



**TOMMY NGUYEN**  
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**ELENA GIST**  
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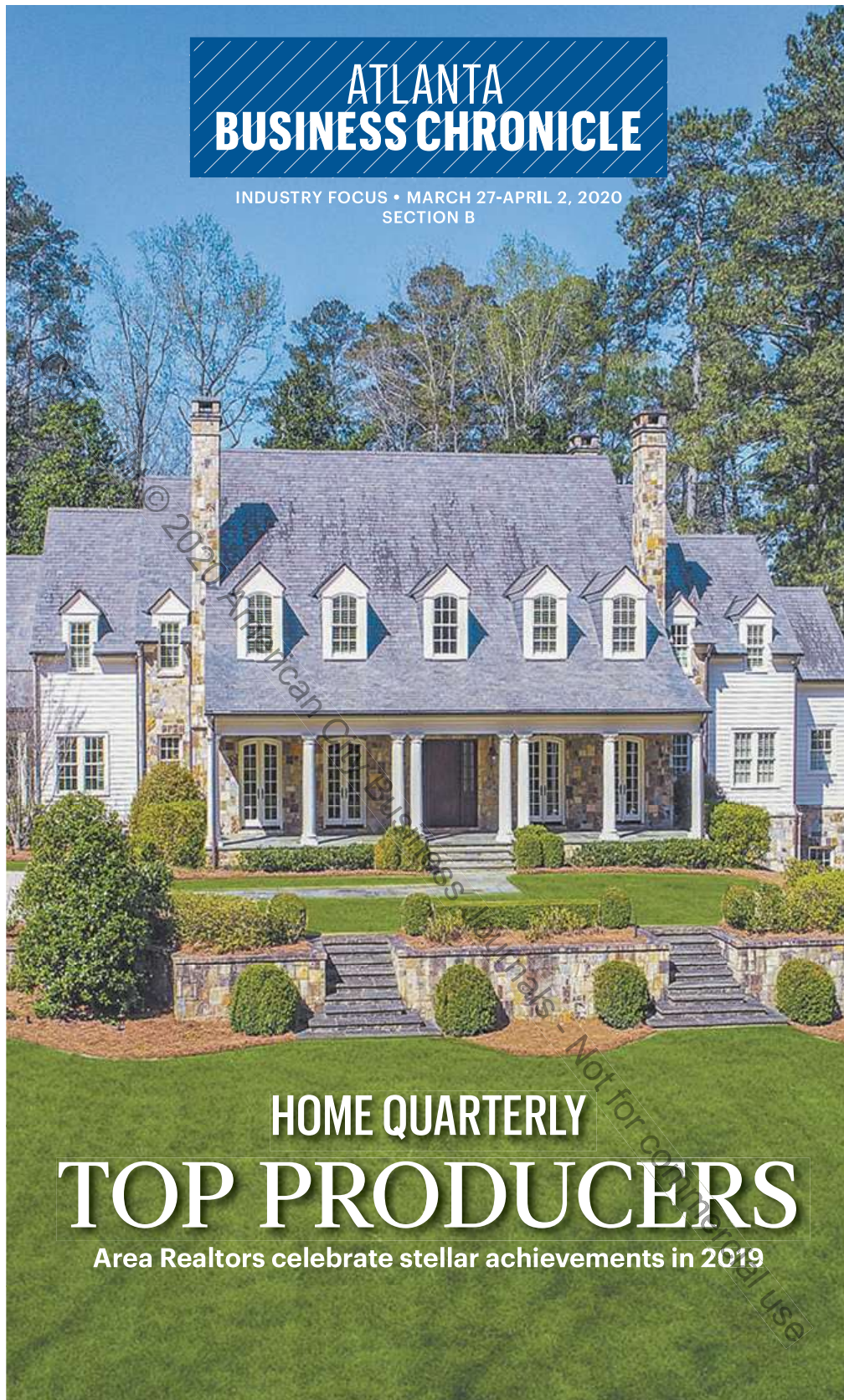
**MARWAN KARAA**  
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**HASAN PASHA**  
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**BRENDA L. CONLEY**  
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# ATLANTA BUSINESS CHRONICLE

INDUSTRY FOCUS • MARCH 27-APRIL 2, 2020  
SECTION B

## HOME QUARTERLY

# TOP PRODUCERS

Area Realtors celebrate stellar achievements in 2019

PHOTO/SPECIAL/VSI GROUP



**SABRIYA SCOTT**  
Page 16B



**PEGGY HIBBERT**  
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**CYNTHIA BAER**  
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**RUBY BRANCATO**  
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**KIMBERLY YATES**  
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### AMERICAN DREAM

#### Making home ownership real

Realtors bring professionalism to the complex residential real estate market.

**VIEWPOINT, JENNIFER PINO, 14B**



### 2020 MARKET

#### Atlanta still faces low inventory

National economist had predicted growth, with the South one of the top regions.

**VIEWPOINT, KEVIN DUNCAN, 32B**



### GO BEYOND NUMBERS

#### Measuring Realtor impact

It includes a code of ethics and community support in addition to sales achievements.

**VIEWPOINT, JENEA KENNEDY, 38B**



## CONGRATULATIONS!

### TOP PRODUCERS 2019



PATTI JUNGER  
#1 Small Team & Overall



BEERY FRIEDMAN CUMMINGS  
#1 Large Team



MARINAC GREENE  
#2 Small Team



ALDEN POTTS  
#1 Individual



GUTHRIE GROUP  
#3 Small Team



AUSTIN LANDERS



DAWN ANDERSON



RUDY HARRELL



KIM CRAHAN



THE BLAIR SELLS TEAM  
#4 Small Team



ROBBIE JACKSON



SONNY JONES



ASHLEY RILEY



KATHERINE MCCLURE



MORGAN ROGERS



LINDSEY CHENEY



SUZANNE EAST



ROD WHITE



ALLAN MINTER



ROBERT PETERSON



KARA WOODALL



MAGGIE JONES



ASHLEY AGLIALORO



ETHEL WOTTON



ANNE COOPER



BRITTON MCLEOD



MISSY BUDD



MCLEAN & MCWILLIAMS  
#5 Small Team



HEATHER STEINER



ASHLEY REARDEN



FRANK NELSON



ELIZABETH KING



KATHY GHIRARDINI



BARBARA REICHICK



CARY LYLE



KAREN ANDERSON



JILL SLONE



LAURA HUGHEN



CHERYL SCHALK



KATE BURKE



MAUREEN SANTOLI



CARLY WOOTEN



LIZ JONES



LINDA HALL



WILLIAM SARTAIN



LINDSAY DENDY



CINDY CAMASTA



CICI HARRIS



JULIA SYKES



AMY MOORE



SHANNA SMITH



CARRIE BAZAR



DIANE ARNOLD



KIM ABBATE



CAROLINE MASUCCI



ELISABETH AYRES



NEELEY BAIN



PAT JUNOD



ANNE VOYLES



KATHERINE HERNANDEZ



JEANNE STRICKLER



LEE ANN WYNNIS



CAROLYN MELLON



AMY MCBRIEN

It's good to be green.



## HOME QUARTERLY: TOP PRODUCERS

## ATLANTA REALTORS HONOR TOP PRODUCERS OF 2019

The Atlanta Realtors Association Top Producers 2020 awards program honors individual members who achieved at least \$4 million in total gross sales volume or 15 total unit sales in calendar year

2019. It honors teams who averaged \$4 million gross volume per team member or an average of 15 total units per member. Multiple years of top production achievement is honored with awards for club membership milestones

of 10, 20, 30 and 35 years. More than 1,300 members of the Atlanta Realtors have achieved Top Producer status in either sales volume or total units, CEO Reggie McCrary said. ARA Top Producer rules are designed to

recognize the top 15% of members for their achievements in real estate through volume of transactions and/or sales and are established annually by the Top Producers Committee and the Board of Directors.



Stephanie Marinac



Sam Bayne



Patti Junger



Natalie Gregory



Ken Covers



Collette McDonald



Todd Banister

## Top 10 Teams by Volume

Rank, Team Name, Company Name, Top 10 Volume

## 1 The Boyd Team

Atlanta Fine Homes Sotheby's International Realty  
With an Average of Over \$30 Million Per Team Member

## 2 The Robin Blass Team

Coldwell Banker Residential Brokerage / With an Average of Over \$27 Million Per Team Member

## 3 Marinac Greene

Dorsey Alston Company Realtors

With an Average of Over \$22 Million Per Team Member

## 4 Bayne Group

Atlanta Fine Homes Sotheby's International Realty  
With an Average of Over \$21 Million Per Team Member

## 5 Patti Junger Team

Dorsey Alston Company Realtors  
With an Average of Over \$19 Million Per Team Member

## 6 Natalie Gregory &amp; Co.

Compass Georgia LLC  
With an Average of Over \$19 Million Per Team Member

## 7 The Ken Covers Team

Engel & Volkers Atlanta  
With an Average of Over \$19 Million Per Team Member

## 8 Collette McDonald &amp; Associates

eXp Realty LLC  
With an Average of Over \$19 Million Per Team Member

## 9 Todd Banister Team

Harry Norman Realtors  
With an Average of Over \$18 Million Per Team Member

## 10 Engel &amp; Volkers Atlanta

Engel & Volkers Atlanta  
With an Average of Over \$18 Million Per Team Member

Note: Teams are ranked based on the average volume per team member.



Gregory Kurzner



Lee Budden



Robin Blass



Raegan Thorp



Todd Banister



Kim Boyd



Anna Kilinski



Collette McDonald



Jonathan Rich



Michael McLeod

## Top 10 Teams by Units

Rank, Team Name, Company Name, Top 10 Units

## 1 The Kurzner Group

ERA Atlantic Realty  
With an Average of 92.25 Units Per Team Member

## 2 Lee Budden

Keller Williams Realty First Atlanta  
With an Average of 52 Units Per Team Member

## 3 The Robin Blass Team

Coldwell Banker Residential Brokerage

With an Average of 51 Units Per Team Member

## 4 Raegan Thorp Real Estate Group

Keller Williams Realty Peachtree Road / With an Average of 50.86 Units Per Team Member

## 5 Todd Banister Team

Harry Norman Realtors  
With an Average of 48.25 Units Per Team Member

## 6 The Boyd Team

Atlanta Fine Homes Sotheby's International Realty  
With an Average of 46.25 Units Per Team Member

## 7 Anna K Intown

Keller Williams Realty Intown Atlanta  
With an Average of 33.45 Units Per Team Member

## 8 Collette McDonald &amp; Associates

eXp Realty LLC / With an Average of 33.08 Units Per Team Member

## 9 J.Rich Atlanta

Keller Knapp Realty  
With an Average of 33.07 Units Per Team Member

## 10 Engel &amp; Volkers Atlanta

Engel & Volkers Atlanta  
With an Average of 31.48 Units Per Team Member

Note: Teams are ranked based the average number of units per team member.





**BERKSHIRE  
HATHAWAY**  
HomeServices  
Georgia Properties

# CELEBRATING OUR ELITE SALES ASSOCIATES

## 2019 INDIVIDUAL PERFORMANCE



#1 INDIVIDUAL

TONYA  
JONES



DEBRA  
JOHNSTON



SUSAN  
FITZGERALD



STEPHEN  
WALKER



JODI  
HALPERT



LAURA  
MEHL



JEANINE  
BLUMER



DENISE  
WILHELM



PATRICE  
SUMPTER



KIRSTEN  
CONOVER



KIRSTEN  
RICCI



RICHARD  
RODRIGUEZ



ALLESEN  
CANN



TINA  
HUNSICKER



LYNDA  
HESTER



VALERIE  
HOWARD



NADINE  
LUTZ



JANE  
YOUNG



BECKY  
CRAWFORD



ALEXANDRA  
FRENCH



KELI  
DAVIES



LESLIE  
SPENNATO



CAROLYN  
PHILLIPS-LONG



VICKI  
DELL



MERRY  
HOLLEY



HEATHER  
MCELROY



KAREN  
RODRIGUEZ



MARY  
FLOYD



DAVID  
GOODROWE



MARK  
CAMP



HEATHER  
THOMPSON



GINA  
KENDRICK



TIFFANY  
BYARS



JEANNETTE  
CARTER



ROBERT  
BURCH



MATTHEW  
DOYLE



CHRISTINA  
PATRICK



ANNE  
CINTRON



CATHY  
ADAMS



BEVERLY  
JONES



URSULA  
SHIELDS



ILIANA  
ICEN



TODD  
KROUPA



BRU  
KREBS



MARY ANN  
BISHOP



ANNA  
RYDER



MELISSA  
MORGAN



LISA  
ALLEN



KAY  
MCINROE



CYNTHIA  
BOWMAN



DIANA  
SAUVIGNÉ



DAMAUN  
DOWDY



ROBERT  
ALLEN



JOY  
BARNES



JEAN  
BROSIUS

SPECIAL RECOGNITION





## PETERSEN PARTNERS

#1 TEAM  
& OVERALL



## TONYA JONES

#1  
INDIVIDUAL

## 2019 TEAM PERFORMANCE



#1 TEAM & OVERALL

PETERSEN PARTNERS



GLENDA BAKER & ASSOCIATES



THE BUTLER SWAYNE TEAM



LINDSAY LEVIN



THE TOMLINSON TEAM



MACPHEE REALTY GROUP



BOWLER-CLEM REALTY TEAM



THE IVAN SAVANT TEAM



ROBB REALTY GROUP



SUSAN CLOWDUS REAL ESTATE



TERRY MOORE TEAM



TEAM KIMBERLEY



THE HUNT TEAM



PARRISH AND CUNNINGHAM TEAM



MARSHA SELL TEAM



PORTER WILLIAMS TEAM



BROOKS & GREEN TEAM



ANNETTE DAVIS TEAM



TEAM LEE HOMES



TEAM TORDIK



THE MASTERS HOME GROUP



THE ADKINS TEAM



HANSARD WILLIAMS TEAM



LISA BYER & ASSOCIATES



TEAM GIVE



THE STEVEN ROSEN TEAM



THE BLANTON CLARK TEAM



THE CARL TEAM



SILVERMAN & ASSOCIATES



TEAM JOZWIAK



THE KEY ASSOCIATES



SHARP GROUP ATLANTA

## 2019 NEW HOMES CHAIRMAN'S CIRCLE AWARD-WINNERS



#1 NEW HOMES

KRISTEN BUTLER



#1 NEW HOMES

PATTI YARBROUGH



JULIE GENTRY



DEBORAH COOK



DENISE STAMPS-AUSTON



KRISTY PERRY



LINDA CHAPIN



DAPHNE NELSON



"2019 was another record-setting year. We are honored to celebrate these Elite Individuals and Teams who achieved the prestigious Chairman's Circle level for the Berkshire Hathaway HomeServices Global Network."

DAN FORSMAN - PRESIDENT & CEO

BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES | BHHSGEORGIA.COM

Honoree sequence based on Berkshire Hathaway HomeServices GCI for 2019  
Special recognition for associates & teams who were not affiliated for the full year

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## HOME QUARTERLY: TOP PRODUCERS

Ben  
HirshBetsy  
AkersShanna  
BradleyMichelle  
WingChase  
MizellJessica  
SheevyTom  
EllicottChad  
PolazzoAshley  
BattlesonKatie  
McGuirk

## Top 10 Individuals by Volume

Rank, Name, Company Name, Top 10 Volume

## 1 Ben Hirsh

Hirsh Real Estate - Buckhead.com  
Over \$84 Million

## 2 Betsy Akers

Atlanta Fine Homes Sotheby's  
International Realty  
Over \$80 Million

## 3 Shanna Bradley

Ansley Atlanta Real Estate  
Over \$52 Million

## 4 Michelle Wing

Atlanta Fine Homes Sotheby's  
International Realty  
Over \$52 Million

## 5 Chase Mizell

Atlanta Fine Homes Sotheby's  
International Realty  
Over \$43 Million

## 6 Jessica Sheevy

Atlanta Fine Homes Sotheby's  
International Realty  
Over \$43 Million

## 7 Tom Ellicott

PalmerHouse Properties & Associates  
Over \$39 Million

## 8 Chad Polazzo

RE/MAX Metro Atlanta Cityside  
Over \$37 Million

## 9 Ashley Battleson

Engel & Volkers Atlanta  
Over \$35 Million

## 10 Katie McGuirk

Ansley Atlanta Real Estate  
Over \$35 MillionTommy  
NguyenAmanda  
FardElena  
GistMarwan  
KaraaHasan  
PashaBrenda L.  
ConleyShanna  
BradleyNicole  
AmbroseRyan  
LewisAntoinette  
Barnes

## Top 10 Individuals by Units

Rank Name Company Name  
Top 10 Units

## 1 Tommy Nguyen

GT Realty Inc.  
With 84.5 Units

## 2 Amanda Fard

Keller Williams Cityside  
With 82 Units

## 3 Elena Gist

Keller Williams Realty of Buckhead  
With 79 Units

## 4 Marwan Karaa

RE/MAX Metro Atlanta Cityside  
With 69.25 Units

## 4 Hasan Pasha

Harry Norman Realtors  
With 69.25 Units

## 6 Brenda L. Conley

Keller Williams Realty Atlanta Part-  
ners / With 68 Units

## 7 Shanna Bradley

Ansley Atlanta Real Estate  
With 62.75 Units

## 8 Nicole Ambrose

Keller Williams Realty  
Atlanta Perimeter With 62 Units

## 9 Ryan Lewis

Keller Williams Realty Atlanta North  
With 61.25 Units

## 10 Antoinette Barnes

Atlanta Communities Real Estate  
With 60 UnitsPhyllis  
AdkinsBetsy  
AkersLaura  
BrookshireTheresa  
CollinsTerri  
CoulstonNicole  
DavisDawn P.  
FaulknerAnne  
FullerAyelet  
Gilad

## Phoenix Award - 10 Years\*

## Phyllis Adkins

Berkshire Hathaway  
HomeServices Georgia Properties

## Betsy Akers

Atlanta Fine Homes Sotheby's  
International Realty

## Laura Brookshire

Compass Georgia LLC  
Erika C. Brown Adams Realtors

## Theresa Collins

Atlanta Communities Real Estate

## Terri Coulston

Harry Norman Realtors

## Lesli Creel

Ansley Atlanta Real Estate

## Nicole Davis

Coldwell Banker Residential Brokerage

## Erika Eaton

Atlanta Fine Homes Sotheby's Interna-  
tional Realty

## Dawn P. Faulkner

Dawn Realtors

## Charlcie Tanner Forehand

Atlanta Fine Homes Sotheby's Interna-  
tional Realty

## Michelle Frost

Atlanta Communities Real Estate

## Anne Fuller

Atlanta Fine Homes Sotheby's  
International Realty

## Ayelet Gilad

Keller Williams Realty First Atlanta

## Bryant Gresham+

PalmerHouse Properties &amp; Associates

## Kevin Grieco+

Atlanta Fine Homes Sotheby's  
International Realty

## Rhonda Haran+

Ansley Atlanta Real Estate

## Ben Hirsh+

Hirsh Real Estate - Buckhead.com

## Jill Huitron+

Harry Norman Realtors

## Eve Jones+

Harry Norman Realtors

## Audrey Joubert+

Harry Norman Realtors

## Peter Kloster+

Harry Norman Realtors

## Peter Marks+

Method Real Estate Advisors

## Nicole McAluney+

Ansley Atlanta Real Estate

## Chrissy Neumann+

Ansley Atlanta Real Estate

## Star Newman+

Coldwell Banker Residential Brokerage

## Sharon Fryer Oxman+

Harry Norman Realtors

## Babs Price+

Atlanta Fine Homes Sotheby's  
International Realty

## Kay Quigley+

Atlanta Fine Homes Sotheby's  
International Realty

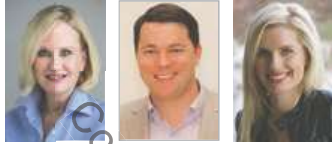
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# BEACHAM'S TOP PRODUCING AGENTS OF 2019

## TEAMS



Janey Lowe, Kyle Baumann & Elise Baumann  
**The Lowe Baumann Group**  
#1 Team Company Wide Income Producing  
#2 Team Company Wide Sales Volume



Becky Morris, Dixon Raney, Melissa Morris & Robbie Harris  
**Morris Raney Team**  
#1 Team Company Wide Sales Volume  
#3 Team Company Wide Income Producing



Jan Hart & Georgia Hart  
**The Hart Group**  
#2 Team Company Wide Income Producing  
#3 Team Company Wide Sales Volume



Ruth Skogstad, Kristen Sodemann & Hilary Bell  
**Skogstad-Sodemann Team**  
#4 Team Company Wide Income Producing  
#4 Team Company Wide Sales Volume



Rachel & Nicole Farmer  
**Team Farmer**  
#5 Team Company Wide Income Producing



Alec Williams, Nicole Williams & Kiplyn Thompson  
**Alec Williams Team**  
#5 Company Wide Sales Volume

## INDIVIDUALS COMPANY WIDE



**Kathy Rubenstein**  
#1 Income Producing  
#1 Sales Volume



**Tricia Feagin**  
#2 Income Producing  
#3 Sales Volume



**Susan Cross**  
#2 Sales Volume  
#4 Income Producing



**Linda Williams**  
#3 Income Producing  
#4 Sales Volume



**Anne Powers**  
#5 Sales Volume  
#6 Income Producing



**Gabby Gray**  
#5 Income Producing  
#12 Sales Volume



**Judy Higgins**  
#6 Sales Volume  
#12 Income Producing



**Teresa Inghram**  
#7 Income Producing  
#8 Sales Volume



**Carol Curran**  
#7 Sales Volume  
#10 Income Producing



**Kathy Cotney**  
#8 Income Producing  
#10 Sales Volume



**Katie Reynolds**  
#9 Sales Volume  
#11 Income Producing



**Jennie Wilson**  
#9 Income Producing  
#11 Sales Volume



**JoEllyn Bass**  
#13 Income Producing  
#13 Sales Volume



**Jan Colker**  
#13 Income Producing  
#13 Sales Volume



**Karen Blass**  
#14 Income Producing  
#14 Sales Volume



**Olivia Buckmon**  
#15 Income Producing  
#17 Sales Volume



**Jennifer Hanley**  
#15 Sales Volume  
#20 Income Producing



**Robert Orr**  
#16 Income Producing  
#18 Sales Volume



**Emily Carlson**  
#16 Sales Volume



**Lindley Knight**  
#17 Income Producing  
#19 Sales Volume



**Shellie Salazar**  
#18 Income Producing



**Jess Cooke**  
#19 Income Producing



**Suzanne Haverty**  
#20 Sales Volume

## REMARKABLE PROPERTIES, OUTSTANDING AGENTS



**Nancy Meister**  
Managing Broker



**BEACHAM  
& COMPANY,  
REALTORS®**



Congratulations to our  
award-winning agents.

---

Hand-selected for their  
*tenure, values, and*  
*entrepreneurial spirit,*  
these Atlanta agents are  
transforming the city's  
search and sell experience.  
Compass is proud to be  
home to these real estate  
professionals.

COMPASS



# Atlanta Realtors® Top Producers

## Phoenix Award

Laura Brookshire, Maison Atlanta

## Top 10 Producers

Team Volume: Natalie Gregory & Co.

Individual

Kimberli M. Brown  
Trish Byce  
Patter Byrre  
Bria Earley  
Leslie Erickson  
Robin Fink  
Susan Fron  
Meg Garrido  
Susan Harding  
Jennifer Hoffman  
Kyle Jackson  
Amy Jones  
John Ladky  
Barry Laughon

Christine McGuire  
Josh Pitre  
Scott Riley  
Jamie Simpson  
Randi Soniker  
Stacey Stoddard  
Shiva Vasseghi  
Anna Wagner  
Quiana Watson  
Monique Williams  
Alex Worrell  
Lauren Zgutowicz

Team

Sherry Ajluni, Sherry & Co.  
Helen Archer, Luxe Living Group  
Matthew Biggers, Team Sterling  
Renee Bissell, Renee Bissell  
Laura Brookshire, Maison Atlanta & Co.  
Nicholas Brown, BrownDaniel  
Jon Effron, Jon Effron & Company  
Michael Gaddy, m&m group  
Jim Getzinger, Jim Getzinger & Co.  
Audrey Gibson, GibsonBreen & Co.  
Jo Gipson, Gipson & Co.  
Natalie Gregory, Natalie Gregory & Co.  
Jessica Houghton, The Jessicas

David Jones, Team 360° ATL  
Chrissie Kallio, chrissie kallio REAL ESTATE  
Peter Marks, Method Real Estate Advisors  
Pauline Miller, Brightstar  
Niki Paris, Paris & Associates  
Susan Powell, Good Living Real Estate  
Crystal Livaditis Sloan, Crystal Clear Team  
Mike Toltzis, SET Real Estate Group  
Deniece Toth, Team Toth  
Jason Wieloch, The Wieloch Group  
Alex Wilkinson, The Alex Wilkinson Group  
Byron Williamson, Byron Williamson Team

Team Member

Jessica Barrasso, Method Real Estate Advisors  
Cary Blumenfeld, Method Real Estate Advisors  
David Blumenfeld, Method Real Estate Advisors  
Pam Breen, GibsonBreen & Co.  
Todd Brunsvold, Team 360° ATL  
Joel Desmarteau, Jim Getzinger & Co.  
Andre DeWinter, Team 360° ATL  
Roz Dodd, Method Real Estate Advisors  
Inna Eidelman, SET Real Estate Group  
Hal Freeman, Team 360° ATL  
Lisa Fricke, Brightstar  
Allyson Golightly, Brightstar  
Louise Hammer, Jim Getzinger & Co.  
Aziz Izmour, BrownDaniel  
Patrick Jones, SET Real Estate Group  
Sara Joseph, Brightstar  
Michael Kartsonakis, Method Real Estate Advisors  
Lindsay Kessler, The Wieloch Group  
Ali LeCraw, Byron Williamson Team  
Karen Lunney, Method Real Estate Advisors  
Teresa Lynne, Method Real Estate Advisors  
Alli Maddox, Method Real Estate Advisors  
Annagrace Martin, The Wieloch Group  
Candi McClamma, Method Real Estate Advisors

Thomas McCullough, Natalie Gregory & Co.  
Carly Nassar, Jim Getzinger & Co.  
John Nickle, Method Real Estate Advisors  
Abby Noah, Luxe Living Properties  
Jessica Peltier, The Jessicas  
Jessica Perritt, Brightstar  
Joseph Rigoli, Brightstar  
Mandi Robertson, m&m group  
Rasheeda Shears, Method Real Estate Advisors  
David Sirzyk, SET Real Estate Group  
Taylor Smith, Method Real Estate Advisors  
Chace Spears, Brightstar  
Ryan Sterling, Method Real Estate Advisors  
Alison Sternfels, Team 360° ATL  
Kevin Steward, Paris & Associates  
James Toth, Team Toth  
Annie Tran, Team Sterling  
Leah Triola, Method Real Estate Advisors  
Josh Van Pelt, Method Real Estate Advisors  
Roberto Vazquez, chrissie kallio REAL ESTATE  
Nicholas Vinson, Method Real Estate Advisors  
Mitch Waldman, Gipson & Co.  
Maggie Wright, Method Real Estate Advisors

## 400 North Realtors® 2019 Circle of Excellence

Jeremy Cady, The Cady Team  
Stephanie Cole, The Cole Team  
Jeff Fountain, Fountain Group  
Lynda Kurtz  
Brooke Liley

Mark Midyette, North Georgia Group  
Chris Van Olphen, North Georgia Group  
Evan Stalcup, North Georgia Group  
Art Valdez, North Georgia Group



## HOME QUARTERLY: TOP PRODUCERS

Bryant  
GreshamKevin  
GriecoRhonda  
HaranBen  
HirshJill  
HuitronEve  
JonesAudrey  
JoubertPeter  
KlosterPeter  
MarksNicole  
McAluneyChrissy  
NeumannStar  
NewmanSharon Fryer  
OxmanBabs  
PriceKay  
QuigleyRobbie  
RobertsAnnette  
RossMadeline  
SaterDebbie  
ShayAllison  
Sinkler

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**Robbie Roberts**  
Ansley Atlanta Real Estate

**Annette Ross**  
Harry Norman Realtors

**Madeline Sater**  
Harry Norman Realtors

**Lee Ann Saxton**  
Keller Williams Realty of Buckhead

**Debbie Shay**  
Ansley Atlanta Real Estate

**Allison Sinkler**  
Harry Norman Realtors

**Barbara St. Amant**  
Atlanta Fine Homes Sotheby's International Realty

**Lisa Steinberg**  
Harry Norman Realtors

**Anna Stephens**  
Ansley Atlanta Real Estate

**Lisa Swayne**  
Berkshire Hathaway HomeServices  
Georgia Properties

**MJ Thomas**  
Keller Williams Realty Atlanta  
Perimeter

**Lisa Tipton**  
Coldwell Banker Residential Brokerage

**Sally Wiggins**  
Harry Norman Realtors

**Sarah Wilkins**  
Atlanta Fine Homes Sotheby's  
International Realty

**Barbra Wollner**  
Keller Williams Realty Peachtree Road

\*Presented to members of the Top Producers who have qualified for any 10 years in a Board of Realtors Top Producers.

CONTINUED ON NEXT PAGE

## For those who seek the exceptional

### Most Recent Quarter Performance

(November 1, 2019 - January 31, 2020)

Atlanta Fine  
Homes

Sotheby's  
INTERNATIONAL REALTY

| COMPANY  | CLOSED SALES<br>VOLUME | CURRENT<br>INVENTORY | TOTAL SALES<br>PENDING | NEW LISTINGS<br>TAKEN |
|--|------------------------|----------------------|------------------------|-----------------------|
| <b>Atlanta Fine Homes<br/>Sotheby's International Realty</b> | <b>\$524.1M</b>        | <b>\$675.0M</b>      | <b>\$292.7M</b>        | <b>\$482.2M</b>       |
| Berkshire Hathaway<br>HomeServices Georgia Properties        | \$437.4M               | \$417.7M             | \$214.7M               | \$405.1M              |
| Harry Norman, REALTORS®                                      | \$378.6M               | \$391.0M             | \$212.6M               | \$256.1M              |
| Atlanta Communities  | \$333.9M               | \$208.8M             | \$158.6M               | \$211.0M              |
| Keller Williams Realty<br>Atlanta Partners                   | \$324.5M               | \$184.6M             | \$175.8M               | \$222.0M              |

**BUCKHEAD** 404.237.5000 | **COBB** 770.604.1000 | **INTOWN** 404.874.0300 | **NORTH ATLANTA** 770.442.7300

atlantafinehomes.com | sir.com

Atlanta Fine Homes, LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated.  
Source: TrendGraphix, Top 5 Firms, November 1, 2019 – January 31, 2020; Metro Atlanta: Cherokee, Cobb, DeKalb, Forsyth, Fulton and Gwinnett Counties; All Price Points, All Property Types.



Amy Feldman Barocas  
Harry Norman Realtors

**Zana Dillard**  
Atlanta Fine Homes Sotheby's  
International Realty

Erin Fye  
Coldwell Banker Residential Brokerage

**Madeleine Kitora**  
*Harry Norman Realtors*

Catherine Nasset  
Atlanta Fine Homes Sotheby's  
International Realty

**Carmen Pope**  
Atlanta Fine Homes Sotheby's International Realty

Tenley Robinson  
Berkshire Hathaway HomeServices  
Georgia Properties

**Marcia Weinhoff**  
*Harry Norman Realtors*



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# YOU DESERVE THE BEST

## TOP PRODUCER IN THE COMPANY



**ROBIN BLASS**  
Perimeter  
#1 Small Team Sales Volume  
#1 Small Team Units Sold  
International President's  
Premier Team

## TOP LARGE TEAMS



**KEVIN QUALLS**  
Johns Creek/Duluth  
#1 Large Team Sales Volume



**CHRIS WILLIAMS**  
Roswell  
#1 Large Team Units Sold

## TOP INDIVIDUALS



**KATHLEEN SICKELER**  
Intown  
#1 Individual Sales Volume  
International President's Elite



**JAMIE MCCLESKEY**  
Marietta/West Cobb  
#1 Individual Units Sold  
International President's Circle

## TOP TEAMS AND INDIVIDUALS - SALES VOLUME

### Large Teams



**KEVIN QUALLS**  
Johns Creek/Duluth



**CHRIS WILLIAMS**  
Roswell



**ROBIN BLASS**  
Perimeter  
International President's  
Premier



**DEBBIE SONESHINE**  
Sandy Springs  
International Diamond  
Society



**JAN BROWNFIELD & ROCKY SEAMAN**  
Perimeter  
International Diamond Society



**KIM MCAFEE**  
Sandy Springs  
International Sterling  
Society



**MARY & TIM WYNKOOP**  
Roswell

### Individuals



**KATHLEEN SICKELER**  
Intown  
International  
President's Elite



**MARC CASTILLO**  
Buckhead West Paces Ferry  
International  
President's Circle



**JAMIE MCCLESKEY**  
Marietta/West Cobb  
International  
President's Circle



**DEAN BUCHAN**  
Sandy Springs  
International  
President's Circle



**MIKE KONDALSKI**  
Intown  
International  
President's Circle



**KATIE BRINKMAN**  
Perimeter  
International  
President's Circle



**JUSTIN TILTON**  
Sandy Springs  
International  
President's Circle



**NICOLE DAVIS**  
Intown  
International  
President's Circle



**JOHN THUR**  
Marietta/West Cobb  
International  
President's Circle



**KIM RUSSELL**  
Buckhead West Paces Ferry  
International  
President's Circle

## TOP TEAMS AND INDIVIDUALS - UNITS SOLD

### Large Teams



**CHRIS WILLIAMS**  
Roswell



**KEVIN QUALLS**  
Johns Creek/Duluth



**ROBIN BLASS**  
Perimeter  
International President's  
Premier



**BETSY FEDER**  
Marietta/West Cobb



**JAN BROWNFIELD & ROCKY SEAMAN**  
Perimeter  
International Diamond Society



**MARY & TIM WYNKOOP**  
Roswell



**DEBBIE SONESHINE**  
Sandy Springs  
International Diamond  
Society

### Individuals



**JAMIE MCCLESKEY**  
Marietta/West Cobb  
International  
President's Circle



**JUSTIN TILTON**  
Sandy Springs  
International  
President's Circle



**KATHLEEN SICKELER**  
Intown  
International  
President's Elite



**JOHN THUR**  
Marietta/West Cobb  
International  
President's Circle



**AILEEN PARKER**  
Perimeter  
International  
President's Circle



**BILL KILLMEIER**  
Buckhead West Paces Ferry  
International  
President's Circle



**SARAH LOWE**  
Buckhead West Paces Ferry  
International Diamond  
Society



**MIKE KONDALSKI**  
Intown  
International  
President's Circle



**DEAN BUCHAN**  
Sandy Springs  
International  
President's Circle



**RO PREISINGER**  
Sandy Springs  
International  
Diamond Society



**LINDA HALL**  
Alpharetta/North Point  
International  
Diamond Society



**URSULA PARKER**  
Buckhead West Paces Ferry  
International  
Diamond Society



**KIM RUSSELL**  
Buckhead West Paces Ferry  
International  
President's Circle

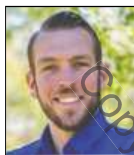
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## INTERNATIONAL PRESIDENT'S CIRCLE



**TONI ITKIN**  
Buckhead West  
Paces Ferry



**TIM MEEK**  
400 North/Lake  
Lanier

## INTERNATIONAL DIAMOND SOCIETY

| Team   | Individuals  |  |  |  |  |  |   |  |  |  |
|--|--|--|--|--|--|--|---|--|--|--|
|   |   |   |   |   |   |   |   |   |   |   |
| <b>LEIANNE MESSINA</b><br>Perimeter  | <b>LAMAR GOLAR</b><br>Intown   | <b>DODIE HAMRICK</b><br>Alpharetta/North Point                                     | <b>DEBBIE HEATON</b><br>Buckhead West Paces Ferry                                  | <b>MAHRIA HELLER</b><br>Marietta/West Cobb   | <b>SANDRA HOLMES</b><br>Sandy Springs  | <b>RITA LEWIS</b><br>Alpharetta/North Point  | <b>BETSY MALCOLM</b><br>Perimeter   | <b>JANE MCAULEY</b><br>Perimeter   | <b>MELINDA MCCONNELL</b><br>Alpharetta/North Point                                   | <b>ROBIN MCWALTERS</b><br>Roswell  |
|  |  |  |  |  |  |  |  |  |  |  |
| <b>TOM PETERS</b><br>400 North/Lake Lanier   | <b>MICHAEL PILLOW</b><br>Intown  | <b>BRIDGET RIGDON</b><br>Marietta/West Cobb  | <b>SHELLEY ROBERTS</b><br>Cobb   | <b>BRENDA SHAW</b><br>Buckhead West Paces Ferry                                    | <b>RHIANNA SHEMPER</b><br>Sandy Springs  | <b>TERRI SMITH ROCA</b><br>Johns Creek/Duluth                                      | <b>CHRIS TALLMAN</b><br>Perimeter   | <b>CYNTHIA G WALKER</b><br>Perimeter   | <b>SHERRY WARNER</b><br>Intown   | <b>LAURA WITKIEWICZ</b><br>Marietta/West Cobb  |

## INTERNATIONAL STERLING SOCIETY

|   |   |   |   |   |   |   |  |   |   |   |
|---|---|---|---|---|---|---|--|---|---|---|
|  |  |  |  |  |  |  |  |  |  |  |
| <b>MARIA ADDISON</b><br>Perimeter   | <b>ANDREA BASS</b><br>Cobb  | <b>DAVID BROWN</b><br>Intown  | <b>BECKY BULRIS</b><br>Alpharetta/North Point                                       | <b>JOYCE CARMICHAEL</b><br>Perimeter  | <b>TOMEKIA CARTER</b><br>Buckhead West Paces Ferry                                  | <b>GIL CASTRO</b><br>Roswell  | <b>MARK CHERNESKY</b><br>Buckhead West Paces Ferry                                   | <b>LEANN CHICK</b><br>Johns Creek/Duluth  | <b>DEBORAH COSTEN</b><br>Johns Creek/Duluth   | <b>CHERI DAVIS</b><br>Marietta/West Cobb  |
|  |  |  |  |  |  |  |  |  |  |  |
| <b>RICHARD DEROSSETT</b><br>Sandy Springs   | <b>JESSICA DIAZ</b><br>Perimeter  | <b>ANN FINLEY</b><br>Intown   | <b>JOE FORNESS</b><br>400 North/Lake Lanier   | <b>ERIN FYE</b><br>Intown   | <b>JOY GILLIAM</b><br>Johns Creek/Duluth  | <b>BENJAMIN GLEESON</b><br>Buckhead West Paces Ferry                                | <b>MIKE GUNSALLUS</b><br>Intown  | <b>DIEGO HOWARD</b><br>Alpharetta/North Point   | <b>PAM HOWELL</b><br>Roswell  | <b>GEARY JACO</b><br>Intown   |
|  |  |  |  |  |  |  |  |  |  |  |
| <b>TREVOR JOHNSTONE</b><br>400 North/Lake Lanier                                    | <b>ZY LAKERU</b><br>Sandy Springs   | <b>DANADA LIPSEY</b><br>Marietta/West Cobb  | <b>CHRIS MAY</b><br>Johns Creek/Duluth  | <b>JESSICA MCCOMIS</b><br>400 North/Lake Lanier                                     | <b>DANNY MICHAEL</b><br>Marietta/West Cobb  | <b>LAURIE MILLER</b><br>Perimeter   | <b>ERIKA MINIZA</b><br>400 North/Lake Lanier   | <b>PHYLLIS MOY</b><br>Johns Creek/Duluth  | <b>STAR NEWMAN</b><br>Sandy Springs   | <b>DONNA ROBINSON</b><br>Johns Creek/Duluth   |
|  |  |  |  |  |  |  |  |  |  |   |
| <b>DEREK SCHEIDT</b><br>Johns Creek/Duluth  | <b>RACHEL ANN SHATTAH</b><br>Cobb   | <b>KIM SIDEY</b><br>Johns Creek/Duluth  | <b>JENNY SKEENS</b><br>Marietta/West Cobb   | <b>MICHAEL J W SMITH</b><br>Intown  | <b>DONALD TABB</b><br>Alpharetta/North Point  | <b>ANGELA WAISATH</b><br>400 North/Lake Lanier                                      | <b>FRANCES WEISSERT</b><br>Roswell   | <b>MICHELLE WILSON</b><br>Johns Creek/Duluth  | <b>CONNIE WOLFF</b><br>Marietta/West Cobb   |   |



## HOME QUARTERLY: TOP PRODUCERS

Amy Feldman  
BarocasZana  
DillardErin  
FyeMadeleine  
KotoraCatherine  
NettetCarmen  
PopeTenley  
RobinsonMarcia  
WeinhoffDavid  
WrennCynthia  
DeSevilla-PierceSimone  
HoffmanKathy  
McLeanDebbie  
OliverCarolyn  
CallowaySusan  
ThompsonCarol  
Young

CONTINUED FROM PAGE 11B

**David Wrenn**  
Real Living Capital City Realty LLC

\*Presented to members of the Top Producers who have qualified for any 20 years in a Board of Realtors Top Producers.

**Gold Phoenix - 30 Years\***

Cynthia DeSevilla-Pierce  
Keller Williams Realty Atlanta  
Perimeter

Simone Hoffman  
Harry Norman Realtors

Kathy McLean  
Dorsey Alston Company Realtors

Debbie Oliver  
Harry Norman Realtors

Linda S. Williams  
Beacham & Company Realtors

\*Presented to members of the Top Producers who have qualified for any 30 years in a Board of Realtors Top Producers.

**Platinum Phoenix - 35 Years\*\***

Carolyn Calloway  
Harry Norman Realtors

Susan Thompson  
Ansley Atlanta Real Estate

Carol Young  
Harry Norman Realtors

\*\*Presented to members of the Top Producers who qualify for any 35 years in a Realtor Top Producers program.

## VIEWPOINT

## Realtors committed to helping Atlantans become homeowners

Whether due to the coronavirus outbreak, the stock market or the upcoming election, there seems to be a sense of discontent that has permeated our country in recent weeks. This makes it all the more satisfying to work in an industry that focuses on something which enriches our families, communities and financial markets – facilitating the American Dream of homeownership for all.

"Home" is part of our story and owning a home remains part and parcel of the American Dream. The word "home" brings about feelings of comfort, refuge and a place of belonging. Not only can a home bring security to those who reside there, but the investment in a home can bring financial security as well. Franklin D. Roosevelt once said, "Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world."

Realtors are purveyors of the American Dream. We are champions for our industry and the Atlanta Realtors Association (ARA) represents some of the best and brightest real estate professionals in Atlanta. Our goals include engaging members in the missions of



Jennifer Pino is 2020 president, Atlanta Realtors Association, and VP, managing broker, Atlanta Fine Homes Sotheby's International Realty.

the association, including advocating for private property rights and fair housing for everyone. In 2019, the ARA reached record membership levels surpassing 10,000 members, and contributed nearly \$70,000 to Atlanta Habitat for Humanity to go towards the ARA's 19th home build for an Atlanta family in need.

This year, ARA's annual Top Producers awards program recognized the achievements of the top 15% of Atlanta

**"Not only can a home bring security to those who reside there, but the investment in a home can bring financial security as well."**

**JENNIFER PINO,**  
President, Atlanta Realtors Association

Realtors. This year, 1,387 members were singled out for their amazing contributions to Atlanta's residential real estate industry, representing over \$13.5 billion in total volume sales in 2019. Both teams and individuals were recognized both in sales volume and unit transaction categories.

Although 2019 was a successful year for our market, 2020 presents both opportunities and challenges for Atlanta. Supply remains a challenge, with Atlanta area housing inventory totaling 11,483 units in January, a decrease of 10.9% from January 2019 and up 48.4% from the previous month. The month's supply over a 12-month period decreased to 2.3 months.

National economists have projected sales should increase modestly over 2020, but metro Atlanta experienced a great start with January sales reflecting a strong 7.8% increase. With demand remaining high and inventory levels continuing at historic lows, the median price has increased again by 7%. Interest rates are expected to remain low throughout 2020, which will help keep the monthly mortgage at an affordable level.

With the ups and downs we are already experiencing in 2020, there is no doubt that people will look to seek refuge in the safe haven of "home." For many, that will mean the pursuit of homeownership and there has never been a better time to seek out a trusted advisor to help you achieve your American Dream.

Realtors set themselves apart from real estate licensees by adopting a Code of Ethics which embodies honesty, integrity and professionalism. Holding ourselves to a higher standard is a powerful validation of the Realtor brand and our commitment to the best interests of our clients. Whether you are investing, selling or embarking on your American Dream, you can count on a Realtor to bring you home.

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6

## CONGRATULATIONS TO OUR TEAM OF EXTRAORDINARY EXPERTS

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PASSION

EXCLUSIVITY

### CONGRATULATIONS TO OUR #1 ADVISORS FOR SALES VOLUME & UNITS



KELLY ANDERSON



KAYC CARPER



LYNSEY MCCARTER



TRISTAIN O'DONNELL



ASHLEY TAI

Congratulations to our 2019 Top Producers, Atlanta Realtors Association Top Producers, NAMAR Top Producers, 400N Circle of Excellence, Cobb MMDC Winners and Cherokee Top Achievers.



ADRIAN ARCHULETTA



AYANNA BREWER



PHYONA BROWN



KRISTY CORRIGAN



KIM DYE



KATRINA GRIMES



PAULETTE HARRIS



SAMANTHA HOHNS



BLAIR HOWARD



BETH JONES



VIRGINIA KLODT



SUSAN LEVY



MEAGHAN MCCORD



MINDY MCCORVEY



JAMIE MOCK



SLOANE MORRIS



SUSI O'CONNOR



KAREN ROEDER



BOBBIE SCHMITT



BONNIE SPINK



KIM WELLER



TARA WILKES



LISA YOUNG

"WE ARE SO PROUD OF HOW THIS TEAM  
REPRESENTS SELLERS AND BUYERS  
IN THE MARKET DAILY."

- SHIRLEY & KELLY



SHIRLEY GARY  
Qualifying Broker



KELLY STEPHENS  
Managing Broker



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## HOME QUARTERLY: TOP PRODUCERS

## DEKALB ASSOCIATION OF REALTORS CELEBRATES TOP ACHIEVEMENTS

The DeKalb Association of Realtors' Pinnacle Awards recognizes members who have reached exceptional levels in various categories. Qualifications for individuals include closing new business for at least \$50,000 gross commission income (GCI) or 25 closed transaction sides for which a commission was paid for business generated by the recipient during Jan. 1-Dec. 31, 2019.



Sabriya  
Scott



Peggy  
Hibbert



Cynthia  
Baer



Tracy  
Minich



Brad  
Poole



Jennifer  
Newman



Marc  
Goldin



Richard  
Reid



Pat  
Soltys



Laura  
Brookshire



Sally  
English



Robert C.  
Holley



Jody  
Steinberg



Denise  
Lo



Guru  
Chhetri



Jane  
Holley



Mindy  
Carty



Scott  
Carlyle



Derek P.  
Wood



Carol  
Reimer



Alana  
Eisner



Amy  
Widener

## DeKalb Realtors Pinnacle Top Producers\*

- 1 Sabriya Scott  
Scott Realty Professionals
- 2 Peggy Hibbert  
Atlanta Fine Homes Sotheby's International Realty
- 3 Cynthia Baer  
Keller Williams Realty Metro Atlanta
- 4 Tracy Minich  
RE/MAX Metro Atlanta
- 5 Brad Poole  
Compass
- 6 Bikash Chhetri  
Keller Williams Realty Atlanta Partners
- 7 Jennifer Newman  
Keller Williams Realty Metro Atlanta
- 8 Marc Goldin  
The Goldin Group
- 9 Richard Reid  
Direct Link Realty Inc.
- 10 Pat Soltys  
PalmerHouse Properties & Associates
- 11 Laura Brookshire  
Compass
- 12 Sally English  
Realty Associates of Atlanta
- 13 Robert C. Holley  
Holley Realty Team

- 14 Jody Steinberg  
Better Homes and Gardens Real Estate Metro Brokers
- 15 Denise Lo  
Landmark Commercial & Residential Properties LLC
- 16 Guru Chhetri  
Better Homes and Gardens Real Estate Metro Brokers
- 17 Zachary Williams  
Keller Williams Realty Metro Atlanta
- 18 Jane Holley  
Holley Realty Team
- 19 Mindy Carty  
Keller Williams Realty Metro Atlanta
- 20 Scott Carlyle  
Keller Williams Realty Metro Atlanta
- 21 Derek P. Wood  
Golley Realty Group LLC
- 22 Carol Reimer  
Alma Fuller Realty
- 23 Alana Eisner  
Keller Williams Realty Metro Atlanta
- 24 Amy Widener  
Keller Williams Realty Metro Atlanta
- 25 Scott M. Alexander  
Scotty Real Estate

\*Based on Gross Closed Commission Income (GCI) for all sales and leases

2019 Top Producers -  
Sales/Listing Units

- 1 Sabriya Scott  
Scott Realty Professionals
- 2 Bikash Chhetri  
Keller Williams Realty Atlanta Partners
- 3 Suzette Moore  
Keller Williams Realty Atlanta Partners

2019 Top Producers -  
Leasing Units

1. Branagan Dunn  
Realty Associates of Atlanta
- 2 Emily Hogan  
Realty Associates of Atlanta
- 3 Denise Lo  
Landmark Commercial & Residential Properties LLC

## Rising Star Realtor\*

Sara Cowley,  
Golley Realty Group LLC

\*1 year or less during qualifying transaction period; GCI or Units

Pinnacle Awards Members  
by Membership Class\*

Members - Qualified for the year 2019

- Laura Addison  
Coldwell Banker Residential Brokerage
- Rowenna Bauza  
Neighborhood Assistance Corporation of America
- Charlene Britt  
Realty Associates of Atlanta
- David Brown  
Coldwell Banker Residential Brokerage
- Ellen Buettner  
Keller Williams Realty Metro Atlanta
- Angela R. Campbell  
ARC Homes Realty Group, LLC
- Jennifer Capers  
Coldwell Banker Residential Brokerage
- Jeff Chandler  
Keller Williams Realty Metro Atlanta
- Edwina Clanton  
East Metro Brokers
- Debra Conyers  
Keller Williams Realty Atlanta Partners
- Sara Cowley  
Golley Realty Group LLC
- Rita C. Cox  
Keller Williams Realty Atlanta Partners

CONTINUED ON PAGE 20B



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## 2019 TOP LUXURY PRODUCERS

### Top Three Groups



**MADALYN SUITS**



**ANNA KILINSKI**



**JENNIFER BARNES**



**PEGGY PFOHL**



**NANCY GILFILLAN**



**CATHY LAMON**

### Top Three Teams



**BRANDI HUNTER-LEWIS**



**CYNTHIA PIERCE**



**PEGGY CONNORS**

### Top Three Individuals



**KELLY ALLEN**



**LEANNE ALLEN**



**KARLA ARRIOLA**



**JENNA BANAI**



**JIMMY BARON**



**ARIEL BAVERMAN**



**HEATHER V. CUMMINGS**



**DENISE MELLOW BOYD**



**MICHAEL BUNCH**



**DOLORES BYRD**



**SCOTT EINFELDT**



**ASHTON ERNST**



**BECKY EVANS**



**AMANDA FARD**



**RACHEL FARRIN**



**JOANN FRIEDRICH**



**SANDY GEISEL**



**NINA HARRIS**



**CATHY HAAS**



**JULIE HOROWITZ**



**KIRA KARLIN**



**PETER KAZMIERCZAK**



**DAWN LANDAU**



**DEBBIE LEONARD MAYER**



**SANA MCKENZIE**



**ERICKA MITCHELL**



**LINDE MOORE**



**JEFF MORABITO**



**SARA LEE PARKER**



**ZACH PAYNE**



**LISA PINSON**



**ANGIE PONSELL**



**RACHEL POORE**



**STEPHANIE POWELL**



**DAWN PROCTOR**



**APRIL RENNER**



**LEE ANN SAXTON**



**KATIE SCHANCK**



**TRACEY SETTLAGE**



**ABBIE SHEPHERD**



**GIULIANO TORNUSCIOLO**



**MARY ELLEN VANAKEN**



**JANET WEIDMANN**

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Global Reach.  
Neighborhood Touch.  
Customized Experience.*



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404.419.3500

**Buckhead**  
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**Atlanta Perimeter  
Dunwoody**  
678.298.1600

**Atlanta Midtown**  
404.604.3100

**Intown Atlanta**  
404.541.3500

**Cityside  
Smyrna/Vinings**  
770.874.6200

**Atlanta North  
Marietta**  
770.509.0700

**Atlanta Partners  
Suwanee**  
678.341.2900

**Realty Consultants  
Roswell**  
678.287.4800

**Atlanta Partners  
Sugarloaf**  
678.775.2600

**North Atlanta  
Alpharetta**  
770.663.7291





**SOLD**

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EVERY STEP  
OF THE WAY.**

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# CONGRATULATIONS

## 2019 Award Winners!



### Diamond Club

Chad R. Polazzo



### Diamond Club Team



Cleve Gaddis  
Gaddis Partners



Tamra Wade  
Tamra Wade Team

### Titan Club Team

Rich Spaulding Team

### Chairman's Club

Susan Kliesen  
Connie R. Lawson  
Bradley Weiner

### Chairman's Club Team

Bamford and Company  
Debbie Forrester Team  
Maria Licata & Associates  
Maura Neill & Associates  
Sandra Watkins Team  
Sells Moore Team  
The Kent R. Miller Team  
The Zac Team  
Thomas LeCain

### Platinum Club

Wasif Alvi  
Hank Bailey  
Jennifer Baxter  
Julie L. Bell  
Cynthia K. Brooks  
Dawn Brooks  
Linda S. Buckingham  
Darrell Clarke  
Alan Daniel  
Chip Clark Durpo  
Helen P. Durrence  
Mitch Falkin  
Julie I. Fogard  
Torrence L. Ford  
Pam A. Gebhardt  
Thor Goricki  
Dwight Hicks  
Chris Jenko  
Kimberly B. Jones  
Paul E. Khansari  
Timothy G. King  
Hunter Kirkman  
James W. Lewis  
LeAnne Long  
Tracy T. Minich  
Tony Money  
Reponzell Morris  
Holly Norman  
Lin Piersante  
Marla Pirkle  
Nathan E. Purvis

Bill Reed  
Pamela B. Rogers  
Lisa Scott  
David Ely Shapiro  
Malinda Smallwood  
Michael S. Stevens  
Scott A. Tufford  
Josh Wittenberg

### Platinum Club Team

Angela Barner  
Danka Jaganjac  
Karen Kim Team  
Kathleen Kane  
Kelley Kesterson  
RMS Team  
The Ailion Team  
The Alix Nadi Team  
The Ovbey Team  
The Overton Team  
The Service Team  
The Vallee Team  
The Wendy Bunch Team  
Your Home of Georgia

### 100% Club

Shea Amin  
Hafiz Naveed Anjum  
Kristie Anthony  
David B. Arnold Sr.  
Max H. Baerman  
Janet Bandy  
Carol M. Bell  
Joann M. Bennett  
Patricia D. Berholtz  
Felina Berkhan  
James Blain  
Meredith Blinder  
Amy E. Bortman  
Kathleen Brady  
Becky Branan  
Terri Braswell  
Robin L. Brown  
Melissa Buchanan  
Gloria H. Buice  
Norman G. Campbell  
Shannan Campbell  
John Carollo  
Allison S. Clancy  
Rebecca L. Clark  
Christine Coffman  
Carol Cranford

Tarran Craver  
Toni P. Curtin  
Mary Grace Deas  
Lisa DeLong  
Justine A. Derby  
Debbie M. Dewey  
Kayla R. Dorsett  
Colette DuBose  
Kyle W. Duncan  
Vicki Dyer  
David H. Elrod  
Sergio Felix  
Margarita Felix  
Joel E. Fauer  
Nicole M. France  
Cathy Gailay  
Kimberly Galletta  
Debbie Gilbert  
Marshall L. Ginn  
Dori K. Glawson  
Jenn Goddard  
Bill Golden  
Magda Gomez  
Judy Goodman  
Carol S. Gregory  
Jennifer Grieve  
Dwayne Hanks  
Darrell Card Harper  
Amy Heerema  
Kristi S. Henry  
Jake E. Hilderbrand  
Linda W. Hilley  
Vickie Hogan  
Amy Hollifield  
Gail K. Holman  
David Hutchins  
Debi Jackson  
Jill M. Jackson  
Beth S. Johnson  
Beverly A. Johnson  
George T. Jones  
Mitch Kaminer  
Marwan J. Karaa  
Lorraine E. Krieger  
Shack Lewis  
Veronica M. Lopez  
Lorin A. Marsolo  
Patricia L. May  
Evelyn C. McCullers  
Stephanie McGarity  
Joy McGraw

Molly M. McGrory  
David R. McKay  
John Meis  
Donna C. Mentana  
Donna R. Middlebrooks  
Anna Mills  
Tracy Moon  
Kathy A. Morgan  
Andy Morris  
Carol Moson  
Kristi Mueller  
Toodie F. Murray  
Denise Nani  
Kristi Navarre  
Kenny Nguyen  
James W. Pixley Jr.  
BP Pope  
Sandra Preston  
Ken Price  
Tara Priest  
Didi Rasmussen  
Susan Michele Renno  
Rebecca Rhue  
Matt Rhule  
Brandy L. Rice  
Jonathan C. Rogers  
Erin Romeo  
Dawn Roslon  
Vicky Rowe  
Julie M. Sadlier  
John H. Santiago  
Chalise Sarazen  
Carolyn Schmalenberger  
Ronnie Goldberg Schmucker  
Lori L. Seabolt  
Kathy Seger  
André L. Sims  
Renee S. Slaughter  
Lindy Spingola  
Wendy Stanley  
Ben Staten  
Jenifer W. Stewart  
Stacy Sugarman  
Steve Taylor  
Sarah Terrell  
Sherry Terrell-Alexander  
Sammy Thieme  
Ashton Thompson  
Tim Tierney  
Robert S. Tourial  
Rian Trotter

Chris Vallee  
Kim Wachtel  
Michael S. Ward  
James Remington Wells  
Rosanne R. Wells  
Kelly Westrom  
Roger Lee Wilmot  
Gayle Winkler  
Celiqua Winston  
Jane A. Wix  
VEda Wood  
Shaunette Young  
Beverly Younkins  
Paul A. Zehe

### 100% Club Team

Barry Sanders  
Bonnie Cato Team  
Chris Nabors  
Crawford Team  
David Holmes  
David Viti  
Freeman/Lecraw Team  
Hawkins & Craver  
HomeTeam Realty  
Jackie Campbell  
Janice Mason  
LBR Team  
Letitia Edwards Team  
Lyons-Morgan.com  
Mafe Gwin  
McCrory Brake Team  
Neil P. Sutherland  
Nofziger Realty Partners  
Renee Briscoe-Taylor Team  
Tammy Edmondson  
Team-Esstraordinaire  
The Gail Laney Team  
The Harmon Team  
The JK Team  
The Jon Shapiro Group  
The Maggie Frazier Team  
The Marie Dinsmore Team  
The Merricks  
The Potts Team  
The Rachel Hudgins Team  
The Salerno Group  
The Sales Team  
The Smith Group  
Traditions Home Team  
Wyrick Realty Group



## HOME QUARTERLY: TOP PRODUCERS

CONTINUED FROM PAGE 16B

**Zachariah Esau Davis**  
Neighborhood Assistance Corporation of America

**Belen DeLeon**  
Neighborhood Assistance Corporation of America

**Rashanna Dingle**  
Virtual Properties Realty.com

**Tim English**  
Realty Associates of Atlanta

**Paradise Gray**  
Keller Williams Realty Peachtree

**Sonia Hellen**  
PalmerHouse Properties & Associates

**Tamika Houston**  
Scott Realty Professionals

**Corbett Jordan**  
PalmerHouse Properties & Associates

**Hossana Kebede**  
Coldwell Banker Residential Brokerage

**Erica Lewis**  
Century 21 Intown

**Kerry Loftis**  
Atlanta Communities Real Estate Brokerage

**Jan McGill**  
Origins Real Estate of Georgia, Inc.

**Suzette Moore**  
Keller Williams Realty Atlanta Partners

**Edwina Murphy**  
Coldwell Banker Residential Brokerage

**Tatiana Nelthrope**  
Gaylan Group Realty

**Tammy Noll**  
Better Homes and Gardens Real Estate Metro Brokers

**Marcia Nurse**  
Realty Associates of Atlanta

**Henriette Ostrzega**  
Atlanta Communities Real Estate Brokerage

**Jennifer Paquin-Murphy**  
Avenue Realty East Decatur Station

**Eleanor Patrick**  
Keller Williams Realty Atlanta Partners

**Arlena Pless**  
Century 21 Intown

**Thomas Roberts**  
Origins Real Estate of Georgia, Inc.

**Kenya Robinson Simmons**  
Better Homes and Gardens Real Estate Metro Brokers

**Akila T. Scott**  
Scott Realty Professionals

**Voncia Shepard**  
Keller Williams Realty Metro Atlanta

**Andrea M. Smith**  
Neighborhood Assistance Corporation of America

**D. J. Stavropoulos**  
Keller Williams Realty Metro Atlanta

**Savannah Sullivan**  
Compass

**Zachary Williams**  
Keller Williams Realty Metro Atlanta

**DeeDee Wilson**  
PalmerHouse Properties & Associates

**Tracy Witherspoon**  
Keller Williams Realty Metro Atlanta

**Emiko Yang**  
Landmark Commercial & Residential Properties, LLC

### Life - Qualified for 3 Consecutive or any 5 years

**Garth M. Alleyne**  
Century 21 Intown

**Deborah Amundsen**  
Coldwell Banker Residential Brokerage

**Cynthia Baer**  
Keller Williams Realty Metro Atlanta

**Adrianna Berlin**  
Keller Williams Realty Metro Atlanta

**Nancy S. Billick**  
Better Homes and Gardens Real Estate Metro Brokers

**Patricia Bradford**  
Better Homes and Gardens Real Estate Metro Brokers

**Jenice V. Brinkley**  
Brinkley Realty Group

**Laura Brookshire**  
Compass

**Janice Brown**  
Virtual Properties Realty.com

**Kate Butler-Plumb**  
Coldwell Banker Residential Brokerage

**Barbara Campbell**  
Century 21 Intown

**Scott Carlyle**  
Keller Williams Realty Metro Atlanta

**Janell Nicole Carter**  
Century 21 Intown

**Guru Chhetri**  
Better Homes and Gardens Real Estate Metro Brokers

**George Chong**  
Golley Realty Group LLC

**Kenneth Clarke**  
Neighborhood Assistance Corporation of America

**Collis S. Clovie**  
Century 21 Intown

**Sherrie B. Crow**  
Keller Williams Realty Metro Atlanta

**Jessica Diaz**  
Coldwell Banker Residential Brokerage

**Shelia Dillard**  
Faith Realty Inc.

**Cory Ditman**  
Keller Williams Realty Metro Atlanta

**Branagan Dunn**  
Realty Associates of Atlanta

**Tiffany Durant**  
Century 21 Intown

**Robert Leon Echols**  
Berkshire Hathaway HomeServices Georgia Properties

**Alana Eisner**  
Keller Williams Realty Metro Atlanta

**Sylvia Ervin**  
PalmerHouse Properties & Associates

**Robert W. Espy IV**  
Espy Real Estate & Development Company LLC

**Suzanne Feese**  
PalmerHouse Properties & Associates

**Audrey Stella Ferguson**  
Keller Williams Realty Metro Atlanta

**Ann Finley**  
Coldwell Banker Residential Brokerage

**Andrew Gilbert**  
Keller Williams Realty Metro Atlanta

**Kevin Guidry**  
Realty Associates of Atlanta

**Orlando Hartwell**  
Coldwell Banker Residential Brokerage

**Emily Hogan**  
Realty Associates of Atlanta

**Tobias Jackson Campbell**  
Century 21 Intown

**Tonya J. Jones**  
Solid Source Realty Inc.

**Tina Ivory Jones**  
X Factor Realty Group, Inc.

**David Juliao**  
Realty Associates of Atlanta

**John Kramer**  
Keller Williams Realty Metro Atlanta

**Ming Lu**  
Chapman Hall Premier Realtors

**Leigh Lynch**  
Origins Real Estate of Georgia Inc.

**Linda Malone**  
Karafotias Realty Co.

**Eileen McClay**  
Holley Realty Team

**Laurie Miller**  
Coldwell Banker Residential Brokerage

**Hayes Moody**  
Karafotias Realty Co.

**Anthony Nastri**  
Keller Williams Realty Metro Atlanta

**Jennifer Newman**  
Keller Williams Realty Metro Atlanta

**Aileen Parker**  
Coldwell Banker Residential Brokerage

**Brad Poole**  
Compass

**Richard Reid**  
Direct Link Realty Inc.

**Yerman Rivas**  
Neighborhood Assistance Corporation of America

**Barb Rowland**  
PalmerHouse Properties & Associates

**Stacy Reno**  
Keller Williams Realty Metro Atlanta

**Rebecca Sideris**  
Better Homes and Gardens Real Estate Metro Brokers

**Pat Soltys**  
PalmerHouse Properties & Associates

**Jody Steinberg**  
Better Homes and Gardens Real Estate Metro Brokers

**John Stone**  
Coldwell Banker Residential Brokerage

**Guy Van Ort**  
Keller Williams Realty Metro Atlanta

**Justin Vickery**  
Compass

**Gretchen Waters**  
Realty Associates of Atlanta

**Deborah Weaver**  
Coldwell Banker Residential Brokerage

**Amy Widener**  
Keller Williams Realty Metro Atlanta

**Thomas Winn**  
Keller Williams Realty Metro Atlanta

**Derek P. Wood**  
Golley Realty Group LLC

**Justin Ziegler**  
Palmer House Properties & Associates

### Phoenix - Qualified for 10 - 19 Years

**Levi Afrah**  
Chapman Hall Premier Realtors

**Scott M. Alexander**  
Scotty Real Estate

**Lisa Anthony**  
Coldwell Banker Residential Brokerage

**Pat Barlow**  
Chapman Hall Premier Realtors

**Brenda Beadles**  
RE/MAX Metro Atlanta

**Jacqueline Boone**  
Virtual Properties Realty.com

**Cynthia Joy**  
Brown Williams Joy Real Estate LLC

**Robert Butler**  
Coldwell Banker Residential Brokerage

**Joyce Carmichael**  
Coldwell Banker Residential Brokerage

**Mindy Carty**  
Keller Williams Realty Metro Atlanta

**Karen Devendorf**  
Origins Real Estate of Georgia Inc.

**Marcie M. Doize'**  
Sagamore Properties LLC

**Patricia Donawa E**  
RA Towne Square Realty Inc.

**Gail Evans**  
Coldwell Banker Residential Brokerage

CONTINUED ON PAGE 24B

# GRAYDON

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BUCKHEAD  
#1 INDIVIDUAL, UNITS SOLD



Michelle Williams  
BUCKHEAD



Allen Snow  
INTOWN



Coward & Henderson  
BUCKHEAD



Kathy Rice  
NORTH ATLANTA



Ellen Hill  
COBB



The Stallings Team  
NORTH ATLANTA



Christine O'Neill  
INTOWN



Bairstow Partners  
BUCKHEAD



Jenny Doyle  
NORTH ATLANTA



Kaufman Team  
NORTH ATLANTA



Quigley Realty Group  
BUCKHEAD



Ally May  
INTOWN



Courtney McMillan  
BUCKHEAD



Clay Henderson Team  
INTOWN



Rony Ghelerter  
NORTH ATLANTA



Joy Myrick & Assoc.  
INTOWN



Mandy Thompson  
NORTH ATLANTA



Allie Burks  
INTOWN



Chuck Wood  
BUCKHEAD



Zoller Team  
BUCKHEAD



Morgan Akers  
BUCKHEAD



Chris Wegener  
BUCKHEAD



Natalie Blalock  
BUCKHEAD



Kim Wilkin  
BUCKHEAD



Sarah Wilkins  
NORTH ATLANTA



The Chris McCarley Team  
NORTH ATLANTA



Tricia Leuallen  
COBB



Carrie Anne Rillo  
BUCKHEAD



Kristy Lutz  
NORTH ATLANTA



Rachael Blatt  
INTOWN



Annie Boland  
INTOWN



Kelly Faris  
BUCKHEAD



The Winchester Group  
NORTH ATLANTA



Jane Patneau  
NORTH ATLANTA



Stephanie McCarthy  
BUCKHEAD



Brandon Anderson  
NORTH ATLANTA



Chloé Salter  
BUCKHEAD



Frank Wynne  
INTOWN



Meredith Miller  
INTOWN



Alex Robertson  
BUCKHEAD



Melissa Frantz  
NORTH ATLANTA



Dianne Harnell Cohen  
BUCKHEAD



Karen Reynolds  
NORTH ATLANTA



Robin Ives  
NORTH ATLANTA



Babs Price  
NORTH ATLANTA



Carey-Wathen Team  
BUCKHEAD



Leigh Hays  
INTOWN



The Shaw Team  
NORTH ATLANTA



DeAnna Kansas  
INTOWN



Rea Kelly  
INTOWN



Caroline Peck Holt  
INTOWN



Ann Hopkins  
BUCKHEAD



Catherine Nessel  
COBB



Kelly Prewitt  
NORTH ATLANTA



Kristin Sheehan  
NORTH ATLANTA



Carole Short  
BUCKHEAD



Theresa Strait  
NORTH ATLANTA



Chloe Summy  
COBB



Mary Beth McLaughlin  
NORTH ATLANTA



Charles Gerrick  
BUCKHEAD



Syed Group  
INTOWN



Adam Morrison  
INTOWN



Young Ja Kim  
NORTH ATLANTA



The Murphy Sander Group  
NORTH ATLANTA



Lisa Bennett  
BUCKHEAD



Shawn Davis  
BUCKHEAD



Hicks Team  
BUCKHEAD

JOINED IN Q4



Rachel Roop  
INTOWN



The Jones Group  
BUCKHEAD



The Michael Redwine Group  
BUCKHEAD



Meredith Mansfield  
BUCKHEAD

JOINED IN 2020



Jere Metcalf Partners  
BUCKHEAD



Arvie Magnuson  
INTOWN



Stephanie Powell  
NORTH ATLANTA



Harrison Mosack  
INTOWN

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**INTOWN 404.874.0300** **NO**

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## HOME QUARTERLY: TOP PRODUCERS

CONTINUED FROM PAGE 20B

**Susan Fuller**  
Alma Fuller Realty

**Marc Goldin**  
The Goldin Group

**Penny A. Halkos**  
Berkshire Hathaway HomeServices  
Georgia Properties

**Willene Lawson James**  
Ambassador Realty Inc.

**Mikey Johnson**  
Realty Associates of Atlanta

**Neita L. Jones**  
Better Homes and Gardens Real Estate  
Metro Brokers

**Tim S. Karaman**  
Harry Norman Realtors

**Sandra Leonard**  
ATL Realty LLC

**Denise Lo**  
Landmark Commercial & Residential  
Properties LLC

**Jack Logan**  
Keller Knapp Realty

**Wanda Lowe-Merritt**  
Coldwell Banker Residential Brokerage

**Dioris Medina**  
Berkshire Hathaway HomeServices  
Georgia Properties

**C. J. Nelson**  
Realty Associates of Atlanta

**Tanya Oursler**  
Realty Associates of Atlanta

**John Porter**  
PalmerHouse Properties & Associates

**Faith Reid**  
Better Homes and Gardens Real Estate  
Metro Brokers

**Carol Reimer**  
Alma Fuller Realty

**Ruth Rose**  
Realty Associates of Atlanta

**Veronica Sciacca**  
PalmerHouse Properties & Associates

**Sabriya Scott**  
Scott Realty Professionals

**Patricia Shaver**  
Chapman Hall Premier Realtors

**Don Simril**  
Realty Associates of Atlanta

**Melissa Stratton**  
Keller Williams Realty Metro Atlanta

**Mary Stubbs Rigger**  
Karafotias Realty Co.

**Leonard Thibadeau**  
Thibadeau Co.

**Joyce W. Turner**  
Better Homes and Gardens Real Estate  
Metro Brokers

**James Walton**  
Realty Associates of Atlanta

**Clarke Weeks**  
Coldwell Banker Residential Brokerage

**Jerry Wells**  
Chapman Hall Premier Realtors

**Laura L. Zipperer**  
Keller Williams Realty Metro Atlanta

**Silver Phoenix - Qualified for  
20 - 25 years**

**Darrell Card Harper**  
RE/MAX Metro Atlanta Cityside

**Linda Hagan**  
Berkshire Hathaway HomeServices  
Georgia Properties

**Jo Kenney**  
Keller Williams Realty Metro Atlanta

**Bill McGoldrick**  
Realty Associates of Atlanta

**Pamela McIntire**  
Coldwell Banker Residential Brokerage

**Tracy Minich**  
RE/MAX Metro Atlanta

**Matt Myers**  
Realty Associates of Atlanta

**Joyce M. Ray**  
Chapman Hall Premier Realtors

**Lawrence Sharp**  
Lawrence Sharp Realtors LLC

**Garry Wilmot**  
Karafotias Realty Co.

**Gold Phoenix - Qualified for  
25 - 30 years**

**Jan Arias**  
Realty Associates of Atlanta

**Jim E. Ashenfelter**  
Realty Associates of Atlanta

**Mary B. Donovan**  
Karafotias Realty Co.

**Sally English** Realty Associates of  
Atlanta

**Peggy Hibbert**  
Atlanta Fine Homes Sotheby's Interna-  
tional Realty

**Ben C. Huang**  
Atlanta Pacific Realty

**Lucy Newton**  
Realty Associates of Atlanta

**John H. Santiago**  
RE/Max Center

**Mike Teate**  
Realty Associates of Atlanta

**Platinum Phoenix - Qualified for  
30 - 39 years**

**Patricia Diana Berholtz**  
RE/MAX Metro Atlanta Cityside

**Helen Edenfield**  
Realty Associates of Atlanta

**Carol Fuller**  
Alma Fuller Realty

**Bruce Herrig**  
Realty Associates of Atlanta

**Robert C. Holley**  
Holley Realty Team

**Jane Holley**  
Holley Realty Team

**Lynn Kerr**  
Realty Associates of Atlanta

**Costa Panos**  
Realty Associates of Atlanta

**Pamela W. Saunders**  
ERA Towne Square Realty Inc.

\*All approved applicants who close "new business" for a minimum of either \$50,000 Gross Closed Commissions Income (GCI) paid to the applicant's brokerage company or 25 closed transaction sides for which a commission was paid to the applicant's brokerage company during 2019 for business generated by the applicant.

## VIEWPOINT

## Real estate agents continue to adapt and bring value

I am honored to serve as president of the DeKalb Association of Realtors. I hold to our strong code of ethics and believe that everyone should be able to seek the American dream of homeownership. As an associate broker for over 25 years, I have earned professional designations and certifications which enhance the skills and knowledge necessary to stand out in a competitive market. In addition, as a leader in the association, with the assistance of the leadership team, we accompany the Board of Directors in determining the vision and strategic outcomes for DeKalb Realtors. As a member of the National Association of Realtors, we successfully accomplished several advocacy victories in 2019: the new Federal Housing Administration condominium loan policies, reauthorization for the National Flood Insurance Program, eliminating the cap on home loans



Joyce Turner is president of the DeKalb Association of Realtors and an associate broker with Better Homes and Gardens Real Estate Metro Brokers.

issued by the Department of Veterans Affairs, the exclusion of forgiven mortgage debt from gross income, and the

deduction of the cost of improvements to commercial buildings that make them energy efficient. These are significant wins for homeowners, prospective buyers, and those who own private property.

Purchasing a home in 2020 will offer opportunities for buyers as the supply of new homes relieves some of the inventory pressures, and sets more moderate prices. Lack of housing inventory is considered the main reason that drives home prices up. The inventory of new homes in 2019 remained focused on the high-end. As the luxury market cools, builders have signaled their intent to increase offerings in the mid-price segment, a much-needed shift in market dynamics. Builders are also using a smaller footprint and reducing bedrooms to keep affordability.

First-time buyers, of which millennials make up a large proportion,

will continue to struggle with affordability, even with mortgage rates in an approachable range and the Federal Reserve indicating it plans to keep rates steady in 2020. Housing affordability is one of the most critical problems facing home buyers, and entry-level inventory is expected to remain constrained. Changes to the tax code eliminated many financial advantages for homeowners in 2019. Policy analysts say new tax measures to boost affordable housing are necessary to keep homeownership attractive. Therefore, we hope the "Affordable Housing Credit Improvement Act" will pass Congress this year. This legislation would provide more tax credits to developers and get more affordable housing built and preserved. Metro Atlanta home prices ranked 6th among 20 big cities in 2019.

CONTINUED ON PAGE 26B

**CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES**



Cyndi Contrucci  
#1 INDIVIDUAL



Rich and Heather Homes  
#1 TEAM



Janice Overbeck Team  
#1 GROUP



Brenda Beshara  
#1 LUXURY



Phil Delaney  
#1 COMMERCIAL

**2019 TOP INDIVIDUALS**



Ryan  
Lewis



Dennis  
O'Riley



Libby  
Bramlett



Kenna  
Daws



Peggy  
Desiderio



Jill  
Harris



Mariam  
DePriest



Al  
Maxwell



John  
Ehlinger

**2019 TOP TEAMS**



Liliya Kapilevich  
Team



The Carol  
Team



Cesar and  
Associates



PS Jackson and  
Associates



Holt Realty  
Partners, LLC



Eldridge Real  
Estate Ventures



The Quisenberry  
Team



Sorenson  
Davison, LLC



Sold By  
Julianne

**2019 TOP GROUPS**



Kelly+Co.



Page Morgan  
Real Estate Group



Courtney Newton  
and Associates



Beshara  
Real Estate Team



Brian McDaniel  
and Associates



Wolfert and  
Wrenn

**2019 TOP LUXURY AGENTS**



Kelly  
Allen



Page  
Morgan



Peggy  
Desiderio



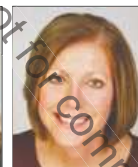
Melissa  
Malmberg



Mariam  
DePriest



JoAnn  
Friedrich



Lori  
Greenwald



Al  
Maxwell



Karen  
Sharpless

**2019 TOP COMMERCIAL**



Dan  
Fowler



Kathy  
Radler



ROOKIE OF THE YEAR  
Chris Van Zant



CULTURE AWARD  
Tracy Quisenberry



TOP EXPANSION TEAM  
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## HOME QUARTERLY: TOP PRODUCERS

CONTINUED FROM PAGE 24B

Sellers in 2020 will contend with flattening price growth and slowing activity, requiring more patience and a thoughtful approach to pricing. Sellers of homes priced for entry-level buyers can expect the market to remain competitive and prices to stay firm. At the upper end of the price range, however, properties will take longer to sell and

incentives will be needed to close deals. As the market moves toward a more balanced scenario, sellers who adjust to local market conditions can expect to benefit from continuing demand.

You'll always have some sellers who prioritize convenience over profit. Instant Buyers (iBuyers) represent a new method to sell your home, offering flexibility in the real estate transaction. Cash offers are a viable option for a quick sale, but it's a good bet that sell-

ers get higher offers through a more traditional sales model. iBuyers typically charge a service fee, which can significantly impact a seller's bottom line. Yet, in 2019 the iBuyer had 5.2% share of the market and they appear to be gaining ground.

The business of real estate has changed dramatically in the century since Realtors created the Code of Ethics. But the code has served as a steadfast reminder of the duties we Realtors

have to our clients, customers, and the public even as it evolves with the times. In today's technology-driven world, Realtors have a guide that spells out what's right and wrong when it comes to social media, listing displays, data privacy, copyright protection, and other quickly changing issues.

At the DeKalb Association of Realtors, we continue to strive to ensure that homeownership and all its many benefits are protected.

## HOUSING MARKET

## Metro Atlanta home sales rise 7.8% in January, 'a great start to 2020'

BY DAVID ALLISON  
dallison@bizjournals.com

Metro Atlanta home sales got off to "a great start to 2020," industry group Atlanta REALTORS Association said.

Total home sales in the 11-county area were 3,280 in January 2020, a 7.8% increase over last January's 3,042.

Selling prices are also rising fast, with the median sale price in metro Atlanta in January 2020 at \$273,000, up 7.1% from \$255,000 a year ago. The average sales price in metro Atlanta in January 2020 was \$336,000, up 6% from last January's \$317,000, Atlanta Realtors said Feb. 19.

"National economists have projected sales should increase modestly over 2019, but Metro Atlanta experienced a great start to 2020 with January sales reflecting a strong 7.8% increase," Jennifer Pino, president of Atlanta Realtors Association, said in a statement. "With demand remaining high and inventory levels continuing at historic lows, the median price has increased again by 7%. Interest rates are expected to



SPECIAL/SHUTTERSTOCK

remain low throughout 2020, which will help keep the monthly mortgage at an affordable level."

But metro Atlanta's rising home prices won't be good for buyers.

"Home price appreciation has been really strong for the past few years," not-

ed Eugene James, regional director of residential research firm Metro Study. "The January 2020 [median] increase in home prices of 7.1% comes after the 10% increase which already occurred in December. Unfortunately wages are not growing at the same pace (closer to around 3%) so

purchasing a home is becoming increasingly difficult for many. And with supply of houses 'for sale' at only 2 or 3 months (a balanced supply is closer to 6 months) we should all expect to see home prices continue to climb rapidly throughout 2020."

Metro Atlanta's housing inventory totaled 11,483 units in January, a decrease of 10.9% from January 2019, the Atlanta Realtors Association said. New listings totaled 4,173, down 9.8% from January, 2019 and up 48.4% from the previous month. The month's supply over a 12-month period decreased to 2.3 months, Atlanta Realtors said.

Among metro counties with the most home sales in January 2020, Gwinnett led the pack with 694 sales at an average price of \$290,000.

Fulton County saw 667 sales in January 2020, with an average price of \$457,000.

Cobb County saw 540 sales at an average price of \$351,000, and DeKalb County saw 392 sales at an average price of \$324,000, Atlanta Realtors Association said.

## NEW CONSTRUCTION SALES &amp; MARKETING

## Ansley Atlanta, @Properties merge construction brokerage divisions

BY JESSICA SAUNDERS  
jessicasaunders@bizjournals.com

Partners @properties and Ansley Atlanta Real Estate have merged their construction brokerage divisions, @properties Developer Services and Ansley Developer Services.

The merger follows the two companies forming a partnership in 2019.

The new firm will be known as @Ansley Developer Services and is jointly headquartered in Chicago and Atlanta. It specializes in sales and marketing of residential new construction developments and condominium conversions in major metropolitan areas of the United States and select international markets.

The firm will be led by six partners: @properties co-founders and co-CEOs Mike Golden and Thad Wong; Ansley Atlanta Real Estate founder and CEO

Bonneau Ansley; and @Ansley Developer Services principals Nick Cassini, Dimitri Cassini and David Tufts.

"Bringing our two organizations together gives residential developers access to superior talent, technology and marketing for virtually any type of for-sale, new-construction or condo-conversion project in markets throughout the U.S., as well as luxury resort communities here and abroad," Mike Golden said in a March 10 statement.

Nick Cassini added, "We now have a powerful platform to leverage our experience in some of the most competitive markets and on some of the most unique properties in the world, and to offer an even higher level of service to our developer-clients."

Chicago-based @properties is one of the top 12 brokerage firms in the United States and claims No. 1 market share in Chicago for new construction and exist-

ing home sales. Throughout its 20-year history, the firm's developer services group has overseen sales of projects including the Waldorf Astoria Private Residences, 4 East Elm, The Ritz-Carlton Residences Chicago, and the 355-unit Legacy at Millennium Park. @properties is currently marketing 1000M, a 74-story, 421-unit high-rise that is the largest new condominium development in Chicago in more than a decade.

The Atlanta-based team of Bonneau Ansley, David Tufts, and Nick and Dimitri Cassini have marketed projects in Atlanta, Manhattan, Boston, south Florida, Colorado, Napa Valley, and Lake Tahoe, as well as internationally in Anguilla, Italy; Montenegro; Belize; and Mexico. Currently, the group is marketing luxury condo towers Graydon Buckhead and Seven88 in Midtown and townhome community Emerson on Krog in Atlanta.



FILE

Bonneau Ansley, founder and CEO, Ansley Atlanta.

**CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES**



RED&COMPANY  
Becky & David Evans  
**#1 GROUP**



The McCarty Group  
Arje & Jim McCarty  
**#1 TEAM**



Dan Bangs  
**#1 RESIDENTIAL**



Rocky Kaufmann  
**#1 COMMERCIAL**

**2019 TOP RESIDENTIAL AGENTS**



Cynthia Pierce



Michael Culver



Rob Carrino



Brandon Adkins



Virginia Moran



Denise McEnaney



Toshma Graves



Paige Pace



Jana Hufham



Amanda Martin



Susan Eshback



Ameshia Mason



Becky Veal



John Kissane

**2019 TOP COMMERCIAL AGENTS**



Scott Morchower



Howard Garrett



J.M. Scott



Joe Cannon



Steve Fader



Josephine Chang

**2019 TOP GROUPS**



Ming Zhou Real  
Estate Services



The Providence  
Group



Atlanta Homes 360

**2019 TOP TEAMS**



Tara & Gary  
Gaines



Martino Real  
Estate Team



Bill & Cathy Haas  
Real Estate



Rookie of the Year  
Janay Boucan



Top Short Sale Agent  
Rob Carrino



KW Southeast Region  
Culture Award  
Rashad Arnold



#1 KWcares Donations  
LuAnn Gilmore



#1 in Profit Share  
Bill Haas

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\*RANKED BY GROSS RESIDENTIAL SALES VOLUME IN ATLANTA

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Each Office Is Independently Owned and Operated



## HOME QUARTERLY: TOP PRODUCERS

## Q&amp;A

## Minich: Homebuyers can find almost anything they want in metro Atlanta

Tracy Minich has over 35 years of real estate experience and has been a top producing agent since 1992 with the Minich Team of RE/MAX Metro Atlanta.



**What has been the key to your continued success in residential real estate?** I think there is one common theme for anyone who has suc-

cess with customer-based jobs: Truly care and LISTEN TO YOUR CUSTOMER! I have made it my number-one priority to listen and understand my clients' needs. When you make this a priority and are good at it, your satisfied clients will bring you all the new business you can handle! This is, and always has been, the reason I have been successful in the real estate business: Patience and tenacity. I am an agent that believes in "power shopping" and can educate buyers in as little as a two- to three-day process on neighborhoods, schools, viewing. I invest my time and knowledge when selecting a home. I feel it is a lot of money to invest. In addition, I am a team player who will accommodate if buyers need more time and will not hesitate to put clients in my car and look at as many as 25 homes in a day to find the perfect home with no pressure.

**How do you keep up with changes in your local market, and how important is that for serving clients?** It is critical that agents understand the market so that their clients make wise and profitable investments. I am very involved with development companies and our local commissioners and elected officials so that I am constantly being updated on where the interest is and



Tracy Minich's No. 1 priority: "Listen and understand my clients' needs."

who is putting money where. Additionally, I maintain a database that creates pricing trends along with volume so that my finger is on the pulse of what is breaking in new areas, what is growing in areas of interest and what areas are stagnant or slowing. These techniques keep me abreast of the market my clients are interested in so that my advice during their investment decision is solid and well founded.

**What are the biggest changes in this market? In what ways have you**

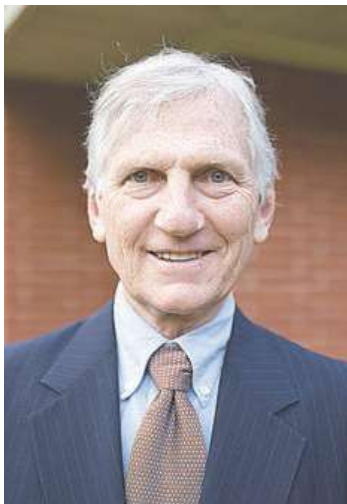
**adapted your business to meet them?**

Market changes are an ongoing part of the real estate business. It is hard to state the "biggest changes" in this market, but one of the most important changes in today's market include the availability of information to the clients. The internet puts ALL information at the fingertips of clients. This often clouds the buyer or seller's concepts of reality or practicality in the market. My job now includes reviewing and discussing the expectations my clients have while educating them in a

more detailed way with concrete information to support the guidance and direction I offer them. Anyone can buy or sell a house without an experienced agent but my clients are choosing me for my ability to successfully guide them through the process with results that give them confidence in their choice and investment.

**Please tell us what you have learned from adversity.** My life has been full of adversity. I have, from a young age, viewed adversity as opportunity and a learning process. I am fully immersed in the confidence that, if I am always doing my best, the result will be successful. I learned that I am never in control of the outcome, but doing my best and working hard for my clients and being accessible gives me the satisfaction of knowing I am doing all that I can. This approach to adversity has served me well and is a cornerstone of my success.

**When working with out-of-town, relocating clients, what aspects or assets of metro Atlanta tend to impress them the most?** This answer is totally dependent on the client. I have clients who are energized by the vibrancy of in-town living; the buzz of the people and activity surrounding them. I have clients who are looking for the calm and peace that park-like quiet settings provide. I have clients who want to be within a short drive to their work and clients who would rather drive an hour and live on the water. The BLESSING of living where we do is that ALL of this is available in metro Atlanta. The most common comment from out-of-towners is they are impressed by the size and beauty of our trees.



SARAH STOVER

Leonard Thibadeau is the designated broker at Thibadeau Co.

## Q&amp;A

## Thibadeau: Homes are not commodities

Leonard Thibadeau is the designated broker at the Thibadeau Co. realty firm and the treasurer of the DeKalb Board of Realtors, also serving on the Board of Directors of DeKalb and the Georgia Association. He also chairs the Technology Task Force for the DeKalb Board.



**What has been the key to your continued success in residential real estate?** Always remembering that the real reward of selling residential real estate is in the service you provide to help your clients make smart choices in buying a home. Homes are homes, not a commodity.

**How do you keep up with changes**

**in your local market, and how important is that for serving clients?** Always reading and listening and researching to make sure I know what trends are driving a market. As you can imagine, in my 40-plus years in selling real estate in the Atlanta market, I have seen ups and downs and things I never thought possible in upward and downward trends.

**What are the biggest changes in this market? In what ways have you adapted your business to meet them?** haha.. The Covid-19 pandemic may be the biggest shock to the market in my 40 years. Adaptation comes more in how I counsel my clients. In times of turmoil, they still want to buy or need to sell a home. I try to bring reality and reason to the

table, whatever that might be for a certain time.

**Please tell us what you have learned from adversity.** Patience. Observing the golden rule. We are all in this together.

**When working with out-of-town, relocating clients, what aspects or assets of metro Atlanta tend to impress them the most?** The impressive part of the Atlanta market today is its incredible diversity and its ability to satisfy the needs of just about anybody.... And especially the in-town markets. There are so many good choices, there may be no bad choices. Of course, that is why a good agent can be so very helpful to a buyer.

**CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES**



The Lewis Group  
David Lewis  
**#1 GROUP**



Jimmy Baron  
**#1 INDIVIDUAL**



V Team Realty  
Lisa Vayle  
**#1 TEAM**

**2019 TOP INDIVIDUALS**



Cindy Young



Cara Inman



Anet Granger



Gabby Maddox



Angie Ponsell



Bobby Lyerly



Shannon Grandison



Kira Karlin



Karen Tabler

**2019 TOP TEAMS**



Holly Purcell  
Group



Atlanta Realty  
Team



van der Lande  
& Associates



The Church  
Team



The Jo Davis  
Team



Wright Home  
Team



Knight Luxury  
Group LLC



FINN MILES &  
Co. Realtors



Draper and  
Bailey Craig

**2019 TOP GROUPS**



Roberts Real  
Estate Group



Linde Moore  
& Associates



Phillips & Co.  
Real Estate



The Iconic  
Living Team



Lee Budden



WOW  
Team



Everyday  
Luxury Homes



Scott  
Fine Homes



West Team  
Atlanta



**#1 LUXURY INDIVIDUAL AGENT**  
Angie Ponsell



**#1 LUXURY GROUP**  
Roberts Real Estate  
Group



**#1 LUXURY TEAM**  
Holly Purcell  
Group



**ROOKIE OF THE YEAR**  
Ali Van Dillen



**#1 COMMERCIAL AGENT**  
Dave Penn

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## HOME QUARTERLY: TOP PRODUCERS

## HOMEBUILDER ACQUISITION

## Toll Brothers paid \$53.3M for Thrive Residential

BY DAVID ALLISON  
dallison@bizjournals.com

Home building giant Toll Brothers Inc. has disclosed for the first time how much it paid for Atlanta's Thrive Residential, which it acquired in mid-February.

Pennsylvania-based Toll Brothers reported March 10 it paid \$53.3 million in cash for Thrive, an urban in-fill builder with operations in Atlanta and Nashville.

"The assets acquired were primarily inventory for future communities, including approximately 680 home sites owned or controlled through land purchase agreements. The acquisition is expected to add 10 communities by the end of fiscal 2020," Toll Brothers said.

Toll Brothers has been growing its business through land purchases and selective homebuilder acquisitions in promising markets.

The deal is Toll Brothers' second big deal in Atlanta recently. Last May, it bought Atlanta homebuilder Sharp Residential for \$93 million. That deal brought Toll Brothers approximately 950 home sites.

Douglas C. Yearley Jr., Toll Brothers' Chairman and CEO, said in February when announcing the Thrive acquisition that, "Atlanta and Nashville are vibrant housing markets with favorable demographics and strong population growth. As we continue to execute on our strategy of broadening our range of geographies, product lines and price points, we are thrilled to have the Thrive team join the Toll Brothers family. Thrive, which brings a diverse prod-



SPECIAL/THRIVE RESIDENTIAL

Thrive Residential has more than \$200 million in active projects in its development pipeline throughout a number of municipalities across the Southeast.

uct offering to urban in-fill locations, complements our recent acquisitions of Sabal Homes in South Carolina and Sharp Residential in Atlanta and

enables us to continue the expansion of our operations in the dynamic Southeast."

Thrive was founded in 2006 by

Chris Rudd and Kirstin Hobday and has built over 1,000 homes. Thrive builds mid-to high-end residences at price points from the high \$300,000s to over \$1 million.

## NEW LEADERS

## Homebuilder picks president, VP of finance for Atlanta division

BY ERIC MANDEL  
emandel@bizjournals.com

A pair of Ashton Woods Homes veterans are boomeranging back to Atlanta to lead the homebuilder's local division.

The Alpharetta-based company said in a news release March 2 it tapped John Reny as the area's new president and Michael Escarra to serve as the division's vice president of finance. The homebuilder in October 2018 hired Todd Jones as its Atlanta division president.

The Atlanta division has 92 employees.

Reny started his career with Ashton Woods as a construction manager in Atlanta and held multiple positions in the organization before moving to Orlando, serving as Ashton Wood's Florida division president for 16 years.

"Since first moving to Atlanta in 1996, it has always felt like home to me," said

Reny, a Texas native, in the release.

"I am excited to return and advance the growth of this division with the rest of their extraordinary leadership team."

Escarra joined Ashton Woods in 2016 as a controller in the Atlanta division. He was promoted the next year to vice president of finance in Orlando.

Ashton Woods has 13 communities open around metro Atlanta and two more expected in the spring. Atlanta Business Chronicle previously reported on a huge new residential development along the Chattahoochee River, Encore. The company also builds in Austin, Charleston, Dallas, Houston, Naples, Orlando, Phoenix, Raleigh, San Antonio, Sarasota and Tampa.

It's the ninth-largest homebuilder in the city, according to Atlanta Business Chronicle research.



SPECIAL/ASHTON WOODS

John Reny is the Ashton Woods Atlanta division president.



SPECIAL/ASHTON WOODS

Michael Escarra is the Ashton Woods Atlanta division vice president of finance.

**CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES**



Melanie Hunt  
#1 INDIVIDUAL



Kat U Realty  
#1 TEAM



The Suits Team  
#1 GROUP



Atlanta Land Group  
#1 COMMERCIAL



Madalyn Suits  
#1 LUXURY



Shannon Durieux  
#1 BUYERS AGENT

**2019 TOP INDIVIDUALS**



Karen  
Armstrong



Jill  
Heineck



Tara  
Winslow



J.D.  
Kellum



Courtney  
Loft



Patty  
Keller



Nancy  
Keenan



Tony  
Benson



Arnaldo  
San Martin

**2019 TOP TEAMS**



Etan Levine  
Associates



Boswell Real  
Estate Partners



Raegan Thorp  
Real Estate Group



Rice Settlement  
Team



The Zachos  
Team



The Wollner  
Group



The Freeman  
Group



Earnhart Real  
Estate Group



The Dekel  
Team

**2019 TOP GROUPS**



Kelly Marsh  
& Associates



The Barnes  
Young Team



The Debbie  
Leonard Group



Ben Kinney  
Team - Atlanta



Team Rich  
Richardson



The Farren  
Group



Atlanta Select  
Properties

**2019 TOP COMMERCIAL**



Massell Commercial  
Real Estate



Chris  
Estrada



Debbie  
Leonard-Mayer



Jennifer  
Barnes



Erin  
Olivier



Kris  
Willis



Jenna  
Measroch



Michael  
Hermance

**2019 TOP LUXURY AGENTS**

**2019 TOP BUYERS AGENTS**

**2019 SPECIAL RECOGNITION**



ROOKIE OF THE YEAR  
Angela Guyton



RISEING STAR in PC PROGRAM  
Alicia Walker



CULTURE AWARD  
Katie Staples



TOP EXPANSION TEAM  
Ben Kinney  
Team - Atlanta

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## HOME QUARTERLY: TOP PRODUCERS

## VIEWPOINT

## What a local Realtor brings to the table

March is the month most of the area boards and associations of Realtors celebrate the accomplishments of the agents in their markets. These celebrations mark levels of achievement made by top local producers as well as those entering our profession.

Many that enter the real estate profession make decisions based on the glitzy television shows that condense one of the most important decisions in one's life down to a 30-minute episode depicting beautiful homes with little to no problems. Partly due to this misconception, 85% – 90% of those who become licensed agents drop out within five years.

On the other hand, many sellers who are getting started see the same shows and have the exact same expectations. You simply meet an agent, walk down a beautiful street, enter three fabulous homes and get a FANTASTIC deal.....easy right?!

In reality, the home-buying process is much more complicated. Realtor.com provides great online information on a national level. In speaking directly to



Kevin Duncan is president of the 400 North Association of Realtors and a Realtor with Keller Williams Realty Community Partners.

representatives, they tell me the "LOCAL" agent is the key to a successful home-buying process. Local agents have the more detailed information that the national sites simply cannot convey.

The local agents will listen to their client's needs and offer needed information to make an informed decision. This information will be based

on trends which affect both the sales and the buying sides. Local agents have the contacts you will need for loans, inspections, repairs and many other services buyers and sellers may need.

So, what about the Atlanta market? First-time home buyers made up 29% of the market in 2019. That has risen slightly to 32% in the first quarter of 2020. This is a direct reflection of the affordability based on historic low interest rates. Investor purchases are also on the rise from 16% of the market in 2019 to 17% in 2020. Atlanta remains one of the strongest rental markets in the country. The Atlanta market has an average sales price of \$336,000 which is up 4.6%. The 400 North Association of Realtors covers Forsyth, Dawson and Lumpkin counties. Forsyth's average sales price is \$398,000 which is up 3.4%. Dawson's average is \$308,000, which is up 25.4% and Lumpkin's average is \$235,000, up 5.9%.

Lawrence Yun, chief economist for the National Association of Realtors, believes 2020 will see growth for this next year on a national level. Region-

ally he sees market share for the South the best in the country at 44%, followed by the Midwest at 24%, the Northeast at 13% and the West at 13% (of the total market).

The largest problem in this market is lack of inventory. Many homeowners are looking into refinancing instead of moving up. This lack of inventory will no doubt result in higher sales prices for those homes that do go on the market.

Should you, or someone you know, may be considering making a move, call a LOCAL REALTOR. They will listen to your needs and find homes currently on the market. They will help you with local market trends even down to a certain neighborhood. Additionally, they will negotiate with other agents they know and make sure you get the BEST deal you can. That's something the "internet" simply cannot do.

Congratulations to all those agents, especially those TOP producers who have worked so hard and done so much for our communities to make this area one of the very best to live in the country!

## 400 NORTH ASSOCIATION OF REALTORS' CIRCLE OF EXCELLENCE

The 400 North Association of Realtors' Circle of Excellence awards honor individual members and teams with the highest sales volume and the most transactions in 2019, as well as members who have qualified for the Circle of Excellence for 10, 20, 25, 30, 35 and 40 years.



Sunny Parker



Kimberly Yates



Ruby Brancato



Corey Milford



Ann-Marie Sharp



Sandra Glass-Frazier



Lynda Kurtz



Kelly Bening



Maggie Harper

## Individual Top Producers

## Highest Volume

Sunny Parker  
Century 21 Results  
\$22,752,986

## Highest Units

Kimberly Yates  
Yates Estates GA 151

## Team Top Producers

## Highest Average Volume

Robin Martin & Associates  
Keller Williams Realty North Atlanta  
\$19,939,567

## Highest Average Units

Robin Martin & Associates  
Keller Williams Realty North Atlanta 41

## Circle of Excellence membership by type

## Life - 30th Year

Ruby Brancato  
Keller Williams Realty Community Partners

## Phoenix - 10 Years

Corey Milford  
Keller Williams Realty Community Partners

Virginia Hennigar  
Century 21 Results

Mark Midyette  
Compass Georgia LLC

Ann-Marie Sharp  
Compass Georgia LLC

Sandra Glass-Frazier  
Century 21 Results

Lynda Kurtz  
Compass Georgia LLC

Kelly Bening  
Berkshire Hathaway HomeServices  
Georgia Properties

## Silver Phoenix - 25 Years

Maggie Harper  
Keller Williams Realty Atlanta Partners



## CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES



Brandi Hunter-Lewis  
#1 INDIVIDUAL



Abbie Shepherd  
Real Estate Group  
#1 TEAM

### 2019 TOP INDIVIDUALS



Jackson Bass



Elena Gist



Keith Sharp



Jennifer Haggard



Kendra Rufino



Venice Brinkley



Sana McKenzie



Lee Ann Saxton



Rob Vanni



Jeff Morabito



Ken Liberty



Nikita Todd



Dana Lyons



Natalie Tulloch



Bob Hutchinson



Audrey Bankhead



Audrina Ennis

### 2019 TOP TEAMS & GROUPS



Cathy LaMon  
& Associates



Miller Morris  
Homes



Miller Morris  
Homes



Vuorio Real  
Estate Group

### SPECIAL RECOGNITION



#1 BUYERS SPECIALIST  
Bob Seymour



#2 BUYERS SPECIALIST  
Robin Soble



#3 BUYERS SPECIALIST  
Tamala Mitchell



ROOKIE OF THE YEAR  
Janine Reedy

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## HOME QUARTERLY: TOP PRODUCERS

## FAYETTE COUNTY BOARD OF REALTORS CIRCLE OF ACHIEVEMENT

The Fayette County Board of Realtors celebrates members' professional achievements with the Circle of Achievement awards, which honor annual sales production of \$1 million and up. Continued Circle of Achievement membership is recognized with classes ranging from first year (Active) through 25 years-plus (Silver Phoenix).

## Active Silver Phoenix\*

Cas Tuck  
Berkshire Hathaway  
HomeServices - FTVILLE

Stephen Walker  
Berkshire Hathaway  
HomeServices - PTC

Denise Wilhelm  
Berkshire Hathaway

HomeServices - PTC  
Robin Vansant Cook  
Keller Williams Realty  
Atlanta Partners  
Cindy Davidson  
Keller Williams Realty  
Atlanta Partners  
Dave Edmonson  
Century 21 Meridian Realty

Bobbie Gray  
Re/MAX Legacy  
Linda Lelak  
Berkshire Hathaway  
HomeServices - FTVILLE  
Debbie Lowe  
Patty Ayers & Associates  
Mike Robinson  
Keller Williams Realty

Atlanta Partners  
Carolyn Schmalenberger  
Re/MAX Legacy  
Win Wilson  
Keller Williams Realty  
Atlanta Partners

\*One who previously has been elected to Silver Phoenix Membership

## Silver Phoenix\*

Steve Freeman  
EXP Realty Associates

Jane Young  
Berkshire Hathaway  
HomeServices - PTC

\*One elected to membership a total of 25 times. Awarded to members upon their 25th year of membership.

## Active Phoenix\*

Tonya Anderson  
Keller Williams Realty  
Atlanta Partners

Amelia Barber  
Jan Trammell Real Estate Inc.

Joann M. Bennett  
RE/MAX Legacy

Lisa Byer  
Berkshire Hathaway  
HomeServices - PTC

Gilda B. Cheatham  
Southern Classic Realtors

Denise Clements  
Keller Williams Realty Atlanta Partners

Marsha Cook  
Berkshire Hathaway  
HomeServices - PTC

Cynthia Cromartie  
Harry Norman Realtors  
Kristen Cunningham  
Berkshire Hathaway  
HomeServices - NEWNAN  
Stephan Curcio  
Southern Classic Realtors  
Rose Davis  
Berkshire Hathaway  
HomeServices - PTC  
Diane Donaghey  
Coldwell Banker Bullard Realty  
Lisa Durden  
RE/MAX Legacy  
Charlotte Evans  
Keller Williams Realty Atlanta Partners  
Michael Faulkner  
Faulkner Commercial Group Inc.  
Susan Fitzgerald  
Berkshire Hathaway  
HomeServices - PTC  
Peggy Forrest  
Keller Williams Realty  
Atlanta Partners  
Minka Fulton  
Coldwell Banker Bullard Realty  
Marlene Futch  
Harry Norman Realtors  
Cathy Gaily  
Re/MAX Legacy

Erin Hawkins  
Coldwell Banker Bullard Realty  
Merry Holley  
Berkshire Hathaway  
HomeServices - PTC  
Valerie Howard  
Berkshire Hathaway  
HomeServices - PTC  
Beth Johnson  
Re/MAX Legacy  
Janis Kraft  
Kraft Realty  
Dorrie Love  
Harry Norman Realtors  
Janice Mason  
RE/MAX Legacy  
Audrey Massey  
Red Barn Real Estate LLC  
Kavita McInroe  
Berkshire Hathaway  
HomeServices - PTC  
Laura Mehl  
Berkshire Hathaway  
HomeServices - FTVILLE  
Barbara Pearson  
Re/MAX Legacy  
Michele Rising  
Re/MAX Legacy  
Stephen Rosen  
Berkshire Hathaway

HomeServices - PTC  
Dawn Scarbrough  
Re/MAX Legacy  
Joan Schloegel  
Berkshire Hathaway  
HomeServices - PTC  
Cheri Scranage  
Harry Norman Realtors  
Malinda Shelley  
Harry Norman Realtors  
Chandra Smith  
Berkshire Hathaway  
HomeServices - FTVILLE  
Tammi Sullenberger  
Keller Williams Realty  
Atlanta Partners  
Cas Tuck  
Berkshire Hathaway  
HomeServices - FTVILLE  
Stephen Walker  
Berkshire Hathaway  
HomeServices - PTC  
Denise Wilhelm  
Berkshire Hathaway  
HomeServices - PTC

\*One who previously has been elected to Phoenix membership.

## Phoenix\*

Cindy Barnard  
Keller Williams Realty  
Atlanta Partners

Becky Crawford  
Berkshire Hathaway  
HomeServices - FTVILLE

Chris Flanigan  
Harry Norman Realtors

Gail Floyd (McFarling)  
Berkshire Hathaway  
HomeServices - PTC

Cecelia Hayes  
Berkshire Hathaway  
HomeServices - PTC

Jim Qualls  
Berkshire Hathaway  
HomeServices - PTC

Janet Sloan  
Berkshire Hathaway HomeServices - PTC

\*One who has been elected to membership 10 times. Awarded to members upon their 10th year of membership.

## Active Life\*

Mat Turner-Andrews  
Berkshire Hathaway HomeServices - PTC

Scott Barnett  
Atlanta Fine Homes  
Sotheby's Int'l Realty

Kelli Bero  
Keller Williams Realty  
Atlanta Partners

Kali Bhargrave  
Keller Williams Realty  
Atlanta Partners

Melinda Blanks  
Berkshire Hathaway HomeServices - PTC

Dot Bosworth  
Southern Classic Realtors

Tamara Bourne  
Keller Williams Realty  
Atlanta Partners

Angie Brady  
Keller Williams Realty  
Atlanta Partners

Ruth Breeden  
Keller Williams Realty  
Atlanta Partners

Julie Britt  
Degolian Realty

Kelly Buckles  
Keller Williams Realty  
Atlanta Partners

Robert Burch  
Berkshire Hathaway  
HomeServices - FTVILLE

Kim Chitwood  
Southern Classic Realtors

Becky Christensen  
Southern Classic Realtors

Lois Coccia  
Berkshire Hathaway  
HomeServices - PTC

Holly Copeland  
Degolian Realty

Andrea Dingman  
Berkshire Hathaway  
HomeServices - PTC

Patricia Dutton  
The Housing Group

Bryan Foerster  
Berkshire Hathaway  
HomeServices - PTC

**CONGRATULATIONS TO OUR 2019 TOP SALES ASSOCIATES**



Craig Witte  
**#1 INDIVIDUAL**



Deborah Ratchford  
Realty Inc.  
**#1 TEAM**



The Dwell Collective  
**#1 GROUP**

**2019 TOP INDIVIDUALS**



Chad  
Schernikau



Melanie  
Smith



Sherri  
Mitchell



Merrill  
Johnson



Razi  
Wa-Durumi



Amanda  
Vanwinkle



Brenda  
Greenwood



Lisa  
Vitello



Nicholas  
Dixon

**2019 TOP TEAMS**



Brandon Nunley  
The Property  
Guys



Amanda Fard  
Atlanta Home  
Boutique



James Coyle  
Coyle Properties  
GA, LLC



Robin Anderson  
ETA Services



Egypt Sherrod  
Real Estate  
Group



Rebecca  
Mohandiss  
Realty Group



The Melody  
Under Team



The Favor Team

**2019 TOP GROUPS**



**LIVE LUXURY TOP 20 LISTING AGENTS**  
Brandon Nunley



**CULTURAL AMBASSADOR**  
Alice Omorogbe



**ROOKIE OF THE YEAR**  
Menecia Jackson

**ATLANTA'S #1 RESIDENTIAL REAL ESTATE COMPANY**  
ATLANTA BUSINESS CHRONICLE 2013, 2014, 2015, 2016, 2017, 2018, 2019 BOOK OF LISTS

KELLER WILLIAMS REALTY - THE RAWLS GROUP - JEAN RAWLS, OPERATING PRINCIPAL

\*RANKED BY GROSS RESIDENTIAL SALES VOLUME IN ATLANTA

Keller Williams Realty Cityside - 3350 Atlanta Road, Smyrna, GA 30080 - 770-874-6200 - Team Leader: Ceci Osburn  
Each Office Is Independently Owned and Operated



## HOME QUARTERLY: TOP PRODUCERS

CONGRATULATIONS  
2019 TOP PRODUCERS

#1

2019  
CONDO SALES  
NEW CONSTRUCTION

Source: Paragon Realty, New Construction Closed Transactions 2019

#1

IN EVERY METRIC  
FOR ZIP CODE 30363

Source: Paragon Realty, 2019

#1

2019  
TOWNHOME SALES  
NEW CONSTRUCTION

Source: Paragon Realty, New Construction Closed Transactions 2019



KEN COVERS

#1

2019 AREA 23 SALES  
IN ALL METRICS

Source: Paragon Realty, 2019



ASHLEY BATTLESON

#1

2019 AREA 21  
PENDING & CLOSED SALES

Source: Paragon Realty, 2019



Andy Griffith



Julian Rather



Jeremy Smith



Michael McLeod



Chad Davis



Erik Dewdy



TJ Edmond



Missy Derr



Cindy Fon



Tiana Harrison



Ashlee Heath



Renee Koenig



Jennie Kushner



Tonya Mariatt



Sam Morgan



Adam Parker



David M. Ray Jr.



James Robbins



Jonathan Rodriguez



Tyler Russell



Stacy Tunick



Lenthous Chaney



Lisa Robinson



Leah Christian

Christa Huffstickler  
Founder & CEOChristian Ross  
Managing BrokerScott Askew  
Qualifying BrokerSOUTH BUCKHEAD  
1745 Peachtree Street NW  
Atlanta, Georgia 30309
  
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 Atlanta
MORNINGSIDE  
1411 North Highland Avenue NE  
Atlanta, Georgia 30306

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FAYETTE COUNTY  
CONTINUED FROM PAGE 34BLetrissa Frieson  
Keller Williams Realty  
Atlanta PartnersRenee Goemaere  
Keller Williams Realty  
Atlanta PartnersElizabeth Good  
Keller Williams Realty  
Atlanta PartnersCharlette Graham  
Keller Williams Realty  
Atlanta PartnersDenise Griffith  
Berkshire Hathaway  
HomeServices - PTCSharon Harper  
Berkshire Hathaway HomeServices - PTCFred Hogan  
eXP Realty AssociatesMichelle Humes  
eXP Realty LLCLeslie Jernigan  
Harry Norman RealtorsVee Jokjohor  
Lindsey Marketing GroupKarim Kanji  
Chapman Hall RealtorsSherrie Knowles  
Berkshire Hathaway  
HomeServices - FTVILLETracy Kirkland  
Keller Williams Realty  
Atlanta PartnersWade Lester  
Keller Williams Realty  
Atlanta PartnersKerri Levins  
BHGRE Metro BrokersTammy Liquori  
Berkshire Hathaway  
HomeServices - FTVILLEGinna Masters  
Southern Classic RealtorsLeslie McClelland  
Coldwell Banker Bullard RealtyLee Henson McKinney  
Aberdeen Fine PropertiesCarol Murray  
Berkshire Hathaway  
HomeServices - FTVILLEKevin Muse  
Harry Norman RealtorsDina Nelson  
Southern Classic RealtorsDan Odom  
Your Home Sold Guaranteed RealtyJohn Petersen  
Keller Williams Realty Atlanta PartnersAmy Pfister  
Harry Norman RealtorsChristine Pircsuk  
Berkshire Hathaway HomeServices - PTCKristi Rapson  
Keller Williams Realty  
Atlanta PartnersRobyn Redanz  
Berkshire Hathaway  
HomeServices - PTCKaitlyn Richards  
Southern Classic RealtorsMelissa Risley  
Berkshire Hathaway  
HomeServices - PTCDonna J Romeo  
Keller Williams Realty  
Atlanta PartnersTracy Ross  
Drake Realty Greater AtlantaJohn Ryckley  
RE/MAX LegacyJulie Saul  
Berkshire Hathaway  
HomeServices - FTVILLEKimberly Sherrod  
Keller Williams Realty  
Atlanta PartnersLinda Henson  
Sorrow Aberdeen  
Fine PropertiesRobin St. John  
Berkshire Hathaway  
HomeServices - PTCShawn R Sullivan Sr.  
Keller Williams Realty  
Atlanta PartnersTammy Vernon  
Berkshire Hathaway  
HomeServices - PTCDana Walter  
Degolian RealtyMichelle Warren  
Harry Norman RealtorsMelissa Watlington  
Keller Williams Realty  
Atlanta PartnersMary Watts  
Harry Norman RealtorsTommy Whaley  
Re/MAX LegacyJean Williams  
Berkshire Hathaway  
HomeServices - FTVILLEMartin Wise  
Southern Classic RealtorsDonna C. Wood  
Berkshire Hathaway  
HomeServices - FTVILLESeth Yarbrough  
Keller Williams Realty  
Atlanta PartnersKristen Zueck  
Berkshire Hathaway  
HomeServices - PTC\*One who has previously been elected to  
Life membership.

CONTINUED ON NEXT PAGE

## HOME QUARTERLY: TOP PRODUCERS

CONTINUED FROM PREVIOUS PAGE

## Life\*

Twila Baker

Berkshire Hathaway HomeServices - PTC

Amy Ballard

Coldwell Banker Bullard Realty

Veronica Bangsboll

Berkshire Hathaway  
HomeServices - PTC

Douglas Phillip

Wesley Blanton Patti Ayers  
& Associates

Patty Brown

Berkshire Hathaway  
HomeServices - FTVILLE

Penny S. Brown

Keller Williams Realty  
Atlanta Partners

Vickie Butler

Keller Williams Realty  
Atlanta Partners

Paula Caruthers

Berkshire Hathaway  
HomeServices - FTVILLE

Michelle DeLisser

Berkshire Hathaway  
HomeServices - FTVILLE

Anna J. Ferrell

Paraclete Realty

Allison Glennie

Keller Williams Realty  
Atlanta Partners

Cheryl M. Green

Southern Classic Realtors

Graham Ingram

Harry Norman Realtors

Teri Jackson

Keller Williams Realty  
Atlanta Partners

Holly Jeffery

eXP Realty LLC

Mark Steve MacFall

Century 21 Meridian Realty

Lauren Pearson

Keller Williams Realty  
Atlanta Partners

Marwa Rutherford

Keller Williams Realty Atlanta Partners

Phillip Theriault

Keller Williams Realty Atlanta Partners

Amy Vender

Keller Williams Realty  
Atlanta Partners

Gerald Wessels

Keller Williams Realty Atlanta Partners

Jean Barbee-Wilson

Berkshire Hathaway HomeServices  
- FTVILLE\*One who was elected to membership for  
the third consecutive year or for a total  
of 5 non-consecutive years

## Active\*

David Bearden

Coldwell Banker Bullard Realty

Deborah Belyeu

Keller Williams Realty Atlanta Partners

Renae Bowlden

Berkshire Hathaway HomeServices  
- FTVILLE

Tonya Boyd

Berkshire Hathaway HomeServices - PTC

Sherri Carter

Berkshire Hathaway HomeServices  
- FTVILLE

Desales deGolian

Degolian Realty

Amy Dixon

Paraclete Realty

Gayle Hawbaker

Berkshire Hathaway  
HomeServices - PTC

Veronica Jackson

Coldwell Banker Bullard Realty

Nicole Johnson

Falcon Property Management

Maricela Laverde

Berkshire Hathaway HomeServices - PTC

Jennifer Maurer

Berkshire Hathaway  
HomeServices - PTC

Adam McDevitt

Coldwell Banker Bullard Realty

Arleen Sealy

Hannibal Virtual Properties Realty

Nikki Spinelli

Berkshire Hathaway  
HomeServices - PTC

Christian Swann

Keller Williams Realty  
Atlanta Partners

Ashton Thompson

Re/MAX Legacy

Kristen Walker

Keller Williams Realty  
Atlanta Partners\*One who qualified for Circle of Achievement  
membership

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2019 QReports™ Customer Satisfaction Survey results. Quality Service Certification, Inc.

"Outstanding customer service from our Harry Norman agent. He went above and beyond to make sure all contracts were completed properly and kept us informed all the way through from beginning to closing."





## HOME QUARTERLY: TOP PRODUCERS

## VIEWPOINT

## Cobb Realtors celebrate achievements

2019 was another strong year in the Cobb County residential real estate market. It is no surprise, then, that the Cobb Association of Realtors, comprised of 2,000 members, welcomed 352 top producers to its 2019 Multi Million Dollar Club (MMDC).

Cobb's MMDC membership requires total sales volume of \$2 million or more in a given year. In addition, the association recognizes our Top Ten Individual and Top Ten Team producers.

Our annual MMDC Celebration was originally scheduled for March 13 at the Cobb Galleria Center, where we planned to celebrate all our 2019 MMDC Members, as well as those who have achieved MMDC Membership Milestones of 10, 15, 20, 25, 30 and over 30 years during their career. However, owing to the COVID-19 outbreak, we have postponed this event in deference to the health and well-being of our members and the public-at-large.

Sales volume is certainly an indicator of success in our industry. However, Realtors are distinguished from other agents in a number of other important ways:



Jenea Kennedy is a Realtor at Engel & Völkers Atlanta and the 2020 president of the Cobb Association of Realtors.

**Code of Ethics**

Only Realtors are held to the National Association of Realtors Code of Ethics, ensuring that when a buyer or seller hire a Realtor, they can be certain they are enlisting the services of someone possessing the highest level of professional and ethical standards in the industry.

*"Sales volume is certainly an indicator of success in our industry. However, Realtors are distinguished from other agents in a number of other important ways."*

**Jenea Kennedy,**

President, Cobb Association of Realtors

**Education**

The Cobb Association of Realtors offers an array of advanced and continuing real estate education courses to its members, to ensure that they are current and proficient in all aspects of the ever-changing real estate industry.

**Political Action on Behalf of Property Owners**

At the national, state and local levels, Realtors are a powerful force on the political scene, supporting and influencing those officials and candidates who support the rights of property

owners and the health of the real estate industry.

**Community Involvement**

There is perhaps no industry more closely related to the economic and social well being of a given community than the real estate industry, and thus we feel it is only right to support that community in every way we can. Membership in the Cobb association provides our members with the opportunity to support a number of deserving organizations, including Habitat for Humanity, SafePath Children's Advocacy Center, Winship Cancer Center, Must Ministries and Cobb Christmas.

These and other distinguishing attributes of all our members speak to the theme behind our new national advertising campaign, "That's Who We R."

Finally, as we celebrate our 2019 MMDC members and their achievements, we also recognize and are gratified by their powerful contributions to our community as a whole. We are "The Voice of Real Estate in Cobb County!"

## THE LIST

Compiled by Patsy Conn  
404-249-1008, @AtlBizChron  
pconn@bizjournals.com

## ATLANTA'S 10 LARGEST RESIDENTIAL REAL ESTATE ORGANIZATIONS

RANKED BY GROSS RESIDENTIAL SALES VOLUME IN ATLANTA

|    | Organization <sup>1</sup><br>Website   | Address  | 2019 Atlanta gross<br>residential sales volume<br>from closed transactions | Number of homes<br>sold in Atlanta in<br>2019 <sup>2</sup> | Number of<br>sales agents<br>in Atlanta | Number of<br>offices in<br>Atlanta | Number of<br>offices<br>companywide | Organization<br>structure                         | Chief Atlanta<br>officer(s)                | Year<br>est. in<br>Atlanta |
|----|--|--|--|--|---|------------------------------------|-------------------------------------|---|--|----------------------------|
| 1  | <b>Keller Williams Realty,<br/>Southeast Region</b><br>kwsoutheast.com               | 2 Ravinia Dr.,<br>#110<br>Atlanta, GA 30346<br>404-531-3261          | \$15.55<br>billion   | 52,091   | 7,363                                   | 27                                 | 833                                 | franchise   | Cheryl Sadoti<br>Kay Evans<br>Bob Kilinski | 1999                       |
| 2  | <b>BHHS Georgia Properties</b><br>bhhsgeorgia.com                                    | 100 Mansell Ct. E.,<br>#600<br>Roswell, GA 30076<br>770-992-4100     | \$4.09<br>billion  | 11,566   | 1,511                                   | 21                                 | 21                                  | franchise   | Daniel Forsman                             | 1963                       |
| 3  | <b>RE/MAX LLC</b><br>remax.com   | 5075 S. Syracuse St.,<br>Denver, CO 80237<br>800-525-7452            | \$3.14<br>billion  | 11,057   | 813                                     | 7                                  | 8,490                               | franchise   | Jeff LaGrange                              | 1978                       |
| 4  | <b>Harry Norman, Realtors</b><br>harrynorman.com                                     | 532 E. Paces Ferry Rd.,<br>#300<br>Atlanta, GA 30305<br>404-504-7300 | \$2.68<br>billion  | 6,061  | 850                                     | 12                                 | 17                                  | wholly-<br>owned by<br>HomeServices<br>of America | Jenni Bonura                               | 1930                       |
| 5  | <b>Atlanta Fine Homes Sotheby's<br/>International Realty</b><br>atlantafinehomes.com | 3290 Northside Pkwy.,<br>#200<br>Atlanta, GA 30327<br>404-237-5000   | \$2.61<br>billion  | 4,043  | 460                                     | 2                                  | 4                                   | partnership                                       | Jenny Pruitt<br>David Boehmig              | 2007                       |
| 6  | <b>Atlanta Communities Real<br/>Estate Brokerage LLC</b><br>aticommunities.com       | 3113 Roswell Rd.,<br>#101<br>Marietta, GA 30062<br>770-240-2000      | \$2.52<br>billion  | 8,425  | 1,332                                   | 6                                  | 6                                   | independent                                       | Judson Adamson                             | 2009                       |
| 7  | <b>PalmerHouse Properties</b><br>palmerhouseproperties.com                           | 2911 Piedmont Rd. N.E.,<br>Atlanta, GA 30305<br>404-876-4901         | \$2.39<br>billion  | 8,502  | 2,051                                   | 12                                 | 18                                  | independent                                       | Kevin Palmer                               | 2006                       |
| 8  | <b>Virtual Properties Realty Inc.</b><br>virtualpropertiesrealty.com                 | 2750 Premiere Pkwy.,<br>#200<br>Duluth, GA 30097<br>770-495-5050     | \$2.26<br>billion  | 10,590   | 3,286                                   | 17                                 | 17                                  | independent                                       | Jamie Mertz                                | 1999                       |
| 9  | <b>Coldwell Banker Real Estate LLC</b><br>coldwellbankerhomes.com                    | 6285 Barfield Rd.,<br>#100<br>Atlanta, GA 30328<br>404-705-1500      | \$1.79<br>billion  | 5,586  | 1,090                                   | 17                                 | NA                                  | operated by<br>NRT LLC                            | Laura Rittenberg                           | 1958                       |
| 10 | <b>Solid Source Real Estate</b><br>solidsource.com                                   | 10900 Crabapple Rd.,<br>Roswell, GA 30075<br>770-475-1130            | \$1.35<br>billion  | 5,014  | 1,700                                   | 6                                  | 6                                   | independent                                       | Michele Velcheck<br>Rebecca Meredith       | 2003                       |

<sup>1</sup> A residential real estate organization is defined here as the parent organization or aggregate volume of real estate companies, franchises or divisions. All organizations listed provided Atlanta Business Chronicle with verification of their sales volume figures.

<sup>2</sup> Figures represent closed transactions.

NA - Not available or not applicable

SOURCES: Atlanta Business Chronicle research and the organizations

It is not the intent of this list to endorse the participants or to imply that the size of an organization indicates its quality. All information listed is based on responses from the companies to Atlanta Business Chronicle surveys. Please send corrections or additions to Patsy Conn at pconn@bizjournals.com.

## HOME QUARTERLY: TOP PRODUCERS

## Q&amp;A

## Consistent effort, positive attitude keys to success

**J**ohn Sherwood is a Realtor broker-owner at Worthmoore Realty in Marietta, Ga., and has been a top-producing member of the Cobb Association of Realtors for multiple years, including earning the No. 1 individual producer designation in 2019.



**What has been the key to your continued success in residential real estate?** Consistent effort, positive attitude and performance.

I have been very fortunate and grateful to enjoy some extremely valuable relationships with my real estate colleagues that have been enormously beneficial. I think everyone within real estate well understands the perseverance required.

**How do you keep up with changes in your local market, and how important is that for serving clients?** Our multiple



John Sherwood of Worthmoore Realty.

listing service providers and our local Cobb Association of Realtors are tremendous resources for market data and education. Staying active and involved in the community outside of the office, and of course the Atlanta Business

Chronicle is always on top of the developments and changes within the metro area. You want to be the subject matter expert; market knowledge is critical to handling the hurdles of possible objections and misconceptions.

**What are the biggest changes in this market? In what ways have you adapted your business to meet them?**

The challenges of record low inventory levels and a metro area that continues with some of the highest population growth in the country are not going away anytime soon. And, Cobb County is at the epicenter of the challenge as one of the most desired metro areas in which to live and work. But, the current financial uncertainty as a result of the COVID-19 virus is the biggest potential change to the market and we are just on the horizon. We will stay positive and continue to serve our clients through more electronic and virtual efforts.

**Please tell us what you have learned from adversity.** Adversity adds a little spice; if it were always easy it wouldn't be as much fun. Adversity teaches appreciation and makes the successful end-result a bit more gratifying. It took a while. I had to first learn to slow down and take a breath.

**When working with out-of-town, relocating clients, what aspects or assets of metro Atlanta tend to impress them the most?** Wow, where to begin? Metro Atlanta has it all. Some of the most impressive amenities have consistently been The Battery and SunTrust (Truist) Park, our world class Aquarium, the Chattahoochee and all that it offers. The culture and commerce offerings throughout the city all lend to one of the very best qualities of life found in the country.







Compiled by Patsy Conn  
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# ATLANTA'S 25 LARGEST RESIDENTIAL REAL ESTATE COMPANIES

RANKED BY GROSS RESIDENTIAL SALES VOLUME IN ATLANTA

| Company <sup>1</sup><br>Website   | Address<br>Phone  | 2019 Atlanta gross<br>residential sales volume<br>from closed transactions | Number of<br>homes sold in<br>2019 <sup>2</sup> | Number of sales<br>agents in Atlanta | Total staff in<br>Atlanta | Number of<br>offices<br>companywide | Chief Atlanta<br>officer(s)                                    | Year<br>est. in<br>Atlanta |
|---|---|--|---|--------------------------------------|---------------------------|-------------------------------------|--|----------------------------|
| <b>1 Keller Williams Realty - The Rawls Group</b><br>rawlsgroup.org                         | 200 Glenridge Point Pkwy.,<br>#100<br>Atlanta, GA 30342<br>404-531-5700   | \$4.75<br>billion  | 14,223  | 2,156                                | 2,215                     | 6                                   | Jean Rawls   | 1999                       |
| <b>2 Keller Williams Realty Atlanta Partners/<br/>Pinnacle Partners Group LLC</b><br>kw.com | 2170 Satellite Blvd.,<br>#100<br>Duluth, GA 30097<br>678-775-2731         | \$4.19<br>billion  | 15,865  | 2,239                                | 2,305                     | 16                                  | Bryan Fair<br>Jason Bonds                                      | 2000                       |
| <b>3 BHHS Georgia Properties</b><br>bhhsgeorgia.com   | 100 Mansell Ct. E.,<br>#600<br>Roswell, GA 30076<br>770-992-4100          | \$4.09<br>billion  | 11,566  | 1,511                                | 1,652                     | 21                                  | Daniel Forsman   | 1963                       |
| <b>4 Keller Williams Realty - Heart of Atlanta Group</b><br>heartofatlantagroup.com         | 1420 Peachtree St. N.E.,<br>#100<br>Atlanta, GA 30309<br>404-604-3100     | \$3.3<br>billion   | 10,947  | 1,427                                | 1,484                     | 6                                   | Rick Hale  | 2010                       |
| <b>5 Atlanta Fine Homes Sotheby's International Realty</b><br>atlantafinehomes.com          | 3290 Northside Pkwy.,<br>#200<br>Atlanta, GA 30327<br>404-237-5000        | \$2.61<br>billion  | 4,043   | 460                                  | NA                        | 4                                   | Jenny Pruitt<br>David Boehmig                                  | 2007                       |
| <b>6 Harry Norman, Realtors</b><br>harrynorman.com  | 532 E. Paces Ferry Rd. N.E.,<br>#300<br>Atlanta, GA 30305<br>404-504-7300 | \$2.59<br>billion  | 5,771   | 815                                  | 910                       | 13                                  | Jenni Bonura   | 1930                       |
| <b>7 Atlanta Communities Real Estate Brokerage LLC</b><br>atlcommunities.com                | 3113 Roswell Rd.,<br>#101<br>Marietta, GA 30062<br>770-240-2000           | \$2.52<br>billion  | 8,425   | 1,332                                | 1,341                     | 6                                   | Judson Adamson   | 2009                       |
| <b>8 PalmerHouse Properties</b><br>palmerhouseproperties.com                                | 2911 Piedmont Rd. N.E.,<br>Atlanta, GA 30305<br>404-876-4901              | \$2.39<br>billion  | 8,502   | 2,051                                | 2,062                     | 18                                  | Kevin Palmer   | 2006                       |
| <b>9 Virtual Properties Realty Inc.</b><br>virtualpropertiesrealty.com                      | 2750 Premiere Pkwy.,<br>#200<br>Duluth, GA 30097<br>770-495-5050          | \$2.26<br>billion  | 10,590  | 3,286                                | 3,321                     | 17                                  | Jamie Mertz  | 1999                       |
| <b>10 Keller Williams Realty - Georgia Legacy Group</b><br>kw.com                           | 5780 Windward Pkwy.,<br>#100<br>Alpharetta, GA 30005<br>770-663-7291      | \$1.92<br>billion  | 5,607   | 971                                  | 993                       | NA                                  | Andy Peters  | 2000                       |
| <b>11 Coldwell Banker Residential Brokerage</b><br>coldwellbankerhomes.com                  | 6285 Barfield Rd.,<br>#100<br>Atlanta, GA 30328<br>404-705-1500           | \$1.56<br>billion  | 4,586   | 916                                  | 975                       | NA                                  | Laura Rittenberg   | 1958                       |
| <b>12 Solid Source Real Estate</b><br>solidsource.com                                       | 10900 Crabapple Rd.,<br>Roswell, GA 30075<br>770-475-1130                 | \$1.35<br>billion  | 5,014   | 1,700                                | 1,700                     | 6                                   | Michele Velcheck<br>Rebecca Meredith                           | 2003                       |
| <b>13 Maximum One Realtors of Georgia</b><br>maximumonerealty.com                           | 5041 Dallas Hwy.,<br>#700<br>Atlanta, GA 30127<br>770-919-8825            | \$1.3<br>billion   | 5,390   | 1,442                                | 1,463                     | 21                                  | Dana Sparks  | 2007                       |
| <b>14 Ansley Atlanta Real Estate LLC</b><br>ansleyatlanta.com                               | 3035 Peachtree Rd.,<br>#202<br>Atlanta, GA 30305<br>404-480-4663          | \$1.25<br>billion  | 1,559   | 223                                  | 260                       | 7                                   | Bonneau Ansley   | 2015                       |
| <b>15 Chapman Hall Realtors</b><br>chapmanhallrealtors.com                                  | 6100 Lake Forrest Dr.,<br>#120<br>Atlanta, GA 30328<br>404-236-0043       | \$977.82<br>million  | 3,511   | 535                                  | 542                       | 5                                   | John Hallman   | 2000                       |
| <b>16 Dorsey Alston, Realtors</b><br>dorseyalston.com                                       | 100 W. Paces Ferry Rd.,<br>Atlanta, GA 30305<br>404-352-2010              | \$830.65<br>million  | 1,267   | 230                                  | 243                       | NA                                  | Michael Rogers   | 1947                       |
| <b>17 eXp Realty LLC</b><br>exprealty.com   | 1230 Peachtree St.,<br>#1900<br>Atlanta, GA 30339<br>888-959-9461         | \$792.42<br>million  | 2,255   | 702                                  | 707                       | 64                                  | Alan Goldman   | 2013                       |
| <b>18 Mark Spain Real Estate</b><br>markspain.com   | 12600 Deerfield Pkwy.,<br>#450<br>Alpharetta, GA 30004<br>855-299-7653    | \$682.9<br>million   | 2,960   | 138                                  | 202                       | 8                                   | Mark Spain   | 2016                       |
| <b>19 RE/MAX Around Atlanta</b><br>aroundatlanta.com  | 240 Sandy Springs Pl.,<br>Atlanta, GA 30328<br>404-252-7500               | \$505.01<br>million  | 1,500   | 130                                  | 138                       | NA                                  | Megan Wyatt<br>Kristen Jones                                   | 2006                       |
| <b>20 Century 21 Results</b><br>c21results.com  | 2920 Ronald Reagan Blvd.,<br>#113<br>Cumming, GA 30041<br>770-889-6090    | \$502.21<br>million  | 1,304   | 253                                  | 263                       | 1                                   | Terry Swanson  | 1998                       |
| <b>21 RE/MAX Center</b><br>greateratlantagahomesales.com                                    | 1140 Old Peachtree Rd.,<br>Ste. D<br>Duluth, GA 30097<br>770-932-1234     | \$376.91<br>million  | 1,200   | 90                                   | 99                        | NA                                  | Patrick Finnick<br>Faye Finnick<br>Kristy Vallee<br>Tina Helms | 1994                       |
| <b>22 Drake Realty Inc.</b><br>drakerealty.com  | 3535 Roswell Rd.,<br>#41<br>Marietta, GA 30062<br>770-565-2044            | \$373.88<br>million  | 1,640   | 715                                  | 725                       | 9                                   | Glenn Drake<br>Bernie Drake                                    | 1991                       |
| <b>23 RE/MAX Tru</b><br>remax-tru-ga.com  | 554 W. Main St.,<br>#300<br>Buford, GA 30518<br>770-502-6230              | \$365<br>million   | 1,133   | 58                                   | 63                        | NA                                  | Tamra Wade   | 2017                       |
| <b>24 Engel &amp; Volkers Metro Atlanta</b><br>evusa.com                                    | 1745 Peachtree St.,<br>Ste. T<br>Atlanta, GA 30309<br>404-875-7724        | \$290.48<br>million  | 626   | 54                                   | 64                        | 200                                 | Christa Huffstickler   | 2018                       |
| <b>25 CryeLeike South Inc. dba<br/>Crye-Leike Real Estate Services</b><br>crye-leike.com    | 5940 Bethelview Rd.,<br>Cumming, GA 30040<br>678-845-1200                 | \$287.94<br>million  | 1,117   | 248                                  | 285                       | 37                                  | Harold Crye<br>Robert Robinson                                 | 2005                       |

<sup>1</sup> A residential real estate company is defined here as an entity with one owner having one or more locations. All companies listed provided Atlanta Business Chronicle verification of their sales volume figures.

<sup>2</sup> Figures represent closed transactions.

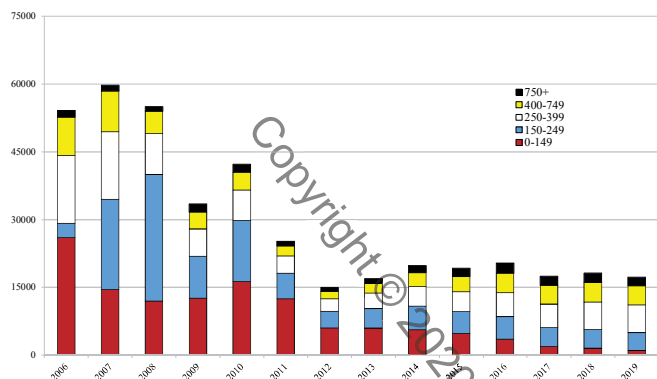
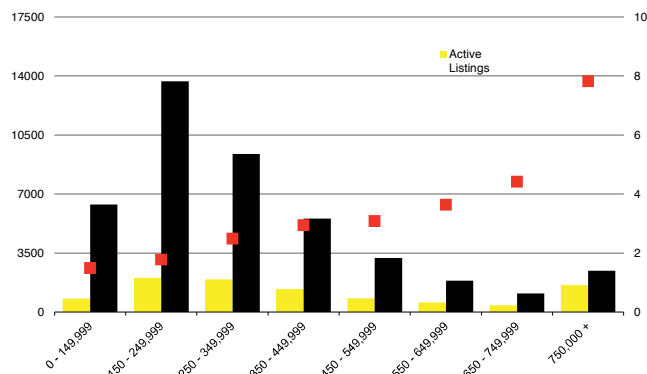
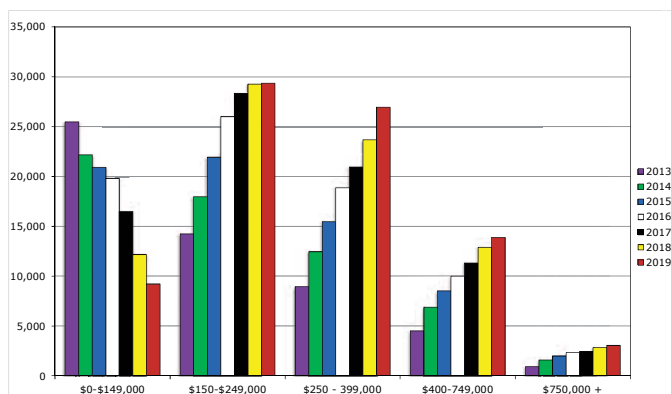
NA - Not available or not applicable

SOURCES: Atlanta Business Chronicle research and the companies

It is not the intent of this list to endorse the participants or to imply that the size of a company indicates its quality. All information listed is based on responses from the companies to Atlanta Business Chronicle surveys. Please send corrections or additions to Patsy Conn at pconn@bizjournals.com.

## HOME QUARTERLY: TOP PRODUCERS

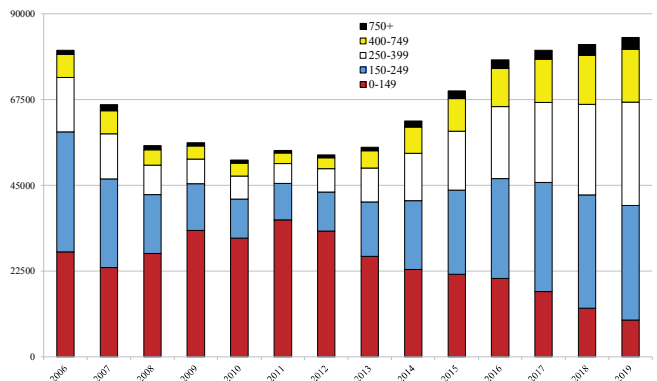
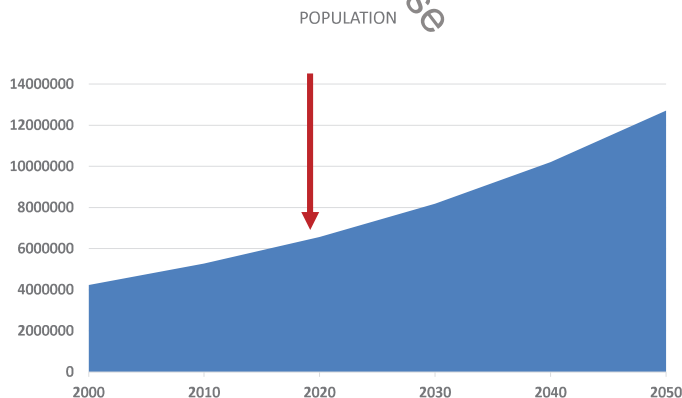
## A LOOK AT THE DYNAMICS OF THE METRO ATLANTA HOUSING MARKET

ATLANTA HOME INVENTORY  
PRICE POINT BREAKDOWNMETRO ATLANTA  
SUPPLY & DEMANDMETRO ATLANTA  
HOME SALES

## Average Single Family Home Price 2019

| Area          | Price       | % Change from 2018 |
|---------------|-------------|--------------------|
| Midtown       | \$825,607   | -3.5%              |
| Buckhead      | \$1,110,749 | -2.1%              |
| Dunwoody      | \$512,190   | .6%                |
| Sandy Springs | \$704,752   | -16.8%             |
| Roswell       | \$465,902   | -1.3%              |
| Alpharetta    | \$497,048   | 2.2%               |
| South Forsyth | \$429,382   | -6.3%              |
| North Forsyth | \$337,966   | 4.5%               |
| Dawson        | \$317,489   | -3%                |
| Lumpkin       | \$235,707   | .9%                |
| Forsyth       | \$394,807   | 2.5%               |
| Doraville     | \$291,261   | 2.0%               |
| Gwinnett      | \$282,917   | 3.5%               |
| Jackson       | \$262,802   | 5.5%               |
| Banks         | \$232,093   | 2.9%               |
| Franklin      | \$248,103   | 11.2%              |
| Hall          | \$290,837   | 2.5%               |

Source: FMLS

ATLANTA SF HOME SALES  
PRICE POINT BREAKDOWNCIRCA 2020  
POPULATION REACHES 6.5 MILLION





## HOME QUARTERLY: TOP PRODUCERS

Compiled by Patsy Conn  
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## ATLANTA'S 25 LARGEST RESIDENTIAL REAL ESTATE OFFICES

RANKED BY GROSS RESIDENTIAL SALES VOLUME IN ATLANTA

| Office/<br>Website   | Address  | 2019 Atlanta gross residential<br>sales volume from closed<br>transactions | Number of<br>homes sold in<br>2019 <sup>2</sup> | Number of sales<br>agents in Atlanta | Total Atlanta<br>staff | Chief Atlanta<br>officer(s)          | Year<br>est. in<br>Atlanta |
|--|--|--|---|--------------------------------------|------------------------|--------------------------------------|----------------------------|
| 1 <b>PalmerHouse Properties - Buckhead</b><br>palmerhouseproperties.com                                | 2911 Piedmont Rd. N.E.,<br>Atlanta, GA 30305<br>404-876-4901                       | \$1.49<br>billion  | 5,298   | 1,009                                | 2,062                  | Kevin Palmer                         | 2006                       |
| 2 <b>Atlanta Fine Homes Sotheby's<br/>International Realty, Buckhead</b><br>atlantafinehomes.com       | 3290 Northside Pkwy.,<br>#200<br>Atlanta, GA 30327<br>404-237-5000                 | \$1.18<br>billion  | 1,553   | 195                                  | NA                     | Jenny Pruitt<br>David Boehmig        | 2007                       |
| 3 <b>Keller Williams Realty, The Rawls Group -<br/>First Atlanta</b><br>rawlsgroup.org                 | 200 Glenridge Point Pkwy.,<br>#100<br>Atlanta, GA 30342<br>404-531-5700            | \$1.11<br>billion  | 3,348   | 542                                  | 555                    | Jean Rawls<br>Mike Ray               | 1999                       |
| 4 <b>Keller Williams Realty, The Rawls Group -<br/>Peachtree Road</b><br>rawlsgroup.org                | 804 Town Blvd.,<br>Ste. A-2040<br>Atlanta, GA 30319<br>404-419-3500                | \$1.06<br>billion  | 2,963   | 433                                  | 444                    | Jean Rawls                           | 2002                       |
| 5 <b>Keller Williams Realty, The Rawls Group -<br/>East Cobb</b><br>rawlsgroup.org                     | 3730 Roswell Rd.,<br>#150<br>Marietta, GA 30062<br>770-509-0700                    | \$947.58<br>million  | 2,725   | 319                                  | 328                    | Jean Rawls<br>Jim Alexander          | 2000                       |
| 6 <b>Atlanta Communities Real Estate<br/>Brokerage LLC</b><br>atlcommunities.com                       | 3405 Dallas Hwy.,<br>#720<br>Marietta, GA 30064<br>770-240-2004                    | \$867.78<br>million  | 3,090   | 414                                  | 414                    | Judson Adamson                       | 2009                       |
| 7 <b>Dorsey Alston, Realtors</b><br>dorseyalston.com   | 100 W. Paces Ferry Rd.,<br>Atlanta, GA 30305<br>404-352-2010                       | \$830.65<br>million  | 1,267   | 230                                  | 243                    | Michael Rogers                       | 1947                       |
| 8 <b>Keller Williams Realty North Atlanta</b><br>kellerwilliamsnorthatlanta.com                        | 5780 Windward Pkwy.,<br>#100<br>Alpharetta, GA 30005<br>770-663-7291               | \$828.17<br>million  | 2,337   | 417                                  | 425                    | Andy Peters                          | 2000                       |
| 9 <b>Ansley Atlanta Real Estate LLC -<br/>Buckhead</b><br>ansleyatlanta.com                            | 3035 Peachtree Rd. N.E.,<br>#202<br>Atlanta, GA 30305<br>404-480-4663              | \$826.12<br>million  | 1,129   | 109                                  | 129                    | Bonneau Ansley                       | 2015                       |
| 10 <b>Keller Williams Realty Intown Atlanta</b><br>kwintown.com  | 621 North Ave. N.E.,<br>Ste. C-50<br>Atlanta, GA 30308<br>404-541-3500             | \$783.44<br>million  | 2,171   | 225                                  | 231                    | Rick Hale                            | 2001                       |
| 11 <b>Atlanta Fine Homes Sotheby's<br/>International Realty, North Atlanta</b><br>atlantafinehomes.com | 1125 Sanctuary Pkwy.,<br>#400<br>Alpharetta, GA 30009<br>770-442-7300              | \$762.12<br>million  | 1,276   | 140                                  | NA                     | Jenny Pruitt<br>David Boehmig        | 2007                       |
| 12 <b>Keller Williams Realty Signature Partners</b><br>westcobbkellerwilliams.com                      | 3375 Dallas Hwy.,<br>Marietta, GA 30064<br>678-631-1700                            | \$752.65<br>million  | 3,014   | 338                                  | 347                    | Rick Hale                            | 2003                       |
| 13 <b>Keller Williams Realty Atlanta Partners</b><br>kw.com  | 1200 Commerce Dr.,<br>#110<br>Peachtree City, GA 30269<br>770-632-1112             | \$743.23<br>million  | 2,551   | 304                                  | 312                    | Kimberly Estes<br>Lindsey Morton     | 2000                       |
| 14 <b>Keller Williams Realty Atlanta Partners</b><br>kw.com  | 1960 Satellite Blvd.,<br>#1100<br>Duluth, GA 30097<br>678-775-2600                 | \$737.74<br>million  | 2,524   | 381                                  | 389                    | Bryan Fair<br>Deb Nardy              | 2000                       |
| 15 <b>Harry Norman, Realtors - Buckhead</b><br>harrynorman.com   | 532 E. Paces Ferry Rd.,<br>#200<br>Atlanta, GA 30305<br>404-504-7300               | \$713.38<br>million  | 1,126   | 179                                  | 193                    | Shea Zimmerman                       | 1930                       |
| 16 <b>Keller Williams Realty Platinum Select<br/>Partners</b><br>realtypartners.yourkwoffice.com       | 722 Stonecroft Lane,<br>Woodstock, GA 30188<br>678-494-0644                        | \$690.83<br>million  | 2,363   | 325                                  | 334                    | Rick Hale                            | 2004                       |
| 17 <b>Solid Source Realty</b><br>solidsource.com   | 10900 Crabapple Rd.,<br>Roswell, GA 30075<br>770-475-1130                          | \$689.13<br>million  | 2,424   | 1,700                                | 1,700                  | Michele Velcheck<br>Rebecca Meredith | 2003                       |
| 18 <b>Solid Source Realty GA</b><br>solidsource.com  | 10900 Crabapple Rd.,<br>Roswell, GA 30075<br>770-475-1130                          | \$664.42<br>million  | 2,590   | 1,700                                | 1,700                  | Michele Velcheck<br>Rebecca Meredith | 2009                       |
| 19 <b>Atlanta Communities Real Estate<br/>Brokerage LLC, Woodstock</b><br>atlcommunities.com           | 9860 Highway 92,<br>Woodstock, GA 30188<br>770-240-2005                            | \$657.03<br>million  | 2,127   | 336                                  | 334                    | Judson Adamson                       | 2009                       |
| 20 <b>Keller Williams Realty Metro Atlanta</b><br>kwdecatur.yourkwoffice.com                           | 315 W. Ponce de Leon Ave.,<br>Decatur, GA 30030<br>404-564-5560                    | \$642.01<br>million  | 1,883   | 236                                  | 243                    | Rick Hale                            | 2003                       |
| 21 <b>Keller Williams Realty, The Rawls Group -<br/>Dunwoody</b><br>rawlsgroup.org                     | 115 Perimeter Center Pl.,<br>#100<br>Atlanta, GA 30346<br>678-298-1600             | \$621.37<br>million  | 1,836   | 339                                  | 346                    | Jean Rawls<br>Brad Feiman            | 2001                       |
| 22 <b>Keller Williams Realty Chattahoochee<br/>North</b><br>chattahoocheenorth.yourkwoffice.com        | 3930 East Jones Bridge Rd.,<br>#100<br>Peachtree Corners, GA 30092<br>678-578-2710 | \$599.78<br>million  | 1,868   | 333                                  | 340                    | Andy Peters                          | 2002                       |
| 23 <b>Keller Williams Realty - The Rawls Group -<br/>Smyrna/Vinings</b><br>rawlsgroup.org              | 3350 Atlanta Rd.,<br>Smyrna, GA 30080<br>770-874-6200                              | \$586.67<br>million  | 2,087   | 319                                  | 327                    | Jean Rawls<br>Ceci Osburn            | 2003                       |
| 24 <b>Keller Williams Realty Atlanta Partners</b><br>kw.com  | 303 Corporate Center Dr.,<br>#100<br>Stockbridge, GA 30281<br>770-692-0888         | \$558.87<br>million  | 2,905   | 341                                  | 349                    | John Durham                          | 2003                       |
| 25 <b>Atlanta Fine Homes Sotheby's<br/>International Realty, Intown</b><br>atlantafinehomes.com        | 1555 Peachtree St.,<br>#100<br>Atlanta, GA 30309<br>404-874-0300                   | \$541.88<br>million  | 924   | 90                                   | NA                     | Jenny Pruitt<br>David Boehmig        | 2007                       |

<sup>1</sup> A residential real estate office is defined here as a single, individual address location.  
All offices listed provided Atlanta Business Chronicle verification of their sales volume figures.  
<sup>2</sup> Figures represent closed transactions.  
NA - Not available or not applicable

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