

50

TOP-PRODUCING TEAMS

	NAME	MARKET CENTER	CITY, STATE/PROV.	GCI	UNITS
1	The Loken Group, Inc.	Platinum Houston	Houston, Texas	\$2,337,444.45	629
2	Lysi Bishop Real Estate, LLC	Boise	Boise, Idaho	\$2,013,065.63	115
3	The Mike McCann Team	Philly South	Philadelphia, Pa.	\$1,988,662.88	262
4	The Rider Elite Team	Scottsdale SW	Scottsdale, Ariz.	\$1,808,510.20	248.55
5	Sue Adler Team	Summit	Summit, N.J.	\$1,592,237.64	82
6	The Stephen Cooley Real Estate Group	Fort Mill	Fort Mill, S.C.	\$1,500,393.23	221
7	The Redbud Group	Charlotte - South Park	Charlotte, N.C.	\$1,347,899.87	362.4
8	Walden Team	Anchorage	Anchorage, Alaska	\$1,338,061.99	165
9	Chernov Team	Studio City	Studio City, Calif.	\$1,264,572.50	37
10	Jim Shaffer and Associates	Royal Oak	Royal Oak, Mich.	\$1,236,274.73	209
11	The Rex Real Estate Team	KW Westfield Keller Williams Real Estate	Orem, Utah	\$1,198,105.50	38
12	Laura Gillott Team	Mid-Willamette	Corvallis, Ore.	\$1,171,457.00	146.85
13	Jennifer Young Team	Chantilly	Chantilly, Va.	\$1,169,723.77	121.9
14	Carol Royse Team	East Valley	Tempe, Ariz.	\$1,140,932.12	108
15	Steven Cohen Team	Boston - Metro	Boston, Mass.	\$1,132,490.02	63
16	Stepp Commercial	Long Beach Pacific Estates	Long Beach, Calif.	\$1,132,319.50	14
17	The Huff Group	Overland Park	Overland Park, Kan.	\$1,132,249.21	135
18	Rana Williams Team	NYC - Manhattan	New York, N.Y.	\$1,113,130.38	15.15
19	Anderson Hicks Group	East Idaho	Idaho Falls, Idaho	\$1,104,557.32	165.655
20	Venturi Realty	Albuquerque	Albuquerque, N.M.	\$1,102,852.60	152
21	The Johnson Team	Downtown Colorado Springs	Colorado Springs, Colo.	\$1,099,537.95	113
22	The Stephen Haw Group	Palos Verdes	Rolling Hills Estates, Calif.	\$1,067,574.95	61.9
23	Charleston Connection	Charleston / Mt. Pleasant	Mt. Pleasant, S.C.	\$1,050,437.42	4
24	Christie Cannon Group	Frisco	Frisco, Texas	\$1,029,000.67	110
25	Team Jordan	Keller Williams Experience Realty, Brokerage	Barrie, Ont.	\$1,025,077.62	123.5
26	BVO Luxury Group	Scottsdale SW	Scottsdale, Ariz.	\$964,513.78	60
27	Fineman Suarez Team	Silicon Beach	Marina del Rey, Calif.	\$962,198.75	31
28	Van Poole Properties	Dallas Preston Road	Dallas, Texas	\$951,346.83	96
29	The Ruiz Group	Carmel	Carmel, Calif.	\$941,819.08	35
30	Ihara Team	Honolulu	Honolulu, Hawaii	\$940,373.98	48
31	Williams Realty Partners	Portsmouth	Portsmouth, N.H.	\$936,686.70	91.75
32	Center City Listings	Philly South	Philadelphia, Pa.	\$935,245.73	193
33	Holli McCray Home Marketing Group	Knoxville-West	Knoxville, Tenn.	\$929,163.11	129.06
34	The Murdock & Manwaring Realty Group	East Idaho	Idaho Falls, Idaho	\$925,943.90	142.9
35	Jay Schmidt Group	Milwaukee North Shore	Whitefish Bay, Wis.	\$896,764.56	88.4
36	Len Stone Real Estate Group	Peninsula Estates	Burlingame, Calif.	\$875,637.50	28
37	Wendy Cline Team	Houston Memorial	Houston, Texas	\$875,245.80	30.5
38	The Larose Team	Keller Williams Realty Solutions, Brokerage	Mississauga, Ont.	\$870,513.14	53
39	Falk Ruvin	Milwaukee North Shore	Whitefish Bay, Wis.	\$867,791.60	52.3
40	The Anderson Group	Nashville - Green Hills	Nashville, Tenn.	\$867,443.58	67.55
41	The Bartic Group	Denver Central	Denver, Colo.	\$866,085.65	83.5
42	Oldendorp Group	Summit	Summit, N.J.	\$864,570.88	44
43	Jo Anne Johnson Real Estate Group	The Woodlands	The Woodlands, Texas	\$852,722.35	72
44	Jeff Ham Team - The Fresh Approach	Keller Williams Real Estate Associates, Brokerage	Mississauga, Ont.	\$852,510.19	63.5
45	Kahler Team	Black Hills	Rapid City, S.D.	\$851,567.03	119.25
46	The Linda Knight Team	Keller Williams Experience Realty, Brokerage	Barrie, Ont.	\$848,855.39	97
47	The Maxey Home Team	Puyallup	Puyallup, Wash.	\$847,696.31	87.9
48	The Silva Group	Blue Bell	Blue Bell, Pa.	\$845,085.21	85
49	Top Agent Team	Spokane	Spokane, Wash.	\$844,000.93	107
50	Brown Team	San Francisco	San Francisco, Calif.	\$841,904.06	25

*Based on data/transmittals received for Q3 2019 (July to September 2019).
Closed transactions identified with specific agent/team.

25 TOP EXPANSION NETWORKS

	EXPANSION NAME	EXPANSION OWNER(S)	GCI	UNITS
1	Ben Kinney Team	Ben Kinney	\$7,232,638.39	870.88
2	Lucido Agency	Bob Lucido	\$4,912,837.53	630.05
3	Xperience Real Estate	Chris Suarez	\$3,476,962.22	383.04
4	Hergenrother Realty Group	Adam Hergenrother	\$3,099,803.57	466.27
5	The Reynolds Team Network	Sarah Reynolds	\$2,874,534.18	230.8
6	Five Doors Network	Seth Campbell	\$2,029,228.62	275.7
7	14 Moves Goerss	Sean Goerss	\$1,831,937.02	268.9
8	Fulcrum Properties Group	Tom Kavanagh	\$1,696,838.00	120.79
9	The EZ Referral Network	Michael Zinicola, Greg Erlanger	\$1,669,737.53	301
10	Kristan Cole Real Estate Network	Kristan Cole	\$1,658,487.71	266.08
11	The Heyl Group	Tim Heyl	\$1,655,531.85	219.7
12	The Condo Shop	Gaurav Gambhir	\$1,605,827.03	373.18
13	United Home Group	Cody Gibson	\$1,509,032.22	170.4
14	Jeff Glover & Associates	Jeff Glover	\$1,445,251.02	245
15	Anderson Real Estate Group	Jeff Anderson, Torey Carrick	\$1,190,959.05	68
16	The Justin Landis Group	Justin Landis	\$1,186,901.20	114
17	Mosaic Home Group	Andy Taylor	\$1,167,960.39	127.32
18	Jose Medina – Impact Group	Jose Medina	\$1,121,070.73	259
19	The Malley Group	Nate Malley	\$1,076,698.50	132.2
20	Team Integrity	Aaron Wilson	\$1,065,502.58	142.65
21	The Hogan Group	Michael Hogan	\$1,029,444.78	175.75
22	Movement Real Estate	Derek Oie	\$1,010,884.23	117.55
23	Gary Mercer Group	Gary Mercer, Sr.	\$960,504.14	97.75
24	Global Living	Noah Ostroff	\$949,209.43	244
25	Santana Properties Team	Hudson Santana	\$937,178.95	53.6

20 TOP MARKET CENTERS

	MARKET CENTER	CITY, STATE	TEAM LEADER(S)	PROFIT
1	Ballantyne Area	Charlotte, N.C.	Chip Walton	\$551,058.70
2	Austin SW	Austin, Texas	Diane Johnson, Jennifer Lewis, Melanie Kennemann	\$522,887.13
3	Ridgewood	Ridgewood, N.J.	Resham Sethi	\$427,413.65
4	Arlington	Arlington, Texas	Brandee Kelley	\$427,271.93
5	Greater Portland	Portland, Maine	Bradford Knowles	\$421,798.11
6	Dallas DFW	Southlake, Texas	Dustin Wright	\$384,006.36
7	Portsmouth	Portsmouth, N.H.	Jeffrey D'Angelo	\$361,135.96
8	Metropolitan	Bedford, N.H.	Mark Mulcahy	\$353,182.15
9	Capital District	Latham, N.Y.	Carrie Bee Weiss	\$340,923.58
10	Minneapolis Lakes	Minneapolis, Minn.	Jennifer Bortel	\$316,503.58
11	Heritage	San Antonio, Texas	Craig Owen, Lisa Munoz, Stephanie Williams	\$304,572.78
12	KW Chervenik Realty	Stow, Ohio		\$303,035.24
13	Danville	Danville, Calif.	Kristin White	\$301,736.33
14	Grand Rapids East	Grand Rapids, Mich.	Judy Brasseur	\$295,349.79
15	Destin	Destin, Fla.	Jeff Adamson	\$294,494.39
16	West Monmouth	Morganville, N.J.	Sally Pietracatella	\$287,362.20
17	Dallas Preston Road	Dallas, Texas	Theresa Flood, Tommy Flood	\$285,273.15
18	Naperville	Naperville, Ill.	Caryn Prall, Karen Scholle	\$282,203.47
19	Coeur D'Alene	Coeur d'Alene, Idaho	Bryan Avante	\$276,826.83
20	Upper Marlboro	Upper Marlboro, Md.	Patricia Long, Sunita Singh	\$274,874.81

*Based on data/transmittals received for Q3 2019 (July to September 2019). Closed transactions identified with specific agent/team.

100 TOP-PRODUCING AGENTS

	NAME	MARKET CENTER	CITY, STATE/PROV.	GCI	UNITS
1	Alka Bedi	Pleasanton / Livermore	Livermore, Calif.	\$1,206,693.63	31
2	Kyle Seyboth	Northern Rhode Island	Lincoln, R.I.	\$931,588.12	141
3	Stephanie Vitacco	Encino - Sherman Oaks	Encino, Calif.	\$889,820.32	48.1
4	Julie Hopkins	KW Park City Keller Williams Real Estate	Park City, Utah	\$732,389.69	15
5	Jennifer Gelfand Church	Boston - Metro	Boston, Mass.	\$663,295.00	41
6	Gregg Phillipson	La Mesa / East County	La Mesa, Calif.	\$632,257.87	48
7	Eric Delgado	Encino - Sherman Oaks	Encino, Calif.	\$544,322.80	34.15
8	Coco Tan	San Jose - Silicon Valley	Campbell, Calif.	\$493,212.00	16
9	Paula Hinegardner	Nashville - Franklin	Franklin, Tenn.	\$488,364.63	12
10	Michael Seltzer	Aventura	Aventura, Fla.	\$453,126.00	2.75
11	Michael John Mendenhall	San Jose - Gateway	San Jose, Calif.	\$446,179.75	17
12	Dae Young Hur	Larchmont	Los Angeles, Calif.	\$442,436.27	14
13	Paige Martin	Houston Memorial	Houston, Texas	\$426,639.54	30.475
14	Pamela Martin	Daphne/Fairhope	Daphne, Ala.	\$407,648.73	3
15	Adam Loew	Carmel Valley / Del Mar	San Diego, Calif.	\$403,058.58	9
16	Rumana Jabeen	Peninsula Estates	Burlingame, Calif.	\$398,025.00	8
17	Nikki Lagouros	Reston/Herndon	Reston, Va.	\$388,240.30	39
18	Cindy Cole	Destin	Destin, Fla.	\$378,660.47	12.4
19	Andrew Sweat	Los Gatos Estates	Los Gatos, Calif.	\$375,770.78	11.5
20	Cindi Adler	NYC - Manhattan	New York, N.Y.	\$375,000.00	0.5
21	Kimberly Ziton	Woodbury - East Suburban	Woodbury, Minn.	\$369,247.25	27
22	Thuan Howard	Kirkland	Kirkland, Wash.	\$366,719.43	18.5
23	Kyrstin Frate	Clarksville	Clarksville, Tenn.	\$362,515.99	66
24	Kristin Hilberg	Boston Northwest	Concord, Mass.	\$345,379.29	21.25
25	Nate Brouwer	Keller Williams Energy Real Estate, Brokerage	Whitby, Ont.	\$332,571.15	24.5
26	Christopher Piechocki	Jersey City	Jersey City, N.J.	\$331,382.50	32
27	Wendy Gimpel	Woodbury - East Suburban	Woodbury, Minn.	\$330,656.25	25.5
28	Mark Dyer	Santa Clarita	Valencia, Calif.	\$329,625.00	1
29	Kathryn Masters	Morristown	Morristown, N.J.	\$328,853.37	37
30	Brad Jones	Long Beach Coastal	Long Beach, Calif.	\$328,010.76	16.5
31	Barbara Best	Keller Williams Advantage Realty, Brokerage	Toronto, Ont.	\$327,345.00	18
32	Beth DeAngelis	Hilton Head Island	Hilton Head Island, S.C.	\$317,061.27	20.81
33	Nancy Floyd	Celina-Prosper-Gunter	Celina, Texas	\$309,425.25	24
34	John LiButti	Hoboken	Hoboken, N.J.	\$309,330.00	28.5
35	Willow Liu Weil	Chino Hills	Chino Hills, Calif.	\$307,721.97	5
36	Sharon Liu	Arcadia	Arcadia, Calif.	\$307,553.00	18
37	Gregory Laurence Simpson	Los Gatos Estates	Los Gatos, Calif.	\$303,368.75	3
38	Christine Cardoso-Moore	West Ventura County	Oxnard, Calif.	\$303,115.18	23.975
39	America Michael	Beach Cities	El Segundo, Calif.	\$299,008.80	8
40	Mario Ramirez	Los Gatos Estates	Los Gatos, Calif.	\$295,532.13	9
41	Carol Foderick	Keller Williams Advantage Realty, Brokerage	Toronto, Ont.	\$288,947.54	24
42	Sharad Gupta	Cupertino	Cupertino, Calif.	\$287,565.00	10
43	Jeff Mahler	Keller Williams Capital Partners Realty	Worthington, Ohio	\$282,905.54	32
44	Michael Toveg	Santa Monica	Santa Monica, Calif.	\$281,244.00	0
45	Lauren Leithead	Bryn Mawr	Bryn Mawr, Pa.	\$278,471.38	23
46	Robert Werner	Westlake Village	Westlake Village, Calif.	\$277,000.00	2
47	Jereme Thaxton	KW Legacy	Layton, Utah	\$271,500.00	2
48	Misty Lee Means	Santa Barbara	Santa Barbara, Calif.	\$266,409.50	24
49	Evangelyn Lin	Pasadena	Pasadena, Calif.	\$265,814.70	9
50	Natalie Roy	Arlington	Arlington, Va.	\$264,262.96	16.73

	NAME	MARKET CENTER	CITY, STATE/PROV.	GCI	UNITS
51	Xiao-Hui Ye	Cambridge / Somerville	Cambridge, Mass.	\$264,163.04	28.4
52	Voss Sartain	Bozeman	Bozeman, Mont.	\$263,989.27	32
53	Phil Harlan	Olympia	Lacey, Wash.	\$263,717.38	24.25
54	Sherry Tamasco	Middlesex	Metuchen, N.J.	\$263,361.84	20.25
55	Joshua Adams	Coeur D'Alene	Coeur d'Alene, Idaho	\$261,778.91	16
56	Akhila Aneja	Middlesex	Metuchen, N.J.	\$258,417.35	36.5
57	Dominic Serna	Albuquerque	Albuquerque, N.M.	\$254,850.00	22
58	Joe Clair	Southwest Colorado	Durango, Colo.	\$253,886.74	20
59	Bradley Gilboe	Burbank	Burbank, Calif.	\$253,123.50	12
60	Michael Eisenberg	Beverly Hills	Beverly Hills, Calif.	\$253,100.00	4
61	Marion Gordon	Alexandria - Old Town	Alexandria, Va.	\$252,945.00	11
62	Dalia Hirmez	San Diego East Foothills	El Cajon, Calif.	\$252,311.93	17
63	Chiu-Ho Lin	Palo Alto	Palo Alto, Calif.	\$251,201.65	7
64	David Weinstein	Boca Raton	Boca Raton, Fla.	\$249,962.59	27
65	Rita Wolff	Portland Premiere	Portland, Ore.	\$248,445.92	11.25
66	Devin Tryan	Honolulu	Honolulu, Hawaii	\$248,340.01	12
67	Kelly Spayd	Wyomissing Reading	Wyomissing, Penn.	\$246,605.48	39.25
68	Corey Martin	Denver Tech Center	Englewood, Colo.	\$244,906.25	18
69	Sam Hazinakis	Newport	Middletown, R.I.	\$243,214.50	26
70	Suzanne Moore	Key West-Lower Keys	Key West, Fla.	\$241,287.59	7
71	Cynthia Cohn	Pasadena	Pasadena, Calif.	\$239,372.50	10.25
72	Angela Beard	Sparks	Sparks, Nev.	\$238,471.17	23
73	Kenneth Poletski	Tri-Cities, WA	Kennewick, Wash.	\$238,181.30	30
74	Caridad Hernandez	Pasadena	Pasadena, Calif.	\$238,009.38	9.4
75	Tiffany Hernandez	Central Coast	Pismo Beach, Calif.	\$234,800.00	17
76	Zachary Entwistle	Tacoma	University Place, Wash.	\$234,134.34	23
77	Benjamin Greenhill	Keller Williams Neighbourhood Realty, Brokerage	Toronto, Ont.	\$233,890.31	18
78	Victoria Hill	Huntington Beach	Huntington Beach, Calif.	\$232,447.50	12
79	Michelle Ko	Glendale	Glendale, Calif.	\$231,500.00	4
80	Kara Edenfield	Knoxville-West	Knoxville, Tenn.	\$230,912.28	24
81	Suzanne Lewis	Keller Williams Advantage Realty, Brokerage	Toronto, Ont.	\$229,871.92	5.75
82	Reid Casey	Atlanta - North Fulton	Alpharetta, Ga.	\$229,734.50	16
83	Robert Seiler	Olympia	Lacey, Wash.	\$229,684.11	46
84	Kevin Weber	Pascack Valley	Woodcliff Lake, N.J.	\$229,667.16	0
85	Elizabeth Suzanne Leisher	Everett	Everett, Wash.	\$229,643.46	11.75
86	Jennifer Kelly	Northern Colorado	Ft. Collins, Colo.	\$229,505.50	21
87	April Rinehart	Boise	Boise, Idaho	\$228,957.00	16
88	Min Zhao	Oakland	Oakland, Calif.	\$228,281.00	14
89	Andrew Dinsky	Encino - Sherman Oaks	Encino, Calif.	\$226,451.92	10.43
90	Marybeth Fraser	Arlington	Arlington, Va.	\$225,045.50	9
91	Anne Marie DeCesar	Boston Northwest	Concord, Mass.	\$224,998.75	14
92	Anthony Robinson	Indy Metro Northeast	Indianapolis, Ind.	\$224,729.66	36.5
93	Jim Mu	Palo Alto	Palo Alto, Calif.	\$223,475.00	3
94	Erin McKeon	Walnut Creek	Walnut Creek, Calif.	\$222,021.75	7
95	Jason Van Stiphout	Keller Williams Energy Real Estate, Brokerage	Whitby, Ont.	\$221,399.16	17
96	Kathleen Kulik	Montclair, NJ	Upper Montclair, N.J.	\$220,556.25	13
97	Wayne Clements	Keller Williams Realty Centres, Brokerage	Newmarket, Ont.	\$220,147.26	12.674
98	William J. Groen	Bothell	Bothell, Wash.	\$219,200.90	17
99	Robert Costabile	San Francisco	San Francisco, Calif.	\$217,771.80	4.25
100	Jessica Lynne Romero	Pasadena	Pasadena, Calif.	\$216,859.95	10

*Based on data/transmittals received for Q3 2019 (July to September 2019). Closed transactions identified with specific agent/team.

10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Robert Meche	Frisco	113
2	Mike Edge	Pensacola	32
3	Jay Shepherd	Columbus, GA	30
4	Brent Mitchell	Austin SW	27
5	Nick Avila	Denton	26
6	Connie Gerbush	Buffalo Northtowns	22
7	Brandon Lucido	Dallas Preston Road	14
7	Wade Blair	Carlsbad	14
8	Josh Zimmerman	Carmel Valley / Del Mar	12
8	TJ McNeece	Dallas Metro North	12

10 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Richard Johns	Studio City, Calif.	\$768,969.50	10.3
2	Ravpreet Singh	San Antonio, Texas	\$705,423.54	3.25
3	Alec Kara	Long Beach, Calif.	\$684,228.60	7
4	Ron Feder	Calabasas, Calif.	\$573,751.84	13.4
5	Jagmeet Singh	Pasadena, Calif.	\$410,550.00	4
6	Cory Harkleroad	Wichita, Kan.	\$406,154.00	1
7	Matt Kanner	Los Angeles, Calif.	\$394,530.00	2
8	Ian Harrison	Minneapolis, Minn.	\$377,750.00	2
9	Jason Trembicki	New York, N.Y.	\$375,000.00	0.5
10	Tim Abney	Cumming, Ga.	\$353,960.00	4

*Based on data/transmittals received for Q3 2019 (July to September 2019).
Closed transactions identified with specific agent/team.