jeff Glover	\$1,847,315	286
11	Gary Mercer Group	Gary Mercer, Sr.	\$1,841,250	178.45
12	The Condo Shop	Gaurav Gambhir	\$1,744,115	294.7
13	Redux Realty	Chris Craddock	\$1,546,347	155.9
14	Fulcrum Properties Group	Ty Voyles, Tom Kavanagh, Jim Lisowski	\$1,436,434	94.25
15	The Reed Moore Group	Reed Moore	\$1,412,731	171.25
16	The Nickley Group	Tom Nickley	\$1,410,534	158
17	The Perna Team	Michael Perna	\$1,370,969	190
18	Movement Real Estate	Derek Oie	\$1,355,182	129
19	The PCS Pro Team	Tonya Towles	\$1,325,926	170.65
20	Waldner Winters Team	Nick Waldner	\$1,318,966	120
21	Elevate Real Estate Network	Wyatt Poindexter	\$1,292,628	109
22	Edie Waters Team	Edie Waters	\$1,281,681	178
23	Anderson Real Estate Group	Jeff Anderson, Torey Carrick	\$1,225,567	63
24	Jose Medina – Impact Group	Jose Medina	\$1,184,882	252
25	Relevate	Tyler Shields	\$1,177,937	115

## 20 TOP MARKET CENTERS

	MARKET CENTER	TEAM LEADER(S)	PROFIT
1	Ballantyne Area	Jim Fischetti, Jr.	\$752,950
2	Greater Portland	Bradford Knowles	\$701,102
3	Ridgewood	Resham Sethi	\$677,324
4	Heritage	Jack Hawthorne, Lisa Munoz, Stephanie Williams	\$614,250
5	Austin SW	Diane Johnson, Jennifer Lewis, Mallory Mundy	\$568,882
6	Dallas DFW	Dustin Wright	\$558,900
7	Arlington	Melinda Miller	\$497,837
8	Asheville	Jeff Stewart	\$469,514
9	Danville	Kristin White	\$465,259
10	West Monmouth	Sally Pietracatella	\$453,296
11	KW Chervenik Realty	Melisa Jung	\$451,719
12	Naperville	Caryn Prall, Karen Scholle	\$433,258
13	Charlotte - South Park	Glenn Kirby	\$430,190
14	Grand Rapids East	Judy Brasseur	\$422,809
15	Minneapolis Lakes	Jennifer Briggs	\$415,081
16	Stamford	Stephen Scott	\$411,587
17	Kernersville	Michelle Amador	\$406,974
18	Boise	Stacie States	\$380,026
19	Capital District	Carrie Bee Weiss	\$376,119
20	Greater Metropolitan	Michael Repasky	\$374,425

\*Based on data/transmittals received for Q3 2020 (July to September 2020). Closed transactions identified with specific agent/team.

## 50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE	GCI
1	Stephanie Vitacco	Encino, Calif.	\$1,160,150
2	Andrew Sweat	Los Gatos, Calif.	\$893,288
3	Kevin Larose	Mississauga, Ont.	\$799,908
4	Julie Hopkins	Park City, Utah	\$794,828
5	Timothy McLaughlin	Austin, Texas	\$724,230
6	Melanie Wilson	O'Fallon, Mo.	\$691,036
7	Keke Tan	Campbell, Calif.	\$676,698
8	Dean Otto	Kahului, Hawaii	\$628,550
9	Kimberly Ziton	Woodbury, Minn.	\$625,048
10	Eric Delgado	Encino, Calif.	\$621,362
11	Sheila Bailey	Golden, Colo.	\$605,462
12	Gregg Phillipson	La Mesa, Calif.	\$597,288
13	Heather Feldman	Park City, Utah	\$585,390
14	Debbie Austin	Roseville, Calif.	\$544,084
15	Amber Hart	Austin, Texas	\$540,035
16	Paula Hinegardner	Franklin, Tenn.	\$518,632
17	Fei Li	Irvine, Calif.	\$516,905
18	James Benson	Toronto, Ont.	\$506,594
19	Anthony Giacone	Frisco, Colo.	\$504,507
20	Barbara Best	Toronto, Ont.	\$495,394
21	Gregory Laurence Simpson	Los Gatos, Calif.	\$472,044
22	Wendy Gimpel	Woodbury, Minn.	\$471,248
23	Joshua Yammer	El Segundo, Calif.	\$450,000
24	Brian Combs	Vancouver, Wash.	\$443,005
25	Michael Mei	Irvine, Calif.	\$439,606
26	Melanie Fleet	Newton, Mass.	\$435,949
27	Katherine Peterson	Mississauga, Ont.	\$432,279
28	Blaise Lofland	Pleasanton, Calif.	\$432,000
29	Kyrstin Frate	Clarksville, Tenn.	\$425,433
30	Pamela Martin	Daphne, Ala.	\$415,617
31	Jessica Drew	Destin, Fla.	\$413,029
32	John Walker	Falls Church, Va.	\$410,526
33	Joshua Larsen	Denver, Colo.	\$409,184
34	Harvey Dubov	Boca Raton, Fla.	\$409,100
35	Katharina Trappe	New York, N.Y.	\$408,161
36	Sarah Hull	Oshawa, Ont.	\$392,088
37	Ming Wei Chien	Cupertino, Calif.	\$384,308
38	Heidi Davis	Los Angeles, Calif.	\$378,756
39	Murray Alan Gardner	Park City, Utah	\$378,240
40	Jennifer Anne Thayer	St. Petersburg, Fla.	\$376,400
41	Elizabeth Axelgard	Sacramento, Calif.	\$371,950
42	Renee Bouaziz	Tenafly, N.J.	\$371,677
43	Michael Williams	Carlsbad, Calif.	\$370,603
44	Lori Wakefield	Austin, Texas	\$366,143
45	Crystal Chase	Bozeman, Mont.	\$364,429
46	Jonathan Yudis	Kahului, Hawaii	\$362,500
47	Zeev Perez	Encino, Calif.	\$361,600
48	Dominic Serna	Albuquerque, N.M.	\$360,200
49	Jolene Jenkins	Idaho Falls, Idaho	\$359,310
50	Kelly Spayd	Wyomissing, Pa.	\$355,033

## 10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	56
2	Nick Avila	Denton	44
3	Erika McNew	Charlotte - South Park	29
4	Josh Marriott	Dallas DFW	25
4	Shawn Tamaro	Philadelphia - Center City	25
5	Claudia Montoya	Denver Southeast	17
5	Theodore Martinez	Greater Nassau, NY	17
6	Dakota Stabile	NYC - Queens/Jackson Heights	16
6	Josh Zimmerman	Carmel Valley / Del Mar	16
7	TJ McNece	Dallas Metro North	14
8	Tracee Perrin	Nashville - Green Hills	13
9	Ashley Ulrich	Houston Metropolitan	12
9	Brandon Lucido	Dallas Preston Road	12
9	Mark Jackson	Raleigh	12
10	Karen Climer	Orlando Central	11
10	Michael Boich	Greater Metropolitan	11
10	Typhani Morgan	Dallas Midtown	11

## 20 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Cory Harkleroad	Wichita, Kan.	\$373,759	1
2	Joey Wang	Walnut Creek, Calif.	\$372,188	8
3	Charles Allen	Santa Cruz, Calif.	\$345,133	5
4	Tim Abney	Cumming, Ga.	\$336,100	4
5	Daniel Gamache	Pleasanton, Calif.	\$273,025	11
6	Tricia Callies	Boise, Idaho	\$263,267	7
7	Mason Canter	Los Angeles, Calif.	\$243,028	43
8	Elena Johal	Los Gatos, Calif.	\$231,533	6
9	Andrew Ostrander	Glendale, Ariz.	\$226,025	6.1
10	John York	San Antonio, Texas	\$216,009	2
11	Ryan Devin	Golden, Colo.	\$214,682	13.25
12	Tzu-Ning Chang	Pasadena, Calif.	\$213,895	10
13	Kevin Hurley	Pasadena, Calif.	\$210,565	2.165
14	Kevin M. Lutz	Pasadena, Calif.	\$210,565	2.165
15	Brooke Giattii	South Jordan, Utah	\$205,255	4
16	Younghe Cheong	Atlanta, Ga.	\$199,500	2
17	Nicholas Vilvandre	Seattle, Wash.	\$195,843	15
18	Jagmeet Singh	Pasadena, Calif.	\$193,400	4
19	Cindy Hill Slater	Studio City, Calif.	\$193,313	3
20	Dennis Stevens	Idaho Falls, Idaho	\$188,488	6

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