

50

TOP-PRODUCING TEAMS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	The Loken Group, Inc.	Houston, Texas	\$2,979,106.06	767.55
2	Fineman Suarez Team	Inglewood, Calif.	\$2,567,340.00	104
3	Kwelite Columbus	Omaha, Neb.	\$2,509,914.05	457
4	Lysi Bishop Real Estate, LLC	Boise, Idaho	\$2,075,407.11	97.25
5	The Redbud Group	Charlotte, N.C.	\$2,070,899.42	379.4
6	Mary Cheatham King Real Estate	Morehead City, N.C.	\$1,867,626.87	97
7	Chernov Team	Studio City, Calif.	\$1,846,247.44	44
8	Jennifer Young Team	Chantilly, Va.	\$1,758,621.87	146
9	Dow Realty Group	Portsmouth, N.H.	\$1,703,947.68	124
10	Sue Adler Team	Summit, N.J.	\$1,701,695.04	65
11	Anderson Hicks Group	Idaho Falls, Idaho	\$1,697,726.45	193.95
12	Zia Group	Santa Barbara, Calif.	\$1,662,792.82	45
13	The Gunderman Group	Oakland, Calif.	\$1,659,220.73	51.075
14	The Perry Group	Salt Lake City, Utah	\$1,623,065.55	130.25
15	The Stephen Cooley Real Estate Group	Fort Mill, S.C.	\$1,588,095.81	200
16	Andrew Ipekian Real Estate Group	Toronto, Ont.	\$1,573,438.96	39
17	TeamBuilder KW	Kirkland, Wash.	\$1,524,203.29	193.5
18	Team Jordan	Barrie, Ont.	\$1,493,454.67	131.25
19	Walden Team	Anchorage, Alaska	\$1,481,517.30	164
20	The Ruiz Group	Carmel, Calif.	\$1,474,372.50	51
21	Team Rixon/Cronin	Twin Falls, Idaho	\$1,472,285.00	33.5
22	Christie Cannon Group	Frisco, Texas	\$1,397,026.11	156
23	The Rider Elite Team	Scottsdale, Ariz.	\$1,381,434.54	374
24	Robinson Team	Chattanooga, Tenn.	\$1,361,549.06	87.8
25	BVO Luxury Group	Scottsdale, Ariz.	\$1,323,609.53	77
26	Larson Group	Baxter, Minn.	\$1,291,189.45	83
27	Utah Luxury Group	Park City, Utah	\$1,226,558.09	36.046
28	Brady Sandahl Real Estate Group	Rancho Mirage, Calif.	\$1,216,305.93	80
29	Brody Broker Team	Sequim, Wash.	\$1,215,248.17	131
30	Nick Shivers Team	Portland, Ore.	\$1,190,462.09	95
31	Alice Maxwell Real Estate, LLC	Tuscaloosa, Ala.	\$1,188,908.49	85.75
32	Buddy Martin Team	Clinton, N.J.	\$1,163,625.00	7
33	Laura Gillott Team	Corvallis, Ore.	\$1,154,725.27	143
34	DMTX Realty Group	Austin, Texas	\$1,146,266.15	38
35	Carol Royse Team - Arizona	Tempe, Ariz.	\$1,143,665.69	75
36	Caine Luxury Team	Naples, Fla.	\$1,140,226.10	88
37	Jay Schmidt Group	Whitefish Bay, Wis.	\$1,137,342.65	102.78
38	Downing Team	Columbia, S.C.	\$1,126,479.48	130
39	The Stern Team	Salt Lake City, Utah	\$1,112,960.55	105.07
40	Coalition Properties Group	Washington, D.C.	\$1,110,212.75	100
41	The Renee White Team	Walnut Creek, Calif.	\$1,105,123.66	48.25
42	Eric Copper	Austin, Texas	\$1,100,217.44	20
43	Oscar Tortola Group	Corona, Calif.	\$1,088,013.78	86.5
44	Center City Listings	Philadelphia, Pa.	\$1,077,404.10	185
45	The Tricoli Team	West Palm Beach, Fla.	\$1,062,278.35	117
46	The Stacey Sauls Group	Fort Mill, S.C.	\$1,057,496.73	98
47	Williams Realty Partners	Portsmouth, N.H.	\$1,038,583.04	96.25
48	Young Team	Cleveland, Ohio	\$1,036,838.29	140
49	Matt Fetick Real Estate Team	Wilmington, Del.	\$1,026,444.07	112
50	Michael Martinetti Group	Westfield, N.J.	\$1,022,773.75	101

*Based on data/transmittals received for Q4 2020 (October to December 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	\$16,965,982.33	1613.721
2	Lucido Agency	Bob Lucido	\$5,836,098.53	655.25
3	Hergenrother Realty Group	Adam Hergenrother	\$4,907,451.85	646.335
4	The Reynolds Team Network	Sarah Reynolds	\$4,814,954.35	337.25
5	Kristan Cole Real Estate Network	Kristan Cole	\$4,355,920.73	548.7
6	The Heyl Group	Tim Heyl	\$2,674,645.61	253.75
7	The Justin Landis Group	Justin Landis	\$2,396,826.91	224
8	The EZ Referral Network	Gregory Erlanger, Mike Zinicola	\$2,101,890.88	454
9	Gary Mercer Group	Gary Mercer Sr.	\$1,783,215.12	162.45
10	United Home Group	Cody Gibson	\$1,695,732.75	189.75
11	The Condo Shop	Gaurav Gambhir	\$1,621,466.32	264.3
12	The Reed Moore Group	Reed Moore	\$1,585,883.08	175
13	Movement Real Estate	Derek Oie	\$1,502,558.84	122.95
14	Jeff Glover & Associates	Jeff Glover	\$1,415,282.66	250
15	The PCS Pro Team	Tonya Towles	\$1,325,066.93	183
16	Rahill Real Estate Group	Will Rahill	\$1,307,194.19	113.5
17	Fulcrum Properties Group	Ty Voyles, Tom Kavanagh, Jim Lisowski	\$1,287,876.14	86.25
18	Graddy Real Estate	Adam Graddy	\$1,269,763.63	193
19	The Nickley Group	Tom Nickley	\$1,260,443.69	146
20	Jose Medina – Impact Group	Jose Medina	\$1,213,978.67	268
21	Redux Realty	Chris Craddock	\$1,203,671.29	102.1
22	The Perna Team	Michael Perna	\$1,182,863.38	155
23	The Caza Group	Robert Chevez	\$1,126,627.23	83.1
24	Edie Waters Team	Edie Waters	\$1,122,849.56	152
25	Waldner Winters Team	Nick Waldner	\$1,115,882.84	109.6

20 TOP MARKET CENTERS

	MARKET CENTER	TEAM LEADER(S)	PROFIT
1	Ballantyne Area	Jim Fischetti, Jr.	\$649,846.50
2	Austin SW	Diane Johnson, Jennifer Lewis, Mallory Mundy	\$627,634.96
3	Heritage	Jack Hawthorne, Lisa Munoz, Stephanie Williams	\$580,724.17
4	Ridgewood	Resham Sethi	\$571,034.82
5	Stamford	Stephen Scott	\$470,644.08
6	Capital District	Carrie Bee Weiss	\$432,199.24
7	Greater Portland	Bradford Knowles	\$431,682.20
8	Minneapolis Lakes	Jennifer Briggs	\$425,104.49
9	Danville	Kristin White	\$422,485.86
10	Washington Capitol Hill	Jayson Stone, Joseph Martin	\$420,995.16
11	West Monmouth	Sally Pietracatella	\$399,644.08
12	Walnut Creek	Margot Poss	\$396,963.78
13	Dallas DFW	Dustin Wright	\$389,394.10
14	Asheville	Jeff Stewart	\$385,179.57
15	Fort Mill	Amy Weaver	\$385,136.48
16	Metropolitan	Mark Mulcahy	\$367,628.64
17	Montclair, NJ	Robert Mckee	\$350,294.46
18	Greater Metropolitan	Michael Repasky	\$349,110.79
19	Arlington	Dalton Carroll	\$328,056.85
20	Naperville	Caryn Prall, Karen Scholle	\$326,601.29

*Based on data/transmittals received for Q4 2020 (October to December 2020). Closed transactions identified with specific agent/team.

50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	Stephanie Vitacco	Encino, Calif.	\$1,574,081.84	72
2	Keke Tan	Campbell, Calif.	\$1,350,852.95	36
3	Julie Hopkins	Park City, Utah	\$1,089,246.37	19
4	Eric Delgado	Encino, Calif.	\$730,558.15	40.94
5	Christine Williams	Big Bear Lake, Calif.	\$711,457.50	15
6	Joshua Yammer	El Segundo, Calif.	\$688,313.82	4
7	Dominic Serna	Albuquerque, N.M.	\$685,738.47	29
8	Laura Bryant	Burlingame, Calif.	\$673,818.75	13
9	Barbara Best	Toronto, Ont.	\$636,717.50	22
10	Derrick Carlson	Park City, Utah	\$634,356.25	16
11	Amber Hart	Austin, Texas	\$608,846.94	25
12	Sarah Hull	Oshawa, Ont.	\$571,622.05	21
13	Andrew Sweat	Los Gatos, Calif.	\$568,375.00	15.5
14	Nancy Wilson	Toronto, Ont.	\$517,364.36	23
15	Debbie Austin	Roseville, Calif.	\$508,780.57	24.2
16	John Walker	Falls Church, Va.	\$496,730.75	30
17	Todd Hawke	Santa Monica, Calif.	\$494,375.04	4.439
18	Rita Wolff	Portland, Ore.	\$482,835.75	11
19	Nancy Floyd	Celina, Texas	\$444,282.35	29
20	Jonathan Slater	Newton, Mass.	\$436,700.50	9
21	Stacie Whitbeck	Canandaigua, N.Y.	\$428,190.00	7
22	William Eif	Cleveland, Tenn.	\$420,625.70	40
23	Parmis Pourarian	Roseville, Calif.	\$412,075.00	11
24	Anthony Giaccone	Frisco, Colo.	\$410,881.88	17.75
25	Nate Brouwer	Oshawa, Ont.	\$401,261.72	23
26	Murray Alan Gardner	Park City, Utah	\$399,123.00	7
27	Stephanie Jensen	San Diego, Calif.	\$394,944.84	14
28	Kyrstin Frate	Clarksville, Tenn.	\$393,624.93	67
29	Fei Li	Irvine, Calif.	\$392,012.87	9.1
30	Christine Thi Do	Easton, Mass.	\$390,317.00	30
31	Marion Carcone	Newmarket, Ont.	\$388,653.50	18
32	Jared Hansen	South Jordan, Utah	\$384,484.38	35
33	Kimberly Austin	Denver, Colo.	\$377,054.84	20.2
34	Kendra Miller	Long Beach, Calif.	\$376,194.38	14
35	Melissa Leifer	New York, N.Y.	\$373,520.88	22.75
36	Voss Sartain	Bozeman, Mont.	\$373,311.80	38.75
37	Mary Hickey	Austin, Texas	\$373,299.27	14.5
38	Melanie Wilson	O'Fallon, Mo.	\$371,814.94	83
39	Jeannette Westcott	Columbia, Md.	\$371,811.00	37.4
40	Akhila Aneja	Metuchen, N.J.	\$364,873.98	42.5
41	Gregory Laurence Simpson	Los Gatos, Calif.	\$364,220.00	7.5
42	Gregory Davidian	Boston, Mass.	\$361,868.25	6
43	Danielle Taylor	Southern Shores, N.C.	\$359,635.00	19.5
44	David Blanchard	Elma, N.Y.	\$357,541.90	46.5
45	Sheila Bailey	Golden, Colo.	\$355,343.00	22.5
46	Amy Liu	Flushing, N.Y.	\$353,250.00	10
47	Aleksandr Frankov	Kent, Wash.	\$352,939.17	29
48	Christine Marie Hughes	Allen, Texas	\$349,341.47	27
49	Tiffany Stock	Danville, Calif.	\$345,237.50	11.7
50	Kimberly Ziton	Woodbury, Minn.	\$344,433.80	22.25

10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	50
2	Nick Avila	Denton	32
3	Erika McNew	Charlotte - South Park	28
4	Dakota Stabile	NYC - Queens/Jackson Heights	21
5	Brandon Lucido	Dallas Preston Road	17
6	TJ McNece	Dallas Metro North	16
7	Hunter Gore	Keller Williams Drive	15
8	Kevin Mecabe	PGA West	14
8	Rigo Villarreal	Signature	14
9	Nicoletta Barker	Houston SW	13
9	Vesta Koch	Advantage	13
10	Josh Zimmerman	Carmel Valley / Del Mar	12
10	Rebekah Parker	DFW Metro SW	12

20 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Frank Martin	Limerick, Pa.	\$1,325,773.12	12
2	Cory Harkleroad	Wichita, Kan.	\$683,168.59	1
3	Kevin Hurley	Pasadena, Calif.	\$613,106.87	4.78
4	Kevin M. Lutz	Pasadena, Calif.	\$613,106.87	4.78
5	Kevin Cain	Bethlehem, Pa.	\$586,153.15	1
6	Carlos Vasquez	Los Angeles, Calif.	\$444,000.00	1
7	Hooman Emanuel	Studio City, Calif.	\$348,000.00	2
8	Iris Rivas	Santa Monica, Calif.	\$341,250.00	1
9	Brent Edgerton	Greenville, S.C.	\$323,189.65	2
10	Kira Karlin	Atlanta, Ga.	\$312,811.00	4
11	Chris Schneider	Portland, Ore.	\$287,477.47	5
12	Scott Poncetta	Los Gatos, Calif.	\$281,941.13	6.75
13	Jared Ennis	Fresno, Calif.	\$268,073.46	20.25
14	Mattie Baker	Santa Clara, Calif.	\$267,974.00	6
15	Tony Nabhan	Fort Lee, N.J.	\$256,837.14	19.47
16	David Workman	New York, N.Y.	\$242,000.00	2
17	Kevin Land	Visalia, Calif.	\$236,439.35	28
18	Thomas Ewing	Loves Park, Ill.	\$231,731.50	5.02
19	Michael Gruosso	Shrewsbury, N.J.	\$224,177.50	18.5
20	Jose Maldonado	Charlotte, N.C.	\$220,801.75	4

*Based on data/transmittals received for Q4 2020 (October to December 2020).
Closed transactions identified with specific agent/team.