

50

## TOP-PRODUCING TEAMS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	The Redbud Group	Charlotte, N.C.	\$13,893,450.84	2301.1
2	The Loken Group, Inc.	Houston, Texas	\$9,849,901.76	2413.25
3	Lysi Bishop Real Estate, LLC	Boise, Idaho	\$9,660,701.42	380.55
4	Jennifer Young Team	Chantilly, Va.	\$7,625,424.86	620.5
5	Chernov Team	Studio City, Calif.	\$7,580,731.39	170.75
6	Sue Adler Team	Summit, N.J.	\$7,362,124.60	318
7	The Gunderman Group	Oakland, Calif.	\$7,338,551.18	183.5
8	Christie Cannon Group	Frisco, Texas	\$7,233,839.16	640
9	The Suarez Team	Inglewood, Calif.	\$7,228,444.41	308.35
10	Anderson Hicks Group	Idaho Falls, Idaho	\$6,987,329.29	695.951
11	DMTX Realty Group	Austin, Texas	\$6,936,465.69	172.7
12	Nick Shivers Team	Portland, Ore.	\$6,694,190.67	426
13	Team Rixon/Cronin	Twin Falls, Idaho	\$6,196,766.05	150.149
14	Caine Luxury Team	Naples, Fla.	\$6,165,717.35	465
15	Walden Team	Anchorage, Ark.	\$6,034,623.41	671
16	The Rider Elite Team	Scottsdale, Ariz.	\$6,033,547.14	989
17	The Redbud Group	Nashville, Tenn.	\$6,033,240.04	472
18	Carol Royse Team	Tempe, Ariz.	\$5,946,682.57	349
19	Mary Cheatham King Real Estate	Morehead City, N.C.	\$5,896,706.39	392.75
20	The Stern Team	Salt Lake City, Utah	\$5,436,480.60	430.55
21	Coco Tan Team	Campbell, Calif.	\$5,377,597.46	135.5
22	Houston Properties Group	Houston, Texas	\$5,369,443.72	366.03
23	Brady Sandahl Real Estate Group	Rancho Mirage, Calif.	\$5,177,856.09	241.5
24	Team Bedi	Pleasanton, Calif.	\$5,160,999.00	147
25	Laura Gillott Team	Corvallis, Ore.	\$5,066,079.65	539.5
26	Jay Schmidt Group	Whitefish Bay, Wis.	\$5,052,371.53	439.4
27	Neal & Neal Team	San Antonio, Texas	\$5,022,933.06	612
28	Young Team	Cleveland, Ohio	\$5,010,805.37	618.5
29	Team Kristen Schramme	San Antonio, Texas	\$4,865,851.35	525.4
30	Downing Team	Columbia, S.C.	\$4,820,022.22	540
31	Center City Listings	Philadelphia, Pa.	\$4,773,232.61	721.25
32	Steven Cohen Team	Boston, Mass.	\$4,706,313.93	321
33	Team Jordan	Barrie, Ont.	\$4,655,283.66	409.938
34	Dow Realty Group	Portsmouth, N.H.	\$4,635,273.89	333.25
35	Andrew Ipekian Real Estate Group	Toronto, Ont.	\$4,621,780.63	132.25
36	Robinson Team	Chattanooga, Tenn.	\$4,607,470.55	298
37	The Renee White Team	Walnut Creek, Calif.	\$4,598,601.67	208.75
38	The Anderson Team	Memphis, Tenn.	\$4,584,637.68	815
39	Matt Fetick Real Estate Team	Wilmington, Del.	\$4,560,868.08	461
40	Falk Ruvin Gallagher	Whitefish Bay, Wis.	\$4,542,649.15	272.8
41	The Huff Group	Overland Park, Kan.	\$4,528,573.81	459
42	The Elizabeth Do Team	Huntington Beach, Calif.	\$4,506,043.13	296
43	Jelmborg Team	La Quinta, Calif.	\$4,490,234.36	334.85
44	Coalition Properties Group	Washington, D.C.	\$4,486,738.73	326.05
45	The Ruiz Group	Carmel, Calif.	\$4,462,198.59	154.3
46	The Partners Marketing Group	Port Coquitlam, B.C.	\$4,409,340.22	790
47	Venturi Realty	Albuquerque, N.M.	\$4,378,449.72	502.5
48	Carin Nguyen Team	Tempe, Ariz.	\$4,377,798.77	491
49	Lan Bowling Team	Palo Alto, Calif.	\$4,318,256.80	50.5
50	Brody Broker Team	Sequim, Wash.	\$4,314,497.66	461.8

\*Based on data/transmittals received for 2021 (January 1 to December 31).  
Closed transactions identified with specific agent/team.

YOUR  
NUMBER  
MEMBER

## 25 TOP EXPANSION NETWORKS

	EXPANSION NAME	EXPANSION OWNER(S)	GCI	UNITS
1	Place, Inc.	Ben Kinney, Chris Suarez	\$96,043,465.92	8,129.035
2	Lucido Agency	Bob Lucido	\$30,030,439.40	3,122.8
3	The Reynolds Team Network	Sarah Reynolds	\$27,227,048.63	1,873.694
4	Hergenrother Realty Group	Adam Hergenrother	\$23,046,057.41	2,664.883
5	Redbud Group	Trent Corbin	\$20,139,523.48	3,203.1
6	The Heyl Group	Tim Heyl	\$17,410,494.99	1,726.06
7	Kristan Cole Real Estate Network	Kristan Cole	\$16,689,879.07	1,968.25
8	The Mike McCann Team	Mike McCann	\$13,270,575.05	1,272
9	The Condo Shop	Gaurav Gambhir	\$9,171,723.16	1,544.067
10	The EZ Referral Network	Gregory Erlanger, Mike Zinicola	\$9,067,315.49	1,582.35
11	The PCS Pro Team	Tonya Towles	\$8,444,045.20	1,416.5
12	Graddy Real Estate	Adam Graddy	\$7,965,758.77	1,389.85
13	The Perna Team	Michael Perna	\$7,049,219.49	877
14	The Nickley Group	Tom Nickley	\$7,047,416.15	742.25
15	The Justin Landis Group	Justin Landis	\$6,826,067.12	615
16	United Home Group	Cody Gibson	\$6,326,365.45	665.767
17	Gary Mercer Group	Gary Mercer Sr.	\$6,308,369.21	567.55
18	The Huffaker Group	David Huffaker	\$6,304,349.57	630.634
19	Jeff Glover & Associates	Jeff Glover	\$6,291,172.74	944
20	The Reed Moore Group	Reed Moore	\$5,506,711.86	624.75
21	Executive Realty Advisors	Brett Tanner	\$5,465,084.30	526.1
22	Movement Real Estate	Derek Oie	\$5,309,767.87	422.76
23	The Gray Group	Tricia Gray	\$5,129,312.24	779.8
24	The David Greene Team	David Greene	\$5,030,686.92	262.3
25	Impact Group	Jose Medina	\$4,746,403.92	1,014

## 20 TOP MARKET CENTERS

	MARKET CENTER	CITY, STATE	TEAM LEADER(S)	PROFIT
1	Ridgewood	Ridgewood, N.J.	Amina Blake-Foreman	\$2,170,395.45
2	Heritage	San Antonio, Texas	Jack Hawthorne, Lisa Munoz, Stephanie Williams	\$2,065,490.74
3	Greater Portland	Portland, Maine	Bradford Knowles	\$2,039,505.16
4	Austin SW	Austin, Texas	Diane Johnson, Jennifer Lewis, Mallory Mundy	\$1,895,617.60
5	Ballantyne Area	Charlotte, N.C.	Theresa Staker	\$1,756,588.50
6	Dallas DFW	Southlake, Texas	Dustin Wright	\$1,600,055.74
7	Stamford	Stamford, Conn.	Stephen Scott	\$1,576,712.79
8	Naperville	Naperville, Ill.	Karen Scholle	\$1,441,253.93
9	Keller Williams NYC	New York, N.Y.	Lauren Balbuena	\$1,316,366.22
10	Capital District	Latham, N.Y.	Carrie Bee Weiss	\$1,310,695.75
11	Houston Memorial	Houston, Texas	Larry Frawley	\$1,255,884.83
12	Beverly Hills	Beverly Hills, Calif.	Joshua Spitzen	\$1,239,351.73
13	Greater Metropolitan	Cleveland, Ohio	Michael Repasky	\$1,216,028.24
14	Chervenik Realty	Stow, Ohio	Melisa Jung	\$1,209,733.57
15	Minneapolis Lakes	Minneapolis, Minn.	Jennifer Briggs	\$1,198,755.94
16	Dallas Preston Road	Dallas, Texas	Theresa Flood, Tommy Flood	\$1,180,099.97
17	West Monmouth	Morganville, N.J.	Sally Pietracatella	\$1,156,021.17
18	Federal Way	Federal Way, Wash.	Lindy Haaglund	\$1,155,746.65
19	Raleigh Brier Creek	Raleigh, N.C.	Brian Pate	\$1,148,533.31
20	Blue Bell	Blue Bell, Pa.	Greg Schwartz	\$1,142,142.45

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## 50 TOP-PRODUCING AGENTS

	NAME	CITY, STATE/ PROVINCE	GCI	UNITS
1	Stephanie Vitacco	Encino, Calif.	\$5,281,203.88	225
2	Eric Delgado	Encino, Calif.	\$3,397,523.51	189.405
3	Julie Hopkins	Park City, Utah	\$2,888,121.92	67
4	Gregg Phillipson	La Mesa, Calif.	\$2,712,394.49	148
5	Laura Bryant	Burlingame, Calif.	\$2,679,320.53	38
6	Kristy Thornton	Dallas, Texas	\$2,648,250.00	14
7	Jennifer Anne Thayer	St. Petersburg, Fla.	\$2,567,071.34	90
8	Radha Rustagi	Cupertino, Calif.	\$2,399,793.00	59.25
9	Paula Hinegardner	Franklin, Tenn.	\$2,399,157.98	48.3
10	Dominic Serna	Albuquerque, N.M.	\$1,904,647.33	100.5
11	Sarah Hull	Oshawa, Ont.	\$1,856,410.03	66
12	Andrew Sweat	Los Gatos, Calif.	\$1,781,731.25	55.5
13	Kimberly Ziton	Woodbury, Minn.	\$1,728,768.57	105
14	Gregory Laurence Simpson	Los Gatos, Calif.	\$1,727,874.86	24.1
15	Kyrstin Frate	Clarksville, Tenn.	\$1,713,848.30	221
16	Songhua Cui	Braintree, Mass.	\$1,682,952.06	149
17	Debbie Austin	Roseville, Calif.	\$1,682,777.11	63
18	Dean Otto	Kahului, Hawaii	\$1,623,696.09	25.5
19	Nate Brouwer	Oshawa, Ont.	\$1,604,395.17	77.5
20	Crystal Kirchhoff	Bozeman, Mont.	\$1,594,444.46	101
21	Alan Chargin	Washington, D.C.	\$1,591,681.43	85
22	John Walker	Falls Church, Va.	\$1,583,789.90	105.15
23	Sheila Bailey	Lakewood, Colo.	\$1,561,666.72	133
24	Jared Hansen	South Jordan, Utah	\$1,532,551.04	132
25	Yin Song	Cupertino, Calif.	\$1,526,826.50	34
26	Michael Mei	Irvine, Calif.	\$1,522,632.48	70.5
27	Robert Aldana	Santa Cruz, Calif.	\$1,513,606.25	44.5
28	Jennifer Gelfand Church	Boston, Mass.	\$1,500,862.00	94
29	Nicole Kovach	Kahului, Hawaii	\$1,498,300.00	49
30	Eric West	Kahului, Hawaii	\$1,476,697.37	44.75
31	Anthony Giaccone	Frisco, Colo.	\$1,454,863.50	42
32	Adam Loew	San Diego, Calif.	\$1,449,123.72	25
33	Terry LaRoche	Whittier, Calif.	\$1,442,486.25	64.5
34	John Simcoe	Corona, Calif.	\$1,393,932.21	155.5
35	Derrick Carlson	Park City, Utah	\$1,385,749.66	35
36	Michael Eisenberg	Beverly Hills, Calif.	\$1,384,750.00	13
37	Aleksandr Frankov	Kent, Wash.	\$1,328,801.68	94.1
38	Jeannette Westcott	Columbia, Md.	\$1,321,205.78	123
39	Zsuzsanna Nagy	Studio City, Calif.	\$1,303,637.63	44.8
40	Andrew Martell	Sarasota, Fla.	\$1,302,633.47	25.5
41	Lakshmi Thirunavu	Alpharetta, Ga.	\$1,301,031.58	122
42	Amanda Mickelsen	West Des Moines, Iowa	\$1,292,275.66	136.05
43	Hunter Hinson	Denver, Colo.	\$1,271,916.84	92
44	Heather Loper	Daphne, Ala.	\$1,252,717.93	100.632
45	Kimberly Rodstein	Miami Beach, Fla.	\$1,251,000.35	50
46	April Rinehart	Boise, Idaho	\$1,250,255.48	52.8
47	Tosha Corrigan	Destin, Fla.	\$1,246,732.53	33
48	Susan Rane	Vero Beach, Fla.	\$1,241,849.93	13
49	Stefan Walker	Los Gatos, Calif.	\$1,238,643.78	13
50	Kathrin Rein	Miami Beach, Fla.	\$1,229,502.08	80

## 10 TOP STAKEHOLDERS

	NAME	MARKET CENTER	ASSOCIATES SPONSORED
1	Brent Mitchell	Austin SW	205
2	Nick Avila	Denton	163
3	Mike Edge	Pensacola	155
4	Dakota Stabile	NYC - Queens/Jackson Heights	107
5	Ryan Reitzel	Keller Williams Innovation Realty	99
6	Brandon Lucido	Dallas Preston Road	81
7	Fanny Montalvo	Keller Williams NYC	76
8	Jeffrey Kayle	Carlsbad	74
9	Erika McNew	Charlotte - South Park	65
9	Julia Presta	North Shore Woodbury	65
10	Mirielle Enlow	Miami Beach	63

## 20 TOP COMMERCIAL

	NAME	CITY, STATE	GCI	UNITS
1	Cindy Hill Slater	Encino, Calif.	\$2,155,369.00	44.3
2	Joe Kim	Studio City, Calif.	\$2,093,669.34	10.334
3	Cory Harkleroad	Wichita, Kan.	\$1,946,205.17	3
4	Tim Abney	Cumming, Ga.	\$1,657,881.50	9.3
5	Matt Kanner	Los Angeles, Calif.	\$1,605,250.00	14.2
6	Elena Johal	Los Gatos, Calif.	\$1,472,338.12	38
7	Tony Nabhan	Fort Lee, N.J.	\$1,312,373.12	81
8	Charles Wallace Nunnally	Los Gatos, Calif.	\$1,307,107.15	25.7
9	Frank Martin	Limerick, Pa.	\$1,220,722.92	29
10	Blake Leavitt	Las Vegas, Nev.	\$1,194,059.50	14
11	John Owens	Lubbock, Texas	\$1,160,596.91	11
12	Richard Johns	Studio City, Calif.	\$1,061,985.66	21.05
13	Joe Chavez	Pasadena, Calif.	\$1,027,040.00	10
14	Kelly Keith Morgan	Santa Monica, Calif.	\$1,009,252.00	10
15	Russ Roberts	Yakima, Wash.	\$979,022.82	31.5
16	John Stephens	Yorba Linda, Calif.	\$943,855.00	7
17	Tuan Nguyen	Sacramento, Calif.	\$939,408.07	43
18	Joey Wang	Walnut Creek, Calif.	\$934,624.22	24
19	Todd Akers	Charlotte, N.C.	\$903,712.95	13
20	Yalian Serrano	Miami, Fla.	\$888,898.00	38

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