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## TOP-PRODUCING TEAMS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	The Icon Team	The Woodlands, Texas	\$8,673,408.14	126
2	Lysi Bishop Real Estate, LLC	Boise, Idaho	\$2,842,435.78	113
3	The Loken Group, Inc.	Houston, Texas	\$2,515,611.08	584.25
4	Sue Adler Team	Summit, N.J.	\$2,314,442.96	92
5	Christie Cannon Group	Frisco, Texas	\$2,230,940.90	214
6	Team Rixon/Cronin	Twin Falls, Idaho	\$2,220,577.75	45.30
7	Nick Shivers Team	Portland, Ore.	\$2,180,731.26	136
8	Anderson Hicks Group	Idaho Falls, Idaho	\$2,004,525.17	191.18
9	Chernov Team	Studio City, Calif.	\$1,998,244.83	44
10	Jennifer Young Team	Chantilly, Va.	\$1,970,608.48	160
11	The Gunderman Group	Oakland, Calif.	\$1,939,174.64	41
12	Walden Team	Anchorage, Ark.	\$1,798,947.88	199
13	Team Jordan	Barrie, Ont.	\$1,728,000.87	148.50
14	The Stern Team	Salt Lake City, Utah	\$1,659,968.80	121.95
15	DMTX Realty Group	Austin, Texas	\$1,617,185.86	36
16	Laura Gillott Team	Corvallis, Ore.	\$1,610,247.80	170
17	Matt Fetick Real Estate Team	Wilmington, Del.	\$1,578,316.61	152
18	Lan Bowling Team	Palo Alto, Calif.	\$1,561,012.50	15.75
19	The Suarez Team	Inglewood, Calif.	\$1,533,213.53	64.85
20	Robinson Team	Chattanooga, Tenn.	\$1,516,224.68	97.25
21	Young Team	Cleveland, Ohio	\$1,508,202.68	172
22	Coco Tan Team	Campbell, Calif.	\$1,507,455.10	40.50
23	Jay Schmidt Group	Whitefish Bay, Wis.	\$1,496,988.68	124
24	Brad Morgan Team	Orem, Utah	\$1,495,826.35	17
25	Downing Team	Columbia, S.C.	\$1,482,041.00	171.50
26	Center City Listings	Philadelphia, Pa.	\$1,476,116.25	216.75
27	Carol Royse Team	Tempe, Ariz.	\$1,466,025.10	77
28	Neal & Neal Team	San Antonio, Texas	\$1,462,852.38	180
29	The Kink Team	The Woodlands, Texas	\$1,461,999.95	58.75
30	The Partners Marketing Group	Port Coquitlam, B.C.	\$1,451,991.72	192
31	Steven Cohen Team	Boston, Mass.	\$1,433,364.64	108
32	The Larose Team	Mississauga, Ont.	\$1,416,146.20	67
33	The Rider Elite Team	Scottsdale, Ariz.	\$1,415,979.06	157
34	The Anderson Team	Memphis, Tenn.	\$1,414,738.63	251
35	The Shawn Lepp Team	Oshawa, Ont.	\$1,407,104.77	68
36	Apex-Cre	South Jordan, Utah	\$1,406,961.00	7
37	Dow Realty Group	Portsmouth, N.H.	\$1,398,373.79	85
38	Falk Ruvin Gallagher	Whitefish Bay, Wis.	\$1,392,106.14	80.75
39	The Debbie Sharp Group	Burlingame, Calif.	\$1,379,712.49	16
40	Larson Group	Baxter, Minn.	\$1,374,817.13	75
41	The Elizabeth Do Team	Huntington Beach, Calif.	\$1,338,970.11	75
42	Houston Properties Group	Houston, Texas	\$1,330,244.64	95.56
43	Team Kristen Schramme	San Antonio, Texas	\$1,301,404.41	142.05
44	The Renee White Team	Walnut Creek, Calif.	\$1,280,793.50	55
45	Huerkamp Home Group	Burnsville, Minn.	\$1,273,974.93	128
46	Equipe Cbmtl	Montreal, QC	\$1,258,186.86	34
47	Caine Luxury Team	Naples, Fla.	\$1,256,761.48	113
48	Andrew Ipekian Real Estate Group	Toronto, Ont.	\$1,251,624.11	38.25
49	Michael Martinetti Group	Westfield, N.J.	\$1,247,557.50	108
50	The Stephen Haw Group	Rolling Hills Estates, Calif.	\$1,244,539.70	55.10

\*Based on data/transmittals received for Q3 2021 (July to September 2021).  
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	\$24,853,355.83	2,124.40
2	Lucido Agency	Bob Lucido	\$9,303,222.23	914.40
3	The Reynolds Team Network	Sarah Reynolds	\$8,417,911.85	593
4	Hergenrother Realty Group	Adam Hergenrother	\$7,407,987.77	897.53
5	Redbud Group	Trent Corbin	\$7,059,869.33	1,279.60
6	The Heyl Group	Tim Heyl	\$5,369,150.45	635
7	Kristan Cole Real Estate Network	Kristan Cole	\$4,026,126.46	495.10
8	The Mike McCann Team	Mike McCann	\$3,337,240.14	325
9	The EZ Referral Network	Gregory Erlanger	\$2,726,953.66	433
10	The PCS Pro Team	Tonya Towles	\$2,367,315.22	449.10
11	The Condo Shop	Gaurav Gambhir	\$2,355,615.59	434.10
12	Gary Mercer Group	Gary Mercer, Sr.	\$2,165,292.01	188
13	The Perna Team	Michael Perna	\$2,110,248.55	258
14	Premier Properties Group	Kris Goggans	\$2,100,321.37	322
15	The Justin Landis Group	Justin Landis	\$2,017,258.42	171
16	United Home Group	Cody Gibson	\$1,919,607.23	199.65
17	The Nickley Group	Tom Nickley	\$1,914,420.07	196
18	The Huffaker Group	David Huffaker	\$1,746,363.52	167.54
19	Jeff Glover & Associates	Jeff Glover	\$1,720,519.47	249
20	The Gray Group	Tricia Gray	\$1,652,294.17	243.90
21	The Reed Moore Group	Reed Moore	\$1,471,252.63	163.25
22	Waldner Winters Team	Nick Waldner	\$1,398,239.95	127
23	Fulcrum Properties Group	Ty Voyles, Tom Kavanagh, Jim Lisowski	\$1,385,579.68	86
24	Jose Medina – Impact Group	Jose Medina	\$1,348,960.07	257
25	In Network Real Estate Team	Joshua Wright	\$1,255,376.01	186

## 20 TOP MARKET CENTERS

	MARKET CENTER	TEAM LEADER(S)	PROFIT
1	Ridgewood	Amina Blake-Foreman	\$613,071.53
2	Greater Portland	Bradford Knowles	\$600,504.36
3	Austin SW	Diane Johnson, Jennifer Lewis, Mallory Mundy	\$486,430.10
4	Ballantyne Area	Jim Fischetti, Jr.	\$482,986.99
5	Stamford	Stephen Scott	\$461,741.82
6	West Monmouth	Sally Pietracatella	\$449,428.32
7	Dallas DFW	Dustin Wright	\$448,105.76
8	Naperville	Karen Scholle	\$413,560.32
9	Capital District	Carrie Bee Weiss	\$398,946.73
10	Heritage	Jack Hawthorne, Lisa Munoz, Stephanie Williams	\$398,363.17
11	Houston Memorial	Larry Frawley	\$385,586.88
12	Keller Williams NYC	Lauren Balbuena	\$382,699.46
13	Chervenik Realty	Melisa Jung	\$365,429.65
14	Greater Metropolitan	Michael Repasky	\$343,586.09
15	Metropolitan	Mark Mulcahy	\$332,450.99
16	Peninsula Estates	Nicole Aissa	\$326,166.54
17	Wayne	Matt Bilheimer	\$321,128.72
18	Federal Way	Lindy Haaglund	\$319,330.25
19	Grand Rapids East	Judy Brasseur	\$316,271.33
20	Bucks County South	Michael Friedman	\$310,621.45

\*Based on data/transmittals received for Q3 2021 (July to September 2021). Closed transactions identified with specific agent/team.

## 50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	Stephanie Vitacco	Encino, Calif.	\$1,600,980.66	65
2	Kristy Thornton	Dallas, Texas	\$989,000.00	4
3	Laura Bryant	Burlingame, Calif.	\$925,607.03	12
4	Eric Delgado	Encino, Calif.	\$912,911.50	49
5	Radha Rustagi	Cupertino, Calif.	\$883,037.88	19
6	Gregg Phillipson	La Mesa, Calif.	\$794,621.87	34
7	Julie Hopkins	Park City, Utah	\$771,892.00	16
8	Songhua Cui	Braintree, Mass.	\$752,576.21	56
9	Fleming Chu	Alhambra, Calif.	\$713,282.00	5
10	Sarah Hull	Oshawa, Ont.	\$699,838.75	21
11	Michael Goertz	Georgetown, Texas	\$690,000.00	1
12	Jennifer Gelfand Church	Boston, Mass.	\$687,485.00	27
13	Kimberly Ziton	Woodbury, Minn.	\$663,100.95	40
14	Susan Rane	Vero Beach, Fla.	\$653,880.00	3
15	Kyrstin Frate	Clarksville, Tenn.	\$639,601.26	79
16	Pauline Cheng	Arcadia, Calif.	\$603,010.45	12
17	Debbie Austin	Roseville, Calif.	\$586,290.85	17.10
18	Eric West	Kahului, Hawaii	\$564,549.28	14
19	Lorne Gornitsky	Boca Raton, Fla.	\$546,375.00	3
20	Terry LaRoche	Whittier, Calif.	\$542,540.00	21
21	Andrew Sweat	Los Gatos, Calif.	\$532,161.25	17
22	Heather Loper	Daphne, Ala.	\$521,803.80	34.92
23	Nancy Floyd	Celina, Texas	\$517,566.46	21
24	Yin Song	Cupertino, Calif.	\$517,045.40	10.50
25	Brodie Callender	Kahului, Hawaii	\$502,350.00	3
26	Michael Eisenberg	Beverly Hills, Calif.	\$501,375.00	2
27	John Lyons	Atlanta, Ga.	\$485,000.00	1
28	Dominic Serna	Albuquerque, N.M.	\$481,955.00	26
29	Michael Mei	Irvine, Calif.	\$481,747.08	24.50
30	Amanda Nisson	Park City, Utah	\$479,700.00	3
31	Zsuzsanna Nagy	Studio City, Calif.	\$475,485.13	14.80
32	Christina Kim	Los Angeles, Calif.	\$466,567.75	13.30
33	Jared Hansen	South Jordan, Utah	\$450,408.10	41
34	Nicole Kovach	Kahului, Hawaii	\$449,875.00	18
35	Karl Niehaus	Santa Monica, Calif.	\$449,350.00	5
36	Rita Wolff	Portland, Ore.	\$445,281.54	15
37	Jennifer Anne Thayer	St. Petersburg, Fla.	\$445,116.50	16
38	Linda Lee	San Diego, Calif.	\$442,637.50	18
39	Alan Chargin	Washington, D.C.	\$435,894.68	23
40	Gabrielle Dodson	Franklin, Tenn.	\$435,667.50	12
41	Rita Chao	Cupertino, Calif.	\$432,500.00	7
42	Brian Ellis	Kitchener, Ont.	\$428,436.67	23
43	DeAnn Rochelle	Santa Barbara, Calif.	\$427,057.05	1
44	Derrick Carlson	Park City, Utah	\$426,696.00	12.50
45	Phyllis Calianese	Ridgewood, N.J.	\$419,605.50	24
46	Lakshmi Thirunavu	Alpharetta, Ga.	\$416,401.80	37
47	Gregory Laurence Simpson	Los Gatos, Calif.	\$416,325.00	7
48	Heidi Minegar	Boise, Idaho	\$414,921.00	23
49	Diana Zhang	New York, N.Y.	\$412,766.00	3
50	Jeannette Westcott	Columbia, Md.	\$406,746.00	34

## 10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	73
2	Mike Edge	Pensacola	49
3	Ryan Reitzel	Keller Williams Innovation Realty	33
4	Dakota Stabile	NYC - Queens/Jackson Heights	32
5	Fanny Montalvo	Keller Williams NYC	31
5	Julia Presta	North Shore Woodbury	31
6	Jeffrey Kayle	Carlsbad	28
7	Erika McNew	Charlotte - South Park	27
7	Nick Avila	Denton	27
8	James Paraschuk	Keller Williams Innovation Realty	22
9	Carrie McEwan	KW South Valley Keller Williams	19
10	KeAnna Jones	Atlanta - Sugarloaf	18

## 20 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Cindy Hill Slater	Encino, Calif.	\$972,674.00	21
2	Tim Abney	Cumming, Ga.	\$750,000.00	2
3	Andre Watson	Philadelphia, Pa.	\$538,750.00	2
4	Kelly Keith Morgan	Santa Monica, Calif.	\$515,552.00	5
5	Charles Wallace Nunnally	Los Gatos, Calif.	\$500,202.20	8.5
6	Yalian Serrano	Miami, Fla.	\$481,219.00	18
7	John Stephens	Yorba Linda, Calif.	\$384,737.50	4
8	Tony Nabhan	Fort Lee, N.J.	\$373,494.50	19
9	Erik Carlson	Santa Clara, Calif.	\$360,333.33	2.5
10	Matt Kanner	Los Angeles, Calif.	\$351,120.75	4.4
11	Michael Kauffman	Portland, Ore.	\$346,125.00	4
12	Dennis Stevens	Idaho Falls, Idaho	\$341,006.25	2.5
13	Todd Akers	Charlotte, N.C.	\$330,140.95	4
14	Thomas Commerford	Apple Valley, Minn.	\$325,000.00	1
15	Tricia Callies	Boise, Idaho	\$322,478.50	6
16	Danny Barriga	Pasadena, Calif.	\$310,000.00	1
17	Steve Chang	Beverly Hills, Calif.	\$300,000.00	1
18	Alexandre Delannoy	Lakeland, Fla.	\$299,715.37	4
19	Cherie Tedesco	Tampa, Fla.	\$298,067.24	4
20	Alec Kara	Long Beach, Calif.	\$289,829.82	5

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