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## TOP-PRODUCING TEAMS

YOUR  
NUMBER  
MEMBER

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	The Loken Group, Inc.	Houston, Texas	\$9,557,171.53	2,513.5
2	Lysi Bishop Real Estate, LLC	Boise, Idaho	\$7,960,079.56	414.64
3	The Redbud Group	Charlotte, N.C.	\$7,432,622.78	1,430.55
4	Jennifer Young Team	Chantilly, Va.	\$6,515,147.59	552.85
5	The Stephen Cooley Real Estate Group	Fort Mill, S.C.	\$6,046,104.59	781.25
6	The Rider Elite Team	Scottsdale, Ariz.	\$5,991,377.13	957.46
7	Fineman Suarez Team	Inglewood, Calif.	\$5,970,878.89	266.5
8	Chernov Team	Studio City, Calif.	\$5,681,700.15	145
9	Christie Cannon Group	Frisco, Texas	\$5,406,665.97	601
10	Walden Team	Anchorage, Alaska	\$5,276,363.60	594
11	Anderson Hicks Group	Idaho Falls, Idaho	\$5,238,886.79	656.675
12	Mary Cheatham King Real Estate	Morehead City, N.C.	\$5,101,405.32	317
13	Sue Adler Team	Summit, N.J.	\$5,030,079.15	245
14	BVO Luxury Group	Scottsdale, Ariz.	\$5,009,328.66	286
15	Team Rixon/Cronin	Twin Falls, Idaho	\$4,821,517.10	130
16	Zia Group	Santa Barbara, Calif.	\$4,563,568.85	127.6
17	Carol Royse Team - Arizona	Tempe, Ariz.	\$4,528,042.45	332
18	Jay Schmidt Group	Whitefish Bay, Wis.	\$4,413,235.25	388.625
19	TeamBuilder KW	Kirkland, Wash.	\$4,257,268.02	551.5
20	Center City Listings	Philadelphia, Pa.	\$4,197,851.55	666
21	Laura Gillott Team	Corvallis, Ore.	\$4,186,321.34	536.963
22	Team Jordan	Barrie, Ont.	\$4,162,810.36	396.9
23	The Perry Group	Salt Lake City, Utah	\$4,161,700.94	356.25
24	Nick Shivers Team	Portland, Ore.	\$4,076,325.89	338
25	The Ruiz Group	Carmel, Calif.	\$3,971,931.38	135.9
26	The Gunderman Group	Oakland, Calif.	\$3,920,930.24	108.075
27	The Huff Group	Overland Park, Kan.	\$3,881,079.55	447
28	Dow Realty Group	Portsmouth, N.H.	\$3,858,100.84	287.25
29	Williams Realty Partners	Portsmouth, N.H.	\$3,854,314.48	366.5
30	The Johnson Team	Colorado Springs, Colo.	\$3,819,958.07	367
31	Murdock Manwaring Co, A Real Estate Group	Idaho Falls, Idaho	\$3,802,287.18	487.326
32	Venturi Realty	Albuquerque, N.M.	\$3,784,251.82	509.45
33	Robinson Team	Chattanooga, Tenn.	\$3,752,424.80	257.8
34	The Gene Arant Team	Austin, Texas	\$3,726,686.81	246
35	Brady Sandahl Real Estate Group	Rancho Mirage, Calif.	\$3,703,468.88	212.5
36	Houston Properties Group	Houston, Texas	\$3,663,259.94	292.616
37	Brad Morgan Team	Orem, Utah	\$3,662,196.41	109
38	The Anderson Group	Nashville, Tenn.	\$3,614,695.36	272.013
39	Disen Cai Real Estate Group	Burlingame, Calif.	\$3,602,850.45	93.75
40	Coalition Properties Group	Washington, D.C.	\$3,573,879.78	313
41	Young Team	Cleveland, Ohio	\$3,573,395.21	493
42	Team Kristen Schramme	San Antonio, Texas	\$3,551,791.30	438.85
43	Klaus Team	Gilbert, Ariz.	\$3,523,579.29	447
44	Downing Team	Columbia, S.C.	\$3,513,226.47	429
45	The Renee White Team	Walnut Creek, Calif.	\$3,438,975.80	153.5
46	City Of Trees Real Estate	Boise, Idaho	\$3,431,640.20	386.21
47	Steven Cohen Team	Boston, Mass.	\$3,426,670.49	212
48	Neal & Neal Team	San Antonio, Texas	\$3,423,453.99	450
49	The Stern Team	Salt Lake City, Utah	\$3,414,088.05	330.78
50	Larson Group	Baxter, Minn.	\$3,396,570.81	236

\*Based on data/transmittals received for 2020 (January 1 to December 31).  
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	\$56,612,654.93	5,985.406
2	Lucido Agency	Bob Lucido	\$20,338,368.98	2,431.5
3	Hergenrother Realty Group	Adam Hergenrother	\$15,774,305.20	2,170.475
4	The Reynolds Team Network	Sarah Reynolds	\$15,058,223.26	1,110.75
5	Kristan Cole Real Estate Network	Kristan Cole	\$13,333,796.86	1,800.505
6	The Heyl Group	Tim Heyl	\$9,227,045.43	954.55
7	The EZ Referral Network	Gregory Erlanger, Mike Zinicola	\$7,211,157.21	1492
8	The Justin Landis Group	Justin Landis	\$7,151,842.66	703
9	United Home Group	Cody Gibson	\$6,038,235.33	667.55
10	The Condo Shop	Gaurav Gambhir	\$5,407,897.56	979.668
11	Jeff Glover & Associates	Jeff Glover	\$5,218,078.20	864
12	Fulcrum Properties Group	Ty Voyles, Tom Kavanagh, Jim Lisowski	\$5,188,390.43	348.15
13	Gary Mercer Group	Gary Mercer Sr.	\$5,178,290.19	509.65
14	The Nickley Group	Tom Nickley	\$4,693,931.97	575.25
15	The Reed Moore Group	Reed Moore	\$4,664,356.26	558.25
16	Movement Real Estate	Derek Oie	\$4,515,247.96	409.375
17	Jose Medina – Impact Group	Jose Medina	\$4,488,875.67	1016
18	Redux Realty	Chris Craddock	\$4,161,251.56	433.25
19	The PCS Pro Team	Tonya Towles	\$4,141,002.01	526.15
20	Edie Waters Team	Edie Waters	\$4,017,402.32	552
21	Santana Properties Team	Hudson Santana	\$3,804,961.68	191.45
22	Graddy Real Estate	Adam Graddy	\$3,770,297.23	580
23	Anderson Real Estate Group	Jeff Anderson, Torey Carrick	\$3,707,445.18	214.35
24	Waldner Winters Team	Nick Waldner	\$3,702,556.10	368.6
25	The Perna Team	Mike Perna	\$3,696,776.59	527

## 20 TOP MARKET CENTERS

	MARKET CENTER	CITY, STATE	TEAM LEADER(S)	PROFIT
1	Ballantyne Area	Charlotte, N.C.	Jim Fischetti, Jr.	\$1,982,856.78
2	Ridgewood	Ridgewood, N.J.	Resham Sethi	\$1,662,561.80
3	Heritage	San Antonio, Texas	Jack Hawthorne, Lisa Munoz, Stephanie Williams	\$1,634,400.96
4	Greater Portland	Portland, Maine	Bradford Knowles	\$1,632,275.13
5	Austin SW	Austin, Texas	Diane Johnson, Jennifer Lewis, Mallory Mundy	\$1,604,384.32
6	Dallas DFW	Southlake, Texas	Dustin Wright	\$1,402,191.66
7	Minneapolis Lakes	Minneapolis, Minn.	Jennifer Briggs	\$1,302,355.34
8	Stamford	Stamford, Conn.	Stephen Scott	\$1,290,729.87
9	Greater Metropolitan	Cleveland, Ohio	Michael Repasky	\$1,234,981.89
10	Danville	Danville, Calif.	Kristin White	\$1,187,427.96
11	Arlington	Arlington, Texas	Dalton Carroll	\$1,182,989.67
12	Destin	Destin, Fla.	Jeff Adamson	\$1,161,610.62
13	Capital District	Latham, N.Y.	Carrie Bee Weiss	\$1,096,829.24
14	KW Chervenik Realty	Stow, Ohio	Melisa Jung	\$1,090,847.15
15	Raleigh Brier Creek	Raleigh, N.C.	Gina Van Benthuyssen	\$1,072,253.45
16	Federal Way	Federal Way, Wash.	Bill Allison, Lindy Haaglund	\$1,052,702.94
17	Kernersville	Kernersville, N.C.	Michelle Amador	\$1,021,626.34
18	Naperville	Naperville, Ill.	Caryn Prall, Karen Scholle	\$1,009,781.08
19	Asheville	Asheville, N.C.	Jeff Stewart	\$1,007,698.68
20	Grand Rapids East	Grand Rapids, Mich.	Judy Brasseur	\$983,640.97

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## 50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	Stephanie Vitacco	Encino, Calif.	\$3,843,021.39	203.5
2	Keke Tan	Campbell, Calif.	\$2,907,567.79	89
3	Julie Hopkins	Park City, Utah	\$2,392,254.76	59
4	Eric Delgado	Encino, Calif.	\$2,004,663.21	122.7
5	Andrew Sweat	Los Gatos, Calif.	\$1,978,631.25	55.5
6	James Benson	Toronto, Ont.	\$1,892,424.43	703
7	Amber Hart	Austin, Texas	\$1,820,348.79	78
8	Gregg Phillipson	La Mesa, Calif.	\$1,801,858.31	127
9	Paula Hinegardner	Franklin, Tenn.	\$1,644,746.13	53
10	Kimberly Ziton	Woodbury, Minn.	\$1,590,201.11	111.25
11	Debbie Austin	Roseville, Calif.	\$1,501,472.02	67.05
12	Gregory Laurence Simpson	Los Gatos, Calif.	\$1,460,863.75	24.5
13	Kyrstin Frate	Clarksville, Tenn.	\$1,367,024.19	238
14	Dominic Serna	Albuquerque, N.M.	\$1,320,754.07	71.5
15	Barbara Best	Toronto, Ont.	\$1,287,634.00	53
16	Anthony Giacone	Frisco, Colo.	\$1,278,986.63	56.75
17	Dean Otto	Kahului, Hawaii	\$1,231,009.94	18.6
18	John Walker	Falls Church, Va.	\$1,219,272.00	82.75
19	Sheila Bailey	Golden, Colo.	\$1,201,167.25	103
20	Aleksandr Frankov	Kent, Wash.	\$1,188,220.33	99.5
21	Crystal Chase	Bozeman, Mont.	\$1,166,448.78	111
22	Sarah Hull	Oshawa, Ont.	\$1,162,784.55	47
23	Joshua Larsen	Denver, Colo.	\$1,159,780.77	103.75
24	Melanie Wilson	O'Fallon, Mo.	\$1,159,281.80	206.25
25	Jeannette Westcott	Columbia, Md.	\$1,154,290.52	123.65
26	Joshua Yammer	El Segundo, Calif.	\$1,138,313.82	6
27	Heather Feldman	Park City, Utah	\$1,134,540.26	36.75
28	Fei Li	Irvine, Calif.	\$1,125,670.94	42.2
29	Wendy Gimpel	Woodbury, Minn.	\$1,124,469.36	75
30	Jennifer Anne Thayer	St. Petersburg, Fla.	\$1,111,426.18	37.5
31	Jennifer Gelfand Church	Boston, Mass.	\$1,100,218.94	75
32	Jared Hansen	South Jordan, Utah	\$1,094,038.92	98.75
33	Melanie Fleet	Newton, Mass.	\$1,092,091.31	58.6
34	Ryan Assad	Suwanee, Ga.	\$1,018,378.77	64
35	Paula Beauchamp	Oklahoma City, Okla.	\$1,016,323.64	79
36	Michael Mei	Irvine, Calif.	\$1,012,900.92	49.5
37	Rita Wolff	Portland, Ore.	\$987,695.80	29
38	Christine Thi Do	Easton, Ma.	\$979,720.75	85
39	Mary Hickey	Austin, Texas	\$976,293.02	46.5
40	Jeff Mahler	Worthington, Ohio	\$973,303.15	129
41	Bedros Bozdogan	Knoxville, Tenn.	\$967,156.83	91.15
42	Amanda Mickelsen	West Des Moines, Iowa	\$958,500.82	103
43	Voss Sartain	Bozeman, Mont.	\$949,335.62	102.75
44	Christine Williams	Big Bear Lake, Calif.	\$936,299.00	22
45	Brian Combs	Vancouver, Wash.	\$932,007.45	77.25
46	Nancy Wilson	Toronto, Ont.	\$929,254.89	52.75
47	Patricia Anne Dajani	Houston, Texas	\$910,499.54	36.5
48	Beverly Langley	Millersville, Md.	\$907,838.27	101.5
49	Hong Qi Yang	Westwood, Mass.	\$905,753.60	68
50	Christine Cardoso-Moore	Oxnard, Calif.	\$898,716.19	57.81

## 10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	188
2	Nick Avila	Denton	128
3	Erika McNew	Charlotte - South Park	73
4	Josh Marriott	Dallas DFW	51
5	Brandon Lucido	Dallas Preston Road	47
6	Josh Zimmerman	Carmel Valley / Del Mar	44
7	Dakota Stabile	NYC - Queens/Jackson Heights	42
7	T.J. McNeece	Dallas Metro North	42
8	Ashley Ulrich	Houston Metropolitan	36
9	Michael Boich	Greater Metropolitan	31
10	Matthew Chick	Integrity First Realty - Mesa/Gilbert	30
10	Mike Edge	Pensacola	30
10	Shawn Tammaro	Philadelphia - Center City	30

## 10 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Frank Martin	Limerick, Pa.	\$1,643,461.48	31
2	Cory Harkleroad	Wichita, Kan.	\$1,499,282.43	2
3	Tony Nabhan	Fort Lee, N.J.	\$1,033,266.72	76.47
4	Charles Allen	Santa Cruz, Calif.	\$925,340.07	10
5	Kevin Hurley	Pasadena, Calif.	\$856,055.06	7.448
6	Kevin M. Lutz	Pasadena, Calif.	\$856,055.05	7.448
7	Kevin Cain	Bethlehem, Pa.	\$723,653.15	2
8	Joey Wang	Walnut Creek, Calif.	\$710,201.95	16
9	Jared Ennis	Fresno, Calif.	\$694,644.18	58.25
10	Germain Villeneuve	Scottsdale, Ariz.	\$664,996.66	1.5
11	Tim Abney	Cumming, Ga.	\$620,105.25	9.05
12	Joe Kim	Studio City, Calif.	\$610,924.74	7.591
13	Brent Edgerton	Greenville, S.C.	\$588,175.43	15.25
14	Scott Poncetta	Los Gatos, Calif.	\$584,538.01	13.75
15	Richard Johns	Studio City, Calif.	\$582,548.25	12.33
16	Kira Karlin	Atlanta, Ga.	\$582,458.90	27.7
17	Kevin Land	Visalia, Calif.	\$581,782.49	77
18	Michael Grusso	Shrewsbury, N.J.	\$550,156.25	49
19	Elena Johal	Los Gatos, Calif.	\$545,686.50	18
20	Jagmeet Singh	Pasadena, Calif.	\$527,700.00	18

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