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TOP-PRODUCING TEAMS

	NAME	CITY, STATE	GCI	UNITS
1	Bob Lucido Team	Ellicott City, Md.	\$4,262,834.20	543
2	Ben Kinney Team - Bellingham	Bellingham, Wash.	\$2,303,051.10	186
3	Reynolds Team Realty	Chantilly, Va.	\$2,197,469.65	165
4	The Loken Group, Inc	Houston, Texas	\$2,107,083.66	553
5	Dani Blain Real Estate Team	Visalia, Calif.	\$1,991,869.75	360
6	The Rider Elite Team	Scottsdale, Ariz.	\$1,702,929.56	304
7	The Peggy Hill Team	Barrie, Ontario	\$1,656,398.50	200
8	Jeff Glover & Associates	Plymouth, Mich.	\$1,629,609.17	267
9	Lysi Bishop Real Estate Llc	Boise, Idaho	\$1,523,322.76	104
10	The Ensbury Group	El Segundo, Calif.	\$1,381,340.00	34
11	Hergenrother Realty Group	South Burlington, Vt.	\$1,302,333.31	31
12	The Stephen Cooley Real Estate Group	Fort Mill, S.C.	\$1,286,931.82	196
13	Walden Team	Anchorage, Alaska	\$1,233,370.77	162
14	The Heyl Group	Austin, Texas	\$1,232,722.45	104
15	Santana Properties Team	Cambridge, Mass.	\$1,203,965.50	61
16	The Ez Sales Team	Westlake, Ohio	\$1,178,248.73	244
17	The Huff Group	Overland Park, Kan.	\$1,151,922.10	134
18	Steven Cohen Team	Boston, Mass.	\$1,145,946.25	64
19	Bvo Luxury Group	Scottsdale, Ariz.	\$1,092,092.19	69
20	The Condo Shop	Philadelphia, Pa.	\$1,089,590.31	327
21	Jesse Weinberg And Associates	Marina del Rey, Calif.	\$1,089,419.37	72
22	Team Jordan	Barrie, Ontario	\$1,078,201.00	121
23	Laura Gillott Team	Corvallis, Ore.	\$1,065,076.80	148
24	Tongg + Partners	Honolulu, Hawaii	\$1,036,867.41	56
25	Sue Adler Team	Summit, N.J.	\$1,032,998.40	55
26	Unity Home Group	Anchorage, Alaska	\$1,032,508.89	125
27	The Johnson Team	Colorado Springs, Colo.	\$1,031,541.80	104
28	Dave Clark Team	Campbell, Calif.	\$1,027,749.29	33
29	Five Doors Network - Hub	Pikesville, Md.	\$1,008,276.47	1
30	Larson Group	Baxter, MN	\$1,006,272.83	86
31	Fineman Suarez Team	Marina del Rey, Calif.	\$1,001,675.72	36
32	Team Chou	Alhambra, Calif.	\$1,000,882.72	60
33	Fulcrum Properties Network	Washington, DC	\$992,583.08	37
34	The Hoffman Murphy Team	El Segundo, Calif.	\$981,807.47	35
35	Carol Royse Lifestyle Team	Tempe, Ariz.	\$949,530.76	97
36	Jim Shaffer And Associates	Royal Oak, Mich.	\$918,396.35	156
37	Eng Garcia Grant & Co	Washington, DC	\$905,234.12	55
38	Jeff Ham Team - The Fresh Approach	Mississauga, Ontario	\$898,314.76	78
39	Portland Real Estate Group	Portland, Ore.	\$891,695.15	29
40	Wilson Group	Newton, Mass.	\$891,621.90	51
41	Westone Properties Llc	Portland, Ore.	\$887,032.05	84
42	Stepp Commercial	Long Beach, Calif.	\$866,592.50	12
43	The Bartic Group	Denver, Colo.	\$864,351.69	90
44	High Performance Real Estate Advisors	Charlotte, N.C.	\$855,819.18	81
45	Center City Listings	Philadelphia, Pa.	\$855,421.36	110
46	Kase Real Estate: Pacific Estates	Long Beach, Calif.	\$844,862.63	45
47	Juliana Lee Team	Palo Alto, Calif.	\$842,770.95	21
48	Legacy Group	Spokane, Wash.	\$831,178.88	110
49	Jennifer Young Team	Chantilly, Va.	\$811,350.38	94
50	Williams Realty Partners	Portsmouth, N.H.	\$810,390.78	80

*Based on data/transmittals received for 2018 (July to October 2018).
Closed transactions identified with specific agent/team.

20 TOP MARKET CENTERS

	MARKET CENTER	CITY, STATE	TEAM LEADER	PROFIT
1	Ballantyne Area	Charlotte, N.C.	Chip Walton	\$609,587.65
2	Austin SW	Austin, Texas	Diane Johnson, Melanie Kennemann	\$519,871.04
3	Arlington	Arlington, Texas	Brandee Kelley	\$497,656.08
4	Greater Portland	Portland, Mass.ine	Shannon Selig	\$440,817.18
5	Dallas DFW	Southlake, Texas	Dustin Wright	\$432,447.99
6	Portsmouth	Portsmouth, N.H.	Jeffrey D'Angelo	\$422,948.45
7	Metropolitan	Bedford, N.H.	Gregory McCarthy	\$387,707.31
8	Heritage	San Antonio, Texas	Craig Owen, Lisa Munoz, Stephanie Williams	\$361,919.54
9	Danville	Danville, Calif.	Kristin White	\$359,832.60
10	Ridgewood	Ridgewood, N.J.	Resham Sethi	\$353,817.27
11	West Monmouth	Morganville, N.J.	Sally Pietracatella	\$345,765.59
12	Dallas Preston Road	Dallas, Texas	Theresa Flood, Tommy Flood	\$327,267.23
13	Greater Howard County	Columbia, Md.	Laura Strunk	\$326,508.36
14	Montclair, NJ	Upper Montclair, N.J.	Alicia Acciardi	\$322,918.02
15	Fayetteville, AR	Fayetteville, Ark.	J. Pat Newland	\$311,386.07
16	Capital District	Latham, N.Y.	Carrie Bee Weiss	\$301,301.03
17	Grand Rapids East	Grand Rapids, Mich.	Judy Brasseur	\$298,417.52
18	Morristown	Morristown, N.J.	Shawn Chaconas	\$271,399.14
19	Houston Memorial	Houston, Texas	Michael Bossart	\$268,605.03
20	Boise	Boise, Idaho	Stacie States	\$265,235.66

20 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	30
2	Nick Avila	Denton	28
3	Leigh Broughman	Roanoke	20
4	Nicole Wirth	Houston - Professionals	16
5	Joshua Lioce	KW Premier Properties	14
5	Brandon Lucido	Dallas Preston Road	14
6	James Manning	Chesterfield	13
7	Wayne Weathersby	Winter Haven	12
7	Chelsea Templeton	Urban Dallas	12
8	Genevra Collins	Overland Park	11
8	Tabatha Adams	Keller Williams Classic Properties Realty	11
8	Brittany Klemme	Tempe - Scottsdale	11
8	Bodie Stark	DFW Metro SW	11
9	Pamela Parrino	Bradenton Manatee	10
9	Phyllis A. Taylor	Jersey City	10
9	Brian Leavitt	Bellevue Puget Sound	10
10	Yvonne Agnew	Norco / Ontario	9
10	Erika McNew	Charlotte - South Park	9
10	Annette Mensch	St. Petersburg	9
10	Benjamin Jones	Washington Capitol Hill	9

5 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Umang Swali	Metuchen, N.J.	\$526,506.50	3
2	Phil Delaney	Marietta, Ga.	\$429,074.80	2
3	Byron Field	Los Angeles, Calif.	\$407,700.00	14
4	Frank Martin	Limerick, Pa.	\$317,518.76	7
5	Anthony Bolling	Upper Marlboro, Md.	\$275,175.00	3

*Based on data/transmittals received for 2018 (July to October 2018).
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50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE	GCI
1	Kyle Seyboth	Lincoln, R.I.	\$839,954.30
2	Stephanie Vitacco	Encino, Calif.	\$768,082.34
3	Michael Toomey	Miami Beach, Fla.	\$590,413.25
4	April Rinehart	Boise, Idaho	\$581,917.91
5	Julie Wyss	Los Gatos, Calif.	\$560,043.91
6	Eric Delgado	Encino, Calif.	\$510,127.50
7	Thuan Howard	Kirkland, Wash.	\$465,150.46
8	Gregg Phillipson	La Mesa, Calif.	\$442,837.99
9	Ashley Brumley	Chattanooga, Tenn.	\$410,775.70
10	Mardi Werner	Kahului Maui, Hawaii	\$402,000.00
11	Paula Hinegardner	Franklin, Tenn.	\$392,740.00
12	Kimberly Ziton	Woodbury, Minn.	\$385,893.64
13	Paige Martin	Houston, Texas	\$384,700.60
14	Nick Mercado	Los Angeles, Calif.	\$381,953.65
15	Chris Yang	Westwood, Mass.	\$380,175.68
16	Olivia Sai	Chino Hills, Calif.	\$377,306.00
17	Lauren Leithead	Bryn Mawr, Pa.	\$374,521.25
18	Cindy Chin	Mission Viejo, Calif.	\$370,865.00
19	Samir Rafeh	Palmdale, Calif.	\$366,500.00
20	Maura Tierney	El Dorado Hills, Calif.	\$365,764.00
21	Kaiyu Ren	Palo Alto, Calif.	\$362,493.13
22	Wendy Gimpel	Woodbury, Minn.	\$359,587.74
23	Dakota Riley	Braintree, Mass.	\$355,829.00
24	David Shemesh	Calabasas, Calif.	\$335,389.00
25	Jennifer Gelfand	Boston, Mass.	\$334,758.25
26	Heidi Davis	Los Angeles, Calif.	\$329,854.83
27	Julie Hopkins	Park City, Utah	\$327,451.80
28	Shawn Manderscheid	Houston, Texas	\$324,920.06
29	Clint Worland	San Diego, Calif.	\$323,120.00
30	Eric R. Booth	Ocean City, N.J.	\$318,247.50
31	Michelle Hinton	Houston, Texas	\$309,452.21
32	Jane Ng	Kahului Maui, HI	\$309,197.80
33	Kathleen Kulik	Upper Montclair, N.J.	\$305,781.25
34	Donna Lucarelli	Princeton, N.J.	\$301,125.00
35	Shannon Jones	Long Beach, Calif.	\$297,963.75
36	Andrew Dinsky	Encino, Calif.	\$296,602.50
37	Zsuzsanna Nagy	Studio City, Calif.	\$295,875.25
38	Coco Tan	Campbell, Calif.	\$294,950.00
39	Barbara Best	Toronto, Ontario	\$292,193.75
40	Melanie Fleet	Newton, Mass.	\$291,592.22
41	John King	Palo Alto, Calif.	\$291,288.62
42	Mimi Song	Arcadia, Calif.	\$290,910.00
43	Ming Ni	Cupertino, Calif.	\$290,575.00
44	Pamela Martin	Daphne, Ala.	\$290,067.81
45	Daphne Peterson	Santa Rosa, Calif.	\$284,910.44
46	Lisa Gutman	Calabasas, Calif.	\$283,404.69
47	Bill Ruth	Rolling Hills Estates, Calif.	\$282,893.75
48	Geoffrey Horrocks	Montgomeryville, Pa.	\$279,225.65
49	Liz Burrow	Frederick, Md.	\$278,412.80
50	Andy Sweat	Los Gatos, Calif.	\$276,118.75

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All production completed by non-commercial agents who do not serve on a team.